







National Organising Committee







Market Focus

The London Book Fair 2019









An Overview

Indonesian Publishing Industry By: Laura Bangun Prinsloo

Outline

- 1. History of Indonesian Publishing
- 2. Industry Status Data and recent market trends
- 3. International Trade
- 4. Reading Habit
- 5. Government Initiatives

Indonesia

Population	263 million, 4th largest population in the world	
Area	1,905 million km², 7th largest area	
Islands	17,508 during low tide (930 inhabited by 1,128 ethnic groups)	
Language	Indonesian and 726 local languages	
GDP	US\$915 billion	
Growth 2014	5.2%, Indonesia's economy is 16th biggest in the world, 1st in Southeast Asia	



17,000 Islands of Imagination

Publishing History

Publishing History

How it all started...

Colonialism 1615 -

- Publishing efforts in Indonesia initially began during the Dutch colonial period with a focus upon press activities, marked by the publication of the first newspaper in 1615, the Memoria der Nouvells. for which the text handwritten.
- More than a century later, that handwriting was published again in the newspaper Bataviaasche Nouvelles on the 17 August 1744 as the first newspaper in the Dutch East Indies.
- •To balance the publishing activities undertaken by native Indonesians, in 1908 the Dutch government established a publishing company owned by the Dutch called Commissie voor de Volkslectuur which later was known as Balai Pustaka.

The Old Order 1950 -

- In 1955, the government of the Republic of Indonesia took over and nationalized all Dutch companies in Indonesia, including Balai Pustaka.
- The government then established Yayasan Lektur which was tasked with managing government funding to publishers and control of book prices.
- Ikatan Penerbit Indonesia (IKAPI, Association of Indonesian Publishers) was established with 13 Indonesian publishers as members
- That period was also marked by the emergence of a group known as Sastrawan angkatan 1945 (the writers of 1945), who had a revolutionary and nationalistic character, creating works freely in the spirit of independence and following their consciences.

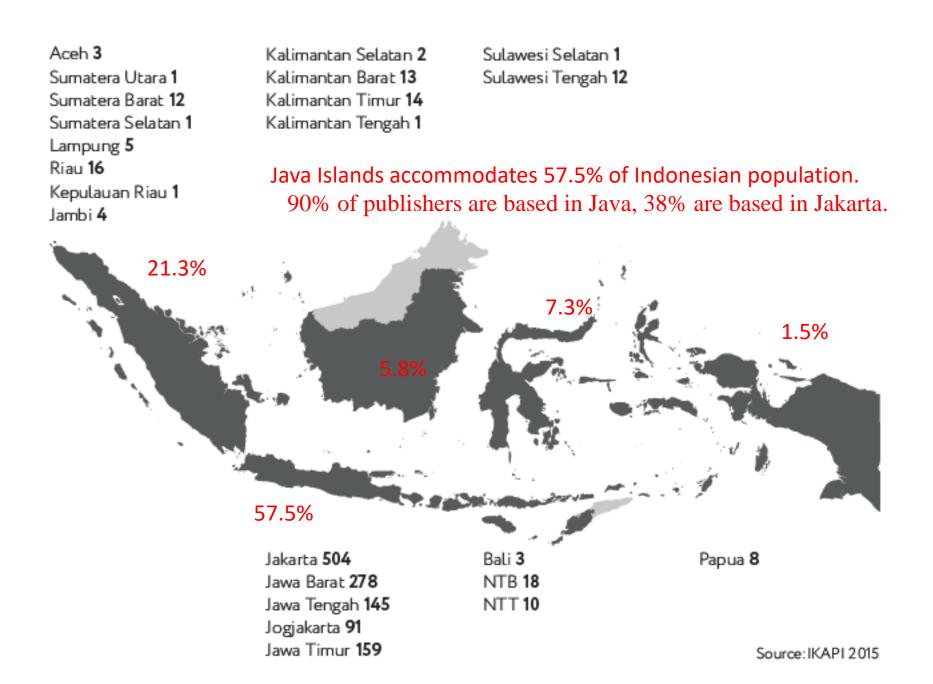
The New Order 1965 -

- The New Order was known as a dark period for the publishing industry as well as the press. During this period, publishing activities were marked by bans and imprisonments, and a significant number of journalists and writers were even kidnapped and tortured.
- In late 1965, subsidies for publishers were discontinued. As a result only 25% of publishers were able to survive and the situation of the book industry declined.
- The period of 1966-1970s was marked by the publication of Horison magazine headed by Mochtar Lubis, as a new generation of writers emerged
- •17 May 1980 the government established the National Library of the Republic of Indonesia located in Jakarta. Since then, May 17th is commemorated as national book day.

