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Amount January - December 2020



German-Indonesian
Chamber of Industry and Commerce

Annual Report 2020

#PartnerInIndonesia



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Leading importers and exporters from all over the world for the third time have chosen LBBW among the best export finance banks globally, following 2018 and 2020. According to the results of the London-based trade information service Trade & Export Finance's (TXF) Export Finance Industry Report 2021, LBBW is among the top three export financiers worldwide.

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.

LBBW Singapore is LBBW's center of competence for cross-border finance in the Asia/Pacific region. With the aim to support both importers and exporters in the region alike, Export Finance at LBBW Singapore has a specialized focus on providing tailor-made long-term financing solutions for capital goods and services sold on a cross-border basis covered by an Export Credit Agency.

LBBW is proud to support Indonesia's Ministry of Finance, Ministry of State-Owned Enterprises as well as several public/private corporates. With our extensive track record across a wide range of sectors including renewable energy and health-care, LBBW is your leading partner for structured export finance solutions for imports from Europe and beyond into Indonesia.

Get in touch with us.

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Breaking new ground

LB≡BW

How can we make infrastructure more resilient?

Siemens help to **electrify**, **automate** and **digitalize**
Indonesia's infrastructure by connecting
the physical and the digital world.



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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

Message From The Chairman & The Managing Director

Dear EKONID Members,

History will record the year 2020 as the year that the COVID-19 pandemic brought the whole world to a standstill. Originated in December 2019 in Wuhan / China, the coronavirus pandemic spread across the globe, consequently shutting down factories, offices, airports, cities and even whole countries.

The Indonesian government responded rather late to the outbreak; officially, the first two positive tests were recorded in Jakarta on March 02nd, while most of the surrounding countries were starting to detect infection already in January and February.

By mid-March, EKONID cancelled all of its physical events and send its entire staff to work from home.

The work, of course went on, and EKONID in total answered 1.110 individual corporate inquiries, organized 95, mostly online events with 2.052 participants in total during 2020. Five mostly virtual delegations to Indonesia and one delegation to Germany with about 87 participants were organized, as well as eight (8) information events about Indonesia in Germany.

As the world went online, EKONID's number of website sessions jumped from 28.635 in 2019 to 183.184 in 2020; and the average number of website visitors per month increased from around 3.000 to over 20.000. The COVID-19 Factsheet, which was daily updated and published by EKONID, was the main contributor reaching tens of thousands of readers and managed to become the No. 1 source of information about Corona developments in Indonesia at the Google search engine.

The most high-ranking physical event in 2020 was CEO Roundtable organized by EKONID on January 28th with Mr. Sigmar Gabriel, the former German Vice-Chancellor and Minister of Economy.

The Training and Education activities of EKONID and its partners lead to 30 successful examination of GDVET apprentices in the Mechatronics, Auto-Mechatronics and Industrial Mechanics programs; 111 participants concluded their Training of Trainers (AdA) program; and ICCQ offered 225 different training seminars.

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's 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!



Prijono Sugiarto
Chairman of the EKONID
Board of Management



Jan H. Rönnfeld
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 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 2020:



Sponsors of the Annual Report 2020:



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

- 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

- 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 - present: 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

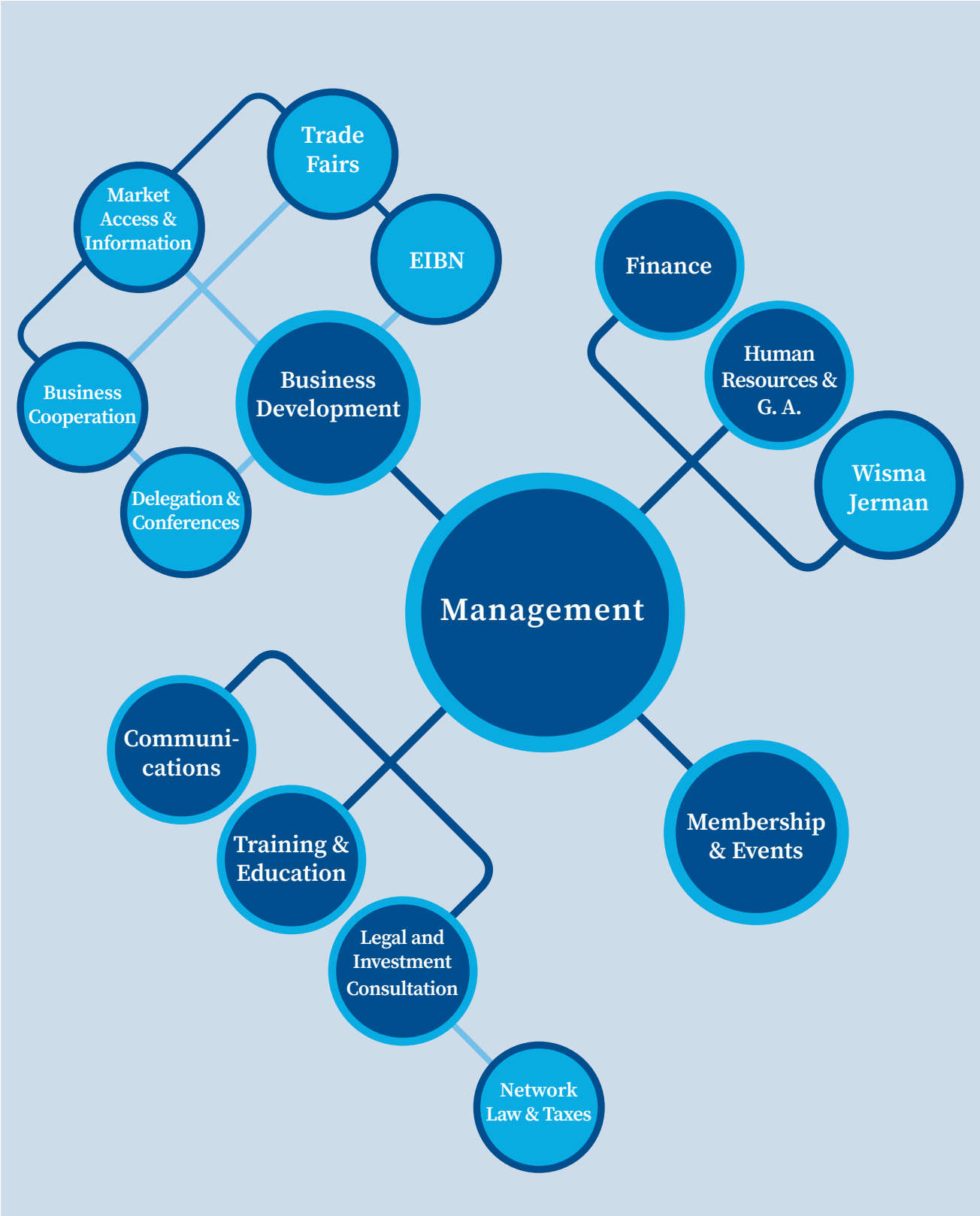
Advisory Board

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.





Organization Chart



Management & Staff



Membership and Event



"The pandemic situation has spurred up numerous possibilities in making connections. The Membership and Event Team will continue to adapt with today's technology to improve our services while bringing new ideas for networking."

