



German-Indonesian  
Chamber of Industry and Commerce

## ANNUAL REPORT

# 2019



#PartnerInIndonesia



**MERCK**



Merck Indonesia reaches a historical milestone in 2020, celebrating 50 years of our journey. As part of more than 350-year-old global company, we have transformed from the oldest pharmaceutical and chemical company into the vibrant science and technology company.

Driven by curiosity and passion for research and discovery, we strive to find innovative solutions to deliver excellence to our customers, improve the health and wellbeing of patients, and advance people's lives through science.



**Feed your curiosity!**


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Uptime, efficiency  
and high performance  
start with the right  
environment.

Turn your data center into a strategic asset  
with integrated solutions.

Data centers are central to the operation of organizations, businesses and industries. They are the backbone of our industry and our society. Data centers need stable power, secure data, flexibility and scalability.



## TABLE OF CONTENTS

- 5 Message from the Chairman & the Managing Director
- 6 The AHK Network
- 7 Our Partners
- 8 Board of Management
- 9 Advisory Board
- 10 Organization Chart
- 11 Management & Staff
- 12 Membership Report
- 13 Premium Partnerships
- 14 Highlights
- 20 Event Calendar
- 28 Business Delegation & Conferences
- 31 Market Entry
- 32 Corporate Services
- 34 Communications
- 36 Training & Education
- 40 EIBN
- 44 Wisma Jerman Surabaya
- 46 Financial Report
- 47 Membership Anniversaries

## MISSION

We promote bilateral economic relationships, aiming to secure sustainable trade and investments between Germany and Indonesia.

## VISION

We continuously strive to improve our company network and service activities.

We want to be a respected partner for the German and Indonesian business society.

## MESSAGE FROM THE CHAIRMAN AND THE MANAGING DIRECTOR

Dear EKONID Members,

Looking back to the activities of the year 2019, while being in the midst of the worldwide COVID-19 pandemic, feels like going back into a very different time.

The year 2019 in Indonesia was politically dominated by a fierce and polarizing election campaign for the national and local parliaments, as well as the presidency. The uncertain period continued even after the elections on April 17th due to legal challenges. After rulings confirming the initial election results, first by the Election Commission in April and later by the Constitutional Court on June 27th, President Joko Widodo was finally inaugurated on October 20th and the situation calmed down after he included his challenger, Prabowo Subianto, as Minister of Defense in his new cabinet.

Economically the year 2019 was considered rather disappointing, with a GDP growth of just about 5% and Foreign Direct Investment further on the decline. As for the main negative contributing factors, political uncertainty – locally as well as internationally – and the increasing trade distortions between the US and China can be named.

For Germany, as one of the largest exporting nation, the rising political and trade tensions, especially with the US, posed a big challenge in 2019 and beyond. National politics were mainly influenced by climate change discussions and internal conflicts of the ruling coalition of political parties, especially in dealing with the growing right wing or nationalistic movement.

EKONID, after being occupied the past two years in preparing and hosting the APK, the Asia-Pacific Conference of German Business in November 2018, started to look forward in 2019 and began a fundamental process of change. One aspect were the physical changes that came along with major renovation of the EKONID building and office premises – for more details and images please see the highlight chapter. The other, probably for the organization even more important aspects, were changes in the way EKONID operates, communicates and services its members and clients. In a time of rapid digitalization and a changing business environment, we have evaluated all our services and processes as well as all of our staff composition and qualifications, should they continue to be prepared and relevant in the future.

The details about our activities in 2019 can be found in this annual report.

Our sincere appreciation and gratitude is dedicated to all our members and clients, who, through their generous assistance and endorsement, made EKONID's work and success in 2019 possible. This support, combined with the dedication of our highly motivated team, enables us to continue to promote bilateral trade and investment between our great nations and to carry out the representation of our member's interest. Special gratitude belongs to the Federal German Ministry of Economics (BMWi) for their sustained financial support to EKONID, and to the German Embassy as well as all our other German, European and Indonesian partners, and in particular, to our Premium as well as Law & Tax Network partners, for maintaining and developing our excellent cooperation.

Thank you all very much!



**Priyono Sugiarto**  
Chairman of the EKONID  
Board of Management



**Jan H. Rönnefeld**  
Managing Director  
of EKONID

## AHK NETWORK WORLDWIDE



The network of German Chambers of Commerce Abroad (AHKs) advises, consults and represents German companies that wish to develop or expand their business activities worldwide. Starting with the founding of the first AHK in Belgium in 1894, the AHK network has grown to represent German companies in 140 locations in 92 countries and can boast approximately 51,000 membership worldwide.

The German-Indonesian Chamber of Industry and Commerce (EKONID) acts as the strategic interface between the German and Indonesian economies. We represent the bilateral business interests of Indonesian and German member companies and institutions, further providing a platform for international knowledge transfer. Our core business is to support our members from both countries in pursuing new trade and investment opportunities.

Aside from its services, which are necessary to support EKONID members effectively in regard to market entry or expanding their businesses in Indonesia, EKONID in Jakarta also serves as a meeting point and an info-center, as well as the first address for enquiries from companies interested in operating in Indonesia.

Working under the worldwide AHK-brand DEinternational, which ensures the uniformity of services worldwide, EKONID offers advice, consultation and representation. Our services range from market information to customized advisory services for market entry, Business Partner Search, market information, legal information and corporate services, tax services, personal services and trade fairs.

Also represented in the EKONID office is Germany Trade and Invest (GTAI), the foreign trade and inward investment agency of the Federal Republic of Germany. GTAI promotes Germany as a business and technology center for investments, further supporting German-based companies with market information.

EKONID is represented as well in Surabaya through Wisma Jerman, a unique cooperation between the Goethe-Institut Jakarta and the chamber, with the support of the German embassy Jakarta. Thus, through numerous events as well as by providing the service portfolio of EKONID, Wisma Jerman is an important pillar in the overall EKONID network.

## OUR PARTNERS

### Institutional Partners:



Federal Ministry  
for Economic Affairs  
and Energy



Embassy of the  
Federal Republic of Germany  
Jakarta



### EKONID Premium Partners in 2019:



**SIEMENS**

### Sponsors of the Annual Report 2019:



**MERCK**

**SCHAEFFLER**

**SIEMENS**

# BOARD OF MANAGEMENT

The Board of Management is responsible for overseeing the activities of AHK Indonesia and to provide assistance in ensuring that the organization meets its tasks and goals.



**Prijono Sugiarto**  
Chairman

## Place/Date of Birth

Jakarta, Indonesia / June 20, 1960

## Education

- Dipl.-Wirtschaftsing. in Business Administration from the University of A.Sc. Bochum, Germany
- Dipl.-Ing. in Mechanical Engineering from the University of A.Sc. Konstanz, Germany

## Professional Career

- June 2020 - Present: Chairman of the Supervisory Board (President Commissioner) of PT. Astra International Tbk.
- 2010 - June 2020: President Director of PT. Astra International Tbk.
- 2014: CNBC Asia Business Leader of the Year



**Martin Feulner**  
Vice Chairman

## Place/Date of Birth

Kulmbach, Germany / January 26, 1970

## Education

- Professional Doctorate (DBA) from the Newcastle University, Australia
- Master of Business Administration (MBA) from the Pforzheim University of Applied Science, Germany and the Asian Institute of Technology, Thailand
- Master degree (MSc) in Food Technology, Munich Technical University, Weihenstephan, Germany

## Professional Career

- 2012 - 2019: President Director of PT. Merck Indonesia
- 2000 - 2012: Various positions for Merck in Thailand, Germany, China and Philippines



**Christophe Marie**  
Treasurer

## Place/Date of Birth

Mantes, France / June 20, 1967

## Education

- Diplom Betriebswirt der Fachhochschule des Saarlandes, Saarbruecken
- Diplom des DFHI (Deutsch-Franzoesisches Hochschulinstitut, Metz/Saarbruecken)

## Professional Career

- 2016 - present: Senior Representative of Commerzbank in Jakarta responsible for Indonesia
- 2008 - 2016: Senior Representative for Commerzbank in Libya and Ethiopia.



**Felia Salim**  
Member

## Place/Date of Birth

Rome, Italy / December 16, 1957

## Education

- M.Sc. degree in Political Science and Economics from the Carlton University, Canada

## Professional Career

- Present: Chairperson of the Governing Board of Kemitraan/ Partnership for Governance Reform and the Chairperson of Transparency International Indonesia
- 2004 - 2015: Vice President Director/Transformation Director of Bank Negara Indonesia
- 2002 - 2004: Commissioner for the Risk Management and Compliance Committee of Bank Negara Indonesia



**Dr. Reza Poorvash**  
Member

## Place/Date of Birth

Tehran, Iran / September 19, 1975

## Education

- Industrial Engineering and Doctor degree Paderborn University, Germany

## Professional Career

- 2016 - present: CEO thyssenkrupp Indonesia
- 2010 - 2016: Various positions in thyssenkrupp Management Consulting and thyssenkrupp Holding in Germany and Indonesia
- 2002 - 2010: Various positions in Consulting and Co-Founder of family business in Germany



**Goetz Kassing**  
Member

## Place/Date of Birth

Frankfurt, Germany / February 16, 1964

## Education

- MBA from Insead, France
- Dipl.-Ing. Mechanical Engineering (M.Sc.) from Technical University of Munich, Germany

## Professional Career

- 2018 - present: President Director of PT. MAN Energy Solutions Indonesia
- 2009 - 2017: Various positions in MAN Energy Solutions in Germany, China and Russia
- 1991 - 2009: Various positions in Linde Engineering in Germany, Malaysia, Thailand, Iran and Saudi Arabia

## ADVISORY BOARD

The Board as well as the Secretariat of EKONID receives guidance and counsel from the Advisory Board, whose members are senior business people and politicians.



