

# Indonesia

## *Country Fact Sheet*

**Location:** Southeastern Asia, archipelago between the Indian Ocean and the Pacific Ocean

**Capital:** Jakarta

**Land:** Total = 1,904,569 sq km, an area about three times the size of Texas

**Population:** 245,613,043 (July 2011 est.)

**Language:** Bahasa Indonesia (official, modified form of Malay), English, Dutch and local dialects (of which the most widely spoken is Javanese)

**Climate:** tropical; hot, humid; more moderate in highlands

**Agriculture:** U.S. agricultural exports to Indonesia totaled \$1.8 billion in 2009, making Indonesia the 8th largest U.S. export market for agricultural products. Top performing exports include soybeans (\$618 million), cotton (\$235 million), feeds and fodders (\$232 million), soybean meal (\$165 million), and wheat (\$153 million).

**Major Agricultural Products:** rice, cassava (tapioca), peanuts, rubber, cocoa, coffee, palm oil, copra; poultry, beef, pork, eggs

**GDP (purchasing power parity):** \$1.033 trillion (2010 est.)

**country comparison to the world:** 16

**(official exchange rate):** \$695.1 billion (2010 est.)

**GDP Growth:** 6% (2010 est.); 4.5% (2009 est.); 6% (2008 est.)

**Import Commodities:** machinery and equipment, chemicals, fuels, foodstuffs

**Partners:** Singapore 24.96%, China 12.52%, Japan 8.92%, Malaysia 5.88%, South Korea 5.64%, US 4.88%, Thailand 4.45% (2009)

**Exports Commodities:** oil and gas, electrical appliances, plywood, textiles, rubber

**Partners:** Japan 17.28%, Singapore 11.29%, US 10.81%, China 7.62%, South Korea 5.53%, India 4.35%, Taiwan 4.11%, Malaysia 4.07% (2009)

**Government:** republic. President Susilo Bambang Yudhoyono, Vice President Boediono. The president is both the chief of state and head of government.

**Business:** Government plays a significant role in Indonesian business. There are 139 state-owned enterprises, and the government administers prices on several basic goods, including fuel, rice, and electricity. Business is also very hierarchical, and acceptable behavior includes the need to show respect to seniority, the unquestioning acceptance of hierarchical structures.

**Economic Highlights:** During the difficult global conditions of 2009, Indonesia's economy was among the top worldwide performers. The consumer market continues to lead growth in the world's fourth-largest country with 50% of its citizens under the age of 30. Indonesia is a thriving democracy with significant regional autonomy. It is located on the world's major trade routes and has extensive natural resources. Additionally, it is a top-ten market for U.S. agricultural products and is within the top 30 overall markets for U.S. exports.



**Market Challenges:** Although improving, local and foreign businesses cite corruption and ineffective courts as serious problems. Business and regulatory disputes are sometimes treated as criminal cases in Indonesia. The business environment in Indonesia is challenging. Additionally, competition from companies in Singapore, China, Japan, Malaysia, Korea and other regional players is intense.

**Market Opportunities:** Strong opportunities exist in mining, energy, agribusiness equipment and services. The aircraft market favors U.S. products, and aircraft, replacement parts and service are valuable and significant markets. Education and professional training, research, medical equipment and high-quality American agricultural commodities all retain their market edge, even with premium prices.

**Trade Regulations, Customs and Standards:** The government of Indonesia (GOI) requires extensive documentation prior to allowing import of goods. At minimum, the U.S. exporter or his agent must provide a pro-forma invoice, commercial invoice, certificate of origin, bill of lading, packing list, and insurance certificate. In addition to those documents add



**Sources:**

U.S. Commercial Service, Department of Commerce. (2011). *Indonesia*  
Country Commercial Guide. Retrieved from <http://www.buyusainfo.net/>.

The World Factbook 2011. Washington, DC: Central Intelligence Agency, 2011.  
<https://www.cia.gov/library/publications/the-world-factbook/index.html>

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Web. 10 May 2011. <<http://www.state.gov/r/pa/ei/bgn/2748.htm>>.

