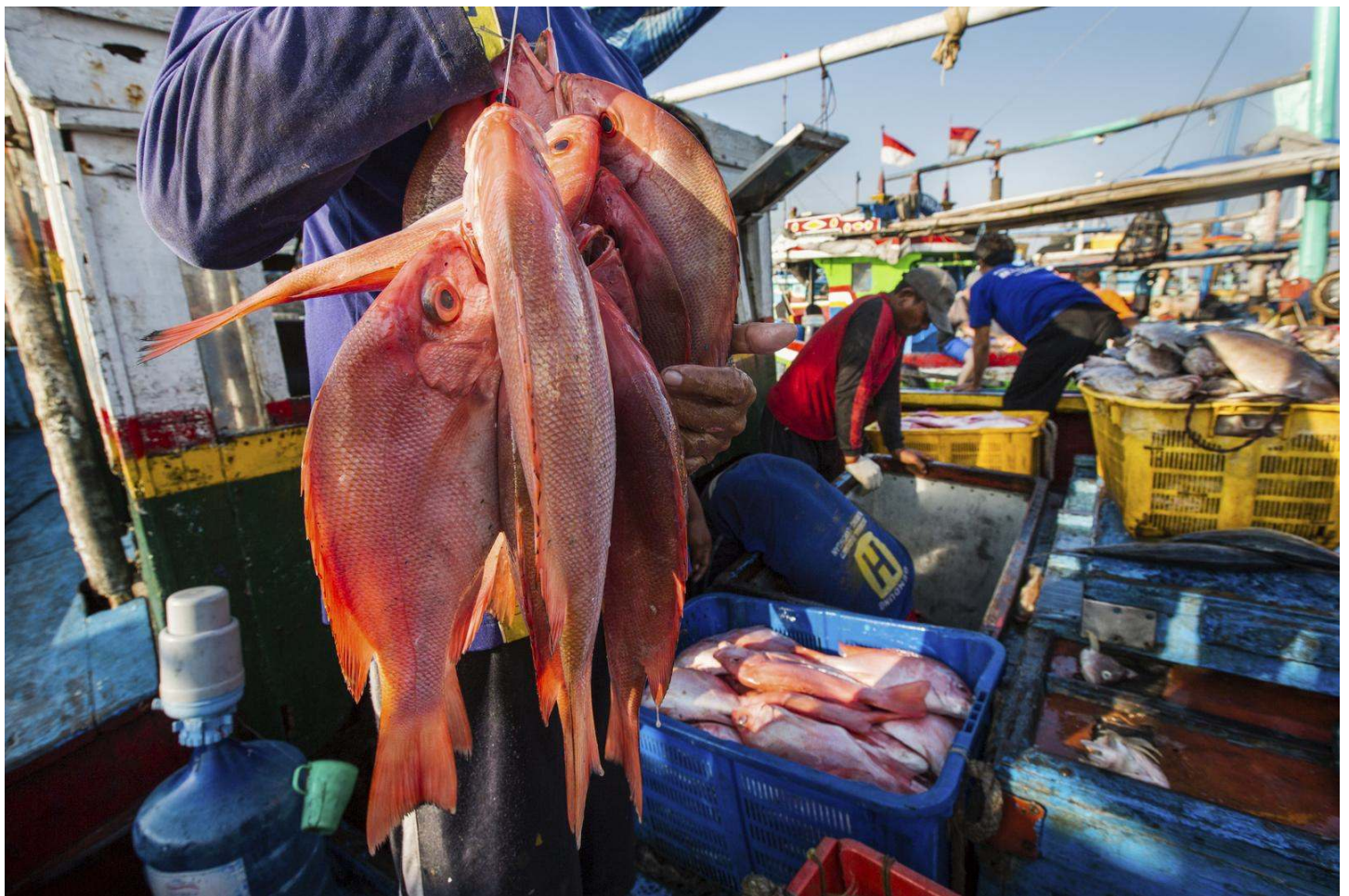


## Deepwater Snapper, Grouper, and Emperor Fisheries Supply Lines in Indonesia

DRAFT - NOT FOR DISTRIBUTION. YKAN Technical Paper

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MAY 18, 2023



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## 1 Supply Lines Report

### 1.1 Introduction

The supply lines report describes the supply chain for the deepwater snapper grouper fishery in Indonesia, start from the oceans to the hand of consumer and markets. In the fishery, a supply chain is a network consist of fishermen, traders, processors, and buyers. Considering the vastness of Indonesian waters with many actors involved in the fishing industry in Indonesia, we aim to map the production and distribution chain. By doing so, the deep water snapper-grouper fisheries chain become more transparent and traceable.

### 1.2 Description of stakeholders involved in supply chain

From our research and observation, there are four main actors in supply chain of the deepwater snapper-grouper fishery which categorized as listed below:

#### a. Fishermen, or fishers

A fisherman is someone who catch the fish on the fishing ground. Fishermen targeting deepwater snapper-grouper in Indonesia are using various type of vessel and gear: dropline, longline, and fishing trap (bubu). Small vessel (below 30 GT) is usually owned by individual and bigger vessel (above 30 GT) is mainly owned and managed by a fishing company or an association (koperasi).

#### b. Traders or suppliers

In this report, we refer traders as agent, middlemen, or suppliers, who assist in fish distribution from fishers to processors with extra cost of fish handling. Most of the time, traders are also boat owner.

#### c. Processors

Processors are seafood companies lead in the process of fishing, fish processing (weighing, scaling, gill and gut, fillet, packaging), distribution, and marketing. Final seafood product prepared by processors are based on market demand and based on request from buyer.

#### d. Buyers

Buyers are companies with direct access to retail market. Most buyers create their own brand for trading.

### 1.3 The deepwater snapper and grouper fishery in Indonesia

#### 1.3.1 List of the deepwater snapper and grouper fish processing companies in Indonesia

Table 1.1: List of the deepwater snapper and grouper fish processing companies in Indonesia

No.	Provinces	Number of fish processing companies
1	Aceh	2
2	North Sumatera	37
3	Riau	5
4	Riau Island	20
5	Bangka Belitung Island	15
6	Bengkulu	1
7	Banten	28

Table 1.1: List of the deepwater snapper and grouper fish processing companies in Indonesia

No.	Provinces	Number of fish processing companies
8	DKI Jakarta	52
9	West Java	14
10	Central Java	24
11	East Java	66
12	Bali	21
13	NTB	7
14	NTT	10
15	North Kalimantan	2
16	East Kalimantan	2
17	South Kalimantan	1
18	West Kalimantan	11
19	North Sulawesi	6
20	Central Sulawesi	4
21	Southeast Sulawesi	4
22	South Sulawesi	50
23	Maluku	4
24	North Maluku	4
25	West Papua	1

\*source: Badan Karantina Ikan dan Pengendalian Mutu, Kementerian Kelautan Perikanan, 2018

### 1.3.2 Sumatra

#### **Natuna, Riau Islands**

Dropliners from Natuna offload their catch at Pering Port and Sepempang. Fish were sold directly to fish trader in Natuna (Pak Yuliadi and Pak Hendri) and only few fishermen who distribute their catch to Perum Perikanan Indonesia (Perindo). Perindo is known to be the only fish processing company in Natuna, whereas Pak Yuliadi and Pak Hendri only own a cold storage. Pak Yuliadi and Pak Hendri sell their fish directly to Singapore and Malaysia by using boat. Across Natuna, there is Pulau Tiga where many longline vessels are docked and operate around the island. Transport vessels from Tanjung Balai Karimun (Riau Island) will collect the fish from Pulau Tiga and thereafter fishes will be shipped to Singapore.

#### **Aceh Barat**

#### **Langkat**

#### **Tanjung Pinang, Riau Island**

Fishes in Tanjung Pinang were caught at WPP 711 using bubu and dropline. Suppliers in Natuna, Anambas, Sedanau, Midai, Tambelan, and Letung supply raw materials to Tanjung Pinang. Fresh fishes are collected by local suppliers and transferred to Tanjung Pinang by transport vessels, where in Tanjung Pinang they will go through handling process at fish processing company and exported as fresh fish from Kijang Port to Jurong Fish Singapore and Port Klang Kuala Lumpur. Time distance from Tanjung Pinang (Kijang Port) to Singapore is 8 to 9 hours by boat. The three boats they are using are KM Sunli, KM. Madidihang, and KM. Madidihang 3





Figure 1.1: Transport vessel at Kijang Port



Figure 1.2: Raw material processed at PT. Bintan Indah Gemilang (Kijang, Tanjung Pinang)

### **Bangka Belitung Islands**

Bangka Belitung Islands is a province in Indonesia which consists of two main islands namely Bangka Island and Belitung Island. Raw materials are sourced from both Bangka and Belitung fishermen operates in WPP 711 and also from Karimata island. From Belitung, fishes are distributed to Pontianak and and to Bangka for further processing. In Bangka, freshly caught fish will be processed at PT. Sanjaya Fisherindo, PT. Surya Sepakat Pulau Bangka, and PT. Surya Hasil Laut.

Padang

Bengkulu

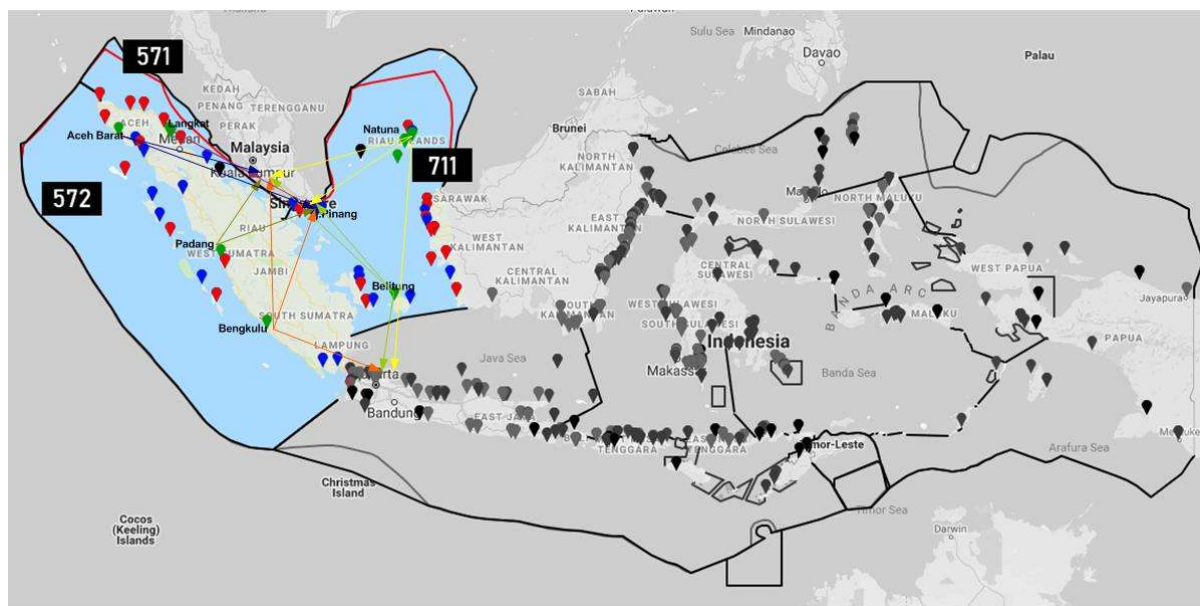


Figure 1.3: Supply line map within Sumatra Island)

### 1.3.3 Java

#### Cituis Port, Banten

Dropliners and mixgears fishers from Tangerang district (Karang Serang, Kaliadem, Rawa Saban, Rawa Pisangan and Kramat villages) are usually offload their catch at Cituis Port, Banten Province. Fish were sold directly to fish trader and thereafter transferred to fish auction place (Tempat Pelelangan Ikan, TPI) Surya Bahari and Muara Angke.

