

Comparative Analysis of the Trade Relations of Argentina-Indonesia and Chile-Indonesia: Their Similarities and Differences. What Can You Learn from the Neighboring Country?

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Abstract

Chile and Argentina have put their radars on trade with Southeast Asian countries, in which Indonesia appears as one of the main countries. In recent years, Chile has had a more aggressive trade policy towards Indonesia. The most recent proof has been the signing of the Indonesia - Chile Comprehensive Economic Partnership Agreement (IC-CEPA), which entered into force in 2019. The objective of this article is to present a comparative analysis of trade flows between Argentina - Indonesia and Chile - Indonesia, looking for similarities and differences between both types of bilateral ties, so that they can serve as models to improve existing relations, learning from what it has happened in each one of them.

Keywords: Argentina, Chile, Indonesia, Export, Import.

Resumen

Chile y Argentina han puesto sus radares en el comercio con países del Sudeste Asiático, en el cual Indonesia aparece como uno de los países principales. En los últimos años, Chile ha tenido una política comercial más agresiva hacia Indonesia. La prueba más reciente, ha sido la firma del *Indonesia - Chile Comprehensive Economic Partnership Agreement* (IC-CEPA), el cual entró en vigor en 2019. El objetivo de este artículo es presentar un análisis comparativo de los flujos comerciales entre Argentina-Indonesia y Chile-Indonesia, buscando las similitudes y diferencias entre ambos tipos de vínculos bilaterales, para que puedan servir como modelos para mejorar las relaciones existentes, aprendiendo de lo que ha acontecido en cada uno de ellos.

Palabras Claves: Argentina, Chile, Indonesia, Exportaciones, Importaciones.

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Introduction

International trade as a generator of foreign exchange revenues due to exports that a country makes to third ones, is a key factor for each State to develop a trade policy according to its needs. These may include not only the strengthening of the private sector for fundraising reasons, but also to create more jobs. In the context of uncertainty experienced in recent years, aggravated by the COVID-19 pandemic, it has become vital to build a strongly competitive export sector, channeling exports not only to traditional markets (for example, in Latin America, the United States, the European Union, China, among others), but also to explore non-traditional markets.

In this sense, both Chile and Argentina have had trade policies aimed at consolidating their positions in existing markets, as well as promote their export supply in new markets. Both countries have had different business strategies to address these issues, which will be mentioned later in this article. Although it is true that Latin American countries have had a historical tendency to export primary products (CEPAL, 2018), there is a growing need to intensify the supply of goods and services with greater added value, more qualified labor, and more sophisticated technology.

Among these non-traditional markets, Indonesia appears as an interesting one, as being the largest economy in the Southeast Asian region, with a population that exceeds 270 million inhabitants. In addition, the Southeast Asian region per se presents greater economic and commercial dynamism in relation to other regions of the world, for which deepening bilateral and regional ties have become imperative. Of course, from the counterpart, there are also intentions to explore business opportunities, on the other side of the world, with non-traditional markets. For Indonesia, the importance of exports has become strategically relevant to detect new markets - in addition to the deepening of existing ones - to increase foreign exchange earnings, the level of labor, among other factors. Among these new markets, those in Latin America - characterized as non-traditional - currently occupy a prominent place on the Indonesian government's foreign trade policy agenda.

In this sense, the signing of the Indonesia - Chile Comprehensive Economic Partnership Agreement (IC-CEPA) and its entry into force (2019) is just one of the examples that best helps to understand this agenda. However, as Zulfikar (2019) mentions, care must be taken when opening an external market, especially if the political environment -among other factors- is unstable, or uncertainty predominates. In other words, a careful analysis of the political environment must precede a commitment to a new market abroad. In any case, this article focuses on the issue of exports from Argentina and Chile to Indonesia, comparing what happened in the last 5 years (considering ITC Trade Map data statistics which cover the 2015-2019 period) in both Latin American countries. This analysis is carried out to understand what are the similarities and differences in both behaviors and, also, glimpse in what way foreign trade with the Asian country could be boosted if Chile-Argentina-Indonesia trade were jointly articulated, thinking that the IC-CEPA could be an injection of greater exports from Chile.

The article begins by analyzing the results of exports and imports of Argentina and Chile with Indonesia. Then, paying special attention to exports to Indonesia, the main competing countries for both Latin American countries will be listed, keeping in mind that they export identical or similar products to the Indonesian archipelago. Subsequently, trade policies and bilateral trade with Indonesia will be analyzed in the cases of Argentina and Chile. Then, it will be emphasized how important it is to understand the cultural and religious factor in businesses with Indonesia, in order to be able to significantly increase exports to that country. Finally, the article concludes with words

of reflection on the mentioned topics and how Argentina could learn from Chile's trade experience, and vice versa.

Comparative analysis of the export-import statistics of Argentina and Chile with regard to Indonesia

Argentina and Chile are two South American countries with which Indonesia has particularly good diplomatic, political, and trade relations. However, in this last aspect, a greater depth is necessary. In this sense, Indonesia's trade agreement with Chile represents an important step towards expanding businesses. With Argentina, it would be a good opportunity to do the same, but it is necessary to reach a trade agreement with the Mercosur bloc.

When analyzing exports from Argentina and Chile to Indonesia, some conclusions may be derived. Annex 1 presents a comparison of these exports in the period 2015-2019, for the 99 chapters of the Harmonized System (HS). In the first place, it stands out that Argentina has exported more to Indonesia, compared to Chile. Secondly, Argentina has exported goods included in 46 HS chapters, while Chile has exported only goods included in 23 chapters, which demonstrates -at the chapter level- a more diversified matrix of Argentine exports to Indonesia. Perhaps one of the most interesting products to compare between Argentina and Chile are wines. Table 1 shows the comparative development of wine exports (HS subchapter 2204) since 2015. For this product, Chile has shown better performance than Argentina. It remains to be seen what happens from this year, considering the entry into force of the IC-CEPA.

Table 1: Indonesia's wine imports from Argentina and Chile.

Product: HS Code 2204 (wine of fresh grapes). US Dollar thousand.

Indonesia's imports from Argentina					Indonesia's imports from Chile				
2015	2016	2017	2018	2019	2015	2016	2017	2018	2019
16	124	313	571	953	60	477	876	1,386	2,104

Source: Trade Map.

When analyzing the imports of Argentina and Chile from Indonesia (Annex 2), it is shown that Argentina imports more from Indonesia, contrasted with what Chile does. However, when considering the HS chapters that comprise said imports, it is observed that Chile has a greater diversification (41 chapters) compared to Argentina (38 chapters). Subsequently, the main exchanges of merchandise between Argentina - Indonesia and Chile - Indonesia will be specifically analyzed.

When comparing the exports of Argentina and Chile with other countries that export similar products to Indonesia, for the period 2015-2019, it can be seen in Table 2 that Argentina is among the countries with the highest annual growth in value (8%). In the same period, Chile has a 1% decline, explained by an abrupt fall in its exports in 2016, and then has an irregular growth until 2019. Chile's growth is important if the period of analysis is reduced to 2016-2019 (and not 2015-2019).

Table 2: Exports to Indonesia from Argentina, Chile and countries which export similar products to the Asian country, by value (in thousands of USD). Period 2015-2019.

Country	2015	2016	2017	2018	2019	Annual growth between 2015-2019, %
Brazil	2,180,800	2,204,412	1,771,943	1,494,461	1,715,433	(-8)
France	2,474,044	3,018,558	1,960,875	1,500,918	1,748,672	(-13)
Chile	152,879	67,558	100,392	90,397	123,820	(-1)
South Africa	222,942	241,014	424,906	801,534	589,17	37
India	2,838,951	3,131,114	3,763,710	4,802,577	4,503,705	14
China	34,375,284	32,375,905	34,805,909	43,246,345	45,685,377	9
Argentina	1,079,289	1,243,438	1,073,249	1,220,882	1,579,219	8
Mexico	87,998	65,205	260,862	148,597	81,417	7
Japan	11,539,378	11,339,057	13,393,757	15,792,058	13,986,288	7
Vietnam	2,847,607	2,617,851	2,858,868	3,533,691	3,369,983	7
Italy	1,226,809	1,278,717	1,285,081	1,426,141	1,523,097	6
United States	7,117,712	6,024,281	6,863,234	8,171,546	7,758,072	5
New Zealand	567.589	605.45	683,521	676,235	684,904	5
Thailand	7,705,259	8,022,643	8,786,178	9,900,383	9,043,968	5
Spain	486,229	428,915	505,499	522,821	557,454	5
Australia	3,529,682	3,982,280	4,909,657	4,294,601	3,663,313	2
Korea	7,875,239	6,603,201	8,410,642	8,868,377	7,650,224	2
Netherlands	788,128	1,045,158	980,729	941,898	912,495	2

Source: ITC Trade Map center.

Table 3 shows the ranking of supplier countries to Indonesia, which are competitors for Argentina and Chile because they offer similar products. There have been no major changes within the general ranking of Argentina and Chile, compared to their competitors. For example, Argentina was the 20th largest exporters to Indonesia in 2015, and by 2019 it finished 19th. Meanwhile, Chile ranked 48th in 2015, finishing 51st in 2019. Out the selected countries, South Africa has greater advance in their ranking position, largely explained by its citrus exports (especially, oranges) to Indonesia, which can be seen in large supermarkets in the main cities of the Asian country.

Table 3: Ranking of trade partners as suppliers for Indonesia.

Country	2015	2016	2017	2018	2019
China	1	1	1	1	1
Japan	3	3	3	3	3
Thailand	6	4	4	4	4
United States	7	5	6	5	5
Korea	5	7	7	6	6
Australia	8	8	8	8	8
India	13	12	9	9	9
Vietnam	12	9	12	12	10
Brazil	14	14	15	19	16
Argentina	20	18	22	22	19
Italy	17	16	18	18	20
France	19	19	17	20	21
Netherlands	25	27	24	24	26
South Africa	41	41	35	26	28
New Zealand	31	28	28	30	29
Spain	35	32	34	33	32
Mexico	46	43	47	43	39
Chile	48	59	58	63	51

Source: ITC Trade Map center.

Argentina

Argentina's international trade policy

Zelicovich (2018) quotes the specialists in foreign trade policy Bouzas and Gosis, who report the existence of six characteristic features of Argentina's foreign trade policy, with the particularity that they have remained somewhat constant throughout over time: a) predominance of macroeconomics; b) persistence of the anti-export bias; c) relative stability of the intersectoral protection structure; d) a downward trend in nominal protection and its replacement by non-tariff measures of various types; e) increasing opacity and discretion in the formulation and implementation of trade policy; and f) recurring problems of coordination and consistency.