# Vietnam

## *Country Fact Sheet*

**Location:** Southeastern Asia, bordering the Gulf of Thailand, Gulf of Tonkin and South China Sea, as well as China, Laos and Cambodia

**Capital:** Hanoi

**Land:** Total = 331,210 sq km, an area slightly larger than New Mexico

**Population:** 90,549,390 (July 2011 est.)

**Language:** Vietnamese (official), English (increasingly favored as a second language), some French, Chinese, Khmer and mountain area languages (Mon-Khmer and Malayo-Polynesian)

**Climate:** tropical in south, monsoonal in north with hot, rainy season (May to September) and warm, dry season (October to March)

**Agriculture:** Farms in Vietnam tend to be very small, usually less than one hectare (2.5 acres) each. Due to its high productivity, Vietnam is currently a net exporter of agricultural products.

**Major Agricultural Products:** paddy rice, coffee, rubber, cotton, tea, pepper, soybeans, cashews, sugar cane, peanuts, bananas; poultry; fish, seafood

**GDP (purchasing power parity):** \$278.1 billion (2010 est.)

**country comparison to the world:** 42

**(official exchange rate):** \$102 billion (2010 est.)

**GDP Growth:** 6.8% (2010 est.), 5.3% (2009 est.), 6.3% (2008 est.)

**Import Commodities:** machinery and equipment, petroleum products, steel products, raw materials for the clothing and shoe industries, electronics, plastics, automobiles

**Partners:** China 23.8%, South Korea 11.6%, Japan 10.8%, Taiwan 8.4%, Thailand 6.7%, Singapore 4.9% (2010 est.)

**Exports Commodities:** clothes, shoes, marine products, crude oil, electronics, wooden products, rice, machinery

**Partners:** U.S. 20%, Japan 10.7%, China 9.8%, South Korea 4.3% (2010 est.)

**Government:** communist state. President is Nguyen Minh Triet; Vice President is Nguyen Thi Doan; Head of Government is Prime Minister Nguyen Sinh Hung

**Business:** Over the past decade, Vietnam has recognized the importance of growing global economic interdependence and has made efforts to adjust its foreign relations to reflect the evolving international economic and political situation in Southeast Asia.

**Economic Highlights:** Vietnam is a true emerging market. The country's economic growth rate has been among the highest in the world in recent years, expanding at an average about 7.2 percent per year during 2001-2010. The U.S.-Vietnam Bilateral Trade Agreement (BTA) was signed in 2001, and bilateral trade has increased over six-fold from \$2.9 billion in 2002 to \$18.6 billion in 2010. Additionally, U.S. exports to Vietnam grew by an impressive 19.8 percent in 2010 to \$3.7 billion. During the same period, Vietnam's exports to the U.S. increased 21 percent to \$14.9 billion, resulting in an \$11.2 billion bilateral trade deficit with Vietnam. In 2010, U.S. exporters saw significant growth in agricultural product sectors, which accounted for roughly one-third of U.S. exports to Vietnam.



**Market Challenges:** There is a lack of transparency, uniformity and consistency in Vietnamese laws and regulations. Additionally, both foreign and domestic firms in the country have issues with protection of intellectual property to be a significant challenge. While Vietnam has reduced tariffs on many products due to its WTO commitments, high tariffs on selected products remain. U.S. industry has identified a range of products, including agricultural products, processed foods and nutritional supplements, where it sees significant potential of export growth if Vietnam's tariffs could be reduced further.

**Market Opportunities:** Vietnam has a dynamic and quickly-evolving commercial environment due to continued strong economic growth and ongoing reform. The GVN plays a significant role in the economy, with state-owned enterprises (SOEs) making up approximately 38 percent of GDP, however they are working to "equitize" (partially privatize) SOEs in all sectors of the economy; this will create opportunity for many U.S. companies.

U.S. agricultural export opportunities in Vietnam are also bright. Although Vietnam is currently a net exporter of food, as incomes continue to increase and per-capita arable land remains low, the demand for these products is likely to significantly increase.

**Trade Regulations, Customs and Standards:** Vietnam continues to make progress in the elimination of nontariff barriers (NTBs) under the 2001 United States-Vietnam Bilateral Trade Agreement (BTA) and through Vietnam's accession to the WTO in 2007. The result has eliminated any quantitative restrictions on imports or other nontariff measures, such as quotas, bans, permits, prior authorization requirements, licensing requirements, or other restrictions having the same effect, that would not be consistent with its WTO commitments.



**Sources:**

U.S. Commercial Service, Department of Commerce. (2011). *Vietnam*  
Country Commercial Guide. Retrieved from <http://www.buyusainfo.net/>.

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<https://www.cia.gov/library/publications/the-world-factbook/index.html>

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