

*Hand in Hand
with the Archipelago*

——Guide to Investment in Indonesia

携手千岛之国
——印度尼西亚投资指南

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序

自 2005 年中国和印度尼西亚建立战略伙伴关系以来，两国间的关系发展迅速。这不仅为两国人民带来福祉，也为推动亚太地区稳定和发展发挥了重要作用。

印度尼西亚的自然资源较为丰富，经济发展潜力较大，已成为中国在亚洲投资最多的国家之一。中国政府支持和鼓励国内企业加强与印尼企业的投资合作，利用两国经济结构的互补性，在平等互利的基础上，实现共赢。胡锦涛主席曾提出要加强两国经贸合作，促进双边贸易增长，鼓励有实力的企业增加对印尼投资，推动两国企业开展投资合作，提升相关产业竞争力。印尼总统苏西洛也多次强调要进一步加强双方经贸特别是在基础设施、农业等领域的合作。

目前，中国已是印尼第二大贸易伙伴、第一大进口来源地和第二大出口市场。21 世纪头 10 年，两国贸易额年均增长 22.8%，2010 年达到 427.5 亿美元，远远超过了两国领导人提出的 300 亿美元目标。截至 2010 年底，在印尼投资办厂的中国企业超过 1 000 家，各类投资累计超过 60 亿美元，纳税超过 10 亿美元，为印尼创造了 3 万多个就业岗位。与此同时，印尼企业在中国的累计投资金额也突破了 20 亿美元。

为加强合作，推动重大合作项目进展，中国政府鼓励金融机构为在印尼的建设项目提供融资支持和便利。中国工商银行愿意为双方搭建经济、金融和文化交流的桥梁。

本着为中国企业赴印尼投资提供参考依据的目的，我们组织编写了《携手千岛之国——印度尼西亚投资指南》一书。该书内容包括了印尼钢铁、水泥、煤炭、棕榈油、重型设备、铁矿石、镍、氧化铝、交通运输、化工、能源、基础设施等 12 个行业的情况介绍，以及印尼《公司法》、《投资法》和税收法规等相关法律法规，较为全面地介绍了印尼投资环境，各行

业市场现状、发展前景和投资价值。该书将宏观与微观相结合，采集了大量数据进行分析，具有较高的参考价值，是中国企业赴印尼投资的实用指南。

该书是工商银行深入印尼市场开展调研，并进行实例分析的成果体现。我们希望此书的出版能够对中国企业赴印尼投资提供有益的参考，对深化双方合作，共创友好双赢起到积极的推动作用。



二〇一一年六月

Preface

Ever since the establishment of strategic partnership between China and Indonesia in 2005, the relationship between the two countries has developed rapidly. This ever closer cooperation has brought felicity to the people of the two countries and plays a vital role in promoting the stability and development in Asia Pacific Region.

Indonesia, with her abundant natural resources endowment and substantial market growth potential, has become one of the most attractive regions in Asia to host Chinese enterprises' investment. The Chinese government supports and encourages stronger cooperation between enterprises of the two countries to realize the win-win development, on the basis of equality and mutual benefit and by exploiting each other's complementary advantages. President Hu Jintao has mentioned that bilateral economic and trade cooperation should be strengthened, trade growth should be promoted, capable enterprises should be encouraged to increase investment in Indonesia, and the competitiveness of Indonesian relevant industries should be enhanced. President Susilo of Indonesia has also repeatedly stressed the importance of strengthening bilateral economic and trade cooperation continuously, in particular, the cooperation in infrastructure and agriculture fields.

At present, China ranks as Indonesian second largest trading partner, largest import source and second largest export market. During the first 10 years of the 21st century, the bilateral trade volume grew by 22.8% annually in average; the figure even reached USD 42.75 billion in 2010, which was far more than the target of USD 30 billion set up by the leaders of the two countries. By the end of 2010, more than 1,000 Chinese enterprises had had investment of more than USD 6 billion in Indonesia, contributing to over USD 1 billion taxes and creating 30,000 plus jobs in Indonesia. Meanwhile, Indonesia's investment in China had also exceeded USD 2 billion in parallel.

