



ANNUAL REPORT 2022



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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

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Dear EKONID Members,

In 2022, the world went back to normality, post COVID-19 pandemic, with travel and meeting restrictions slowly fading away and physical events picking up again. EKONID's 50th Member Meeting on April 27th was the first major physical event in over two years, quickly followed by other events, for a total of 82 events throughout the year with 2,055 physical and 896 online participants.

The event highlight of the year was the visit of the German President H.E. Frank Walter Steinmeier to Indonesia, and his participation in the Indonesian – German Business Roundtable that took place on June 16th together with the Coordinating Minister of Economic Affairs Airlangga Hartato and Minister of Industry Agus Kartasasmitra, moderated by EKONID's Jan Rönnfeld.

The number of individual business and legal inquiries processed by EKONID soared to a record high of 1,079 in 2022, while the number of AHK website visits reached over 170,000 and the newly launched Business-Indonesia.org website attracted over 21,000 visitors. The number of the AdA training program participants climbed to 276, while 65 apprentices successfully concluded their GDVET education programs. New topics that were picked up by EKONID in 2022 were EPR or Extended Producer Responsibility and Hydrogen.

More details on all of these activities are included in this annual report and 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 2022 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 members' 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
Supervisory Board



Jan H. Rönnfeld
Executive Director
of EKONID





The AHK Network Worldwide

150

OFFICES OF RELIABLE AND TRUSTWORTHY PARTNERS

IN

93 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 150 locations in 93 countries and can boast approximately 42,000 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:



EKONID Premium Partners in 2022:



Sponsors of the Annual Report 2022:



Supervisory Board

The Supervisory Board 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
President Commissioner
PT Astra International Tbk.

Place/Date of Birth

Jakarta, 20 June 1960

Education

- Dipl.-Wirtschaftsing. in Business Administration University of A.Sc. Bochum, Germany
- Dipl.-Ing. in Mechanical Engineering 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
President Director
PT thyssenkrupp Industrial Solutions Indonesia

Place/Date of Birth

Tehran, 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



Holger Appler
Director and CFO
PT Siemens Indonesia

Place/Date of Birth

Nuremberg, 22 August 1969

Education

- Commercial Apprenticeship, Power Generation Group Siemens AG, Germany

Professional Career

- 2021 (Oct – Dec): Director and Acting CEO of PT Siemens Indonesia
- 2020 (Jan) – present: Director & CFO of PT Siemens Indonesia
- 2018 – 2019: Asia Pacific Head of Finance for Transmission Products of PT Siemens Indonesia



Bambang Permadi Soemantri Brodjonegoro
President Commissioner & Chairman of Audit Committee at PT Bukalapak.com

Place/Date of Birth

Jakarta, 3 Oktober 1966

Education

- Ph.D in Urban and Regional Planning University of Illinois at Urbana-Champaign, United States
- Master of Urban Planning University of Illinois at Urbana-Champaign, United States

Professional Career

- 2021 – Present: President of Commissioner & Chairman of Audit Committee PT. Bukalapak.com
- 2019 – 2021: Minister of Research and Technology/ Chief of the National Research and Innovation Agency
- 2016 – 2019: Minister of National Development Planning (Head of Bappenas)



Choi Duk Jun
President Director
PT Mercedes-Benz Distribution Indonesia

Place/Date of Birth

South Korea, 5 April 1965

Education

- MA, Graduate School of International Studies Yonsei University
- Bachelor of Arts – BA, Mass Communication/Media Studies Yonsei University

Professional Career

- 2021 – Present: President Director of PT Mercedes-Benz Distribution Indonesia
- 2016 – 2019: CEO of Mercedes-Benz Vietnam elit



Goetz Kassing
President Director
PT MAN Energy Solutions

Place/Date of Birth

Germany, 16 February 1964

Education

- MBA INSEAD, Fontainebleau, France
- Dipl.-Ing. Mechanical Engineering (M. Sc.) Technical University of Munich
- Abitur (High School) J. C. Schlaun Gymnasium, Muenster, Germany

Professional Career

- 2023 (January) – Present: Managing Director of MAN Energy Solutions Qatar
- 2018 – 2022: President Director of PT. MAN Energy Solutions Indonesia
- 2015 – 2017: Managing Director of MAN Diesel & Turbo Russia Ltd.

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.