#### Muara Kamal, Jakarta

Fishers who landed their catch in this locations are from Rawa Saban and operate in Java Sea (WPP 712) using dropline with vessel size of 5-6 GT. Fish landed in Muara Kamal are mainly mackerel and only small amount of snapper and groupers were found landed there. Instead, fishermen will directly brought all snapper-grouper catches to Muara Angke.

#### Muara Angke, Jakarta

In Muara Angke, only small amount of snappers catches were found (compared to tuna, mackerel, and other pelagic fishery products) and mainly are of domestic-market quality. Species found were *Lutjanus malabaricus*, *Lutjanus russelli*, *Lutjanus argentimaculatus*, *Lutjanus johnii*, *Epinephelus coioides*, *Epinephelus areolatus*, *Diagramma pictum*, *Pomadasys kaakan*, *Sphyrna putnamae* and some species from Carangidae and Lethrinidae. Not only sourced from Tangerang and Banten, fishes landed in Muara Angke are also from Indramayu and Cirebon.

### **Muara Baru, Jakarta**

Syahbandar of PPS Nizam Zachman Muara Baru have recorded that there were only 14 dedicated snapper-grouper fishers with bottom longline and gill net oceanic as fishing gear, operate in WPP 718, and land in Dobo. Size of vessels is >30 GT, with 50-60 days per trip and total catch at around 20 tons per trip. 4 out of 14 vessels are affiliated with PT. Arta Mina Jaya. With dominant species of catch from the boats are red snapper (*Lutjanus malabaricus*) and carangidae (*Caranx bucculentus*), these products are likely one of main product of PT. Arta Mina Jaya.

### **Pangandaran (West Java)**

Fishes are landed at port/fish auction and bought by supplier, middlemen for further distribution to Jakarta, Bandung, Surabaya and Semarang, for fishes are more than one kilogram, and less than one kilogram for local consumption. The fishing ground of the fishermen were caught at around WPP 573, Pangandaran, Tasikmalaya, and Garut, using bottom longline.

### **Central Java**

Fish landed in ports along the coasts in Central Java are mainly mackerel, although there are important landing locations for deepwater snapper and grouper namely PPP Bajomulyo, PPN Tasik Agung, PPP Klidang Lor, and also smaller boats were found from TPI Ujung Batu. In total, there are 23 fish processing units observed in Central Java.

### **Brondong, East Java**

One important landing location for snapper and grouper fishery in Java is PPN Brondong Lamongan, which considered as the biggest port for landing of the fishery in Indonesia. There are hundreds of vessels landing and docking at the port with size above 8 GT, fishing gear dropline and mix gears, operate in Java Sea (WPP 712) and at small part of WPP 713 (Masalembo island). Fishers from different fishing associations will be landing their fish at different spots. There are four different spots for landing in Lamongan: Brondong, Gaden, Gowa Barat, and Gowa Timur. All fish landed in Lamongan will be transferred to PT. Kelola Mina Laut (Gresik), PT. Intan Seafood (Surabaya), and PT. Bahari Biru Nusantara Lamongan. Whereas these company only accept high-quality fishes, all local-quality fishes will be sold to domestic market.

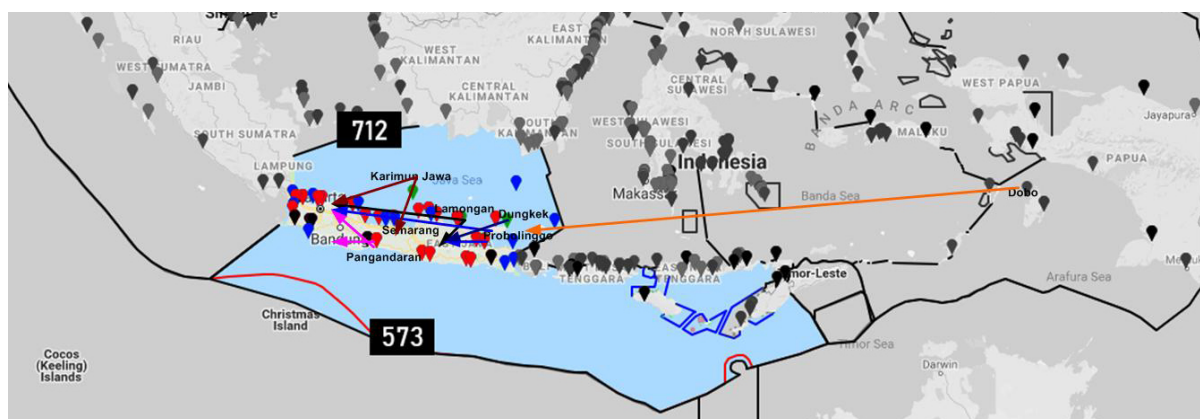


Figure 1.4: Supply line map within Java Island



### **1.3.4 Bali, East Nusa Tenggara, and West Nusa Tenggara**

#### **Benoa fishing port and Kedonganan fish auction place, Bali**

Benoa ports and Kedonganan market are two key sites in Bali area. As one of the biggest commercial landing port in Indonesia, Benoa fishing port occupy an important role for fish processing company operating in Bali, since many vessels are landing in this port. One processing company involved in the industry of demersal fishery in Bali is UD. Damena. The company also operates in Kupang, although there is only a mini-plant infrastructure built in Tenau Port, Kupang. There was one processing company in Bali, PT. Primo Indo Ikan, that decided to stop processing snapper product on April 2017 and their snapper-grouper vessel is no longer active.

#### **Tenau Port, East Nusa Tenggara**

Whereas previously there were 16 boats operate and off-load their catch in Bali, start from June 2018 there are only two snapper boats (KM. Mutiara Indah and KM. GSL 07) operate from Bali and off-load their catch in Tenau Port (Kupang) – since vessels registration and licensing regulation applied (July 2017), boats from Bali are no longer landed in Benoa. There are two sales options after landing: whether the fish will be exported via processing company or directly traded at local market.

For export, fish will be sorted by traders according to species, size, and quality. Mr. Kadek Kodok (GSL company) and Mr. Sampek (UD. Rejeki Bersama) are the two main agents in Kupang who supply their fish to different processors. UD. Rejeki Bersama in Kupang receive both export and domestic-market quality to be further distributed to processor (PT. NHM, own by John Franky) and to local restaurant and hotel. GSL also receive all quality of fish and sell them to UD. Damena Kupang which thereafter transfer the fish to UD. Damena Bali via airfreight cargo. In Bali, fish are processed (scaled, filleted, trimmed) and packaged as desired form of product requested by buyers. Final product from UD. Damena are exported to a US-based buyer, Norpac Fisheries Export and to Australia. Intan Seafood is one of seafood company at East Java, got fish from Kupang.

Thirty (30) snapper boats operate from Kupang also distribute their catch with similar mechanisms as Bali vessels. Bali and Kupang fishers may opt for selling all catch directly to processors, however this would not be as convenient as selling all catch to traders since processors will only buy the best quality of fish and the rest will be rejected.

#### **Tanjung Luar, West Nusa Tenggara**

In Tanjung Luar, most vessels are longliners, originated from Tengah Island, Maringkik Island, and Southern Sumbawa with variety of vessel size from 8-30 GT although there are also some small boats with one day fishing trip. Main commodities in Tanjung Luar are sharks, rays, scombridae, and snapper-grouper reef fisheries. There are also around 50 small longline vessels with size < 5 GT targeting snapper-grouper, sometimes seasonal targeting mackerel, with total catch around or less than 300 kg/trip. Export-quality fish will be sold directly to the fishtrader for export (usually bought by Bali Nusa and Damena) whereas the remaining will be sold directly to local market at Ampenan (Mataram). Pak Ismail is supplier for fishers from Pulau Tengah whereas Hayyi, Salmah, and Jubir are suppliers for fishers from Maringkik Island. These suppliers also receive live seafood destined for Taiwan. If export-quality fish were rejected by processing companies, suppliers will then sell them to local suppliers in Bali, one of it is Aliong.

### Sumbawa, West Nusa Tenggara

In Teluk Santong fish landing base (Pangkalan Pendaratan Ikan, PPI), there are 3 dropline boats, small size (<5GT), dedicated in targeting snapper grouper and supply to PT. Bali Seafood Internasional (BSI). PT. BSI suppliers are Pak Ambotuo and Pak Olang. Other sites known for landing of deepwater snapper-grouper in Sumbawa are Pantai Goa (Sumbawa Besar) and Pangkalan Pendaratan Ikan (PPI) Sape. Some nano-sized boats (<5 GT) fishers with dropline gear is also targeting snapper-grouper (seasonal) in Pulau Harapan.

In Sumbawa Besar, there are two main suppliers identified: Pak Bur and UD. Alvin. Fishermen who committed to sell their fish to Pak Bur were mainly due to operational assistance offered. Both Pak Bur and UD. Alvin are supplier for PT. BSI (PT. Bali Seafood Internasional) particularly for snappers, mangrove jack, and red bass. UD. Alvin receive fish from small suppliers and fishers based in Pulau Ketapang, Pulau Moyo, and Pulau Medang who operates in Teluk Saleh. In addition to PT. BSI, UD. Alvin also distribute their fish to other suppliers and consumers such as: Mr. Kaca (Plectropomus leopardus), PT. SLI (for tuna), Mr. Kadek, Mr. Eman of Visnoe restaurant Bali.

### Sape, Bima, West Nusa Tenggara

Sape fishers are usually fishing around Banta island, Kelapa island, and Komodo island. Their fishing trip usually take 3 days on a trip. They are really depending on 'Bagan' boat as a supplier of their fishing bait. The fish are distributed to Bali by suppliers.

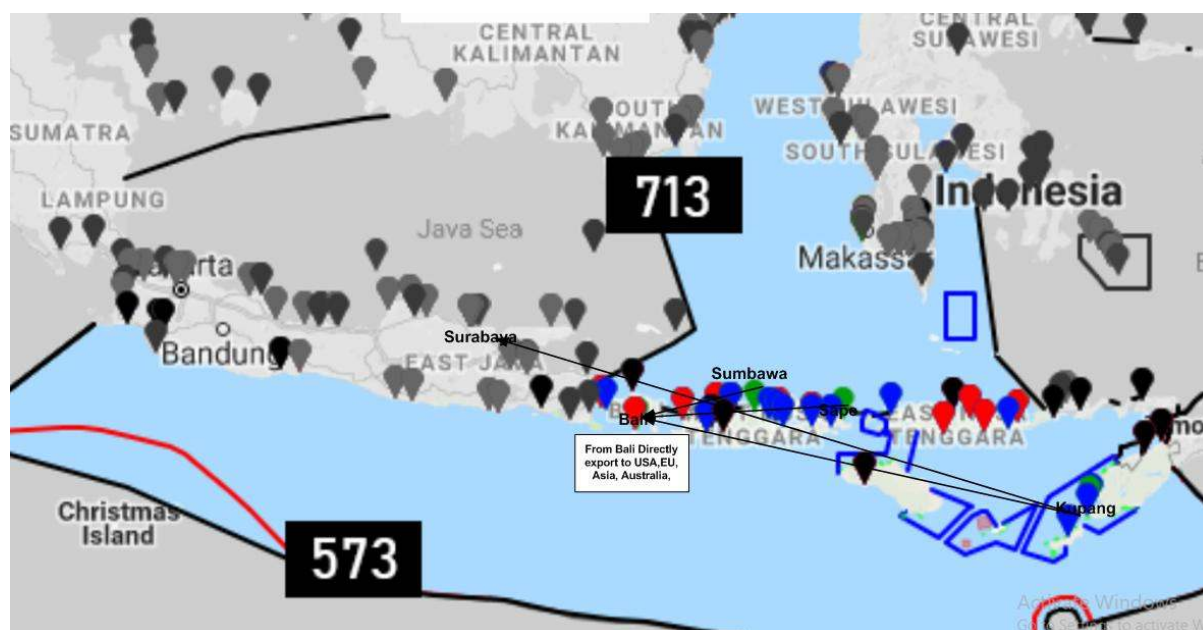


Figure 1.5: Supply line map within Bali and Nusa Tenggara Islands

### 1.3.5 Kalimantan

#### Balikpapan

There are two main landing locations for deepwater snapper-grouper fishers in Balikpapan, namely Kampung Trans Manggar Baru and Balikpapan Permai.