Reformation 1998 -

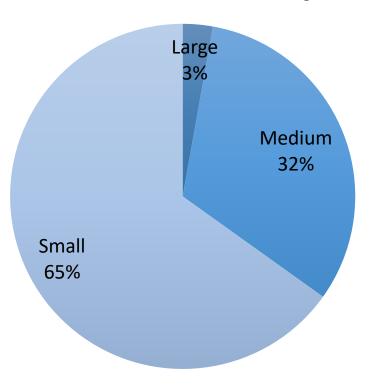
- In 1999, Law No. 39/1999 on Human Rights and Law No. 40/1999 on the Press were issued. These laws concern freedom of the press, so there was no longer censorship, banning, and broadcasting prohibitions of the national press.
- In this era, many Indonesian publishers have begun to use the e-book format for their readers. This era has also been marked by the emergence self-publishing which provides an easy option for writers to publish their books in any way that they wish.

Industry Stats



Publishers - Size

- Small-scale publishers on average publish 15 new titles per year.
- Medium-scale publishers on average publish 100 new titles per year.
- Large-scale publishers on average publish 200 new titles per year.



Indonesian Publishers Association (IKAPI):

- 1,368 Publishers as their members
 - 60% Schoolbook
 - 40% General & Specific Content Publishers
- 65% are "small' sized publishers!
- 711 Active Publishers. Out of this, only 148
 publishers (21%) have their own sales channels by
 opening regional distribution offices or
 representatives. Mostly text-book publishers

Indonesian University Presses Association (APPTI):

- 200 University Presses

Net Revenue

Source: Bekraf, 2016

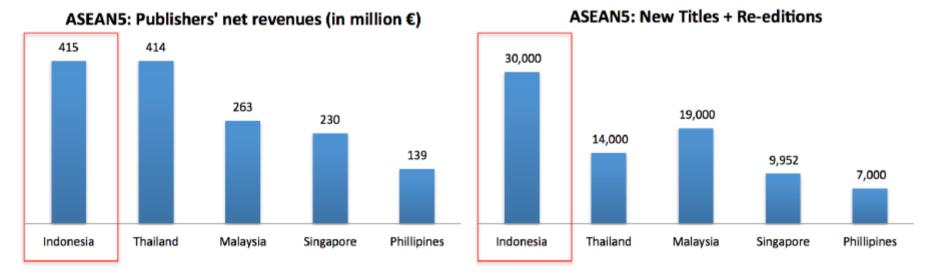
Contribution of GDP from Various Creative Economy Subsectors

41,69%	18,15%	15,70%	7,78%
Culinary	Fashion	— Craft	Television & Radio Broadcasting
6,29%	2,30%	1,77%	0,80%
— Publishing	Architecture	— Application and Game Developer	Advertising
0,47%	0,45%	0,26%	0,24%
— Music	— Photography	Performance Art	Product Design
0,22%	0,15%	0,16%	0,06%
— Art	— Interior Design	— Film	— Graphic Design

According to data from the Creative Economy Agency in 2016, the publishing industry has contributed 6.29% of Indonesian GDP, which made Publishing the 5th largest creative industry subsector in Indonesia.

Net Revenue

Source: IPA, 2014



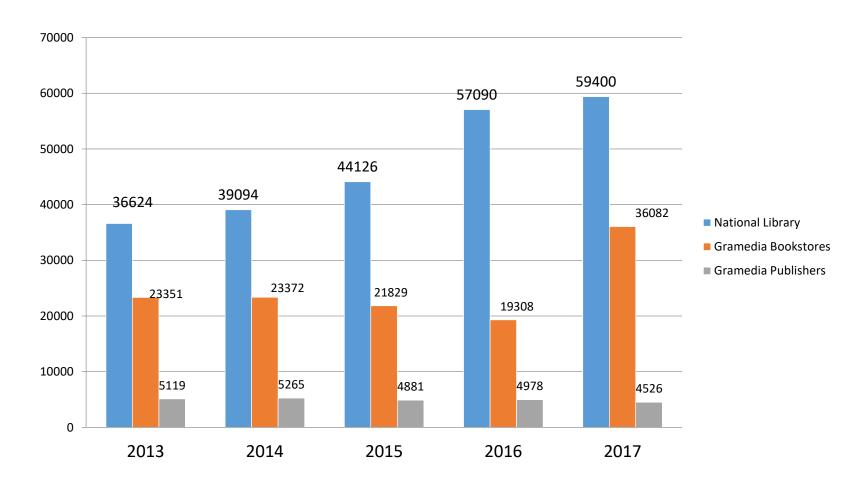
As the world's 4th most populous country combined with poor infrastructure, remote places do not have access to books. The new titles per million inhabitants in Indonesia is very low compared to other ASEAN countries.