Ari Soemarno



Chatib Basri



Chris Kanter



Danny Jozal



Dieter Collmann



Michael Glos



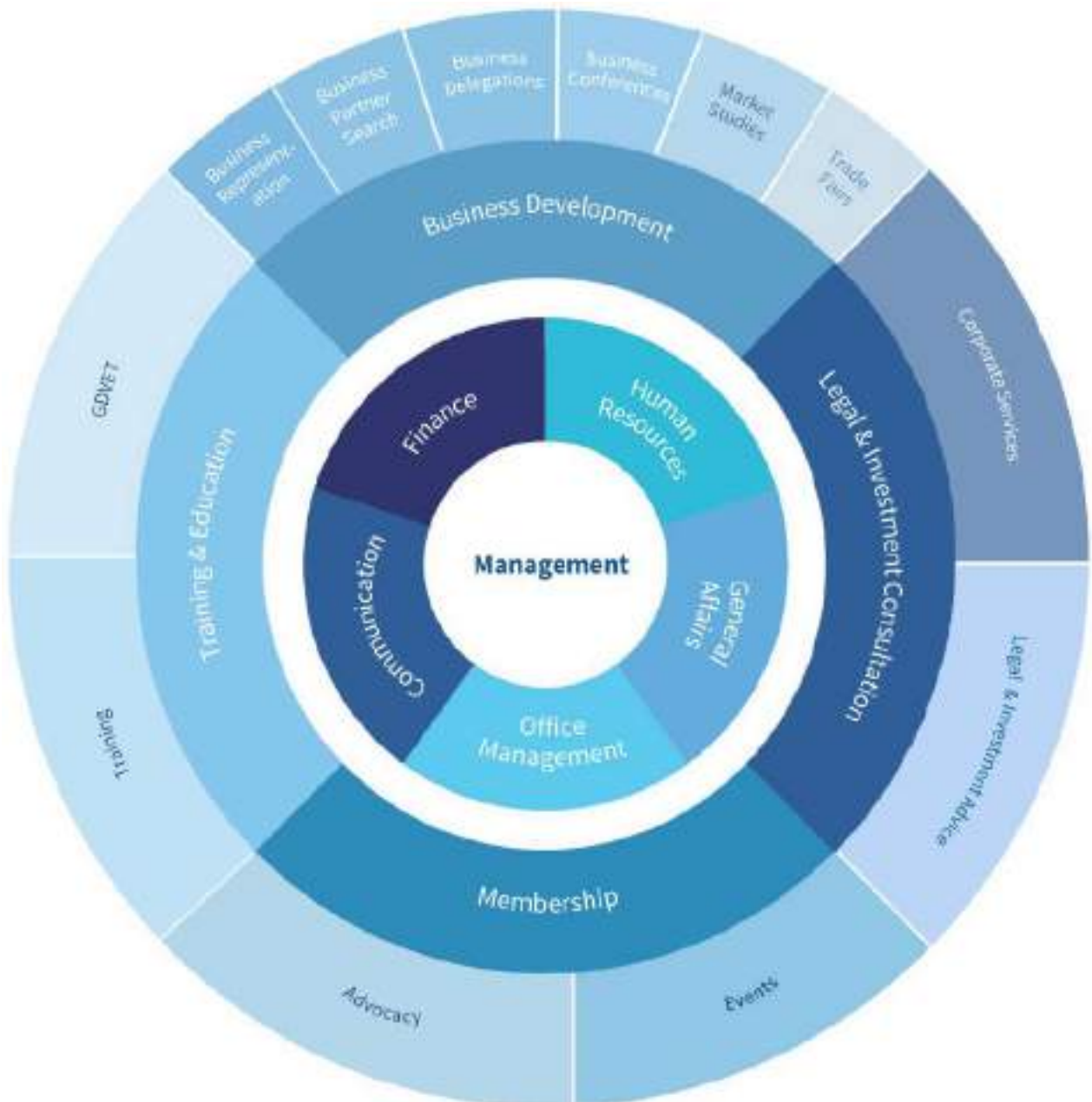
Moetaryanto



**Shanti L.
Poesposoetjipto**

† Mr. Ari Soemarno passed away on November 13, 2022

Organization Chart



Management & Staff



Membership & Events



“While not yet significant, we were pleased to see our members’ participation slowly rising again both in events and in other initiatives. Looking forward, we are certain that the situation will continue to improve and we hope to collaborate even more with our partners and members.”

Ms. Mei Tobing
Head of Membership and Events

416 members from German and Indonesian companies across 79 business sectors

Member by Sector 2022 (according to KBLI)