To bolster the progress of major bilateral cooperative projects, Chinese

government encourages financial institutions to provide facility support accordingly. ICBC would like to construct economic, financial and cultural bridges between China and Indonesia.

The book, titled *Hand in Hand with the Archipelago—Guide to Investment in Indonesia*, is compiled and edited through the joint effort of our colleagues and meant to be a referential guide for the enterprises which have had or plan to have an investment stake in Indonesia. It covers 12 industrial sectors, i. e. steel, cement, coal, palm oil, heavy equipment, iron ore, nickel, alumina, transportation, chemical engineering, energy and infrastructure. Besides, it also introduces several relevant laws and regulations including company law, investment law and tax regulations, which is a relatively comprehensive presentation of the investment environment, status quo of the industries, development prospects and investment return. With plentiful data from both macro and micro levels, the book can be counted as a highly practical and recommended guide for corporate investment in Indonesia.

To everybody's excitement, the publishing of this guide is a fruitful embodiment of our bank's in-depth research and case study of Indonesia market. It's expected to provide a useful reference for all interested readers, especially those who are in the effort to play a positive role in deepening economic cooperation between the two countries in a win-win situation.



Chairman of the Board

June 2011

致读者

印度尼西亚，这个拥有 18 000 个岛屿、近 2.4 亿人口的非凡的“千岛之国”，近五年连续保持了 6% 的经济增长率，被公认为是全球最具活力和潜力的经济体之一。印尼拥有丰富的自然资源、独特的文化传统，是国际投资者的理想之地。

为了充分利用自然禀赋，印尼与世界上许多国家建立了多重贸易和投资关系。中国作为世界第二大经济体和经济增长最快的国家，是我们最重要的合作伙伴之一。

随着近年来两国政府一系列贸易投资协议的签署，两国关系不断拉近，双边贸易和投资持续扩大，长期战略伙伴关系日益加深，为双方建立更深的经济投资合作关系打下了坚实基础。

2011 年 4 月 30 日，两国领导人共同见证了印尼工业部和中国工商银行签署谅解备忘录。该谅解备忘录是双方核心产业和基础设施领域合作的重要框架协议，这使得双边关系更加巩固和具体化。

本投资指南涉及面广，通过大量数据、案例分析及政策法规的解析，对印尼投资环境进行了实证调查和归纳总结，发人深思。作为中国工商银行的合作伙伴，我们相信此书的发行必将会给那些来自世界各地的投资者长期、稳固地在印尼投资提供帮助。

此时此刻，本书呈现在我们面前。我们衷心祝贺此书成功发行，并诚挚地祝愿两国企业的合作天长地久、一帆风顺、卓有成效！



印度尼西亚共和国工业部部长

穆罕默德·苏来曼·希达悦 工程师

二〇一一年六月

To all readers ,

Indonesia, the marvelous archipelago of more than 18,000 islands and around 240 million populations, has been recognized as one of the most vibrant and potential global economy players with an annual economic growth around 6% in recent five years. Home to various rich natural resources, unique traditions and cultures, it's an ideal destination to all international investors.

To tap the most out of her bestowed endowment, the country has set up multiple trade and investment ties with many other countries worldwide, amongst which one of the most important one with the People's Republic of China, being the world's second largest economy and fastest growing country.

The ever closer relationship between the two countries have been evidenced by series bilateral governmental agreements signed in recent years, relating to trade and investment promotion and further strategic partnership, which have laid down the solid foundation for the both party's deeper economic and investment cooperation.

This is even strengthened and materialized by Memorandum of Understanding signed between Ministry of Industry of the Republic of Indonesia and ICBC of the People's Republic of China witnessed by the leaders of two countries on April 30, 2011, which provide a framework facility for bilateral key industrial and infrastructure cooperation.

As the cooperative partner of ICBC, we believe the publishing of this investment guide will definitely be conducive for all the potential investors worldwide which intend to have a long term and committed investment in Indonesia. The vast and extensive scope of this book is fact finding, know how generalizing and thought provoking through plentiful data and case analysis, policy and regulation elaboration.

We heartedly congratulate on the successful publishing of this book, which comes at this right and timely moment for all the interested parties, and sincerely may the cooperation between entrepreneurs of the two countries be everlasting, smooth and fruitful!