Indonesia: 119 new titles/ million inhabitants

in comparison to: Thailand: 215, Malaysia: 639, Vietnam: 273

New Titles

- Bookstore discount is ranging from 35% to 65%.
- In total there are 640 suppliers to Gramedia consists of publishers and distributors. Others selling via online.
- Approx. 23% of new titles to the Gramedia Bookstores are from its own group.
- Average first print run is 3000 copies.



Sales By Genre

SALES BY GENRE	2012	2013	2014	2015	2016
CHILDREN & COMICS	25.00	24.05	22.11	23.07	21.39
FICTION & LITERATURE	12.33	13.88	12.68	14.1	16.66
RELIGION & SPIRITUALITY	10.07	12.00	12.64	11.6	13.06
SCHOOL BOOKS	9.04	9.21	11.77	13.32	11.74
REFERENCE & DICTIONARY	6.74	6.12	5.99	5.97	6.23
BUSINESS & ECONOMY	4.79	4.62	4.73	5.08	4.02
SELF-IMPROVEMENT	5.36	4.25	3.58	4.49	3.36
SOCIAL SCIENCES	3.07	3.86	3.83	2.7	3.31
COOKING	3.22	2.92	2.68	2.77	1.83
COMPUTING & INTERNET	3.44	2.91	2.48	2.35	1.84
DIET & HEALTH	2.37	2.8	2.05	1.63	1.11
PSYCHOLOGY	2.12	2.11	2.68	2.04	2.38
ENTERTAINMENT	1.98	2.04	1.7	1.28	1.43
LAW	1.64	1.61	1.99	2.06	1.84

Children and comic have the biggest market share, followed by fiction and literature.

Sales By Genre

March - December 2017			
Sales Rank	Genre	Sales Units	%
1	NOVELS	2,720,757	17.63%
2	RELIGION & SPIRITUALITY	2,044,672	13.14%
3	SCHOOLBOOKS	2,041,168	13.14%
4	CHILDRENS BOOKS	2,805,505	12.70%
5	COMICS	3,054,783	10.10%
6	REFERENCE	795,169	6.07%
7	BUSINESS & ECONOMICS	589,440	4.44%
8	SOCIAL SCIENCES	528,645	3.30%
9	SELF IMPROVEMENT	496,361	3.24%
10	DICTIONARY	264,426	2.15%

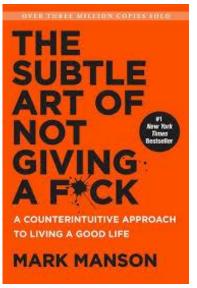
January - October 2018				
Sales Rank	Genre	Sales Units	%	
1	NOVELS	3,223,842	19.14%	
2	SCHOOLBOOKS	2,125,783	13.13%	
3	RELIGION & SPIRITUALITY	2,081,176	12.96%	
4	CHILDRENS BOOKS	2,889,125	12.82%	
5	COMICS	2,844,764	9.44%	
6	REFERENCE	885,990	7.51%	
7	BUSINESS & ECONOMICS	623,724	4.49%	
8	SELF IMPROVEMENT	624,469	3.79%	
9	FOOD & BEVERAGES	244,025	2.55%	
10	DICTIONARY	271,309	2.14%	

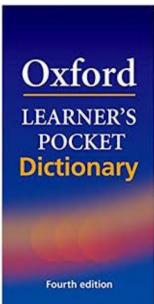
- In the recent years, there has been a significant increased in the market share of fiction and literature.
- Average sold copies per month: 2,500,000 copies
- Total books in circulation (Oct' 2018): 22,927,631 copies

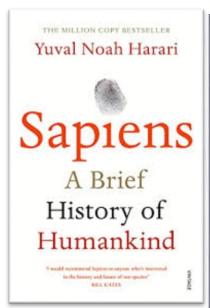
Translated – ALL TITLES

Foreign Titles	Author Name	Qty
THE SUBTLE ART TO NOT GIVING A F*CK	Mark Manson	42,034
OXFORD LEARNERS POCKET DICTIONARY,4/ED NEW EDT	OXFORD UNIVERSITY PRESS	15,145
SAPIENS	YUVAL NOAH HARARI	7,767
BICARA ITU ADA SENINYA	OH SU HYANG	7,106
RICH DAD POOR DAD (EDISI REVISI)	ROBERT T. KIYOSAKI	6,862
BLUE OCEAN SHIFT BEYOND COMPETING	W. CHAN KIM & RENEE MAUBORGNE	6,797
THE SECRET HISTORY OF THE WORLD	JONATHAN BLACK	6,191
CHICKEN SOUP FOR THE SOUL: THE POWER OF POSITIVE THINKING	JACK CANFIELD, DKK	6,124
TEACH LIKE FINLAND	TIMOTHY D. WALKER	6,019
ALIBABA: THE HOUSE THAT JACK MA BUILT	DUNCAN CLARK	5,799