### Kampung Trans Manggar Baru

Longline fishers in Kampung Trans Manggar Baru sold their fish to Mr. Yudi, a fish trader who also take care of fishing operation cost. Fish received by Mr. Yudi are then transferred to Surabaya (PT. KML, PT. Alam Jaya) and to local market. Some export quality of fish are also sold to a supplier in Kampung Baru.

### Balikpapan Permai

Longline fishers in Balikpapan Permai supply their fish to local seller for distribution in fish market, hotel, restaurant, while export quality of fish will be sold to Kampung Baru thereafter transferred to Surabaya (PT. KML, PT. ILUFA), Makassar (PT. Kemilau Bintang Timur), and Jakarta. Some of export quality fishes are also directly exported to Malaysia, Singapore, Hongkong, Taiwan, and China via cargo.

Capacity per transfer to Surabaya and Makassar is 3-5 tonnes while for direct export is 500 kgs. Commodities include pelagic and demersal fisheries (*Lutjanus malabaricus*, *Pinjalo lewisi*, *Lutjanus vitta*, and family *Epinephelidae*), cuttlefish, and octopus.

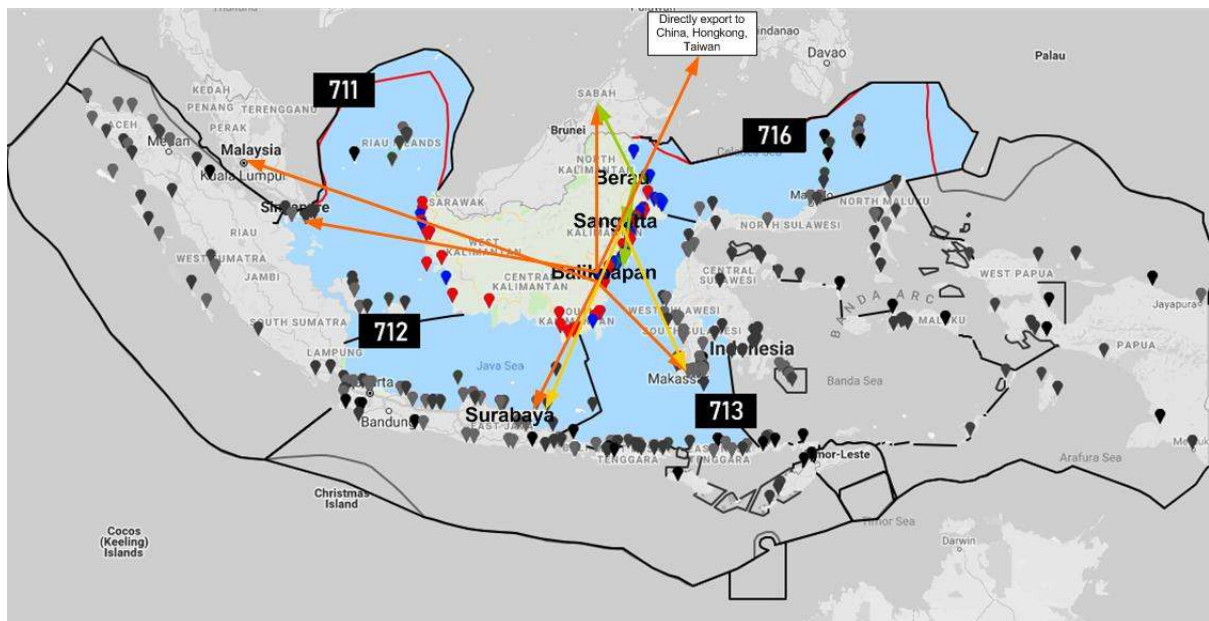


Figure 1.6: Supply line map within Kalimantan Island



Figure 1.7: One of storage owned by supplier in Desa Tanjung Batu, Berau (UD. Mutiara Jaya)

### **Berau**

High Season for snapper-grouper at Berau on August-November, fishing area at Maratua Island and Bontang, fishes are exported to Malaysia and also distributed to Samarinda, Sangatta, and Balikpapan.

### **Sangatta**

Fishing area at Sandaran, Manubar, Pulau Miang, and Pulau Birah-birah (WPP 713) high season on Mei-October. Fishes are for local consumption and also distributed to Makassar and Surabaya with car transportation during 8 hours.

## **1.3.6 Sulawesi**

There are 6 provinces in Sulawesi Island, North Sulawesi, Gorontalo, Central Sulawesi, West Sulawesi, South Sulawesi and Southeast Sulawesi, with fishing ground nearby the island are WPP 713 and 714. Within six provinces there are about 37 fishing ports and number of processing companies. Most processing companies are located in Makassar (South Sulawesi) which received raw material from Paotere, Galesong (Takalar), Sinjai, Bulukumba, Selayar, Majene, and Kolaka district, although there are also processing companies in Kendari.

After landing, raw materials were brought to local suppliers for further distribution to processing companies. There are two types of suppliers in Sulawesi, one who own and lend their fishing vessels and provide financial support to fishermen for fishing (to purchase fuel and ice pack) whereas the other suppliers only collect the fish.

Suppliers in Makassar received raw materials from Takalar (Galesong), Ampaña, Pagimana (Sulawesi Tengah) Majene, Mamuju (Sulawesi Barat) and Kolaka (Sulawesi Tenggara). PT. Sukses Hasil Alam Nusaindo is one of the fish processing company in Makassar which received this fishers.



### **Galesong, Takalar (South Sulawesi)**

Currently are 17 CODRS active at Galesong, Takalar, fishermen brought fishes to supplier for distributed to seafood companies in Makassar , other than for fish auction at Beba, for local consumption. Fishing area in WPP 713. Some vessels from Galesong lend in Paotere, Makassar.

### **Kema (North Sulawesi)**

Currently there are 11 CORDS active at Kema, North Sulawesi, we observed landings in Kema (North Minahasa) which distributed to any seafood processing companies at Bitung, and Manado for local market, also distributed for Jakarta market, PT. Jaya Dharma by Cargo ship

### **Tagulandang (North Sulawesi)**

Tagulandang is one of island at Sitaro District, currently there are 2 CORDS active there, fishermen brought fishes to suppliers who provide financial to them for fishing, then the fish distributed to Manado, local market, also for local market at Sitaro District.

### **Sangihe (North Sulawesi)**

Currently are 3 CODRS active at Sangihe, fish from fishermen bought by Ibu Sri, the main supplier at Sangihe to distributed to Manado and Tahuna for local market, other than fishes bought by any small supplier at Sangihe for local consumption.

### **Binongko (Southeast Sulawesi)**

Currently there are 2 CODRS active at Binongko, Desa Wali, After landing, raw materials were brought to local suppliers for further distribution to Bau-bau. Southeast Sulawesi-Kendari, there is one processing company, PT. Dharma Samudera Fishing Industries which processes fishes caught in WPP 714.

### **Luwuk Banggai (Central Sulawesi)**

Currently there are 11 CODRS active at Luwuk, Central Sulawesi, CV. Indotropic Fishery operates by processing raw material received from Pulau Kasuari, Ampana, and Pagimana. Fishes are then processed to fresh product and then exported to USA, Australia, Europe, Asia, and Middle East.

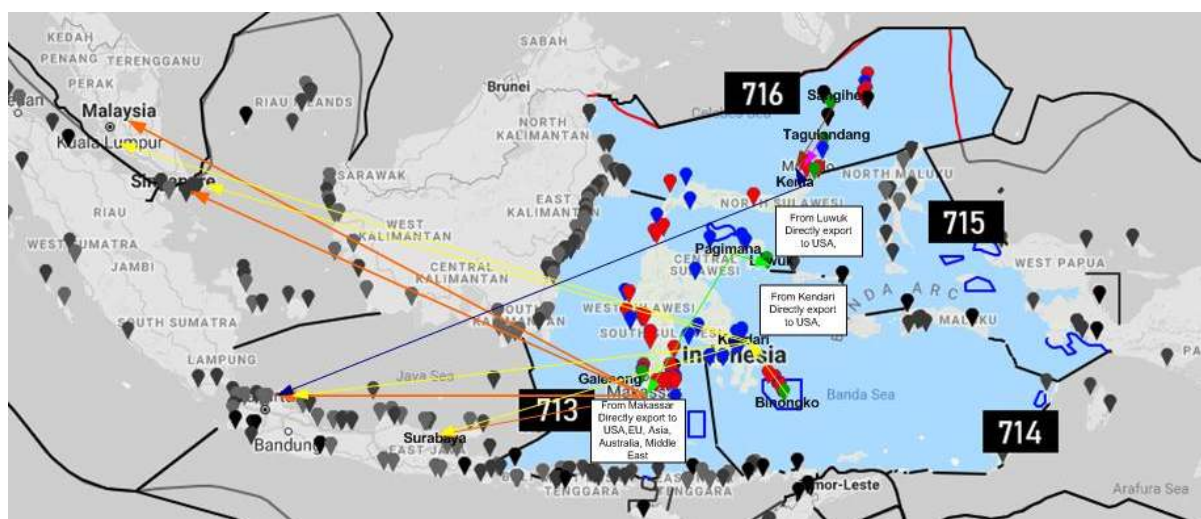


Figure 1.8: Supply line map within Sulawesi Island



### **1.3.7 Maluku**

There are 6 provinces in Sulawesi Island, North Sulawesi, Gorontalo, Central Sulawesi, West Sulawesi, South Sulawesi and Southeast Sulawesi, with fishing ground nearby the island are WPP 713 and 714. Within six provinces there are about 37 fishing ports and number of processing companies. Most processing companies are located in Makassar (South Sulawesi) which received raw material from Paotere, Galesong (Takalar), Sinjai, Bulukumba, Selayar, Majene, and Kolaka district, although there are also processing companies in Kendari.

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#### **Ternate, Maluku Utara**

Demersal fish found in PPN Ternate other than speargun boat, comes from Bacan Island, Obi, and Kajoa. Fish were collected by supplier from fishermen in each islands and then distributed to supplier in PPN Ternate using passenger boat. Pak Marfan (Lala) is a demersal fish supplier at PPN Ternate who already connected with agents spread across several villages in Bacan Island, including Mr. Samra from Bajusampuang Village, Om Hendri from Penambuang Village, and Pak Nasir from Nonda Village. Each agent from each village collects fish at least 400 kg from about 20 small fishing vessels which operated for 2-3 days.

Pak Marfan will received the fish in PPN Ternate and then distribute the fish to Ms. Fatma in Bitung (North Sulawesi) for local market. Pak Jamal is also a supplier based in PPN Ternate who also connected with agents in Bacan Island (Pak Malik) and Obi Island (Pak Endang). Different to Pak Marfan, Pak Jamal will only sell the fish locally at Fish Auction Place (TPI) PPN Ternate and local market in Gamalama, Ternate.

