



German-Indonesian
Chamber of Industry and Commerce



Promoting Bilateral Business
Between Indonesia and Germany

ANNUAL
REPORT

2021



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The LBBW Branch in Singapore offers a wide range of services and products and is a well-established partner for its international corporate and institutional clients since 1995.

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Get in touch with us.

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Chief Representative Indonesia

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Mobile: +62 815 1700 1525

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www.LBBW.de/international

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LBBW

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more



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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

Dear EKONID Members,

Like the year before, 2021 was still very much dominated by the COVID-19 pandemic and all the restrictions that came along with it; like working from home, no events with physical presence and very limited travel options. Everything was still online, although already with much more routine than before.

For EKONID that meant in numbers: answering 1.199 individual corporate inquiries, organizing 82 mostly online events with in total 1.361 participants and supporting four virtual German delegations to Indonesia. The biggest numbers for EKONID were the number of its website sessions, which nearly tripled to 511.112 in 2021 and the increase of the average number of website visitors per month to 27.434.

The only physical events that took place in 2021 for EKONID were the 11 Training of Trainers (AdA) courses that led to the successful examination of 239 participants. The most happy participants in all of EKONID's activities were most likely the 20 young apprentices that successfully concluded their two or three year German Dual Vocational Education program with EKONID.

The most prestigious event in 2021 was the Indonesian - German Business Forum, organized by the Asia Pacific Committee of German Business (APA) and KADIN, in connection with Indonesia being the partner country of Hannover Messe.

More details on all of these activities are included in this annual report or on EKONID's website.

Our sincere appreciation and gratitude is dedicated to all our members and clients, who, through their generous assistance and endorsement, made EKONID' work and success in 2021 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 and all our other German, European and Indonesian partners, 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



140

**OFFICES OF RELIABLE AND
TRUSTWORTHY PARTNERS IN**

92

COUNTRIES

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 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.

Institutional Partners:



Federal Ministry
for Economic Affairs
and Climate Action



Embassy of the
Federal Republic of Germany
Jakarta



EKONID Premium Partners in 2021:



SIEMENS

Sponsors of the Annual Report 2021:



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



Dr. Reza Poorvash
Vice Chairman

Place/Date of Birth

Tehran, Iran / September 19, 1975

Education

- Industrial Engineering and Doctor degree Paderborn University, Germany

Professional Career

- 2020 - present: CEO Europe & Asia thyssenkrupp Mining Technologies
- 2016 - 2020: 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



Christophe Marie
Treasurer

Place/Date of Birth

Mantes, France / June 20, 1967

Education

- Diplômé Betriebswirt der Fachhochschule des Saarlandes, Saarbrücken
- Diplômé des DFHI (Deutsch-Französisches Hochschulinstitut, Metz/Saarbrücken)

Professional Career

- 2016 - 2021: 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

- 2018 - present: Board of Directors Indonesia Eximbank
- 2016 - present: Board of Directors & Green Fund
- 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



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



Joos Louwerier
Member

Place/Date of Birth

Geervliet, The Netherlands / June 13, 1974

Education

- Graduated University of Amsterdam
- MBA of National University of Singapore and UCLA Anderson

Professional Career

- 2017 - 2021: Country Manager and CEO of Allianz Life Indonesia
- 2016 - 2017: CEO of Allianz Life Korea
- 2001 - 2013: Various senior positions in ING in Asia and Europe

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.



Michael Glos



Chatib Basri



Ari Soemarno



Chris Kanter



Danny Jozal



Dieter Collmann



Moetaryanto



**Shanti L.
Poesposoetjpto**

ORGANIZATION CHART



MANAGEMENT & STAFF



MEMBERSHIP REPORT



At the end of 2021, EKONID counted 381 members, a decline compared to 414 members the year before.

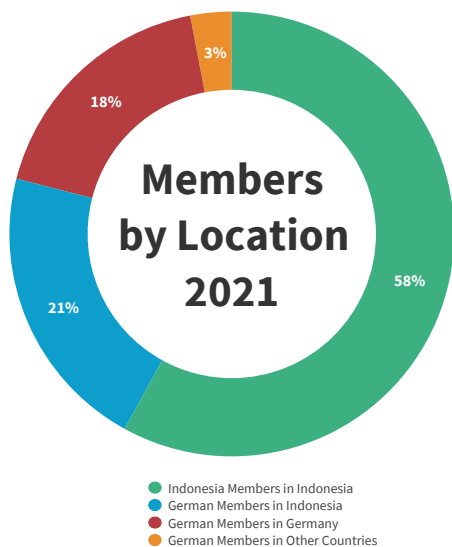
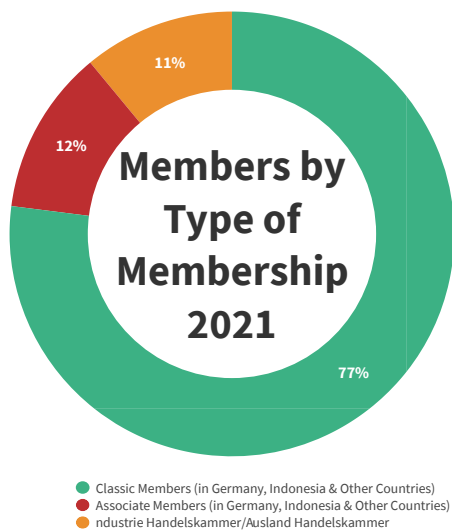
As many as 26 companies joined EKONID as new member in 2021 - a very warm welcome to our community!

We would also like to express appreciation to our existing members for their commitment and patience throughout these difficult years during the pandemic. We know how challenging times are, especially for service providers or producers of products effected by lockdowns or restrictions of travel as well as social interaction.

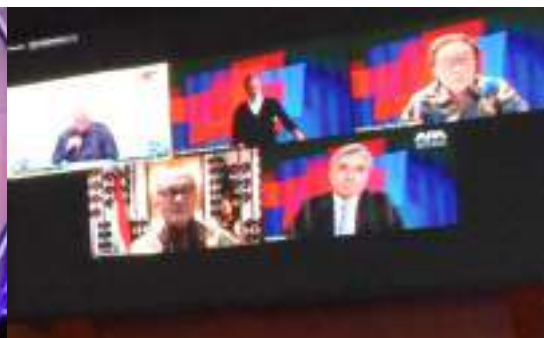
We hope we have positively contributed with providing useful information in our many online info=sessions, supporting in the interaction with government institutions, as well as by offering the new, less pricy membership category Associate Members, which in 2021 a total of 23 companies have utilized.

EKONID's membership include companies mainly from the following sectors: banking, chemical, pharmaceutical, electrical, engineering, construction and automotive manufacturing.