**Dr. Arifin M.  
Siregar †**



**Michael Glos**



**Chatib Basri**



**Ari Soemarno**



**Chris Kanter**



**Danny Jozal**



**Dieter  
Collmann**



**Moetaryanto**



**Shanti L.  
Poesposoetjpto**

† Mr. Arifin M. Siregar passed away on September 23, 2019.

## ORGANIZATION CHART



# MANAGEMENT & STAFF



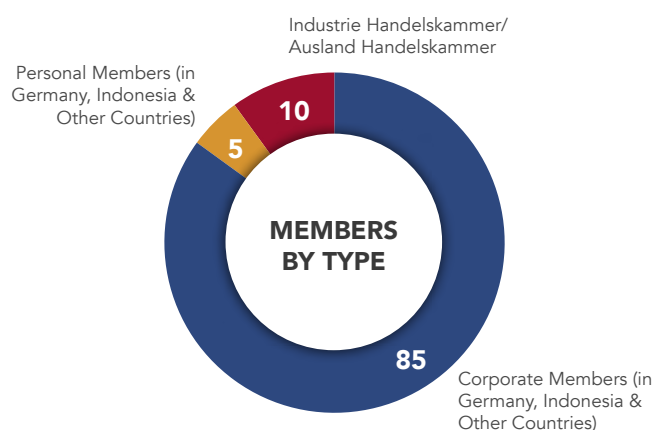
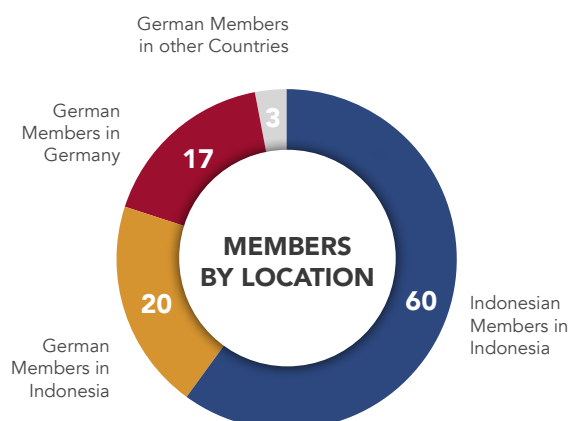
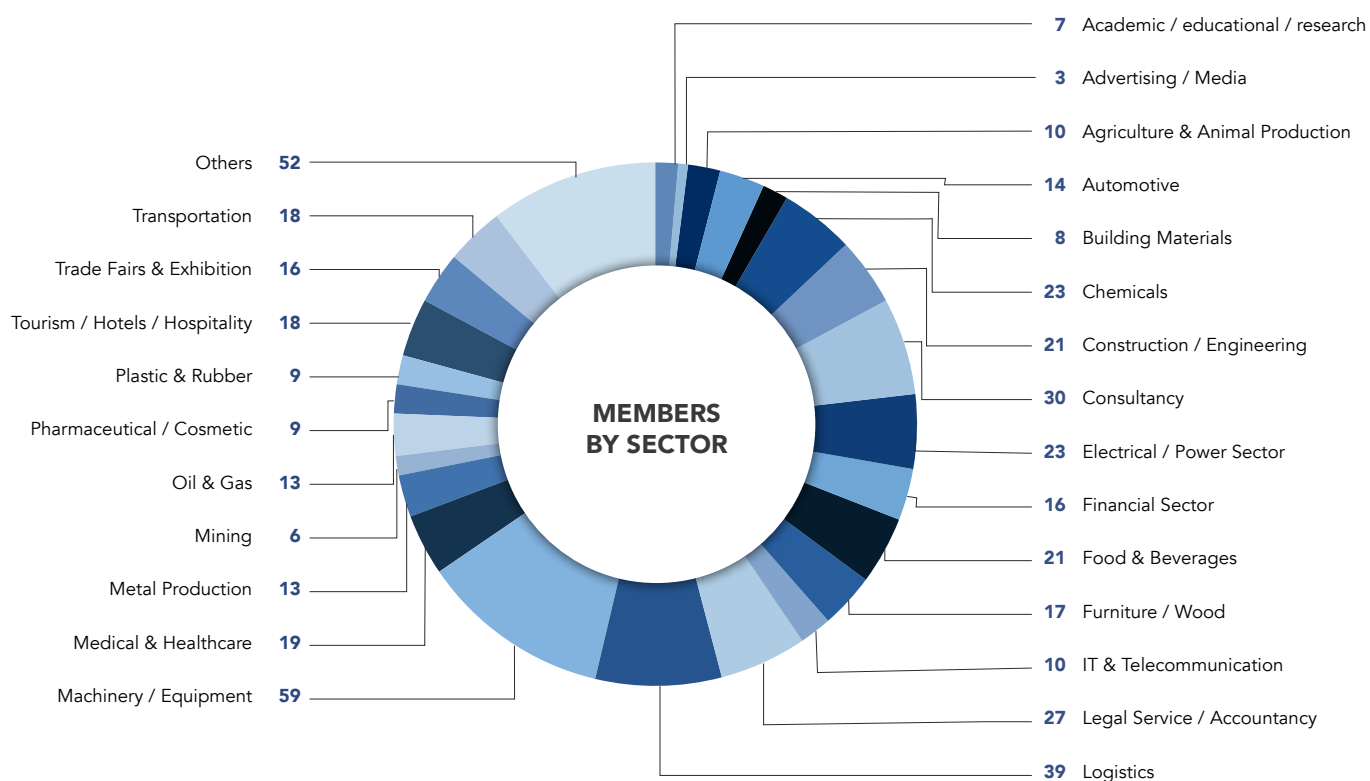
# MEMBERSHIP REPORT



**Mei Tobing**  
Head of Membership and Events

**B**y the end of 2019, EKONID had a total of 423 members. With 32 new members in 2019 enriching our group, we would like to express our gratitude and extend a very warm welcome to our community. We are very pleased to have you join our “new membership category” for 2020.

At present, the membership list includes leading German companies including banks, chemical, pharmaceutical, electrical, engineering and construction and automotive manufacturing companies, as well as Indonesian companies as illustrated in the infographics you’ll find in this page. You’ll find a complete and detailed listing of our members in our Business Partner – a membership directory published every two years.



## PREMIUM PARTNERSHIPS



A very exclusive category of cooperation is the EKONID Premium Partnership.

EKONID's Premium Partners are most strongly connected with us and are entitled to use all of our communication channels. They also receive privileged information and access.

EKONID continued its premium partnership with MERCEDES-BENZ, and SIEMENS in 2019.

All of EKONID's premium partners enjoy a set of individually tailored benefits to increase their visibility and gain access to specific target groups.

### Exclusive Networking Events

Utilize EKONID's objective and trusted business platform to generate or obtain exclusive access to restricted networking events, including prestigious CEO forums with high-ranking government officials and corporate representatives.

### Privileged Information

Benefit from access to EKONID's bank of privileged information shared exclusively with Premium Partners.

### Advocacy Support

Make use of EKONID's reputable status as official business platform to address your company's regulatory issues with government authorities.

### Unique Corporate Brand Exposure

Enjoy featured exposure of your company logo on all EKONID events, correspondence and social media sites.



# SIEMENS

## HIGHLIGHTS



## EKONID Continues to Promote German Vocational Training in Indonesia

The handover of nine Training of Trainers certificates by EKONID to the in-company trainers at Bayer, as well as the start of the first Automotive Meister Program with ASTRA, highlights EKONID's efforts in 2019

On Wednesday, March 26, 2019, EKONID and PT Bayer Indonesia celebrated the handover of nine Training of Trainers certificates by EKONID to the in-company trainers. The ceremony was held in conjunction with Bayer's 3,000th shipment to Europe at the company's Cimanggis plant in Depok, West Java.

The certification of these trainers was done in cooperation with EKONID, the official certification body representing the German Associations of Chambers of Commerce and Industry (DIHK). The certification was part of EKONID's German Dual Vocational Education Training (GDVET) program. Bayer's participation with GDVET further demonstrated the company's commitment to support the Indonesian government's agenda to improve upon its workforce.

Aside from Mr. Evangelista, also present at the certification were the Indonesian Minister of Industry

## HIGHLIGHTS



Mr. Airlangga Hartarto; Deputy Minister for Creative Economy, Entrepreneurship, and Cooperative & SMEs Competitiveness at the Indonesian Coordinating Ministry for Economic Affairs, Mr. Mohammad Rudy Salahuddin Ramto; Director General of Chemicals, Pharmaceuticals and Textile at the Indonesian Ministry of Industry Mr. Achmad Sigit Dwiwahjono; Ambassador of the Federal Republic of Germany to Indonesia, Mr. Peter Schoof; Managing Director of EKONID Mr. Jan Rönnfeld, and Senior Bayer Representative to ASEAN, Mr. Ernst Coppins.

In his remarks, Managing Director of EKONID Mr. Rönnfeld thanked Bayer and the Indonesian government for their cooperation in the vocational training program, further highlighting the advantages gained by all stakeholders.

"The advantage for Bayer is that they have influence on the program and the students as potential employees... the advantage for the school, in this case SMK 56, is to have the cooperation and the feedback of the industry regarding their curriculum... The government, on the other hand, could invest more on other sectors as it is the companies that are providing the education equipment. So it's a truly win-win situation for everybody," he said.