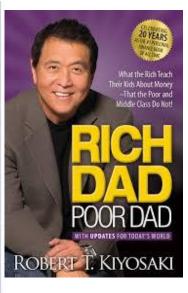
MAJORITY ARE NON-FICTION (Reference and How To) FOR BOTH LOCAL AND TRANSLATED TITLES



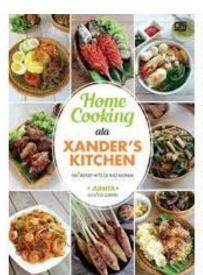


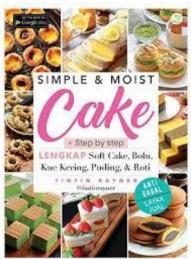




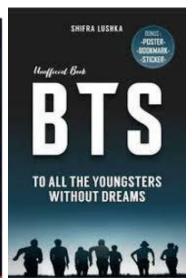


Local – ALL TITLES











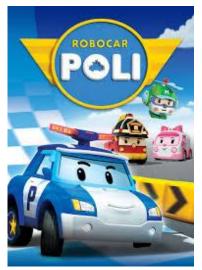
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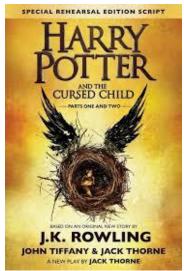
Local Titles	Author Name	Qty
HOME COOKING ALA XANDER'S KITCHEN: 100 RESEP HITS DI INSTAGR	JUNITA	58,872
SIMPLE & MOIST CAKE (SIMPEL DAN LEMBUT MEMBUAT KUE)	TITIN RAYNER	35,907
ALL NEW TES CPNS 2018/2019	TIM GARUDA EDUKA	31,172
BTS, TO ALL THE YOUNGSTERS WITHOUT DREAMS	SHIFRA LUSHKA	23,624
PANDUAN RESMI TES CPNS CAT 2018/2019	RADITYA PANJI UMBARA	23,464
##BUKU IQRO BESAR:(BUNDEL) KERTAS HVS	ASAD HUMAM	20,707
AL QUR`AN CORDOBA PERKATA A4 AL-IHSAN	CORDOBA INTERNATIONAL INDONESIA	20,274
PANDUAN TES RESMI CPNS & BUMN 2018-2019	ARYO DEWANTARA	20,033
KAMUS INGGRIS - INDONESIA (SC)	JOHN M. ECHOLS & HASSAN SADILY	16,764
BUKU IQRO & JUZ AMMA & TERJEMAH BESAR / HVS	NULL	16,266

Translated & Local – Children's Books

Foreign Titles	Author Name	Qty
ROBOCAR POLI : LET'S COLOR WITH POLI	ROI VISUAL	11,945
HARRY POTTER AND THE CURSED CHILD	J.K. ROWLING	5,239
MY LITTLE PONY: FRIENDS FOREVER 1	HASBRO	5,135
MY LITTLE PONY FRIENDS FOREVER#7	HASBRO	4,550
THE GREAT KIDS ENCYCLOPEDIA: EARTH	SON SEUNG-HWI	4,146
BARBIE DREAMTOPIA: COLORING & STORY BOOK	MATTEL	3,786
FAMOUS FIVE: ON A TREASURE ISLAND	ENID BLYTON	3,776
MY FIRST ENCYCLOPEDIA: MANNERS	FLEURUS	3,568
TSUM TSUM: SUPER CUTE ACTIVITIES	DISNEY	3,481
MY LITTLE PONY: FRIENDS FOREVER 3	HASBRO	3,456

Translated children's books are mainly fiction, activity and encyclopedia books however, for local titles, all top 10 best-selling titles are non-fiction.









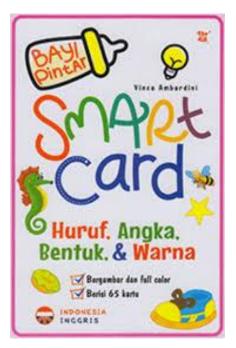


Translated & Local – Children's Books





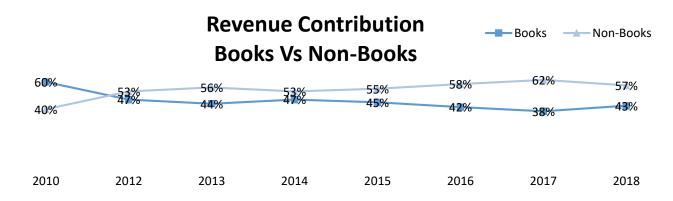




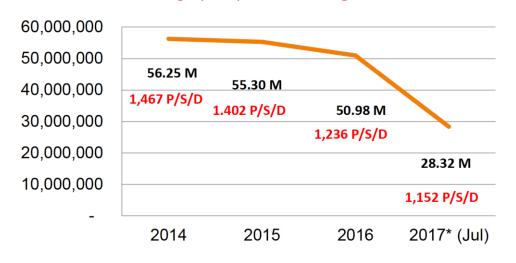
Local titles, top 10 best-selling titles are for learning how to read, smart babies (how to) and religious books.

