



ITALIAN TRADE AGENCY

ICE - Agenzia per la promozione all'estero e
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**BRIEF ON INDONESIAN COSMETICS INDUSTRY,
IMPORTS REGULATIONS, PROCEDURES,
REGISTRATION, IMPORT DUTIES**

ITA Jakarta, December 2018

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INDONESIA



The current population of Indonesia	267,062,944 (August 7, 2018), based on the latest United Nations estimates. In 2020 expected to reach 272,222,987
Indonesia population growth	Equivalent to 3.5% of the total world population.
Indonesia ranks	Number 4 in the list of countries (and dependencies) by population.
The population density in Indonesia	147 per Km2 (381 people per mi2).
The total land area	1,811,570 Km2 (699,451 sq. Miles) with over 17.000 islands. Big islands Java, Sumatera, Kalimanta, Bali, Papua, Maluku. And Thousand small islands including : https://captureindonesia.com/islands/best-islands-in-indonesia/

The population in urban	55.3 % or 147,548,918 people in 2018
The median age in Indonesia	28.3 years.
Indonesian Economic Growth	5,24 % (second quarter of 2018), 5,06 in previous year 2017.

Percentage change unless indicated

	2017	2018	2019
Gross domestic product	5.1	5.2	5.3
Private consumption	5.0	5.2	5.4
Government consumption	2.1	4.7	3.6
Gross fixed capital formation	6.2	6.5	5.9
Exports	9.1	5.5	5.6
Imports	8.1	10.3	5.7
Consumer price index	3.8	3.5	3.9
Fiscal balance (% of GDP)	-2.5	-2.2	-2.0
Current account balance (% of GDP)	-1.7	-2.5	-2.5

Source: OECD Interim Economic Outlook, September 2018.

INDONESIAN ECONOMY

The World Bank's report January 2018 edition of its Global Economic Prospect (GEP) report, indicates, Indonesia's economic growth is considered stable at 5.3 percent year-on-year (y/y) in the 2018-2020 period. Although compared to emerging peers in the Asian region, a 5.3 percent growth pace is not too impressive, the positive message from the GEP report is that - contrary to many emerging Asian peers - Indonesia is not expected to see sliding economic growth in the years ahead. The World Bank's 5.3 percent gross domestic product (GDP) growth forecast for Indonesia in the 2018-2020 period implies accelerating growth from the estimated 5.1 percent (y/y) growth pace in 2017. The nation's household consumption is estimated to improve on the back of rising wages. Meanwhile, rising commodity prices are also expected to boost the economy of Southeast Asia's

largest economy. Indonesia is one of the world's big commodity exporters. The only countries that are estimated to show an improvement in economic growth in the 2017-2020 period are Indonesia, Laos and Myanmar (see table below).

World Bank's Economic Growth Projections:

Country	2017	2018	2019	2020
China	6.8	6.4 ↓	6.3 ↓	6.2 ↓
Cambodia	6.8	6.9 ↑	6.7 ↓	6.7
Philippines	6.7	6.7	6.7	6.5 ↓
Vietnam	6.7	6.5 ↓	6.5	6.5
Laos	6.7	6.6 ↓	6.9 ↑	6.9
Myanmar	6.4	6.7 ↑	6.9 ↑	6.9
Malaysia	5.8	5.2 ↓	5.0 ↓	4.7 ↓
Indonesia	5.1	5.3 ↑	5.3	5.3
Fiji	3.8	3.5 ↓	3.3 ↓	3.2 ↓
Thailand	3.5	3.6 ↑	3.5 ↓	3.4 ↓

Source: World Bank/investment Indonesia

Indonesia - Economic forecast summary 2019

Economic growth is projected to remain above 5% in 2019-20. Rising incomes will lift private consumption. Tighter financial conditions will weigh on firms' investment but ongoing infrastructure investment will provide support. Slower growth in trading partners will be a drag on exports, but improvements in regulations and connectivity, along with greater price competitiveness from currency depreciation, should support gains in market share. Inflation is set to remain relatively subdued notwithstanding the rupiah depreciation and higher fuel prices. Higher import prices have widened the current account deficit.

Bank Indonesia has raised interest rates by 175 basis points since mid-May to contain capital outflows. Further pre-emptive tightening is projected as US interest rates rise. The budget deficit is



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set to narrow slightly. Reforms to improve the efficiency of spending, shift social assistance towards targeted transfers and further lower costs of doing business would support inclusive growth.

Macroeconomic policies are finely balancing growth and stability. After lowering policy interest rates during 2016-17 to support economic growth, Bank Indonesia has started to raise them to temper capital outflows. The budget deficit is expected to narrow in 2018 and 2019, expanding the buffer *vis-à-vis* the legislated cap of 3% of GDP.

GDP growth is projected to remain healthy. Rising incomes and consumer confidence will support a pick-up in private consumption. Investment is projected to remain robust. Improvements in logistics and price competitiveness will support export growth even as trading partner growth slows.

The youthful population is an opportunity **Half of Indonesia's population is under 30 years old. This favourable age structure will contribute to future prosperity,** if policies are put in place to take advantage of it. Reaping the benefits of this opportunity requires shifting the jobs mix to high-quality, high-productivity formal-sector jobs. Improving the health of students and workers will raise learning and productivity.

Around half of all dependent employees and 70% of all workers are estimated to still be informal. These jobs tend to be associated with lower wages, poorer working conditions and fewer training opportunities. Disadvantaged groups are more likely to be affected, particularly those with less education.

INDONESIA'S COSMETICS : RISING DEMAND FOR BEAUTY & PERSONAL CARE PRODUCTS

- Cosmetic Industry
- Personal Care
- Make-Up
- Beauty Products
- UNVR
- Cosmetics

A survey done indicates that Indonesia's cosmetic industry remains attractive for foreign and domestic investors. Based on data from Beauty Market Survey (BMS), which were obtained through Nielsen and Euro Monitor, the value of Indonesia's cosmetics industry was estimated at IDR 36 trillion (approx. USD \$2.7 billion) in 2016, up around 12 percent from the value in the preceding year.

There exists rising demand for beauty and personal care products in Indonesia. The major drivers of this growth are hair care products (37 percent), followed by skin care products (32 percent), and make-up (10 percent). Growth of this market is attributed to a number of factors:

- Indonesians are becoming increasingly aware of their well-being
- Make-up is increasingly becoming part of women lifestyles
- Indonesia's female population now numbers over 130 million
- A growing number of Indonesian men, especially in urban areas, are now buying and wearing cosmetic and skin care products
- Indonesia has a big population that is seeing its percapita GDP rising, thus there is a rising number of mid-income and affluent consumers
- In times of economic slowdown, Indonesian women continue to buy beauty products

Solid and structural growth of Indonesia's personal and beauty care market is reflected by the corporate performance of [Unilever Indonesia](#). This company is among Indonesia's largest consumer goods producers and ranked within the top ten of companies that control the largest market capitalization on the Indonesia Stock Exchange. One of Unilever Indonesia's business segments is home & personal care products. In line with the aforementioned, the company's sales continue to rise, even in times of economic slowdown. Therefore, its shares also show structural growth. So far this year Unilever Indonesia's shares have risen 5.28 percent to IDR 50,800 a piece.

Stock Quote Unilever Indonesia – UNVR: latest update Unilever Indonesia Tbk. (UNVR): Seeing the potential of the domestic cosmetic industry the Indonesian government placed this industry among its priority industries in its National Development Plan for Industry up to 2019. Hence, cosmetics has been given an important role in the economic development of Indonesia. This involves the development of import-substitution industrialization (currently most raw materials for the cosmetic sector still need to be imported), which would also generate plenty of employment opportunities for local workers.

In the future the government wants to increase exports of cosmetics, particularly to regional neighbors such as Malaysia, Brunei Darussalam and Australia.

The positive prospects of Indonesia's cosmetic industry has resulted in a rising number of local brands entering the market, thus it has resulted in a much tougher competitive landscape. But it is interesting to note that in the cosmetic industry there exists a high degree of customer loyalty, hence if a consumer feels comfortable with a certain brand then he or she is unlikely to switch to another brand. Therefore, these companies need to innovate and develop new products in a bid to boost their market share.

The big foreign and domestic players in Indonesia's beauty and personal care market are Unilever Indonesia, Paragon Technology, Innovation, L'Oreal Indonesia, Mandom Indonesia, Mustika Ratu, Akasha Wira International, and Martina Berto.

INDONESIAN IMPORTS OF COSMETICS PRODUCTS :

As mentioned half of the Indonesian population is under the age of 30 years, a productive age and main consumer for cosmetics products. The local production are not sufficient enough to fulfill the high demand. Meanwhile for the upper market segments class demand for cosmetics are fulfilled by branded cosmetics from from European and United States for certain items.

Below statistical data describing the imports of variety of products being imported to Indoensia and which some Italy have supplied but also some products which are not supplied yet by Italian producers.

At the end of the report information on the regulation and import duties are provided to complete the information.

IMPORTS OF COSMETICS FROM ITALY :

INDONESIAN IMPORTS AND ITALY MARKET SHARE 2015-017 IN WEIGHT AND VALUE US\$

Tabella importazioni In US\$

Description of Goods	Nett Weight in KG			Value CIF in US\$		
	2015	2016	2017	2015	2016	2017
Total Import	68,130,707	59,082,440	45,930,775	340,039,647	359,349,285	354,237,968
Italy	290,221	370,083	566,138	11,652,007	10,511,130	15,702,995
Market Share	00.43	00.63	01.23	03.43	02.93	04.43

Sources : Central Bureau of Statistics based on HS Code 33030000 up to 34013000 process by ICE Giacarta

Indonesian imports of cosmetics in 2015-2017 showed steady in 2015 valued US\$ 340,039,647 and 2016 valued US\$ 359,349,285 and slightly decreased to US\$ 354,237,968. However Italy's market share fluctuating with positive trend in 2017 valued US\$ 15,702,995 compared with 2015 valued US\$ 11,652,007 holding market share of 04,43% in 2017.

Beauty trends and new consumers : Apart from Indonesia's robust economic growth, current beauty trends encourage the use of skincare products. As in other Asian countries, having flawless and bright skin is seen as a particularly important hallmark of beauty in Indonesia, both in men and women. Advertising campaigns, the fair-skin beauty ideal reflects in TV shows and on magazine covers and resonates through social media among the country's young and internet-savvy population.

Rural areas lag far behind urban center in terms of per-capita consumption of cosmetics, but they are catching up quickly as retail networks expand beyond major cities and as new consumers enter the market. Improving infrastructure and logistics are also helping companies penetrate rural areas. An extensive survey found that sales of cosmetics in urban areas increased by 9.4% year-on-year in the first half of 2013, while in rural regions, sales boomed by 27.5%. latest available datas. The difference in growth can be partly attributed to the fact that many inhabitants of rural areas have yet to become regular consumers of basic skincare and make-up products, which have long become everyday essentials for more affluent urban dwellers. Cosmetic makers will want to focus their urban marketing effort on higher-end and specialist products. The other major untapped market segment is that of Indonesian men. Cosmetics companies have reported sales growth in their male product lines

at a multiple of the growth rates seen for female products. Facial cleansers and moisturizers as well as anti-ageing solutions are becoming increasingly popular among men in Indonesia, as targeted advertising campaigns featuring bikers and male celebrities seek to dispel the notion that using them is effeminate.

Local players in a global market : Global cosmetic firms are expanding their presence in Indonesia, where consumer goods giant Unilever has used its longstanding local presence to assume a leading position in the skincare segment. In addition to marketing its Pond's-branded skincare products, Unilever Indonesia has established a local brand around the Indonesian word Citra (Image). France-based L'Oréal sees so much potential in Indonesia that it picked West Java as the location for its largest factory worldwide. Local companies are keen to defend their own share of the home market with a number of highly successful brands. Leading Indonesian cosmetic producers are PT Mustika Ratu and the Martha Tilaar Group, which sells a range of brands under its subsidiary PT Martina Berto. There is no apparent bias towards local brands – quite the opposite in fact. Latest available survey done in 2013 consumer survey found that while Indonesians “*prefer local brands for essential items, **appetite for foreign brands is higher for discretionary items such as fashion apparel and cosmetics, especially among high income earners.***” The allure of the domestic market notwithstanding, Indonesia is also a significant exporter of cosmetics. In promoting their products abroad, major brands highlight their use of indigenous natural ingredients and their roots in traditional herbal treatment and make a selling point of their claimed expertise on ‘eastern skin’.

Indonesia is home to local cosmetics producers, many of which are family-run small businesses. More and more of these firms are looking to ship their goods beyond national borders, and falling trade barriers across the region are making it easier for them to do so. The ASEAN Harmonized Cosmetic Regulatory Scheme, implemented in 2008, standardizes rules on the safety and quality of cosmetics across the ten countries in the Association of Southeast Asian Nations. Notably, it requires national authorities to accept products that have been registered in any other member country, thereby tearing down non-tariff trade barriers that would in the past be misused to shield domestic producers from foreign competition. In addition, free trade agreements mandate a gradual reduction of import tariffs.

Indonesia's Food and Drug Monitoring Agency (BPOM) reserves the right to monitor imported products for their safety and quality credentials, but cannot prevent increasingly tight integration in the regional cosmetics market even if it wanted to. Rising cross-border trade makes for a more competitive environment, which entails both challenges and opportunities for local producers. It certainly ups the pressure to make cosmetics of high quality at low cost. This should set the stage for market consolidation in Indonesia, with the aim to produce some strong players that can compete at



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the regional and eventually the global level. It should also inspire increased strategic or equity investment from abroad and cooperation between Indonesian and foreign cosmetic companies.

As mentioned important to note the Interesting growth from the male and rural population as well as increasingly expensive tastes and rising affluence in urban center make the country a highly attractive market, while the prospects of expanding into ASEAN afford local producers the opportunity to reach millions of additional consumers.

IMPORTS OF COSMETICS TO INDONESIA

Imports of cosmetics to Indonesia as in other countries are controlled by the governments in which, registration at the BPOM (Food and drug controlled board) including for cosmetics must be done. Halal certificate is important to successfully enter the market. With all the difficulties, many products entering the market unofficially.

Given the population structure, demand for the cosmetic products will continue to increase. Cosmetics from France, German, U.K., U.S.A are known in the market in particularly for fragrance products. Thailand contribute a good market share by supplying on two items (skin lotions and shampoos, France brands produced in Thailand). The growing awareness of health care, skin care, hair care, nail cares, etc have lead to an increasing demand of cosmetic and beauty products. Growing numbers of dermatologist open up skin care clinics which formulate their own skin care products eventually have driven the imports of basic materials/pharmaceuticals products for skin care products which mostly have not been produce in the country. Among others, raw materials for skin care such as whitening creams and smoothing, etc. While for hair products, treatments and fashion hair care products such as coloring, etc. Demand for fragrance usually preference are towards the high fashion brands.

Importation of cosmetics from Italy is still very low, however showed an increasing trends, procedures of imports and registration of cosmetics and the import duties becomes the barriers. However, importers who have successfully import Italian products to Indonesia claims is confidant on the product imported which are targeting the middle upper class.