In the last four years, according to Zelicovich (2018), Argentina's foreign trade policy has been characterized by an open-minded approach to instruments, pragmatic regarding partners, and optimistic about globalization. However, and agreeing with the author, the government of Mauricio Macri had a scenario of low international permissibility for such policy and showed little capacity to adapt to the adjustments of the international scenario. In short, it is a structural problem of lack of perception of the international scene and, consequently, of how to act against it.

According to Amar & García Díaz (2019), Argentina must count its main eight trade partners to reach 50% of its sales, and 18 commercial partners to reach 70% of the total. The exchange network shows Argentina, in comparison with Chile, more focused on the region and Mercosur, with Brazil as its main trading partner. Regarding the export basket of goods and services, according to the authors, Argentina exhibits greater relative diversity than Chile, although both countries hold an intermediate position in terms of the diversification of their exports. Amar & García Díaz (2019) reach this conclusion through the Herfindahl and Hirschman Index (HHI), where they show the concentration of exports for three large groups of countries delimited according to their main export product (industrial, non-energy primary or energy primary). Both Argentina and Chile are in the non-energy primary grouping, which is an intermediate level. In particular, the relative concentration of Chile with respect to Argentina is explained by the greater weight of its first export complex - copper - compared to that of soybeans in Argentina, in addition to its more diverse manufacturing export structure.

Rubiolo and Baroni (2019) have made an interesting comparative contribution about the approaches of Chile and Argentina towards East Asia, analyzing their foreign policy, among other variables. In the Argentine case, they argue that, in recent decades, foreign policy and international insertion strategies have undergone changes and adjustments due to variations in development models. This, considering that it has gone from import substitution to a neoliberal model in the 1990s, to a neo-developmental model as of 2003. What has prevailed, according to them, is the adoption of a closed regionalism, with the objective of expanding domestic markets and developing an industrialization policy.

Rubiolo and Baroni (2019) argue that the exit from the convertibility scheme that was implemented through the devaluation of the national currency in 2002, together with the increase in the international price of commodities, favored the expansion of foreign trade and the adoption of a growth model through exports. The trade profile maintained a high component of primary products and manufactures of agricultural origin; whose main destinations are the economies of East Asia. In addition, the limited opening of the market and the commitment to a closed regionalism allowed to

maintain the industrialization process and guarantee Latin American regional markets for the country's industrial exports.

With all this, Rubiolo and Baroni (2019) argue, the Asian region was gaining relevance within the Argentine foreign agenda as a recipient of agri-food exports, in line with the growing demand from China, Southeast Asia and India. Foreign policy followed this trend, and gradually the political actions of rapprochement with the main markets began to multiply, through high-ranking official visits, trade missions and the signing of bilateral agreements of various kinds, among others.

Zelicovich (2011) points out that historically the Asia Pacific region has only had a secondary position within Argentina's foreign policy, which has been aimed at strengthening its ties in the South American region, as well as with the United States, and the European Union. The author highlights, meanwhile, that from the 2003-2011 Kirchner's government (taking Cristina Fernández de Kirchner's first term as the ending point of analysis) a shift has begun which found the Asian region gaining greater relevance in the design of the country's foreign relations.

Complementing this last idea, a report by the Secretariat of Economic Policy and Development Planning (2016) under the Ministry of Finance and Public Finance of Argentina, emphasized the export insertion of the country in Asia Pacific. It highlights the opportunities in the agri-food trade in a region with a great future for the supply of Argentine production, as a result of greater economic and population growth, where Indonesia is among the countries that present these characteristics.

Indonesia-Argentina bilateral trade

Argentine exports to Indonesia for the period 2015-2019 are presented in Annex 3. In that period, exports grew by 46%. The products that stand out the most are animal feed, fats and oils, cereals, cotton, fish products, organic chemicals, beverages, and pharmaceuticals. Attempts are being made to open the market for meat, as well as other food products. However, here it will be necessary to take into account the relevance of *Halal* certification, considering the fact that most of the population in Indonesia are Muslim (88% of the inhabitants), so having the certification that said products are suitable to be consumed by Muslims, becomes indispensable.

Indonesian exports to Argentina in the period 2015-2019 are shown in Annex 4. Since 2017, they have had a decreasing trend. Mainly, Indonesia exports to Argentina products such as footwear, electronic equipment and parts, rubber and its products, parts for machinery, parts for the automotive industry, textiles, among others. Indonesia seeks to expand its portfolio of exportable products to Argentina, especially tropical fruits.

Table 4 displays the trade balance between the two countries for the period. It is verified that, since 2017, Argentina has expanded its trade surplus with Indonesia. This reason has led to an attempt to achieve, on the one hand, double the volume traded; and on the other, a more balanced trade.

Table 4: Trade balance between Argentina and Indonesia. Period 2015-2019. USD thousands.

2015	2016	2017	2018	2019
764668	967461	727451	875467	1286891

Source: Trade Map.

Argentina ranks sixth among Indonesian agribusiness suppliers. According to an analysis by the Argentine Chamber of Commerce and Services (CAC), in 2018 Argentina's exports to Indonesia totaled USD 1,283 million, the highest figure since 2013. In this way, sales to that destination grew by 19.5% y-o-y (Cámara Argentina de Comercio y Servicios, 2019). In the last 25 years, the country had a positive balance in almost the entire period, except between 1998 and 2001 when it presented a deficit.

A good measure to check if trade between Argentina and Indonesia is far or not from its true potential is through the use of the trade intensity index. This index is used to determine if the value of trade between two countries is greater or less than what you would expect based on its importance in world trade. This index is defined as the share of a country's exports going to a partner divided by the share of world exports going to that partner. It is calculated as:

$$T_{ij} = (x_{ij}/X_{it}) / (x_{wj}/X_{wt})$$

where,

x_{ij} = export values of country i

x_{wj} = values of world exports to country j

X_{it} = total exports of country i

X_{wt} = total world exports

An index of more (less) than one indicates a higher (lower) bilateral trade flow than expected, given the partner country's importance in world trade.

In the 2015-2019 period, exports from Argentina to Indonesia have been USD 6,196,077,000, while world exports to the Asian country have totaled USD 794,711,486,000; On the other hand, Argentine exports to the world have accounted for USD 299,516,172,000, while world exports were USD 87,915,465,408,000, so the index would be as follows:

$$T_{ij} = (6,196,077,000/299,516,172,000) / (794,711,486,000/87,915,465,408,000)$$

$$T_{ij} = 0.0206869530904662 / 0.0090394958647137$$

$$T_{ij} = 2.28850$$

As a result, this indicates that the bilateral trade flow between Argentina and Indonesia is higher than expected, given the importance of the partner country in world trade. Argentina is Indonesia's second most important trading partner in the South American region. Indonesia seeks to have a more balanced and mutually beneficial trade with Argentina. To achieve this, Indonesia offered strategic industrial products such as aircraft produced by PT Aerospace (Zaman, 2019).

In March 2019, the Indonesian Ambassador to Argentina, Ms. Niniek Kun Naryatie, headed the Indonesian Business Forum, Paradise of Opportunities, with the aim of increasing bilateral trade by 2.5% in 2020. During the event, some plans have been revealed from the Indonesian side including the promotion of receptive tourism as well as export coffee to Argentina. Besides, they mentioned the Asian country has to offer textiles, rubber products palm oil, forest products, footwear, auto parts, seafood products such as shrimp and lobsters, cocoa, among others. Therefore, it is willing to import leather products, medical equipment, medicinal herbs, processed foods, essential oils, and others such as wines, olive oils, and nuts. According to Andi Pakkana, Argentine meat must have Halal certification to reach Indonesia, considering this country is the one with the largest Muslim population in the world, with 260 million inhabitants, most of them faithful to Islam. He also described that during 2018, Indonesia carried out different trade missions around the world that

allowed them to generate business for US 17,000 million and has great potential to increase both imports and exports in its relationship with Argentina (Grupo La Provincia, 2020).

In June of the same year, the then President of Argentina, Mauricio Macri, made a state visit to Indonesia, where he met with his counterpart, Joko Widodo (Comercio y Justicia, 2019). The objective, from Argentina, is to consolidate a so far favorable trade balance with the emerging Asian power. Among other goals, it seeks to expand trade towards services and industry. For this reason, Indonesia is considered a key trading partner for the present and future of Argentina. The economies are complementary and have great potential to continue expanding and diversifying bilateral trade as one of the pillars of this partnership.

Both, Argentina and Indonesia are global food producers, a condition that opens a huge field to work together, especially in technical cooperation, agricultural machinery, and biotechnology. Beyond the existing links, there are other sectors that seek to expand such as agribusiness, nuclear energy, and the aeronautical industry. From Argentina, they seek to guarantee Indonesia food security. In that sense, it can offer meat, bovine genetics, and fruits, and increase exports of rice, peas, beans, and peanuts, among other products.

For its part, Indonesia is interested in agricultural machinery cooperation techniques, grain handling and post-harvest, and the development of the Angus cattle breed, and seeks to sell tropical fruits such as banana, pineapple, *salacca* and mangosteen to Argentina. Indonesia has asked Argentina to continue reducing both tariff and non-tariff trade barriers. To balance the trade deficit, in addition, the South American country has been requested access to the market for tropical fruits and beans, which are competitive in the Argentine market.

If Argentina wants to export more volume and variety of goods, it will be necessary to have a more aggressive trade policy, which includes the possibility of a free trade agreement through Mercosur. To date, Argentina has lost ground compared to other countries - to which Chile should be added - that have preferential access or other advantages.