Sector	Total	Sector	Total	Sector	Total
Agriculture, forestry and fishing	12	Manufacturing of motor vehicles, trailers and semi-trailers	7	Information service acts	7
Crop and animal production, hunting and related service acts	1	Manufacturing of other transport equipment	3	Financial service acts	13
Fishing	1	Manufacturing of furniture	5	Real estate activities	9
Mining and quarrying	12	Other manufacturing	33	Legal and accounting acts	27
Mining of coal and lignite	3	Manufacturing of sports goods	1	Acts of legal offices, management consultancy acts	18
Extraction of crude petroleum and natural gas	9	Manufacturing of medical and dental instruments and supplies	6	Architectural and engineering acts, technical testing and analysis	9
Mining of minerals	3	Electricity, gas, steam, and air conditioning supply	21	Advertising and market research	3
Other mining and quarrying	4	Waste collection, treatment and disposal acts	2	Professional, scientific and technical acts	9
Mining support service acts	5	Remediation acts, and other waste management services	1	Administrative and support service activities	14
Manufacturing	7	Construction	28	Equipment acts	1
Manufacturing of food products	9	Construction of buildings	18	Travel agencies, tour operators, reservation service and related acts	2
Manufacturing of beverages	4	Civil engineering	7	Security and investigation acts	3
Manufacturing of textiles	13	Specialised construction acts	3	Service to buildings and landscape acts	9
Manufacturing of leather and related products	1	Wholesale and retail trade on a basis of motor vehicles and motorcycles	3	Office administration, office support and other business support acts	17
Manufacturing of wood and products of wood and cork, exc. furniture	10	Wholesale trade, exc. of motor vehicles and motorcycles	8	Organisation of conventions and trade fairs	18
Manufacturing of paper and paper products	8	Transportation and storage	22	Business support service acts	7
Printing and reproduction of recorded media	3	Land transport and transport via pipelines	3	Public administration and defence, compulsory social security	1
Manufacturing of coke and refined petroleum products	2	Water transport	1	Education	11
Manufacturing of chemicals and chemical products	32	Air transport	1	Human health and social work activities	18
Manufacturing of basic pharmaceutical products and pharmaceutical preparations	18	Warehousing and support acts, for transportation	18	Sports acts, and amusement and recreation acts	3
Manufacturing of rubber and plastic products	14	Accommodation and food service acts	23	Other service acts	7
Manufacturing of other non-metallic mineral products	21	Food and beverage service acts	9	Acts of membership organisations	39
Manufacturing of basic metals	3	Information and communication	7	Hairstyling and other beauty treatment	1
Manufacturing of fabricated metal products, exc. Machinery & equipment	16	Printing acts	1	Other personal service acts	9
Manufacturing of computer, electronic and optical products	7	Programming and broadcasting acts	2	Activities of extraterrestrial organisations and bodies	1
Manufacturing of electrical equipment	15	Telecommunications	4		
Manufacturing of machinery and equipment	11	Computer programming, consultancy and related acts	8		

As of the end of 2022, EKONID has 416 members, with new members joining in the wake of increased vaccination rates, which led to more people being more comfortable with having physical meetings and in conducting on-site business activities.

A very warm welcome to all of the new members to our community. We appreciate your trust and commitment to the EKONID family. We would also like to extend our gratitude to the members who have been with us

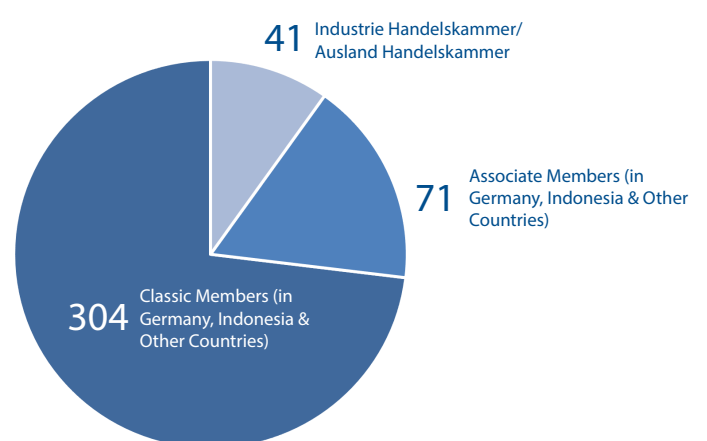
throughout these years. We hope to continue supporting you for years to come.

The membership list comprise of major German firms, banks, as well as many leading chemical, pharmaceutical, electrical, engineering and construction and automotive manufacturing companies. Indonesian companies that do business with Germany and other European countries are also strongly represented.

Members by Location



Members by Type



MEMBERSHIP & EVENTS

82 events organized by EKONID throughout the year.

2,951 participants in total for all events

In 2022, we saw increased vaccination rates across the globe and business activities are finally starting to return to normal, with some exceptions. As vaccination rates increased, so has the number of physical events. For EKONID, these include activities such as business delegations, networking events, seminars, conferences, and many more. Notably, we have adopted a hybrid approach to our events, with livestreaming technologies being employed in the effort to widen our reach. Many, if not most, of EKONID's are made available for participation through popular streaming applications. Furthermore, EKONID's events are also video-documented and are posted online in our social media.





EKONID Premium Partners

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 2022.

All of EKONID's premium partners enjoy a set of individually tailored benefits to increase their visibility and 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.



VISIT OF GERMAN PRESIDENT TO INDONESIA & GERMAN-INDONESIAN BUSINESS ROUNDTABLE



From June 15 to 17, 2022, the President of the Federal Republic of Germany, Frank-Walter Steinmeier visited Indonesia in the framework of an official visit on the occasion of commemorating 70 years of Indonesian-German diplomatic relations.

“This year, we commemorate the 70th anniversary of the Indonesia-Germany diplomatic relations. This is a momentum for Indonesia and Germany to strengthen relations,” Indonesian President Joko “Jokowi” Widodo remarked during a bilateral meeting attended by delegations from the two countries in Bogor Presidential Palace, West Java.