INDONESIAN IMPORTS AND ITALY MARKET SHARE 2015-017 IN WEIGHT AND VALUE US\$

HS Code	Description of Goods	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
		2015	2016	2017	2015	2016	2017	
33030000	Perfumes & toilet waters.	142,366	137,658	223,916	9,259,316	8,089,296	12,622,142	7
33041000	Lip makeup preparations	28,865	19,707	21,602	1,169,486	840,345	1,063,859	4
33051010	Shampoos having antifungal properties	31	105	3,649	543	1,146	37,756	0
33051090	Shampoos not having antifungal properties	2,254	2,555	19,460	37,145	38,057	220,642	1
33052000	Preparations for permanent waving or straightening	0	0	5,035	0	0	33,962	1
33053000	Hair lacquers							
33059000	Preparations for use on the hair, except shampoos, preparations for permanent waving or straightening & hair lacquer	112,375	206,485	290,697	1,108,577	1,425,531	1,691,131	5
33061010	Dentifrices in powders forms & pastes for dental prophylaxis	2,678	2,217	0	45,359	28,549	0	0
33061090	Dentifrices not in powders forms & other than pastes for dental prophylaxis	0	0	530	0	0	11,173	1
33062000	Yarn used to clean between the teeth (dental floss)							
33069000	Prep for oral/dental hygiene, incl denture fixative pastes&powders,in individual retail packages,other than dentifrices.	0	0	56	0	0	762	0
33071000	Preshave, shaving or aftershave preparations	5	0	9	285	0	460	0
33072000	Personal deodorants & antiperspirants	7	1	13	540	36	600	0
33073000	Perfumed bath salts & other bath preparations	286	604	51	3,380	8,005	1,231	0
33074110	"Agarbatti" & oth odoriferous prep which operate by burning,Scented powders of a kind used during religious rites							
33074190	"Agarbatti"& other odoriferous prep which operate by burning, exc scented powders of a kind used during religious rites							
33074910	Room perfuming preparations, whether or not having disinfectant properties	3	12	0	27	288	0	0
33074990	Deodorising rooms, other than room perfuming preparations, whether or not having disinfectant properties							
33079010	Animal toilet preparations							
33079030	Papers & tissues, impregnated or coated with perfume or cosmetics	1	0	0	1	0	0	0
33079040	Other perfumery or cosmetics, including depilatories	0	459	1,088	0	4,312	17,976	0
33079050	Contact lens or artificial eye solutions	0	220	0	0	70,872	0	0
33079090	Depilatories&other perfumery,cosmetic or toilet preparations,notelsewhere specified or included,exc. HS 3307.90.10 to 50	4	24	4	366	1,372	205	0
34013000	Organic surfaceactive products&prep for washing the skin,in the form of liq/cream&put up for retSale,containing soap/not	1,346	36	28	26,982	3,321	1,096	0
	Total Imports from Italy	290,221	370,083	566,138	11,652,007	10,511,130	15,702,995	

In detail the imports of cosmetics products of Italy and other competitor countries as follows by product categories :

IMPORTS OF PERFUMERY 2015-2017 IN WEIGHT IN KG AND VALUE CIF US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33030000	Perfumes & toilet waters.	FRANCE	1,024,476	1,096,424	1,424,091	44,875,188	61,681,776	78,768,761	47
		UNITED KINGD	288,691	413,138	517,268	16,115,527	20,875,260	29,022,804	17
		UNITED STATES	78,097	138,986	293,082	4,073,530	7,822,605	13,820,627	8
		ITALY	142,366	137,658	223,916	9,259,316	8,089,296	12,622,142	7
		SPAIN	169,057	271,393	378,764	6,260,871	6,974,540	8,975,961	5
		SWITZERLAND	35,540	60,227	99,575	3,179,526	5,389,823	8,184,310	5
		SWEDEN	468,601	329,698	450,031	5,433,515	4,336,003	6,890,413	4
		POLAND	183,527	193,557	226,786	2,341,879	2,517,992	3,186,781	2
		SINGAPORE	7,102	3,909	163,408	142,797	42,353	2,559,880	2
		GERMANY, FED	13,879	28,318	31,306	1,008,111	1,884,066	2,034,087	1
		INDIA	0	77,323	102,527	0	773,351	1,335,385	1
		HONG KONG	513	3,450	6,939	27,622	200,195	614,271	0
		PHILIPPINES	152,248	231,034	171,631	426,448	797,574	607,021	0
		CHINA	229	3,841	17,683	8,727	48,789	465,652	0
		KOREA, REPUB	2,626	2,178	2,235	81,991	47,367	62,953	0
Others	14,990	104,901	17,353	200,064	800,378	161,904	0		
		Total	2,581,942	3,096,035	4,126,595	93,435,112	122,281,368	169,312,952	100

Sources : Central Bureau of Statistics Process by ICE Giacarta Office.

IMPORTS OF MAKE UP 2015-2017 IN WEIGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33041000	Lip makeup preparations	CHINA	80,239	145,051	222,481	1,897,729	4,703,506	5,306,076	22
		RUSSIA FEDERATION	148,171	207,721	224,485	2,165,229	3,377,140	4,235,530	18
		UNITED STATES	96,164	85,058	73,389	5,355,880	2,427,273	3,216,241	13
		FRANCE	99,318	25,551	36,535	1,829,274	1,597,373	2,836,180	12
		GERMANY, FED	26,214	14,890	37,066	759,767	491,098	1,098,065	5
		ITALY	28,865	19,707	21,602	1,169,486	840,345	1,063,859	4
		KOREA, REPUBLIC OF	6,840	14,154	25,541	233,331	460,983	933,190	4
		THAILAND	11,057	14,850	19,954	663,383	802,041	795,581	3
		INDIA	4,300	6,022	14,425	235,056	439,464	762,333	3
		MALAYSIA	12,055	11,895	12,659	491,092	557,006	715,277	3
		BELGIUM	3,095	7,023	10,607	159,040	450,541	585,158	2
		CANADA	5,269	4,513	10,225	356,718	280,085	584,430	2
		JAPAN	6,313	9,644	7,444	344,934	574,054	450,415	2
		TAIWAN	0	14,354	29,837	0	259,100	251,559	1
		UNITED KINGDOM	32,800	19,817	19,329	694,427	313,070	248,808	1
		IRELAND	5,117	3,972	4,020	259,812	185,772	207,460	1
		MEXICO	4,509	32,578	13,406	49,310	398,494	198,226	1
		TURKEY	0	0	4,596	0	0	112,221	0
		SWITZERLAND	30,524	7,585	6,206	434,213	127,708	100,741	0
		HONG KONG	28	718	1,747	2,654	46,881	80,644	0
		SAUDI ARABIA	0	3,134	5,326	0	210,268	71,292	0
		AUSTRALIA	0	165	2,449	0	2,300	62,109	0
		BRAZIL	0	1,754	1,935	0	45,718	39,999	0
POLAND	66	128	686	4,962	7,185	29,932	0		
SINGAPORE	331	910	274	37,800	9,893	11,826	0		
CZECH REPUBLIC	10	166	177	90	9,699	9,285	0		
Others	582	310	130	5531	4128	4961	0		
Total			601,867	651,670	806,531	17,149,718	18,621,125	24,011,398	100

Sources : Central Bureau of Statistics Process by ICE Giacarta Office.

IMPORTS OF HAIR CARE PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33051010	Shampoos having antifungal properties	THAILAND	9,269,073	10,015,951	3,593,396	28,123,950	38,220,173	13,713,848	97
		UNITED KINGD	2,703	2,424	3,384	48,593	50,222	77,065	1
		INDIA	2,129	4,313	15,441	4,897	13,675	65,710	0
		SWEDEN	11,604	15,427	5,463	99,576	127,966	58,899	0
		SINGAPORE	0	1,028	8,322	0	2,628	55,635	0
		ITALY	31	105	3,649	543	1,146	37,756	0
		SPAIN	3,129	2,769	4,578	25,166	17,556	31,746	0
		UNITED STATES	3,833	3,665	2,114	97,243	54,824	29,198	0
		KOREA, REPUB	0	0	2,662	0	0	22,919	0
		MALAYSIA	0	1,373	3,228	0	6,107	18,909	0
		FRANCE	140	133	404	3,758	3,772	11,749	0
		VIET NAM	2,917	8,620	2,004	5,148	16,994	6,331	0
		CHINA	3,048	53	1,694	31,173	364	5,718	0
		CANADA	0	0	358	0	0	2,391	0
		GERMANY, FED	540	153	29	9,065	1,336	373	0
		AUSTRALIA	3,417	1,849	24	4,794	3,454	265	0
Others	288	0	3	1926	0	29	0		
		Total	9,302,852	10,057,863	3,646,753	28,455,832	38,520,217	14,138,541	100

IMPORTS OF HAIR CARE PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

SHAMPOOS

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33051090	Shampoos not having antifungal properties								
		THAILAND	21,392,783	11,950,087	2,678,310	61,957,056	42,832,245	10,389,907	62
		MALAYSIA	580,913	662,434	542,482	1,229,437	1,633,077	1,254,013	7
		CHINA	80,699	45,979	118,787	534,803	176,946	787,537	5
		SPAIN	53,803	57,408	107,655	427,105	412,788	755,930	4
		KOREA, REPUB	16,317	89,739	100,857	142,833	644,252	725,010	4
		UNITED STATES	63,485	76,003	65,239	818,044	904,593	576,037	3
		POLAND	7,457	17,719	107,161	63,429	158,756	565,854	3
		FRANCE	340,468	15,968	19,604	254,011	351,011	429,899	3
		JAPAN	18,581	12,608	16,979	237,017	156,234	258,983	2
		ITALY	2,254	2,555	19,460	37,145	38,057	220,642	1
		UNITED KINGD	3,899	7,297	10,295	103,926	138,153	212,081	1
		GERMANY, FED	6,248	1,342	9,864	99,164	11,967	137,528	1
		SWEDEN	26,798	29,390	13,785	253,026	225,702	101,164	1
		PHILIPPINES	0	477	30,747	0	2,029	96,220	1
		BULGARIA	0	0	3,608	0	0	86,989	1
		INDIA	25,819	19,181	12,347	87,176	66,962	56,893	0
		AUSTRALIA	10,712	217	15,927	18,114	2,441	47,986	0
		HONG KONG	131	84	5,458	6,667	4,230	44,932	0
		NETHERLANDS	230	6,205	4,453	1,725	37,068	39,523	0
		TURKEY	0	3,929	5,004	0	20,013	27,288	0
		SINGAPORE	2,374	64	2,147	3,689	911	27,182	0
		SWITZERLAND	0	0	1,239	0	0	23,274	0
		CZECH REPUB	0	2,075	1,973	0	23,084	19,348	0
		Others	19,125	9,730	116	46,961	27,539	7,750	0
		Total	22,652,096	13,010,491	3,893,497	66,321,328	47,868,058	16,891,970	100

A large percentage of imports of shampoos are contributed from Thailand (67%), followed by Malaysia (7%), China (5%), Spain (4%), USA (3%), Poland (3%), France (3%) and Japan (2) and Italy (1%). Among the products dominating the market is L'oreal which are produced in Thailand.

IMPORTS OF HAIR TREATMENT PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

PERMANENTLY WAVING/STRAIGHTENING

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33052000	Preparations for permanent waving or straightening								
		CHINA	484,966	468,742	601,242	2,031,689	1,989,343	2,378,747	94
		THAILAND	14,809	8,069	8,940	79,347	45,875	67,568	3
		JAPAN	2,416	1,745	3,334	38,309	25,464	46,265	2
		ITALY	0	0	5,035	0	0	33,962	1
		NETHERLANDS	84	0	794	574	0	6,705	0
		UNITED STATES	35	513	82	1,488	5,557	1,064	0
		HONG KONG	0	0	20	0	0	954	0
		FRANCE	3	0	1	63	0	84	0
		SINGAPORE	0	10	12	0	146	60	0
		GERMANY, FED	13	453	0	287	2,650	0	0
		KOREA, REPUB	751	2,543	0	5,400	6,750	0	0
		Others	0	0	0	0	0	0	0
		Total	503,077	482,075	619,460	2,157,157	2,075,785	2,535,409	100

HAIR LACQUERS

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33053000	Hair lacquers								
		UNITED STATES	1,261	5,623	6,960	26,751	43,854	92,116	29
		AUSTRALIA	11,716	27,466	23,484	56,200	114,094	86,214	27
		GERMANY, FED	825	79	2,132	16,928	987	39,462	12
		SPAIN	890	2,594	4,095	8,160	21,936	35,943	11
		POLAND	4,106	1,056	1,687	36,850	14,013	20,043	6
		FRANCE	3,914	2,180	2,062	34,628	18,761	19,660	6
		JAPAN	30	684	1,042	736	11,736	16,308	5
		CHINA	0	0	378	0	0	4,804	2
		KOREA, REPUB	0	0	239	0	0	2,109	1
		NETHERLANDS	782	0	0	5,258	0	0	0
		UNITED KINGD	94	0	0	3,966	0	0	0
		Others	0	0	0	0	0	0	0
		Total	23,618	39,682	42,079	189,477	225,381	316,659	100

IMPORTS OF HAIR TREATMENT PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33059000	Preparations for use on the hair, except shampoos, preparations for permanent waving or straightening & hair lacquer	CHINA	2,616,284	4,295,553	5,485,510	9,439,221	10,078,867	13,871,232	38
		THAILAND	2,933,834	2,994,535	2,566,434	10,239,429	11,789,632	9,768,641	27
		INDIA	581,572	743,126	916,235	3,265,685	3,975,571	4,101,766	11
		SPAIN	229,967	253,683	308,774	2,041,464	1,992,525	2,296,716	6
		ITALY	112,375	206,485	290,697	1,108,577	1,425,531	1,691,131	5
		JAPAN	115,955	68,866	95,957	1,406,858	899,284	1,193,269	3
		UNITED STATES	104,505	198,804	145,096	951,359	1,562,466	851,416	2
		POLAND	38,658	50,152	67,230	384,571	495,861	568,340	2
		FRANCE	122,736	12,712	19,951	486,580	340,341	435,180	1
		SINGAPORE	63,361	8,549	31,003	227,408	35,184	411,421	1
		GERMANY, FED	16,759	28,507	38,919	157,739	199,573	337,101	1
		MALAYSIA	17,056	23,831	64,691	192,754	112,149	289,210	1
		UNITED KINGD	4,526	9,783	24,055	123,950	161,159	239,591	1
		KOREA, REPUB	15,109	44,224	23,929	211,643	339,115	223,325	1
		NETHERLANDS	1,416	31,961	26,643	10,698	185,833	217,409	1
		AUSTRALIA	20,460	6,555	19,544	140,827	65,323	101,174	0
		HONG KONG	0	662	11,171	0	22,236	88,433	0
		MEXICO	0	20,977	6,949	0	213,643	60,204	0
		CANADA	0	0	2,937	0	0	21,617	0
CZECH REPUB	0	0	1,796	0	0	16,308	0		
Others	8,901	4,896	2,761	88,711	60,735	23,497	0		
Total			7,003,474	9,003,861	10,150,282	30,477,474	33,955,028	36,806,981	100

IMPORTS OF DENTAL PASTES PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33061010	Dentifrices in powders forms & pastes for dental prophylaxis								
		THAILAND	2,468,527	1,673,090	2,054,528	14,360,736	9,835,908	10,841,347	67
		CHINA	600,129	837,688	1,011,864	1,479,425	1,789,215	3,731,473	23
		UNITED STATES	35,757	54,339	46,936	577,383	840,382	550,366	3
		MALAYSIA	69,779	54,615	54,518	385,734	258,666	263,673	2
		POLAND	0	4,391	30,887	0	26,715	261,130	2
		INDIA	33,677	14,289	55,211	181,080	86,665	260,273	2
		VIET NAM	4,536	85,365	57,312	8,629	135,976	91,463	1
		SLOVAKIA	24,325	6,086	4,177	161,000	53,013	33,587	0
		GERMANY, FED	1,250	1,632	1,925	16,791	31,772	28,494	0
		SINGAPORE	1,392	1,288	1,577	10,946	28,503	20,367	0
		SPAIN	0	357	2,859	0	2,792	19,418	0
		AUSTRALIA	737	229	334	6,406	2,545	4,128	0
		SWITZERLAND	0	0	4	0	0	725	0
		JAPAN	0	0	10	0	0	120	0
		TAIWAN	0	817	0	0	2,911	0	0
		ITALY	2,678	2,217	0	45,359	28,549	0	0
		UNITED KINGD	567,998	280,353	0	3,640,702	1,928,542	0	0
		Others	0	0	0	0	0	0	0
		Total	3,810,785	3,016,756	3,322,142	20,874,191	15,052,154	16,106,564	100