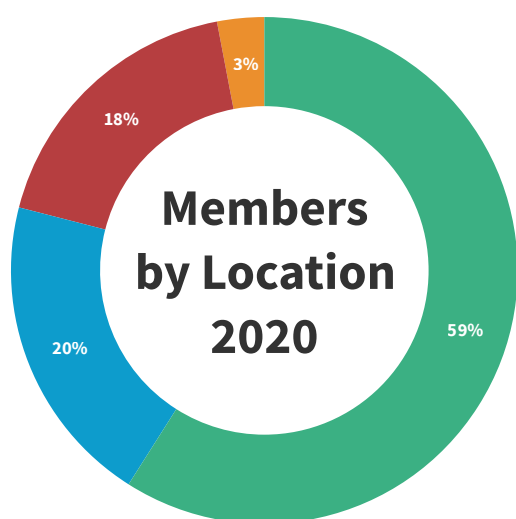
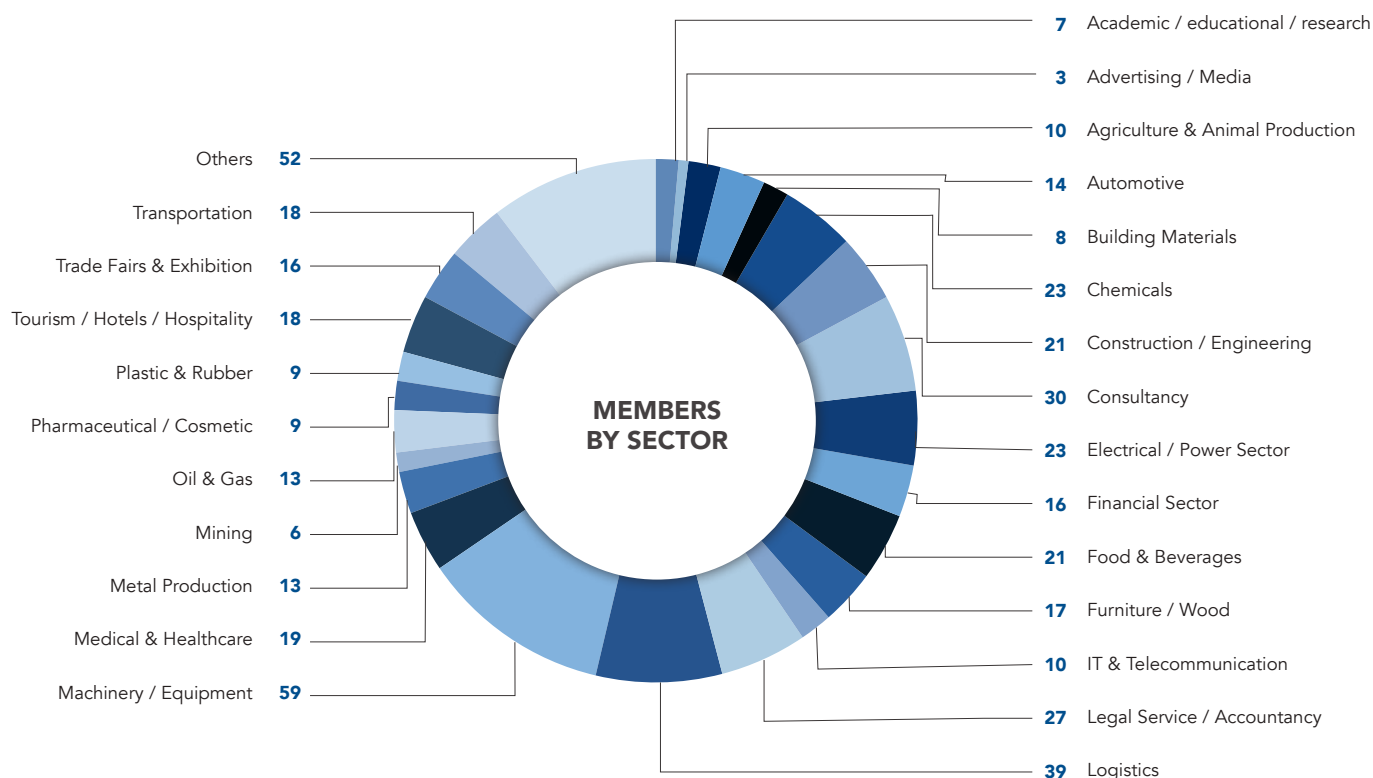
Mei Tobing
HoD of Membership and Events

Department Report

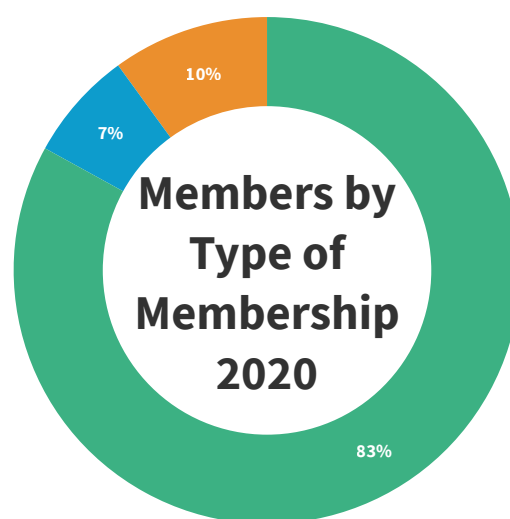
By the end of 2020, EKONID had a membership of 414, which was a slight decline compared to the year before when we counted 423 members. However, despite the pandemic condition in 2020, EKONID still managed to gain 36 new members. We would like to again express a very warm welcome to our new members and also our appreciation to the commitment of our members throughout the years.

The membership list includes the main German companies, banks, as well as many leading chemical, pharmaceutical, electrical, engineering and construction and automotive manufacturing companies and Indonesian companies that do business with German are also strongly represented.

The membership sectors is detailed as below:



● Indonesia Members in Indonesia
● German Members in Indonesia
● German Members in Germany
● German Members in Other Countries



● Corporate Members (in Germany, Indonesia & Other Countries)
● Personal Members (in Germany, Indonesia & Other Countries)
● Industrie Handelskammer/Ausland Handelskammer



Event Report

The coronavirus has severely impacted event planners across the globe. Many highly anticipated major international events due to take place in 2020 were postponed until this year.

The COVID-19 outbreak shows little sign of slowing down and has already had a drastic impact on most industries globally. Regardless of the current pandemic though, whenever you are organizing an event, the safety of the event and its attendees is a key consideration. While the pandemic has hit physical traditional event hard, there has been a steady rise in the number of virtual events. EKONID organized 25 virtual events in 2020, including Info Sessions, Roundtable Discussions, Virtual Delegations and Training.



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., MERCEDES-BENZ INDONESIA, PT MERCK TBK., PT SCHAEFFLER BEARINGS INDONESIA, and PT SIEMENS INDONESIA in 2020.

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.