Concurrent to the certification event, PT Bayer Indonesia also inaugurated its 3,000th container released to be exported to Europe. Over the past few years, Bayer has exported various healthcare products from its Cimanggis plant with a total value of Rp 3.9 trillion (roughly US\$274 million).

In his remarks, Indonesian Minister of Industry Mr. Airlangga Hartarto conveyed the Indonesian government's appreciation to Bayer not only for its activities in exporting goods that are "Made in Indonesia", but also in actively supporting the government's agenda in improving its human capital.

"The Ministry of Industry has facilitated 800 companies and 2,600 vocational school in Indonesia. And I think today's certification ceremony is one of the 'lighthouses' that represent the Indonesian and German link and match for vocational school lighthouse programs. We would like this to be successful and we are very proud that Bayer took the initiative to be in this program. And we would like to thank you Bayer for this," the Minister said.

### **Start of first Automotive Meister Program, certified by EKONID**

Furthermore, on April 1, 2019, 10 experienced automotive mechatronics from ASTRA affiliated companies and partner companies began the Bachelor Professional Automotive Mechatronics Program – the first of its kind in Indonesia and Asia – at Astra Manufacturing Polytechnics School (Polman Astra). The program is certified according to German standard by EKONID, in collaboration with the Association of German Chambers of Commerce and Industry (DIHK) and the HWK Koblenz.

The Bachelor Professional Automotive Mechatronics Program is a further qualification program for automotive mechatronics with a duration of one year. It is composed of a theoretical part, including further knowledge in technical modules and economic and legal aspects, and a practical part, the "masterpiece" project (in German: "Meisterstück").

The teachers of Polman Astra involved in the program had successfully passed the Automotive Mechatronics Meister examination in Germany.

## HIGHLIGHTS



## EKONID Promotes Partner Country Indonesia at Hannover Messe

After it was announced that Indonesia would be the partner country for Hannover Messe 2020, EKONID made a concerted effort to promote the world's leading industrial technology trade fair to Indonesia – and vice versa.

The road show to promote Hannover Messe 2020, with Indonesia as the partner country took place immediately after Indonesia was handed the title of the official country partner of Hannover Messe 2020 in Germany in the beginning of April. Held at the Ministry of Industry in Jakarta, around 50 companies joined the kick-off event, at which Ute Brockmann, Deputy manager from EKONID, shared information about market access to Germany.

This event was followed by various roadshows that took place all across the archipelago, and culminating in an official kick-off event held on October 2019, with the Indonesian Minister of Industry Airlangga Hartarto, Chairman of the Indonesian Investment Coordinating Board (BKPM) Thomas Lembong, Minister President of Lower Saxony Stephan Weil, Chairman of the Deutsche Messe Managing Board Jochen Kockler, and the German Ambassador to Indonesia Peter Schoof, opening the event.

Held at Hotel Indonesia Kempinski Jakarta, the kick-off event saw hundreds of industry and government representatives gather to witness what is the starting

point for the trade fair in regards to Indonesia's role as its official country partner. The designation means that Indonesia would be at the center stage of this highly prestigious trade fair.

Mr. Hartarto, in his opening speech, reiterated Indonesia's intention to present the country's Making Indonesia 4.0 initiative to the world, which aims to modernize the country's production industries and to further develop its digital infrastructure. He added that Indonesia's participation in Hannover Messe 2020 was also a significant symbol of the deepening of bilateral relations between Indonesia and Germany.

"Once again, we hope that with President [Joko Widodo's] visit to Hannover Messe will also mark a new era in Indonesia-German relationship... This is an opportunity to deepen the quality of investment, as well as the quality of products from Indonesia in collaboration with our German investors," he added.

Mr. Lembong echoed Mr. Hartarto's statement, saying that the event was a unique opportunity to highlight – for the Indonesian industrial sector – the type of technology that is available in factory production in Europe and around the world.

Mr. Weil, who arrived with a business delegation in Indonesia the day prior to the event, stated his appreciation for Indonesia's participation in the largest trade fair of his state capital.

"We are fortunate to have Indonesia as a partner country for Hannover Fair 2020 because we feel all

the criteria we are looking can be seen here in your country," he said.

### Postponement

Hannover Messe 2020 was slated to be held from April 20 to 24. However, due to the COVID-19 pandemic, the event has been postponed to April 2021. Nevertheless, a digital information and networking offer will provide exhibitors and visitors with the opportunity for economy policy orientation and technological exchange.

It is the first time in Hannover Messe's 73-year history that the event will not take place. However, the organizers will not let the show completely vanish. "The need for orientation and exchange is particularly important in times of crisis," says Köckler. "That is why we are currently working intensely on a digital information and networking platform for Hannover Messe that we will open to our customers shortly."

Various web-based formats will enable Hannover Messe exhibitors and visitors to exchange information about upcoming economic policy challenges and technological solutions. Live streams will transport interactive expert interviews, panel discussions and best-case presentations all over the world. The online exhibitor and product search function is also being enhanced, for example with a function that enables visitors and exhibitors to contact each other directly.



From left to right: Allan Changrawinata, Prakash Chandran, Hartono Indra, Bernd Carl Fischer, Jan Rönnfeld

## HIGHLIGHTS

### EKONID's office renovation & new shared office services

During the whole year of 2019, EKONID was very busy with renovating its office premises in Menteng, Jakarta. Planning started by the end of 2018, while the budget and tender process was done during April - May. Construction finally commenced in June and lasted throughout the rest of the year. The whole EKONID team moved for six months into a temporary home in the IFC building at Jl. Sudirman.

This procedure was not just a renovation of the EKONID building. It went along with a fundamental change process on how we at EKONID plan to conduct our work and activities: more agile, flexible and digital, and what kind of additional services we plan to offer our members and clients. The result: EBC – the European Business Center.

EBC combines the services of shared office providers with the market access services of a chamber. Clients have the most efficient offer of using all office facilities as well as the market entry services that EKONID provides.



# European Business Center



One-stop solution to establish or expand your business in Indonesia through your own local sales workforce, access to market intelligence and legal support as well as the utilization of complete office facilities without the risk and investment of having your own legal entity

## Instant Flexible Efficient Professional



### Looking for new customers & markets while limiting your risk and investment exposure?

Indonesia, with its 270 million inhabitants, is a huge country, a dynamic and strategic market with lots of business potential still untapped by most European companies. However, entering the market by establishing an own business entity is quite complicated and involves time, investments and liabilities.

When your company wants to enter the Indonesian market and...

- requires sales support & business intelligence,
  - wants to set up an office quickly & efficiently,
  - needs help in complying with tax, employment and payroll regulations,
- the European Business Center, EBC, is the perfect solution for exploring new business opportunities while limiting your CAPEX investment and liability risks.

### EBC services include:



#### SALES SUPPORT

EBC enables you to "test the water" and evaluate the readiness of the Indonesian market for your products or services by hiring your own sales force without the risk and investment of having an own legal entity in Indonesia.



#### HR AND PAYROLL SERVICE

EBC provides all HR administration related services in accordance with Indonesian labor, social and tax laws and regulations: implementation of the recruitment process; preparation and administration of the employee contracts as well as salary, social security and tax payments; travel management services upon request. This allows your company to focus on business development and customer relations.



#### OFFICE FACILITIES

EBC offers complete, state-of-the-art office facilities according to your actual needs. Customized office set-ups, starting from hot or dedicated desks up to different office sizes and types. Various meeting rooms & event venues, equipped with modern appliances such as video conferencing, are available on site with flexible, usage-based arrangements.



### SUPPORT

Being part of EBC allows privileged access to all in-house business support services, including market entry services, business intelligence, legal advice and training services:

#### MARKET ENTRY SERVICES

- Business Partner Search
- Company Investigations
- Individual Market Studies
- Event Management

#### LEGAL SERVICES

- Company Incorporation Services
- Working & Residence Permits
- Licenses
- Law & Tax updates

#### TRAINING SERVICES

EBC is part of an extensive network of training providers and educational institutions, allowing to fulfill all individual training needs.

### European Business Center

Operated by German-Indonesian Chamber of Industry and Commerce

Jl. Haji Agus Salim No. 115, Jakarta 10310

Phone: +62 21 5098 5800 | Fax: +62 21 315 5276

[www.ebcindonesia.com](http://www.ebcindonesia.com) | [ebc@ekonid.id](mailto:ebc@ekonid.id)

 PartnerInIndonesia



# EVENT CALENDAR

## JANUARY

- 10** EIBN outreach activities: Horecava Amsterdam, Amsterdam / The Netherlands
- 14** 6<sup>th</sup> Roundtable on TVET, Jakarta / Indonesia
- 17** EIBN Steering Committee Meeting, Jakarta / Indonesia
- 1** **17** EIBN New Year Reception, Jakarta / Indonesia  
**3**
- 21-22** EIBN outreach activities: SIGEP Rimini, Rimini / Italy
- 22** Webinar Bioenergy (Exportinitiative Energie), Jakarta / Indonesia
- 24** EIBN outreach activities: Danubius Gastro Bratislava, Bratislava / Slovakia
- 24-26** APK handover with AHK Japan, Jakarta / Indonesia
- 25** EIBN Business Forum for Slovak Enterprises, Bratislava / Slovakia
- 27-30** AHK Asia-Pacific Coordination Meeting (APC), Bangkok / Thailand
- 28-29** EIBN outreach activities: Sirha Lyon, Lyon / France