IMPORTS OF DENTAL PASTES/PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33061090	Dentifrices not in powders forms & other than pastes for dental prophylaxis								
		UNITED STATES	0	17	115,602	0	982	1,817,198	93
		SPAIN	0	0	7,143	0	0	47,706	2
		MALAYSIA	0	0	28,670	0	0	45,410	2
		INDIA	0	0	5,537	0	0	22,449	1
		CANADA	0	0	2,592	0	0	16,298	1
		ITALY	0	0	530	0	0	11,173	1
		CHINA	0	3	60	0	129	1,001	0
		KOREA, REPUB	0	560	32	0	8,838	880	0
		RUSSIA FEDERA	0	0	126	0	0	694	0
		THAILAND	0	2	27	0	50	667	0
		SWITZERLAND	0	0	45	0	0	478	0
		HONG KONG	0	19	9	0	107	207	0
		AUSTRALIA	0	1	23	0	182	115	0
		SWEDEN	0	0	1	0	0	4	0
		POLAND	0	0	1	0	0	1	0
		SINGAPORE	94	0	0	911	0	0	0
		Others	0	0	0	0	0	0	0
		Total	94	602	160,398	911	10,288	1,964,281	100

IMPORTS OF DENTAL PASTES/PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33061090	Dentifrices not in powders forms & other than pastes for dental prophylaxis								
		UNITED STATES	0	17	115,602	0	982	1,817,198	93
		SPAIN	0	0	7,143	0	0	47,706	2
		MALAYSIA	0	0	28,670	0	0	45,410	2
		INDIA	0	0	5,537	0	0	22,449	1
		CANADA	0	0	2,592	0	0	16,298	1
		ITALY	0	0	530	0	0	11,173	1
		CHINA	0	3	60	0	129	1,001	0
		KOREA, REPUB	0	560	32	0	8,838	880	0
		RUSSIA FEDERA	0	0	126	0	0	694	0
		THAILAND	0	2	27	0	50	667	0
		SWITZERLAND	0	0	45	0	0	478	0
		HONG KONG	0	19	9	0	107	207	0
		AUSTRALIA	0	1	23	0	182	115	0
		SWEDEN	0	0	1	0	0	4	0
		POLAND	0	0	1	0	0	1	0
		SINGAPORE	94	0	0	911	0	0	0
		Others	0	0	0	0	0	0	0
		Total	94	602	160,398	911	10,288	1,964,281	100

IMPORTS OF DENTAL PASTES/PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33069000	Prep for oral/dental hygiene, incl denture fixative pastes & powders, in individual retail packages, other than dentifrices.								
		THAILAND	2,773,721	2,197,474	1,014,773	4,904,828	4,051,289	1,599,170	57
		IRELAND	94,024	105,024	45,450	1,206,134	1,517,067	628,635	22
		UNITED STATES	21,357	16,236	11,631	212,767	169,045	240,213	9
		PHILIPPINES	0	78,713	47,217	0	265,440	82,365	3
		UNITED KINGD	54,646	77,910	31,282	130,409	151,000	43,753	2
		MALAYSIA	2,638	65,971	12,119	16,485	116,261	35,082	1
		JAPAN	0	0	148	0	0	32,651	1
		KOREA, REPUB	662	0	9,699	5,407	0	31,024	1
		SPAIN	100	895	654	6,686	6,995	24,972	1
		AUSTRALIA	0	0	40	0	0	18,110	1
		SWITZERLAND	0	146	14	0	42,052	14,880	1
		RUSSIA FEDER	0	0	469	0	0	11,560	0
		SINGAPORE	2,076	42	923	17,913	448	10,640	0
		AUSTRIA	0	0	392	0	0	10,290	0
		COLOMBIA	11,121	11,068	1,032	83,501	36,816	9,295	0
		GERMANY, FED	34	0	120	2,153	0	7,330	0
		FINLAND	0	0	4	0	0	2,975	0
		POLAND	0	0	52	0	0	2,003	0
		CHINA	0	0	247	0	0	843	0
		ITALY	0	0	56	0	0	762	0
		NETHERLANDS	0	296	0	0	16,821	0	0
		TAIWAN	0	4	0	0	341	0	0
		Others	0	0	0	0	0	0	0
		Total	2,960,379	2,553,779	1,176,322	6,586,283	6,373,575	2,806,553	100

IMPORTS OF PRESHAVING PRODUCTS FROM ITALY AND OTHERS

2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33071000	Preshave, shaving or aftershave preparations								
		THAILAND	61,701	93,657	82,795	253,055	596,597	610,491	89
		AUSTRALIA	15,308	10,609	782	91,663	99,693	27,939	4
		UNITED KINGD	1,759	1,927	1,317	41,266	26,466	17,378	3
		FRANCE	2,397	1,615	454	47,865	75,823	13,941	2
		UNITED STATES	3,166	964	664	40,009	16,365	10,038	1
		CHINA	10,793	922	978	63,745	7,525	6,454	1
		GERMANY, FED	13	6	30	349	130	841	0
		ITALY	5	0	9	285	0	460	0
		KOREA, REPUB	10	0	19	180	0	167	0
		JAPAN	74	4	1	4,563	280	37	0
		SWITZERLAND	26	9	1	1,490	824	1	0
		POLAND	916	0	0	10,596	0	0	0
		BELGIUM	3	0	0	159	0	0	0
		SPAIN	580	0	0	19,078	0	0	0
		NETHERLANDS	0	7	0	0	249	0	0
		Others	0	0	0	0	0	0	0
		Total	96,751	109,720	87,050	574,303	823,952	687,747	100

IMPORTS OF DEODORANTS PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33072000	Personal deodorants & antiperspirants	THAILAND	1,074,108	1,872,605	1,233,620	9,409,193	13,068,807	8,398,468	48
		AUSTRALIA	731,684	726,255	538,857	7,808,019	6,375,538	4,904,099	28
		POLAND	257,650	239,545	183,094	1,871,453	1,912,592	1,497,707	9
		FRANCE	53,915	4,372	30,628	78,479	167,402	765,723	4
		PHILIPPINES	573	234	29,577	10,464	2,669	478,960	3
		UNITED STATES	50,374	74,019	41,164	460,330	590,095	470,194	3
		UNITED KINGD	17,486	40,923	41,447	325,026	617,561	399,410	2
		INDIA	8,455	2,567	34,313	99,172	28,607	363,325	2
		PORTUGAL	14,642	21,109	16,850	102,246	166,025	120,686	1
		SINGAPORE	7	3,314	8,066	319	25,296	79,856	0
		CHINA	38,403	4,330	4,283	70,831	54,230	32,918	0
		MALAYSIA	1,986	1	6,896	11,091	3	28,229	0
		SPAIN	133,049	53,113	3,411	938,326	493,191	25,664	0
		GERMANY, FED	19,207	1	807	36,374	9	12,151	0
		ITALY	7	1	13	540	36	600	0
		KOREA, REPUB	0	0	38	0	0	526	0
		MONACO	0	19	10	0	1,293	493	0
CANADA	104	56	3	4,347	2,686	433	0		
Others	353	706	20	9,225	15,775	120	0		
	Total		2,402,003	3,043,170	2,173,097	21,235,435	23,521,815	17,579,562	100

IMPORTS OF PERFUME BATH SALT PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33073000	Perfumed bath salts & other bath preparations								
		MALAYSIA	0	67,303	352,193	0	105,548	390,794	32
		GERMANY, FED	0	0	16,853	0	0	238,138	20
		UNITED KINGD	6,002	21,611	25,079	103,562	214,924	212,587	18
		UNITED STATES	573	2,094	2,302	26,409	102,444	80,693	7
		FRANCE	2,137	2,546	4,015	38,531	34,875	75,975	6
		SINGAPORE	0	0	5,932	0	0	75,313	6
		HONG KONG	0	0	5,957	0	0	49,034	4
		CHINA	571	28,836	6,773	6,658	126,945	40,056	3
		POLAND	1,419	6,496	3,796	14,657	48,263	21,418	2
		KOREA, REPUB	8	187	248	450	5,108	6,820	1
		SWITZERLAND	0	6	310	0	592	5,834	0
		NETHERLANDS	0	0	192	0	0	3,772	0
		BELGIUM	0	24	36	0	2,682	3,084	0
		ITALY	286	604	51	3,380	8,005	1,231	0
		CANADA	0	0	12	0	0	1,196	0
		THAILAND	297	13	27	20,083	354	811	0
		Others	1,296	6,124	1	1,813	58,890	6	0
		Total	12,589	135,844	423,777	215,543	708,630	1,206,762	100

IMPORTS OF ROOM PERFUMING PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33074910	Room perfuming preparations, whether or not having disinfectant properties								
		TAIWAN	224,650	167,393	151,890	4,622,963	3,265,592	2,786,602	74
		UNITED STATES	20,008	18,201	24,365	174,966	318,877	532,972	14
		MALAYSIA	55,695	46,144	40,813	2,067,255	323,266	172,037	5
		NETHERLANDS	0	0	8,278	0	0	79,992	2
		CHINA	71,163	28,264	27,669	1,260,081	268,670	56,221	1
		FRANCE	4,675	12,890	5,291	77,360	154,165	52,779	1
		THAILAND	34,333	31,429	6,567	323,428	256,328	46,959	1
		SWITZERLAND	0	0	4,140	0	0	37,467	1
		UNITED KINGD	3,989	7,079	50	80,555	77,521	1,994	0
		INDIA	0	0	236	0	0	1,092	0
		JAPAN	1,848	0	20	6,552	0	171	0
		CANADA	602	0	0	10,043	0	0	0
		SPAIN	68	3,366	0	1,888	26,841	0	0
		KOREA, REPUB	9,600	3,912	0	43,669	17,027	0	0
		POLAND	0	221	0	0	5,493	0	0
		ITALY	3	12	0	27	288	0	0
		SINGAPORE	11,151	0	0	90,252	0	0	0
		Others	0	0	0	0	0	0	0
		Total	437,785	318,911	269,319	8,759,039	4,714,068	3,768,286	100

IMPORTS OF ROOM PERFUMING PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33074910	Room perfuming preparations, whether or not having disinfectant properties								
		TAIWAN	224,650	167,393	151,890	4,622,963	3,265,592	2,786,602	74
		UNITED STATES	20,008	18,201	24,365	174,966	318,877	532,972	14
		MALAYSIA	55,695	46,144	40,813	2,067,255	323,266	172,037	5
		NETHERLANDS	0	0	8,278	0	0	79,992	2
		CHINA	71,163	28,264	27,669	1,260,081	268,670	56,221	1
		FRANCE	4,675	12,890	5,291	77,360	154,165	52,779	1
		THAILAND	34,333	31,429	6,567	323,428	256,328	46,959	1
		SWITZERLAND	0	0	4,140	0	0	37,467	1
		UNITED KINGD	3,989	7,079	50	80,555	77,521	1,994	0
		INDIA	0	0	236	0	0	1,092	0
		JAPAN	1,848	0	20	6,552	0	171	0
		CANADA	602	0	0	10,043	0	0	0
		SPAIN	68	3,366	0	1,888	26,841	0	0
		KOREA, REPUB	9,600	3,912	0	43,669	17,027	0	0
		POLAND	0	221	0	0	5,493	0	0
		ITALY	3	12	0	27	288	0	0
		SINGAPORE	11,151	0	0	90,252	0	0	0
		Others	0	0	0	0	0	0	0
		Total	437,785	318,911	269,319	8,759,039	4,714,068	3,768,286	100

IMPORTS OF DEODORISING PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33074990	Deodorising rooms, other than room perfuming preparations, whether or not having disinfectant properties								
		THAILAND	64,899	81,882	149,719	771,144	960,644	1,770,350	36
		MALAYSIA	0	23,887	25,406	0	1,812,966	1,192,976	24
		CHINA	9,844	45,413	66,945	144,966	1,141,983	786,857	16
		TAIWAN	4,718	25,692	62,719	72,027	387,547	685,926	14
		SPAIN	1,266	18,194	21,283	26,850	194,108	227,333	5
		UNITED STATES	497,364	33,025	8,309	1,240,057	692,872	205,437	4
		KOREA, REPUB	0	3,609	6,081	0	22,083	47,045	1
		UNITED KINGD	2,491	5,557	5,327	4,601	28,780	10,483	0
		SINGAPORE	40	0	683	255	0	7,030	0
		SWITZERLAND	0	0	123	0	0	2,775	0
		JAPAN	0	0	39	0	0	555	0
		UNITED ARAB E	0	0	10	0	0	232	0
		CANADA	104	0	0	1,717	0	0	0
		INDIA	3	0	0	4	0	0	0
		FRANCE	1,897	80	0	25,206	961	0	0
		HONG KONG	0	49	0	0	1,228	0	0
		Others	0	0	0	0	0	0	0
		Total	582,626	237,388	346,644	2,286,827	5,243,172	4,936,999	100

IMPORTS OF PERFUME TISSUE PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33079030	Papers & tissues, impregnated or coated with perfume or cosmetics								
		THAILAND	291,857	143,541	357,691	1,333,555	684,840	1,462,873	32
		CHINA	2,186,067	407,597	614,493	4,701,893	1,101,866	1,329,893	29
		JAPAN	44,312	37,685	41,982	1,126,983	1,047,307	965,052	21
		KOREA, REPUB	10,814	28,240	19,309	279,504	625,810	482,910	11
		UNITED KINGD	154	489	9,404	702	8,482	82,070	2
		SWITZERLAND	10	598	1,161	732	24,295	64,677	1
		UNITED STATES	877	2,107	1,999	59,862	38,263	37,185	1
		FRANCE	2,610	1,486	1,897	47,845	24,594	26,944	1
		SINGAPORE	77	2,060	3,910	2,630	34,379	26,001	1
		HONG KONG	1,178	716	640	68,757	73,909	21,490	0
		SAUDI ARABIA	1,261	1,876	1,947	9,931	10,881	14,480	0
		VIET NAM	0	188	309	0	231,287	4,077	0
		UNITED ARAB E	1,983	1,728	2,058	3,459	3,187	3,330	0
		TURKEY	185	389	399	288	644	1,000	0
		MALAYSIA	8,119	12,760	84	36,783	40,719	690	0
		GERMANY, FED	0	377	25	0	3,338	437	0
		MALTA	0	0	4	0	0	19	0
		ITALY	1	0	0	1	0	0	0
		Others	18,731	1,595	0	90,369	14,945	0	0
		Total	2,568,236	643,432	1,057,312	7,763,294	3,968,746	4,523,128	100

IMPORTS OF OTHER PERFUME PRODUCTS FROM ITALY AND OTHERS 2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33079040	Other perfume or cosmetics, including depilatories								
		INDIA	80,204	35,980	86,763	492,667	200,148	404,248	86
		ITALY	0	459	1,088	0	4,312	17,976	4
		THAILAND	181	3,580	3,987	4,759	14,403	15,680	3
		AUSTRALIA	0	719	1,123	0	6,324	11,455	2
		CHINA	0	0	669	0	0	6,885	1
		SWITZERLAND	0	0	799	0	0	5,699	1
		JAPAN	0	0	22	0	0	2,672	1
		SINGAPORE	0	5	515	0	101	2,529	1
		MALAYSIA	0	38	66	0	1,480	1,052	0
		UNITED STATES	84	1	21	1,473	108	556	0
		KOREA, REPUB	0	0	15	0	0	268	0
		TURKEY	0	2	0	0	2	0	0
		HONG KONG	0	8	0	0	1,904	0	0
		SPAIN	0	2,297	0	0	12,126	0	0
		Others	376	0	0	7,543	0	0	0
		Total	80,845	43,089	95,068	506,442	240,908	469,020	100

IMPORTS OF CONTACT LENS OR EYE SOLUTIONS PRODUCTS
FROM ITALY AND OTHERS
2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33079050	Contact lens or artificial eye solutions	CHINA	194,501	120,437	139,286	930,050	765,477	875,633	22
		KOREA, REPUB	209,527	199,311	372,581	250,177	261,922	852,740	21
		INDIA	161,251	284,894	283,588	332,588	741,725	728,338	18
		UNITED STATES	100,648	123,045	159,127	584,335	536,911	641,964	16
		SINGAPORE	76,282	142,759	144,049	115,691	309,334	380,613	9
		SPAIN	29,242	100,640	101,492	222,901	334,558	248,045	6
		IRELAND	5,003	3,612	4,361	205,607	148,500	179,137	4
		MALAYSIA	15,255	25,746	20,961	72,924	121,337	105,928	3
		FRANCE	0	0	1,392	0	0	20,904	1
		JAPAN	271	595	400	9,862	24,563	18,425	0
		THAILAND	0	0	5	0	0	100	0
		CANADA	1,806	2,657	0	14,100	15,975	0	0
		ITALY	0	220	0	0	70,872	0	0
Others	0	0	0	0	0	0	0		
		Total	793,786	1,003,916	1,227,242	2,738,235	3,331,174	4,051,827	100