Chile

Chile's international trade policy

From a historical point of view, at the end of the 19th century the Chilean peso and products such as saltpeter, wheat and other resources were already being traded in the Asia Pacific area. At that time, the first steps were taken to establish diplomatic relations with various states in the region (such as with Japan in 1897). After a few decades of relative reductionism in terms of contacts with the region, a highlight in his reincorporation on the scene was his incorporation into the Asia-Pacific Economic Cooperation Forum (APEC) in 1994. This Forum has represented a showcase for Chile in Asia. Although Chile has a long-standing vocation of linking with the main Asian countries expressed in representation in diplomatic headquarters in that continent, the crucial turning point that has facilitated the entire subsequent bilateral negotiation process was the incorporation to APEC, during the presidency of Eduardo Frei. This forum has given a concrete dimension to Chile's desire to integrate into the most dynamic economic basin in the world, having the possibility of establishing dialogue with the authorities of the main Asian economies. As a result of this participation, in large part, the fact that Chile has been able to advance in trade agreements with Korea, China and Japan is

explained, among other reasons, when Chile hosted the annual APEC meeting in 2004, since this allowed it to formalize the commitments to begin the negotiation processes with Japan and the People's Republic of China. In addition to APEC, another important Forum is the Latin America - East Asia Cooperation Forum (FEALAC), where Chile should take advantage of the opportunities of working together.

In recent years, Chile has stood out with an aggressive trade policy, not only with a focus on Indonesia and Southeast Asia, but worldwide. This, among other factors, has allowed Chile to become one of the most developed countries in Latin America, with economic strength and technology adoption skills. It is the forty-second largest export economy in the world. In addition, Chile's political climate favors free international trade.

Chile's main trading partners are China, the United States, the European Union, Japan, Mercosur, South Korea, and the Pacific Alliance. A report by Biz Latin Hub (2020) states that Chile's trade to GDP ratio is 57.5%, which means that the economy highly depends on international trade. Based on this, the Chilean government has been working to reduce or eliminate trade barriers, offering an attractive business environment for companies that move to the region with the desire to do business across its borders.

Rubiolo and Baroni (2019) argue that the international insertion strategy is based on premises of unilateral trade opening, financial liberalization, and economic deregulation, which prioritize open regionalism and the signing of preferential trade and free trade agreements. This model strongly promoted between 1973 and 1990, and continued today, has as its main results a sustained growth of traditional exports -natural resources-, a concentration in large extra-regional trade partners, a decrease in non-traditional exports and a disincentive to the development of industrial manufactures, among other characteristics.

Rubiolo and Baroni (2019) also agree that some conditions that favored the dynamic approach were economic complementation, the Chilean need for large markets to insert exports, and the Asian policy of trade opening and liberalization that also favored the signing of free trade agreements. To this must be added the growing Asian demand for resources to sustain a rapidly developing industrialization process, which led to the approach to Chile - the leading producer and exporter of copper and derivatives - was natural, regardless of its geographical location. In this way, in accordance with Amar & García Díaz (2019) Chile has moved, unlike Argentina, towards other areas of influence, highlighting the rapprochement with Asia in general and China in particular.

González's (2019) is remarkably interesting to share, giving an account of Chile's foreign policy and its ideology since 1990. He mentions that the established policies have deployed an open regionalism and a multilateralism that has distanced itself from strategies to overcome underdevelopment in a concrete way, improving the terms of trade based on less asymmetry with world economic centers and economic development not dependent on the export of natural resources, in addition to a reciprocal and flexible regional integration. However, beyond the fact that Chile's foreign policy has been adapted to the new endogenous and exogenous impositions of the world economy and politics, the economic growth for years has not been reflected in greater equality and distribution of wealth.

Going to Government's structure, the Undersecretariat of International Economic Relations, dependent on the Ministry of Foreign Relations of Chile, has the objective of executing and coordinating the Government's policy in the field of International Economic Relations; the defense of Chile's interests in multilateral forums; and the negotiation and implementation of the network of

free trade agreements, among other matters (SUBREI, 2020). Information provided by the Embassy of the Republic of Indonesia in Chile (Anshor, 2020), shows that Chile has a wide network of Free Trade Agreements (FTA). By 2020, Chile has 29 FTAs, which represents access to 88% of the world GDP, with 4.9 billion inhabitants or 67% of the world population.

For Wilhelmy (2010), this extensive network of agreements offers broad benefits in commercial matters, especially tax relief schedules that offer competitive advantages in the respective markets, resulting in a great potential for product diversification, with greater access for non-traditional exports. In addition, various treaties regulate other aspects such as services, investments, trade facilitation and cooperation in matters of common interest.

For Chile, trade openness is especially important. FTAs are Chile's commercial strategy in building common interests. For Chile, FTAs have direct benefits to increase exports and attract investment. In this regard, for Wilhelmy (2010) the regional and bilateral dimensions of Chile's ties with the Asia-Pacific region complement each other, given that regional policy was able to progress thanks to the advances in relations at the bilateral level. For the author, on this level it was possible to make important progress, such as free trade agreements, thanks to the fact that Chile was already part of the regional mechanisms, which gave greater credibility to its claims in bilateral spheres.

The construction of trade agreements that Chile presents offers both its neighboring countries as well as those that sign such agreements with the trans-Andean country, the possibility of becoming a "bridge", "gateway" or "platform"; in the case of Chile and its neighbors, for example, for certain goods transport businesses or for the transformation of some raw materials into products with higher degrees of processing (Wilhelmy, 2010). As Chile is considered the gateway to the region, companies seeking to import and export from Chile are in a privileged position to trade with the rest of the region and Chile's other key partners.

In 2019, according to data from the Central Bank of Chile, the South American country has had a trade surplus of USD 4.1 billion, the result of having exports of USD 69.8 billion and imports of USD 65.7 billion. Regarding the year 2020, the surplus during the month of January-June was USD 6.7 billion since exports were recorded for USD 32.8 billion and imports for USD 26.1 billion.

Regarding the Southeast Asian region, particularly with the ASEAN bloc, Chile has had an active policy. In 2016, Chile acceded to the Treaty of Friendship and Cooperation with ASEAN, while for 2019 it was developed as a partner of the bloc (Development Partner ASEAN). At the end of January 2020, the First ASEAN-Chile Development Partnership Committee Meeting was held. Regarding bilateral trade agreements, in 2006 the free trade agreement P4 was signed (which includes, in addition to Chile, New Zealand and two Southeast Asian countries: Singapore and Brunei Darussalam), Malaysia (2012), Vietnam (2014) and Thailand (2015). In addition, for Chile, the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) is very important, as it would promote the improvement of access to an important set of products that, to date, are outside the region's value chains Asia-Pacific.

Information on Chilean trade relations with Southeast Asia, based on data provided by the Indonesian Embassy in Chile is presented in the following tables. Table 5 presents the diplomatic relations between Chile the ASEAN bloc, including the existence of commercial/agricultural attachés. Table 6 shows trade exchanges volumes for the period 2015-2019. Table 7, according to

what was reported by the Indonesian Embassy in Chile, the commercial exchanges between Chile and the ASEAN countries during 2019 can be observed. Finally, graph 1, the main export markets for Chile are mentioned.

Table 5: Diplomatic relations between Chile and ASEAN countries

Country	Diplomatic Relations with Chile	Chilean Embassy	Progress of Trade Agreement with Chile	Chilean Commercial Office/Attaché
Brunei	1984	Concurrent (Malaysia)	Pacific-4 (2005) operational	-
Cambodia	1973	Concurrent (Thailand)	Preferential WTO (2013)	-
Indonesia	1965	1977	CEPA 2017 Operational since 2019	Agricultural Attaché
Laos	1991	Concurrent (Vietnam)	Preferential WTO (2013)	-
Malaysia	1974	1989	FTA 2010 Operational since 2012	Commercial Attaché
Myanmar	1982	Concurrent (Thailand)	Preferential WTO (2013)	-
Philippines	1946	1967	In process	-
Singapore	1979	1979	Pacific-4 (2005) Operational since 2006	-
Thailand	1962	1996	FTA 2013 Operational since 2015	Commercial Office
Vietnam	1971	2004	FTA 2011 Operational since 2014	Commercial Attaché

Source: Indonesian Embassy in Chile.

Table 6: Commercial value of Chile and ASEAN countries during 2015-2019

Country	2015	2016	2017	2018	2019
Thailand	1,072	980	1,236	1,408	1,075
Vietnam	894	940	1,168	1,070	1,045
Malaysia	459	320	391	368	462
Indonesia	329	228	309	290	316
Philippines	202	103	274	99	210
Singapore	166	155	150	155	157
Cambodia	26	35	49	54	56
Myanmar	1.2	2.2	4.7	5.4	8.3
Laos	0.5	0.4	1.3	0.6	0.8
Brunei	0.9	0.7	0.6	0.0001	0.02
ASEAN	3,150	2,763	3,583	3,451	3,330

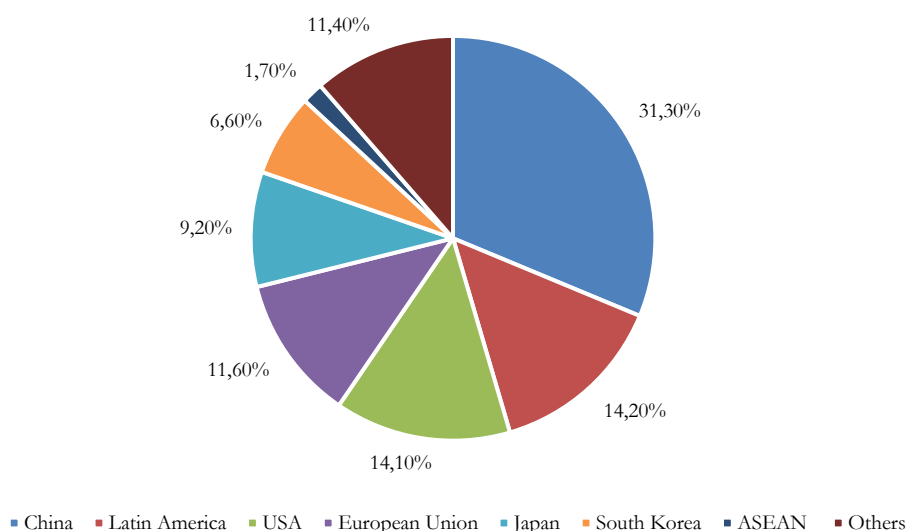
Source: Indonesian Embassy in Chile.

Table 7: Trade exchange between Chile and ASEAN countries, year 2019

Country	Export 2019 to Chile	Import 2019 from Chile	Applied FTA with Chile
Brunei	19,000	565,000	2006
Cambodia	38 million	15 million	-
Indonesia	126 million	149 million	2019 (services continue)
Laos	129,000	648,000	-
Malaysia	231 million	203 million	2012
Myanmar	8 million	263,000	-
Philippines	51 million	152 million	In process
Singapore	74 million	71,5 million	2006 (DEPA 2020)
Thailand	647 million	359 million	2015 (services included)
Vietnam	679 million	241 million	2014

Source: Indonesian Embassy in Chile, TradeMap.