## FEBRUARY

- 08** Board of Management Meeting, Jakarta / Indonesia
- 08** EIBN outreach activities: Horeca Athens, Athens / Greece
- 11-14** DVET Automotive Mechatronics German standard Final Examination Part 1, Polman ASTRA, Jakarta / Indonesia
- 13** EIBN Advisory Meeting, Jakarta / Indonesia
- 2** **13** ICCQ Seminar KPI Consultancy "Sales - Basic Level", Jakarta / Indonesia
- 13-14** EIBN outreach activities: Biofach Nuremberg, Nuremberg / Germany
- 15** General staff meeting, Jakarta / Indonesia
- 4** **20** "Discover Indonesia" Business Forum, Athens / Greece



## EVENT CALENDAR



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**21-24** EIBN outreach activities Europe - Key speaker at Top Gastro, Prague / Czech Republic

**26** Hannover Messe Meeting with Tom Lembong, Chairman of BKPM, Jakarta / Indonesia

**27** ICCQ Seminar Towards Sustainable Businesses "Sustainability Reporting", Jakarta / Indonesia

5

**27** Dinner with ASEAN Committee, German Parliament, Jakarta / Indonesia

6

**28** EIBN Info Session: Protein and Horticultural Product import to Indonesia, Jakarta / Indonesia

### MARCH

**01** Gruenkohlessen, Jakarta / Indonesia

7

**05** Meetings with PT Barata Indonesia and Wisma Jerman, Surabaya / Indonesia

**06** SMKN 4 GDVET Project Evaluation "Logistics", Malang / Indonesia

**06** EIBN outreach activities: Global Industrie Lyon, Lyon / France

**08-09** AdA-Examination, Jakarta / Indonesia

**11** ASEAN Insights 2019, Mannheim / Germany

**11-15** GIZ Global Meeting, Eschborn / Germany

**12** EIBN outreach activities: CFIA Rennes, Rennes / France

**13-14** ICCQ Seminar "Emotional Intelligence Basic & Advanced", Jakarta / Indonesia

**13-17** EIBN outreach activities: Internorga Hamburg, Hamburg / Germany

**14** Länderausschusses Indonesien, Hamburg, Hamburg / Germany

**14** EIBN outreach activities: Software Day Vienna, Vienna / Austria

8

**15** OAV Vorstands- und Beiratssitzung, Hamburg / Germany

**15** 99. Ostasiatisches Liebesmahl, Hamburg / Germany

**19** HWK Koblenz / ZDK, Meister-Program, Bonn / Germany

# EVENT CALENDAR

**20** EU Industry Day 2019, Budapest / Hungary

**21** Webinar - Market Entry Strategy  
(AHK Bonn / IHK Neuss)

**24 - 28** Water and Waste Water Treatment Technology  
Solutions Delegation, Jakarta and  
Surabaya / Indonesia

**27** Eurocham Board Meeting,  
Jakarta / Indonesia

**1** **27** Bayer Inauguration of 3000th container export &  
GDVET Program in Mechatronics, Depok /  
Indonesia

**2** **29** ICCQ Seminar ""Indonesian Business Culture",  
Jakarta / Indonesia

**29** Launching Polman ASTRA Meister Program,  
Jakarta / Indonesia

## APRIL

**01 -05** DIHK / AHK-Joint Booth + WTSB Booth Company  
Meetings, DIHK / AHK-ASEAN Forum, Handover  
Partner Country, Support Delegation Indonesia at  
HAJ Messe, Hannover / Germany

**04** World Economic Day,  
Berlin / Germany

**07 -10** EIBN Healthcare Trade Mission to Indonesia,  
Jakarta / Indonesia

**08 -11** Bioenergy Delegation (Exportinitiative Energie),  
Jakarta / Indonesia

**3** **09** Get Together,  
Jakarta / Indonesia

**09** Biomass Delegation business forum,  
Jakarta / Indonesia

**10 -11** Inhouse B2B meetings for Biomass delegation,  
Jakarta / Indonesia

**19 -29** Europe on Screen Film Festival,  
Surabaya / Indonesia

**23** Inauguration of Mr. Christopher Tjokrosetio as the  
new Honorary Consul of the Federal Republic of  
Germany, Surabaya, Surabaya / Indonesia

**4** **25** GDVET Info Session "How to successfully  
develop your future workforce with German Dual  
Vocational Education & Training", in cooperation  
with Wisma Jerman, Surabaya / Indonesia



# EVENT CALENDAR



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## MAY

**02** Europe Day celebration,  
Jakarta / Indonesia

**03** Spargelessen,  
Jakarta / Indonesia

5

**03** Final Certificates Ceremony In-company Master  
Trainer Course, Jakarta / Indonesia

**06** Board of Management Meeting,  
Jakarta / Indonesia

**07** Representation of the Bilateral Chambers in the  
Board of EuroCham Indonesia meeting, Jakarta /  
Indonesia

6

**10** Groundbreaking new Polman ASTRA Campus,  
Cikarang / Indonesia

**20** EIBN in Slovakia during the "Doing Business with  
Indonesia: Opportunity for Slovakian Companies"  
seminar, Zilina / Slovakia

**22** EU Desk in Polish Trade and Investment Agency  
(PAIH), Warsaw / Poland

**24** EIBN in the RVO office at Prinses Beatrixaan,  
The Hague / The Netherlands

## JUNE

**03-04** Internationaler Beratungstag (IBT),  
Stuttgart / Germany

**12** Visit of SMKN 4 in Malang with Kuehne Foundation  
and German / Swiss logistics companies for start of  
GDVET Logistics Project, Malang / Indonesia

**18** 49th Annual Members Meeting,  
Jakarta / Indonesia

7

**18** Get Together,  
Jakarta / Indonesia

**24-26** ICCQ Training / Seminars "German Expertise in  
Biogas Technologies", Jakarta / Indonesia

**25** Webinar regarding Energy Efficiency in Buildings  
with speakers from Siemens Indonesia and the  
Green Building Council Indonesia,  
Jakarta / Indonesia

**26** Herring Networking Evening,  
Jakarta / Indonesia

8

# EVENT CALENDAR

## JULY

- 04** IHK-Infoveranstaltung "Wirtschaftstag Indonesien", Leipzig / Germany
- 10** Asia-Pacific Forum Bavaria, Fürth / Germany
- 10** EIBN Industrial Estate handover to Mr. Lembong / EIBN Official Meeting with Mr. Thomas Lembong and BKPM, Jakarta / Indonesia
- 16**<sup>-18</sup> Hannover Messe Roadshow in Bandung, Yogya, Batam / Indonesia
- 1** **17** EIBN Joint Gathering, Jakarta / Indonesia
- 18**<sup>-20</sup> German Standard Vocational Education Conference, West Papua / Indonesia
- 19** Hannover Messe Project Team Meeting Jakarta / Indonesia
- 22**<sup>-31</sup> Waste composition analysis as part of EKONID's Waste Management project in cooperation with the Banjarmasin city government and Universitas Lambung Mangkurat (UNLAM), supported by the German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU), Banjarmasin / Indonesia
- 24**<sup>-27</sup> DEinternational Regional Meeting, Seoul / Korea
- 24**<sup>-27</sup> EIBN EU Pavilion at Food & Hotel Indonesia, Jakarta / Indonesia
- 24**<sup>-30</sup> Implementation of the waste separation pilot project "Program Dua Karung" at the public market "Pasar Antasari", Banjarmasin / Indonesia
- 31** **Jul - 1 August** GDVET Project Meeting "Industrial Electrics" with INKA, Madiun / Indonesia

## AUGUST

- 2** **01**<sup>-02</sup> ICCQ Training "Emotional Intelligence", Jakarta / Indonesia
- 02** GDVET Industrial Mechanics meeting & company visit Toyota, Karawang / Indonesia
- 3** **06** New Members Gathering, Jakarta / Indonesia
- 4** **06** Summer Party (Poolside Party), Jakarta / Indonesia
- 16** Board of Management Meeting, Jakarta / Indonesia



# EVENT CALENDAR



**19**<sup>-23</sup> AdA Training, Polman ASTRA, Jakarta / Indonesia

**21** ICCQ Seminar "Close Deals Faster", Jakarta / Indonesia

**27** GDVET Mechatronics follow-up meeting with Infineon Technologies, Batam / Indonesia

## SEPTEMBER

**01**<sup>-05</sup> BMWi Civil Security Technology Delegation, accompanied by Mr. Christian Paschen, Representative of the German Federal Ministry of Economic Affairs and Energy (BMWi), Jakarta & Surabaya / Indonesia

**03** Get Together, Jakarta / Indonesia

**10**<sup>-13</sup> Hannover Messe Roadshow and Project Team Meeting, Jakarta & Surabaya / Indonesia

**18** ICCQ Seminar "Advanced Business Writing", Jakarta / Indonesia

**19** Seminar - Potential for Cooperation in Indonesia's Recycling Sector as part of EKONID's ongoing waste management project, Jakarta / Indonesia

**30**<sup>Sep - 2 Oct</sup> BMWi Skills Experts Conference, Berlin / Germany

**30**<sup>Sep - 7 Oct</sup> AdA-Training/Examination at Polman Astra Meister School, Jakarta / Indonesia

## OCTOBER

**02** Political and business delegation from the German Federal State of Lower Saxony, Jakarta / Indonesia

**03** Kick-off Event "Partner Country Indonesia Hannover Messe 2020" incl. Company Panel Discussion, Jakarta / Indonesia