MERCK

SCHAEFFLER

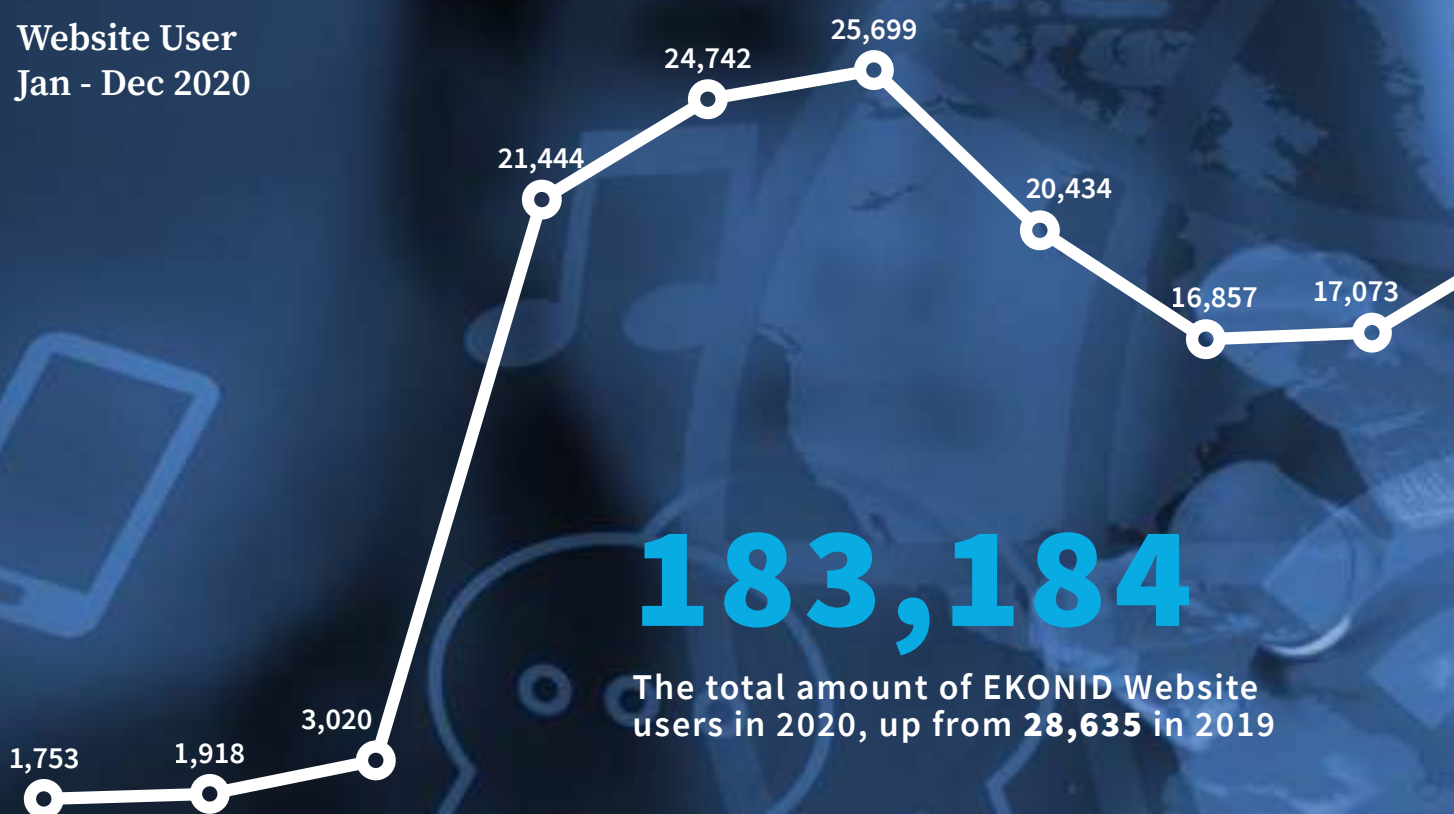
SIEMENS



Highlights

2020: the year that Corona boosts EKONID's digital transformation

Website User
Jan - Dec 2020



After only two months of regular activities in January and February, the year 2020 turned out to be all about handling the COVID-19 pandemic. For EKONID that meant working from home from March until the end of the year, while supporting its members with daily updates about the situation and the government's response in terms of lockdown measures, working regulations, or travel restrictions as well as government supporting programs such as tax reliefs, subsidies, and other assistance.

Online presence

The first major indicator of EKONID's success in adapting digital technologies is the around seventy-fold increase in its online engagements, as evidenced by the massive

upward spike in website visits and other virtual activities.

This increase may be attributed to the team effort among EKONID's staffers to deliver up-to-date information regarding the COVID-19 pandemic situation in Indonesia. At the start of the pandemic in Indonesia, EKONID created three special information packages made available in the website: namely the COVID-19 Factsheet, Regulatory Updates and Government Support. Each category was updated daily as the situation unfolds by EKONID staffers, who were all-hands-on-deck in monitoring every development. The COVID-19 Factsheet in particular became a much sought out source for COVID-19 related information, garnering the lion's share of this increase in online engagement throughout the year.



THE COVID-19 FACTSHEET

With an average monthly engagement of over 12,000 pageviews, the COVID-19 Factsheet showed that EKONID continues to be a relevant source of information for doing business in Indonesia.

The initiative to start making the COVID-19 factsheet stems from the constant barrage of information regarding the coronavirus as well as the government's effort to mitigate the economic impact of the crisis that made it difficult to ascertain whether a piece of information was true or false. EKONID decided then that it was important to have a single source of information for factual updates regarding the coronavirus as well as on all the policies the Indonesian and German government has taken to handle the crisis.

17,332

The amount of pageviews of
our COVID-19 Factsheet
(English) in June, 2020



Virtual delegation

Outside of the year 2020, the term virtual delegation had never been a major part of EKONID's vocabulary. And yet the corona crisis forced everyone to continue doing business while remaining separate, often across continents. Having just upgraded its digital infrastructure, EKONID was prepared for this change – hosting the five scheduled delegation and conferences without significant delays and even managing to increase the level of participation from previous years.

Overall, the year 2020 was a transformative year for EKONID. Not only did the chamber succeeded in navigating through the disruption caused by the COVID-19 pandemic, it also adapted to the disruption

and succeeded in delivering value to its members. And while the future remains uncertain as the pandemic continues into 2021, EKONID hopes to continue to deliver its services and value during this digital age as well as it did, if not better, as when it first sought to do so since the first Annual Members Meeting held 50 years ago.



Highlights

2020 IN NUMBERS



2,052

Participants of EKONID events in 2020 (physical and online)



1,110

Number of individual corporate inquiries processed



414

EKONID members, including 36 new members



250

The number of B2B meetings facilitated by EKONID



36

The number of Market Access Service Projects conducted



5

Virtual Delegations organized throughout the year, with 76 companies participating from Indonesia and Germany



EKONID organized a total of **95**
events in 2020, below are some
of the highlights

EIBN NEW YEAR RECEPTION 2020



On Thursday, January 16, members of the European Chambers in Indonesia held their traditional first joint gathering in 2020. Up to 130 business people from various sectors of industry took part in this networking event.





Highlights

CEO ROUNDTABLE TALKS



On Tuesday morning, January 28, EKONID hosted a CEO Roundtable with leaders from selected German and Indonesian companies. In attendance were (*Top Photo, from left to right*) Mr. Agus Ciputra, President Director of PT BASF Indonesia; Mr. Andreas Diantoro, Managing Director of PT SAP Indonesia; Ambassador Peter Schoof, German Embassy; Dr. Reza Poorvash, CEO of PT Thyssenkrupp Industrial Solutions Indonesia; Mr. Sigmar Gabriel, the former German Vice-Chancellor, Minister of Foreign as well as Economic Affairs; Jan Rönnfeld, Managing Director of EKONID; Mr. Joos Louwerier, President Director of PT Asuransi Allianz Life Indonesia; Mr. Prakash Chandran, President & CEO, PT Siemens Indonesia; Mr. Michael Koehler, Finance Director, PT. Mercedes-Benz Indonesia; Dr. Andreas Kleine, First Secretary, Deputy Head of Economic Affairs, German Embassy; and Mr. Ulrich Schaffhauser, Member of the Board, Herrenknecht AG, Germany.



DECENTRALIZED ENERGY SUPPLY SEMINAR

From May 12-14, 2020, EKONID organized an online seminar about “Decentralized Energy Supply with a focus on hybrid systems with small winds and PV”, as part of the “Energy Solutions Made in Germany” initiative of the German Federal Ministry of Economic Affairs and Energy (BMWi).

Six German company representatives presented new technology developments in the online seminar to more than 200 participants from Indonesia. A total of 39 individual B2B meetings were arranged during the subsequent days.