The membership details are as follows:



Sector Member 2021 (according to KBLI)	
Agriculture, forestry and fishing	12
Crop and animal production, hunting and related service acts	3
Forestry and logging	12
Fishery	1
Mining and quarrying	12
Mining of coal and lignite	2
Extraction of crude petroleum and natural gas	5
Mining of metal ores	4
Other mining and quarrying	4
Mining support service acts.	3
Manufacturing	3
Manufacturing of food products	9
Manufacturing of beverages	5
Manufacturing of textiles	12
Manufacturing of leather and related products	1
Manufacturing of wood and products of wood and cork, exc. Furniture	9
Manufacturing of paper and paper products	7
Printing and reproduction of recorded media	1
Manufacturing of coke and refined petroleum products	2
Manufacturing of chemicals and chemical products	28
Manufacturing of basic pharmaceutical products and pharmaceutical preparations	16
Manufacturing of rubber and plastic products	14
Manufacturing of other non-metallic mineral products	7
Manufacturing of basic metals	3
Manufacturing of fabricated metal products, exc. Machinery & equipment	12
Manufacturing of computer, electronic and optical products	2
Manufacturing of electrical equipment	15
Manufacturing of machinery and equipment	49
Manufacturing of motor vehicles, trailers and semi-trailers	4
Manufacturing of other transport equipment	2
Manufacturing of furniture	5
Other manufacturing	6
Manufacturing of sports goods	1
Manufacturing of medical and dental instruments and supplies	4
Electricity, gas, steam, and air conditioning supply	13
Waste collection, treatment and disposal acts, Mats. Recovery	1
Remediation acts. And other waste management services	1
Construction	14
Construction of buildings	12
Civil engineering	7
Specialized constructions acts.	4
Wholesale trade, exc. of motor vehicles and motorcycles	3
Wholesale and retail trade and repair of motor vehicles and motorcycles	7
Transportation and storage	18
Land transport and transport via pipelines	2
Water transport	2
Air transport	4
Warehousing and support acts. For transportation	14
Accommodation	7
Food and beverage service acts.	4
Programming and broadcasting acts.	2
Telecommunications	5
Computer programming, consultancy and related acts.	8
Information service acts.	2
Financial and insurance activities	8
Financial service acts	6
Real estate activities	8
Professional, scientific and technical acts.	4
Legal and accounting acts.	25
Acts. Of head offices, management consultancy acts.	15
Architectural and engineering acts., technical testing and analysis	1
Scientific research and development	1
Advertising and market research	2
Specialized design acts.	2
Administrative and support service activities	1
Employment acts.	2
Travel agency, tour operator, reservation service and related acts.	1
Security and investigations act.	2
Service to buildings and landscape acts.	3
Office administrative, office support and other business support acts.	1
Organization of conventions and trade shows	14
Business support service acts.	1
Education	9
Human health and social work activities	16
Sports acts. And amusement and recreation acts.	1
Other service acts.	6
Acts. Of membership organization	43
Hairdressing and other beauty treatment	1
Other personal service acts.	7



Moderated by Jan Roennfeld, Managing Director of the German-Indonesian Chamber of Industry and Commerce (EKONID) and Shinta Kamdani, Deputy Chairwoman for International Relations of KADIN. Speakers: Mr. Joe Kaeser, Chairman of the Supervisory Board of Siemens Energy AG and Chairman of APA; Mr. Rosan Roeslani, Chairman of KADIN; Mr. Prijono Sugiarto, President Commissioner of Astra International; Mr. Rachmat Kaimuddin, CEO of the Indonesian e-commerce platform Bukalapak; and Markus Ochsner, Chairman of the Board at ABB Deutschland

Hannover Messe Digital 2021

INDONESIAN-GERMAN BUSINESS FORUM

In the context of the 21st century being the Asian Century, German companies would do well to look further than China in exploring business opportunities.

This was the conclusion reached at the German-Indonesian Business Forum at Hannover Messe 2021, the world's largest industrial trade fair. Organized by the Asia-Pacific Committee of German Business (APA) and the Indonesian Chamber of Commerce and Industry (KADIN), the forum brought together a number of prominent speakers to discuss opportunities and challenges the German and Indonesian business community is facing today.

Moderated by Jan Roennfeld, Managing Director of the German-Indonesian Chamber of Industry and Commerce

(EKONID) and Shinta Kamdani, Deputy Chairwoman for International Relations of KADIN, the forum shed light on how businesses in Indonesia and Germany are facing the COVID-19 pandemic, the lessons that businesses have learned, as well as the avenues for cooperation that have emerged since.

Speakers: Mr. Joe Kaeser, Chairman of the Supervisory Board of Siemens Energy AG and Chairman of APA; Mr. Rosan Roeslani, Chairman of KADIN; Mr. Prijono Sugiarto, President Commissioner of Astra International; Mr. Rachmat Kaimuddin, CEO of the Indonesian e-commerce platform Bukalapak; and Markus Ochsner, Chairman of the Board at ABB Deutschland.



Online Roundtable INDONESIA POSITIVE INVESTMENT LIST

On March 4, 2020, EKONID held its 15th Online Legal Roundtable. With nearly 50 participants comprising of business executives, CEOs and legal experts from various sectors within the German-Indonesian business community, this members-only legal roundtable aimed to shed light on some of the questions pertaining to the new investment regulation that was issued late in February 2021.

Presidential Regulation No. 10/2021 on Business Investments, which was signed on February 2, 2021, and became effective in March 4, 2021, outlines that all business activities are now open for foreign investment, unless regulated otherwise or are activities that can only be implemented by the central government.

To assist its members in understanding the new regulation, EKONID invited legal expert Phillip Kersting, Partner at German-based law firm Luther LLP in collaboration with Indonesian-based law firm Maqdir Ismail & Partners, as its guest speaker.

Also in attendance: President Director of PT Mercedes-Benz Distribution Indonesia Mr. Choi Duk Jun; President Commissioner of PT Astra International Prijono Sugiarto; and President Director of PT Menarini Indria Indonesia Reinhard Ehrenberger.



GREEN INFRASTRUCTURE INITIATIVE | 1st Info Session

On August 13, 2021, EKONID, in coordination with KADIN (the Indonesian Chamber of Commerce and Industry), held an info session to introduce the Green Infrastructure Initiative – a five-year Financial Cooperation facility of up to EUR 2.5 billion (Rp 42.36 trillion) to support environment and/or climate-relevant infrastructure projects.

Over 200 individual, institutional and company representatives from Indonesia and Europe participated in the info-session. These participants covered a wide-range of service providers and providers of technical solutions eager to work on green-themed projects, from small-and-medium-sized suppliers of materials to large construction companies.

Speakers: Mr. Arsjad Rasjid, the Chairman of KADIN; Mr. Jan Rönnfeld, Managing Director of EKONID; Mochamed Saleh Nugrahadi, Coordinating Deputy for Maritime Resources at Coordinating Ministry of Maritime Affairs and Investment; Mr. Oliver Hoppe Counsellor Development Cooperation at German Embassy Jakarta.