**04** Dt. Stammtisch, Jakarta / Indonesia

**04**<sup>-06</sup> German Cinema (German Movies in Indonesian cinemas), Surabaya / Indonesia

**06**<sup>-08</sup> ASEAN Roadshow 2019 of the German National Tourism Board to Surabaya, Surabaya / Indonesia

**07** Schengen Visa Workshop in Cooperation with VHS Global, Surabaya / Indonesia

## EVENT CALENDAR

- 09** ICCQ "Advanced Business Presentation", Jakarta / Indonesia
- 1** **12** Wisma Jerman-EKONID-Vasa Hotel Oktoberfest, Surabaya / Indonesia
- 2** **16** EIBN Joint Gathering, Jakarta / Indonesia
- 19**<sup>-20</sup> AdA-Examination, Semarang / Indonesia
- 25**<sup>-26</sup> EKONID & Die Stube Oktoberfest, Jakarta / Indonesia
- 28**<sup>Oct. - 08 Nov</sup> Science Film Festival, Surabaya / Indonesia
- 31** Siemens Digitalize Indonesia (Mr. Rönfeld as a Panel Speaker on "Workforce of the Future"), Jakarta / Indonesia

### NOVEMBER

- 3** **05** Get Together, Jakarta / Indonesia
- 4** **05**<sup>-6</sup> VDMA Symposium with B2B (food processing technology) / VDMA Symposium - German Technology for Confectionary Production and Packaging, Jakarta / Indonesia
- 08** Meeting with Ministry of Industry regarding Hannover Messe (Andi Rizaldi, Head of Sub-Directorate of Non-Fero Metal Industries), Jakarta / Indonesia
- 09**<sup>-11</sup> AdA Training, Jakarta / Indonesia
- 11**<sup>-15</sup> Energy Efficiency in Buildings Delegation, Jakarta / Indonesia
- 15** Training initiatives meeting with German Embassy and Goethe Institut, Jakarta / Indonesia
- 16**<sup>-17</sup> AdA Training, Yogyakarta / Indonesia
- 18** German-Indonesian TVET roundtable super tax deduction topic, Jakarta / Indonesia
- 5** **19** ICCQ Network Event for Training Providers, Jakarta / Indonesia
- 30**<sup>Nov - 01 Dec</sup> AdA-Training, Surabaya / Indonesia



# EVENT CALENDAR

## DECEMBER

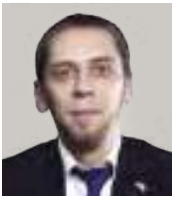
- 01<sup>-04</sup>** Delegation from Hamburg for participating in the BMF and several meetings with BKPM, port operators, port authorities and Surabaya city government, Jakarta & Surabaya / Indonesia
- 01** Internes Treffen der Geschäftsführer Asien-Pazifik 2019, Shenzhen / China
- 02<sup>-03</sup>** AHK Regionaltagung Asien-Pazifik 2019, Shenzhen / China
- 02** 1<sup>st</sup> Bilateral Maritime Forum (BMF) btw. Indonesia and Germany co-hosted by the Indonesian Coordinating Ministry for Maritime Affairs and Investment and the German Federal Ministry of Foreign Affairs, Jakarta (Ms. Brockmann participates as speaker), Jakarta / Indonesia
- 02<sup>-04</sup>** Assessment Center for the selection of apprentices together with Kuehne & Nagel and SMKN 4 Malang for EKONID's GDVET Program in Logistics Management, Malang / Indonesia
- 03<sup>-04</sup>** Hamburg delegation, Jakarta & Surabaya / Indonesia
- 03** Get Together, Jakarta / Indonesia
- 04<sup>-05</sup>** China Acceleration Days, Shenzhen / China
- 04<sup>-05</sup>** AHK ASEAN Regional Meeting, Hong Kong
- 07<sup>-08</sup>** AdA Training, Yogyakarta / Indonesia
- 09** Joint event of German Embassy, Goethe-Institut, EKONID and GIZ on GDVET in Germany, Goethe-Institut, Jakarta / Indonesia
- 09<sup>-14</sup>** Training of Trainers (AdA) Course, Jakarta / Indonesia
- 10** Board of Management Meeting, Jakarta / Indonesia
- 10** ICCQ Training "Writing for Business", Jakarta / Indonesia
- 11** EKONID internal Christmas Party, Jakarta / Indonesia
- 14<sup>-15</sup>** AdA Training, Jakarta / Indonesia
- 16<sup>-20</sup>** Automotive Mechatronic Examination, Polman Astra, Jakarta / Indonesia





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# BUSINESS DELEGATION & CONFERENCES

**Stephan Blocks**

Market Research &amp; Development Advisor

## BUSINESS DELEGATION & CONFERENCES

**104** companies and institutions joining delegations from Germany to Indonesia

**672** Indonesian participants at our seminars and conferences

### Water and Waste Water Treatment Technology Solutions

The first German delegation to Indonesia in 2019 focused on the water and waste water sector in Indonesia. From March 24 - 28, a business delegation comprising of 12 German companies held meetings and presentation events in Jakarta and Surabaya to identify potential opportunities for cooperation and initiate new business contacts. The delegation was part of the "Market Entry Program for SMEs" of the Federal Ministry of Economic Affairs and Energy (BMWi) and was implemented in partnership with Berlin-based GWP (German Water Partnership e.V.). In Indonesia the delegation was supported by the IdWA (Indonesian Water Association).

Nearly 150 participants from Indonesia attended the two presentation events in Jakarta and Surabaya. Representatives from the German Embassy, German Federal Ministry of Economic Affairs and Energy as well as the Indonesian Ministry of Public Works and Housing were among the key speakers. Individual in-house meetings provided the opportunity to get first-hand impressions of potential partners. In total the German delegation participants had 86 B2B meetings with Indonesian companies and officials in the five delegation days.

### Biomass Utilization

As part of the BMWi's "Energy Solutions Made in Germany" initiative, a business delegation consisting of eight German company representatives were invited to Jakarta to participate in a conference and individual in-house business meetings. The delegation took place from April 8-11 and was organized in partnership with the Renewable Energy Academy (RENAC). More than 90 participants from Indonesia attended the presentation event and a total of 53 meetings were arranged between them and the German delegates. Aside from representatives from the German companies, the event also saw speakers from the German Embassy Jakarta and the Indonesian Ministry of Energy and Mineral Resources.

### Civil Security Technology

In order to capture market opportunities for building security technologies – which has been on rise

due to the rapid growth of the construction business in Indonesia – EKONID collaborated with several associations in Germany, namely BDSW, BHE and TeleTrust, to explore the sector's potential in Indonesia. Ten German companies signed up to participate in this Foreign Market Entry Program for SMEs" program by the BMWi, which was co-organized in cooperation with econAN international. For this event, EKONID initiated close cooperation with the Indonesian Association of the Security Industry (AISKINDO). Thus, from September 1-5, technical seminars were organized in both Jakarta and Surabaya. Amongst the speakers were representatives from the German Embassy in Jakarta, the German Federal Ministry of Economics and Energy and a representative from AISKINDO. More than 130 participants who were active in the security technology sector participated in the presentation events. EKONID also arranged 49 individual B2B meetings.

### Waste Management Project in Banjarmasin

The waste management project in Banjarmasin is part of Germany's initiative "Environmental Protection Made in Germany", which is overseen by the German Federal Ministry of the Environment, Nature Conservation and Nuclear Safety (BMU). The initiative aims to promote the worldwide application of technology-based waste management solutions, especially in developing and emerging countries such as Indonesia.

As part of a previous study, EKONID had identified the city of Banjarmasin in Kalimantan as an appropriate partner for the waste management project. In the Banjarmasin project, EKONID cooperated with the Department of Environmental Technology of the Lambung Mangkurat University (UNLAM) and the Central Waste Bank Banjarmasin. Technical expertise was provided by Berlin-based consultancy BlackForest Solutions GmbH (BFS).

The partners conducted a waste composition analysis at the city's landfill to identify the potential to source recyclable items from the waste. Based on the results, several options on how to treat the waste were introduced to the city government. After one option was selected, a more detailed technical concept and a break-even calculation were developed and introduced to the government of Banjarmasin in January 2020.

## BUSINESS DELEGATION & CONFERENCES

**338** B2B meetings  
organized

**3** market  
studies

**7** delegations  
to Indonesia

The implementation of the concept is expected to take place in 2021.

Also part of the project was a recycling seminar in Jakarta. Opportunities to increase local plastic sourcing and processing were discussed with speakers from the Indonesian and German recycling industry. The seminar was held on September 19. The Indonesian side was represented by the Indonesian Ministry of Forestry and Environment, two recycling associations and several plastic processing companies. From Germany, the companies ALBA, Remondis and GreenCycle presented their experiences in developing recycling facilities in other countries. It was a very successful event with more than 100 participants actively contributing their thoughts and experiences to the discussion.

### Lower Saxony

Early in October a delegation from the German Federal State of Lower Saxony, led by Prime Minister Mr. Stephan Weil, visited Indonesia. Aside from meetings with political stakeholders, EKONID also organized visits to factories owned by PT Siemens Indonesia, PT Bayer Indonesia and PT Festo. The company visits provided the German company representatives with first-hand information regarding the investment climate and how to do business in Indonesia. Furthermore, the delegation witnessed the launching of the new VW Tiguan in Jakarta and the official start of the Promotion of Indonesia's Partnership with Hannover Messe 2020.

