

How foreign investors should prepare (and what to prepare) to be able to fulfill and pass the government's local content (TKDN) requirements?



Tenggara Strategics ,  
25 Mei 2021

**APAMSI**

Asosiasi Pabrikan Modul Surya Indonesia  
*Indonesian Solar Module Manufacturer Association*

# Apamsi's Profile

## Indonesian Solar Module Manufacturers Association (APAMSI)

Is an association of solar module manufacturers which has integrated production facilities and testing equipment for converting solar cells into solar modules

All Members of APAMSI are PV Module Manufacturers  
Established since August 2010

### Vision

As a strategic partner for government and stakeholders to provide solar power at a competitive price, affordable, and environmentally friendly

### Mission

- Strengthening domestic solar module producers and their derivative products
- Empower people to use solar energy widely
- Ensure the availability of solar energy products throughout Indonesia

	Manufacturer	Production Capacity (MWp)
	PT Adyawinsa Electrical & Power	40
	PT Azet Surya Lestari	45
	PT Len Industri (Persero)	75
	PT Surya Utama Putra	45
	PT Swadaya Prima Utama	40
	PT Wijaya Karya Industri & Energi	50
	PT Sankeindo	45
	PT Deltamas Solusindo	30
	PT Indodaya Citra Lestari	30
	PT Jembo Energiindo	50
	PT Sky Energi Indonesia	50



Apamsi Secretariat  
Jl. Wijaya I No. 71 RT/RW: 10/1;  
Petogogan; Kecamatan  
Kebayoran Baru;  
South Jakarta

Chairman :  
LINUS A.M SIJABAT

Secretary General :  
JACKSON TANDIONO

General Treasurer :  
ANDI NUGRAHA

500  
MWp

Business Development and Promotion Sector

Chairman : Carolus Boromeus (Sky)  
Secretary : Yohan (ICA)

Field of Institutional Relations, Regulation & Arbitration

Chairman: Ganda Yudha (Len)  
Secretary: Anshar (Adyawinsa)

Human Resources Development, Standardization, and Competence

Chairman: Budi Prasetyo (Wika)  
Secretary: Budiman (SUP)



# Products and The superiority

## International Certificate :

- IEC 61215 : 2016 dan IEC 61730:2016 PolyCrystalline.
- IEC 61215 : 2016 dan IEC 61730:2016 Monocrystalline.
- IEC 61701 : 2011 (Salt mist Corrosion Testing)
- IEC TS 62804-1 : 2015 (PID testing)
- IEC 62716 : 2013 (Ammonia Corrosion Testing)