#### **Sofifi, Maluku Utara**

Fish catches are sold to the local market but some are sold to UD. Gunung Mas. UD. Gunung Mas oversees about 300 small fishermen ( 3 GT) scattered in East Halmahera, Central and South. Fish from UD. Gunung Mas is exported directly to Singapore and Hongkong

#### **Tual**

#### **Buli**



Figure 1.9: Deepwater snapper-grouper fishes in supplier in Ternate, Maluku

#### **Desa Debut, Maluku Tenggara**

PT. Bintang Karya Sejati is one of a big company in Southeast Maluku Regency which has cold storage and own landing dock. The company, owned by Erwin Timex, owns three fleets of 17 GT (KMN Anggoli Abadi) demersal fishing vessels, 21 GT (KMN Anggoli Sejati) and 27 GT (KMN Anggoli Permai). Two ships use longline and one ship using dropline. The three vessels have already joined the CODRS program. In addition to the ship owned by PT. Bintang Karya Sejati, there are several small boats and boats owned by the local community, but is widely used as transportation to the surrounding islands. Main fishing ground are in WPP 714 and 718.



Figure 1.10: PT. Bintang Karya Sejati, Desa Debut, Maluku Tenggara



Figure 1.11: Fishing vessel at PPN Tual

### **Dobo, Maluku**

Dropline and longline boats from Dobo are seasonally targeting deepwater snapper-grouper fish, aside to targeting flying fish roe (usually from mid of May to early October, with peak harvesting season in July). In total one year, the period for targeting snapper and grouper is 6 months and another 6 months targeting for flying fish roe. Fishing ground is in WPP 718, with duration of 7-14 days trip and total catch ranging from 800 kg-1,2 tons. The demersal fish fishermen at Dobo sell their catch to the company. The company will distribute the fish to Surabaya, but also to some companies in Dobo, for example CV. AFI and PT. Adi Guna Raya.



Figure 1.12: CV. Nelayan Makmur, Desa Mangon, Tual

### **Saumlaki, Maluku Tenggara Barat**

Dropline fishermen catches at Pasar baru sold to Pak Arsil (Supplier) and then sold to PT. Makmur Bahari Sukses. The fish catches 2 dropline fishermen in Pasar Lama are partially sold to PT. Makmur Bahari Sukses, some are sold in Pasar Lama. Fish from PT. Makmur Bahari Sukses is sold to Surabaya.

### **Panambulai, Kab. Aru**

We observed one Cold Storage in Panambulai, owned by fish processing company PT. Arabikatama Khatulistiwa Fishing Industry (PT. AKFI). PT AKFI processes raw material to frozen product and distribute them using container to Jakarta, Surabaya, and Denpasar through cargo line service.

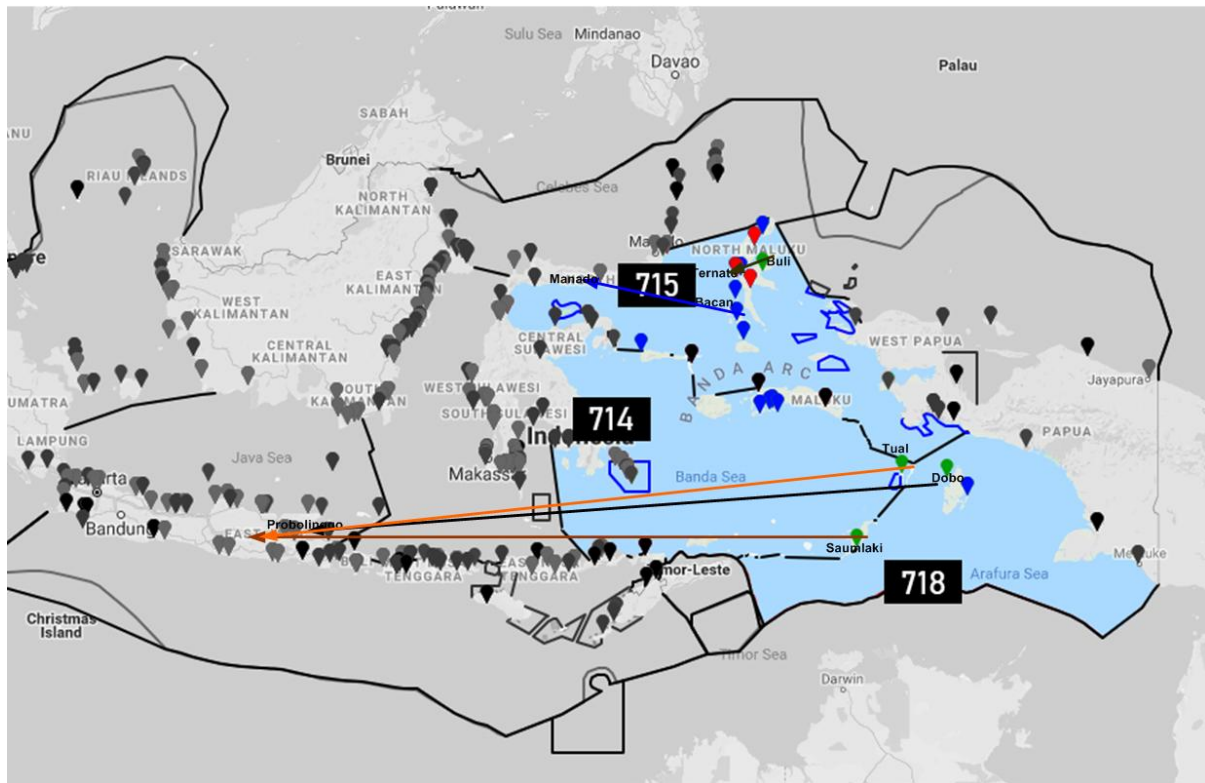


Figure 1.13: Supply line map within Maluku Island

### 1.3.8 Papua

Papua Islands consists of 2 (two) provinces, Papua and West Papua. Consisting of 29 districts and cities.

#### Jayapura

Jayapura is the destination for shipping snapper, grouper, emperor for local consumption, the fishes comes from Sarmi, Biak and Fak-Fak.

#### Biak

The supplier or collector who will distribute the fish to be sent outside Biak such as Jayapura and Makassar, get the catches of fishermen in the market, such as suppliers Pak Hamzah and also collectors who have ship and business UD. Timur Bahari (supplier of Pak Razak).

#### Manokwari

The supply line pattern in Manokwari is similar to Jayapura, being the destination for shipping snapper, grouper, emperor for local consumption, the fish are from Biak and Fak-Fak.

#### Sorong

Most of captains at Jembatan Puri sell their catch to companies at Jembatan Puri, each captains has their regular buyer, but there is no attachment between captains and buyer. Below is the list of some regular buyer at Jembatan Puri area:



1. Haji Andy is a owner of company UD. Mutiara Indah and certainly has 2 boats snappers and 2 boats collecting boat. Haji Andy sell their fish to KML Gresik, Surabaya. He also trade flying fish roe (egg) from fishers at Fak-fak district.

2. PT. Red Ocean Marine Fish is one of a cold storage company that work mainly for frozen flying fish, but sometimes also demersal fish (snapper and grouper) when there is a purchase order from Head Quarter. Companys HQ is located at Semarang.

Offloading at Kali Remu, transferred by pick up truck to company at Jembatan Puri. Company at Jembatan Puri: UD. Benua Adi Sejahtera, as a branch from company that located at Muara Baru, Jakarta.

### **Kabupaten Raja Ampat**

There is only few deepwater snapper-grouper product from Raja Ampat, and all of them are transferred to Sorong for further distribution.

### **Rufei**

Pak Jamal as boats owner is also a supplier that has speciality for 'Sunu' fish only. He is supply Sunu fish to Makassar city without mentioning any company or individual name. Other catch beside Sunu from fishermen in Rufei, will be sold to UD. Mutiara Indah (Pak Haji Andy) at Jembatan Puri, Sorong.

### **Fak-Fak**

There are 3 (three) Fish Processing Units located in Fishery Port of Dulan Pok-Pok, Namely, PT. Eka Pratama, PT. Mulia Fishery Indonesia, and UD. Haerudin Jaya. Snapper, grouper, emperor, freezing and then distributed to Jakarta, Surabaya and Sorong.

### **Kaimana**

There are three fisheries companies in Kaimana, they accommodate fish from fisherman with specific size. The fish are not on demand of company (size) is sell in local market. The companies are:

1. UD. Matahari Timur, distribution on Muara Baru (Faturachman)
2. Gatot (supplier), distribution on Muara Baru (Gatot)
3. PT. Inti Samudra Hasilindo, distribution on Head office in Muara Baru, Jakarta

4. PT. Industri Perikanan Namatota, also bought the catch of the fisherman around Namatota and sent to the Head Office PT. Industry Perikanan Namatota located in JL. Gedong Panjang II no 14 J RT 001/RW 001 - Kel Pekojen - Tambora, Jakarta Barat by used the containers.

All of the company is send the frozen fish, not another process and sending by containers, Tol Laut or PELNI depends on situation.

### **Timika**

Here are some suppliers and companies in Timika;

1. PT. Visnoe International Sagarastupa

The company receives the fish from the ship owns, after that doing sortasing, they will shipping to Bali via air cargo if the fish is good quality or export quality. For fish that local category, the company will distribute to other suppliers in Timika or distributed to Restaurants and Hotels in Timika. PT Visnoe also receives fish from fishermen around

Timika but it is only for the local market in Timika just not to be sent outside Timika.

## 2. CV. Lucky Surya Timur

Fishermen sell to the company, then company re-distributed to other suppliers or directly to local markets, restaurants and hotels. The fish purchased by CV. LST is only distributed for the local market of Timika not to be sold out of Timika. The company is also used to buy fish in Dobo using collecting boat and taken to Timika. There are also shipped via pelni ship from Dobo to Timika.

## 3. Kios Aladin

Also one of the demersal fish supplier, but the demersal fish obtained more imported from Dobo brought by their collecting ship. The demersal fish brought to the other fish trader or supply to local market, restaurant and hotel.

## Nabire

## Merauke

PT. Perum Perindo came to Merauke by ship collecting to buy fish catches in fishing villages. Perindo plans to seek investors to manufacture Fish Processing Unit / cold storage in Merauke, replacing PT. Sino Indonesia Shunlida Fishing (Merauke) and PT. Dwikarya (Wanam) which has been closed since the moratorium. There is a company that has a catching fleet, UD Samudera Raya, Pak Pitono, all the catches are managed then sent to East Java at PT. Berkah Aneka Laut, HM. Sunarto, Probolinggo. In addition to these companies there are also fish supplier, Pak Benny, sending catches snapper, grouper, emperor, to East Java and Muara Baru, Jakarta.

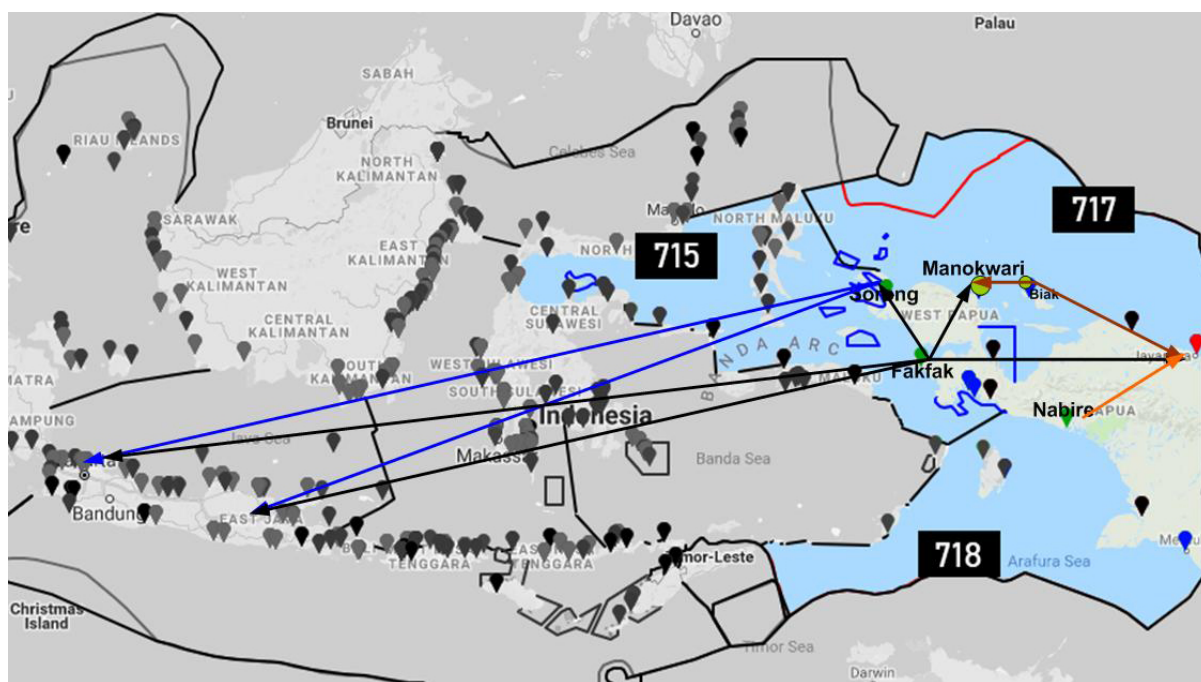


Figure 1.14: Supply line map within Papua Island



Figure 1.15: PT. Red Ocean Marine Fish cold storage at Jembatan Puri area, Sorong.