IMPORTS OF COSMETICS OF TOILETS PRODUCTS
FROM ITALY AND OTHERS
2015-2017 IN WIEGHT AND VALUE US\$

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
33079090	Depilatories & other perfumery, cosmetic or toilet preparations, not elsewhere specified or included, ex. HS 3307.90.10 to 50								
		INDIA	384	13,012	19,280	3,054	154,700	308,454	33
		KOREA, REPUB	1,255	736	27,484	13,749	15,458	234,076	25
		FRANCE	2	4,976	5,294	246	49,281	109,567	12
		TAIWAN	643	2,981	3,536	6,188	67,225	79,055	8
		UNITED STATES	20	9,542	17,292	1,099	42,399	73,476	8
		AUSTRALIA	693	818	196	69,532	111,249	29,383	3
		CHINA	366	638	4,711	3,203	7,827	26,754	3
		MALAYSIA	0	2	211	0	217	22,487	2
		HONG KONG	0	27	387	0	15,020	22,071	2
		THAILAND	3,463	0	547	8,545	0	13,038	1
		SINGAPORE	7	17	302	392	12,029	9,702	1
		JAPAN	44	786	245	1,273	48,161	4,518	0
		SWITZERLAND	27	39	26	1,357	4,243	2,352	0
		GERMANY, FED	81	4	140	12,931	118	1,548	0
		UNITED KINGD	0	0	4	0	0	985	0
		ITALY	4	24	4	366	1,372	205	0
		CANADA	19	0	0	2,395	0	0	0
		FINLAND	0	2	0	0	115	0	0
		Others	0	0	0	0	0	0	0
		Total	7,008	33,604	79,659	124,330	529,414	937,671	200

**IMPORTS OF ORGANIC COSMETICS PRODUCTS
FROM ITALY AND OTHERS
2015-2017 IN WIEGHT AND VALUE US\$**

HS Code	Description of Goods	Country of Origin	Nett Weight in KG			Value CIF in US\$			Market Share 2017 (%)
			2015	2016	2017	2015	2016	2017	
34013000	Organic surface active products & prep for washing the skin, in the form of liq/cream&put up for retSale, containing soap/not								
		MALAYSIA	6,005,160	5,826,444	6,979,792	11,324,870	11,099,052	10,199,192	39
		THAILAND	1,122,582	1,380,046	1,339,430	4,690,110	5,951,413	4,984,321	19
		UNITED KINGD	81,312	205,376	180,364	1,875,520	2,817,596	2,064,532	8
		UNITED STATES	128,202	78,948	74,560	2,869,340	1,903,729	1,847,542	7
		JAPAN	20,381	33,112	43,254	1,640,690	1,448,460	1,300,974	5
		FRANCE	1,081,268	72,805	69,687	1,115,603	1,037,250	1,281,045	5
		POLAND	87,627	45,206	191,779	767,350	366,147	997,665	4
		VIET NAM	106,930	77,940	221,490	508,906	374,992	866,944	3
		INDIA	53,680	55,456	122,085	296,623	642,958	634,782	2
		GERMANY, FED	403	962	39,143	39,270	19,064	429,039	2
		MEXICO	7,729	63,886	37,601	81,430	656,477	378,988	1
		TAIWAN	1,923	1,296	4,293	136,290	94,500	307,500	1
		PHILIPPINES	16,262	11,519	53,998	152,944	119,593	307,241	1
		SPAIN	50,034	64,359	42,807	297,864	385,121	283,906	1
		SWEDEN	48,255	29,885	16,264	475,763	240,761	154,702	1
		CHINA	116,982	54,261	35,265	369,901	69,328	118,023	0
		KOREA, REPUB	3,788	4,614	4,908	106,185	126,485	107,228	0
		INDONESIA	247	0	14,114	2,399	0	71,930	0
		SWITZERLAND	700	4,843	5,053	12,139	31,872	36,104	0
		AUSTRALIA	19,240	1,654	3,813	120,922	21,470	35,689	0
		CZECH REPUB	0	0	2,950	0	0	28,503	0
		SINGAPORE	19	1,086	1,452	1,002	5,011	21,666	0
		SOUTH AFRICA	518	881	169	24,323	42,570	10,388	0
		SAUDI ARABIA	0	0	260	0	0	7,365	0
		BELGIUM	827	486	53	40,792	30,068	3,968	0
		HONG KONG	79	18	85	1,671	379	1,679	0
		ITALY	1,346	36	28	26,982	3,321	1,096	0
		CANADA	35,287	12,645	27	592,734	193,779	578	0
		Others	2,404	3,683	63	13,793	23,897	392	0
		Total	8,993,185	8,031,447	9,484,787	27,585,416	27,705,293	26,482,982	100

REGULATION FOR IMPORTATION OF COSMETICS PRODUCT TO INDOENSIA

According to Indonesia National Single Window (INSW), visit <http://eservice.insw.go.id>, the regulation concerning to importation of cosmetic in Indonesia are as listed in the table below:

No.	REGULATION NAME	LEGAL
1	Import Certificate: (Surat Keterangan Impor – “SKI”)	Regulation of Head of BPOM No. 12 of 2015
2	Import Provisions for Specific Products: General Importer Identification Number (Angka Pengenal Importir Umum – “API-U”)	Regulation of Trade Minister No. 87 / M-DAG / PER / 10 /2015

- **Regulation for Import Certification**

The Head of the National Agency for Drug and Food Control (Badan Pengawas Obat dan Makanan – “BPOM”) has issued **Regulation No. 12 of 2015 on the Oversight of Drug and Food Imports into Indonesian Territory** (“Regulation No. 12 – 2015”).

In this regulation, the term of Drug and Food is including drugs, traditional drugs, quasi drugs, cosmetics, health supplements, and processed foods.

Regulation No. 12 – 2015 aims to improve and streamline the entire process of importing food and drugs into Indonesia by adjusting the customs clearance and cargo release processes for products listed under Appendix II to the Regulation No. 12 – 2015. These matters were previously regulated under Head of BPOM Regulation No. 27 of 2013 (“Regulation No. 27 – 2013”).

The Regulation No. 12 – 2015 is of relevance to all businesses intending to import food and drugs into Indonesia.

- **Requirements**

Companies looking to import food and drugs into the country must first secure a distribution permit (izin edar) before engaging in any distribution activities. However, distribution-permit holders may also appoint other parties to import products under certain conditions. These conditions are laid out in Article 7 (3) of the Regulation No. 12 – 2015.

Imported products must also be accompanied by a relevant Import Certificate (Surat Keterangan Impor – “SKI”) issued by the Head of the BPOM, and this includes imports into free-trade areas, free ports, and bonded zones. An SKI may only be used once.

Furthermore, the Regulation No. 12 – 2015 also sets out the required **shelf lives (masa simpan)** for various imported products, as follows:

- a. A third of the shelf life for drugs, traditional medicines, quasi drugs, health supplements, and cosmetics;
- b. Nine months prior to the date of expiry for biological products, including vaccines, immune serums, antigens, hormones, blood products, and other fermented products used for health purposes; and
- c. Two-thirds of the shelf life for processed foods.

- **Securing an SKI**

In order to secure an SKI, applicants must first register themselves at <http://www.pom.go.id> or <http://www.e-bpom.pom.go.id>. This registration process is obligatory and enables applicants to obtain the relevant username and password needed in order to access the BPOM and Indonesia National Single Window (INSW) portals. During the registration process, prospective applicants must submit all of the necessary data, as well as upload any relevant scanned files and supporting documents.

All submitted data and documents will then be verified. After passing this verification process, the applicant will be sent an username and password which they can use to submit any application that they wish to make online, along with the following electronic documents:

- a. Distribution-permit approval;
- b. Analysis certificate;
- c. Invoice; and
- d. Non-tax state revenue (penerimaan negara bukan pajak – PNBP) receipt, which must be paid within three days (maximum) of the application being uploaded.

BPOM will evaluate the application and then issue the relevant SKI within one business day (maximum), provided that the application complies with the requirements set out above. The SKI will be issued in electronic form and thus does not require any official stamps or signatures. An SKI may be issued manually if:

- a. An event classified as force majeure occurs, in which case the SKI issuance may also take more than a single day; or
- b. The POM Centers (Balai Besar / Balai POM) in question do not yet have access to the Indonesia National Single Window system.

An application may be processed without such evaluation if it is by way of a priority service. Such services are not regulated by the Regulation No. 27 – 2013 and are valid for a period of six months. Priority service is offered to applicants who:

- a. Have Importer Identification Numbers (General or Importer-Manufacturer);
- b. Have a good record of complying with all of the relevant laws and regulations regarding food and drugs over the previous six months (minimum); and
- c. Have been importing drugs and/or food at certain frequencies and in certain volumes over the previous six months (minimum);
- d. Have passed a review process undertaken by a relevant deputy under the auspices of the BPOM.

• **Additional Requirements**

The aforementioned requirements and procedures apply generally when attempting to secure an SKI. However, there are also a number of additional requirements relating to certain types of foods and drugs that have to be observed. These break down as follows:

Vaccines and serums	<p>SKI applications for vaccines and serums must enclose the following documents:</p> <ol style="list-style-type: none"> a. Batch/lot release certificate issued by the authorized institution in the exporting country; b. Batch/lot protocol issued by the producer; and c. Analysis certificate, for serums only.
Traditional medicines, quasi-drugs, cosmetics and health supplements	<p>SKI applications must fulfill the following requirements:</p> <ol style="list-style-type: none"> a. State the same product name in the invoice and the distribution permit; b. Cosmetics may be exempt from the aforementioned requirement, provided that the cosmetic product in question is accompanied by an affidavit from its producer; and c. Other documents required by the relevant laws and regulations must also be attached.
Processed foods	<p>SKI applications relating to processed foods must fulfill the following requirements:</p> <ol style="list-style-type: none"> a. Possess an approved label at the registration stage, the legality of which has also been evaluated; b. An affidavit from the producer must be produced, if: (i) the exporter and the producer are different parties; or (ii) the import documents and the distribution permit do not state the name of the processed food; c. A recommendation from the Ministry of Agriculture relating to processed foods derived from animals only; and d. Any other documents required by the relevant laws and regulations must also be attached.

It should be noted that vaccines possessing SKIs may only be distributed after passing a sampling, examination and evaluation processes conducted by the BPOM. The applicant is to bear the costs of these processes. The Regulation No. 12 – 2015 repeals and replaces the Regulation No. 27 – 2013. The Regulation No. 12 – 2015 has been in force since 15 September 2015.

- **Import Provisions for Specific Products**

The Minister of Trade (“Minister”) issued Ministerial Regulation No. 87/M-DAG/PER/10/2015 on Import Provisions for Specific Products (“Regulation No. 87 - 2015”).

The Regulation No. 87 – 2015 aims to simplify the procedures relating to the importation of specific goods, such as food and beverages, traditional medicines and health supplements, cosmetics and household first-aid kits, apparel, footwear, electronic devices, and toys (“Specific Products”). A complete list of these Specific Products can be found under the Appendix to the Regulation No. 87 - 2015.

Prior to the Regulation No. 87 - 2015, this matter was regulated by Ministerial Regulation No. 83/M-DAG/PER/12/2012, most recently amended by Ministerial Regulation No. 73/M-DAG/PER/12/2014 (“Regulation No. 83 - 2012”).

The Regulation No. 87 - 2015 is relevant to importers of food and beverages, traditional medicines and food supplements, cosmetics, textiles and electronic products.

- **Imports of Specific Products**

The importation of Specific Products is strictly limited, which means that the products in question can only be imported by certain parties and via certain designated ports. **Specific Products may only be imported if a General Importer Identification Number (Angka Pengenal Importir Umum – “API-U”) has already been secured.**

Note that, under the Regulation No. 83 - 2012, those wishing to import Specific Products had to also secure an acknowledgement of Registered Importer for Specific Products (IT-Produk Tertentu) from the Minister of Trade. This document is no longer required however, and businesses now only need to secure an API for most import activities, which in turn should make the process of importing goods far easier than it was under the framework of the Regulation No. 83 - 2012.

The holders of API-U may only conduct importation activities through the following areas:

- a. Dry port: Cikarang Dry Port (Bekasi);
- b. Seaports: Belawan (Medan), Tanjung Priok (Jakarta), Tanjung Emas (Semarang), Tanjung Perak (Surabaya), Soekarno Hatta (Makassar), Dumai, Jayapura, Tarakan, Krueung Geukuh (North Aceh), and Bitung;

- c. Airports: Kualanamu (Deli Serdang), Soekarno Hatta (Tangerang), Ahmad Yani (Semarang), Juanda (Surabaya), and Hasanuddin (Makassar).

Note that a number of ports may only be used for the importation of Specific Products as follows:

Ports	Specific Products
Dumai, Jayapura, Tarakan	Food and beverages.
Krueng Geukuh	a. Food and beverages; b. Apparel; c. Electronic devices; and d. Footwear.
Bitung	a. Food and beverages; b. Apparel; and c. Electronic devices.

The Regulation No. 83 - 2012, in contrast, did not stipulate any limitations as regards the above mentioned ports.

Upon completion of the importation of the Specific Products in question, API-U holders must file a report stipulating the realization of said imports via the <http://inatrade.kemendag.go.id> portal. This report must be submitted no later than 15 days (maximum) after the beginning of each quarter and should be addressed to One-Stop Integrated Service Unit I (Unit Pelayanan Terpadu Perdagangan I – “UPTP I”). The report should also include copies for all of the relevant institutions.

- **Verification Mechanism**

Before Specific Products can be imported, a verification or technical examination is required. This should be carried out by an official surveyor, who will verify the following information:

- Country and loading port of origin;
- Date of shipment;
- Port of destination;
- The specific product's Harmonized System/HS code (tariff post);
- Certification Numbers for the Affixing of Indonesian National Standard Labels (Nomor Sertifikasi Produk Penggunaan Tanda Standar Nasional Indonesia/SNI – “SPPT SNI”) for products subject to mandatory SNI; and
- A Certificate of Analysis (CoA) number for certain products.

The surveyor will compile the results of the verification process into a report, which is required in order that an importer be able to settle their customs and levies obligations. This report must be submitted to the Director of Imports on the 15th day of each month at the latest. Note that cosmetic products are exempted from the verification process.

- **Sanctions**

Importers who fail to comply with the provisions set out in the Regulation No. 87 - 2015 will be subject to administrative sanctions in the form of API-U suspension or revocation. Additionally, importers must also cover costs relating to the return of Specific Products that fail the verification process after being imported into Indonesia.

- **Exemptions**

The Regulation No. 87 - 2015 does not apply in certain circumstances, such as the import of Specific Products under certain conditions, including Specific Products that have been granted an import facility in accordance with the Customs Law; the personal belongings of aircraft passengers or onboard flight crew (including textiles and electronic products under certain conditions); and so forth.

The Regulation No. 87 - 2015 repeals and replaces the Regulation No. 83 - 2012.

The implementation of the Regulation No. 87 – 2015 will be reviewed one year after its enforcement date.

Due to recent developments within the business sector, the Ministry of Trade has decided to push back the enforcement date from 1 November 2015 to 1 January 2016. This information was announced through Director General of Foreign Trade Circular Letter No. 1827/DAGLU/SD/10/2015. The circular also states that the change in the enforcement date has already been made official through the issuance of Ministerial Regulation No. 94/M-DAG/PER/10/2015. This document, however, is not yet available to the public.