DIGITAL TRADE MISSION: ENERGY EFFICIENCY

130 Indonesian company representatives attended the Digital Trade Mission on “Energy Efficiency in the Industry” on October 20, 2020, as part of the “Energy Solutions Made in Germany” initiative of the German Federal Ministry of Economic Affairs and Energy (BMWi).



EKONID ONLINE ROUNDTABLE SESSION ON MANPOWER

On December 10, 2020, EKONID, in cooperation with the Ministry of Manpower, held an Online Legal Roundtable on the subject of the Omnibus Law, specifically on the Manpower cluster. It was the first Online Roundtable held by the Ministry of Manpower with a foreign chamber.



Event Calendar



January

13 Jan	Eurocham Board Meeting & Consultative Board Meeting	Jakarta / Indonesia
13-17 Jan	Automotive Mechatronic Exam, Polman Astra	Jakarta / Indonesia
16 Jan	EIBN New Year Reception	Jakarta / Indonesia
27 Jan	Consultation Day - Indonesian Market	Nuremberg / Germany
27 Jan	Presentation of final technical concept of the waste treatment facility to the Banjarmasin city government as part of a BMU funded project that started in 2019	Banjarmasin / Indonesia
27 Jan - 2 Feb	GIZ In-company/Master Trainer	Jakarta / Indonesia
28 Jan	Information Event: Business Roundtable Indonesia	Stuttgart / Germany
28 Jan	CEO Roundtable with Mr. Sigmar Gabriel, former German Vice Chancellor	Jakarta / Indonesia
29 Jan	Meeting with Ministry of Industry regarding Hannover Messe 2020	Jakarta / Indonesia
29 Jan	Market Consultation - Indonesia	Kiel / Germany
30 Jan	Forum on Business and Investment Opportunities in Indonesia	Hamburg / Germany

February

4 Feb	Get Together	Jakarta / Indonesia
10-14 Feb	Batch 3 Exam Automotive-Mechatronic, Polman Astra	Jakarta / Indonesia
13 Feb	Senior Experten Service (SES) Breakfast Workshop	Jakarta / Indonesia
15-16 Feb	AdA-Examination	Kediri / Indonesia
19 Feb	Breakfast Briefing event on "Key Developments in Banking & Finance in Indonesia"	Jakarta / Indonesia
24 Feb	Meeting with Director General of Trade & ASTRA regarding Hannover Messe 2020	Jakarta / Indonesia

March

2-7 Mar	Automotive Mechatronic Bachelor Professional Examination for Polman Astra	Jakarta / Indonesia
3 Mar	Get Together	Jakarta / Indonesia
4 Mar	ICCQ Training "Unlocking Emotional Intelligence"	Jakarta / Indonesia
5 Mar	ICCQ Training "Business Writing Essentials"	Jakarta / Indonesia
10 Mar	Business matchmaking support for a business delegation from The Netherlands	Jakarta / Indonesia
12 Mar	Business matchmaking support for a business delegation from The Netherlands	Surabaya / Indonesia
14-15 Mar	AdA-Examination, Ministry of Industry	Jakarta / Indonesia

April

16 Apr	ICCQ Online Training "Impactful Virtual Meetings"	Online
30 Apr	Online Roundtable "Fiscal Stimulus for Taxpayers by the Indonesian Government during the COVID-19 Pandemic"	Online

Event Calendar

May

6 May	Online Roundtable "Governmental Manpower Policies in Indonesia during the COVID-19 pandemic - How to integrate them into your company structure"	Online
12 May	Online Seminar: PV and small wind (as part of the BMWi German Energy Solutions Initiative)	Online
13-15 May	B2B online meetings between German and Indonesian renewable energy companies	Online
14 May	Online Roundtable "Exemption of Import Duty, Excise, and/or Import Tax on Medical Devices as a result of COVID-19"	Online
18 May	Online Roundtable "German Export Credit Guarantees for the Indonesian Market"	Online
20 May	Online Roundtable "Ultimate Beneficial Ownership Introduction and Implications for the Company"	Online
27 May	ICCQ Online Training "Selling Skills: Value Selling"	Online
28 May	ICCQ Online Training "Selling Skills: Selling in a Crisis"	Online
29 May	ICCQ Online Training "Selling Skills: Close Deals Faster"	Online

June

2 Jun	ICCQ Online Training "12 Leadership Agility Practices for Disruptive Times"	Online
3 Jun	EIBN Online Info Session: "Entering Indonesia in 'The New Normal'" (in cooperation with Ministry of Law and Human Rights and Ministry of Health)	Online
3 Jun	Online Information Session: The Impact of the COVID-19 Pandemic on the Electricity and Renewable Energy Sector in Indonesia	Online
10 Jun	ICCQ Online Training "Employability Skill in Indonesia (New Normal)"	Online
17 Jun	ICCQ Online Training "Opportunity and Breakthrough In Sales After Large-Scale Social Restriction"	Online
17 Jun	Online Seminar: Energy Efficiency in the Industry in Indonesia (organized by eclareon)	Online
18 Jun	Online Roundtable "Enforcement of Foreign Arbitral Awards in Indonesia and Dispute Resolution Management in Arbitration Proceedings during the COVID-19 Pandemic"	Online
18 Jun	Online Seminar "Indonesien zwischen Corona und Wirtschaftswachstum", organized by IHK Bonn/Rhein-Sieg in cooperation with EKONID and GTAI	Online
23 Jun	Online Seminar: Training and Education - Opportunities for German training providers (organized by econAN international)	Online
24 Jun	ICCQ Online Training "Software And Defined Networking"	Online
25 Jun	Online Roundtable "COVID-19 Practical Aspects of Digital Contracting in Indonesia"	Online
25 Jun	ICCQ Online Training "New Normal Makes Us Stronger"	Online
30 Jun	Inauguration ceremony of the Batang Integrated Industrial Estate announcement of investment relocation program to Indonesia	Batang / Indonesia



Event Calendar



July

3 Jul	ICCQ Online Training "Tantangan Pelaksanaan Uji Kompetensi di New Normal"	Online
8 Jul	ICCQ Online Training "Alligment Techniques on Machinery Equipments"	Online
9 Jul	Online Roundtable Succession "Insolvency", in collaboration with Lubis Santosa Maramis	Online
10 Jul	AdA-Examination	Lamongan / Indonesia
11 - 12 Jul	ICCQ Online Training "LPG Pressure Vessel Design, Construction & Operation Training"	Online
16 Jul	DEG Online Seminar "Ländergespräch Indonesien: Auswirkungen der Corona-Krise auf deutsche Unternehmen"	Online
17 Jul	ICCQ Online Training "Digital Leadership in the Workplace and Beyond"	Online
21 Jul	ICCQ Online Training "Value Selling"	Online
22 Jul	ICCQ Online Training "Selling in a Crisis"	Online
23 Jul	ICCQ Online Training "Close Deals Faster"	Online
24 Jul	AdA-Examination	Yogyakarta / Indonesia
27 Jul	ICCQ Online Training "Healthy Workplace Following the New Normal"	Online
29 - 30 Jul	ICCQ Online Training "Belajar Berbicara di Depan Umum"	Online

August

5 Aug	Industrial Mechanic Exam Part II	Jakarta / Indonesia
14 - 15 Aug	AdA-Examination	Semarang / Indonesia
24 Aug	KBRI - BKPM On-Line Veranstaltung zur Relocation dt. Unternehmen aus China nach Indonesien	Online
27 Aug	Online Roundtable "Indonesia Economic Outlook New Normal"	Online
31 Aug - 4 Sep	ICCQ Online Training "Training of Trainer (TOT) KKN Level 4"	Online