Figure 1.16: Office of PT. IPN in Namatota Island, Kaimana, Papua Barat.



Figure 1.17: Gill net boat of PT. Industri Perikanan Namatota



Figure 1.18: Process unloading frozen fish from PT. Industri Perikanan Namatota





Figure 1.19: Container to pick up the frozen fish to Surabaya and Jakarta

#### 1.4 List of companies

Table 2. List of seafood companies in Sumatera; processing snappers and groupers

Table 1.2: List of seafood companies in Sumatera; processing snappers and groupers

No.	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
1	PT. Nelayan Jaya Makmur	Batam, Kepulauan Riau				
2	PT. Golden Cup Seafood	Medan, Sumatera Utara			China, Korea, Russia	
3	PT. Tonga Tiur Putra	Lampung				
4	UD. Camar Laut	Aceh Barat			Malaysia	
5	UD. Padang Arafah	Aceh Barat			Medan, Singapore	
6	UD. Opok 2	Aceh Barat			Medan, Singapore	
7	Perum Perindo	Natuna				
8	UD. Maju Lancar	Aceh Barat				
9	Ibu Epi	Sibolga				
10	Acua/Jono	Tanjung Balai Karimun			Malaysia/Singapore	
11	PT. N.D.B	Natuna				
12	Hendri	Natuna				
13	Juliadi	Natuna				
14	Adi	Padang				
15	Iwan Mune	Bengkulu				
16	Is	Aceh Jaya				
17	Sayudin	Aceh Barat				
18	PT. Energi Pulau Sujak	Lhoksumawe, Aceh				
19	UD. Nagata Tuna	Banda Aceh, Aceh				
20	PT. Agung Sumatera Samudera Abadi	Tapanuli Tengah, North Sumatera			China	
21	PD. Anugerah Alam	Medan, North Sumatera				
22	PT. Anugerah Keramat Indah	Asahan, North Sumatera			Korea, China, Vietnam	



Table 1.2: List of seafood companies in Sumatera; processing snappers and groupers

No.	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
23	PT. Bahari Nelayan Nusantara	Medan, North Sumatera				
24	Bahtera Cahaya Nusantara	Belawan, Medan, North Sumatera				
25	UD. Berdikari	Tanjung Balai Asahan, North Sumatera				
26	PT. Berjaya Usaha Sakti	Belawan, Medan, North Sumatera			China, Vietnam	
27	PT. Cita Karya Agung	Belawan, Medan, North Sumatera				
28	UD. CTK	Belawan, Medan, North Sumatera				
29	PT. Global Pasific Seafood Industry	Medan, North Sumatera				
30	Gudang Ikan Mitra Bahari	Tj. Balai Asahan, North Sumatera				
31	PT. Halindo Barjaya Mandiri	Teluk Nibung, North Sumatera				
32	CV. Horizon Group	Sibolga, North Sumatera				
33	Irwan	Tj. Balai, North Sumatera				
34	CV. Jasa Laut	Medan, North Sumatera				
35	PT. Karunia Samudera Hindia	Tapanuli Tengah, North Sumatera			Korea,. China. Vietnam	
36	PT. Karya Agung Lestari Jaya	Medan, North Sumatera			Korea, Vietnam	
37	CV. Karya Bakti	Belawan, Medan, North Sumatera				
38	PT. Laut United	Belawan, Medan, North Sumatera			USA, EU, Korea, China, Canada, Russia, Vietnam	
39	PT. Lautan Persada	Belawan, Medan, North Sumatera				
40	PT. Medan Tropical Canning & Frozen Industries	Medan, North Sumatera			EU, USA, Korea, Canada, Vietnam	
41	PT. Mutiara Laut Abadi	Medan, North Sumatera			EU, USA, Korea, China, Canada, Vietnam	
42	PT. Ocean Wind International	Belawan, North Sumatera				
43	UD. Putra Sulung	Batu Bara, North Sumatera				
44	PT. Putri Indah	Belawan, Medan, North Sumatera			China, Vietnam	
45	CV. Rezeki Kita	Belawan, Medan, North				
46	CV. Sea Malaka Trade	Kab. Asahan, North Sumatera				
47	PT. Seafood Samudera Pacific	Belawan, Medan North Sumatera				
48	PT. Seafood Sumatera Perkasa	Medan, North Sumatera			EU,USA, Korea, China, Canada, Vietnam	
49	CV. Selat Malaka Frozen	Belawan, Medan North Sumatera			Korea, China, Vietnam	
50	Semangat Baru	Teluk Nibung, Tj. Balai, North Sumatera				

Table 1.2: List of seafood companies in Sumatera; processing snappers and groupers

No.	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
51	CV. Soon Ho	Belawan, Medan North Sumatera			Korea, China, Vietnam	
52	PT. Sorby International Medan	Medan, North Sumatera			Korea, China, Vietnam	
53	PT. Sumatera Ocean Transindo	Medan, North Sumatera				
54	PT. Yasuriang Samudera Rezeki	Belawan, Medan North Sumatera			EU, USA	
55	CV. Alama Mullia Bahari	Rokan Hilir, Riau				
56	CV. Barokah Panipahan	Rokan Hilir, Riau				
57	Koperasi Panipahan Sejat- era	Rokan Hilir, Riau				
58	Koperasi Pegawai Negeri Indonesia Kerapu	Dumai, Riau				
59	PT. Riau Makmur Jaya	Rokan Hilir, Riau				
60	UD. AB Nawanpi Sukses	Karimun, Kep. Riau				
61	Auli	Tj. Pinang, Kep. Riau				
62	PT. Bintan Intan Gemi- lanng	BIntan, Kep. Riau			Singapore, Malaysia	
63	Herman	BIntan, Kep. Riau			Singapore, Malaysia	
64	UD. Indofish	Karimun, Kep. Riau				
65	PT. Indonesia Maricul- ture Industries	Karimun, Kep. Riau			Singapore, Malaysia, Viet- nam	
66	Johanes	Tj. Pinang, Kep. Riau				
67	Jono	Karimun, Kep. Riau				
68	Kardim	Tj. Pinang Kep. Riau				
69	KIm Tjung	Tj. Pinang, Kep. Riau				
70	LIm Sun Tie	BIntan, Kep. Riau				
71	Natuna Fish Building	Batam, Kep. Riau				
72	CV. Putera Daerah	Batam, Kep. Riau				
73	Salikin	Bintan, Kep. Riau				
74	Koperasi Serba Usaha Sinar Bintang Terang	Tj. Pinang				
75	Sukirman,	Tj. Pinang				
76	Suratman	Bintan, Kep. Riau				
77	Tang Hung Seng	Bintan, Kep. Riau				
78	Tang Seng	Bintan. Kep. Riau				
79	Teow Tiang	Karimun, Kep. Riau				
80	PT. Belitung Berkah Mandiri	Belitung, Babel				
81	PT. Cahaya intang Laut Abadi	Pangkal Pinang, Bangka, Babel				

Table 1.2: List of seafood companies in Sumatera; processing snappers and groupers

No.	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
82	PT. Duta Buana Pacific	Tj. Pandan, Belitung, Babel				
83	CV. Laut Jaya	Tj. Pandan, Belitung, Babel				
84	PT. Nelayan Mitra Mandiri	Tj. Pandan, Belitung, Babel			China, Vietnam, Singapore	
85	PT. Pasti Bangun Jaya	Pangkal Pinang, Bangka, Babel				
86	Perum Perikanan Indonesia	Tj. Pandan, Belitung, Babel				
87	PT. Samudra Maju Jaya	Tj. Pandan, Belitung, Babel				
88	PT. Sanjaya Fisherindo Belitung	Tj. Pandan, Belitung, Babel				
89	PT. Sanjaya Fisherindo	Bangka, Babel				
90	PT. Serikat Sindo Makmur	Tj. Pandang, Belitung, Babel				
91	Surya Hasil Laut	Bangka. babel				
92	PT. Surya Sepakat Pulau bangka	Bangka, Babel				
93	CV. Wadah Lautan Makmur	Tj. Pandan, Belitung, Babel				
94	UD. Hendra	Bengkulu				

### PT. Arta Mina Jaya

PT. Arta Mina Jaya is a fish processing company with head office located in Nizam Zachman fishing port area (North Jakarta) and their fish processing unit (Unit Pengolahan Ikan, UPI) located in Wakatobi, Southeast Sulawesi. Based on our interview with fishers, PT. Arta Mina Jaya receive raw materials from suppliers in Muara Kamal, Muara Angke, and Muara Baru. According to KKP website, their main products are frozen pelagic fish, fresh demersal fish, fresh tuna, frozen cephalopods, frozen cephalopods, frozen demersal, and frozen tuna. Total production per year remain unidentified. PT. Arta Mina Jaya is exporting to Vietnam, China, Malaysia, America, United Arab Emirates, and Japan. One of identified buyer from America is Seafood Imports, Inc., a leading distributor and buyer based in San Diego.

### PT. Arta Mina Tama

There is a company called PT. Arta Mina Tama, which located in the same area and address as PT. Arta Mina Jaya and both might source from the same suppliers. Main commodities in the company are demersal fish, frozen pelagic fish, frozen cooked tuna, tuna, and frozen cephalopod. One of their buyer is Netuno USA, Florida. Based on information at KKP website, PT. Arta Mina Tama main export destination countries are European Union, USA, Vietnam, China, Korea, Russia, and Canada. In 2011, PT. Arta Mina Tama has committed to engaged in Seafood Savers, a business-to-business partnership program by WWF Indonesia. Total production capacity per year should be further identified.

### PT. Kelola Mina Laut (PT. KML)

PT. Kelola Mina Laut, or known as PT. KML, is considered as one of the largest seafood processing company and the biggest company for demersal fisheries product. Established in 1994 with head office located in Gresik (East Java), KML focus in seafood processing with final products: frozen fish, frozen cephalopods, frozen shrimp, crab meat, dried seafood, frozen block, surimi-based product, and value-added seafood product. They export seafood product to Canada, North America, India, Russia, and China. Total production capacity per year is 17,000-25,000 tons (from web and personal communication). PT. KML have built 4 processing plants in Gresik and expanded to many subsidiary companies:

- PT. Marindo Makmur Jaya, Sidoarjo (East Java)
- PT. Cemerlang Laut Ambon, Ambon (Maluku)
- PT. Maluku Prima Makmur, Ambon (Maluku)
- PT. Starfood International, Lamongan (East Java)
- PT. Bintang Karya Laut, Rembang (Central Java)

In addition, KML also own one fishing and collecting boat company in Rembang (PT. Kelola Mina Makmur) which sourcing raw material to KML and their subsidiary companies. These boats from PT. Kelola Mina Makmur are not sole source as KML also receive fish from many suppliers throughout the country, including from Brondong, Kupang, Dobo, and Luwuk.