Local Titles	Author Name	Qty
ABACAGA: CARA PRAKTIS BELAJAR MEMBACA U/ ANAK	JAZULI,BUDIMAN,TRI WAHYU R.N.	15,591
PANDAI MEMBACA AIUEO	ESTI NUGRAHENI	15,510
50 DOA HARIAN ANAK MUSLIM		6,312
BUKU PLAY GROUP (BOX)	ALF. YUGIARTA	4,620
BAYI PINTAR: SMART CARD HURUF. ANGKA. BENTUK&WARNA	VINCE AMBARDINI	4,359
SERI BAYI PINTAR : BINATANG	BALLON MEDIA	4,001
BELAJAR MEMBACA, MENULIS & MEWARNAI	ROSI L. SIMAMORA	3,967
MEWARNAI UNTUK ANAK 2-4 TAHUN	KAK BAMBANG	3,915
BAYI PINTAR SMART CARD KOSAKATA		3,873
MY STICKERS AND COLORING BOOK 5	ALFNOMIC	3,865

Bookstores



- Bookstores have become more than just a book-store. For example, Gramedia have rebranded and sell more non-book products.
- There's a steep decline of number of customers visits to bookstores.
- Book Store demographic profile: 51% aged 14-24, 68% are female.

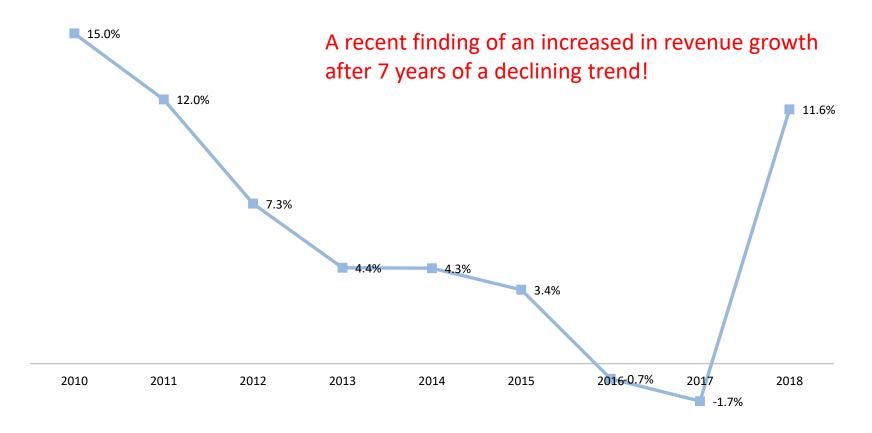


Customers Visit Male 32% Female 68%

Publishing Stats

A hopeful future...





Distribution Channels

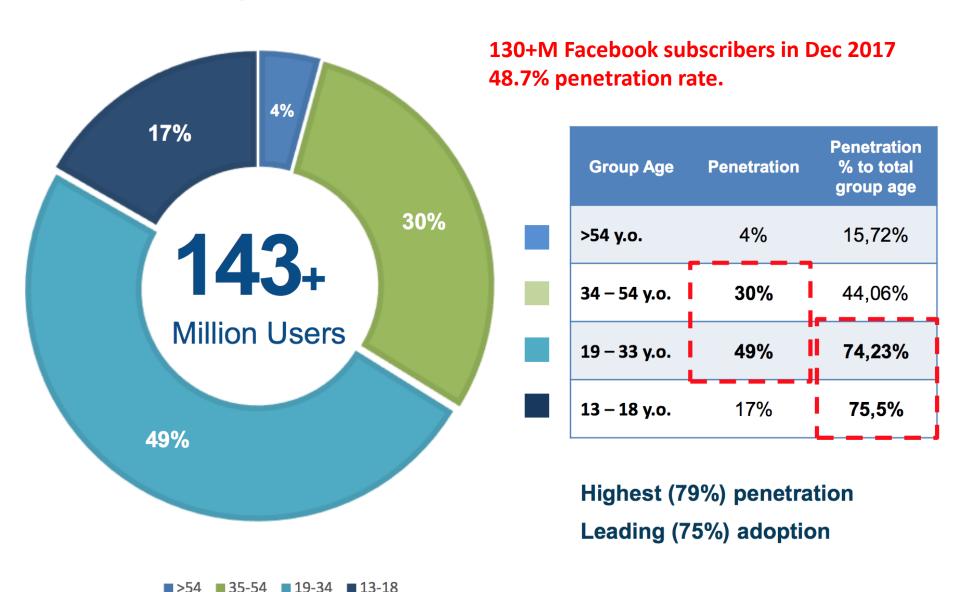
Book Stores	Online Retailers	E-books
Gramedia - 113	Gramedia.com	Gramediana - 12,000 titles
Kharisma - 52	Bukabuku.com	Lumos - 1,060 titles
Periplus - 45	Kutukutubuku.com	e-Rosda - 200 titles
Book & Beyond - 38	Bukukita.com	Qbaca
Gunung Agung - 21	Bukuhemat.com	Rumahbukudigital
Togamas - 20	lnibuku.com	Scoop
Tisera - 15	Qstore.tv	Buqu
paperclip - 9	Mizanstore.com	more
Supermarket	Blibli.com	
	Tokopedia.com	
	Kaskus.co.id	
	Lazada.co.id	
	Bukalapak.com	
	more	