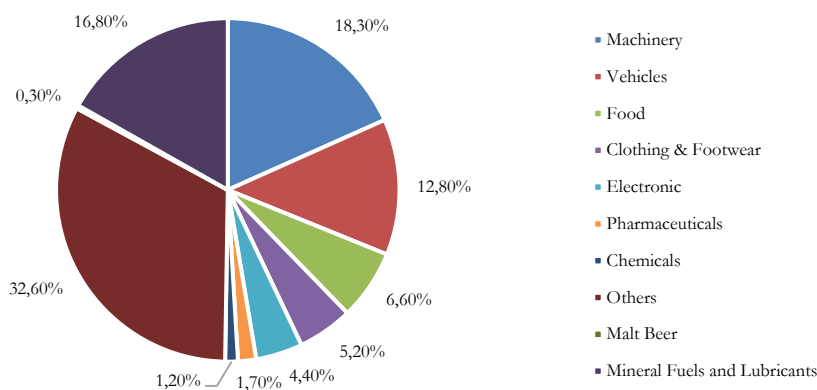
Graph 1: Chile's export markets (2019)



Source: Trade Map.

Regarding its market diversification strategy, ASEAN, India, the Eurasian Economic Union, the Middle East, and North Africa (MENA) and the Pacific Alliance are the strategic markets that Chile is paying attention to. In 2019, according to TradeMap statistics, the main Chilean import sources were: USA (USD 12,647 millions); China (USD 14,642 millions); Brazil (USD 4,555 millions); Argentina (USD 3,566 millions); Germany (USD 2,694 millions); Japan (USD 2,015 millions); Mexico (USD 1,943 millions); Spain (USD 1,633 millions); Vietnam (USD 679 millions); and Thailand (USD 647 millions). In graph 2, according to data obtained from the Chilean Customs, the main imported products by sector can be seen.

Graph 2: Chile's main imports by sector (2019)



Source: Trade Map.

Beyond contacts at the government level -including the National Bilateral Councils-, interaction and association between private parties is also necessary, for example, through the Chambers of Commerce and the sector. In this direction, Chile has been signing cooperation agreements with the Chambers of Commerce and Industry of Japan, Korea, Thailand, and China, among others. Furthermore, the presence of Chilean investors in Asian markets is important, as this allows them to

have greater knowledge by being closer to consumers, and thus help to adapt supply to demand, in addition to building on learning how to do business in Asia.

Beyond all this, Chile has not yet diversified its export basket and has not added value to it. In other words; it has become primary-sector-oriented and had a rentier vision of international trade. Following Amar & García Díaz's (2019), in the long term, export diversification is essential to mitigate the risks associated with external volatility given that, if sales abroad are excessively concentrated in a few destinations, their dynamics will be tied down the economic performance of these markets. Likewise, an export basket limited to few productive chains will make the external front more vulnerable to sudden movements in the terms of trade.

According to CEPAL, Chile's export structure is more vulnerable than Argentina. On the destination side, despite the dense fabric of trade agreements signed by Chile, half of its international shipments go to its four main partners: China, the United States, Korea, and Japan. Meanwhile, its eight main buyers absorb more than 70% of the tariff items.

The Indonesia-Chile bilateral trade

According to Sabaruddin and Nugrahaningsih (2013), although with certain fluctuations, bilateral trade relations have been substitutes during the 90s; Instead, particularly since the beginning of the 21st century, the relations have become more complementary, which implies that Indonesia and Chile have different commercial structures; therefore, different characteristics of comparative advantages. Indonesia and Chile have adhered to the IC-CEPA, an agreement applied to merchandise trade that entered into force on August 10th, 2019. Chile eliminated tariffs on 7,669 Indonesian products, while Indonesia did the same with 9,308 Chilean products. In addition, there will be tariff exemptions that will be applied gradually. In addition, the Agreement covers technical aspects such as sanitary and phytosanitary measures, technical barriers to trade, rules of origin, customs procedures, cooperation, and legal issues. Regarding trade in services, negotiations are underway.

For Indonesia, the agreement with Chile is historic as it is the first it has signed with a Latin American country. In the region, Chile represents the third most important trading partner, after Brazil and Argentina. For Chile, Indonesia has been considered key in its insertion in agro-industrial matters within Southeast Asia. To that end, the installation of an Agricultural Attaché in Indonesia was promoted in May 2015, concurrent with the ASEAN countries. In this way, the agricultural office can facilitate trade and contribute to the expansion and identification of new business opportunities in the sector (Oficina de Estudios y Políticas Agrarias, 2015).

The evolution of exports from Chile to Indonesia during 2015-2019 is presented in Annex 5. Clearly, there is an oscillating trend of exports, with one-year growth, followed by three years of decrease, and so on. The main products that Chile sells are copper, other minerals, wood and cellulose products, fruits, and other edible products, including fish products.

Regarding sales from Indonesia to Chile, Annex 6 presents a detail description of this flow, which have declined since 2017. With the IC-CEPA in force, it is expected that this tendency may soon be reversed. The main Indonesian products that enter the Chilean market are footwear, vehicle and machinery parts, electrical materials, clothing items, edible oils, among others.

In Table 8, the values of the trade balance for the last 5 years indicate that Chile has a trade deficit with Indonesia, which is having a decreasing behavior that suggests that a Chilean trade surplus could

be seen in the next years. It will be necessary to see what happens with the IC-CEPA and its results for exports and imports between both countries.

**Table 8: Trade balance between Chile and Indonesia
Period 2015-2019. Values expressed in thousands of USD.**

2015	2016	2017	2018	2019
-16458	-89343	-100028	-97399	-58689

Source: Trade Map.

Chile's imports from Indonesia are 0.19% of overall Chilean imports. Furthermore, there is a large gap between the values of Chile's imports from Indonesia with other main countries of origin of Chile's imports. Also, it is necessary to highlight that the value of Chile's imports from Vietnam and Thailand is more than almost six times the value of imports from Indonesia. It follows that there should be product diversification and innovative product approaches to increase Indonesia's market share in Chile.

As used to measure the potential of bilateral trade relations between Argentina and Indonesia, the trade intensity index will also be used to analyze the behavior between Chile and Indonesia; thus, it is possible to determine whether the value of trade between two countries it is higher or lower than might be expected based on its importance in world trade. Again, it is mentioned that the index is defined as the part of a country's exports going to a partner divided by the share of world exports going to that partner. If the index returns a number greater (less) than one, this means a greater (less) bilateral trade flow than expected, given the importance of the partner country in world trade.

In the case of Chile, for the period 2015-2019, exports from Chile to Indonesia have been USD 535,046,000, while world exports to the Asian country have totaled USD 794,711,486,000; On the other hand, Chilean exports to the world have accounted for USD 330,213,053,000, while world exports were USD 87,915,465,408,000, so the index would be as follows:

$$T_{ij} = (535,046,000/330,213,053,000) / (794,711,486,000/87,915,465,408,000)$$

$$T_{ij} = 0.0016203054214214 / 0.0090394958647137$$

$$T_{ij} = 0.1792473214957014$$

As a result, this indicates that the bilateral trade flow between Chile and Indonesia is lower than expected, given the importance of the partner country in world trade. Notwithstanding, because of the 0% tariff within the IC-CEPA, many products will have a high possibility of being marketed:

On the Indonesian side:

- Agricultural products: palm oil and its derivatives, tea, coffee, banana, broccoli. Also, spices, copra, coconut charcoal, tropical fruits, and vegetables;
- Fishing products: tuna, lobster, shrimp, crab, jellyfish. Also, eel, catfish, oyster, snail, shark fin, caviar, octopus;
- Manufactured products: footwear, tires, textiles, jewelry, military equipment. Also, balls, automotive, paper products, furniture, food - beverages, batteries, soap, candles, leather bags.

On the Chilean side:

- Agricultural and fishing products: apricots, apples, grapes, cuttlefish, seashells. Also, strawberries, blueberries, raspberries, jellyfish, oysters, shrimp, tuna, abalone scallops, sea cucumbers;
- Industrial products: wood, chemicals, paper, transport vehicles, fruit juices;

- Mining products: copper, oil, coal gas, precious metals, aluminum. Also, copper ore, manganese ore, nickel ore, cobalt ore, aluminum ore, zinc ore, tin ore.

According to the Indonesia Eximbank (2020), the potential opportunities to export to Chile are based on the following items: ferrous metal products, electronic equipment (such as data storage units, hard drives and data processing machines), lentils, electrical products (such as microwaves, sewing machines, vacuum cleaners), fertilizers and animal feed products, synthetic fabric for shops. In addition, other products that could be exported to Chile include vehicles, vegetable oil, plastic and synthetic rubber, machinery, clothing, chemical material, footwear, electronic equipment, synthetic textile fabrics, natural rubber.

Indonesia has shrimp as one of its most competitive products, according to a study that shows its behavior in the international market in the period 2007-2017 (Mashari, Nurmalina & Suharno, 2019). The competitiveness of Indonesian processed shrimp has an increasing trend, while the competitiveness of Indonesian frozen shrimp has a trend that has tended to decrease over the past 11 years. We must see the possibility of promoting the export of this product in South American markets, taking advantage of the commercial advantages resulting from the agreement with Chile.

Among fruits, Indonesia should further boost pineapple exports. A study shows that, in recent years, the increase in pineapple production in Indonesia during has not been accompanied by an increase in the volume of exports both in fresh and processed form; in fact, there has been a downward trend (Rachma & Kartiasih, 2019). Indonesian pineapples may overtake Thailand, as the world's leading processed pineapple exporter, in several export destination countries, namely Singapore and Argentina. The research argues that increased competitiveness, income, production, and the real exchange rate will accelerate export volume growth, while an increase in pineapple export prices in export destination countries will reduce demand for pineapple exports. On the other hand, it is worth asking: could pineapple be exported to Chile and further processed for export to another country in South America? It should be important to think about this type of business.

Cultural and religious factors to take into account in business with Indonesia

In order to be successful in international business, it is necessary to have a thorough understanding of factors other than strictly commercial factors, as they can represent an obstacle to the realization of a specific plan or action, if it is not analyzed in a timely manner. Political, cultural, religious, social, environmental factors, to name a few.