September

4 Sep	AdA-Examination	Jakarta / Indonesia
16 Sep	Online Seminar regarding E-Commerce "How can German companies benefit from the growing business potential?", in cooperation with AHK Singapore and IHK Schwerin	Online
17 Sep	"Post COVID-19 Perspectives" (Speakers: H.E. Ambassador Mr Ong Keng Yong, former ASEAN Secretary General H.E. Ambassador Dr Nguyen Hoang Long, former Vietnamese Ambassador to Italy; currently Director General Foreign Ministry of Vietnam H.E. Dr Marty Natalegawa, former Indonesian Minister of Foreign Affairs)	Online
27 Sep	AdA-Examination	Semarang / Indonesia
29 Sep - 01 Oct	ICCQ Online Training "Emotional Intelligence"	Online
29 Sep - 01 Oct	ICCQ Online Training "Selling Skills"	Online

Event Calendar

October

14 Oct	Paneldiskussion mit Vertretern der AHKs (Malaysia, Thailand, Vietnam, Indonesien) - HTAI Internationale Beratungstag	Online
14 - 15 Oct	ICCQ Online Training "Belajar Berbicara di Depan Publik"	Online
19 Oct	APK Digital	Online
19 -23 Oct	Digital Trade Mission: Energy Efficiency in the Industry with virtual event and B2B meetings	Online
20 Oct	Digital Trade Mission: Energy Efficiency in the Industry	Online
30 Oct	AdA-Examination	Medan / Indonesia

November

3 - 6 Nov	Digital Trade Mission for Indonesian stakeholders in the water sector with webinars and virtual site visits	Online
9 Nov	Examination Industrial Mechanic, Daimler	Bogor / Indonesia
10 Nov	Examination Mechatronic, Bayer	Jakarta / Indonesia
10 Nov	GTCC Online Seminar "ASEAN Cross Border Projects – legal and tax challenges for companies doing business in Southeast Asia"	Online
11 - 12 Nov	Examination Industrial Mechanic, Siemens	Jakarta / Indonesia
14 Nov	AdA-Examination	Jakarta / Indonesia
15 Nov	Online Roundtable "Investment Licensing and Taxation Impact"	Online
17 Nov	Board of Management meeting	Online
18 Nov	Automotive Forum	Jakarta / Indonesia
19 Nov	Online Roundtable "Discussion with Lubis Santosa Maramis: Bankruptcy"	Online
19 Nov	Online Seminar with LEG Thüringen and OAV - Kopi Internasional: Indonesiens Weg in die Zukunft	Online
23 Nov	Online Seminar regarding toys and other baby gear	Online
23 - 27 Nov	Digital Trade Mission Indonesia and Singapore: Consumer goods for small children and families with webinars and virtual B2B meetings	Online
24 Nov	Online Seminar regarding personal body care and outdoor equipment	Online
29 Nov	Wisma Jerman Open House	Online

December

10 Dec	Online Roundtable "Omnibus Law on Manpower"	Online
20 Dec	AdA-Examination	Semarang / Indonesia



Business Delegations & Conferences



"The ongoing pandemic has proven to be a major challenge for the initiation of business relations. However, the situation allowed us to explore the potential of virtual formats. It won't replace physical meetings completely, but the virtual format allowed us to serve existing target groups and reach out to new ones."

Stephan Blocks
Market Research & Development Advisor

Department Report

5

Delegations to
Germany and
Indonesia

3

Market
Studies

76

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

MARCH 2020

HEALTHCARE & MARITIME (KINGDOM OF THE NETHERLANDS)

In the past, EKONID has supported the Embassy of the Kingdom of the Netherlands with matchmaking organization support. We were therefore very pleased to be given another opportunity in 2020 when the Netherlands conducted a state delegation headed by the King himself. The whole delegation included more than 100 companies. EKONID was assigned to support companies from the maritime and healthcare sector. Eventually 33 companies were taken care of and further supported with the organization of business meetings in Jakarta and Surabaya. More than 120 meetings took place. This delegation was especially important for EKONID because it was the last physically implemented business delegation before the COVID-19 situation evolved and led to the restrictions of similar activities throughout the remainder of the year.

MAY 2020

PHOTOVOLTAIC AND SMALL WIND

A stable economic growth, an increasing population and advancing industrialization continues to lead to an increase in Indonesia's energy demand. Electricity from renewable sources can be easily produced utilizing the country's intense solar irradiation. Furthermore, several regions in Indonesia provide the opportunity to utilize wind energy for large-and-small-scale projects. As part of the "Energy Solutions Made in Germany" initiative of the German Federal Ministry of Economic Affairs and Energy (BMWi), a business delegation consisting of six German company representatives were invited to participate in an online seminar and virtual B2B meetings. The organization was done in cooperation with the Berlin-based eclareon GmbH.

Originally the delegation was scheduled to take place at the end of March, but was postponed to mid of May due to the travel restrictions and physical distancing measures. Due to the close communication between all stakeholders involved in the initiative, the BMWi decided to replace the physical events with online alternatives worldwide, including in Indonesia. The online format was a very new and interesting experience for the EKONID business development team. The online seminar on May 11, 2020 was attended by more than 200 guests from Indonesia. During the subsequent days, a total of 39 meetings took place.



OCTOBER 2020

ENERGY EFFICIENCY IN THE INDUSTRY

After the positive experiences in May, the second online business delegation was organized in October, again as part of the "Energy Solutions Made in Germany" initiative and in cooperation with eclareon GmbH from Berlin. The Indonesian industry has significant potential to save energy-related cost. Besides the low-hanging fruits of energy efficient lighting and cooling systems, the re-use of waste heat is interesting for most producing companies. Wherever heat is produced – either as waste heat from engines or process heat – it can be utilized again and cost can be saved. For this project a total of eight German companies signed up to provide solutions for process heat generation and waste heat recovery, data driven energy input efficiency improvement solutions as well as efficient electricity transmission solutions.

Nearly 130 Indonesian guests participated in the online seminar, which was moderated by the chairman of the Indonesian Energy Conservation and Efficiency Society (MASKEEI). During the following days a total of 52 business meetings were conducted. The positive outcome and the fact that four of the eight participants were already doing business in Indonesia successfully was proof that German technology is competitive. The customers of the German companies appreciate the quality and durability of the plants.

Business Delegations & Conferences

250

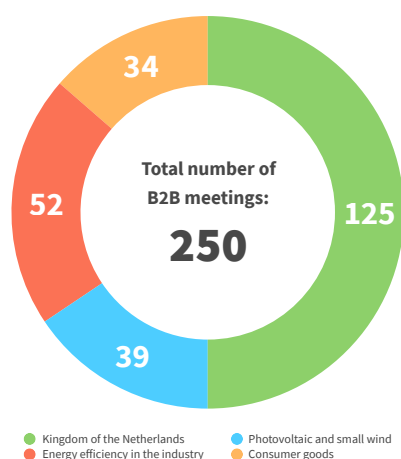
Number of B2B Meetings

448

Indonesian Participants at Seminars and Conferences



Healthcare & Maritime
Energy efficiency in the industry
Consumer goods
Photovoltaic and small wind



Kingdom of the Netherlands
Energy efficiency in the industry
Consumer goods
Photovoltaic and small wind



Photovoltaic and small wind
Energy efficiency in the industry
Consumer goods

NOVEMBER 2020

WATER AND WASTE WATER

In 2019, EKONID, in cooperation with the German Water Partnership e.V., organized a business delegation to Indonesia. In November 2020, a follow-up project was conducted. Initially planned to take place in June in Germany physically, the format was revised to an online-based alternative again due to the COVID-19 pandemic. More than 20 Indonesian stakeholders from the water sector registered for this digital trade mission with a four-day program, which was opened by The Indonesian Ambassador to Germany.