During the meeting, the two leaders agreed to further tighten economic relations in the fields of investments, trade, energy transition, and cooperation in the G7 and G20 economic blocs. In addition to meeting President Jokowi, President Steinmeier and 20 members of state

officials and the German business delegation also met with representatives of the Coordinating Ministry for the Economy and the BKPM.

In the following days, President Steinmeier also visited the Kalibata Heroes Cemetery in Jakarta and placed a wreath at the grave of the 3rd President of the Republic of Indonesia B.J. Habibie, who was awarded the title of Honorary Citizen of Germany in 1988.

The German President also visited the Jakarta German School (Deutsche Schule Jakarta), attended the Indonesian-German Business Roundtable with the Coordinating Minister for the Economy and the Minister of Industry, met with environmental experts at Mangrove Nature Tourism/PIK, visited Yogyakarta and Borobudur Temple, attended a cultural program at the Yogyakarta National Museum, and paid an honorary visit to the Governor of Yogyakarta.

Business Roundtable

To further strengthen cooperation and increase investment, the two countries held The German-Indonesian Business Roundtable on June 16, 2022. The Business Roundtable was held at the Indonesian Digital Industry Center (PIDI 4.0) in Jakarta.

Moderated by EKONID Executive Director Jan Rönnefeld, the Roundtable discussion focuses on investment opportunities for developing the manufacturing sector in Indonesia, especially the semiconductor chip industry, vaccine production, and the development of Industry 4.0.

At the Roundtable, Coordinating Minister of Economic Affairs Airlangga Hartarto said that Indonesia was committed to maintaining the stability and growth of the global economy.

“Most importantly, Indonesia is highly anticipating the conclusion of the initial negotiations of the Indonesia-European Union Comprehensive Economic Agreement [CEPA], which will form the basis of our economic cooperation,” he said.

Following Mr. Hartarto’s remarks, a number of companies showcased the potential of each country’s industrial sectors. For the topic of digitalization, TÜV Rheinland Indonesia and local unicorn Tokopedia showcased the trend of e-commerce in growing small-and-medium sized businesses, while German giant SIEMENS and Indonesian state-owned wireless network provider Telkomsel showcased the importance of modern infrastructure in growing the economy.

Attendants from both countries, which also included CEOs and representatives from companies active in the fields of automotive, cosmetics, healthcare and medical devices, trade and legal firms, agreed to continue to explore potential collaborations. In this regard, government representatives of both countries agreed to form an Indonesian-German Joint Economic and Investment Committee as a bilateral platform that establishes the mechanism for further cooperation on economic issues, trade and investments.

Also present at the Roundtable were the State Secretary at the German Ministry for Economic Affairs and Climate Action Anja Hajduk and Indonesian Minister of Industry Agus Gumiwang Kartasasmita.



Waste Management

PROMOTING EPR IN INDONESIA

On September 22, 2022, The German-Indonesian Chamber of Industry and Commerce (EKONID), in cooperation with the Indonesia Packaging Recovery Organization (IPRO) and the DKI Jakarta Environmental Agency, with support from the German Federal Ministry for the Environment, Nature Conservation, Nuclear Safety and Consumer Protection (BMUV), held a hybrid seminar entitled “Waste Management – Shared Responsibilities Adoption in Indonesia and Abroad”.

This third in a series of seminars was part of the “Environmental Protection Made in Germany” initiative of the German Federal Ministry for Economic Affairs and Climate Action (BMWK) in which, throughout 2022, EKONID promoted the establishment of a comprehensive Extended Producer Responsibility (EPR) scheme.

As widely reported, the Indonesian government, through Minister Regulation No. 75/2019, has emphasized the importance of producer responsibility in reducing waste

and achieving the target of 30% waste reduction by 2030. However, the implementation of the regulation continues to face challenges such as the absence of a collective collection system, lack of coordination among stakeholders, and the lack of infrastructure as well as financial support for the industry. It is hoped that the EPR seminars held by EKONID throughout 2022 would be able to highlight the issues faced and contribute towards the fight against climate change.

The first seminar, held in March 2022, brought up the topic of waste collection for recycling efforts from the viewpoint of waste banks, while the second seminar, held in June 2022, facilitated a robust discussion on waste reduction and recycling initiatives from the retail sector. The third seminar saw a broader range of stakeholders, including business and organization representatives from India, Canada and Tunisia, discussing the need for sharing responsibilities.



Watch our coverage of the event by scanning the QR code.

“Waste management requires the involvement and support of a wide range of stakeholders, beginning on the household level and up to the highest political ranks. Therefore, we have sought to involve different stakeholders in our events.”

~ Martin Kohoutek
Deputy Executive Director, EKONID

Extended Producers Responsibility: **REDUCE, REUSE & RECYCLE**



The EPR Solution

Indonesia produces 65 million tons of waste every year, 60 million tons of which remain untreated and unutilized. The existing waste management is inadequate. The establishment of a proper EPR is needed to get on top of the waste issue.