There are religious and cultural aspects that involve the consumption of products, affecting the possibility of marketing certain goods and services. Taking Indonesia as an example, it cannot be ignored how important the *halal* concept is in that country. *Halal*, taken to the object of consumption, is what is "suitable" or "legal" to be consumed, and can be applied to both products and services, including finance, logistics, banking, tourism, among others. The opposite of *halal* is *haram* ("impure", "illicit"). For Muslims, the issue of consumption and living a *halal* lifestyle is especially important, as it determines the safety of life in the world and beyond. Therefore, in order to ensure that, for example, a product is fit to be consumed by Muslims in Indonesia, the presence of the *Majelis Ulama Indonesia* (MUI) logo is necessary as a body responsible for inspecting and auditing, certifying that a good or service is considered *halal* (Sutarmadi, 2020).

The importance of the Islamic and *halal* economy in Indonesia is remarkable. According to the State of the World Islamic Economy Report 2020/21: Thriving in Uncertainty produced by Dinar

Standard, Indonesia ranks 4th as the world's largest Islamic economy. In the same report, Indonesia is ranked 4th for *halal* food globally, 6th for Islamic finance, 6th for Muslim-friendly travel, 3rd for textile industry, 6th for cosmetics and pharmaceuticals, and 5th in entertainment. This report highlights the growth that Indonesia is experiencing in all sectors, emphasizing the entry into force of Law No. 13/2014 on the guarantee of *halal* products, which requires mandatory *halal* certification for all *halal* products. This has led to significant growth in the food, pharmaceutical and cosmetic sectors, and this growing trend is expected to continue in the coming years.

Regarding the religious factor, the wine market in Indonesia is interesting to address, given that Muslims (who strictly follow Islamic values) do not consume alcoholic beverages. Therefore, if 88% of the population in Indonesia is Muslim, then it is a limited market in number of inhabitants. Currently, it is debating to toughen the laws regarding the production and consumption of alcohol in the Asian country. The project aimed at this hardening has been presented by Islamic-oriented parties, to protect the public from the negative consequences of alcohol consumption. There are those who oppose such a measure, as it would severely affect the beverage industry and the creation of jobs, since in addition to the production and consumption of alcohol, distribution and storage activities would also be involved. Alcohol consumption in the country plays an important role, among others, in the tourism sector - even more so, of non-Muslim foreigners who visit the country. In any case, the project contemplates exceptions regarding the consumption of wine for activities related to traditional rituals, religious ceremonies, tourism, pharmaceutical products and establishments with special permits (The Jakarta Post, 2020).

The productive integration between Argentina and Chile as a way for export to Indonesia: a brief consideration

If one considers that Chile exports through Pacific ports, this is a reason that can be considered when analyzing transit times and freight costs, compared with exports that are made through Atlantic Ocean ports. Furthermore, for certain regional economies in Argentina, it is more convenient to go to Asian markets through Chilean ports and not through the port of Buenos Aires, for example.

A document prepared by the Department of Global Value Chains (DCGV), dependent on the General Directorate of International Economic Relations in the Ministry of Foreign Affairs of Chile (2018), regarding the potential of productive chains between Chile and Argentina, mentions the existence of opportunities for Asian countries such as China, Korea and Japan. The Economic Complementarity Agreement between Chile and Mercosur (ACE N°35) and the Trade Liberalization Agreement between Chile and Argentina that entered into force in May 2019, allows generating positive expectations towards greater trade between both countries. Some products with potential for a productive chain mentioned in the report include products based on cereals, juices (from any fruit or vegetable), plastic adhesives, meats (mainly cuts of sheep, beef, and pork meat offal), oils media and preparations (petroleum), hides and skins, jams, jellies and marmalades, fats and oils (animal and vegetable). Furthermore, products like these are imported by Indonesia.

On the other hand, Amar & García Díaz (2019) analyze the productive integration between Argentina and Chile. The authors maintain that the productive articulations between Argentina and Chile are surprisingly at lower levels since it is a trade between neighboring countries. The report also highlights that the degree of productive integration fell significantly in the period 2005-2015 and maintains that the decline is notorious in the use of Argentine inputs by Chilean productive activities. The report

argues that the most obvious setback was in the oil refining sector, explained by hydrocarbon supply problems.

However, the food industry shows a high productive integration on the Argentine side, according to CEPAL (2018). In other words, it is one of the areas with the greatest potential for development. In this regard, the rules of origin established in the ACE N° 35 between MERCOSUR and Chile determine that a high domestic component and/or from the countries covered are required to enjoy the tariff benefits of the agreement. Other important items for productive integration are paper and cardboard, the chemical complex, electrical materials, machinery, and basic metals.

The revitalization of the link could once again be driven, according to CEPAL (2018), by the recompositing of energy integration based on the new shale gas and shale oil developments in the Vaca Muerta field; not only through the export of hydrocarbons, but also as an engine for suppliers of inputs, capital goods and associated services.

Conclusion

At a general level, Chile shows a better position than Argentina in the absolute magnitude of per capita exports, which makes it less externally vulnerable. On the other hand, Argentina's exportable offer is more varied than Chile's, both in terms of products and destinations.

With respect to Indonesia, the commercial volume between Argentina and Indonesia is greater than that presented between Chile and Indonesia. Both South American countries have an export matrix oriented to natural resources and manufactures of agricultural origin (especially in Argentina), while from Chile there is a greater presence of mining products. For its part, Indonesia exports the same products to both countries, from footwear, rubber, to textiles, furniture, parts of machinery and vehicles, to some food products such as canned fruits. Product of the IC-CEPA signed and entered into force last year, it will be necessary to see what the commercial exchange values will be in the coming years, in addition to the type of product that will be exchanged. This will lead to an updating of this research work.

Given that Argentina has not yet presented a trade agreement with Indonesia, while Chile does, one should at least wonder about the feasibility of carrying out productive chains between Argentina and Chile to jointly address the tariff preferences that the trans-Andean country has. This stems from the fact that, in general, Argentine products that enter Indonesia must pay higher import duties, compared to the entry of Chilean products. Furthermore, the prospects for Argentina to move forward with a trade agreement with Indonesia are uncertain in the short and medium term. Then, the businessman who is in Argentina can understand Chile as a connection point with Indonesia, with greater economic results in terms of competitiveness.

Addressing a commercial project jointly considering Argentina and Chile to finally export to Indonesia from the latter South American country, would increase the volume of exports from both countries and strengthen existing commercial relations between entrepreneurs. In short, it would not be about selling products from one country to another, but about jointly addressing the Indonesian market. In this sense, reports where the implications and opportunities for productive chains in both countries that represent potential exports to Indonesia can be jointly analyzed, would be necessary through the joint work of the public and private sectors, businessmen and academics alike.

Argentina could learn from Chile and its active and aggressive foreign trade policy, to achieve greater penetration in foreign markets with its products. Furthermore, Argentina should understand, taking the example of Chile, that the most attractive and dynamic markets for international business are in Asia Pacific, hence Chile has signed a series of trade agreements with countries in that region. For its part, Chile could understand Argentina and its quest to diversify the export basket of manufactured agri-food products, and not be trapped solely in the export of mineral products. Both countries can learn from the trade strategy of their respective neighbor; but, more notably, how to tackle trade integration and business strategy problems together. If they strengthen the bilateral link, this can be a way to generate mutual complementarities that contribute to improving the aggregate performance of the exports of each of these countries.

Finally, a factor that can play against the advances in the bilateral economic-trade relationship is the fact that Latin Americans tend to interpret Asia and Asia as the unknown, curious, perplexed, among other characteristics. Therefore, it is essential to continue working on cultures, languages, and all those possible barriers that prevent a rapid and deep approach with that part of the world. Here, academics and researchers must play a fundamental role for the dissemination of knowledge.

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Annex 1. Imports of Indonesia from Argentina vs from Chile (values expressed in thousands of USD) Period 2015-2019

Product Code	Product Label	Indonesia's imports from Argentina					Indonesia's imports from Chile				
		2015	2016	2017	2018	2019	2015	2016	2017	2018	2019
TOTAL	All products	1298350	1373636	1157670	1441578	1818251	173848	83339	119896	115105	149101
1	Live animals	11	198	6	0	19	0	0	0	0	0
3	Fish and crustaceans, mollusks and other aquatic invertebrates	1748	2517	5665	4175	14283	3222	2648	6621	5922	9346
4	Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere ...	21483	11082	13939	21422	24299	0	0	0	0	0
6	Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage	0	0	0	0	0	228	409	314	400	759
7	Edible vegetables and certain roots and tubers	225	0	615	668	58	0	0	0	0	5
8	Edible fruit and nuts; peel of citrus fruit or melons	4030	9046	7170	5407	13436	8679	11362	20578	20382	29049
9	Coffee, tea, mate and spices	1862	2441	78	781	673	0	0	0	0	0
10	Cereals	371690	303056	63568	214143	669464	0	0	1	0	0
11	Products of the milling industry; malt; starches; inulin; wheat gluten	1691	1844	11	1031	501	4	17	263	1588	1000
12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal ...	1402	2197	2132	0	505	0	3	9	1149	835
13	Lac; gums, resins and other vegetable saps and extracts	0	12	0	0	0	33	2	33	0	70
14	Vegetable plaiting materials; vegetable products not elsewhere specified or included	0	0	0	0	0	0	0	33	0	0
15	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal ...	6	1	1	1	39	4586	5402	8439	9700	8974
16	Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates	0	0	0	0	0	0	0	172	0	65
17	Sugars and sugar confectionery	0	50191	0	0	0	0	0	0	0	0
20	Preparations of vegetables, fruit, nuts or other parts of plants	122	29	0	299	122	1	6	350	1148	14
21	Miscellaneous edible preparations	19	26	8	94	28	1075	1455	878	1146	706
22	Beverages, spirits and vinegar	16	125	313	571	953	60	477	876	1386	2104
23	Residues and waste from the food industries; prepared animal fodder	825802	935095	1016414	1105018	1024191	4664	11451	3841	3639	1117
24	Tobacco and manufactured tobacco substitutes	2263	1663	2798	3731	3517	0	0	0	0	3
25	Salt; sulphur; earths and stone; plastering materials, lime and cement	690	685	190	694	1102	1	0	0	0	0
26	Ores, slag and ash	0	0	0	0	0	16512	0	44050	12264	22283
27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral ...	0	3990	0	0	11321	0	0	0	0	0
28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals	45	668	1249	105	302	269	3363	4461	4538	4216
29	Organic chemicals	20688	17657	2537	1261	4262	0	1	69	39	34
30	Pharmaceutical products	9366	4987	4780	3634	4636	0	0	0	0	0
31	Fertilizers	0	0	0	0	0	3747	4753	4758	2845	1314