### GNTB (German National Tourism Board)

Since 2015, EKONID has been supporting the German National Tourism Board (GNTB) in promoting Germany as a tourist destination. As a follow up to the ASEAN Roadshows in 2017 and 2018, EKONID again hosted the delegation for GNTB's ASEAN Roadshow 2019. This time the delegation visited Indonesia's second largest city, Surabaya. This year, the roadshow brought the theme of "30 years since the fall of the Berlin Wall and 250th anniversary of the birth of Beethoven". Eight companies from the German tourism industry participated in the program. With the support of the team from Wisma Jerman in Surabaya, a Schengen visa and B2B seminar was organized, followed by a networking dinner. Over 70 participants from top travel agents in Indonesia attended the event.

### VDMA Symposium

As the Indonesian middle-class grows, so too must the sector of food processing and packaging. With this in mind, VDMA Food Processing and Packaging Association assigned EKONID with the organization of a business symposium in Jakarta, which was held on November 5 – 6. The topic of this symposium was "German Technology for Confectionery Production and Packaging", which was attended by more than 130 participants. Representatives from EKONID, the German Embassy and the VDMA gave the opening speeches, while the keynote speaker was provided by the Indonesian Food and Beverage Association (GAPMMI), whose support was integral to the event. The participating 14 German companies introduced their technologies for the production of confectionery. In parallel to the presentations a total of 150 B2B meetings took place in adjacent rooms.

### Hamburg

As part of the Bilateral Maritime Forum (BMF) between the governments of Indonesia and Germany, EKONID hosted a business mission from the Free and Hanseatic City of Hamburg to Indonesia from December 2 to 4. The delegation consisted of representatives from the Foreign Trade Division of Hamburg, the Hamburg port authority and the port management company. The BMF was opened by Indonesia's Coordinating Minister for Maritime Affairs and Investment, H.E. Luhut Binsar Pandjaitan, followed by several breakout sessions with different topics.

During the two days after the BMF, the delegation met with stakeholders from the Indonesian logistics and maritime sector in Jakarta and Surabaya. In Jakarta, EKONID arranged meetings with the Port Authority Office of Tanjung Priok, Indonesia Port Corporation (Pelindo II), the Indonesia Investment Coordinating Board (BKPM) as well as the Indonesia Logistic Association (ALI) and the Indonesia Logistic and Forwarder Association (ALFI). In Surabaya, the delegation met with the Mayor of Surabaya. Furthermore, meetings with the Surabaya port management company (Pelindo III) and the Tanjung Perak Port Authority were also part of the agenda. For 2020, a visit to the Port of Hamburg has been proposed.



**Olivia Noor**  
HoD of Market Entry

## MARKET ENTRY

**30** business meetings executed | **184** general inquiries from various industries | **2** comprehensive market studies developed

In 2019, EKONID received about 184 inquiries from German and Indonesian companies in total. The top 10 sectors of inquiry come from the renewable energy, construction, mechanical engineering, electricity, food, textiles, management consultancy, environmentally friendly technology and health sectors and transportation.

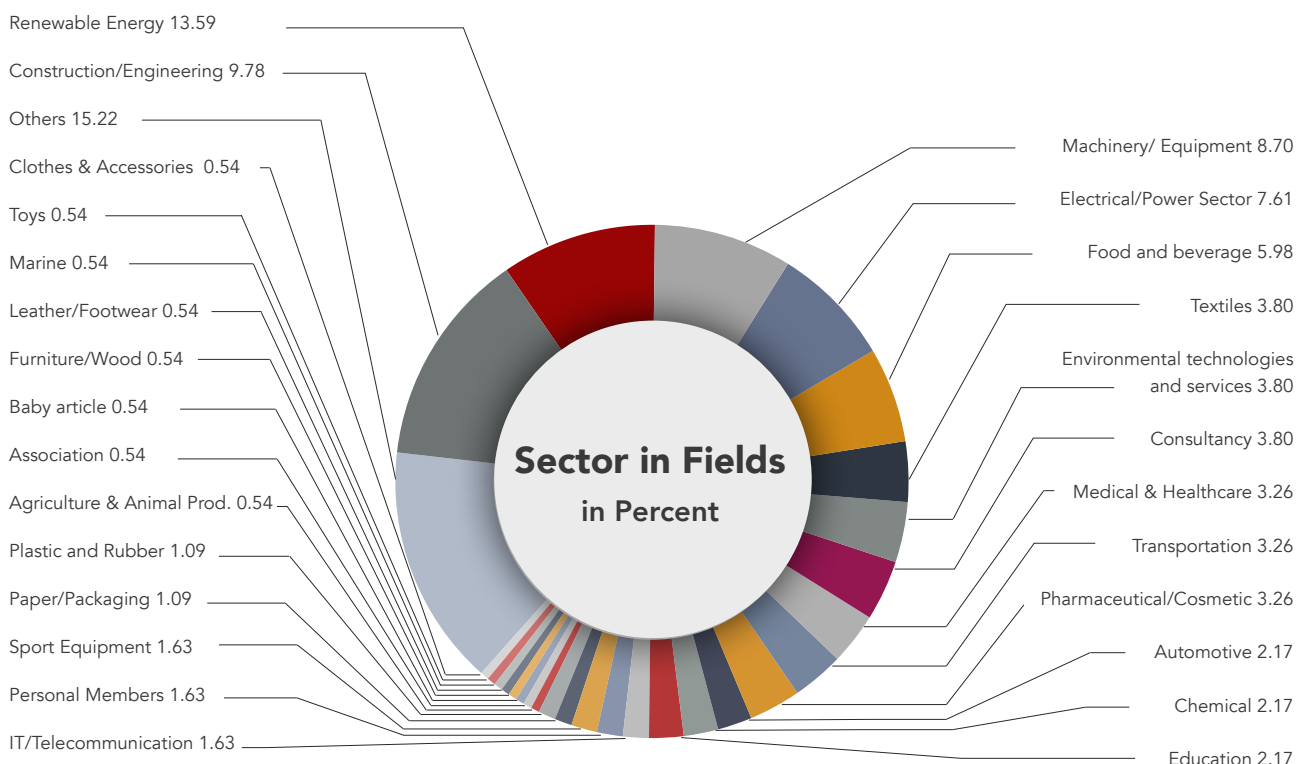
In terms of the inquiry categories submitted to the AHK Indonesia, 47% of the companies were looking for business partners in Indonesia or in Germany. In addition, many companies also requested a pre-market check or an individual market study on import/export regulations to gain an insight before preparing their business plan. Some of the companies, such as those that were already active on the Indonesian market for instance, were not looking for intensive support, but rather simple address research, which included the identification of relevant business partners they could contact themselves.

In line with EKONID's role as a strategic interface between German and Indonesian companies many services were provided as free support. Among the

services provided were a pre-market check of general market information and assistance in case of difficulties in importing certain products into Indonesia or in customs matters.

For more specific requests, the Business Development Department offers a range of services related to the initiation of business contacts and the provision of more comprehensive market information. In 2019, the Business Development Department provided market-entry support services to 20 individual clients, mostly German small- and medium-sized companies. The support was mainly provided through the services of business partner search, pre-market check, business meetings, address research and company investigation, but also European Business Center. In total, around 30 individual business meetings between German and Indonesian companies were arranged.

In addition, EKONID successfully completed two comprehensive market studies during the year, focusing on waste management and the cosmetics industry.





## **CORPORATE SERVICES DEPARTMENT**

In order to stay ahead of the quick changing environment that is the Indonesian legal system, EKONID's Corporate Services division offers in-depth services on the regulatory and legal framework in Germany and Indonesia.



**Cassandra Ismail**  
HoD of Corporate Services

## CORPORATE SERVICES

- 1 incorporation of companies
- 2 manpower matters
- 3 set up of representative offices
- 1 legal clerkships education
- 72 other corporate and commercial actions

With years of experience assisting the regulatory and legal framework for investments in Germany and Indonesia, EKONID's Corporate Services department offers in-depth services on the regulatory and legal framework in Germany and Indonesia.

The key areas of the Corporate Service department are the establishment of German investment companies and their representative offices. In 2019, the department successfully continued its support for corporate law issues, such as in regards to corporate changes and in our support in reviewing numerous agreements. However, there was a decrease of enquiries regarding dispute resolution, intellectual property, employment law matters and import licenses, either for general or special import licenses. This is due to the sensitive political climate permeating from the 2019 presidential and regional elections.

Having said that, we are proud to inform you that the EKONID's Law & Taxes Network program is entering its fourth year. The Network "Law & Taxes" is a cooperation between EKONID, law firms, audit and tax advisors from Indonesia and Germany, which are specialized in certain fields of law and taxes. EKONID's Network "Law & Taxes" ensures that requests, which require legal or taxation knowledge, are answered and supported by specialists with a high quality of professional expertise, service, responsibility and experience.

The department was also significantly involved in internal structural issues such as EKONID's 49th Annual Members Meeting and the perusal of EKONID's multiple institutional and economic cooperation from a legal point of view which were implemented throughout the year.

We also would like to inform you that the management has agreed to change the department name to be further called "Legal and Investment Consultation Department" as of January 1, 2020.

## LAW & TAXES NEWSLETTER



Cooperation Partner

**Luther.**

Newsletter Partner

**KPMG**

**Luther.**

**Rödl & Partner**

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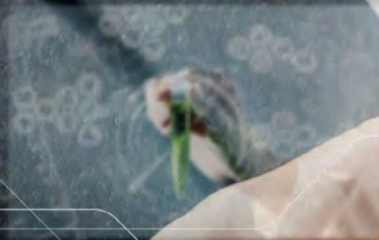
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## Technology

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# COMMUNICATIONS DEPARTMENT

## Fashion

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## Daily



## Politics

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**Andra Wisnu**  
Sr. Executive

**Anggita Pradipta**  
Jr. Executive

## COMMUNICATIONS

**18,742** website users | **50,589** website page views | **1,682** social media followers

**280** social media posts spread over 4 channels | **57** for-print collaterals

The Communication department is responsible for the maintenance and quality control of our external communication platforms, be it digital – EKONID website, Newsletters – or analog – Business Partner, Indonesia Quick Guide – to ensure that our message comes across as clear and concise as possible.