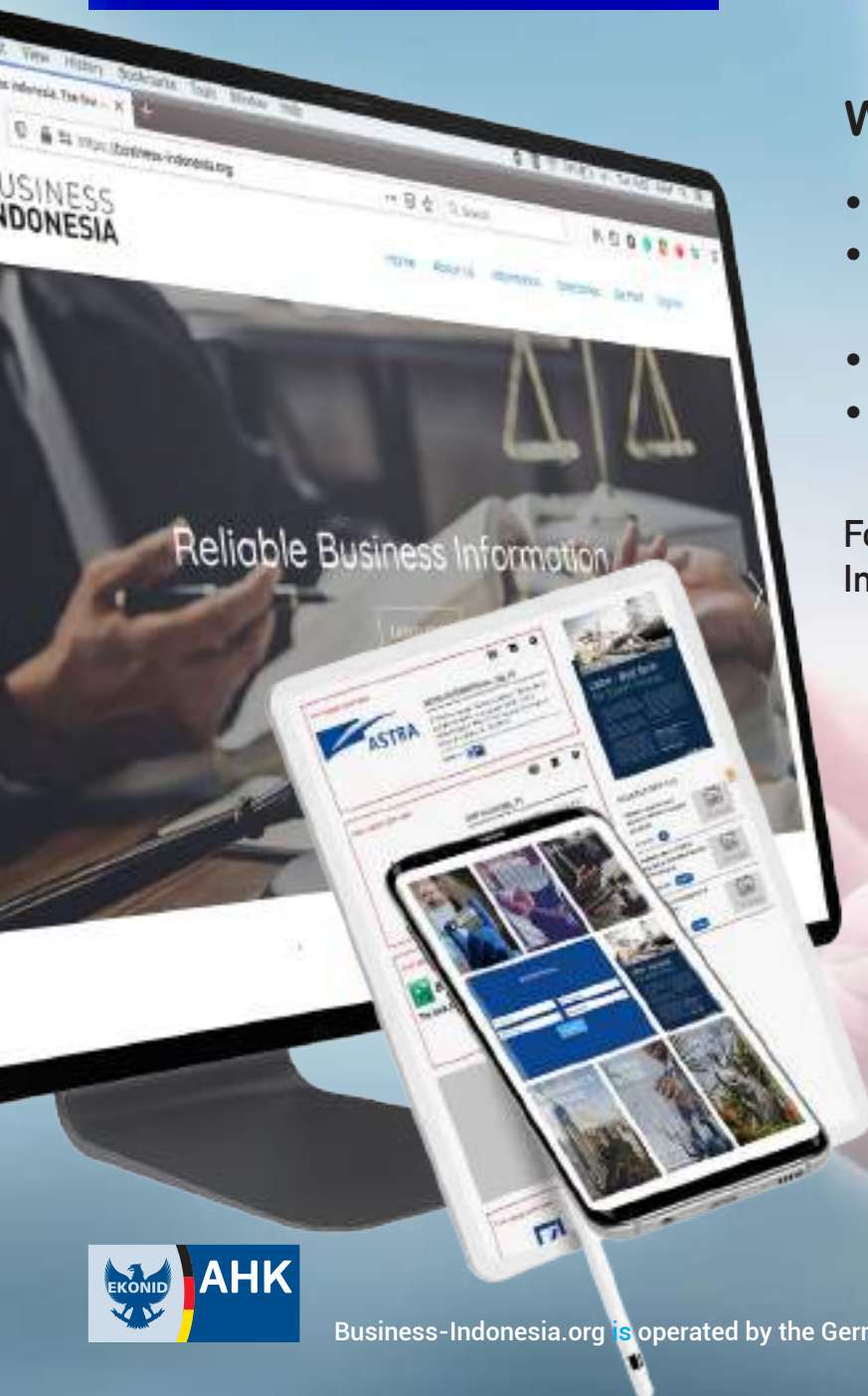


**GREEN
INFRASTRUCTURE
INITIATIVE**

INTRODUCING



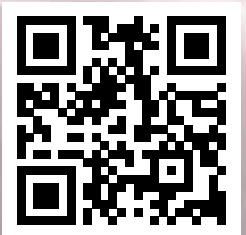
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PREMIUM PARTNERSHIPS

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 PT ASTRA INTERNATIONAL TBK., PT MERCEDES-BENZ INDONESIA, and PT SIEMENS INDONESIA in 2021.

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



JANUARY

11-15 January

Industrial Mechanics Final Examination with Barata and MAN Energy Solutions, Cilegon / Indonesia

28 January

ASEAN Webinar- ASEAN Today and Tomorrow: The current state and 2021 outlook for their respective countries, Online

FEBRUARY

9 February

AdA-Examination, Polman Astra, Jakarta / Indonesia

24 February

Wehrle Seminar: German technology in utilization of industrial wastewater treatment, Online

24-25 February

Mechatronic Examination Part I, PT. Bayer, Cimanggis / Indonesia

MARCH

2 March

Online-Seminar to promote the Recycling delegation, organized by IHK Nuremberg, Online

4 March

Online Roundtable: Indonesia Positive Investment List (Speaker: Mr. Philipp Kersting, Luther LLP in collaboration with Maqdir Ismail & Partner), Online

4 March

SwissCham TVET Seminar (Speaker: Ms. Brockmann), Online

7 March

AdA-Examination, Surabaya / Indonesia

24 March

Ländersprechtag + Beratungsgespräche (IHK Frankfurt), Online

25 March

Webinar IHKs NRW: Digital Economy und Industrie 4.0 in Indonesien

26 March

- Ausblick auf die Hannover Messe (Speaker: Mr. Roennfeld), Online

26 March

Online-Sprechtag IHK Hannover über Indonesien: Info-Veranstaltung und Einzelberatung (Speaker: Ms. Brockmann, Ms. Noor), Online

26 March

Wisma Jerman "Ngobrolin Budaya Eropa - Virtual Talkshow"

30 March

in collaboration with IFI Surabaya, Online

Ländersprechtag + Beratungsgespräche (IHK Flensburg), Online

APRIL

5-9 April

Industrial Mechanic Examination Part II, PT. Barata, Cilegon / Indonesia

8 April

Online Roundtable: Corporate Manpower Policies based on the Omnibus Law (Speaker: Dr. Julius Singara, Partner at Corporate and Commercial Practice Group, Lubis Santosa Maramis Law Firm), Online

12 April

Indonesian-German Business Forum at Hannover Messe Digital

13 April

(Co-Moderator: Mr. Roennfeld), Online

16 April

DIHK - AHK "60 Minutes - One World", Online

19-23 April

Wisma Jerman: Online Seminar "Peluang ke Jerman" with DAAD, Techniker

22-23 April

Krankenkasse Indonesia and Universitas Pattimura, Ambon, Online

23 April

ASEAN-Forum: Geschäftschancen für deutsche Unternehmen in und mit Südostasien, Online

24 April

AdA-Examination, Jakarta / Indonesia

26-27 April

AdA-Examination, Semarang / Indonesia

28 April

Wisma Jerman: Sore WisJer Online Diskussionsrunde, Online

30 April

Online Seminar: Ausbildung in Deutschland, Online

AdA-Examination, Semarang / Indonesia

Gesundheitswirtschaft ASEAN, Online

Automotive Mechatronic Exam Part 1, Jakarta / Indonesia

MAY

6 May

Online Seminar to promote the bioenergy delegation to Indonesia (scheduled for end of November); from Indonesia METI will join as a speaker besides EKONID, Online