32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other coloring	173	152	295	247	241	0	0	0	3	11
33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	3	8	39	11	22	0	0	0	47	11
34	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial ...	413	456	456	494	522	0	0	0	0	59
35	Albuminoidal substances; modified starches; glues; enzymes	3612	2599	3253	2260	3100	1	0	2	0	0
38	Miscellaneous chemical products	24	196	154	369	878	155	151	282	70	220
39	Plastics and articles thereof	174	64	37	20	1	274	831	331	448	428
40	Rubber and articles thereof	183	47	13	35	207	0	2	3	582	1
41	Raw hides and skins (other than furskins) and leather	3593	2616	2358	2445	1719	0	0	0	0	52
42	Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles	0	0	0	0	2	0	0	0	0	0
43	Furskins and artificial fur; manufactures thereof	27	13	42	12	50	0	0	0	0	0
44	Wood and articles of wood; wood charcoal	335	249	346	253	186	2224	1892	1552	2564	4690
47	Pulp of wood or of other fibrous cellulosic material; recovered (waste and scrap) paper or ...	0	0	0	0	0	19151	12631	9960	13650	15326
48	Paper and paperboard; articles of paper pulp, of paper or of paperboard	0	0	0	0	0	0	0	0	0	28
49	Printed books, newspapers, pictures and other products of the printing industry; manuscripts,	0	0	0	1	0	0	0	5	2	1
51	Wool, fine or coarse animal hair; horsehair yarn and woven fabric	0	0	0	0	0	1	5	0	0	0
52	Cotton	20239	17306	24833	43906	30568	0	0	0	0	0
55	Man-made staple fibers	1342	0	152	0	63	0	0	0	0	0
56	Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	0	0	0	0	0	57	59	0	0	0
59	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable ...	0	0	0	0	0	0	0	0	4	0
60	Knitted or crocheted fabrics	0	1	0	0	0	0	0	0	0	0
61	Articles of apparel and clothing accessories, knitted or crocheted	0	0	2	1	0	0	0	1	0	1
62	Articles of apparel and clothing accessories, not knitted or crocheted	0	0	1	3	0	0	0	0	7	0
63	Other made-up textile articles; sets; worn clothing and worn textile articles; rags	0	0	0	0	5	0	3	0	50	0
64	Footwear, gaiters and the like; parts of such articles	91	0	26	0	2	0	0	1	0	0
67	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles	0	0	0	2	0	0	0	0	0	0
68	Articles of stone, plaster, cement, asbestos, mica or similar materials	0	0	0	7	0	0	0	0	2	8
69	Ceramic products	0	5	0	0	0	0	0	0	0	0
70	Glass and glassware	0	0	0	0	0	0	114	69	94	0
72	Iron and steel	451	44	1	40	138	8755	3784	4810	8026	12343
73	Articles of iron or steel	199	215	56	22389	2939	421	402	609	1449	543
74	Copper and articles thereof	3	0	1	1	0	99022	21283	5792	14233	32840
75	Nickel and articles thereof	0	1	0	0	0	0	0	0	0	0
76	Aluminum and articles thereof	1536	0	0	329	0	65	107	0	0	0

78	Lead and articles thereof	0	1	0	0	0	0	0	0	0	0
81	Other base metals; cermets; articles thereof	0	0	0	4	0	0	0	0	0	0
82	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	17	16	63	38	119	2	0	3	4	15
83	Miscellaneous articles of base metal	0	11	0	4	5	0	0	0	8	0
84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	2288	1532	2673	4603	2301	630	624	674	291	620
85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	31	234	683	220	12	2	81	58	18	6
87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	104	25	450	260	357	2	7	0	6224	0
88	Aircraft, spacecraft, and parts thereof	0	0	3	0	0	0	0	0	0	0
89	Ships, boats and floating structures	0	0	0	0	0	0	0	0	1170	0
90	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical ...	351	336	236	582	812	2	12	0	4	1
91	Clocks and watches and parts thereof	1	0	0	0	4	0	0	0	0	0
92	Musical instruments; parts and accessories of such articles	0	0	0	0	0	0	0	0	7	0
93	Arms and ammunition; parts and accessories thereof	0	0	0	0	12	0	0	0	0	0
95	Toys, games and sports requisites; parts and accessories thereof	0	0	2	5	1	0	0	0	0	0
96	Miscellaneous manufactured articles	0	0	20	0	268	0	0	0	0	0
97	Works of art, collectors' pieces and antiques	1	0	0	0	0	0	0	0	0	0

Note: those chapters where Argentina and Chile have not exported to Indonesia are not mentioned.

Source: Trade Map.

Annex 2. Exports from Indonesia to Argentina vs Chile (values expressed in thousands of USD) Period 2015-2019

Product Code	Product Label	Indonesia's exports to Argentina					Indonesia's exports to Chile				
		2015	2016	2017	2018	2019	2015	2016	2017	2018	2019
TOTAL	All products	237064	219554	266442	238283	201463	147350	143813	158481	158974	126100
01	Live animals	0	22	0	0	0	0	0	0	0	0
03	Fish and crustaceans, mollusks and other aquatic invertebrates	7	9	13	7	5	102	0	0	0	3
04	Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere ...	0	0	0	0	0	0	0	3	0	0
05	Products of animal origin, not elsewhere specified or included	0	0	0	0	0	0	0	1	1	0
06	Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage	1	0	0	0	0	0	0	68	77	94
08	Edible fruit and nuts; peel of citrus fruit or melons	2378	3179	2577	1883	935	680	849	1098	1383	627
09	Coffee, tea, mate and spices	1853	1363	1675	616	1043	816	1206	1064	832	712
12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal ...	881	539	109	0	205	9544	4719	6131	6504	8488
13	Lac; gums, resins and other vegetable saps and extracts	418	244	282	301	1165	361	0	0	117	1434
14	Vegetable plaiting materials; vegetable products not elsewhere specified or included	5	9	13	35	38	1	1	4	0	0
15	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal ...	6896	5495	5123	2059	2410	4376	4933	2254	1852	2110
16	Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates	0	0	0	0	0	0	0	187	0	0
17	Sugars and sugar confectionery	149	96	154	91	297	5	2	21	123	41
18	Cocoa and cocoa preparations	1122	559	0	119	0	63	69	31	429	41
19	Preparations of cereals, flour, starch or milk; pastry cooks' products	0	0	0	100	18	389	468	698	610	631
20	Preparations of vegetables, fruit, nuts or other parts of plants	7032	6326	6399	5967	3907	961	353	426	194	406
21	Miscellaneous edible preparations	2	24	4	2	3	2	6	17	17	16
22	Beverages, spirits and vinegar	0	0	0	0	0	0	3	19	13	12
23	Residues and waste from the food industries; prepared animal fodder	0	0	0	0	0	0	0	0	58	0
24	Tobacco and manufactured tobacco substitutes	29	14	89	22	7	0	0	175	0	0
25	Salt; sulphur; earths and stone; plastering materials, lime and cement	0	0	0	0	0	0	0	1341	2	2
26	Ores, slag and ash	0	0	0	1	0	0	0	0	0	0
28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, ...	0	0	0	0	16	0	0	2	0	149
29	Organic chemicals	1896	1939	1514	4484	1085	1155	355	750	2336	1684
30	Pharmaceutical products	49	278	26	17	222	0	5	0	0	0
31	Fertilizers	0	0	0	0	0	95	75	78	8466	79
32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other coloring ...	494	367	192	57	160	37	44	78	167	22
33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	366	100	390	334	313	57	53	117	184	377

34	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial ...	208	1542	93	24	0	4446	5787	6921	9350	4032
35	Albuminoidal substances; modified starches; glues; enzymes	0	0	0	0	0	0	0	2	0	0
36	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	0	0	0	0	0	71	23	24	0	0
37	Photographic or cinematographic goods	1	0	0	0	0	0	0	0	0	0
38	Miscellaneous chemical products	6847	6547	5587	4939	5023	102	279	279	618	291
39	Plastics and articles thereof	8687	2596	3918	2572	2332	3479	2160	2432	2805	2045
40	Rubber and articles thereof	45470	38538	50276	37920	38702	4854	6108	1925	2927	2536
42	Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles ...	620	525	1009	1077	1051	925	1428	1938	1575	1550
44	Wood and articles of wood; wood charcoal	596	594	528	596	299	717	882	1367	909	603
47	Pulp of wood or of other fibrous cellulosic material; recovered (waste and scrap) paper or ...	0	0	0	449	0	0	0	0	0	0
48	Paper and paperboard; articles of paper pulp, of paper or of paperboard	9026	2982	1301	547	861	5923	4349	2921	4722	7853
49	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, ...	21	26	0	0	688	16	1	1	1	2
52	Cotton	3830	1082	3048	2258	532	526	723	1515	1145	1977
54	Man-made filaments; strip and the like of man-made textile materials	10051	9535	6194	6165	7715	1465	1397	1581	1524	718
55	Man-made staple fibers	26552	25783	22838	16389	16948	6584	6093	4110	2861	1356
56	Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	142	9	1	0	2	158	502	398	393	48
57	Carpets and other textile floor coverings	0	0	17	4	0	32	0	34	41	82
58	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	0	0	0	17	3	103	209	115	175	115
59	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable ...	41	3	41	60	12	0	0	0	0	6
60	Knitted or crocheted fabrics	0	0	5	7	0	52	33	0	22	0
61	Articles of apparel and clothing accessories, knitted or crocheted	2409	3634	4356	4446	2197	9038	10124	10270	10277	7053
62	Articles of apparel and clothing accessories, not knitted or crocheted	4868	4421	3669	3759	1557	6542	6278	7013	7877	8426
63	Other made-up textile articles; sets; worn clothing and worn textile articles; rags	0	20	23	17	190	66	10	148	34	90
64	Footwear, gaiters and the like; parts of such articles	38704	42123	61177	51823	47603	39999	45587	51838	40428	26392
65	Headgear and parts thereof	2	25	133	183	77	78	55	86	93	38
66	Umbrellas, sun umbrellas, walking sticks, seat-sticks, whips, riding-crops and parts thereof	2	0	2	1	0	1	1	7	2	2
67	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles ...	129	227	128	167	60	7	28	0	48	145
68	Articles of stone, plaster, cement, asbestos, mica or similar materials	9	39	27	85	283	708	47	45	47	28
69	Ceramic products	724	868	1905	1380	500	1043	737	460	625	445
70	Glass and glassware	265	439	468	551	376	1175	708	830	582	588