Other companies are also identified and will be contacted for further study:

#### **PT. Dharmindo Samudra Abadi**

In 2014, the company was established and started operating in 2015. This company is located in Rembang, Central Java and exporting seafood product to China, Vietnam, and Taiwan (source: KKP). Their main products are frozen demersal fish, frozen pelagic fish, frozen anchovy, and frozen cephalopods.

#### **PT. Holi Mina Jaya**

The company was established in 1995 and expanded in 2010 with increase of demand from buyers at importing countries. Located in Rembang, PT. Holi Mina receive raw materials from fishers and suppliers from Cirebon, Demak, Pati, Juwana, Jepara, Rembang, Brondong, Probolinggo, Madura, Banyuwangi, which most of them operate in Java Sea. Also from Sulawesi, Kalimantan, and Papua. Precise location of suppliers and total production capacity are to be identified. Main Product is surimi, snapper and grouper also, with capacity production 6-10 tons (high season) and 100-300 kg (low season).

#### **PT. Bahari Biru Nusantara**

Located in Lamongan, East Java, receive raw material from Lamongan, Brondong, Sumenep, Masalembu Island, with capacity of raw material (Demersal fish, snapper, grouper) around 50 tons/month. Export destination is USA, EU, Canada, China, Vietnam, and Korea.

#### **PT. Inti Lautan Fajar Abadi (Intan Seafood)**

Located in Wonokoyo, Beji-Pasuruan, East Java, have own boat company CV. Karya Samudra, Probolinggo, fishing ground at Arafura Sea, WPP 718, Intan Seafood had raw material from boats where operation that, besides that also receives raw materials from the area around Java, Kalimantan, and NTT. Raw material capacity about 10 tons/day for demersal fish (snapper, Grouper). Export destination is USA, EU, Australia, China.

Table 1.3: List of seafood companies in Java; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
1	PT. Arta Mina Jaya	Jakarta, DKI Jakarta and Wakatobi, South East Sulawesi	Dobo (WPP 718)		Seafood Imports Inc.,	Lutjanus malabaricus, frozen snapper fillet, frozen Pinjalo fillet, frozen grouper fillet
2	PT. Arta Mina Tama	Jakarta, DKI Jakarta			Netuno	Fillet and whole for groupers, gold band snappers, snappers. Emperors (steak and whole)
3	PT. Dharma Samudera Fishing Industries, TBK	Jakarta, DKI Jakarta				
4	PT. Intan Seafood	Surabaya, East Java			Hilo, North Atlantic, Global Seafood,	Frozen Snapper, Frozen Grouper, Frozen Emperor, Frozen Sweetlip, Frozen Goldband, Frozen greenjob fish.
5	PT. Alam Jaya	Surabaya, East Java			EU, US, Asia, Canada, Russia	Snapper, Grouper
6	PT. Graha Insan Sejahtera	Jakarta, DKI Jakarta			EU, China, Korea, Russia, Vietnam, Canada	
7	PT. Kelola Biru Harmoni	Jakarta, DKI Jakarta			US, Japan, Europe, Russia, Canada, China, Korea and Vietnam	



Table 1.3: List of seafood companies in Java; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
8	PT. Sinar Sejahtera Sentosa	Jakarta				
9	PT. Makmur Jaya Sejahtera	Jakarta				
10	PT. Permata Marindo Jaya	Jakarta				
11	PT. Inti Samudera Hasilindo	Jakarta				
12	PT. Tridaya Eramina Bahari	Jakarta				
13	PT. Lautan Mutiara Jaya	Jakarta				
14	PT. Prima Indo Bahari	Jakarta				
15	CV. Sumber Laut Rejeki	Jakarta				
16	PT. Sanjaya Internasional Fishery	Jakarta				
17	PT. Awindo	Jakarta				
18	PT. Samudra Kencana Mina	East Java			EU, Korea, Rusia, Canada, Vietnam	Snapper, Grouper
19	PT. Sukses Lautan Indonesia	Probolinggo, East Java			EU, China, Korea, Russia, Canada	Snapper, Grouper
20	CV. Pesona Mandiri	Probolinggo		Arafura Sea	China, Singapura	Snapper Grouper
21	PT. Berkah Aneka Laut	Probolinggo		Arafura Sea	East Java, Jakarta, Asia	Snapper Grouper
22	CV. Karya Samudera	Probolinggo		Arafura Sea	East Java, Jakarta, Asia	Snapper Grouper
23	PT. Lautan Berlian	Probolinggo		Arafura Sea	East Java, Jakarta, Asia	Snapper Grouper
24	CV. Karya Utama Sejahtera	Probolinggo		Arafura Sea	East Java, Jakarta, Asia	Snapper Grouper
25	CV. Sumber Laut	Probolinggo		Arafura Sea	East Java, Jakarta, Asia	Snapper Grouper
26	CV. Jala Karya Mandiri	Probolinggo		Arafura Sea	East Java, Jakarta, Asia	Snapper Grouper
27	CV. Napoli	Probolinggo		Arafura Sea	East Java, Jakarta, Asia	Snapper Grouper
28	CV. ION	Probolinggo		Arafura Sea	East Java, Jakarta, Asia	Snapper Grouper
29	CV. Lautan Jaya	Probolinggo		Arafura Sea	East Java, Jakarta, Asia	Snapper Grouper
30	PT. Varia Niaga Nusantara	East Java			Korea, Russia, Vietnam, Canada	Snapper
31	PT. Bahari Biru Nusantara (88)	Lamongan, East Java			US, Japan, Europe, Russia, Canada, China, Korea and Vietnam	Snapper, Grouper
32	PT. Dharmindo Samudra Abadi	Rembang, Central Java			China, Taiwan, Vietnam	Snapper, Grouper
33						
34	PT. Holi Mina Jaya	Rembang, Central Java				Golden snapper, red snapper, emperor, grouper, big eye
35	PT. Karya Mina Putra	Rembang, Central Java			Taiwan, China, Malaysia, Korea Republic	Snapper, Grouper

Table 1.3: List of seafood companies in Java; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
36	PT. Kelola Mina Laut	Gresik, East Java	Brondong (712), Luwuk (714), Kupang (573), Dobo (718)			
37	PT. Kelola Laut Nusantara	Pati, Central Java				Priacanthus sp., red snappers, Nemipterus sp.,
38	PT. Bluesea Seafood Industry	Tegal, Central Java				
39	PT. Jala Sembilan	Semarang, Central Java				
40	PT. Puguh Bakti Karsa	Central Java				
41	PT. Sarana Dharma Langgeng	Central Java				
42	Delta Aero Support	Central Java				
43	PT. Marindo Makmur Usaha Jaya	Sidoarjo, East Java				
44	PT. Tridaya Jaya Manunggal	Pasuruan, East Java				
45	PT. Varia Niaga Nusantara	Pasuruan, East Java				
46	PT. Bintang Karya Laut	Rembang Central Java				
47	PT. Starfood International	Lamongan, East Java				
48	PT. Enam Delapan Sembilan (689)	Lamongan, East Java				
49	PT. Hasil Alam Tani Nelayan Indonesia(Hatni)	Lamongan, East Java				
50	PT. Jembatan Lintas Global	Lamongan, East Java	Panambulai 718,			
51	QL Hasil Laut	Lamongan, East Java	Brondong, Lamongan			
52	PT. Ani Mitra Jaya	Pati, Central Java				
53	PT. Cahaya Segar Perkasa	Semarang, Central Java				
54	PT. Dua Putra Utama Makmur TBK.	Pati, Central Java				
55	PT. Fu Shen Seafood Indonesia	Demak, Central Java				
56	UD. Lautan Jaya	Semarang, Central Java				
57	PT. Mina Marine Bahari Kencana	Pekalongan, Central Java				
58	PT. Muria Bahari Indonesia	Kudus, Central Java				
59	PT. Naga Laut Timur	Rembang. Central Java				

Table 1.3: List of seafood companies in Java; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
60	PT. Pan Putra Samudra	Rembang, Central Java				
61	UD. Samudera Jaya	Semarang, Central Java				
62	PT. Sumber MIna Bahari	Rembang, Central Java				
63	PT. Prima Cakrawala Abadi	Semarang, Central Java				

**PT. Bali Seafood Internasional**

PT BSI had only 8 suppliers including Pak Bur and UD. Alvin. As of today, PT. BSI is operating in Labuan Teluk Santong and their active supplier from Teluk Saleh has been increased to 29 suppliers. Buyer of fish product from PT. BSI is North Atlantic (supplier to Walmart, Publix, BJ Kroger).

Table 1.4: List of seafood companies in Bali and Nusa Tenggara; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
1	UD. Damena	Denpasar	Kupang	Kadek Kodok (GSL), Sampek (UD. Rejeki Bersama)	Norpac Honolulu, Aussea Brisbane, Conway Melbourne, CSJ Sydney, PT. Solusi Laut Lestari	
2	PT. Bali Seafood Internasional	Teluk Santong, NTB		Pak Am-botuo, Pak Oleng	North Atlantic	
3	PT. Sukses Lautan Indonesia					
4	UD. Sumber Menuju Sukses	Labuhan Sumbawa, Sumbawa	Sumbawa			
5	PT. Nelayan Hidup Makmur	Pelabuhan Tenau, Kupang	Kupang	Kadek kodok (GSL), Ketut Sadayuda, Pak Nan, Sampek		

**CV. Indotropic Fishery**

CV Indotropic is an Indonesian company in Luwuk, Central Sulawesi who buys and processes fish from Kasuari (Banggai Island), Gorontalo, Bunta, Ampa, Tomini Bay, dan Ternate, for domestic and export markets. As one of the biggest fish processing company in Central Sulawesi, CV Indotropic not only process demersal fish but also octopus and cephalopod. Final product for demersal fish are frozen fillet. All products are available with or without injection of TS smoke. Raw materials are all species from demersal fisheries: snapper, grouper, emperor, seabass, seabream, parrotfishes, goatfishes. Export destinations are USA, Australia, and Europe.

**PT. Sukses Hasil Alam Nusaindo (SHANINDO)**

Located at Jl. Kima 9, Kav. L No. 11C, Makassar, South Sulawesi, was established in May 2015, export destination are USA, Australia, EU, Mauritius, Puerto Rico, source of raw material comes from some areas: Galesong, Selayar, Paotere, Sinjai, Bulukumba, Bone, Majene.