In 2019, the EKONID Communication Department absorbed the Publication and Design division in order to streamline our scope of service and to consolidate a number of relevant assets as EKONID works to integrate itself further into the digital age. Thusly, the EKONID website has been revamped to be the site that is available today.

Over 90 news items have been added and made available to the EKONID website throughout 2019. These news items have also been integrated through the prevailing social media channels – specifically LinkedIn, Instagram and Facebook – in our efforts to expand EKONID's visibility.

As a result of these efforts, from January 1 to December 31, 2019, the EKONID website has amassed over 18,742 users and over 50,589 page views. During that same period, our social media channels, specifically Instagram and LinkedIn, has grown nearly eight-fold. The number of follower of EKONID's Facebook page also grew slightly from 820 to 896.

2019 also became the debut year of our Youtube channel. As many as 16 videos – the majority of which were produced, directed and edited internally – are currently available for the engagement of our members as well as the general public.

### Publication and Design

In regards to our print communication, all of our publication materials are now accessible online via the EKONID website. Publications such as the Newsletter Law & Taxes, which is a biannual publication that dispenses information on legal matters, and Indonesia Quick Guide,

an annual publication that highlights the macro-economic condition of Indonesia and is aimed at the general public, are available for free.

For print production, the Publication and Design team designed over 57 for-print collaterals in relation to EKONID's various programs, such as the monthly Get Together invitations, booklets for delegations, as well as backdrops, banners, posters, et cetera.

### Digital Push

In the upcoming years, the EKONID Communication Department will continue to push for visibility via our digital platforms. As many as 12 videos are in the pipeline for development for our Youtube channel. We will also continue to promote our activities via our current social media channels daily, as well as through the dozens of informative contents to be published in the EKONID website.



A young man and a woman, both wearing blue uniforms, are working on a car engine. The woman, wearing a black hijab, is holding a pen and writing on a clipboard. The man is looking at the engine. The car's hood is open, and the engine is visible. The background is a blue wall.

# TRAINING & EDUCATION



**Ute Brockmann**  
Deputy Managing Director &  
HoD Training & Education



**Hardy Hoffmann**  
HoD Training & Education

## TRAINING & EDUCATION

**184** participants examined in german standard training of trainers (ada)

**132** business seminars presented online in ICCQ seminar calendar

**112** participants in business seminars by certified ICCQ trainers organized by EKONID

**E**KONID expanded its range of education and training programs by a remarkable highlight launching a Bachelor Professional Automotive Mechatronics Program with ASTRA Manufacturing Polytechnics School and ASTRA-affiliated companies. 10 students started in the pilot class of the program developed and conducted according to German Automotive Mechatronics Meister Standards. EKONID contributed its know-how and experience to the project planning and curriculum development, advised on teaching material as well as training equipment and evaluated and quality-controlled the conduct of the training. EKONID prepared the examination and certification process for ASTRA to be realized in cooperation with the Koblenz Chamber of Crafts (HWK Koblenz) and the Central Association of Automotive Mechatronics Germany (ZDK).

In the implementation of German standard education programs, EKONID is supported by the "Skills Experts Program" of the Federal Ministry for Economic Affairs and Energy (BMWi), the Association of German Chambers of Commerce and Industry (DIHK) as well as the "ExperTS Program" of the Federal Ministry for Economic Cooperation and Development (BMZ).

### German Dual Vocational Education & Training (GDVET) certified by EKONID

The scheduled theoretical education and practical training block sessions of the 3-year program in Mechatronics, coordinated and quality-controlled by EKONID for BAYER, were successfully implemented by the public vocational school SMKN 56 Jakarta and the company. Vocational school teachers and in-company trainers, involved in the GDVET program for the 14 participating apprentices, passed the German Standard Training of Trainers Course (AdA) certified by EKONID. After the first class in 2017, the chamber started GDVET in Industrial Mechanics for a second class of apprentices continuing with the partner companies SIEMENS, MERCEDES-BENZ, MAN ENERGY SOLUTIONS and BARATA. Apprentices of ASTRA's second class, established in German standard Automotive Mechatronics, passed their final examination.

For its first non-technical German standard professional education program, EKONID selected SMKN 4 Malang as vocational school and started to pool companies in preparation of a pilot class in Logistics Management.



## TRAINING & EDUCATION



EKONID acquired Kuehne Foundation as project partner who began conducting logistics training sessions in order to update the SMK on latest market-relevant knowledge.

### **German Standard Training of Trainers (AdA) certified by EKONID**

EKONID examined the performance of 184 trainers from companies, schools and other institutions throughout the year in the frame of 11 Training of Trainers (AdA international Basic Version) courses following German standard. 7 of these 1-week trainings, having taken place in Jakarta, Semarang, Batu, Yogyakarta and Surabaya, were organized by the vocational education partnership project of sequa gGmbH / IHK Trier in cooperation with KADIN. EKONID - organizing Training of Trainers courses itself for the purpose of qualifying teachers and in-company trainers in its dual vocational education programs as well as on demand for selected third parties - prepared, conducted and examined 4 AdA courses.

### **ICCQ Business Seminars and Trainer Pool**

In the frame of its ICCQ Business Seminar Platform with Trainer Pool, EKONID acquired 6 new qualified trainers in the fields of industrial safety, product certification, communication, oil & gas and engineering as well as HR and recruitment. Further, the chamber itself organized 9 Business Seminars with members of its ICCQ Trainer Pool for 112 participants and published 132 Business Seminars in the online ICCQ Seminar Calendar.

### **Outlook for 2020**

EKONID will be preparing the implementation of further GDVET programs in additional professions and plans to complete the first German standard Bachelor Professional program in Automotive Mechatronics in cooperation with ASTRA as well as the examination and certification of the first GDVET pilot class in Industrial Mechanics. Further, the chamber will prominently introduce its GDVET programs at the Indonesian National Pavilion at Hannover Messe 2020 where Indonesia presents itself as Partner Country.

A group of diverse professionals are seated around a long wooden conference table in a modern office setting. They are focused on their laptops, which are open in front of them. In the background, a woman stands near a whiteboard, pointing at it, likely leading a training session. Large windows on the right side of the room provide natural light.

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QUALIFICATION FOR  
YOURSELF OR YOUR TEAM?**

**CHALLENGES FINDING A  
SUITABLE TRAINING BY A  
QUALIFIED TRAINER?**

**GET A QUICK AND EASY  
ACCESS TO A WIDE RANGE  
OF BUSINESS TOPICS!**

**DISCOVER THE ICCQ  
TRAINING CALENDER!**

## ABOUT US

The platform and brand "Information and Certification Center for Qualification" (ICCQ) is a new initiative of the German-Indonesian Chamber of Industry and Commerce (EKONID).

A key element of ICCQ is its Training Calender with up-to-date seminars and workshops on business topics.

The trainings are offered by certified training providers that are member of the ICCQ Trainer Pool.

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## CONTACT

German-Indonesian Chamber of  
Industry and Commerce (EKONID)

Jl. H. Agus Salim No. 115  
Jakarta, 10310

E-mail : [training-education@ekonid.id](mailto:training-education@ekonid.id)

Phone : +62-21-5098-5800

Fax : +62-21-5098-5801

Website : [www.iccq.id](http://www.iccq.id)

EU-Indonesia Business  
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EU-INDONESIA  
**BUSINESS**  
N E T W O R K



**Laura Aramo**  
Project Manager of EIBN

## EU-INDONESIA BUSINESS NETWORK

**6** EIBN Events  
in Europe

**6** countries

**7** cities

**150** participating  
companies

The EU-Indonesia Business Network (EIBN) was created under the EU programme ICI+ SEBSEAM, which aims to deepen economic and political bilateral ties with several countries. By promoting Indonesia as a high potential trade and investment destination as well as providing support to EU companies interested in doing business with Indonesia, EIBN aspires to be the bridge between EU and Indonesia for further economic activities and in strengthening relations.

EIBN was set up in 2013, and is formed by a consortium of six bilateral chambers of commerce in Indonesia and Europe. Besides EKONID, the lead implementing partner, Brticham, Dancham, IFCCI and IBAI form part from the Indonesian side; with EUROCHAMBERS and CCI Barcelona on the European side. EuroCham Indonesia, while listed as a partner in EIBN, is in fact exclusively responsible for the advocacy component of the ICI+ programme in Indonesia.

In 2019, EIBN continued to implement numerous activities in Europe, organizing several sector-specific roundtables and participating in reference trade events in 19 different EU Member States. In Indonesia, EIBN continued to strengthen its collaboration with EU Embassies via regular individual meetings, while giving continuity to the capacity-building Info Sessions programs held in years past. EIBN also moved forward with key local partners, continuing to establish a closer cooperation with BKPM through the EU Desk at BKPM.

EIBN continued to intensively implement business services as well, delivering 8 individual business services, 3 business delegations, 10 market access services (business partner searches, meeting arrangements, other business support services, etc.) and 1 market study. In addition, EIBN organized as well 2 European Pavilions in 2 trade fairs and 1 Pan-European Trade Missions, supporting a total of more than 119 companies/organizations within these activities.