In 2017 Indonesia's e-commerce market was valued at USD \$8 billion. The value of the e-commerce market in Indonesia is estimated to have grown to the range of USD \$55 - \$65 billion by 2022.

(source: McKinsey)

- 1,200 Bookstores; 9 Big Players = 336 Stores
- Imported Book Distributors: Unibooks Indonesia and Sinar Star Books
- English Book Stores: Periplus (45), Kinokuniya(4), Books & Beyond (36), Aksara, Gramedia (33)

Internet Users



Online Stores

SMARTPHONE

65.2 Million SmartPhones in 2016, expected to be **74.9 M** in 2017 90% of Indonesian Internet Users are on Smartphones

Online shopping

- Revenue in the eCommerce market amounts to US\$9,536m in 2018.
- Revenue is expected to show an annual growth rate (CAGR 2018-2022) of 13.0%, resulting in a market volume of US\$15,533m by 2022.
- User penetration is 40.0% in 2018 and is expected to hit 48.3% by 2022.
- The average revenue per user (ARPU) currently amounts to US\$89.15.

Smartphone Activities of Smartphone Users in Indonesia, by Age, July 2016

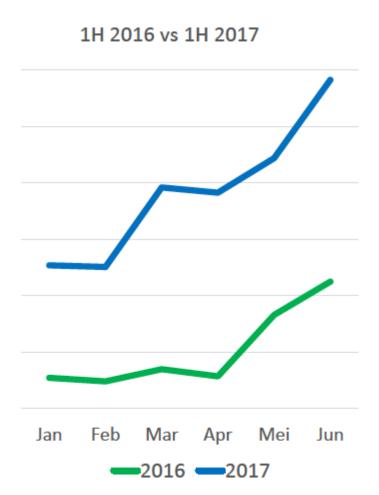
% of respondents

	<18	18-25	26-30	31+	Total
Social media	82%	88%	90%	86%	87%
Chat	76%	88%	83%	83%	84%
Listen to music, watch videos	62%	71%	53%	48%	61%
Phone call	43%	59%	61%	64%	58%
Check mail	34%	61%	62%	67%	57%
Play games	64%	59%	51%	46%	56%
Take photos/selfie	44%	56%	65%	58%	56%
Read news	38%	50%	46%	52%	48%
Look for product information	38%	45%	42%	37%	42%
Look up maps and directions	25%	45%	36%	41%	39%
Shopping	17%	37%	49%	41%	37%
Photo editing	27%	38%	36%	39%	36%
Internet banking	5%	24%	36%	37%	26%
Other	5%	3%	2%	1%	3%

Note: n=1,400

Source: DI Marketing, "Study About Smartphone Usage in Indonesia," July 7, 2016

E-Books



Growth Locomotives:

- Governmental Libraries
- School Libraries
- Private Companies
- Subscription Program
- "All You Can Read Scheme"
 Generates Better Growth
- Retail Sale for Single Titles is Stagnant

Source: Gramedia e-book platform

International Trade

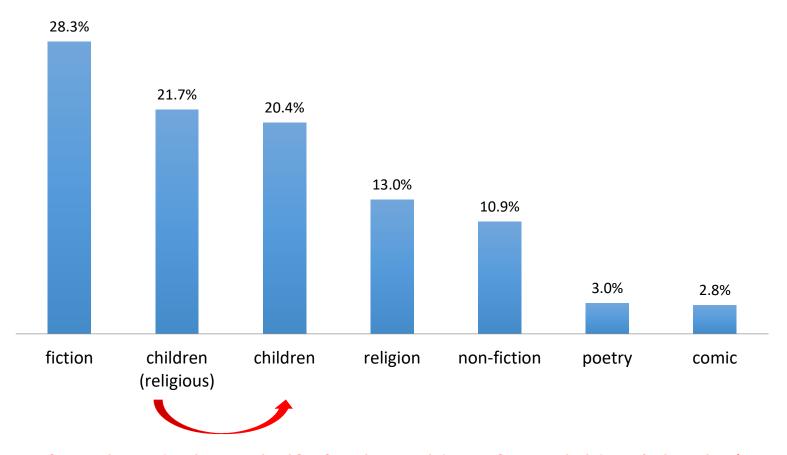
Rights Sales



Most Indonesian publishers directly deal with overseas publishers or literary agents, only recently some of them start using the service of 4 literary agencies available:

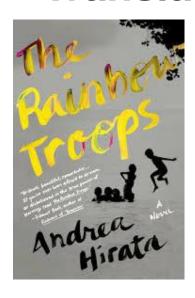
- MAXIMA CREATIVE AGENCY, since 2004, representing quite a number of publishers from North America, UK and Europe
- TUTTLE-MORI AGENCY CO., LTD. INDONESIA, since 2010, a branch of Tuttle-Mori Thailand, representing around 20 foreign publishers
- BOROBUDUR AGENCY IKAPI, since 2013, representing Indonesian publishers and authors to market their copyrights overseas

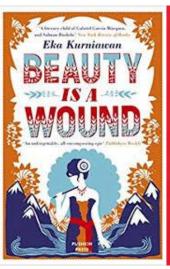
Rights Sales by Genre



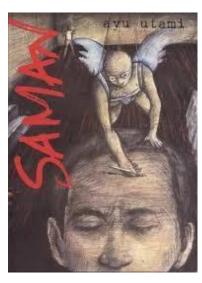
If combined, almost half of rights sold are from children's books (42.1%)!

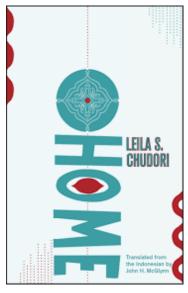
Translated titles - Fiction







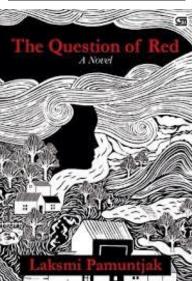




Fiction

- The Rainbow Troops by Andrea Hirata more than 30 foreign languages in 50 countries
- Beauty Is a Wound by Eka Kurniawan 32 foreign languages in 32 countries
- Man Tiger by Eka Kurniawan 9 foreign languages in 9 countries
- Saman by Ayu Utami 9 foreign languages in 9 countries
- Home by Leila S. Chudori 4 foreign languages in 4 countries
- The Question of Red by Laksmi Pamuntjak 3 foreign languages
- Cigarette Girl by Ratih Kumala 2 foreign languages





Translated titles – Children's













Sori Corita migrat 24 Drouis

Cerita Asli Nusantara

Awards

- The late Pramoedya Ananta Toer
- Freedom to Write Award (PEN International, USA)
- Ramon Magsaysay Award (Philippines)
- UNESCO Madanjeed Singh Prize (France)
- Fukuoka Cultural Grand Prize (Japan)
- Nominee of Nobel Prize in Literature
- Eka Kurniawan
- World Readers' Award 2016 for Beauty Is a Wound
- The Man Booker International Prize (long list) for Man Tiger
- Financial Times/Oppenheimer Funds Emerging
 Voices for Man Tiger
- Prince Claus Award (Netherlands)
- Leila S. Chudori
- Oppenheimer Award 2016 Longlist
- Andrea Hirata
- Winner for General Fiction at New York Book Festival 2013 (USA)
- Winner of Buchawards 2013 (Germany) for The Rainbow Troops





- Ayu Utami
- Prince Claus Award (Netherlands) for Saman
- Laksmi Pamuntjak
- LiBeraturpreis Literary Award 2016 (Germany) for Amba (The Question of Red)
- Putu Oka Sukanta
- Herbert Faith Award for Human Rights
- Sofie Dewayani
- The White Ravens International Youth Library 2016 (Srinti)



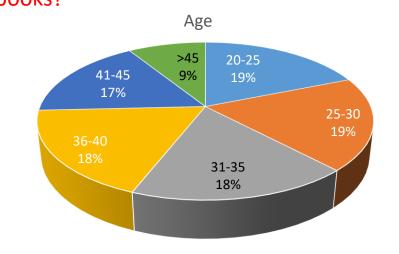
Reading Habit

Reading Habit

Unesco (2010) and Central Connecticut State University (2016) findings on reading habit. Is it low reading habit or poor access to good books?