8 May

AdA-Examination, Bekasi / Indonesia

20 May

OAV - Länderausschusssitzung Indonesien, Online

24 May

EKONID Board of Management Meeting, Jakarta / Indonesia

28 May

AdA-Examination, Semarang / Indonesia

28 May

Regionalforum Suedostasien (German Water Partnership), Online

JUNE

8-9 June

GTAI Beratungs- und Informationsevent - Gesundheitswirtschaft (Meet the expert), DIHK DEinternational GmbH, Online

10 June

Mr. Maulandiki informs about German Dual Vocational Education Standards & Principles in Online. Info Event "Vocational Education in Germany" for Indonesians

10 June

in cooperation with German Embassy Jakarta, Goethe Institute and GIZ, Online

10 June

Ms. Brockmann participates in Launch of TVET Working Group of German

12 June

Asia-Pacific Business Association (OAV), Online

14 June

Wisma Jerman: German-Swiss Higher Education Fair 2021 (Virtual), Online

14 June

EKONID Board of Management Meeting, Online

14-18 June

BMW Recycling Delegation, Online

15 June Online Seminar "German Waste Management and Recycling Technology Solutions", Online
 AdA-Examination, Ministry of Industry, Jakarta / Indonesia
 15 June AdA-Examination, Ministry of Education & Culture, Jakarta / Indonesia
 19 June Wisma Jerman: Hallo! Halle June, online
 26 June AdA-Examination, Ministry of Education & Culture, Jakarta / Indonesia
 26 June AdA-Examination EDUKADIN, Semarang / Indonesia
 27 June Internationaler Beratungstag, IHK Stuttgart, Online
 29 June - 8 July AdA-Examination, Ministry of Industry, Jakarta / Indonesia
 30 June

JULY

3 July AdA-Examination, Tangerang / Indonesia
 5-6 July AdA-Examination, Bintaro, Tangerang / Indonesia
 16 July Hygiene Management in Hospitality Sector Seminar, IHK Koblenz, Online
 27 July Hygiene Management in Hospitality Sector Seminar, IHK Koblenz, Online
 27 July Beratungstag, IHK Hamburg, Online

AUGUST

13 August Online Seminar: Introduction to the Indonesian-German Green Infrastructure Initiative (organized by EKONID in cooperation with KADIN Indonesia and on behalf of GIZ), Online
 23-27 August Mechatronic Examination Part II, Bayer, Jakarta / Indonesia
 25 August IHK Magdeburg Info-Veranstaltung, Vietnam & Indonesien, Online
 29 August AdA-Examination, EDUKADIN, Semarang / Indonesia

SEPTEMBER

19 September AdA-Examination, Semarang / Indonesia
 20-24 September Virtual trade mission "Energy generation from municipal and agricultural residues", Online
 21 September Online Seminar as part of the virtual trade mission
 "Energy generation from municipal and agricultural residues", Online
 23 September 11. IHK-Außenwirtschaftstag (11th IHK Foreign Trade Day NRW - Digital), IHK Essen, Online
 24 September Business Indonesia website info session with LSPP, Online
 25 September Industrial Mechanic Examination Part I, Siemens, Daimler, Jakarta / Indonesia

OCTOBER

3 October Wisma Jerman Open House 2021 "Zum Tag der Deutschen Einheit", Online
 16 October AdA-Examination, Jakarta / Indonesia
 26-28 October E-Commerce Virtual Delegation, Standalone event, Online
 28 October Online Seminar "Anticipating Cyber Attacks in Business Activities", Online
 31 October AdA-Examination, Semarang / Indonesia

NOVEMBER

1 November Assessment Center for selection of SMK students for industrial mechanics class 3, Jakarta / Indonesia
 6 November Industrial Mechanics Examination Part 2 (theoretical), Jakarta / Indonesia
 10-11 November Industrial Mechanics Examination Part 2 (practical), Jakarta / Indonesia
 13-14 November Industrial Mechanics Examination Part 2 (practical), Jakarta / Indonesia
 15-19 November IHK-Kontakttag Asien-Pazifik (Beratungstag), IHK Nuernberg, Online
 20-21 November AdA-Examination KADIN, Jakarta / Indonesia
 22-26 November Virtual trade mission "Training and Education including Learning Equipment solutions", Jakarta & Surabaya / Indonesia
 23 November Online seminar "Training and Education Solutions made in Germany", Online
 27-28 November AdA-Examination KADIN, Jakarta / Indonesia
 29 Nov - 3 Dec Automotive Mechatronics Bachelor Professional Examination, Cikarang / Indonesia

DECEMBER

4-7 December AdA-Examination, Morowali / Indonesia
 8 December Wisma Jerman: Online Seminar "Anerkennung di Jerman (Recognition of foreign professional qualifications in Germany)" with IHK Trier, Online
 8-21 December AdA-Training & Examination (SKF, Bosch and Siemens), Jakarta / Indonesia
 22 December Wisma Jerman internal year-end event, Surabaya / Indonesia
 25 December Automotive Mechatronics Examination Part II, Polman Astra, Jakarta / Indonesia



BUSINESS DELEGATIONS & CONFERENCES



DEPARTMENT REPORT

4

Delegations to
Germany and
Indonesia

4

Market
Studies

24

companies and institutions joining
delegations from Germany to Indonesia
and vice versa



JUNE 2021

WASTE MANAGEMENT AND RECYCLING

The first trade mission in 2021 was conducted in a virtual format due to the prevailing situation. This project was supported by the German Federal Ministry for Economic Affairs and Climate Action (BMWK) via its “Foreign Market Entry Program for SMEs”. Implementation partners were BlackForest Solutions GmbH, German RETech Partnership e.V. (RETech) and Nuernberg Chamber of Commerce & Industry. As part of the program, EKONID organized an online seminar to introduce the German trade mission participants to the relevant Indonesian audience from the waste management and recycling sector. This event was fueled by the noticeable increase of awareness for waste management and recycling among Indonesian stakeholders. In total, eight German companies took part in the event and presented their technologies. More than 50 B2B meetings were conducted in the following two days after the seminar.

AUGUST 2021

GII (GREEN INFRASTRUCTURE INITIATIVE)

From August 2021 onwards, EKONID, in cooperation with the Indonesian Chamber of Commerce and Industry (KADIN Indonesia) will support the promotion of the Green Infrastructure Initiative (GII). The GII is a five-year financial cooperation facility of up to EUR 2.5 billion (Rp

42.36 trillion) to support environment and/or climate-relevant infrastructure projects. The funds will be disbursed via KfW and will be channeled to the three focus sectors of solid waste management, water and wastewater management, and urban public transport. As part of the assignment from GIZ, EKONID held the first of three info sessions in August. More than 200 participants from Indonesia and Europe participated in the event. Further info sessions will be conducted in 2022 to promote the first tender from KfW.