It is with this goal in mind that epr-indonesia.id was created. Developed by EKONID with the support of the “Environmental Protection Made in Germany” initiative of the German Federal Ministry for the Environment, Nature Conservation, Nuclear Safety and Consumer Protection (BMUV), EPR-Indonesia.id aims to be the primary source of all information on all activities related to EPR in Indonesia, from the companies and organizations who are taking part in the EPR initiative to past and present government policies on EPR. Furthermore, epr-indonesia.id facilitates partnership to ensure that Indonesia achieves sustainability between economic growth and environmental impact.

EPR has already been enshrined in the Indonesian Waste Management Act of 2008, from which article 15 of the Act states that manufacturers are responsible for the disposal of packaging and products that could not or are otherwise difficult to compost.

Government Regulation No. 81/2012 requires industries to use recyclable materials and to take care of the recycling of their packaging materials. Government Regulation No. 97/2017 (also known as Jakstranas), which builds on the previous regulation, outlined concrete targets for the reduction of waste and specified a broad range of possible measures on how to achieve these reductions.

With Government Regulation No. 75/2019 of the Indonesian Ministry of Environment and Forestry (“Waste Reduction Roadmap”), the implementation of the requirements from the Jakstranas for the consumer goods industry, the retail sector as well as the hotel and restaurant industry have been specified. Accordingly, producers of food, cosmetics and other consumer goods must reduce waste generated by their own products by 30 percent by 2029, especially through recycling and reuse.



Scan the QR code to learn more about EPR in Indonesia.

THE RETURN OF PHYSICAL EVENTS

With the COVID-19 pandemic finally settling to a point where large physical events can be held, EKONID wasted no time in ensuring that its members obtain the benefits of its vast network by arranging offline events throughout the year where conditions permit.

Starting from our 50th Annual Member’s meeting in April to the return of the Human Capital Club in December, EKONID held a total of 82 events in 2022. This was still quite a bit below the usual number of events EKONID had held in the past. Nevertheless, the expression of relief from being able to physically meet again and connect with friends, colleagues, partners, and potential customers – both old and new – was palpable.

It is important to note that the pandemic is still ongoing even at the time of the publication of this Annual Report in May 2023. Moving forward, EKONID will continue to take all the necessary measures to ensure the health and safety of all participants in our physical events.

Having said that, we would like to extend our deepest gratitude to our members, sponsors, and partners who have stayed with us throughout these past few difficult years. May the year 2023, and the years after, be filled with success so that we can continue our great cooperation.



Le QUARTIER

OPEN DAILY
07.00 - ONWARDS

Jl. Gunawarman No.34
Kebayoran Baru - Jakarta Selatan
p: +6221 7278 8001 / 3
e: contact@lequartier.co.id
[f](#) lequartierjkt [t](#) lequartierjkt
www.lequartier.co.id

Le Quartier offers an honest and friendly dining experience as often found on the side streets of European capitals and residential neighborhoods. Our French Brasserie décor includes unique features that will spark your imagination and transport you straight to the streets of Paris



AGNEYA
forged in fire

AGNEYA RESTAURANT

Drawing inspiration from Indonesia's rich history and multicultural heritage Agneya passionately presents a respectful take on its adorned food repertoire which is centrally showcased and skillfully prepared over charcoal and wood burning live fire embodying the soulful spirit of its cuisine

OPEN from 11.30 am - ONWARDS

JL. WIJAYA IX NO. 23
KEBAYORAN BARU - JAKARTA SELATAN
+62 21 739 2430 | +62 21 723 7685
CONTACT@AGNEYA.COM

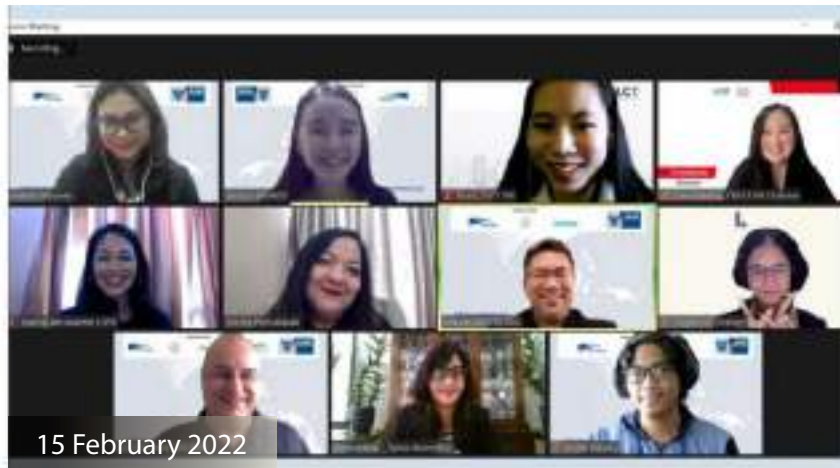
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WWW.AGNEYA.CO.ID