NOVEMBER 2020

CONSUMER GOODS FOR FAMILIES AND YOUNG CHILDREN

The last major project in 2020 was implemented in cooperation with the Singaporean-German Chamber of Industry & Commerce with a focus on German companies with products for families and small children such as educational toys, body care products, fun sport and outdoor gear. This online delegation was supported by the BMWi Foreign Market Entry Program for SME 2020. In total, 11 German companies registered for this export promotion project. Interestingly, most of the participants had never participated in such a program before and did so because the implementation was done completely online and at a reduced cost. One major benefit of the online implementation is the avoidance of unnecessary business travel. For a first meeting the online alternative is sufficient. Physical meetings can then take place afterwards with selected companies only, which limits the time cost.

ONLINE SEMINAR

JUNE 2020

ONLINE SEMINAR ON TRAINING AND EDUCATION

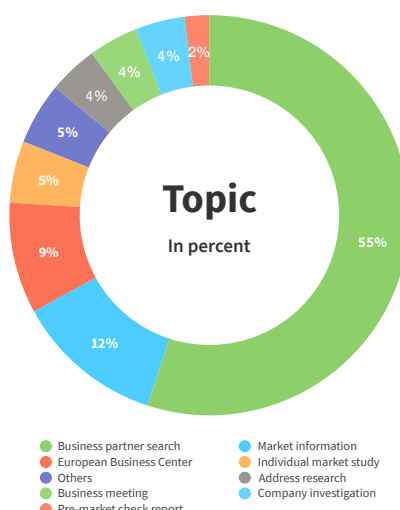
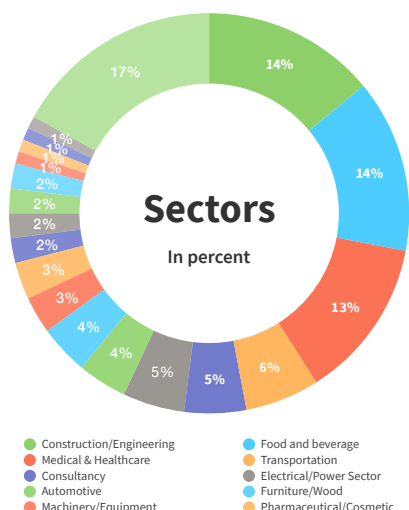
With support from the BMWi Foreign Market Entry Program for SME 2020, EKONID, in partnership with econAN international GmbH from Hamburg, organized an online seminar to introduce business opportunities in Indonesia regarding technical trainings and learning equipment as a result of the digitization and digitalization drive the country has been experiencing even before the worldwide COVID-19 pandemic started. Like most other events last year this seminar was supposed to be held physically. Nevertheless, the online alternative was well perceived. Encouraged by the positive feedback from this event EKONID proposed a business delegation to Indonesia in 2021. The partners would be iMOVE and Didacta e.V.

Market Access

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

30 Market Access Projects

42 Initial Free-of-Charge consultations



to Indonesian companies, the technology or materials available to Indonesian companies have not been able to fulfill the demand yet, so imported products are still required.

The top sectors of Business Development inquiry were construction, food and beverage, healthcare, transportation, consulting, electrical, automotive, furniture, machinery, and pharmaceutical/cosmetics.

In regards to the inquiry category of AHK Indonesia, 55% of the

companies were looking for business partners either in Indonesia or in Germany. In addition, many companies also asked for individual market studies on import/export regulations to gain insights that could assist them in preparing their business plans.

European Business Center

A new concept from EKONID, the European Business Center continues to attract much interest from German companies due to its relatively affordable cost, especially in combination with the circumstances where foreign business people are not allowed to enter Indonesia yet due to covid-19. By offering our services on a bespoke basis, we were able to secure a total of **30 market access projects**, consisting of 1 Address Research, 4 additional support service at Ministry of Agriculture, 12 Business Partner Search projects, 2 individual market studies (health supplement and green technology), 2 Business Meeting Arrangement Services, 3 company investigation service, 2 EBC clients, 2 Online Seminar Organization Service, 2 Pre-market Check Report Services. Of the 12 BPS projects and 2 online seminars we have conducted, we reached out to at least **380 to 400 Indonesian companies** and introduced them to our clients for business exploration.

In 2020, EKONID received a total of around **150 inquiries from companies in Germany, Indonesia and other European countries**. Through our EEN network, we also handled inquiries and offered services to companies from other countries besides Germany such as Spain, Korea, Netherlands, Scotland, Luxembourg, Portugal, Cambodia, Denmark, and Belgium. Indonesia's rapid pace of digitalization, the country's high population and high number of Internet users, changing consumer behavior during the pandemic, limited technology in Indonesia, and incentives for some key imported products are some of the factors that trigger business potential for foreign companies in Indonesia during 2020 in particular.

Due to the lockdown in most European countries, many European companies targeted Indonesia for business expansion, especially in the March-December period. To boost Indonesia's economic growth amid the COVID-19 pandemic, the government continues to provide incentives to Indonesian companies to accelerate and pursue strategic projects defined in Presidential Decree No. 56/2018, such as infrastructure projects, construction, electricity, mining, and environmentally friendly technology. Although incentives have been given

"Important key factors when entering new market: partnership and creativity. The best strategic partnership is when two companies leverage both strengths, combine and find creative ways to attract potential customers in new market."

Olivia Noor
HoD of Market Entry





Legal and Investment



”Today’s pandemic situation has made the legal and regulatory sphere of doing business in Indonesia more dynamic. The Legal and Investment Consultation Dept. will continue to keep abreast of the latest developments and to provide the best service to our members.”

Cassandra Ismail
Head of Legal & Investment Consultation Services

Department Report

1 Incorporation of Companies

25 Other Corporate and Commercial actions

2 Newsletter Law & Taxes

12 Online Roundtable Session

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

The key areas of the Legal and Investment Consultation Services are establishment of German investment companies and the representative offices. In 2020, we recorded a significant rise in assessing investment opportunities and a multitude of cross-border corporate, commercial, labor and employment matters. The division successfully continued its support for corporate law areas, such as various corporate changes and review 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 special import licenses. Our clients appreciated the qualitatively good support as well as the good cost-to-benefit-ratio.

Also in 2020, the EKONID's Law & Taxes Network program officially entered its sixth 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.

During the pandemic, the Department is highly involved in publishing articles on the regulatory updates, both for Covid-19 and non-Covid 19 related topics. The Department also held 12 sessions of Online Round Tables where we invite highly experienced speakers - from law practitioners to government official and tax consultants- to discuss the most current and relevant topics on business laws and regulations.

Finally, the Department was honored to represent one of its clients for in an Introduction with the President of the Republic of Indonesia at the inauguration ceremony of the Batang Integrated Industrial Estate as a part of investment relocation program to Indonesia.



Presidential Visit to Batang



Cooperation Partner

Luther.

Newsletter Partner

KPMG

Luther.

Rödl & Partner

Training and Education



"As EKONID Training & Education Team we adjusted our services and work in best way possible to assure the smooth continuation of our activities despite the COVID-19 pandemic. Due to the flexibility and commitment of our company and school partners, we succeeded in doing this successfully."