**> 40%**

**POST INSTALLATION GUARANTEE**

**DELIVERY TIME GUARANTEE**

**50.5 MWp (s.d 2020)**

**QUALITY GUARANTEE**

**Kap 70 MWp, Apamsi 500 MWp (1000 org)**

**SOLAR PANEL FRAMED**

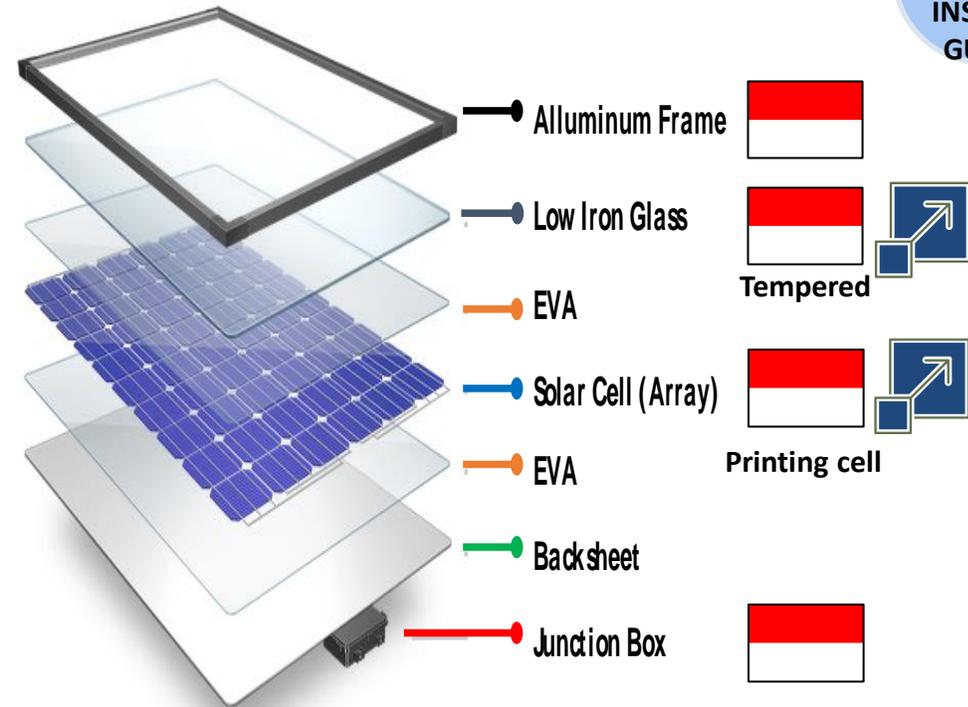
**LIGHTWEIGHT FRAMELESS SOLAR PANEL**

**PERC HALF CELL SOLAR PANEL**

**SEMIFLEXIBLE SOLAR PANEL**

**FLEXIBLE SOLAR PANEL**

## Solar Modules

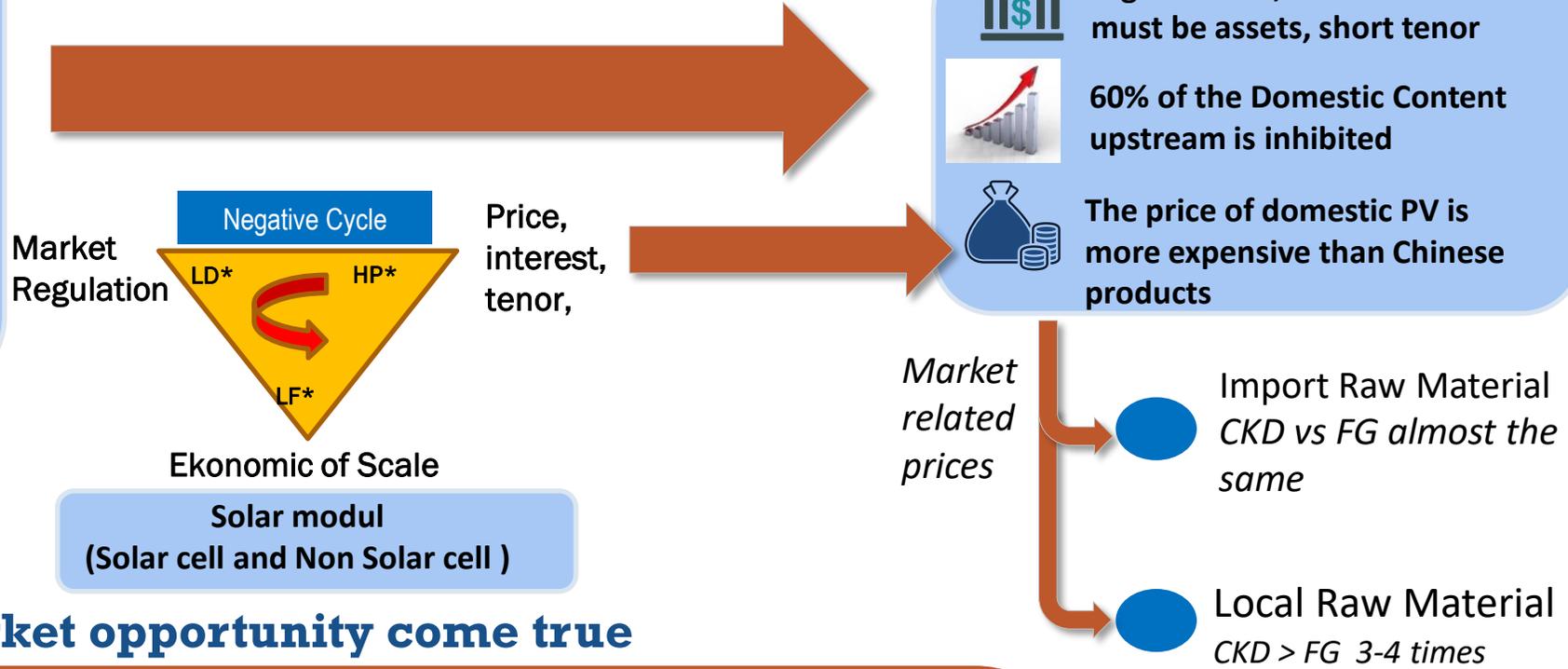


Solar Module Development	Bidirectional Inverter 15kW-1P	Batt S Charger 65A-240V	Bidirectional Inverter 5kW-1P	Grid Tied Inverter 5kW-1P	PLTS DC Grid Semiflexible PERC	PLTS Emergency
91 - '00	'00-'10	2011	2012	2014	2018	2019

# PLTS Challenging

Some market regulation have improved, but have not been effective

How much incentives can help, if the market is not yet created??