- **Cosmetic Notification**

Regulation concerning to cosmetic notification are as follow:

- ✓ Regulation of Minister of Health No. 1176 / Menkes / PER / VIII / 2010 on Cosmetics Notification
- ✓ Regulation of the Head of BPOM No. HK.03.1.23.12.10.11983 Year 2010 on Criteria and Procedures of Cosmetics Notification as amended by Regulation of the Head of BPOM No. 34 of 2013.

Regulation of Minister of Health No. 1176 / Menkes / PER / VIII / 2010 on Cosmetics Notification. Since 1 January 2011, the cosmetic products that able be marketed in Indonesia is a cosmetic product that already got a **Circulation Permit** from the Ministry of Health of Republic of Indonesia. **The form of this Circulation Permit is a Notification.**

This is regulated by the Ministry of Health on regulation No. 1176/MENKES/PER/VIII/2010 about Cosmetic Notification.

The content of regulation:

- ✓ The technical requirement consists of requirement of safety, ingredient, labeling, and claim.
- ✓ Cosmetic can only be circulated after obtaining Circulation Permit from the Minister of Health, in the form of notification.
- ✓ The companies that are eligible to notify the cosmetic to BPOM are:
 1. Cosmetic industry which is located in Indonesia and already has a cosmetic industry license.
 2. Cosmetic importer that already has Angka Pengenal Impor (API) or in English are Importer Identity Number and an agency appointment letter from the producer in origin country.
 3. A company that has a manufacturing contract agreement with a producer of cosmetic. The company that has the contract agreement should have cosmetic industry license too.
- ✓ The cosmetic product that will be notified should be produced by implementing GMP (Good Manufacturing Practice) and meet technical requirement.
- ✓ To notify the cosmetic product, the company should contact to: Badan Pengawas Obat dan Makanan (B-POM) or in English is The National Agency of Drug and Food Control or in Indonesian (NA-DFC).
- ✓ The time needed for notification approval is 14 working days, as long as the required documents are already complete. If within 14 days BPOM has not issued rejection letter, it means that the notification is granted and such product is permitted to be distributed.
- ✓ 6 months after the cosmetic product got the notification; the cosmetic products should be produced or imported and distributed.
- ✓ The notification is valid for 3 years.
- ✓ The cosmetic company is also obliged to arrange and keep the Document of Product Information (DIP). DIP contains of information or data about quality, safety, and the cosmetic benefits. BPOM is authorized to audit the DIP at any time.

The procedure to notify the cosmetic products to BPOM :

Required Documents:

a. Administrative Document

For importer:

1. Nomor Pokok Wajib Pajak (Number of Taxpayers).
2. Angka Pengenal Impor (Importer Identity Number).
3. Surat Izin Usaha Perdagangan (Trade Business License).
4. Letter of Appointment from the producer to Indonesian company by showing the valid date.

5. Certificate of Good Manufacturing Practices
6. Certificate of Free of Sale which is legalized by the Embassy of Indonesia in the origin country.
7. Analyzed Certificate from accredited Laboratory

b. Labeling

Labeling on package should note:

1. Product name
2. Importer name and address of manufacturer, distributors/importers
3. Composition/ingredients
4. Net weight, net volume, quantity of each content
5. Number of registration approval
6. Production code number
7. Usage and direction of use
8. Expiry date
9. Stability data if less than 30 months
10. Other information which related to safety and or quality
11. Usage & direction of use should be in Indonesia language *)
*) Except for Common Used Product

c. Technical Document

1. Formula (qualitative & quantitative) include function of each substance.
2. Direction of use: usage and direction of use, warning & precaution, if there is.

d. Quality & Technology

1. Manufacturing process: standard operational procedure
 2. Specification of raw material
 3. Specification of finished product
- **DIP (Document of Product Information)**

DIP (Document of Product Information) is the data about the quality, safety, and benefits of cosmetic products. DIP consists of:

- a. Administrative Document and the Summary of Product;
- b. Data about Quality and Safety of Cosmetics Ingredient;
- c. Data about Cosmetic Quality , and
- d. Data about the Safety and Benefit of Cosmetics.

DIP should be kept for a minimum of 4 (four) years after the cosmetics are manufactured or imported.

- **Administrative Document and the Summary of Product**

The first part of DIP consists of administrative documents and a summary of information which specify each cosmetic and able to give adequate description of the cosmetic product.

(1) Administration Document for:

- a. Local cosmetic product, at least contains of photocopy of license of cosmetics industry.
- b. Imported cosmetic product, at least contain of:
 1. Photocopy of Importer Identity Number (API);
 2. Photocopy of the letter of appointment from the manufacturers to the distributor.
 3. Photocopy of the Certificate of Free of Sale (CFS), which is legalized by the Embassy / Consulate General of Republic of Indonesia in origin country.
- c. Contract cosmetic product, at least contain of:
 1. Photocopy of production license for the contracted manufacturer.
 2. Letter of contract agreement between the companies who give order with the manufacturer as the recipient of contract.
- d. Under-License cosmetics, at least contain of:
 1. Photocopy of cosmetic industry license.
 2. Cooperation agreement between the companies who has the license to produce the cosmetic (license) with the company who give the license (licensor).

(2) Formula of qualitative and quantitative, at least contain of:

- a. The name of cosmetic's raw material or ingredient.
- b. The name of cosmetic's raw material is written by using International Nomenclature Cosmetic Ingredients (INCI) or suing another name which is in accordance with the internationally accepted references. The levels of the raw materials are written by percentage by the total amount of 100%.
- c. The function of each ingredient of cosmetics.
- d. For aromatic fragrance materials or ingredients should include:
 1. Name of the fragrance;
 2. Code number of perfuming composition according to the guidelines set by the International Fragrance Association (IFRA)

- **Registration Fee**

According to the Indonesian Government Regulation No. 48 Year 2010 about Type and Tariff of the Non-tax State Revenue (Penerimaan Negara Bukan Pajak) applied for Agency of Drug and Food Control (BPOM) particularly for Cosmetic, the registration and evaluation tariff to apply SKI is as listed in the table below:

Item	Unit	Cost
Registration and Evaluation for :		
Creams, emulsion, lotions, gels and oils for the skin (hands, face, feet, etc))	Per Media	Rp 500,000
Face mask with the exception of chemical peeling products	Per Item	Rp 500,000
Tinted bases liquids, pastes, powders	Per Item	Rp 400,000
Make-up powders, after bath powders, hygienic powders, etc.	Per Item	Rp 400,000
Toilet soaps, deodorant soaps, etc.	Per Item	Rp 400,000
Perfumes, toilet waters and eau de cologne	Per Item	Rp 500,000
Bath and shower preparations (salts, foams, oils, gels, etc.)	Per Item	Rp 500,000
Depilatories	Per Item	Rp 500,000
Deodorants and anti-perspirants	Per Item	Rp 400,000
Hair care product	Per Item	Rp 500,000
Shaving products (creams, foam, lotion, etc)	Per Item	Rp 400,000
Make up product for eye and make up product	Per Item	Rp 400,000
Product for removing from the face and the eyes	Per Item	Rp 500,000
Products intended for application to the lips	Per Item	Rp 400,000
Products for care teeth and the mouth	Per Item	Rp 500,000
Products for nail care and make-up	Per Item	Rp 400,000
Products external intimate hygiene	Per Item	Rp 400,000
Sunbathing products	Per Item	Rp 500,000
Products for tanning without sun	Per Item	Rp 500,000
Skin-whitening products	Per Item	Rp 500,000
Anti-wrinkle products	Per Item	Rp 500,000
Re-registration	Per Item	Rp 400,000
Cosmetics that are already registered and with the change of name and / or address of the manufacturer and licensor, with the change in ownership status	Per Item	Rp 400,000
Cosmetics that are already registered and with the change of name and / or address of the distributor with the change of ownership status	Per Item	Rp 300,000

- **Other Regulations concerning Cosmetics in Indonesia**

- Technical Requirements for Cosmetics**

Head of the National Agency for Drugs and Food Control (Badan Pengawas Obat dan Makanan – “BPOM”) Regulation No. 19 of 2015 on Technical Requirements for Cosmetics

Enforcement date: 29 December 2015

Summary:

- ✓ All cosmetics distributed within Indonesia must comply with certain technical requirements as regards the following aspects: 1) security; 2) claimed benefits; 3) quality; 4) labeling and other necessary information (such as claims regarding the benefits of consuming certain products).
- ✓ These requirements should refer to the following areas: 1) laboratory testing, empirical evidence or other relevant scientific source(s) as regards the security and benefit aspects of a product; 2) the appendix to the regulation, as regards any consumption-claim information as it relates to a cosmetic product; 3) Indonesia's Cosmetics Codex, and other acknowledged standards or applicable laws and regulations that relate to product quality.
- ✓ All labeling must be clear and in the Indonesian language, and should cover the following: 1) cosmetic's name, claimed benefits, usage instructions, ingredient composition, size or weight and expiration date; 2) producer's name and country; 3) name and domicile of the producer or importer in Indonesia; 4) notification number for any cosmetic product that has secured a license to be produced or imported; and 5) any other information and/or warnings (if required)
- ✓ Any already existing cosmetics currently being distributed and commercially circulated within Indonesia must comply with this regulation within 12 months (maximum) of its enforcement.
- ✓ Non-compliance with this regulation may result in administrative sanctions (written warnings, distribution bans and restrictions, product revocations or terminations, production or import suspensions and/or cancellation of cosmetic notifications).

b. Technical Requirements for Materials Used in Cosmetics

Head of BPOM Regulation No. 18 of 2015 on Technical Requirements for Materials Used in Cosmetics

Enforcement date: 31 December 2015

Summary:

- ✓ Stipulates that cosmetic materials must comply with quality requirements as set out under Indonesia's Cosmetics Codex, as well as with other acknowledged standards or applicable laws and regulations that apply in Indonesia.
- ✓ Lists names and/or quality requirements for the following materials: 1) cosmetics materials (Appendix I), coloring materials (Appendix II), preservative materials (Appendix III), sunblock materials (Appendix IV), as well as other materials that may be used with certain limitations; and 2) materials that must not be used in cosmetics production (Appendix V).
- ✓ Requires that all cosmetic products which have already secured a cosmetics notification (i.e. evidence relating to a license that states that the cosmetics in

question may be produced or imported) should make any necessary adjustments and comply with the regulation by 31 December 2016.

- ✓ Sets out a number of administrative sanctions for non-compliance (written warnings, distribution bans and restrictions, product revocations or terminations, production or import suspensions and/or cancellation of cosmetics notifications).

c. Cosmetic Advertisement Provisions

The Head of the National Agency for Food and Drug Control (Badan Pengawas Obat dan Makanan – “BPOM”) has issued Regulation No. 1 of 2016 on Technical Guidelines for the Oversight of Cosmetics Advertising (“Regulation No. 1 - 2016”).

The Regulation No. 1 – 2016 is essentially aiming to ensure better protection for consumers as regards subjective and misleading cosmetics advertisements. In order to achieve this objective, the Regulation No. 1 – 2016 strengthens the marketing code governing cosmetics advertising via electronic media, printed media or outdoor media.

Previously, these matters were regulated under Head of BPOM Decree No. HK.00.05.4.1745 of 2003 (“2003 Decree”).

The Regulation No. 1 – 2016 is of relevance to cosmetic manufacturers, distributors and/or importers, as well as advertising agencies.

- **Requirements**

The Regulation No. 1 – 2016 stipulates that cosmetics products may only be advertised after such products have already secured a distribution license (generally recognized as a Notification) from the Head of BPOM. Moreover, cosmetics advertisements must be communicated in the Indonesian language and also meet the following general requirements:

- a. Compliance with applicable laws and regulations, such as Law No. 32 of 2002 on Broadcasting;
- b. Compliance with Cosmetics Advertising Monitoring Guidelines, as specified under the Appendix to the Regulation No. 1 - 2016;
- c. Compliance with advertising ethics;
- d. Objective dissemination of product information: i.e. information discussed and depicted must reflect reality as regards the benefits, usage procedures and security facts relating to a given cosmetics product;
- e. Not be misleading: all information should be accurate and disseminated responsibly, i.e. without playing on society’s fears regarding certain health issues; and
- f. Be complete: advertisements should remind consumers to pay attention to any usage procedures, written instructions and warnings, etc.

Cosmetic advertisements must be made using the Indonesian language. Moreover, foreign terms or slogans may only be used if they are accepted to be widely understood by the target market. In line with this stipulation, the Regulation No. 1 – 2016 specifies a number of prohibitions regarding cosmetics advertisements, including:

- a. Violation of social norms, public order and/or national symbols;
- b. Use of babies (except in advertisements for baby products), state officials and/or medical professionals as actors;
- c. Manipulate research findings and statistical data;
- d. Testimonies relating to product recommendations given by certain institutions, laboratories, or health professionals;
- e. Use of scientific claims, such as, “passes clinical tests” or other similar phrases;
- f. Guaranteeing of results without specifying any details;
- g. Use of words such as, “heal”, “cure”, “safe”, “no side effects” or similar words and phrases, as well as, “halal” (if the cosmetics product in question has yet to secure a halal certificate), or “effective”, “number one”, “top”, “famous for its benefits”, and/or, “better than” when comparing the benefits of a given product with another product; and so forth.

By way of comparison, the 2003 Decree set out a simpler set of requirements covering cosmetics advertising, as the Head of BPOM was charged with regulating cosmetics advertising in greater detail. Indeed, the 2003 Decree only required that any given advertisement: (i) be complete and objective, and not be misleading; (ii) provide information that fit the approved cosmetic registration data; and (iii) not be advertised as a medicine.

Unlike the Regulation No. 1 year 2016, the Appendix to the 2003 Decree did not set out guidelines relating to cosmetics advertisements.

Sanctions

Holders of a Notification who do not comply with the Regulation No. 1 – 2016 may be subject to the following administrative sanctions:

- a. Written warnings;
- b. Suspension of air time or publication of a given advertisement;
- c. Withdrawal and/or termination of commercial printed media (e.g. leaflets, banners, pamphlets);
- d. Prohibition on commercial advertising;
- e. Suspension of the production, distribution or importation of the product in question; and/or
- f. Cancellation of a Notification Distribution License.



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- **Transitional Rule**

All holders of existing Notification Distribution Licenses must amend their advertising practices in order to comply with the Regulation No. 1 – 2016 within a maximum of 12 months of the regulation being enforced.

The Regulation No. 1 – 2016 repeals and replaces the relevant provisions on cosmetics advertisements set out under the 2003 Decree.

The Regulation No. 1 – 2016 has been in force since 5 February 2016.

COSMETIC REGISTRATIONS, STANDARDS AND CUSTOMS IN INDONESIA

Imported cosmetics must be registered at the National Agency of Drug and Food Control (Indonesian acronym BPOM). Registration of imported cosmetics can be done only by local agents or distributors that have authorization from overseas manufacturers. Import duties for cosmetic products are 15 percent. In addition, a value-added tax (VAT) of 10 percent is imposed on all imported cosmetic products. BPOM has taken tough measures on registration of imported cosmetics. The current registration process is slow, with indefinite time for results. This might impact the number of newly imported cosmetic products in the long run, as distributors may focus more on existing products in the Indonesian market.

BPOM regulates and controls the registration, distribution and quality of cosmetics. Imports of cosmetics must comply with Indonesian law. Sales of cosmetics products are regulated through the Directives to Register Cosmetics stated in the "Stipulation on Registration Implementation" and through the Decision of BPOM No. HK 00.05.4.1745, dated May 5, 2003.

Manufacturers or importers must register all cosmetics whether locally produced or imported with BPOM. Likewise, the manufacturer or importer must fulfill the criteria for registered personal care and cosmetic regarding the safety, quality, packaging, and labeling of the products. Labeling must contain honest and complete information that is not misleading and must not contain unwarranted claims. Products should be of good quality, use proper manufacturing methods, and use only safe materials outlined by BPOM.