Ute Brockmann
Deputy Managing Director & Skills Expert



Hardy Hoffmann
HoD Training & Education

Department Report

111 Participants examined in German Standard Training of Trainers (AdA)

225 Training Seminars offered in ICCQ Online Seminar Calendar

446 Participants in ICCQ Training Seminars

German Standard Vocational Education & Training certified by EKONID

In April 2020, all 10 students successfully completed the Bachelor Professional Automotive Mechatronics Program of ASTRA Manufacturing Polytechnics School (Polman ASTRA) and ASTRA-affiliated companies. The pilot class program had been conducted according to German Automotive Mechatronics Meister Standards, certified by EKONID in cooperation with the Koblenz Chamber of Crafts (HWK Koblenz) and the Central Association of Automotive Mechatronics Germany (ZDK).

In November, all 5 industrial mechanics apprentices of SMKN 26 Jakarta, that had been practically trained by SIEMENS Indonesia and DAIMLER Commercial Vehicles Manufacturing Indonesia in the frame of EKONID's German Standard Dual Vocational Education Program since 2018, succeeded in the final examination and received their certificates issued by EKONID and DIHK.

15 Polman ASTRA automotive mechatronics apprentices also passed their final German standard examination and were certified by EKONID and DIHK.

During the pandemic, EKONID was able to continue the further implementation of its running Dual Vocational Education Programs in Automotive Mechatronics, Industrial Mechanics and Mechatronics, however in an adapted form based on the schools' and companies' flexibility in the frame of the health protocol regulations and protection requirements COVID-19.

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 Standard Training of Trainers (AdA) certified by EKONID

EKONID examined and certified the performance of 111 trainers from companies, schools and other institutions throughout the year in the frame of 10 Training of Trainers (AdA international Basic Version) courses following German standard. The 1-week trainings, having taken place in Jakarta, Semarang, Yogyakarta, Lamongan, Kediri and Medan, were organized by the vocational education partnership project of sequa gGmbH / IHK Trier in cooperation with KADIN, the Indonesian Ministry of Industry and Swiss Contact.

Outlook for 2021

EKONID will present its GDVET programs at the "Hannover Messe Digital" in April where Indonesia introduces itself as Partner Country. Further, the chamber intends to launch its new flagship online platform "Education Indonesia" replacing its current ICCQ trainings online portal. EKONID also prepares for the continuation of its running German standard vocational education programs and the establishment of new classes in Automotive Mechatronics, Industrial Mechanics and Mechatronics under the conditions of the COVID-19 pandemic.



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for your employees?

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- **Vocational Education:** The latest developments in Indonesia's education landscape and German standard Dual Vocational Education and Training (GDVET) programs!



Contact:

German-Indonesian Chamber
of Industry and Commerce (EKONID)
Jl. H. Agus Salim No. 115, Jakarta, 10310
E-mail: training-education@ekonid.id
Phone: +62-21-5098-5800

INTRODUCING

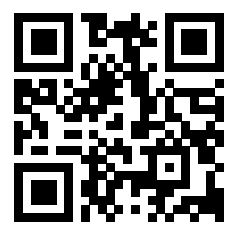


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- LEGAL INFORMATION
- COMPANY & INDUSTRIAL ESTATE DIRECTORIES

For more information, contact
Info@BI.org



Business-Indonesia.org is operated by the German – Indonesian Chamber of Industry and Commerce

Communications



"The pandemic has sped up the rate to which businesses are adopting communication technologies, EKONID notwithstanding. And while we have succeeded in adapting our services to current technological needs, we pledge to continue our efforts to produce the best content in service to our members."

Andra Wisnu
Sr. Executive



Anggita Pradipta
Jr. Executive

Department Report

25,699 website users | **50,589** website page views | **1,682** social media followers

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.

Since 2018, EKONID has been making a concerted effort to digitize its main communication platforms and boost its online presence. The communication team was tasked with coordinating this effort and to streamline its processes in giving EKONID and its activities a wider audience. This effort bore fruit during the onset of the COVID-19 pandemic.

In March 2020, the number of visitors to EKONID website rose nearly seventy-fold from just around 3000 visitors to over 20,000 visitors - a trend that continue to persist throughout the year and into 2021. The main contributor to this increase is EKONID's COVID-19 fact sheet: 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.

At the same time, the communication team continues to provide updates on the pandemic that are relevant to the German-Indonesian business community. Aside from the COVID-19 factsheet, EKONID further created separate regulatory and government support updates, both of which also gained significant views. In addition, as many

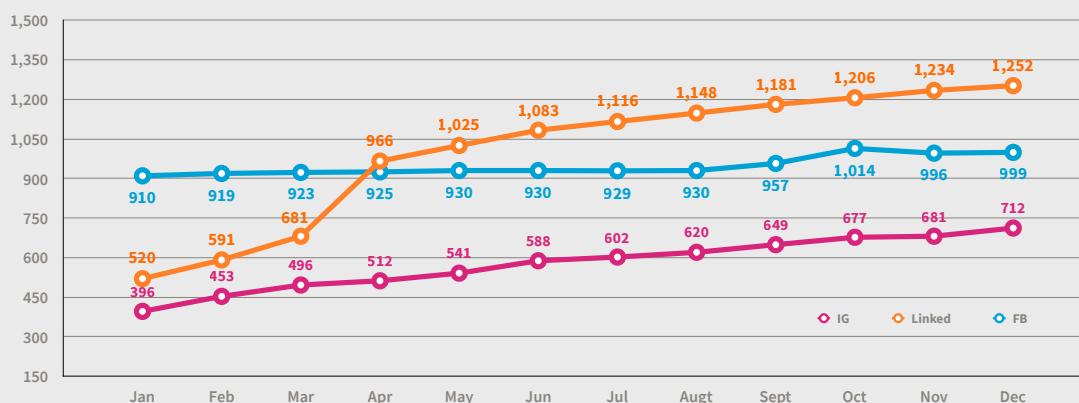
as 128 news items were added and made available to the EKONID website throughout 2020 to add additional context to the current business climate in Indonesia. These updates, as well as EKONID's various activities, are also promulgated through EKONID's social media channels – namely LinkedIn, Instagram and Facebook – which also grew. Among all our social media channels, our LinkedIn followers have more than doubled (520 to 1252) within the January 2020 to December 2020 period.

Meanwhile, despite being severely stunted by the social restrictions implemented during the COVID-19 pandemic, the EKONID communication team remains committed to growing its video production capacities. During the 2020 period, the communication team added to EKONID's Youtube channel 12 more videos, which range from the profiles of our activities and a number of online seminars that were held throughout the year, increasing our total collection to 32.

Meanwhile, 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, continues to be updated regularly and are accessible online via the EKONID website.

In 2021, 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.

Follower Chart Jan - Dec 2020
(Instagram, LinkedIn, Facebook)



Source: EKONID Social Media & Website Dashboard June 2020



Wisma Jerman Surabaya

"Surabaya and East Java are among the most interesting business locations Indonesia has to offer. We look forward to support German businesses in exploring the opportunities this rapidly developing region has to offer."



Mike Neuber
Director of Wisma Jerman

The year 2020 was a difficult one for businesses all over the world, including EKONID and Wisma Jerman. The challenges brought on by the COVID-19 pandemic led to many cancelled or delayed activities and substantially changed our operations. Beginning in March 2020 all events and activities were moved online. At the same time, the majority of planned activities for EKONID Surabaya had to be called off or postponed until the situation would return to normal. Therefore, in 2020 EKONID Surabaya's work almost exclusively was limited to the support of EKONID Jakarta's activities.

Delegations

From March 9th-13th King Willem-Alexander and Queen Máxima of the Kingdom of the Netherlands visited Indonesia in official capacity. Prior to their visit, the Dutch Embassy had asked KADIN and EKONID for support with the organization of the royal visit. The royal pair's entourage also included several Dutch companies who accompanied the royals to seek business opportunities in Indonesia through B2B meetings with local companies. The delegation program included stops in Jakarta and Surabaya respectively on the 10th and 12th of March. On this occasion, EKONID Surabaya organized B2B meetings for 10 Dutch companies from the maritime sector, which were held at the Sheraton Hotel. The 10 Dutch companies successfully participated in 48 meetings with 31 local companies from Jakarta and Surabaya organized by EKONID.