71	Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad ...	15	8	6	9	4	43	32	356	60	12
72	Iron and steel	0	0	0	0	0	0	0	0	51	0
73	Articles of iron or steel	820	622	1450	1857	2818	197	73	182	168	59
74	Copper and articles thereof	0	0	0	9	0	1	0	4	0	0
75	Nickel and articles thereof	0	0	0	6	0	0	0	0	0	0
76	Aluminum and articles thereof	9	5	0	6	6	28	0	0	4	0
82	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	2068	7	0	0	3	343	463	158	376	265
83	Miscellaneous articles of base metal	303	165	161	173	143	28	19	14	18	31
84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	19071	16441	26509	31503	25494	12713	13970	13483	12893	12556
85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	12044	11943	10396	12277	14127	12373	8466	9370	8843	6607
86	Railway or tramway locomotives, rolling stock and parts thereof; railway or tramway track fixtures ...	0	0	0	0	0	0	0	101	0	0
87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	16352	23699	36989	35864	15739	5175	5742	14636	13212	12502
88	Aircraft, spacecraft, and parts thereof	0	0	0	1	0	0	0	0	0	0
89	Ships, boats and floating structures	0	0	0	0	0	0	0	13	0	0
90	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical ...	1007	141	431	1777	1826	2065	2061	1578	2019	2067
92	Musical instruments; parts and accessories of such articles	1071	1516	1759	958	536	985	957	1342	1945	1209
94	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; ...	574	987	1165	756	649	3337	2884	2740	3402	3663
95	Toys, games and sports requisites; parts and accessories thereof	497	834	865	640	403	2427	1746	2901	2566	2619
96	Miscellaneous manufactured articles	373	980	1295	839	717	654	496	594	809	928
97	Works of art, collectors' pieces and antiques	6	2	3	2	2	16	8	9	13	11
99	Commodities not elsewhere specified	2	17	14	8	32	14	61	27	36	81

Note: those chapters where Indonesia has not exported to Argentina or Chile are not mentioned.

Source: Trade Map.

Annex 3 . Exports from Argentina to Indonesia (values expressed in thousands of USD) Period 2015-2019.

Product code	Product label	Argentina's exports to Indonesia				
		2015	2016	2017	2018	2019
'TOTAL	All products	1079289	1243438	1073249	1220882	1579219
'96	Miscellaneous manufactured articles	0	0	19	0	0
'04	Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere ...	19386	9156	13240	0	0
'07	Edible vegetables and certain roots and tubers	173	0	245	689	0
'01	Live animals	7	115	1	0	0
'11	Products of the milling industry; malt; starches; inulin; wheat gluten	2209	670	321	0	0
'12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal ...	1364	490	20	0	0
'15	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal ...	0	0	29	0	0
'17	Sugars and sugar confectionery	0	41041	0	0	0
'20	Preparations of vegetables, fruit, nuts or other parts of plants	90	117	0	0	0
'21	Miscellaneous edible preparations	29	13	7	0	0
'32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other coloring ...	86	175	192	0	0
'33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	0	2	6	0	0
'34	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial ...	326	403	401	0	0
'38	Miscellaneous chemical products	139	261	312	0	0
'42	Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles	0	6	0	0	0
'44	Wood and articles of wood; wood charcoal	220	184	291	0	0
'48	Paper and paperboard; articles of paper pulp, of paper or of paperboard	6	0	2	0	0
'49	Printed books, newspapers, pictures and other products of the printing industry; manuscripts	1	0	0	0	0
'59	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable ...	0	2	0	0	0
'64	Footwear, gaiters and the like; parts of such articles	91	0	25	0	0
'68	Articles of stone, plaster, cement, asbestos, mica or similar materials	0	0	2	0	0
'70	Glass and glassware	0	0	1	0	0
'72	Iron and steel	292	41	0	0	0
'74	Copper and articles thereof	0	2	1	2	0
'75	Nickel and articles thereof	0	1	46	0	0
'76	Aluminum and articles thereof	0	4	0	0	0
'82	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	33	32	38	0	0
'83	Miscellaneous articles of base metal	0	2	0	0	0
'25	Salt; sulphur; earths and stone; plastering materials, lime and cement	669	588	192	0	0
'27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral ...	0	3109	0	0	0
'28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals,	95	70	53	0	0
'87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	9	0	1	0	0
'85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	48	269	219	0	3
'73	Articles of iron or steel	103	38	2962	56	6

'39	Plastics and articles thereof	4	1	36	2	7
'99	Commodities not elsewhere specified	10	13	7	6	11
'40	Rubber and articles thereof	12	19	32	5	12
'90	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical ...	293	405	147	39	17
'84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	2151	1281	2343	59	205
'09	Coffee, tea, mate and spices	2820	1514	69	981	373
'30	Pharmaceutical products	9594	4565	4748	667	726
'41	Raw hides and skins (other than furskins) and leather	2717	2460	2286	1677	1085
'22	Beverages, spirits and vinegar	154	244	357	542	1105
'24	Tobacco and manufactured tobacco substitutes	1345	991	1026	2783	1932
'29	Organic chemicals	18904	10274	2848	0	4158
'08	Edible fruit and nuts; peel of citrus fruit or melons	2967	6917	4773	2421	5343
'03	Fish and crustaceans, mollusks and other aquatic invertebrates	1235	1326	4557	5161	11025
'52	Cotton	11345	20340	17078	46624	17532
'10	Cereals	302794	302748	65016	224443	572228
'23	Residues and waste from the food industries; prepared animal fodder	697568	833547	949300	934725	963454

Note: those chapters where Argentina has not exported to Indonesia in any of the years of the mentioned period are not mentioned.

Source: Trade Map.

Annex 4. Exports from Indonesia to Argentina (values expressed in thousands of USD) Period 2015-2019 - Source: Trade Map

Product code	Product label	Argentina's imports from Indonesia				
		2015	2016	2017	2018	2019
'TOTAL	All products	314621	275977	345798	345415	292328
'97	Works of art, collectors' pieces and antiques	0	0	2	1	0
'89	Ships, boats and floating structures	0	2095	0	0	0
'05	Products of animal origin, not elsewhere specified or included	18	14	13	15	0
'01	Live animals	0	16	0	0	0
'11	Products of the milling industry; malt; starches; inulin; wheat gluten	12	0	0	0	0
'18	Cocoa and cocoa preparations	961	911	0	107	0
'25	Salt; sulphur; earths and stone; plastering materials, lime and cement	0	4	0	0	0
'27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral ...	0	0	1825	0	0
'35	Albuminoidal substances; modified starches; glues; enzymes	6	0	6	0	0
'36	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	0	34	0	0	0
'43	Furskins and artificial fur; manufactures thereof	7	0	0	0	0
'57	Carpets and other textile floor coverings	36	0	0	0	0
'58	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	50	2	3	0	0
'60	Knitted or crocheted fabrics	49	0	440	424	0
'75	Nickel and articles thereof	0	2	8	4	0
'28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals	0	31	0	0	1
'41	Raw hides and skins (other than furskins) and leather	4	10	1	0	2
'91	Clocks and watches and parts thereof	0	8	4	3	2
'66	Umbrellas, sun umbrellas, walking sticks, seat-sticks, whips, riding-crops and parts thereof	0	58	3	0	3
'74	Copper and articles thereof	0	0	0	1	4
'86	Railway or tramway locomotives, rolling stock and parts thereof; railway or tramway track...	0	0	0	0	5
'56	Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles	29	133	36	38	6
'21	Miscellaneous edible preparations	4	3	6	3	7
'13	Lac; gums, resins and other vegetable saps and extracts	382	121	32	0	9
'99	Commodities not elsewhere specified	13	18	23	22	13
'19	Preparations of cereals, flour, starch or milk; pastrycooks' products	0	34	24	136	25
'82	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	2271	4	17	67	26
'71	Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad ...	23	20	13	33	27
'49	Printed books, newspapers, pictures and other products of the printing industry; manuscripts	11	30	16	12	30
'24	Tobacco and manufactured tobacco substitutes	123	19	103	18	32
'03	Fish and crustaceans, mollusks and other aquatic invertebrates	88	37	34	41	34
'14	Vegetable plaiting materials; vegetable products not elsewhere specified or included	0	17	61	41	76
'46	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	24	34	97	103	80
'83	Miscellaneous articles of base metal	333	114	180	131	85
'72	Iron and steel	80	0	0	0	115
'65	Headgear and parts thereof	2	17	161	283	170

'17	Sugars and sugar confectionery	154	54	131	67	206
'67	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles	386	278	355	338	219
'76	Aluminum and articles thereof	41	60	0	14	221
'34	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial ...	567	1841	342	172	259
'63	Other made-up textile articles; sets; worn clothing and worn textile articles; rags	6	8	19	37	260
'68	Articles of stone, plaster, cement, asbestos, mica or similar materials	13	22	27	75	274
'30	Pharmaceutical products	97	394	54	53	336
'44	Wood and articles of wood; wood charcoal	528	762	536	738	403
'59	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable ...	250	238	516	501	423
'70	Glass and glassware	444	629	611	595	517
'33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	999	547	719	814	562
'95	Toys, games and sports requisites; parts and accessories thereof	959	1337	2013	1195	875
'96	Miscellaneous manufactured articles	794	866	1497	1103	887
'94	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; ...	1122	1219	1656	1507	971
'52	Cotton	3115	2642	990	2916	1004
'09	Coffee, tea, mate and spices	3254	1747	1740	1317	1050
'48	Paper and paperboard; articles of paper pulp, of paper or of paperboard	12397	4055	1853	860	1118
'12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal	1126	909	529	476	1200
'92	Musical instruments; parts and accessories of such articles	3173	3396	3335	3218	1464
'69	Ceramic products	1692	1442	2616	2966	1551
'29	Organic chemicals	2695	1992	1855	5078	1614
'08	Edible fruit and nuts; peel of citrus fruit or melons	3731	3767	3609	2770	1621
'32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other coloring.	2476	2836	2704	2155	1715
'42	Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles	1276	552	1183	1106	1852
'15	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal ...	9610	5460	8470	3968	2993
'73	Articles of iron or steel	1099	2517	4381	3654	3578
'39	Plastics and articles thereof	12053	3697	4384	3026	3895
'62	Articles of apparel and clothing accessories, not knitted or crocheted	6418	6758	5417	4462	3976
'61	Articles of apparel and clothing accessories, knitted or crocheted	2513	3789	5249	6375	4024
'38	Miscellaneous chemical products	7847	7694	7218	5625	4078
'20	Preparations of vegetables, fruit, nuts or other parts of plants	8703	6497	8031	6551	4872
'90	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical	3971	2220	3715	5269	5056
'54	Man-made filaments; strip and the like of man-made textile materials	10863	10594	5805	6507	5957
'55	Man-made staple fibers	31739	33626	24276	22715	16274
'87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	18651	22048	40297	43333	18019
'84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	29824	18525	33827	37658	33818
'40	Rubber and articles thereof	53303	43812	55652	46797	42854
'85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, tV	21649	19443	27867	46313	49452
'64	Footwear, gaiters and the like; parts of such articles	50554	53917	79208	71604	72127

Note: those chapters where Indonesia has not exported to Argentina in any of the years of the mentioned period are not mentioned.