The Annex to this report provides an overview of the requirements to sell cosmetics in Indonesia, per the requirements of the ASEAN Cosmetics Directive. More on additional national requirements follows:

To register, cosmetic importers must submit an application form to BPOM which includes the following documents:

1. Authorization Letter (LoA):

- Issued by the manufacturer, signed by director with company letter head and stamp of the company, authenticated by Authorized Government Office and respective Indonesia embassy, legalized by public notary, with 'minimum 3 years validation date'.

2. Certificate of Free Sale (CFS):

- Issued by the authorities or a recognized institution in the country of origin, legalized by the Embassy/Consulate General of the Republic of Indonesia and public notary.

3. Good Manufacturing Practice (GMP) Certificate:

- A statement by the manufacturer or company that the product was manufactured according to ASEAN GMP Guidelines or any ACC approved equivalent GMP Guidelines.

- Excluding ASEAN countries, GMP must be issued by the authorities or a recognized institution in the country of origin and legalized by the Embassy/Consulate General of the Republic of Indonesia and public notary.

4. Hygiene License:

- Certificate must be issued by Food & Drug Administration and legalized by public notary.

5. Qualitative and Quantitative Formula of the Product:

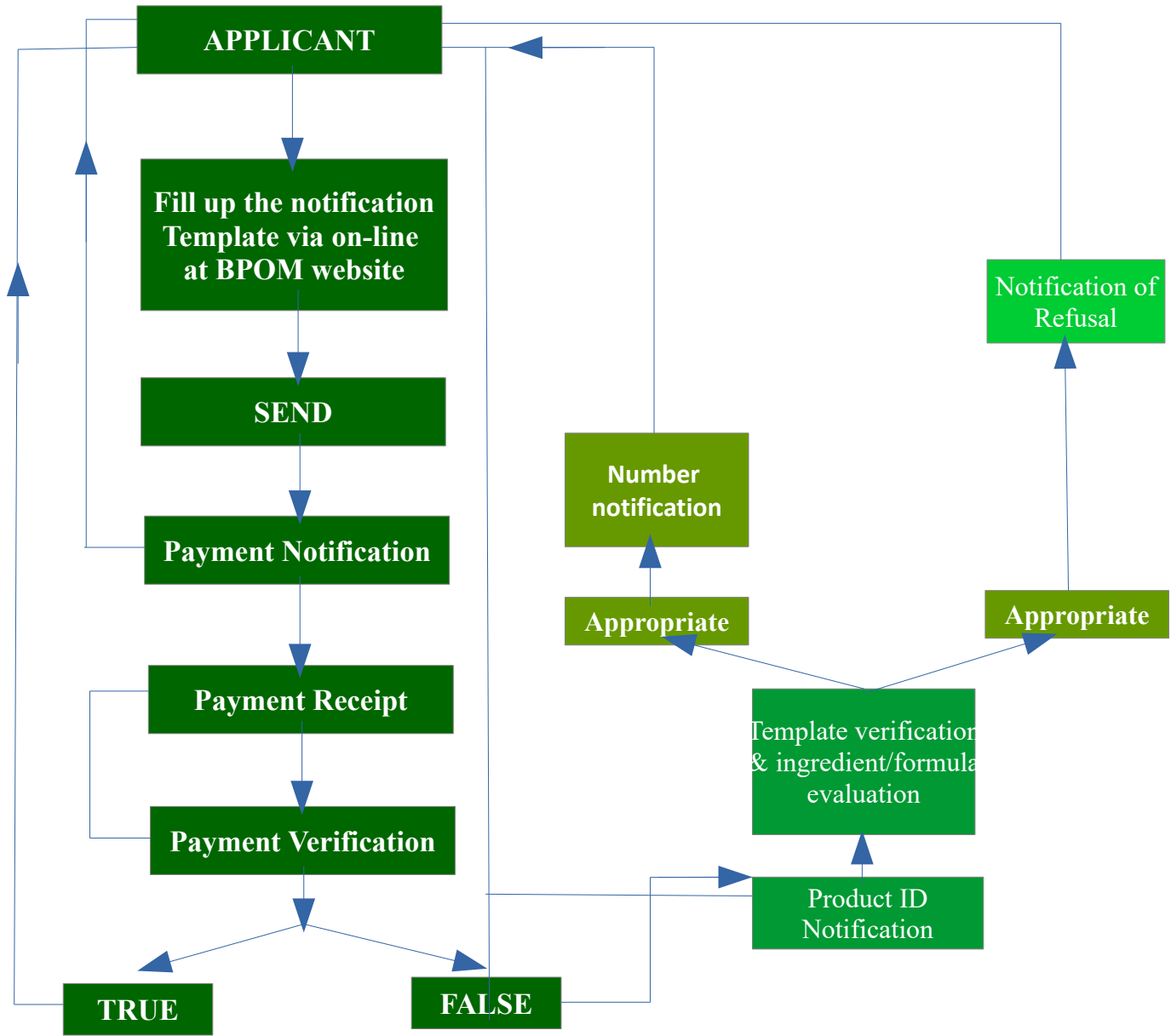
- Issued by the manufacturer/principle, signed by Technical Manager with Company Letterhead and Stamp of the Company;

- List of all ingredients used in the products in qualitative as well as in quantitative with the total percentage of ingredients equaling 100%;

- Name of ingredients should be written in its universal generic name or universal specific name or in International Nomenclature Cosmetic Ingredients (INCI) with the detailed CAS Number;

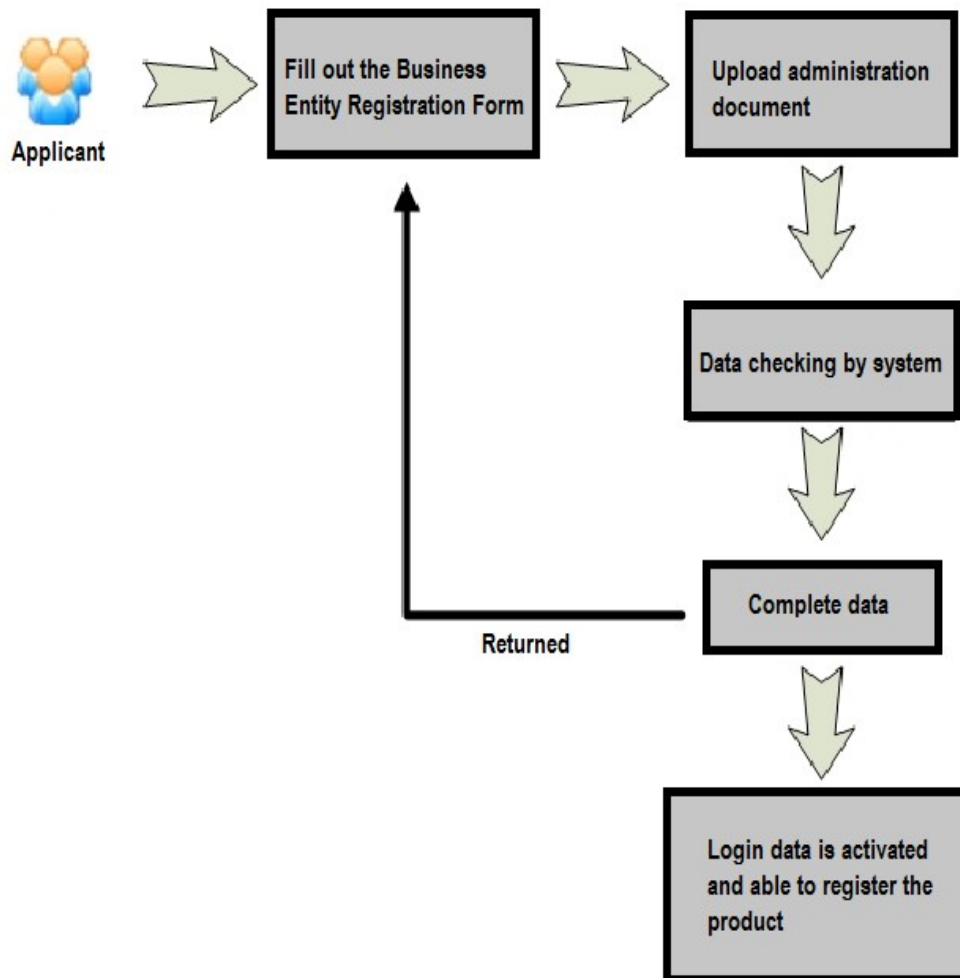
- Specify the functions of each raw material / ingredient;

- For fragrance ingredient should detail the name, name & address of supplier, have the fragrance code based on International Fragrance Association (IFRA)



COSMETIC REGISTRATION PROCEDURE IN INDONESIA

Procedure



COSMETIC IMPORT REGULATIONS

Imports of cosmetics product to the country is strictly regulated, therefore it is very important to understand the procedure and the regulation being applied for the products. Following are all relevant information including custom duty.

There are at least 3 regulations stipulated concerning cosmetics:

1. No. 27/M-Dag/Per/5/2012
2. No.59/M-Dag/Per/9/2012
3. No.84/M-Dag/Per/12/2012

One of the most important requirement for the import of cosmetics products is to obtain ML registration number first. All products that are entering the country must be registered under the **BPOM (NATIONAL AGENCY OF DRUGS AND FOOD CONTROL)**.

BPOM Address:

Jl. Percetakan Negara No. 23
Rawasari Cempaka Putih
Jakarta Pusat, DKI- Jakarta
Tel. +62-21-4244691 / Website: www.pom.go.id

Required Documents For Registration at BPOM - National Agency for Food and Drug Control:

1. *Certificate of Free Sale* legalized by the Embassy and issued by the Department of Health;
2. *Appointment letter (Letter of Authorization)* from the production plant in country of origin valid for period of max 5 years and legalized by the Embassy;
3. *Description (flow)* of the manufacturing process;
4. Number identification importer (API);
5. Trade license;
6. Tax payer registration number;
7. Company registration number;
8. Composition of the Ingredients in percentages including the exact function in use and purpose of using the ingredient;
9. Packaging Specifications;
10. Certificate of Analysis (CoA) of each ingredient;
11. CoA for the finished product;
12. Stability test report by the testing methods including the batch coding;
13. Two sample products;
14. Proof of brand ownership (patent).



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Import Service Institutions and Regulations

The authority in charge of regulating import/export procedures in Indonesia is the Ministry of Trade (MoT), through its Directorate General of National Export Development (DGNED), which administers trade activities such as the registration of companies and market development. Another important player is the Investment Coordinating Board (Badan Koordinasi Penanaman Modal – BKPM), which is coordinating body with consulting functions in the area of trade and investment.

In turn, Customs areas are under the supervision of the Directorate General of Customs and Excise (DGCE – *Direktorat Jenderal Bea Cukai*). This body has four major tasks:

- To protect the community from the import of dangerous goods.
- To protect particular domestic industries from unfair competition with similar foreign industries.
- To carry out law enforcement at the borders and in Customs areas.
- To collect import duty and taxes.

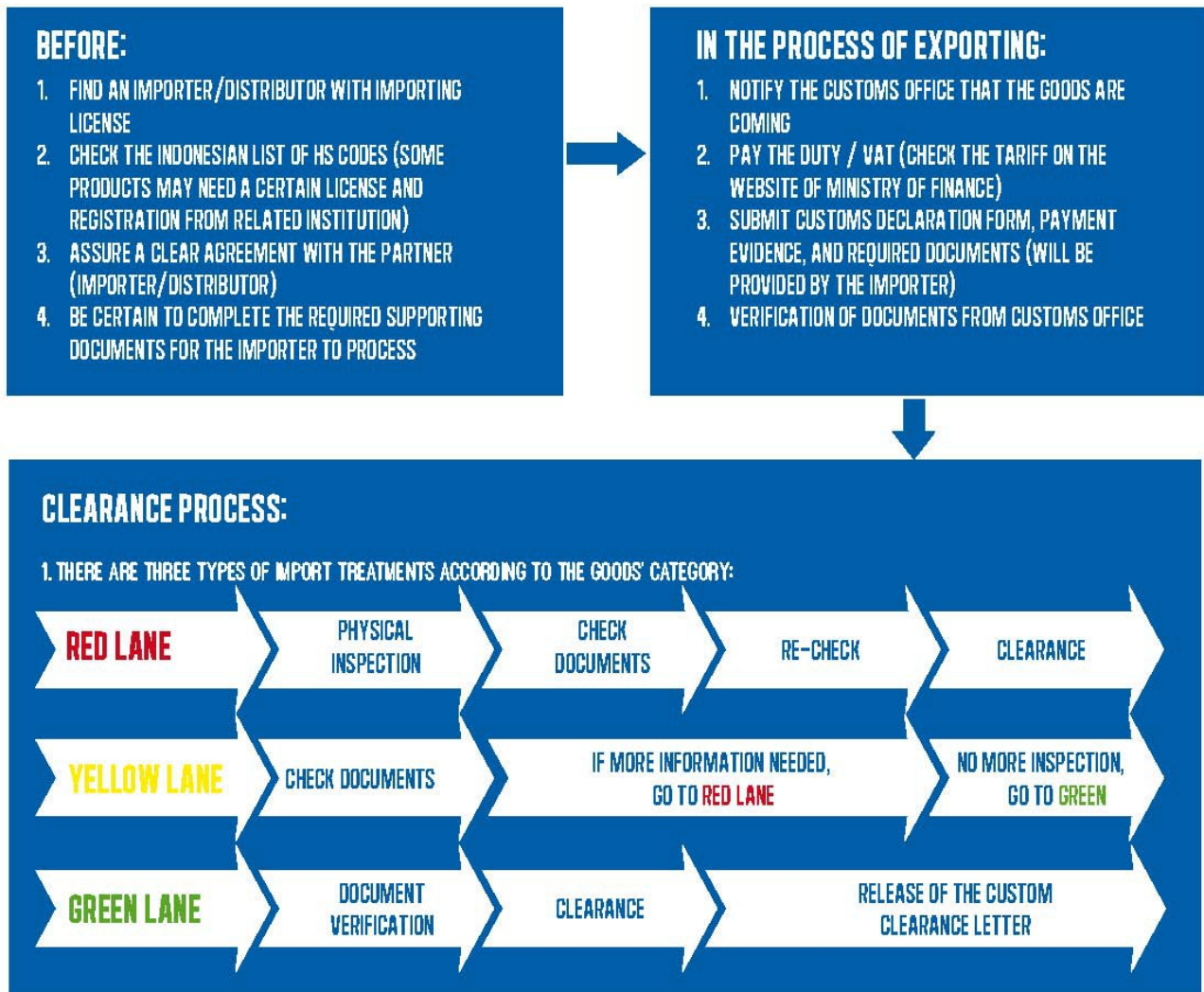
To import to Indonesia, the most relevant regulations to be taken into account are:

- Indonesian Customs Law No. 17 of 2006 (ICL)
- Ministry of Finance Regulation No. 144/PMK.04/2007
- DGCE Regulation No.P.42/BC/2008 and P.08/BC/2009
- Ministry of Trade Regulation No.57/2010
- Ministry of Trade Regulation No 36/2014
- National Drug and Food Control Agency (BPOM) Regulation No. 27 of 2013

PROCEDURES FOR IMPORTING – CLEARANCE OF GOODS

For every importation by a Registered Importer, a Verification or Import Technical Investigation shall be carried out by a surveyor at the loading port prior to shipment in the loading port.

The results of the Verification or Investigation by the surveyor shall be contained in the form of a Surveyor Report (*Laporan Surveyor* – LS).



REQUIREMENTS FOR IMPORTERS

Every importer, whether a company or an individual, should have the following administrative elements (depending on the goods and the purpose of the import).

Importer Identification Number (*Angka Pengenal Impor - API*). The API, regulated by Ministry of Trade Regulation No. 27/2012, is the importers' mandatory proof of identification. It is valid for five years, and may be extended.

There are two types of API:

- **API-U (General Importer Identification Number – *Angka Pengenal Impor Umum*)**, granted to importers that import goods only for trading purposes. It is issued by the Ministry of Trade (or the related Head of Provincial Service).
- **API-P (Producer Importer Identification Number – *Angka Pengenal Impor Produsen*)**, granted to importers that import goods for their own use, such as raw materials and/or others, which are intended to support the production process. In turn, there are three types of API-P, as follows:
 - **API-P for Production Sharing Contracts**, issued by the Indonesian Directorate General of Foreign Trade;
 - **API-P for Foreign and Local Liability Companies**, issued by BKPM;
 - **API-P for other purposes issued by Ministry of Trade (Head of Provincial Service)**.