In Oktober EKONID Surabaya supported the preparation and implementation of a virtual delegation program themed "German Renewable Energy Technology" which involved a seminar and B2B meetings. The activities were held online with GoToWebinar. From eight participating German companies EKONID Surabaya handled two. The two companies explored opportunities for cooperation with 13 local companies in a total of 13 online meetings. In November EKONID Surabaya invited 10 companies from Surabaya and East Java to take part in a virtual delegation from Germany's water industry organized by EKONID as part of the Market Exploration Programme of the German Federal Ministry for Economic Affairs and Energy (BMWi) from November 2nd-05th.

Towards the end of November EKONID cooperated with AHK Singapore and actors from the German and international toy industry in hosting an online trade mission themed "Digital Trade Mission Indonesia and Singapore - Products for children and families from the consumer goods and leisure industry, considering the topic of e-commerce". Seven Indonesian companies followed EKONID Surabaya's invitation and met with the German counterparts.

Business Partner Search (BPS)

During the course of 2020 EKONID Surabaya supported four German companies in their search for a local business partner. Following the BPS at least one of the companies has successfully engaged in business activities with renowned local businesses.

Market Studies

As usual, in 2020 EKONID Surabaya heavily contributed to the provision of market information and the buildup of market knowledge within EKONID. In total EKONID Surabaya supported the production of three market studies on the following topics.

1. Decentralized Energy Supply with Focus on Photovoltaic and Wind Energy
2. Toys & Learning Material
3. Energy Efficiency in the Industry

Furthermore, EKONID Surabaya compiled the information for the annually updated documents for the Energy Made in Germany initiative by the BMWi.

EKONID Surabaya @ Wisma Jerman Open House

On November 29th Wisma Jerman hosted its annually held Open House. Due to the COVID-19 pandemic, the event was held online for the first time and fittingly used the theme "Diesmal von zu Hause aus". By using a variety of online media, the event was conducted in a highly interactive manner, which engaged visitors to actively participate. More than 500 people had registered to experience the unique and creative event setup. The event was divided into nine differently themed virtual rooms, one of them being the economy themed EKONID room. Several games and quizzes in the EKONID section provided visitors with knowledge and entertainment revolving around the German economy, German business activities in Indonesia and products Made in Germany.

Training

As part of the efforts to further introduce East Java to the German Dual Vocational System, Mike Neuber, Head of Wisma Jerman and representative for EKONID in Surabaya, in July 2020 participated in a two weeks Training of Trainers and successfully passed the exam to become a workplace instructor (Pelatih Tempat Kerja). Equipped with the theoretical and practical insights from the training, EKONID Surabaya will strive to push German Dual Vocational Education & Training (GDVET) in the years to come in Surabaya and East Java.

Membership Anniversaries



- 1 BASF INDONESIA, PT
- 2 BEHN MEYER CHEMICALS, PT
- 3 COMMERZBANK AG
- 4 COVESTRO POLYMERS INDONESIA, PT
- 5 DEUTSCHE BANK AG - JAKARTA BRANCH
- 6 DEUTSCHE LUFTHANSA AG C/O DISCOVER THE WORLD
- 7 FICHTNER GMBH & CO.KG REPRESENTATIVE OFFICE INDONESIA
- 8 JANTAN SETIA SAKTI, PT
- 9 MERCEDES-BENZ DISTRIBUTION INDONESIA, PT
- 10 MERCK TBK, PT
- 11 PETER CREMER INDONESIA, PT
- 12 RIECKERMANN INDONESIA, PT
- 13 RITRA CARGO INDONESIA, PT
- 14 SAMUDERA INDONESIA Tbk., PT
- 15 SOHO INDUSTRI PHARMASI, PT
- 16 TJAHJA SAKTI MOTOR TBK, PT (ASTRA MOTOR TIGA)
- 17 TUNGAL IDAMAN ABDI (TIA), PT



- 1 IHK BRAUNSCHWEIG
 - 2 IHK FUER ESSEN MUELHEIM AN DER RUHR, OBERHAUSEN ZU ESSEN
 - 3 IHK für die PFALZ
 - 4 IHK KÖLN
 - 5 IHK MITTLERER NIEDERRHEIN
 - 6 IHK NORD WESTFALEN
 - 7 IHK WUPPERTAL - SOLINGEN - REMSCHEID
 - 8 IHK WÜRZBURG-SCHWEINFURT
 - 9 IHK ZU KIEL
 - 10 KÖLNMESSE GmbH
 - 11 UNITED TRACTORS PANDU ENGINEERING, PT
 - 12 VDMA - VERBAND DEUTSCHER MASCHINEN UND ANLAGENBAU E.V.
-



- 1 MECO INOXPRIMA, PT
- 2 ROBERT BOSCH, PT



- 1 BMW INDONESIA, PT
- 2 MR. HANS R. JOST



- 1 BD. AGRICULTURE INDONESIA, PT
 - 2 CIKARANG INLAND PORT, PT
 - 3 CONEXA PRAEZISIONSARMATUREN GmbH
 - 4 DYANDRA PROMOSINDO, PT
 - 5 HYDAC TECHNOLOGY INDONESIA, PT
 - 6 KUDRI & DJAMARIS ATTORNEYS - COUNSELLORS AT LAW
 - 7 PAN ASIA LOGISTICS INDONESIA, PT
 - 8 SYMRISE, PT
 - 9 TÜV SÜD INDONESIA, PT
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- wants to set up an office quickly & efficiently,
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This allows your company to focus on business development and customer relations.



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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:

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

LEGAL SERVICES:

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- Working & Residence Permits
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ebc@ekonid.id



Statement of Receipt & Expenses

	2020	2019
	IDR	IDR
Cash received from members:		
Indonesian	738,584,488	466,846,075
German	1,527,500,000	1,651,698,814
Cash received from the Association's activities:		
Business Services	8,970,306,435	9,145,298,008
Trade Fairs	166,230,174	1,858,660,970
Publications	36,670,555	514,737,296
Grant Project Funding	2,670,004,157	11,470,353,246
Other Income / Misc.	143,318,885	-
Cash disbursements for the Association's activities:		
Personnel Expenses	(10,826,640,454)	(11,726,160,155)
Operating expenses	(5,703,715,365)	(14,784,962,933)
Net cash used by operating activities	(2,277,741,125)	(1,403,528,679)
Cash flows from investing activities:		
Sold of fixed assets	36,022,728	15,090,909
Purchase of fixed assets	(3,783,812,389)	(9,712,427,659)
Funding for employee Benefit Obligation	(1,058,647,119)	(427,625,104)
Net cash provided in/(used by) investing activities	(4,806,436,780)	(10,124,961,854)
Cash flows from financing activities:		
Subsidies from the Federal Rep. of Germany	4,036,172,220	4,331,372,747
Net cash provided in/(used by) financing activities	4,036,172,220	4,331,372,747
Net increase/(decrease) in cash and cash equivalents	(3,048,005,685)	(7,197,117,786)
Cash and cash equivalents at beginning of year	5,152,485,165	12,349,602,951
Cash and cash equivalents at end of year	2,104,479,480	5,152,485,165

- An audit of EKONID's Financial Position as of December 31, 2020 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 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-Reimbursement for Market Access, Trade Fairs Services, Publications and Office in office in addition to subsidies from the German government and earnings from government and institutionally funded projects



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