## How make this market opportunity come true

PP 79 /2014 about National Energy Policy and Perpres 22/2017 about National Energy General Plan

- PLTS 2025 target : 6,5 GW (Rp.45.5T)
- PLTS 2050 target : 45 GW (Rp 300T)

**6.5 GW**



### Komitmen Global

Target Paris Agreement :  
Keep global temperature rise to no more than 2°C, and aim for it to be 1,5°C



### Komitmen Nasional

Amanat UU No 16 Tahun 2016 about Endorsement Paris Agreement . Reduce emissions GHG according NDC on 2030:

- 29% from BaU (own abilities)
- 41% dari BaU (International assistance)



### Komitmen Sektor Energi

Reduce emission GHG by 314 - 398 Million Tons CO2 on 2030, PP 79/2014 about National Energy Policy & Perpres No 22/2017 about National Energy General Plan: Target 23% RE from Primary Energy Mix & 17% EE from BAU Energi Final



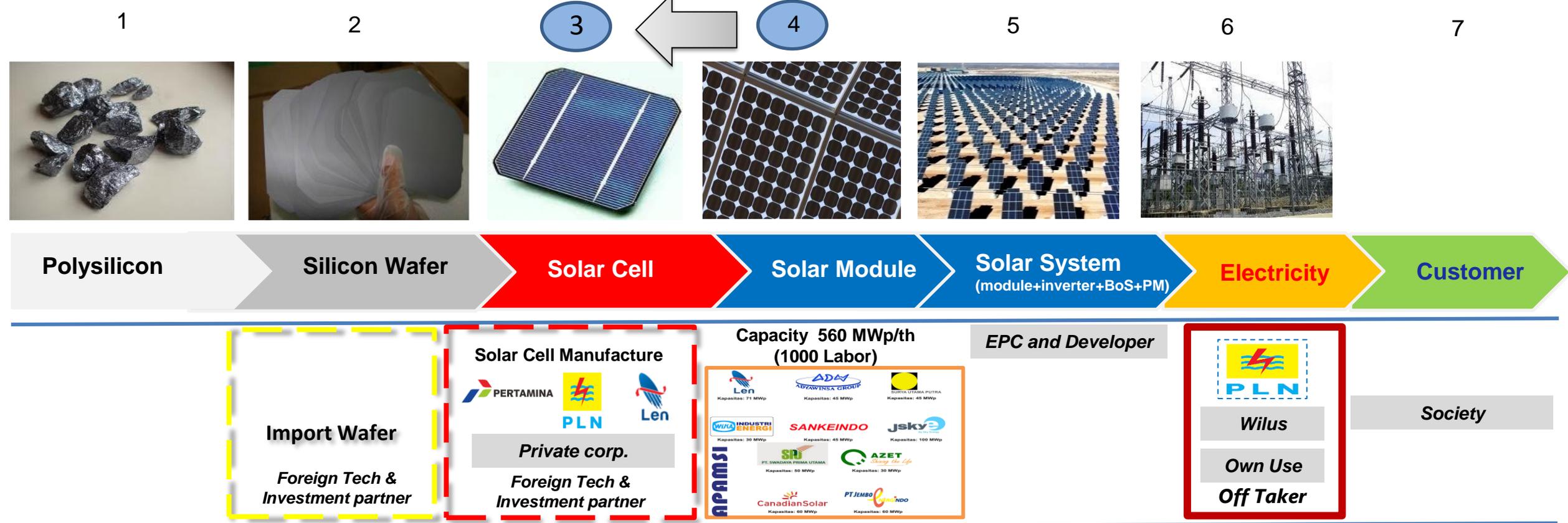
**207 GW (EBTKE)**

**500 GW (Solargis)**

**655 GW (IESR)**



## Current Position, Development Plans, and Challenges in the PV Industry Supply Chain In Indonesia



### Upstream Industrial Development Plan:

- Business Opportunities
- Absorb Labor
- Efforts to reduce the national electricity BPP
- Limited capacity of domestic entrepreneurs

# How foreign investors should prepare



Establishing upstream manufacture with a suitable capacity economic of scale



Sharing market abroad to maintain business continuity so that the domestic market is stable



Manage and guarantee the supply chain so that prices are competitive



Collaboration with testing and certification agencies to increase the capacity of testing laboratories



Bringing funding with low interest rates, long tenors, and light conditions to stimulate the domestic market for the public and developers

**Foreign and domestic cooperation is required for products with domestic products of more than 60% whose prices are competitive, the quality is internationally certified, and the market is sustainable**



# THANK YOU