SEPTEMBER 2021

ENERGY GENERATION FROM MUNICIPAL AND AGRICULTURAL RESIDUES

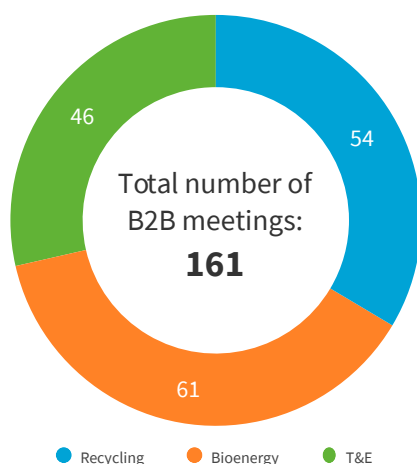
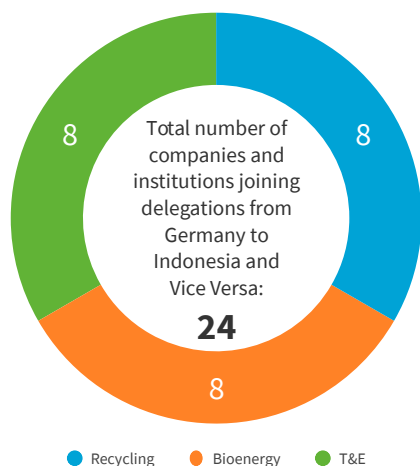
Organized in collaboration with eclareon GmbH and supported by the German Federal Ministry for Economic Affairs and Climate Action (BMWK) under its “Energy Solutions Made in Germany” initiative, the event gathered experts from the Indonesian and German renewable energy sector. In total, eight German companies took part in the event and presented their services and technologies. The kick-off was an online seminar that discussed opportunities in utilizing urban waste and agricultural residues to produce electricity from renewable sources. At 11 percent, the share of renewable energy sources in the Indonesian energy mix remains rather low and is far behind the country’s potential. With 270 million people and a significant agricultural sector, both municipal and

161

Number of B2B Meetings

510

Indonesian Participants at Seminars and Conferences



agricultural residues are believed to be promising sources of energy for the country to support Indonesia's goals to reduce its carbon emissions and to increase the share of renewable energy to 23 percent by 2025 and to 51 percent by 2050. During the following three days after the online seminar, more than 50 individual B2B meetings were conducted in support of this initiative.

SEPTEMBER 2021 (ONGOING)

EPR (EXTENDED PRODUCER RESPONSIBILITY) PLATFORM

As part of the Environmental Protection Made in Germany initiative of the German Federal Ministry for the Environment, Nature Conservation, Nuclear Safety and Consumer Protection (BMUV), EKONID has started to develop an online platform that shall provide insights regarding Indonesia's steps to establish a comprehensive Extended Producer Responsibility (EPR) scheme. With the enactment of the ministerial regulation No. 75/2019 ("Waste Reduction Roadmap"), a first important step in this direction has been made. Indonesia produces 65 million tons of waste each year. Its recycling rate of somewhere between 2 and 11 percent shows that Indonesia has a long way to go. Government and private sector have to cooperate closely. The "Waste Reduction Roadmap" outlines specific targets for waste reduction and sets recycling targets for the consumer goods industry, the hotel and restaurant industry as well as retail sector. With the online platform and an accompanying seminar series, EKONID will contribute to this process through the provision of information with the objective to encourage more private sector involvement in the sector. The development of the platform will be finalized in 2022.

NOVEMBER 2021

TRAINING & EDUCATION INCLUDING LEARNING EQUIPMENT SOLUTIONS

The final major activity in 2021 was the digital trade mission "Training and Education including Learning Equipment", held from November 22 to 26, 2021. The trade mission was supported by the German Federal Ministry for Economic Affairs and Climate Action (BMWK) through its Foreign Market Entry Program for SMEs. The project was implemented in close cooperation with the business association and trade fair organizer Didacta and the initiative iMove. In Germany, the identification of participants was coordinated by Hamburg-based econAN international GmbH.

MARKET ENTRY REPORT

151 Total inquiries from companies in Germany, Indonesia and other European Countries.

21 Market Access Projects

Despite not being spared from the effects of the COVID-19 pandemic, the total number of queries received by EKONID remained quite consistent. With a total of around 151 queries, we have assisted companies from Germany, Indonesia and other European countries. Through our EEN network, we handled inquiries and provided services to companies from Ireland, Croatia, Hungary, Sweden, France and Italy. The demand for technology, digitization, and automation, as well as changing consumer behavior since the pandemic, are the key drivers for foreign companies to export and market their products to Indonesia.

Despite the fact that the Indonesian government has tightened import regulations to protect the domestic market, the limited availability of high-tech products keeps the demand for imported goods fairly strong. The problem of high waste produced by Indonesian societies and industries has drawn special attention of German companies - especially in the field of environmental technology - to participate in government projects. This is also increasingly encouraged by the MoU on the Green Infrastructure Initiative, a bilateral agreement between Indonesia and Germany to support the acceleration of the development of waste management programs, public transport development, renewable energy, and electric-powered vehicles.

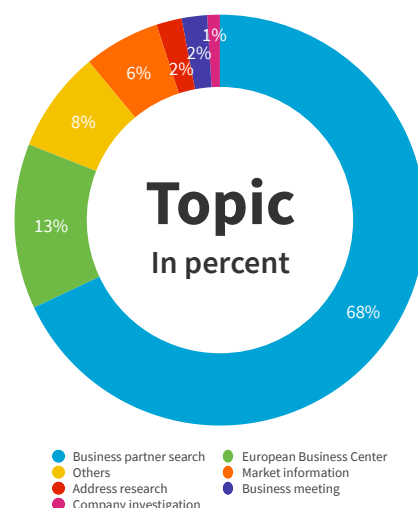
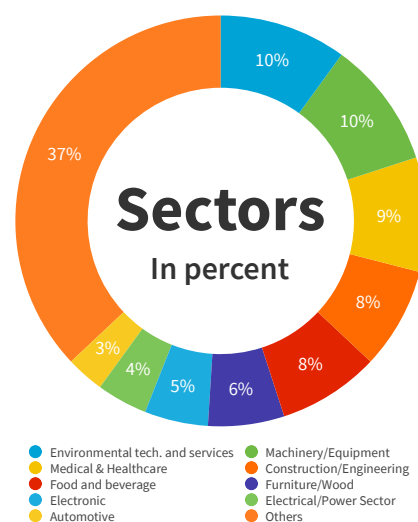
Requests for support in finding business partners have also increased in the healthcare sector, especially from German companies involved in laboratories, e-health, health supplements, and medical mask manufacturing (KN95). Furthermore, the recent news on the Indonesian government's plan to relocate the capital to the Kalimantan province has piqued the interest of German construction, engineering, and machinery firms.

In addition to general support services, the Market Entry Division hosted a virtual e-commerce delegation, which was attended by nine companies. Held from October 26-28, the event was a comprehensive deep dive into the Indonesian e-commerce sphere, from the various legal and Halal requirements needed to enter the sector to possible logistical roadblocks and solutions, as well as a preview of some of the best practices of European companies already present in the Indonesian digital economy.