A survey on reading habit:

- 7 cities; Jakarta, Bandung, Jogja, Semarang, Surabaya, Medan, Makassar
- 70 surveyors, 4 stasticians
- 1855 respondents, 2 demographic groups: Students and Professionals



	Students	Professionals
Book ownership	<5 books, buy and borrow	5-10 books, 63% buy books
Visit to Library in the year	Once every fortnight	84% never
Visit to Bookstore	Once a month	Once a month
Reasons to not buy books	Too costly	Don't have time
Reason for reading	For study	For work
Favorite Genre	Reference "How to" books, fiction	Reference "How to" books, fiction
Digital Book	Mostly to read Fiction	Mostly Reference "How to" books

Literacy

LITERACY

- 93% (47.43% Male, 45.57% Female)
- Enrollment rate: 94% for Primary, 75% for Secondary, 27% for Tertiary Education

LIBRARIES

- 1 National Library
- 2,585 Public Libraries 47,500 School/Univ. Libraries
- 7,082 Community Libraries (year 2013)

PRIMARY & SECONDARY EDUCATION

- 54,936,119 students for 252,237 schools
- 61.45% schools have libraries
- Out of these libraries, only 31% is under good condition.
- The Indonesian Ministry of Education and Culture provid primary and secondary education, and have been downled

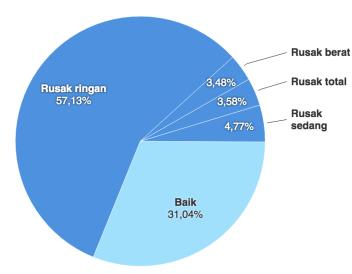
VILLAGE

From 77.095, only 23.281 (30%) have libraries.

BOOKSTORES

• From 514 town/ cities, Gramedia only has 113 stores.

Kondisi perpustakaan SD negeri & swasta



Total 90.642 perpustakaan (2016/2017)

Source: Kementerian Pendidikan dan Kebudayaan

Reading Habit

Is it low reading habit or poor access to good books?

Public Initiatives

Literary Communities:

- Pustaka Bergerak: 312 'Librarians on-the-move'
- Forum TBM: 6000 public libraries
- Pustakaloka Rumah Dunia
- Indonesia Boekoe
- Kampung Literasi

Book Fairs and Literary Festivals:

- Islamic Book Fair
- Indonesia International Book Fair
- Provincial Book Fairs
- Gramedia Book Fair
- MoEC National Literary Festival
- Ubud Writers and Readers Festival
- Makassar Writers Festival
- Borobudur Writers Festival
- ASEAN Literary Festival
- Regional Literary Festival





Government initiatives

NATIONAL LITERACY PROGRAM:

• 2015: Empowerment of Public & Community Libraries, digital e-libraries

• 2016: 15 Minutes Reading Before Formal School Learning Activities, GLN was

founded, NBC was established

2017: Book Law & Regulation,
 Free shipment on Book Donations 'Hari Raya Pustaka',
 "Dana Desa", "20% from 5% Dana Bos for libraries"

• 2018: Minister's Book Award,

'Book Council' under MoEC







The National Book Committee

In early 2016, the National Book
Committee was formed, an institution
for books created by the government
as a link between the government and
the private sector to maintain
Indonesia's presence at various
international book fairs and undertake
systematic efforts to introduce
creative works by Indonesian writers
and intellectuals on the world stage.
Our Programs:

- 1. Translation Grant Program (LitRI)
- 2. Literary Funding Program
- Research and Data Center
- 4. Guidance and Training
- 5. International Book Fairs
- 6. Literary Festivals
- Promotion and Publication Program



LitRI is a program intended to foster the translation of Indonesian books into foreign languages. Run by the National Book Committee of Indonesias Ministry of Education and Culture, LitRI provides financial assistance to publishers who have acquired translation rights of Indonesian books, including fiction, non-fiction, children's books, and comics.

THE MAXIMUM AMOUNT OF THE GRANT FOR EACH TITLE IS **US\$ 7.000.00.**

Publishers who apply for assistance from this program must submit the following documents:



Completed application form;

Contract with the proprietor Contract with the translator; (publishers/ agents/authors) proving that the copyright owner has granted permission to publish the work in question;



Contract with the translator;



Translator's CV:



Translation sample and the original text.

The deadline for final submissions: July 13, 2019 The deadline for submitted final translations: September 30, 2019

The application form can be downloaded at: http://islandsofimagination.id/web/litri

For all inquiries about this program, feel free to contact us at: contact@islandsofimagination.id

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Thank You!

The National Organizing Committee for Indonesia as Market Focus Country at London Book Fair 2019

Sekretariat Komite Buku Nasional, Kementerian Pendidikan dan Kebudayaan Gedung C — Lantai 11 Jl. Jenderal Sudirman, Senayan Jakarta Pusat 10270

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