### **PT. Prima Bahari Inti Lestari**

PT. Prima Bahari Inti Lestari in Jl. Kima 12, Kav. 5C, Makassar, South Sulawesi, is a sister company with PT. Intan Seafood, Surabaya, East Java. PT. Prima Bahari receive raw material from suppliers at Galesong, Poatere, and Sinjai, their main product are frozen snapper fillet, frozen grouper fillet, and other frozen demersal fish, not only process frozen demersal fish but also frozen octopus and frozen tuna. Export destination are USA, EU and Australia



Table 1.5: List of seafood companies in Sulawesi; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
1	CV. Indotropic Fishery	Luwuk, Central Sulawesi	Kasuari	H. Masnur	Seaport (US), Reunion (French), Australia Seafood Producers (Australia)	Snapper, Grouper, Emperor, Sweetlip.
2	PT. Shanindo	Makassar, South Sulawesi	Galesong, Selayar, Paotere, Sinjai, Bulukumba, Bone, Majene.	H. Junaedi, H.Nasir, H.Ray, Fajar, Usman Lando, H.Mile, Haris, H.Anto, H.Usman, Muhlis, Awi, Akmal	Blue Bay Commodities, LLC, FL. USA, Beaver Street Fisheries INC, USA, EL-Marisco (Mauritius), Messrs, Northwestern Selecta, INC, Puerto Rico, Red Chamber, AUSTRALIA, EL-Market Services, MAURITIUS.	Snapper, Grouper, Emperor, Sweetlip, Green Jobfish, Gold-band Snapper.
3	PT. Prima Bahari Inti Lestari	Makassar, South Sulawesi	Galesong, Paotere, Sinjai,	H.Rusdi, H.Mile,Nasrullah, H. Nasir, H. Usman, H.Anto, H.Anas	HILO, USA, Australia Seafood Producers, North Atlantic, USA, Netuno Alimentari Spa, Italy	Frozen Snapper, Frozen Grouper, Frozen Emperor, Frozen Sweetlip.
4	PT. Pacific Fortuna	Makassar, South Sulawesi	Galesong, Paotere, Sinjai, Majene			
5	PT. Kelola Mina Laut	Makassar, South Sulawesi				
6	PT. Kemilau Bintang Timur		Galesong, Paotere, Sinjai, Bone, Majene.		North Atlantic	
7	PT. Dharma Samudera Fishing Industry	Kendari, Southeast Sulawesi.	Buton, Raha, Bombana, wanci, Bau-bau	David, Sarmin, Herman, Tony, H.Isa, H.Sukman		
8	CV. Arti Buana Lautan Indonesia Timur	Makassar, South Sulawesi	Paotere, Galesong	H. Arsyad	Singapore, Malaysia, Hongkong	Snapper, Grouper, emperor, sweetlip
9	PT. Parlevliet Paraba Seafood	Makassar, South Sulawesi	Paotere, Galesong		EU, USA, Australia	Snapper, Grouper, emperor, sweetlip
10	PT. Phillips Seafood Indonesia	Barru, South Sulawesi	Majene		EU, Korea	Frozen demersal fish
11	PT. Yanagi Histalayara	Kendari, Southeast Sulawesi			Rusia, Korea	Snapper, Grouper, emperor, sweetlip
12	UD. Rahma Jaya	Wangi-wangi, Wakatobi, Southeast Sulawesi	Wangi-wangi			



Table 1.5: List of seafood companies in Sulawesi; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
13	PT. Kelola Mina Laut	Kendari, South-east Sulawesi.				
14	CV. Resky Bahari	Makassar, South Sulawesi	Galesong. Paotere		Taiwan, China, Vietnam, Saudi Arabia, Singapore	Fresh Demersal Fish
15	PT. Bintang Megah Jaya Perkasa	South Sulawesi			Singapore, Hongkong, Malaysia, China, Dubai	Fresh Snapper, Grouper, Emperor
16	PT. Putri Laut Biru	South Sulawesi			Singapore, Hongkong, Malaysia, China, Middle East	Fresh Snapper, Grouper, Emperor
17	PT. Marvel	Makassar, South Sulawesi			Singapore, Hongkong, Malaysia, China, Middle East	Fresh Snapper, Grouper, Emperor
18	PT. Holly Seafood	South Sulawesi			Singapore, Hongkong	Fresh Snapper, Grouper, Emperor
19	PT. Jaya Indah Cemerlang	South Sulawesi			Singapore, Hongkong, Malaysia, China, Dubai	Fresh Snapper, Grouper, Emperor
20	PT. Sarana Darma Langgeng.	South Sulawesi			Singapore, Malaysia	Fresh Snapper, Grouper, Emperor
21	PT. Sinar Graha	Makassar, South Sulawesi			Beaver Street, Australia	Snapper, Grouper, Emperor, Sweetlip

Table 1.6: List of seafood companies in Maluku; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
1	UD. Gunung Mas	Sofifi, Maluku Utara			Singapore, Hongkong	
2	PT. Bintang Karya Sejati	Debut, Maluku Tenggara				
3	CV. Afi	Dobo, Maluku				
4	PT. Adi Guna Raya	Dobo, Maluku				
5	PT. Makmur Bahari Sukses	Saumlaki, Maluku Tenggara Barat		Pak Arsil	Surabaya	
6	PT. Cemerlang Laut Ambon	Ambon, Maluku				
7	PT. Maluku Prima Makmur	Ambon, Maluku				
8	CV. Agung Gatra Permai	Langgur, Maluku Tenggara				
9	CV. Nelayan Makmur	Mangon, Maluku Tenggara				
10	UD. Joyo Mandiri	Saumlaki, Maluku Tenggara Barat				

Table 1.6: List of seafood companies in Maluku; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
11	PT. Intimas Surya	Saumlaki, Maluku Tenggara Barat			Jakarta, Surabaya, Makassar.	
12	PT, Mina Maluku Sejahtera	Ambon, Maluku				

Table 1.7: List of seafood companies in Papua; processing snappers and groupers

No	Name of company	Location	Raw Mat	Supp	Buyers	Commodity
1	UD. Timur, Bahari	Biak, Papua	Padaido, Yendi-dori, Biny-eri&samber	Razak	Jayapura, Makassar	Snapper, Grouper, Em-peror.
2	UD. Mutiara Indah	Sorong, Papua		Jamal, Rufe	KML, Gresik	
3	PT. Red Ocean Marine Fish	Sorong, Papua			Semarang	Snapper Grouper.
4	UD. Benua Adi Sejahtera	Sorong, Papua			Muara Baru, Jakarta	
5	PT. Eka Pratama	Fak-Fak, Papua			Surabaya, Jakarta	
6	PT. Mulia Perikanan Indonesia	Fak-Fak, Papua			Surabaya, Jakarta	
7	UD. Haeruddin Jaya	Fak-Fak, Papua			Sorong, Surabaya	
8	PT. Industri Perikanan Namatota (IPN)	Kaimana, Papua			Timika, Probolinggo, Jakarta	
9	UD. Matahari Timur	Kaimana, Papua	Kaimana		Muara Baru	
10	PT. Inti Samudera Hasilindo	Kaimana, Papua	Kaimana		Muara Baru	
11	PT. Visnoe International Sagarastupa	Timika, Papua			Bali	
12	PT. Timika Samudera	Mimika, Papua			China	
13	CV. Lucky Surya Timur	Timika, Papua	Dobo, Timika		Lokal	
14	UD. Putra Yoko	Timika, Papua			Lokal	
15	Toko Fresh Budi Utomo	Timika, Papua			Lokal	
16	Kios Aladin	Timika, Papua	Dobo, Timika		Lokal	
17	UD. Samudera Raya	Merauke, Papua	Merauke		PT. Berkah Aneka Laut, Probolinggo.	

Table 1.8: List of Seafood Companies in Indonesia with production capacity for snapper, grouper, emperor, sweetlips (includes reef fishes)

No	Name of company	Location	Buyer	Raw Material receiving (kgs) 2017	End Product (kgs) 2018, Export	Estimate of received raw material (metric tons)
1	PT. Hasil Alam Tani Nelayan Indonesia(Hatni)	Lamongan, East Java				14,600
2	PT. QL Hasil Laut	Lamongan, East Java	Jepang, Malaysia, China			10,950
3	PT. Inti Lautan Fajar Abadi (Intan Seafood)	Surabaya, East Java.	North Atlantic, HILO	9,000,000-8,500,000 kgs	3,382,061.34 kgs(Snapper)	9,000
4	PT. Varia Niaga Nusantara	East Java		8,500,000 kgs	1,888,528.99kgs (Snapper)	8,500

5	PT. Arta Mina Jaya	Jakarta, DKI Jakarta and Wakatobi, South East Sulawesi	Seafood Imports Inc.,	6,000,000 kgs		6,000
6	PT. Arta Mina Tama	Jakarta, DKI Jakarta	Netuno	5,000,000 kgs		5,000
7	PT. Dharma Samudera Fishing Industries, TBK	Jakarta, DKI Jakarta		5,000,000 kgs		5,000
8	CV. Karya Utama Sejahtera	Probolinggo, East Java	East Java, Jakarta, Asia	5,000,000 kgs		5,000
9	CV. Sumber Laut	Probolinggo, East Java	East Java, Jakarta, Asia	5,000,000 kgs		5,000
10	CV. Jala Karya Mandiri	Probolinggo, East Java	East Java, Jakarta, Asia	5,000,000 kgs		5,000
11	CV. ION	Probolinggo, East Java	East Java, Jakarta, Asia	5,000,000 kgs		5,000
12	CV. Lautan Jaya	Probolinggo, East Java	East Java, Jakarta, Asia	5,000,000 kgs		5,000
13	PT. Kelola Mina Laut	Gresik, East Java.		2,000,000- 1,000,000 kgs 2,500,000 kgs		2,500
14	PT. Alam Jaya	Surabaya, East Java	Northwestern Selecta Inc.	2,000,000 kgs		2,000
15	PT. Holi Mina Jaya	Rembang, Central Java		2,000,000 kgs		2,000
16	PT. Graha Insan Sejahtera	Jakarta, DKI Jakarta		2,000,000 kgs	151,848.53 kgs(snapper)	2,000
17	PT. Sukses Lautan Indonesia	Probolinggo, East Java	Blue Bay Commodities Inc.	2,000,000 kgs	1,178,116.55kgs(Snapper)	2,000
18	PT. Bahari Biru Nusantara (88)	Lamongan, East Java	Beaver Street Fisheries	1,000,000 kgs	561,257.60kgs (Snapper)	1,000
19	PT. Industri Perikanan Namatota	Kaimana, Papua		1,000,000 kgs		1,000
20	PT. Sukses Hasil Alam Nusaindo	Makassar, South Sulawesi	Coral Pacific (USA),Blue Bay Commodities, LLC, FL. USA, Beaver Street Fisheries INC, USA, EL-Marisco (Mauritius), Messrs, Northwestern Selecta, INC, Puerto Rico, Red Chamber, AUSTRALIA, EL-Market Services, MAURITIUS	697,795.08237,250.32 Kgs		698
21	PT. Samudra Kencana Mina	East Java		600,000 kgs		600
22	Perum Perindo	Kepulauan Riau		443,000 kgs		443
23	PT. Wahyu Pradana Bina Mulya	Makassar, South Sulawesi	Australia Seafood Producers (Australia), USA	250,000- 300,000 kgs	100,000 kgs	300
24	PT. Sinar Sejahtera Sentosa	Jakarta				300
25	PT. Makmur Jaya Sejahtera	Jakarta				300
26	PT. Permata Marindo Jaya	Jakarta				300

27	PT. Inti Samudera Hasilindo	Jakarta				300
28	PT. Tridaya Eramina Bahari	Jakarta				300
29	PT. Lautan Mutiara Jaya	Jakarta				300
30	PT. Prima Indo Bahari	Jakarta				300
31	CV. Sumber Laut Rejeki	Jakarta				300
32	PT. Sanjaya International Fishery	Jakarta				300
33	PT. Awindo	Jakarta				300
34	PT. Enam Delapan Sembilan (689)	Lamongan, East Java				300
35	PT. Dharmindo Samudra Abadi	Rembang, Central Java		270,000 kgs		270
36	CV. Indotropic Fishery	Luwuk, Central Sulawesi	Seaport (US), Reunion (French), Australia Seafood Producers (Australia)	250,000 kgs		250
37	PT. Multi Sari Makassar	Makassar, South Sulawesi	Netuno, Australia Seafood Producers, Freditalia	218,000 kgs *Source, PT. Multi Sari Makassar	162,551.81 kgs *Source, PT. Multi Sari Makassar	218
38	PT. Sinar Graha	Makassar, South Sulawesi	Beaver Street, Australia	200,000 kgs		200
39	UD. Damena	Denpasar, Bali	Norpac Honolulu, Aussea Brisbane, Conway Melbourne, CSJ Sydney,	200,000 kgs		200
40	PT. Kemilau Bintang Timur	Makassar, South Sulawesi	North Atlantic	122,595.1440,618.93 kgs		122
41	PT. Dharma Samudera Fishing Industry	Kendari, Southeast Sulawesi.	Jakarta, USA, Australia	120,000 kgs		120
42	PT. Kelola Mina Laut	Kendari, Southeast Sulawesi.		120,000 kgs		120
43	PT. Makmur Bahari Sukses	Saumlaki, Maluku Tenggara Barat	Surabaya	120,000 kgs		120
44	PT. Intimas Surya	Saumlaki, Maluku Tenggara				120
45	PT. Marindo Makmur Usaha Jaya	Sidoarjo, East Java		120,000 kgs		120
46	PT. Basma Bahari	Makassar, South Sulawesi	Hongkong, Malaysia, Singapore, Middle East.	118.000 kgs	118.000 kgs	118
47	PT. Karya Mina Putra	Rembang, Central Java	USA	115,000 kgs		115
48	PT. Tridaya Jaya Manunggal	Pasuruan, East Java		112,000 kgs		112
49	PT. Varia Niaga Nusantara	Pasuruan, East Java		112,000 kgs		112
50	PT. Jembatan Lintas Global	Lamongann, East Java	China, Taiwan, Thailand, Malaysia, Jepang, Vietnam	110,000		110