Apart from the business opportunities in Indonesia for German enterprises, most German newcomers still face some challenges since the final product prices are quite high compared to similar products from countries participating in the Free Trade Agreement or the Regional Comprehensive Economic Partnership due to high import taxes.

In terms of inquiry categories, 68% of companies were looking for business partners in either Indonesia or Germany. The number of inquiries for the European Business Center concept has slightly increased over the previous year (9% to 13%). Due to the strict travel regulations for foreign companies visiting Indonesia as part of their promotional campaign, this concept can potentially be an effective alternative solution for German companies who require representatives in Indonesia to acquire new clients or retain existing ones.

By offering our services on a bespoke basis, which can be selected by potential clients according to their needs, we were able to implement 21 market access projects consisting of 11 business partner search projects, 3 EBC clients, 2 meeting arrangements, 3 online promotional events about Indonesian business opportunities, 1 pre-market check report, and 1 additional support service at Ministry of Agriculture.



LEGAL AND INVESTMENT



DEPARTMENT REPORT

1 Incorporation of Companies

25 Other Corporate and Commercial actions

2 Newsletter Law & Taxes

1 Set up of Representative Offices

The key areas of the Corporate Service division are establishment of German investment companies and the representative offices. In this regard, the LIC Department recorded a significant rise in assessing investment opportunities in a multitude of cross-border corporate, commercial, labor and employment matters. The division successfully continued its support for corporate law areas, such as for various corporate changes and in reviewing numerous agreements. In addition, there was a significant increase in the volume of enquiries regarding dispute resolution, intellectual property, employment law matters and import licenses either general or for special import licenses. Our clients appreciated the qualitatively good support as well as the cost-to-benefit-ratio.

In 2021, EKONID's Law & Taxes Network program officially entered its sixth's year. The Network "Law & Taxes" is a cooperation between EKONID, law firms, audit and tax advisors from Indonesia and Germany that are specialized in certain fields of law and taxes. EKONID's Network "Law & Taxes" ensures that requests that require legal or taxation knowledge are answered and supported by specialists with

a high level of quality in professional expertise, service, responsibility and experience.

In 2021, in response to the social restrictions caused by the pandemic, the Network "Law & Taxes", as well as with EKONID members and related government authorities, collaborated to hold a number of Online Roundtables - an interactive webinar available only to members. As many as three Online Round Table were held during 2021 during which experts were invited to speak about the most current and relevant topics, including the so-called Indonesia Positive Investment List and the recently ratified Tax Harmonization Law.

Internally we are also involved with the application of the intellectual property rights, in particular the trademark application of our internal usages. We are also heavily involved with the preparation of the plan of change Article of Associations, which were instructed by the Ministry of Law and Human Rights and was to be held during the Extraordinary Member Meeting. Unfortunately, this meeting was canceled due to third wave of COVID-19.



Cooperation Partner

Luther.

Newsletter Partner

KPMG

Luther.

Rödl & Partner

TRAINING AND EDUCATION



239 AdA Training
Participants

34 Examination
Participants

84 Seminar
Participants

EKONID expanded its range of education and training programs with the remarkable highlight of the launch of the 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, 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. This year, the program saw the joining of Robert Bosch Indonesia as one of its partners.

In 2021, the second class of GDVET in Industrial Mechanics has just finished their examination. At the same year, the chamber started GDVET in Industrial Mechanics for a third class of apprentices continuing with the partner companies SIEMENS, and MERCEDES-BENZ. Also that year, SKF joined the GDVET in Industrial Mechanics program as the new partner company, while MAN Energy Solutions and BARATA left the program. The third batch is scheduled to start in January 2022.

ASTRA's fourth batch of GDVET in Automotive Mechatronics has finally ended as the examination has just been done by the apprentices in 2021. The year 2022 marks the start of the fifth batch.

Additionally, 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.

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 framework of 11 Training

of Trainers (AdA international Basic Version) courses following German standard. Seven of these 1-week trainings, having taken place in Jakarta, Semarang, Yogyakarta, Surabaya and Morowali, were organized by the vocational education partnership project of sequa GmbH / IHK Trier in cooperation with KADIN. EKONID – in organizing the 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. This year's AdA International Basic Version will start in March 2022.

Bachelor Professional Program

The Bachelor Professional Program is a further qualification program for automotive mechatronics with a duration of one year. This program teaches theoretical part in the industry including further knowledge in technical modules, economics and law aspects and the practical part. This program is joined by Polman Astra. Teachers of this program had successfully passed the Automotive Mechatronics examination in Germany. The program is certified according to German Standard by EKONID in collaboration with the Chamber of Skilled Crafts Koblenz (HWK Koblenz). The second batch of Bachelor Professional Program has just finished at the end of 2021 and will soon see the handing over of certificates. The third batch of Bachelor Professional Program will start in the beginning of 2022.

Outlook for 2022

EKONID will be preparing the implementation of further GDVET programs in additional professions and plans to continue the German standard Bachelor Professional program in Automotive Mechatronics in cooperation with ASTRA. The third batch of GDVET in Industrial Mechanics with SIEMENS, MERCEDES-BENZ and SKF has already started.

As part of its commitment to expanding the reach of existing Training and Education programs, and to simplify and accelerate services, EKONID will launch the Education Indonesia website in March 2022. The platform will act as a bridge for all the services provided by Training and Education in EKONID to connect existing programs with more companies, schools and polytechnics. This service will also be provided for trainers and training companies affiliated with us to promote their training services.

COMMUNICATIONS



DEPARTMENT REPORT

511,112

Total Sessions,
AHK Indonesia Website

27,434

Website
page views

The Communication Department is responsible for the development, maintenance, and quality control of EKONID's external communication platforms, be it digital, such as the EKONID website and our members newsletter, and/or print, such as the Business Partner and our Indonesia Quick Guide. As the COVID-19 situation continues to develop, our activities have also continued to become increasingly relevant in our effort to grow and nurture business relationship between Germany and Indonesia.

This is apparent from the significant growth of our online engagement. The total number of the AHK Indonesia website sessions nearly tripled to 511,112 in 2021 from 183,184 in 2020. The same trend can be seen across all the other related metrics such as the increase in peak website users to 73,911 in July 2021 from 25,699 in the same period last year, as well as the increase of our social media followers to 4,085 by the end of 2021 from 1,682 as of the end of 2020.