Ir. Mohamad Suleman Hidayat
Minister, Ministry of Industry of the Republic of Indonesia



June 2011

目 录

第一篇 法律法规

一、《公司法》	3
第一章 总则	3
第二章 公司的设立、公司章程及公司章程的修订、登记和公告	4
第三章 资本和股份	11
第四章 工作计划、年度报告和利润的使用	17
第五章 环境和社会责任	20
第六章 股东大会	20
第七章 董事会和监事会	25
第八章 兼并、合并、收购和拆分	33
第九章 对公司的审查	36
第十章 解散、清算和作为法律实体的公司存续期限届满	37
第十一章 费用	40
第十二章 其他规定	41
第十三章 过渡性条款	41
第十四章 附则	42
二、《投资法》	43
第一章 总则	43
第二章 原则和目的	44
第三章 投资的基本政策	44
第四章 投资形式	45
第五章 投资待遇	45
第六章 人力资源	46
第七章 商业领域	47
第八章 微型、中小型企业以及合伙企业的投资发展	47
第九章 投资者的权利、责任和义务	47
第十章 投资服务	48

第十一章 公司合法化和许可	50
第十二章 投资政策的协调与实施	51
第十三章 投资组织	52
第十四章 经济特区	52
第十五章 争端解决	53
第十六章 制裁	53
第十七章 过渡性条款	54
第十八章 附则	54
附：《投资法》阐释	55
三、税法	60
一、企业所得税	60
二、个人所得税	64
三、预缴税	67
四、投资优惠	75
五、印花税	77
六、土地税和建筑税	77
七、土地和建筑物转让税（BPHTB）	78
八、增值税	78
九、奢侈品销售税	82
十、纳税申报	84
十一、会计和记录	86
十二、税务审计、评估、异议和申诉	86
十三、海关通用法规	88
十四、进口关税	90

第二篇 行业分析

第一章 化工行业	95
一、相关的政府政策/法规	95
二、亚太市场状况	95
三、印度尼西亚的市场状况	99
四、行业面临的挑战	104
五、主要市场参与者公司简介	104
第二章 基础设施行业	109

一、印度尼西亚基础设施发展现状：行业情况和挑战介绍	109
二、重要机会	129
三、主要项目	131
第三章 能源行业	136
一、相关的政府政策/法规	136
二、全球市场状况	137
三、印度尼西亚的市场状况	147
四、主要机会	156
五、主要市场参与者的公司简介	159
六、缩写词	161
第四章 煤炭行业	163
一、宏观经济条件	163
二、相关政府政策与法规	166
三、市场状况	166
四、主要公司的概况	173
第五章 棕榈油行业	176
一、相关政府政策与法规	176
二、产品基本形态	176
三、市场状况	178
四、主要公司的概况	183
第六章 重型设备 (HE) 行业	187
一、重型设备基本数据	187
二、市场状况	188
三、主要公司的概况	194
第七章 钢铁行业	196
一、相关政府政策与法规	196
二、市场状况	196
三、主要公司的概况	204
第八章 铁矿石行业	206
一、相关政府政策与法规	206
二、铁矿石基本形态	206

三、市场状况	207
第九章 镍行业	212
一、镍的基本性状	212
二、市场状况	213
三、主要公司的概况	219
第十章 氧化铝行业	222
一、相关政府政策法规	222
二、产品基本形态	222
三、市场状况	224
第十一章 水泥行业	230
一、相关政府政策法规	230
二、水泥基本形态	230
三、市场状况	232
四、主要公司的概况	242
第十二章 交通运输行业	245
一、航空运输	245
二、公路运输	250
三、海洋运输	257

Section One Laws and Regulations

1. Corporate Law	262
CHAPTER I General Provisions	263
CHAPTER II Establishment, Articles of Association and Amendments of the Articles of Association, Register of Companies and Announcements	266
CHAPTER III Capital and Shares	277
CHAPTER IV Work Plans, Annual Reports, and Use of Profits	289
CHAPTER V Environmental and Social Responsibility	294
CHAPTER VI The General Meeting of Shareholders	294
CHAPTER VII Boards of Directors and Boards of Commissioners	302
CHAPTER VIII Mergers, Consolidations, Acquisitions, and Demergers	316
CHAPTER IX Inspections of Companies	322
CHAPTER X Winding Up, Liquidation and Expiry of Status of Companies As Legal	