23 February 2022



18 April 2022



15 February 2022



24 March 2022

EKONID Event Calendar 2022

January

17-28 Mechatronic Exam Part II, Bayer - Jakarta, IDN

February

- 15 **Business Indonesia Directory Online Project Final Presentation (in collaboration with (LSPR) - Jakarta, IDN**
- 23 **Online Roundtable: Update on Harmonization of Tax Regulations - Jakarta, IDN**

March

17-28 Mechatronic Exam Part II, Bayer - Jakarta, IDN
 9 EKONID & EUWELLE Introduction & Cooperation Lunch - Jakarta, IDN

- 12-13 AdA International Basic Examination, BPSDMI & KADIN Indonesia Batch 1 - Tangerang, IDN
- 18 - 24 Carbon Management Training - Jakarta, IDN
- 22 Second info session to promote the German-Indonesian Green Infrastructure Initiative - Online
- 24 **Bayer Graduation Ceremony - Cimanggis, IDN**
- 25 Visit from MdB Ralph Brinkhaus (CDU Chairperson) and company visit - Bali, IDN
- 26-27 AdA International Basic Examination, IHK Trier & KADIN East Java - Gresik, IDN
- 28-29 AdA International Basic Examination, IHK Trier & KADIN East Java - Sidoarjo, IDN
- 30 Online seminar regarding EPR in Indonesia and the launch of the EPR platform - Jakarta, IDN

April

- 5 RCEP with IHK Würzburg-Schweinfurt - Online
- 7 Education Indonesia Launching Event: Challenges and Opportunities in Vocational Education and Human Resources Development in Indonesia - Online
- 18 **Graduation Ceremony Bachelor Professional, Polman Astra - Cikarang, IDN**
- 27 **50th Annual Members Get Together Networking Event - Jakarta, ID**



16 June 2022 - EKONID Business Luncheon and State Visit of Germany's Federal President to Indonesia



25 May 2022



22 June 2022



16 June 2022



27 April 2022



19 May 2022

May

- 4-6 Online Wirtschaftstag - Doing Business in ASEAN - Berlin, GER
- 10 ZDK/HWK-Koblenz (Bachelor Professional), - Germany
- 12 IHK Nuremberg (EUREM/Carbon Manager Program) - Germany
- 19 **EKONID Get Together & Housewarming Reception - Jakarta, IDN**
- 24 Online Seminar: Waste Management and Recycling in Indonesia - Online
- 24 Online Business Delegation: Towards Net Zero Emissions and The Potential of Green Hydrogen in Indonesia - Online
- 25 **Supply Chain Due Dilligence workshop: How to align your supply chain with German law - Jakarta, IDN**
- 25 Green Infrastructure Initiative briefing for consulting and engineering companies - Jakarta, IDN
- 25 Online Business Delegation: "RWE Technology International: Growing Green – Decarbonizing Energy Sector" - Online

June

- 6-16 TVET Visitation: Conducting the self-evaluation for the dual system education program for 6 TVET Institute (SMK SMTI Pontianak, AK Tekstil Solo, SMK SMTI Yogyakarta, SMAK Bogor, Politeknik AKA Bogor, Politeknik STTT Bandung)
- 13-18 Wisma Jerman online workshop: Lokakarya Kurator 2022 - Online
- 16 **State Visit of Germany's Federal President & EKONID Business Luncheon with the Business Delegation accompanying the President of the Federal Republic of Germany's State Visit - Jakarta, IDN**
- 16 **ACHEMA Regional Press Conference & Presentation - Jakarta, IDN**
- 18 Carbon Manager Examination - Tangerang, IDN
- 14-18 BMWi Recycling Delegation, Online
- 18-19 AdA International Basic Examination, BPSDMI & KADIN Indonesia Batch 2 - Bekasi, IDN
- 19 AdA International Basic Examination, Astra Politeknik Bachelor Profession - Cikarang, IDN
- 22 **EIBN Joint Gathering - Jakarta, IDN**
- 23 EPR-related online seminar: EPR and its impact on the retail sector - Online
- 23 Online Sprechttag IHK Hannover - Online



22-23 October 2022



10 September 2022



4 October 2022



13-16 September 2022



6 September 2022



22 September 2022

June

- 23-26 Wisma Jerman: Europe on Screen Film Festival - Surabaya, IDN
- 24 Graduation of Carbon Manager at Swiss German University - Tangerang, IDN
- 24 Market opportunities in Indonesia for German companies at IHK Bonn - Bonn, GER
- 27-28 Foreign trade days - Frankfurt, GER
- 29 Online Event StartUp's in e-health - Online

July

- 2-3 AdA International Basic Examination, IHK Trier & KADIN - Pasuruan, East Java, IDN
- 14 Online Event: Indonesian E-Health Market - Online
- 16 Wisma Jerman: Sommerfest & Pameran Pembukaan Foto "Tradisi dan Kemajuan di Indonesia" - Surabaya, IDN
- 23-24 AdA International Basic Examination, BPSDMI & KADIN Indonesia Batch 3 - Bogor, IDN