As per last year, the main contributor to this increase is EKONID's COVID-19 FactSheet: a comprehensive amalgamation of all public updates we regard as relevant to the development of the COVID-19 pandemic in Indonesia – from the number of infections to the various responses the Indonesian government made in terms of economic stimuli as well as in healthcare. Aside from the COVID-19 FactSheet, the various news updates and "Insights" – feature articles on certain Indonesian business and industry topics – were the second-best

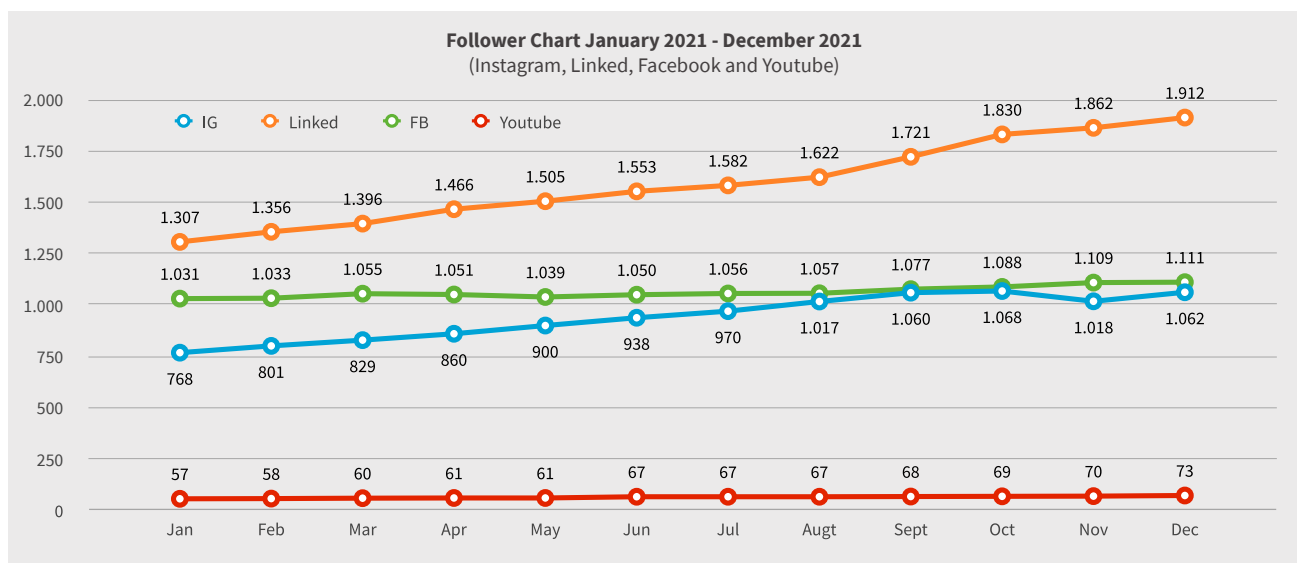
performing content overall for our website visitors. This shows that AHK Indonesia continues to be a relevant source of information for stakeholders across the globe.

EKONID's social media channels – namely LinkedIn, Instagram and Facebook – have also continued to grow. Among all our social media channels, LinkedIn remains to be the most relevant social media for our stakeholders with about 600 new followers garnered throughout the year.

It may be noted that the increase in our online engagement this year coincided with the outbreak of the Delta variant of the Coronavirus. After the outbreak subsided, our online engagement saw a return to its pre-2021 numbers. This shows that, despite the downturn, we have managed to fundamentally increase our online engagement ever since the work began to digitize our communication effort in 2018. In order to continue providing value to our members and partners, starting in 2022, EKONID plans to launch its upcoming Business Indonesia brand. This online portal will host an even more comprehensive collection of news updates and industry topics, as well as an enhanced user-experience to better connect our members with prospective business partners in Indonesia.

It goes without saying that, in working towards that goal, the EKONID Communication Department will continue to strengthen our efforts to streamline our communication processes for our online platforms while working with the other departments in support of our members and partners.

EKONID Social Media - December 2021



Source: EKONID Social Media & Website Dashboard December 2021



3 Delegations to
Germany and Indonesia

3 Market Studies

45 B2B Meetings

In 2021, EKONID Surabaya was tasked with a Business Partner Search (BPS) for three companies, namely ETT Verpackungstechnik, Wioptec GmbH, and SKF Marine. As a result of those BPS activities, at least one of the companies (SKF Marine) signed a Memorandum of Understanding with an Indonesian counterpart (PT PAL Indonesia). The parties aim to build technical capabilities, design solutions for the shipping industry and digitize monitoring systems in Indonesia. This was but one of various activities conducted by EKONID Surabaya or Wisma Jerman throughout the year. Wisma Jerman also concluded three market studies, prepared four market briefs, and conducted a potential analysis for Energy Solutions Made in Germany. Furthermore, Wisma Jerman arranged 45 B2B meetings for three business delegations.

Market Studies and Desk Research

In the framework of trade and investment promotion programs by the German government, EKONID Surabaya was mandated to create market studies on three different industries, namely Bioenergy & Waste-to-Energy (WTE), Training & Education, and Waste Management & Recycling, in line with the preparation of the corresponding delegation activities in the same year. The study on Bioenergy & WTE was created for the Energy Solutions Made in Germany program by the German Federal Ministry for Economic Affairs and Climate Action (BMWK) while the studies on Training & Education as well as Waste Management & Recycling were created in the framework of the BMWK's Market Entry Program for small-and-medium-sized enterprises.

Other research work performed by EKONID Surabaya in 2021 included the annual potential analysis for German products and services in the fields of renewable energy and energy efficiency. The results of this annual analysis serve as the foundation for future activities in the framework of the Energy Solutions Made in Germany initiative. Furthermore, a number of market briefs were compiled to support BPS activities. These are carried out to provide individual companies with a short market overview in their respective industries before the launch of a BPS. In 2021, market briefs were completed for Gerb Vibration Control, Viesmann Climate Solution, Impromediform GmbH, and Giesecke+Devrient Currency Technology GmbH.

Since mid-2021, EKONID Surabaya was also actively supporting the communication department with regular content on the latest development of industrial activities and business opportunities in East Java. Thus far, two major articles have been compiled – one on East Java's industrial parks and one on the rise of the digital economy in East Java.

Delegations

2021 saw a total of three virtual business delegations, which were fully supported by EKONID Surabaya, from the preparation of market research to the activities on the event day and subsequent follow-up activities.

The first delegation in 2021 aimed to tackle waste management and recycling issues by introducing the latest innovations from Germany in this field to the Indonesian market. The event was held from June 16-21 with an online seminar and online B2B meetings between the German delegates and Indonesian companies. EKONID Surabaya oversaw the meeting organization for two of the eight participating German companies, namely Envero GmbH and Euwelle Environmental Technology GmbH.

The second delegation of the year took place from September 21-27, 2021, and focused on energy generation from municipal and agricultural waste. EKONID Surabaya was mandated to handle two out of the total of eight German companies who participated in the B2B Meetings, namely Intec Engineering GmbH and Binder GmbH. A total of 14 meetings were held to facilitate their potential entry into the market.

The third delegation focused on Training & Education and was held from November 23-30, 2021. Eight companies from Germany followed the call to learn more about the Indonesian training and education market and to explore business opportunities with local companies. EKONID Surabaya handled the overall coordination of the delegation and organized B2B meetings for one German company, namely DADB GmbH. A total of seven meetings was held with local Indonesian companies as potential partners of DADB GmbH.