Please note that importation without an API can only be performed after approval of the Ministry of Trade and it is only possible for infrequent importation of self-consumed goods (which are not for trading purposes).

Customs Identification Number (*Nomor Identitas Kepabeanan - NIK*)

The NIK is a required personal identity number used to access the importers' record file in the system of the DGCE which uses both information technology and manual procedures in monitoring customs obligations. The NIK must be obtained from the DGCE and will remain valid unless cancelled by the same authority.

Special Importer Identification Number (*Nomor Pengenal Importir Khusus - NPIK*)

The NPIK is only necessary for the importation of certain products, namely commodities and goods such as: rice, electronics, sugar, corn, soybeans, toys, footwear and textiles. The NPIK is issued by the Ministry of Trade. In addition, NPIK importers are required to report their import realization by the 15th day of every month.

The Registered Importer Number (*Importir Terdaftar Produk Tertentu - ITPT*)

ITPT is mandatory for a company or person to be able to import goods related to electronics, ready-made garments, toys, footwear, food and drink products, cosmetic products, as well as traditional and herbal medicines.

Import Approval for Used Capital Goods (*Persetujuan Impor Barang Modal Non Baru*)

This is issued by the Ministry of Trade and necessary for imports of used capital goods conducted by direct users, reconditioning and remanufacturing companies and/or hospital equipment suppliers.

Company Master Number (*Nomor Induk Perusahaan - NIPE*)

The NIPE is a registration certification number that is needed for entitlement to the exemption or drawback of import duties, value added tax and sales tax on luxury goods.

Business Entities Registration Process

Cosmetic Notifications

Applicants who are interested in following the Cosmetic Notifications are:

1. Cosmetic Industry, located in Indonesia which already has a product license;
2. Cosmetics importers who have imported identifier number and letter designation of the manufacturer country of origin agency; and/or
3. Individual or business entity that enters into a contract with the production of cosmetics industry which has had a production license.

Procedures for the registration of business entities:

1. Applicant have to fill-up the administration electronic form that available at BPOM website;
2. The filled-up administration form must be submitted directly to BPOM as per requirements;
3. User ID and password will be activated as soon as the all the documents are verified.

➤ Imported Products:

1. NPWP (Tax Payer Registration Number)
2. Legitimate Import Identification Number (API).
3. Legitimate of agency appointment letter and the origin of the industry.
4. Certification that stated that the factory of the cosmetic in the country of origin have applied the CPKB according to the availability that will be notified by the officials government who authorized or recognized institution in the country of origin and legalized by the Embassy or by local Indonesian Republic Consulate regarding factory located outside ASEAN.
5. Certificate or letter of the application of CPKB is accordance with the availability that will be notified with the factory that located outside ASEAN.
6. Certificate of Free Sale (CFS) issued by the competent authorities in the country of origin (imports from outside ASEAN) issued by the competent authority or recognized institution in the country of origin and legalized by the Embassy or by local Indonesian Republic.

Document Administration:

➤ **Local Products:**

1. NPWP (Tax Payer Registration Number)
2. License of cosmetic products, according to the type of product that are registered.
3. The certificate of The Procedure of Making a Good Cosmetics (CPKB) and or a document that certified the application of CPKB and or Certificate The Procedure of Making a Good Drugs (CPOB) with the use of shared facilities agreement, according to the type of product availability are notified.
4. Letter of agreement between the notification applicants with the licensor.

➤ **Domestic Products Contract:**

1. NPWP (Tax Payer Registration Number).
2. Industrial license or registration certificate in the field of cosmetic industry for companies contracting authority.
3. Letter of the contract agreement between the applicant notification and the production contract receiver that notary certified by stated the validity period.
4. License of Cosmetics Production for the product contract receiver.
5. The Certificate of The Procedure of Making a Good Cosmetics (CPKB) and or Certificate of The Procedure of Making a Good Drugs (CPOB) with the use of shared facilities agreement, according to the availability of the products that are registered, for the product contract receiver.

Cosmetic Notification Process

For registration of aesthetic medical equipment in Indonesia, here are the list of the documents needed:

1. Letter of Authorization (Minimum authorization 2 years, legalized by the Indonesian embassy in the manufacturer's country);
2. Certificate of Free Sale or Certificate Foreign Government;
3. CE Certificate or Certificate of Conformity;
4. ISO 13485;
5. IEC 60601 Certificate and IEC 6061 Test report;
6. Manufacturing Flow Chart and Customer Complaint Flow Chart;
7. Raw Material Component;
8. Production Code /Lot Number Explanation Letter;
9. Test and result Report for Finished Product from the Quality Control Dept (the report must signed by the QC Dept. Person in charge);
10. Manual Book;
11. Attachment for accessories codes (if there is any).

REQUIRED DOCUMENTS IN COSMETIC IMPORT REGULATION

Service type : Cosmetic
Information : Importation of Cosmetic Product
Type : -
Information : Import Permit
Last Update : September 23, 2013 09:05:26

NO	REQUIREMENT	NUMBER	DATE	ABOUT	VALIDATION DATE
1.	REGULATION OF HEAD OF DRUG AND FOOD SUPERVISOR IN THE REPUBLIC OF INDONESIA	4 YEAR 2017	27/02/2017	SUPERVISION OF DRUGS AND FOOD IMPORTATION INTO THE TERRITORY OF INDONESIA	6/3/2017

NO	DOCUMENT	INFORMATION	REQUIREMENTS		
			NEW	EXTENSION	ALTERATION
1.	Invoice	1. Product name listed in the invoice must be as the same as the registered product name in the Marketing Authorization, except for cosmetic sector.	Required	-	-
		2. If the cosmetic product name is not listed, then the letter of reference from the producer is mandatory.		-	-
2.	Approval of Distribution Authorization		Required	-	-
3.	Analysis Certificate		Required	-	-

HALAL CERTIFICATE :

After six years of debate, the Government of Indonesia enacted the Halal Product Assurance Law No. 33 of 2014 ("Halal Law") on October 17, 2014. According to this law, the government is required to issue the implementing regulations within two years and effectively implement the law within five years after it was enacted. This means that by 2019, halal labeling will be mandatory for all products circulated in Indonesia. Currently, the government is still discussing a Draft Government Regulation on the implementation of this law.

Considering that 88% of the Indonesian population is Muslim and the Indonesian Islamic Council (MUI) prefers all food products and cosmetics to have accredited. Halal is an Arabic word meaning lawful or permitted. The opposite of halal is *haram*, which means unlawful or prohibited. Halal and *haram* are universal terms that apply to all facets of life.

The Halal Law requires mandatory halal certification and labeling for food, beverages, drugs, cosmetics, chemical products, biological products, genetically engineered products, as well as consumer goods that are distributed or traded in Indonesia. The Halal certification is an important provision implemented by the Government of Indonesia to provide convenience, security, safety, as well as certainty for Indonesian customers; and to add more value to goods produced and sold in Indonesia. However, the wide scope and complexity of the Halal Law are of particular concern to various stakeholders, including businesses, sectoral associations and international chambers.

All foods or cosmetics products are considered halal *except the following*, which are ***haram***:

- a) Swine/pork and its by-products;
- b) Animals improperly slaughtered or dead before processing;
- c) Animals killed in the name of anyone other than Allah (God);
- d) Alcohol and intoxicants;
- e) Carnivorous animals, birds of prey and land animals without external ears;
- f) Blood and blood by-products;
- g) Foods contaminated with any of the above products.

Food products, cosmetics or other goods (lining of shoes or swine leather) that contain swine or pork can be a big issue/problem. **In 2019, HALAL Certificate is compulsory for entering the Indonesian market.**



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Labeling

New food labeling requirements were introduced in 1999 and are the responsibilities of the Food and Drug Control Body (Badan POM or BPOM).

Labeling requirements are designed to ensure that the consumer can be accurately informed about the ingredients in processed food and its status as a *halal* or non-*halal* product.

Post market control is maintained through sampling and testing food products. Where discrepancies occur there are powers to reprimand, order withdrawal of products from sale, or prosecute through the courts.

Labeling must be in Indonesian language (bahasa).

Importation of Medical Equipment

Medical equipment must be done by Indonesian importers. Foreign company must give appointment letter – exclusively to Indonesian importers and must have registered at the Ministry of Health of the Republic of Indonesia.

Regulation concerning imports of medicine and imports of medical equipment normally between 3 months up to 6 months. Registration price in the Department of Health of Republic of Indonesia as well as at the BPOM (Board for Food and Drug Control) costs Rp 3.000.000.- or Euro 200 per item.

Considering the registration procedure particularly for cosmetics products are complicated therefore, most companies request an agency to proceed the registration.

HALAL CERTIFICATION REQUIREMENTS

For a company who wants to register to LPPOM MUI Halal certification, including processing industry, slaughterhouse, restaurant, catering service, and distributor must meet the Requirements of Halal Certification HAS 23000 (Policies, Procedures, and Criteria).

Following shall be the summary of HAS 23000 document:

1. HALAL ASSURANCE SYSTEM CRITERIA

A description of the HAS criteria can be found in the document HAS 23000:1 Requirements Of Halal Certification: Halal Assurance System Criteria.

Companies are free to choose methods and approaches required to meet the HAS criteria as follows:

1.1 Halal Policy

Top Management must establish a written Halal Policy and disseminate Halal Policy to all company's stakeholders.

1.2 Halal Management Team

Top Management must appoint Halal Management Team include all parties involved in critical activities and the duty, responsibility, and authority of Halal Management Team must be clearly defined.

1.3 Training and Education

Company must have a written procedure regarding training. should be conducted on a scheduled time at least once a year or more as required and should provide graduation criteria to ensure personnel competency.

1.4 Materials

Materials should not be derived from: pork or its derivatives, Khamr (alcoholic beverages) or khamr derivatives which are physically separated from Khamr, blood, carrion, and parts of human body



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1.5 Products

Brand or names of the products must not use names which imitate haram things or practices that are inappropriate with Islamic law. For retail food products, all products with the same brand are distributed in Indonesia, all products must be registered for halal certification.

1.6 Production Facilities

Production line and/or supporting equipments must not be used alternately to produce halal products and products containing pork or its derivatives.

1.7 Written Procedure for Critical Activities

Company must have written procedures regarding the implementation of critical activities (new material selection, material purchasing, incoming materials checking, production, etc), adjusted to the company business process (processing industries, slaughterhouse, restaurant, and service industries).

1.8 Trace-ability

Company must have a written procedure to ensure the certified products are originated from approved materials and made in facilities that fulfill the criteria of halal production facilities.

1.9 Handling of Non-Conformance Products

Company must have a written procedure to handle the products which were already made from materials and/or produced in facilities that are not complying with criteria.

1.10 Internal Audit

Company must have a written procedure for internal audit of Halal Assurance System. Internal audit is performed based on schedule, at least once in six months or more often if necessary. The results of internal audit are delivered to LPPOM MUI as a periodical report in every six months.

1.11 Management Review

Top management must review the effectiveness of Halal Assurance System implementation once in a year, or more often if necessary. The results of evaluation must be delivered to the parties who are responsible for each activity.



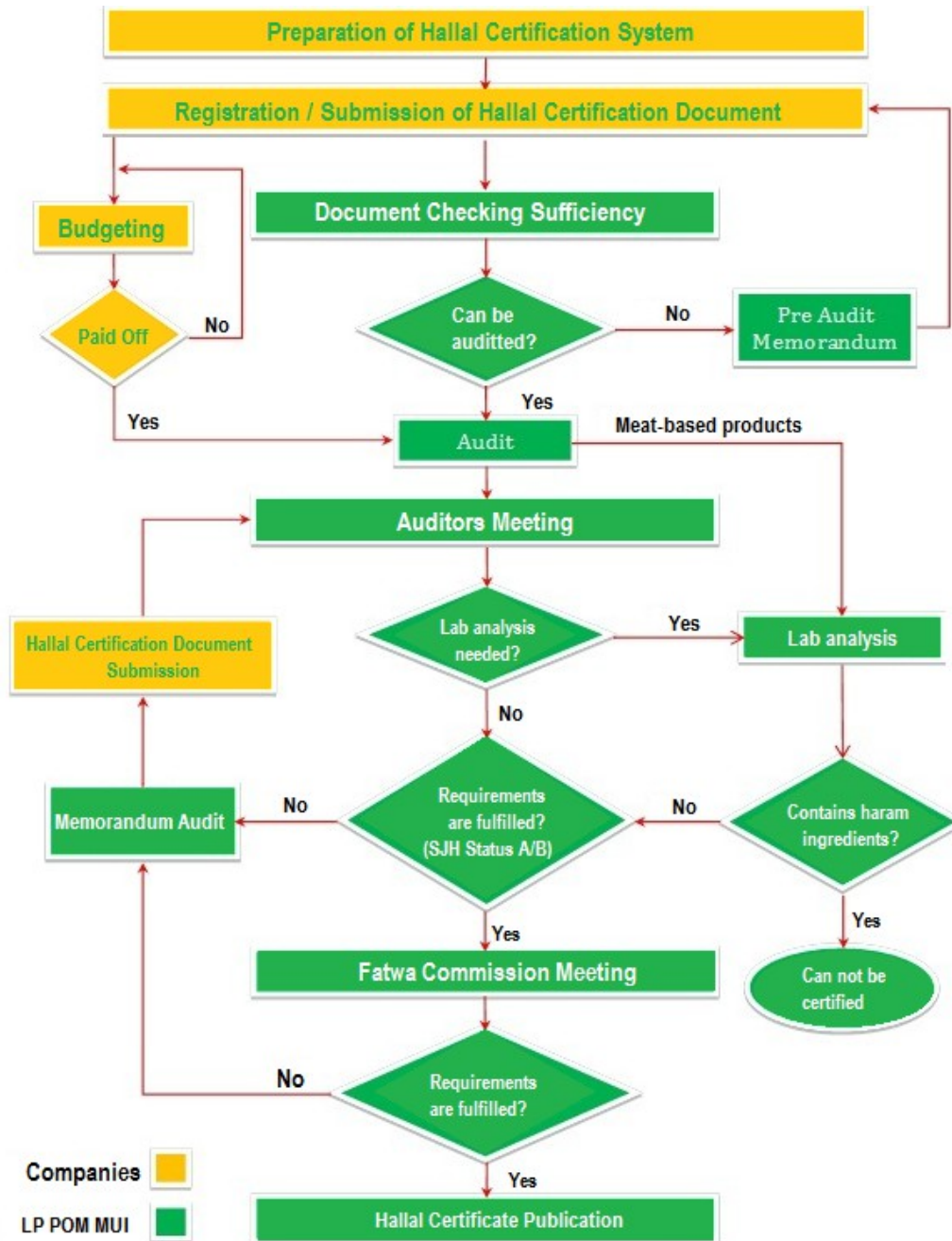
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2. POLICIES AND PROCEDURES OF HALAL CERTIFICATION

This document contains policies and procedures of halal certification as a guideline companies which request for a halal certification process. A description policies and procedures of halal certification can be found in the document HAS 23000:2 Requirements Of Halal Certification : Policies And Procedures.

Halal Certification process in a flow chart:





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General Halal Certification Procedure is as follows:

- Company requesting for certification, whether for new registration, development (product/facility), or renewal can do online registration. Online registration can be done through LPPOM MUI website (www.halalmui.org) or directly through website address: www.e-lppommui.org.
- Fill in the registration data : Certification status (new/development/renewal), Halal Certificate data, HAS status (if any) and product groups.
- Pay the registration fee and Halal Certification Contract fee.
- Fill in the required documents in the registration process in accordance certification status (new/development/renewal) and business process (processing industry, slaughterhouse, restaurant/catering and service industries), such as: HAS Manual, Flow chart of production process of products to be certified, plant/manufacturer data, product data, materials data and upload material document, and product matrix data.
- After completing the required documents, the next step according to the halal certification process flow diagram as above, namely Pre Audit Assessment ----- Halal Certificate Issuance.