Annex 5. Exports from Chile to Indonesia (values expressed in thousands of USD) Period 2015-2019 – Source: Trade Map

Product code	Product label	Chile's exports to Indonesia				
		2015	2016	2017	2018	2019
'TOTAL	All products	152879	67558	100392	90397	123820
'74	Copper and articles thereof	88034	12799	5193	0	36124
'26	Ores, slag and ash	14535	0	38767	10305	18896
'47	Pulp of wood or of other fibrous cellulosic material; recovered (waste and scrap) paper or ...	18269	11847	9010	15033	13371
'08	Edible fruit and nuts; peel of citrus fruit or melons	5786	7345	13362	10740	12527
'15	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal ...	4117	5633	7161	9405	8534
'03	Fish and crustaceans, mollusks and other aquatic invertebrates	2476	3084	6294	5152	8363
'72	Iron and steel	2605	2409	3205	6875	6679
'44	Wood and articles of wood; wood charcoal	2119	1814	1518	2470	5132
'28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals,	855	1150	3669	4662	3212
'73	Articles of iron or steel	2207	1440	1531	2733	3131
'22	Beverages, spirits and vinegar	2583	1473	961	1190	1827
'23	Residues and waste from the food industries; prepared animal fodder	3657	11769	3347	3405	1487
'31	Fertilizers	3340	2630	3767	2196	1076
'21	Miscellaneous edible preparations	809	757	799	1747	990
'14	Vegetable plaiting materials; vegetable products not elsewhere specified or included	214	508	413	401	572
'12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal ...	0	1	5	644	547
'11	Products of the milling industry; malt; starches; inulin; wheat gluten	3	7	2	62	406
'39	Plastics and articles thereof	293	1150	160	414	359
'90	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical ...	0	2	0	4	93
'38	Miscellaneous chemical products	126	108	182	236	76
'84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	99	790	188	286	74
'13	Lac; gums, resins and other vegetable saps and extracts	0	47	55	69	71
'16	Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates	84	40	115	151	64
'20	Preparations of vegetables, fruit, nuts or other parts of plants	252	415	417	346	51
'06	Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage	29	9	0	107	47
'41	Raw hides and skins (other than furskins) and leather	0	0	0	0	37
'81	Other base metals; cermets; articles thereof	31	0	79	171	33
'99	Commodities not elsewhere specified	61	0	17	65	26
'32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other coloring ...	6	0	0	0	7
'82	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	0	0	0	24	3
'85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	43	108	87	0	2
'87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	0	6	0	9004	0
'89	Ships, boats and floating structures	0	0	0	2411	0
'76	Aluminum and articles thereof	34	79	0	0	0
'56	Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	188	0	0	0	0

'70	Glass and glassware	0	109	81	83	0
'33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	19	0	0	0	0
'34	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial ...	0	25	0	0	0
'29	Organic chemicals	0	0	2	0	0
'91	Clocks and watches and parts thereof	0	4	0	0	0
'94	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; ...	5	0	0	0	0
'95	Toys, games and sports requisites; parts and accessories thereof	0	0	0	4	0
'96	Miscellaneous manufactured articles	0	0	4	0	0

Note: those chapters where Chile has not exported to Indonesia in any of the years of the mentioned period are not mentioned.

Annex 6. Exports from Indonesia to Chile (values expressed in thousands of USD) Period 2015-2019 - Source: Trade Map

Product code	Product label	Chile's imports from Indonesia				
		2015	2016	2017	2018	2019
"TOTAL	All products	169337	156901	200420	187796	182509
'64	Footwear, gaiters and the like; parts of such articles	43077	51811	81078	61331	51154
'87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	6112	8018	17319	16893	15591
'84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	18981	13571	13741	11166	15462
'85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	13263	10581	11454	9767	12204
'62	Articles of apparel and clothing accessories, not knitted or crocheted	9973	8751	9186	10949	11570
'12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal ...	11016	5300	6504	6779	10653
'61	Articles of apparel and clothing accessories, knitted or crocheted	9211	9837	12136	13010	10349
'48	Paper and paperboard; articles of paper pulp, of paper or of paperboard	5897	3648	2588	2753	9519
'94	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; ...	4114	3534	3418	3883	4581
'90	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical ...	5526	4269	3303	3179	3848
'95	Toys, games and sports requisites; parts and accessories thereof	3812	2591	3812	4929	3810
'34	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial ...	277	161	173	1284	3582
'55	Man-made staple fibers	8307	7861	5954	5043	3551
'42	Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles	1767	2054	2585	2207	2864
'40	Rubber and articles thereof	3275	4836	2597	1542	2664
'29	Organic chemicals	1278	415	576	3773	2417
'39	Plastics and articles thereof	1769	1557	1421	1554	1779
'15	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal ...	5158	4896	2847	2454	1737
'32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other coloring ...	2150	1037	2568	2217	1702
'96	Miscellaneous manufactured articles	1012	649	769	1090	1518
'92	Musical instruments; parts and accessories of such articles	871	774	1383	1141	1517
'09	Coffee, tea, mate and spices	1208	1852	1663	1252	939
'13	Lac; gums, resins and other vegetable saps and extracts	405	120	4	5	887
'19	Preparations of cereals, flour, starch or milk; pastrycooks' products	584	653	684	892	788
'56	Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	411	1050	1430	1458	765
'08	Edible fruit and nuts; peel of citrus fruit or melons	507	550	895	1109	720
'44	Wood and articles of wood; wood charcoal	719	585	471	565	617
'69	Ceramic products	1232	943	681	732	571
'54	Man-made filaments; strip and the like of man-made textile materials	899	584	754	492	516
'70	Glass and glassware	926	470	656	303	486
'20	Preparations of vegetables, fruit, nuts or other parts of plants	1082	352	281	283	457
'38	Miscellaneous chemical products	163	159	295	523	391
'82	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	469	449	379	482	379
'52	Cotton	324	284	431	403	371
'33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	54	60	349	150	317
'23	Residues and waste from the food industries; prepared animal fodder	0	5	0	3	312

'65	Headgear and parts thereof	128	172	190	141	239
'63	Other made-up textile articles; sets; worn clothing and worn textile articles; rags	42	21	166	173	220
'71	Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad ...	191	126	217	259	206
'31	Fertilisers	158	114	143	9653	155
'73	Articles of iron or steel	1305	737	787	326	132
'58	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	116	103	166	91	117
'59	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable ...	242	266	301	578	117
'17	Sugars and sugar confectionery	4	0	21	84	100
'67	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles	29	36	52	81	99
'06	Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage	0	3	69	78	96
'18	Cocoa and cocoa preparations	24	425	119	421	79
'46	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	114	131	60	24	57
'68	Articles of stone, plaster, cement, asbestos, mica or similar materials	82	62	49	47	44
'30	Pharmaceutical products	37	141	246	47	43
'83	Miscellaneous articles of base metal	29	14	26	30	39
'91	Clocks and watches and parts thereof	104	53	70	52	36
'35	Albuminoidal substances; modified starches; glues; enzymes	0	3	4	6	28
'28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals,	0	0	0	0	21
'86	Railway or tramway locomotives, rolling stock and parts thereof; railway or tramway track fixtures	5	14	13	3	15
'05	Products of animal origin, not elsewhere specified or included	14	10	15	7	13
'49	Printed books, newspapers, pictures and other products of the printing industry; manuscripts	12	10	12	19	12
'66	Umbrellas, sun umbrellas, walking sticks, seat-sticks, whips, riding-crops and parts thereof	5	5	4	5	9
'27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral ...	0	48	96	0	9
'74	Copper and articles thereof	2	12	2	0	9
'57	Carpets and other textile floor coverings	0	1	0	0	6
'97	Works of art, collectors' pieces and antiques	9	12	11	9	5
'60	Knitted or crocheted fabrics	123	65	6	0	4
'21	Miscellaneous edible preparations	9	2	10	1	3
'07	Edible vegetables and certain roots and tubers	0	0	0	0	2
'88	Aircraft, spacecraft, and parts thereof	0	0	0	0	2
'16	Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates	8	0	217	0	1
'14	Vegetable plaiting materials; vegetable products not elsewhere specified or included	0	1	1	2	1
'10	Cereals	0	0	1	0	0
'11	Products of the milling industry; malt; starches; inulin; wheat gluten	0	1	2	2	0
'01	Live animals	8	0	0	0	0
'03	Fish and crustaceans, mollusks and other aquatic invertebrates	157	37	4	0	0
'22	Beverages, spirits and vinegar	0	0	13	0	0
'25	Salt; sulphur; earths and stone; plastering materials, lime and cement	0	0	2284	3	0
'72	Iron and steel	0	0	92	43	0
'43	Furskins and artificial fur; manufactures thereof	0	0	0	1	0
'89	Ships, boats and floating structures	1	0	13	0	0

'76	Aluminum and articles thereof	6	9	15	14	0
'80	Tin and articles thereof	486	0	534	0	0
'81	Other base metals; cermetes; articles thereof	54	0	0	0	0
'99	Commodities not elsewhere specified	0	0	3	0	0

Note: those chapters where Indonesia has not exported to Chile in any of the years of the mentioned period are not mentioned.



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