EIBN also successfully finalized and launched its flagship publication Indonesia Industrial Estates Directory after the intensive research conducted throughout 2018 and 2019. EIBN also published 10 sector reports, 6 new information sheets on how to enter the Indonesian market for select industries, as well as 2 reports on general investment information and investment procedures in Indonesia.

Since the start of the EIBN in 2013, throughout its 6 years of implementation, the project has implemented outreach activities in 28 EU member states, including 141 information events and 55 trade fair visits, and has been able to assist over 2,000 European companies with their business enquiries, while supporting individually over 329 companies and organizations with concrete market access business services whilst contributing to several missions deployed by different EU member states.



## EU-INDONESIA BUSINESS NETWORK

**9** Participations in Trade Fairs in Europe

**2** Info Sessions in Indonesia: on a couple regulatory and business topics, for EU Member States and Chambers of Commerce representatives; ca. 40 participants.



### Business Enquiries

- Ca.350 business enquiries replied to enquiries from 23 Member States (top: Netherlands, Germany, France, UK, Hungary)
- 8 paid business services implemented.

### Business Delegations

- **April 2019:** EIBN Healthcare Mission to Indonesia
- **July 2019:** EU Food Pavilion at Food and Hotel Indonesia
- **August 2019:** Inward Journalist Visit for Bordbia - Ireland

### Market Studies (EIBN Sector Reports)

- Report on EU Investment in Indonesia 2013-2018
- Industrial Estate Directory 2018-2019
- Frequently Asked Questions on Investment 2019
- Wood Products Sector
- Dairy Sector

- Cosmetics Sector
- Update Bakery Ingredient Sector
- Update Agribusiness Sector
- Update ICT Sector
- Info Sheet – How to register F&B Products
- Info Sheet – How to register Cosmetics Products
- Info Sheet – How to set up an E-Commerce Business
- Info Sheet – How to set up a Tourism Business
- Info Sheet – How to become an Exporter
- Update EIBN Company Directory



Astra stands together with the people of Indonesia as we strive to foster a spirit of nationhood for the progress of our great nation.

Alongside the 194,359 Astra employees, who contribute to this country through 7 lines of business and 9 Astra foundations, Astra continues its progression to promote the spirit of advancing Indonesia.

**It's time to move together!**



Automotive



Financial Services



Heavy Equipment, Mining,  
Construction & Energy



Agribusiness



Infrastructure & Logistics



Information Technology



Property



# WISMA JERMAN

Established in 2012, Wisma Jerman is the product of a worldwide unique cooperation between the Goethe-Institut and the German Chamber of Industry and Commerce Abroad (AHK), supported by the Embassy of the Federal Republic of Germany. It represents the interests of German-Indonesian exchange in three different fields, namely language, culture and economic cooperation.

# WISMA JERMAN



**Mike Neuber**  
Director of Wisma Jerman

**22** company  
delegates

**57** matchmaking  
meetings

**415** participants  
in 5 events

On March 27, 2019, EKONID Surabaya hosted a networking dinner for 12 companies that specialize in water and wastewater technologies and services from Germany. The dinner was part of a delegation program supported by the German Federal Ministry for Economic Affairs and Energy (BMWi) and organized by EKONID in cooperation with the German Water Partnership (GWP). Also present at the dinner were representatives from BMWi and GWP as well as representatives and dignitaries from Surabaya's business community and related institutions. This was the first time the sector had visited Surabaya as part of the mission.

Another first for Wisma Jerman in 2019 was a kick-off event that introduced the German approach to vocational education to the Surabaya business community. On April 25th, Ms. Ute Brockmann, Deputy Managing Director and Head of Training and Education Department at EKONID, came to Surabaya to spearhead a seminar on German Dual Vocational Education & Training (GDVET). Held at the Hotel Majapahit Surabaya, the event was organized by EKONID Surabaya and EKONID Jakarta as a means to introduce the model of German Dual Vocational Education as implemented already in Indonesia. 49 participants from local companies, organizations, as well as representatives of the provincial government had participated in the event.

On September 4-5, EKONID Surabaya had the privilege to host another business delegation. As many as 10 participating companies specialized in civil security technology came to Surabaya as part of the BMWi-Market Development Programme for Small and Medium Sized companies. The delegation was accompanied by Mr. Christian Paschen who represented the BMWi and Ms. Sabrina Lopp from econAN international GmbH, the company that had partnered with EKONID for the organization of the delegation visit.

From October 6-8, EKONID Surabaya hosted the German National Tourism Board (GNTB) as part of its ASEAN Roadshow 2019. The delegation comprised of representatives from GNTB Germany and Singapore, as well as companies and institutions representing the German tourism industry: Activo Travel GmbH, Berlin Tourismus & Kongress GmbH, Hertz, Lufthansa, Maritim Hotel Gesellschaft, McArthurGlen, Tourismus+Congress GmbH Frankfurt am Main, and Weisser GmbH – Haus der 1000 Uhren.

In Surabaya EKONID organized a Schengen-visa-

workshop in cooperation with Vfs Global – a visa service company assigned by the German Embassy Jakarta – and a networking dinner at Vasa Hotel Surabaya. Up to 80 participants attended the Schengen-visa-workshop.

The year would not be complete without the annual Oktoberfest. The Wisma-Jerman-EKONID Oktoberfest this year took place on October 12 at the Vasa Hotel Surabaya, in which nearly 200 people partook in this famous German tradition. This breathtaking event could not have been realized without the assistance of all our sponsors. Therefore, the organizing team from Wisma Jerman and EKONID, together with Vasa Hotel Surabaya, would like to take this opportunity to express their deepest thanks to all companies and supporters who made this event possible: Kaltenberg & König Ludwig Weissbier; PT. Soejasch Bali, Mamas Delicatessen; Porsche Center Surabaya and Porsche Club Indonesia; Turkish Airlines; Wismilak Premium Cigars; Hardrock FM; and PT ETA Indonesia. We will be glad to welcome you as our partners for the next Wisma Jerman - EKONID Oktoberfest in Surabaya in 2020.

Finally, in closing the year, a delegation from the city of Hamburg, consisting of Mr. Kolja Harders (Director of Foreign Trade Division of the City of Hamburg) and Dr. Nils Kemme (Representative of HPC Hamburg Port Consulting GmbH) visited Surabaya in early December with the objective to obtain general information about the local maritime sector, port industry and the city government's plans concerning the maritime sector and logistics. For this purpose EKONID Surabaya had organized meetings with the Surabaya city government, port operator PELINDO III and the port authority of Tanjung Perak, the city's port.



**German Dual Vocational Education & Training (GDVET)**

## STATEMENT OF RECEIPT & EXPENSES

	2018	2019
	IDR	IDR
<b>Cash Receipts</b>		
Membership Income	2.182.805.906	2.118.544.889
Service Income	35.904.724.310	9.145.298.008
Publications	230.564.814	514.737.296
Trade Fairs	1.691.038.385	1.858.660.970
Grant Project	8.871.020.697	11.470.353.246
<b>Total Cash Receipts</b>	<b>48.880.154.112</b>	<b>25.107.594.409</b>
<b>Expenditures</b>		
Personnel expenditures	(13.273.085.693)	(11.726.160.155)
Operating expenses	(29.123.674.717)	(14.784.962.933)
<b>Net Cash for operating activities</b>	<b>6.483.393.702</b>	<b>(1.403.528.679)</b>
Net cash (used in) / provided by investing activities	(691.252.863)	(9.697.336.750)
Subsidies from Germany	1.260.959.700	4.331.372.747
Funding for JERIN Events		
Saving for employee Benefit Obligation	(1.013.619.236)	(427.625.104)
<b>Net increase / (decrease) in cash and cash equivalent</b>	<b>6.039.481.303</b>	<b>(7.197.117.786)</b>
Cash and cash equivalent at the beginning of year	6.310.121.648	12.349.602.951
Cash and cash equivalent at the end of year	<b>12.349.602.951</b>	<b>5.152.485.165</b>

An audit of EKONID's financial position as of December 31, 2019 was completed by registered public accountants KAP Bayudi, Yohana, Suzy, Arie in accordance with the accounting principles which apply in the Republic of Indonesia. Reflecting its character as a non-profit organization, EKONID's balance sheet is dominated by cash and cash equivalents.

In terms of income, EKONID receives contributions from its membership, as well as cost-reimbursements for market access and trade fairs services and publications, in addition to subsidies from the German government and earnings from government and institutionally funded projects.

At the end of 2019, EKONID was in a financially sound condition and was able to fulfill all commitments to its suppliers and its employees, including pension payments and provisions. Moreover, EKONID was able to meet its tax obligations to the Indonesian government.

## MEMBERSHIP ANNIVERSARIES



GEMA KARYA ABADI, PT  
IHK ZU DORTMUND  
IHK HANNOVER  
IHK ZU KOBLENZ  
IHK NÜRNBERG für Mittelfranken  
MESSE MÜNCHEN GmbH  
SIEMENS INDONESIA, PT



DATASCRIP, PT  
TRANSFARMA MEDICA INDAH, PT



ASOSIASI PERUSAHAAN PAMERAN INDONESIA  
BINO MITRA SEJATI, PT (BANTEX)  
DHL GLOBAL FORWARDING INDONESIA  
EKACITTA DIAN PERSADA  
LESCHACO LOGISTIC INDONESIA, PT  
SPECTRUM GROUP



DSV TRANSPORT INDONESIA, PT  
HACACA CENTRAL LOGISTICS, PT  
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