Note:

- Starting in July 2012, Halal Certification registration can only be done online registration through LPPOMMUI website (www.halalmui.org) column Certification Services Online Cerol-SS23000 or directly through website address: www.e-lppommui.org. Cerol-SS23000 is an online halal certification service system of LPPOM MUI. With this system, company mas submit application for halal certification of product by online without time and place limit.
- For companies that want a detailed explanation about Requirements of Halal (Policies, Procedures, and Criteria) can order the book HAS 23000 through Email: ga_lppommui@halalmui.org

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MAJELIS ULAMA**

II. CRITERIA OF HALAL ASSURANCE SYSTEM

Company that has registered for halal certification to LPPOM MUI **must apply SJH in accordance with HAS 23000 document**. Following shall be the summary of HAS 23000 document:

1. Top Management must determine and socialize Halal Policy. Halal Policy contains commitment of company to produce halal product consistently.
2. Top Management must determine the Halal Management Team covering all sections involved in critical activities as well as having clear duties, responsibilities and authorities.
3. Company must have training implementation procedures. Internal training must be performed at least once a year and external training must be performed at least once in two years.
4. Materials used in manufacturing product must not originate from forbidden/filthy materials.
5. Name of product cannot use the name that is aimed at something that is forbidden or prayer that is inappropriate with sharia Islam.
6. Production facility must ensure that there is no cross contamination with forbidden/filthy materials.
7. Company must have written procedures regarding the performance of critical activities, namely activities in production chain that can affect the halal status of product.
8. Company must have written procedures to ensure the search capability of certified product originating from materials that meet the criteria (approved by LPPOM MUI) and produced in production facility that meets the criteria (free from pork/derivative materials).
9. Company must have written procedures to handle products that do not meet the criteria.
10. Company must have written procedures on internal audit of performance of SJH. Internal audit shall be performed at least once in six months and performed by the competent internal halal auditor.
11. Top Management/deputy must perform management review at least once in a year, with the purpose of assessing the effectiveness of application of SJH.

Other than HAS 23000, LPPOM MUI has issued other HAS documents that can be seen in the website of LPPOM MUI www.halalmui.org through E-Store menu.



Law on Halal Product Guarantee

The outgoing House of Representatives has passed the Halal Law. The government, following likely Presidential approval by 25/10/14, must issue the implementing regulations within **two years** and implement the law fully within five years.

After a protracted legislative process of more than six years, the Bill of Halal Product Guarantee (Undang-Undang Jaminan Produk Halal – UU JPH), commonly known as the "Halal Law", was ratified by the House of Representatives (DPR) in its Plenary Session on 25 September 2014. The President, who procedurally has to sign the bill within 30 days at the latest, has informally agreed to the ratification. The Chairperson of Halal Law Working Committee at the House commented that the Law mandates the State to play an active role in providing services, protection, and security to the Muslims population as the majority (+/- 87%) in Indonesia.

The government (Ministry of Religious Affair (MoRA), will prepare the implementation bills of the law within the next two years and the mandatory certification will start to be enforced five years after the promulgation of the Law. By **2019 all products** circulated in Indonesia must be **certified as halal**, otherwise they must be **declared and labeled as "non-halal"**.

The Halal Law's major provisions are as follows.

- ✓ Halal will be **mandatory** for food and beverages, cosmetics, pharmaceutical, biological, chemical, and genetically modified products, as well as functional goods to be worn, used, or utilised by the society, which are imported, circulated and traded in Indonesia's Customs area (Art. 1:1 and Art. 4).
- ✓ Halal Product is Product that has been declared as halal in compliance to Islamic law (sharia). Halal Product Process is a series of activities to guarantee the halal of Product, which cover the supply of **raw material, processing, storage, packaging, distribution, sales, and serving** (Art. 1:3).
- ✓ The Implementing Regulation of the Law must be issued **within two years** at the latest after the promulgation of the Law (Art. 65).
- ✓ The Government gives **5 years grace period** until the requirement becomes fully mandatory for such products distributed and traded in Indonesia, and in the meantime such products shall be gradually halal verified and certified, and further details on the products categories will be determined further by Government Regulation (Art. 67). Halal verification will be conducted and **traced up to raw material** used to produce such products, manufacturing process, location of production and facilities, **packaging, storing distribution**, and serving of halal products (Art. 1:3, Art. 17-22, Art. 25)

- ✓ Non-halal products **must be labeled as non-halal** (Art. 26).
- ✓ THE HALAL LAW STIPULATES CRIMINAL SANCTIONS OF IMPRISONMENT UP TO 5 YEARS AND PENALTY UP TO IDR 2 BILLION FOR COMPANIES WHICH FAIL TO MAINTAIN HALAL PROCESS AFTER OBTAINING HALAL CERTIFICATION FOR ITS PRODUCTS; AND IMPRISONMENT UP TO 2 YEARS AND PENALTY UP TO IDR 2 BILLION FOR ANYONE INVOLVE IN THE HALAL CERTIFICATION PROCESS WHO DOES NOT MAINTAIN CONFIDENTIALITY OF INFORMATION.

CONTACT INFORMATION

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Fax. No. +62 251 8358747

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IMPORT DUTY

HS Code	Description of Goods	Import Duty (Before)	Import Duty (After)	VAT	Sales Tax on Luxury Good
33.01	Essentials oils (terpeneless or not), including concretes and absolutes; resinoids; extracted oleoresins; concentrates of essentials oils in fats, in fixed oils, in waxes or the like, obtained by enfleurage or maceration; terpectic by-products of the deterpenation of essential oils; aqueous distillates and aqueous solutions of essentials				
	Essential oils of citrus fruits :				
3301.12.00.00	Of orange	5	5	10	
3301.13.00.00	Of Lemon	5	5	10	
3301.19.00.00	Others	5	5	10	
	Essentials oils other than those of citrus fruits				
3301.24.00.00	Of peppermint	5	5	10	
3301.24.00.00	Of Other mints	5	5	10	
3301.29.00.10	Of lemon grass citronella, nutmeg, cinnamon, ginger, cardamom, fennel or palmrose	5	5	10	
3301.29.00.20	sandalwood	5	5	10	
3301.29.00.90	Others	5	5	10	
3301.30.00.00	Resinoilds	5	5	10	
3301.90	Others				
3301.90.10.00	Aqueous distillates and aqueous	5	5	10	
3301.90.90.00	Other	5	5	10	
33.03.00.00.00.	Perfumes and toiler waters	10	10	10	20*)
33.04	Beauty or make up preparations and preparations for the care of the skin (other than medicaments), including sunscreen or sun tan preparations; manicure or pedicure preparation				
3304.10.00.00	Lip make-up preparations	10	15	10	
3304.20.00.00	Eye make up preparations	10	15	10	
3304.30.00.00	Manicure and pedicure preparations	10	15	10	
3304.91.00.00	Powder, wether or not compressed	10	15	10	

3304.99	Other: Anti ance creams Other face or skin creams and lotions Other	10	15	10	
33.05	Preparations for use on the hair				
3305.10	Shampoo	10	15	10	
3305.10.10.00	Having anti-fungal properties	10	15	10	
33.05.10.90.00	Other	10	15	10	
3305.20.00.00	Preparations for permanent waving or straightening	10	15	10	
3305.30.00.00	Hair lacquers	10	15	10	
3305.90.00.00	Preparations for oral or dental hygiene, including denture fixative paste and powders; yarn used to clean between the teeth (dental floss, in individual retail packages	10	15	10	
3306.10	Dentifrices				
3306.10.10.00	Prophylactic pastes or powders	10	10	10	
3306.10.90.00	Others	10	10	10	
33.06.20.00.00	Yarn used to clean between the teeth	5	5	10	
3306.90.00.00	Other	10	10	10	
33.07	Pre-shave, shaving or after-shave preparations	10	15	10	
3307.30.00.00	Perfumed bath salts other bath preparations	5	10	10	
3307.49	Room perfuming preparations, whether or not having disinfectant properties	5	10	10	
3307.90.10.00	Animal toilet preparations	5	10	10	
3307.90.30.00	Papers and tissues, impregnated or coated with perfume or cosmetics	5	10	10	
3307.90.40.00	Other perfumery or cosmetics, including depilatories	5	10	10	
3307.90.50.00	Contact lens or artificial eye solutions	5	10	10	
3307.90.90.00	Others	5	10	10	

Additional information :

WORLD TRADE
ORGANIZATION

G/TBT/N/IDN/85

11 April 2014

(14-2294)

Page: 70/75

Committee on Technical Barriers to Trade

Original: English

NOTIFICATION

The following notification is being circulated in accordance with Article 10.6

1. Notifying Member: INDONESIA**If applicable, name of local government involved (Article 3.2 and 7.2):****2. Agency responsible: Directorate General of Standardization and Consumer Protection, Ministry of Trade**

Name and address (including telephone and fax numbers, email and website addresses, if available) of agency or authority designated to handle comments regarding the notification shall be indicated if different from above:

**Directorate of Consumer Empowerment
Directorate General of Standardization and Consumer Protection
Ministry of Trade of R.I.**Building II, 10th Floor
Jln. M.I. Ridwan Rais No. 5 Jakarta Pusat
Email: ganeff@kemendag.go.id
Tel.: +6221-3858187/Fax: +6221-3857954**Directorate of Standardization
Directorate General of Standardization and Consumer Protection
Ministry of Trade of R.I.**Building II, 8th Floor
Jln. M.I. Ridwan Rais No. 5 Jakarta Pusat
Email: frida.adiati@kemendag.go.id

Tel/Fax: +6221-3863928

**Center for Cooperation on Standardization
National Standardization Agency, Indonesia (BSN)**

Mangala Wanabakti Bld, Block IV, 4th floor

Jl. Jend. Gatot Subroto, Senayan

Jakarta 10270 – Indonesia

Tel.: +(62-21) 5747043 ext. 262

Fax: +(62-21) 5747045

E-mail: tbt.indonesia@bsn.go.id; tbt.indonesia@gmail.com

Website: <http://www.bsn.go.id>

3. Notified under Article 2.9.2 [X], 2.10.1 [], 5.6.2 [X], 5.7.1 [], other:

4. Products covered (HS or CCCN where applicable, otherwise national tariff heading. ICS numbers may be provided in addition, where applicable): All products and HS numbers covered are contained in the annexes of Regulation of Minister of Trade No. 67/M-DAG/PER/11/2013 concerning Affixed Mandatory Label in Indonesian Language for Goods and Regulation of Minister of Trade No. 10/M-DAG/PER/1/2014 concerning Amendment of Regulation of Minister of Trade No. 67/M-DAG/PER/11/2013 concerning Affixed Mandatory Label in Indonesian Language for Goods

- c. Regulation of Minister of Trade No. 67/M-DAG/PER/11/2013 concerning Affixed Mandatory Label in Indonesian Language for Goods: Annex I: List of types of electronic goods for home appliances, telecommunication, and informatics;
- d. Annex II: List of types of goods for construction/building material;
- e. Annex III: List of types of goods for motor vehicles (spare parts and others);
- f. Annex IV: List of types of other goods;
- g. Annex V: Additional and expansion lists of regulated goods.

Regulation of Minister of Trade No. 10/M-DAG/PER/1/2014 concerning Ammendment of Regulation of Minister of Trade No. 67/M-DAG/PER/11/2013 concerning Affixed Mandatory Label in Indonesian Language for Goods:

- h. Annex I: List of types of electronic goods for home appliances, telecommunication, and informatics (addendum of 2 items in Annex I on Regulation of Minister of Trade No. 67/2013);
- i. Annex II: Additional and expansion lists of regulated goods (additional of 1 item regulated goo

5. Title, number of pages and language(s) of the notified document: Regulation of Minister of Trade RI No. 67/M-DAG/PER/11/2013 concerning Affixed Mandatory Label in Indonesian Language for Goods (98 pages in Indonesian language including annexes) and 6 pages in Indonesian language including annexes for Regulation of Minister of Trade No. 10/M-DAG/PER/1/2014 (98 pages, in Indonesian; 6 pages, in Indonesian).

6. Description of content: This regulation states that each producer or importer of goods listed in the annexes which will be traded in Indonesia shall affix labels in Indonesian language, either on its Packaging or on the Goods itself. The list of goods affected by this regulation is provided in the annexes I to V of Regulation of Minister of Trade 67/M-DAG/PER/11/2013 and Regulation of Minister of Trade RI No. 10/M-DAG/PER/1/2014. These regulations revoked the previous regulations in labelling (Regulation of Minister of Trade No.22/M-DAG/PER/5/2010 and Regulation Minister of Trade RI No. 62/M-DAG/PER/12/2009).

Importers shall affix the labels when the imported goods entering Indonesia customs territory. The labels affixed have to be clear, readable and easy to understand by consumers. Labels also shall be permanently affixed:

1. embossed or printed on the Goods and/or its Packaging; or
2. glued on the Goods and/or its Packaging.

These regulations are not applied for:

- goods sold in bulk and packed directly in front of consumers;
- Imported goods which served as:
 - Raw and/or auxiliary materials in production process;
 - Temporary imported goods;
 - Re-imported goods;

- Goods for research and scientific purposes;
- Granted goods, gift, and goods for charity needs;
- Sample goods;
- Shipment goods;
- Passenger's, crew's, and passer's goods;
- Transfer goods;
- Diplomatic goods;
- Self-imported goods for government's needs.
- Raw and/or other auxiliary materials produced domestically for production process.

For goods in related to Annex III(goods for motor vehicles/spare parts and others)needs to apply for certificate of label exception if imported by Original Equipment Manufacturer.

The aforementioned producers and importers of goods shall submit sample of the label to the Directorate of Consumer Empowerment, Ministry of Trade. The procedure for getting the approval or exception certificate of label is free of charge. The Directorate of Consumer Empowerment will issue a certificate of affixing label within 5 days after receiving complete and valid documents. The certificate is valid as long as the producers or importers produce or import the same goods mentioned in the certificate.

For goods which are already in the market before the date of entry into force of these regulations, the producers or importers shall adjust the labels within 6 months after the regulation were enforced (effective on June 25th 2014).

The Government of Indonesia encourages producers and importers that produced or import goods not regulated in these regulations, to affix labels in Indonesian language for consumer information.

7. Objective and rationale, including the nature of urgent problems where applicable: Consumer protection; Rights of consumers to get clear information; Protection of human health and safety; Protection of the environment.

8. Relevant documents:

- Law No. 8 Year 1999 concerning Consumer Protection;

	<ul style="list-style-type: none"> Regulation Minister of Trade No. 20/M-DAG/PER/5/2009 concerning Provisions and procedures for monitoring goods and/or services.
9.	<p>Proposed date of adoption: 25 June 2014</p> <p>Proposed date of entry into force: 25 June 2014</p>
10.	<p>Final date for comments: 60 days from notification</p>
11.	<p>Text available from: National enquiry point [X], or address, telephone and fax numbers, e-mail and web-site addresses, if available of the other body:</p> <p>Center for Cooperation on Standardization</p> <p>National Standardization Agency, Indonesia (BSN)</p> <p>Manggala Wanabakti Bld, Block IV, 4th floor</p> <p>Jl. Jend. Gatot Subroto, Senayan</p> <p>Jakarta 10270 - Indonesia</p> <p>http://jdih.kemendag.go.id/id/news/2014/03/27/perubahan-kewajiban-pencantuman-label-bahasa-indonesia</p> <p>http://members.wto.org/crnattachments/2014/tbt/IDN/14_1937_00_x.pdf</p> <p>http://members.wto.org/crnattachments/2014/tbt/IDN/14_1937_01_x.pdf</p> <p>http://members.wto.org/crnattachments/2014/tbt/IDN/14_1937_02_x.pdf</p> <p>http://members.wto.org/crnattachments/2014/tbt/IDN/14_1937_03_x.pdf</p>



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ITALIAN TRADE AGENCY – JAKARTA OFFICE

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