51	CV. Resky Bahari	Makassar, South Sulawesi	Taiwan, China, Vietnam, Saudi Arabia, Singapore	100,000 kgs		100
52	PT. Pasific Fortune	Makassar, South Sulawesi	Australia, Middle East	96,000 kgs	96,000 kgs	96
53	PT. Kelola Laut Nusantara	Pati, Central Java	Australia, USA	95,000 kgs		95
54	UD. Joyo Mandiri	Saumlaki, Maluku Tenggara		95,000 kgs		95
55	PT. Bluesea Seafood Industry	Tegal, Central Java	Canada, China, Korea Republic, Thailand, Vietnam	95,000 kgs		95
56	PT. Jala Sembilan	Semarang, Central Java	USA	95,000 kgs		95
57	PT. Kemilau Bintang Timur	Cirebon, West Java.	USA	94,000 kgs		94
58	PT. Arti Buana	Makassar, Sulawesi Selatan	Singapore, Malaysia, Hongkong	94,000 kgs	90,000 kgs	94
59	PT. Bintang Megah Jaya Perkasa	South Sulawesi	Singapore, Hongkong, Malaysia, China, Dubai	94,000 kgs	90,000 kgs	94
60	PT. Jaya Indah Cemerlang	South Sulawesi	Singapore, Hongkong, Malaysia, China, Dubai	93,000 kgs		93
61	PT. Parlevliet Paraba Seafood	Makassar, South Sulawesi	USA, EU, Australia	90,000 kgs		90
62	PT. Phillips Seafood Indonesia	Barru, South Sulawesi	Korea, Kanada	90,000 kgs		90
63	PT. Marvel	Makassar, South Sulawesi	Singapore, Hongkong, Malaysia, China, Dubai	90,000 kgs		90
64	PT. Holly Seafood	South Sulawesi	Singapore, Hongkong	85,000 kgs		85
65	PT. Sarana Darma Langgeng.	South Sulawesi	Singapore, Malaysia	85,000 kgs		85
66	PT. Putri Laut Biru	South Sulawesi	Singapore, Hongkong, Malaysia, China, Middle East.	85,000 kgs		85
67	PT. Yanagi Histalaraya	Kendari, South-east Sulawesi	Korea, Russia	85,000 kgs		85
68	PT. Puguh Bakti Karsa	Central Java	Singapore, Malaysia	85,000 kgs		85
69	PT. Sarana Dharma Langgeng	Central Java	Singapore, Malaysia	80,000 kgs		80
70	PT. Delta Aero Support	Central Java	Singapore, Malaysia	80,000 kgs		80
71	PT. Prima Bahari Inti Lestari	Makassar, South Sulawesi	Australia Seafood Producers (AUS), HILO (USA)	51,139.3 kgs	29,207.59 kgs	51
72	UD. Camar Laut	Aceh Barat	Malaysia	50,000 kgs		50
73	UD. Padang Arafah	Aceh Barat	Medan, Singapore	50,000 kgs		50
74	UD. Opok 2	Aceh Barat		50,000 kgs		50
75	Perum Perindo	Natuna		50,000 kgs		50



76	UD. Maju Lancar	Aceh Barat		50,000 kgs	50
77	Ibu Epi	Sibolga		50,000 kgs	50
78	Acua/Jono	Tanjung Balai Karimun	Malaysia, Singa- pore	50,000 kgs	50
79	PT. N.D.B	Natuna		50,000 kgs	50
80	Hendri	Natuna		50,000 kgs	50
81	Juliadi	Natuna		50,000 kgs	50
82	Adi	Padang		50,000 kgs	50
83	Iwan Mune	Bengkulu		50,000 kgs	50
84	Is	Aceh Jaya		50,000 kgs	50
85	Sayudin	Aceh Barat		30,000 kgs	30
86	UD. Gunung Mas	Sofifi, Maluku Utara	Singapore, Hongkong	30,000 kgs	30
87	UD. Sumber Menuju Suk- ses	Sumbawa, NTB		30,000 kgs	30
88	PT. Nelayan Hidup Mak- mur	Kupang, NTT		30,000 kgs	30
89	PT. Timika Samudera	Mimika, Papua	China	25,000 kgs	25
90	PT. Tonga Tiur Putra	Lampung	China, Korea, Russia	25,000 kgs	25
91	UD. Samudera Raya	Merauke, Papua	PT. Berkah Aneka Laut, Probolinggo.	25,000 kgs	25
92	PT. Inti Samudera Hasilindo	Kaimana, Papua	Muara Baru. Jakarta	25,000 kgs	25
93	PT. Bintang Karya Sejati	Debut, Maluku Tenggara		25,000 kgs	25
94	CV. Agung Gatra Permai	Langgur, South- east Maluku		25,000 kgs	25
95	CV. Nelayan Makmur	Manson, South- east Maluku		25,000 kgs	25
96	PT. Mitra Maluku Se- jahtera	Ambon, Maluku		25,000 kgs	25
97	PT. Cemerlang Laut Am- bon	Ambon, Maluku		25,000 kgs	25
98	PT. Maluku Prima Mak- mur	Ambon, Maluku		25,000 kgs	25
99	CV. Afi	Dobo, Maluku		20,000 kgs	20
100	PT. Adi Guna Raya	Dobo, Maluku		20,000 kgs	20
101	UD. Rahma Jaya	Wangi-wangi, Wakatobi, South- east Sulawesi		20,000 kgs	20
102	UD. Timur, Bahari	Biak, Papua	Jayapura, Makas- sar	15,000 kgs	15
103	UD. Mutiara Indah	Sorong, Papua	KML, Gresik	15,000 kgs	15
104	PT. Red Ocean Marine Fish	Sorong, Papua	Semarang	15,000 kgs	15
105	UD. Benua Adi Sejahtera	Sorong, Papua	Muara Baru, Jakarta	15,000 kgs	15

106	PT. Eka Pratama	Fak-Fak, Papua	Surabaya, Jakarta	15,000 kgs		15
107	PT. Mulia Perikanan Indonesia	Fak-Fak, Papua	Surabaya, Jakarta	15,000 kgs		15
108	PT. Makassar Lestari	Makassar, South Sulawesi	Hongkong, Malaysia, Singapore, Middle East.	9,996 kgs	9,996 kgs	10
109	PT. Bali Seafood International	Teluk Santong, NTB		Started operations in 2018		
110	UD. Haeruddin Jaya	Fak-Fak, Papua	Sorong, Surabaya	10,000 kgs		10
111	UD. Matahari Timur	Kaimana, Papua	Muara Baru, Jakarta	10,000 kgs		10
112	PT. Visnoe International Sagarastupa	Timika, Papua	Bali	10,000 kgs		10
113	CV. Lucky Surya Timur	Timika, Papua	Dobo, Timika	10,000 kgs		10
114	UD. Putra Yoko	Timika, Papua	Lokal	10,000 kgs		10
115	Toko Fresh Budi Utomo	Timika, Papua	Lokal	10,000 kgs		10
116	Kios Aladin	Timika, Papua	Lokal	10,000 kgs		10
117	Herman	Bintan, Kepulauan Riau	Singapore	5,000 kgs		5
118	Gudang Ikan Mitra Bahari	Tanjung Balai Karimun	Singapore	5,000 kgs		5
119	Jono	Karimun, Kepulauan Riau	Lokal, Singapore	5,000 kgs		5
120	Kardim	Tanjung Pinang, Kepulauan Riau	Lokal, Singapore	5,000 kgs		5
121	Kim Tjung	Tanjung Pinang, Kepulauan Riau	Lokal, Singapore	5,000 kgs		5
122	Salikin	Kijang	Malaysia, Singapore	5,000 kgs		5
123	Suratman	Bintan, Kepulauan Riau	Lokal, Singapore	5,000 kgs		5
124	Tang Hung Seng	Kijang	Lokal, Singapore	5,000 kgs		5
Tot						97,665 Tons

Table 1.9: PT. Inti Lautan Fajar Abadi (Intan Seafood)  
Export Quantity and Destination of Snapper, Grouper, Emperor and Sweetlips

Number	Destination	Lutjanidae (kg)	Epinephelidae (kg)	Total (kg)
1	USA	3198307	303875	3502182
2	MALAYSIA	780	NA	780
3	CANADA	58527	NA	58527
4	AUSTRALIA	32105	2197	34302
5	THAILAND	8114	900	9014
6	PHILIPINA	7008	5288	12296
7	INDONESIA	NA	NA	NA
Total		3304841	312260	3617101

Table 1.10: PT. Varia Niaga Nusantara  
Export Quantity and Destination of Snapper, Grouper, Emperor and Sweetlips

Number	Destination	Lutjanidae (kg)	Epinephelidae (kg)	Total (kg)
1	USA	899684	NA	899684
2	CHINA	456982	NA	456982
3	DOMINICAN REP.	158094	23820	181915
4	VIETNAM	154709	NA	154709
5	INGGRIS	122398	NA	122398
6	PERANCIS	45938	13000	58938
7	ITALIA	13050	16864	29914
8	MALAYSIA	12068	NA	12068
9	JORDAN	9240	NA	9240
10	BELGIUM	6662	NA	6662
11	GUADELOPE	5290	NA	5290
12	AUSTRALIA	3080	NA	3080
13	REUNION	1334	NA	1334
14	INDONESIA	NA	NA	NA
Total		1888529	53684	1942213

Table 1.11: PT. Sukses Lautan Indonesia  
Export Quantity and Destination, Snapper, Grouper, Emperor and Sweetlips

Number	Destination	Lutjanidae (kg)	Epinephelidae (kg)	Total (kg)
1	CHINA	1057273	NA	1057273
2	USA	78944	46682	125625
3	ITALIA	41900	NA	41900
4	THAILAND	NA	44320	44320
5	INDONESIA	NA	NA	NA
Total		1178117	91002	1269118

Table 1.12: PT. Bahari Biru Nusantara  
Export Quantity and Destination of Snapper, Grouper, Emperor and Sweetlips

Number	Destination	Lutjanidae (kg)	Epinephelidae (kg)	Total (kg)
1	CHINA	318959	23378	342337
2	USA	242298	NA	242298
3	INDONESIA	NA	NA	NA
Total		561258	23378	584635

Table 1.13: PT. Graha Insan Sejahtera  
Export Quantity and Destination of Snapper, Grouper, Emperor and Sweetlips

Number	Destination	Lutjanidae (kg)	Epinephelidae (kg)	Total (kg)
1	USA	151849	NA	151849
2	MALAYSIA	NA	NA	NA
3	CANADA	NA	NA	NA
4	AUSTRALIA	NA	NA	NA
5	THAILAND	NA	NA	NA
6	PHILIPINA	NA	NA	NA
7	INDONESIA	NA	NA	NA
Total		151849	0	151849