August

- 23-25 AHK Regionaltreffen - Ho Chi Minh City, Vietnam
- 27-28 AdA International Basic Examination, IHK Trier & KADIN - Mojokerto, East Java, IDN

September

- 5-10 AdA Training & exam - Jakarta, IDN
- 6 **New Member Gathering & EKONID Summer Party 2022 - Jakarta, IDN**
- 9 EKONID Board of Management Meeting - Jakarta, IDN
- 10 **AdA International Basic Examination, Swiss Contact & EduKADIN - Jakarta, IDN**
- 12-14 Automotive Mechatronic Exam, Astra - Cikarang, IDN
- 13 15. Asien-Pazifik-Forum Bayern - Nürnberg, GER
- 13 -16 **Digital Trade Mission to Indonesia : "Decentralized Energy Supply and Storage Solutions" - Online**
- 14-15 Training of Trainer for TVET Self Evaluation, GIZ Project - Jakarta, IDN
- 14-16 Online business delegation: B2B meetings with ID counterparts - Online
- 16-18 Indonesia - Germany Business Forum 2022 (IHK Frankfurt) - Frankfurt, GER



31 October 2022



1 October 2022



10-14 October 2022



7-13 November 2022



8 December 2022



19-23 September 2022

- 17-18 AdA International Basic Examination, ISED & KADIN Indonesia - Jakarta, IDN
- 19 -23 Indonesian business delegation to Germany (waste management & recycle) - Berlin, Bremen & Hamburg, GER
- 22 EPR hybrid seminar and tree planting event at Tebet Eco Park - Jakarta, IDN
- 22 -23 Oktoberfest 2022 at JW Marriott Hotel - Jakarta, IDN

October

- 4 EIBN Joint Oktoberfest - Jakarta, IDN
- 10 -14 Business Delegation: German Textile Machinery Trade Mission - Bandung & Solo, IDN
- 15-16 AdA International Basic Examination, IHK Trier & KADIN - Jombang, East Java, IDN
- 26 Swiss German University graduation day - Jakarta, IDN
- 29-30 AdA International Basic Examination, ISED & KADIN Indonesia - Bandung, IDN
- 31 Healthcare Delegation: Country Briefing - Jakarta, IDN
- 31-4 Business Delegation: German Healthcare Solutions Trade Mission - Jakarta & Denpasar, IDN

November

- 1 Healthcare made in Germany Presentation & Get Together Networking Event - Jakarta, IDN
- 7 -13 Master class for AdAIB Master trainer (collaboration between BPSDMI, GIZ, Swiss Contact, IHK Trier, and EKONID - Jakarta, IDN
- 13-14 Asia-Pacific Conference (APK 2022), Singapore
- 21-25 Industrial Vocational Week 2022 (showcase of all BPSDMI programs that have been conducted in 2022) - Jakarta, IDN
- 24 Euler Hermes event supported by EKONID: The advantages of doing business with the Netherlands and Germany - Jakarta, IDN
- 25 German Wine Dinner - Bandung, IDN
- 29 Human Capital Club (HCC): After the pandemic, what is new and what has changed? - Jakarta, IDN

December

- 6 Get Together Networking Event - Jakarta, IDN
- 8 Visit from German Bundestag to EKONID - Jakarta, IDN
- 12 EKONID Christmas & Year-End Dinner - Jakarta, IDN

Business Delegations & Conferences



“2022 was indeed an exciting year for us. With the easing of travel restrictions, we were able to welcome our first physical business delegations after the extended COVID break. I’d conclude that physical face-face meetings will still be around for the years to come.”

Mr. Stephan Blocks
Market Research & Development Advisor

977 Indonesian participants in all seminars and conferences

148 B2B meetings across all delegations



GREEN INFRASTRUCTURE INITIATIVE (GII)

Already since August 2021, EKONID, in cooperation with the Indonesian Chamber of Commerce and Industry (KADIN Indonesia), has supported the promotion of the Green Infrastructure Initiative (GII). 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 GII funds are being disbursed via the German Development Bank (KfW) and channeled to the three focus sectors of solid waste management, water and wastewater management, as well as urban public transport. As part of the assignment from GIZ, in March, the second information session took place to promote the first tender from KfW.

The number of participants – over 200 at the first event – demonstrated Indonesia’s continued strong interest in green infrastructure projects. The session was an opportunity to collaborate on some of the most important infrastructure projects in Indonesia. These projects include the Integrated Citarum Wastewater Management Project in West Java, worth 264 million euros, the Low Carbon Tourism Destination Development for the areas of Nusa Penida, Nusa Lembongan and Ceningan in Bali, worth 185 million euros, and the Surabaya-Bangkalan Autonomous Railrapid Transit in Central Java, worth 216 million euros, among others. In June, an additional sector briefing was held for Indonesian companies with 49 participants. EKONID’s support for the GII will continue in 2023.