EKONID participation in Wisma Jerman activities

Being part of Wisma Jerman, EKONID Surabaya continues to support and participate in activities and programs carried out by Wisma Jerman. One of those activities is the annually held Wisma Jerman Open House where Wisma Jerman introduces itself and its activities to the general public. Like almost all activities during the COVID-19 pandemic, the 2021 Wisma Jerman Open House was an online event. The event took place on October 3, the Day of German Unity, and was themed likewise. For the second time in a row, the Open House invited participants on an online adventure filled with fun activities and interesting information. EKONID Surabaya prepared a virtual room where the visitors had an opportunity to learn about EKONID's activities as well as the German economy in a simple and easy to understand manner, supported by visuals and audio media. Compared to the year before, the number of visitors to the EKONID room increased by 30 % and consisted of people of various backgrounds ranging from students to employees and even entrepreneurs.

Upcoming: Education Indonesia.org

Are you interested in
a specific training or
education program
for your employees?

Are you looking for
qualified training
providers?

The new **Education Indonesia** Online Platform
is the answer!

Education Indonesia will offer you information
and services in the fields of:

- **Trainings:** Browse the Training Calendar and the Trainers Profiles or create your own tailor-made trainings with our support!
- **Vocational Education:** The latest developments in Indonesia's education landscape and German standard Dual Vocational Education and Training (GDVET) programs!



Contact:

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E-mail: training-education@ekonid.id
Phone: +62-21-5098-5800



BAUER PRATAMA INDONESIA, PT
EUROASIATIC JAYA, PT
GIWANG KANAKA, PT
SUMI ASIH, PT
XYLO INDAH PRATAMA, PT



EVONIK INDONESIA, PT
HELU TRANS, PT
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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:



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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.



IN-HOUSE BUSINESS 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.

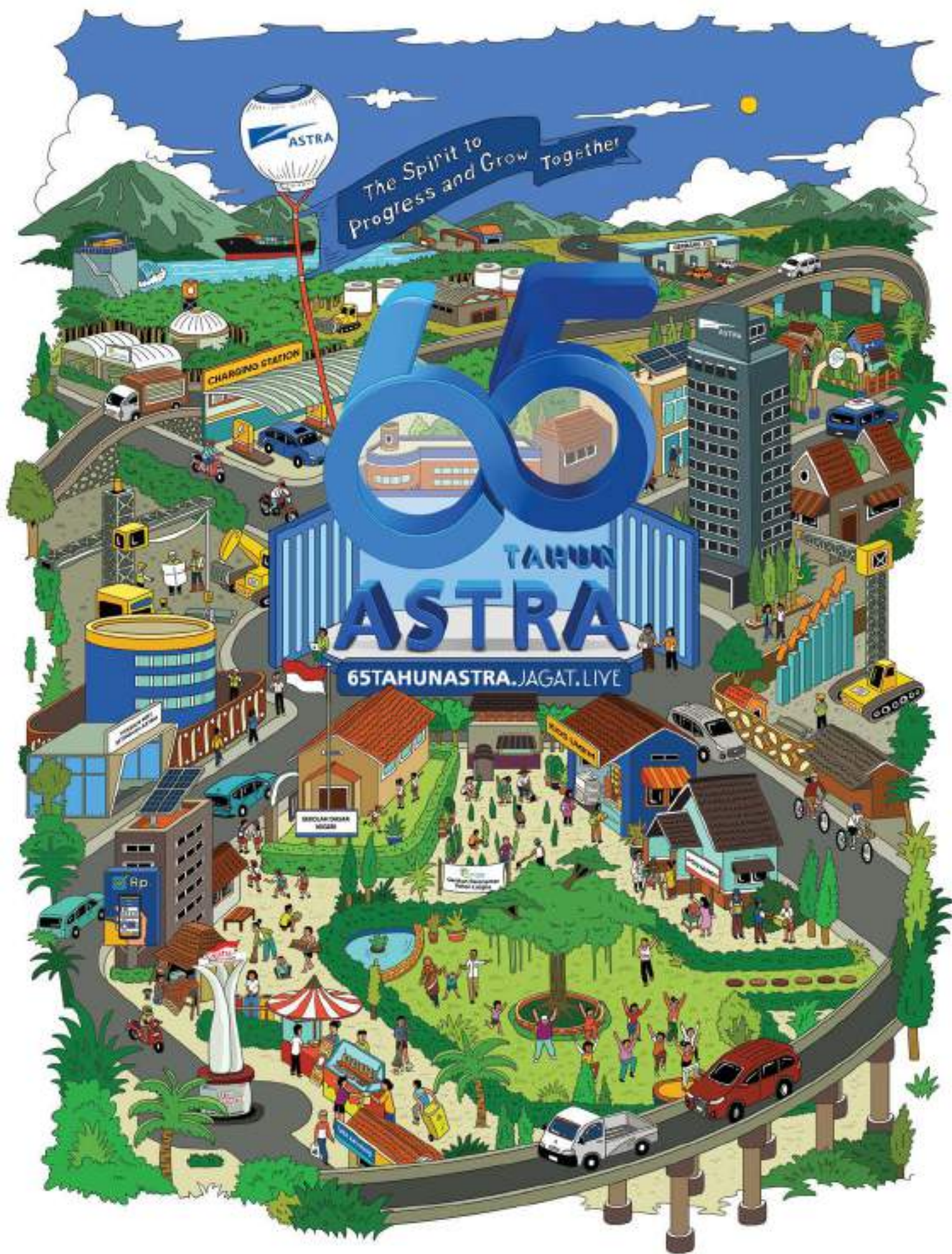
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STATEMENT OF RECEIPTS AND EXPENSES ON CASH BASIS

	2020	2021
	IDR	IDR
Cash Receipts		
Membership Income	2,266,084,488	2,093,015,000
Service Income	9,113,625,320	10,250,608,556
Publications	36,670,555	4,500,000
Trade Fairs	166,230,174	28,892,197
Grant Project	2,670,004,157	5,462,822,051
Total Cash Receipts	14,252,614,694	17,839,837,804
Expenditures		
Personnel expenditures	(10,826,640,454)	-10,394,494,568
Operating expenses	(5,703,715,365)	-5,224,573,239
Net Cash for operating activities	(2,277,741,125)	2,220,769,997
Net cash (used in) / provided by investing activities	(3,747,789,661)	-1,784,395,228
Subsidies from Germany	4,036,172,220	4,182,948,835
Funding for JERIN Events		
Saving for employee Benefit Obligation	(1,058,647,119)	0
Net increase / (decrease) in cash and cash equivalent	(3,048,005,685)	4,619,323,604
Cash and cash equivalent at the beginning of year	5,152,485,165	2,104,479,480
Cash and cash equivalent at the end of year	2,104,479,480	6,723,803,084

- An audit of EKONID's Financial Position as of December 31, 2021 was completed by registered public accountants Kap Bambang Sutopo, Cpa in accordance with the accounting principles which apply in the Republic of Indonesia.
- Reflecting it's character as a non-profit organization, EKONID's balance sheet is dominated by cash and cash equivalents.
- In terms of income, EKONID receive contributions from its membership .
- Cost of Reimbursement for Business Services, Office in Office, Trade Fairs and Publications in addition to subsidies from the German government and earnings from government and institutionally funded projects





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