	Entities	324
CHAPTER XI	Fees	330
CHAPTER XII	Other Provisions	330
CHAPTER XIII	Transitional Provisions	331
CHAPTER XIV	Closing Provisions	332
2. The Law Concerning Investment		333
CHAPTER I	General Provisions	335
CHAPTER II	Principles and Objectives	337
CHAPTER III	Basic Policy of Investment	337
CHAPTER IV	Form of Corporation and Domicile	338
CHAPTER V	Treatment To Investment	338
CHAPTER VI	Manpower	340
CHAPTER VII	Business Fields	341
CHAPTER VIII	Investment Development To Micro, Small and Medium-Sized Enterprises, and Cooperatives	342
CHAPTER IX	The Rights, Obligation, and Liability of Investor	342
CHAPTER X	Investment Facility	343
CHAPTER XI	Company Legalisation and Licensing	347
CHAPTER XII	Coordination and Implementation of Investment Policy	348
CHAPTER XIII	Organisation of Investment	349
CHAPTER XIV	Special Economic Zone	350
CHAPTER XV	Dispute Settlement	350
CHAPTER XVI	Sanctions	351
CHAPTER XVII	Transitional Provisions	352
CHAPTER XVIII	Concluding Provisions	353
	Elucidation	355
3. Indonesian Tax Laws		371
CHAPTER I	Corporate Income Tax	371
CHAPTER II	Individual Income Tax	376
CHAPTER III	Withholding Taxes	380
CHAPTER IV	Capatal Allowances	388
CHAPTER V	Stamp Duty	391
CHAPTER VI	Land and Building Tax	392
CHAPTER VII	Land and Building Transfer Duty	392

CHAPTER VIII	Value Added Tax	393
CHAPTER IX	Sales Tax on Luxury Goods	397
CHAPTER X	Underpayment of Tax	400
CHAPTER XI	Recording and Accounting	402
CHAPTER XII	Tax Audits, Assessments, Objections, and Appeals	402
CHAPTER XIII	General Customs Rules	404
CHAPTER XIV	Import Duty	407

Section Two Industries

1. Indonesia Chemical	409
A. Related Government Policy/Regulation	409
B. Asia Pacific Market Condition	409
C. Introduction to Indonesia Market	414
D. Challenges	419
E. Company Profile of Major Player	420
2. Infrastructure	426
A. The Status Quo of Infrastructure Development in Indonesia: Overview of Sector Development and Challenges	426
B. Key Opportunities	452
C. Major Projects	454
3. Indonesia Energy	459
A. Related Government Policy/Regulation	459
B. Global Market Condition	461
C. Indonesia Market Condition	470
D. Key Opportunities	480
E. Company Profile of Major Player	484
F. Abbreviation	486
4. Coal Industry	487
A. Macroeconomy	487
B. Related Government Policy/Regulation	490
C. Market Condition	490
D. Main Company's Profile	497

5. CPO Industry	500
A. Related Government Policy/Regulation	500
B. Basic Figures of CPO	500
C. Market Condition	502
D. Main Company Profile	507
6. Heavy Equipment Industry	511
A. Basic Figures of Heavy Equipment (HE)	511
B. Market Condition	512
C. Main Company's Profile	518
7. Steel Industry	520
A. Related Government Policy/Regulation	520
B. Market Condition	520
C. Main Company's Profile	528
8. Iron Ore Industry	531
A. Related Government Policy/Regulation	531
B. Basic Figures of Iron Ore	531
C. Market Condition	532
9. Nickel Industry	538
A. Basic Figures of Nickel	538
B. Market Condition	539
C. Main Company's Profile	545
10. Alumina Industry	549
A. Related Government Policy/Regulation	549
B. Basic Figures of Alumina	549
C. Market Condition	551
11. Cement Industry	558
A. Related Government Policy/Regulation	558
B. Basic Figures of Cement	558
C. Market Condition	560
D. Main Company's Profile	570
12. Transportation Industry	573

A. Air Transportation	573
B. Land Transportation	577
C. Ocean Transportation	583
后记	589