EXTENDED PRODUCER RESPONSIBILITY (EPR)

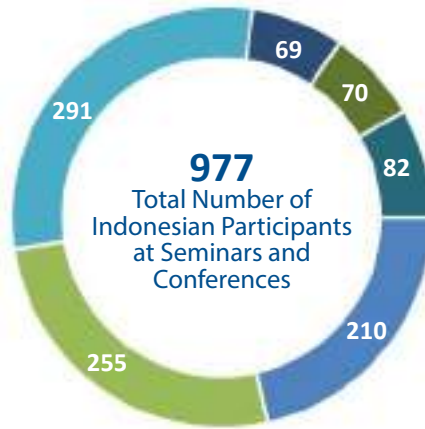
As part of the “Environmental Protection Made in Germany” initiative of the German Federal Ministry for Economic Affairs and Climate Action (BMWK), EKONID developed an online platform www.epr-indonesia.id to provide insights regarding Indonesia’s progress in establishing a comprehensive Extended Producer 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 taken. The “Waste Reduction Roadmap” outlines specific waste reduction and recycling targets for the consumer goods industry, the hotel and restaurant industry, as well as the retail sector.

With the online platform and an accompanying seminar series, EKONID contributed to this process through the provision of information with the objective to encourage more private sector involvement in this field. The development of the platform has been finalized at the end of 2022. The first event was held online in March and covered the topic of “Waste Reduction Roadmap Indonesia - Opportunities and Challenges”. The second event was conducted online as well in June and focused on “Best Practices and Lessons Learned from Indonesia and Abroad”. The highlight of this project was the hybrid seminar “Waste Management: Shared Responsibilities Adoption in Indonesia and Abroad”, which took place in Tebet Eco Park in South Jakarta and included a tree planting session.

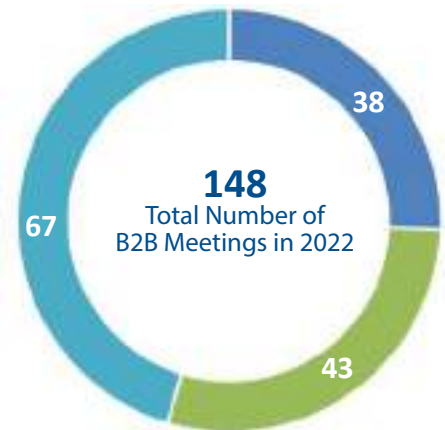
20 companies and institutions participating in delegation events and conferences



- Medical and laboratory equipment
- Textile machinery
- Hybrid solutions with PV and small wind



- Extended Producer Responsibility (EPR)
- Green Infrastructure
- Textile machinery
- Hydrogen Business Desk
- Hybrid solutions with PV and small wind
- Medical & laboratory



- Hybrid solutions with PV and small wind
- Medical & laboratory equipment
- Textile Machinery

HYDROGEN BUSINESS DESK

Initiated by the German Federal Ministry for Economic Cooperation and Development (BMZ) through the *Deutsche Gesellschaft für Internationale Zusammenarbeit* GmbH (GIZ) via its Business Scout for Development (BSD) program and implemented by EKONID, the Hydrogen Business Desk provides consulting services to German and Indonesian companies. Furthermore, in May, the new online portal Hydrogen Indonesia, a one-stop spot for green hydrogen business related information and activities in Indonesia, was launched. Indonesia is heavily reliant on fossil fuels. While there are no official key policy documents for the development of green hydrogen, this clean energy source is explicitly mentioned in Indonesia's general national energy plan (RUEN). EKONID recognizes that, as an international emerging market, Indonesia needs to balance its rapid economic growth with managing environmental impact and ensure sustainability. As part of the project, EKONID organized the event "Towards net zero emissions - the potential of Green Hydrogen in Indonesia". A total of 69 participants joined the event, which covered topics such as the Indonesian government strategy and policy to promote & support the development of green hydrogen as well as Germany's national hydrogen strategy in South Jakarta.

HYBRID ENERGY SOLUTIONS WITH PV AND SMALL WIND

The first business delegation activity in 2022 was the digital trade mission on renewable energy technology, which highlighted decentralized energy supply and storage solutions. The trade mission was supported by the German Federal Ministry for Economic Affairs and Climate Action (BMWK) through its "German Energy Solutions Initiative" and was implemented in close cooperation with eclareon GmbH.

In total, eight companies active in the field of renewables energy joined this project. At the online seminar "Decentralized Energy Supply and Storage Solutions", the eight participants introduced their technology solutions covering the areas of PhotoVoltaic, wind, biomass, hydrogen and energy storage. Moreover, the Indonesian Ministry of Energy and Mineral Resources gave interesting insights on the opportunities and challenges of replacing diesel-powered generator sets in remote areas. More than 70 people attended the online seminar, with 67 individual B2B meetings taking place in the days after.

TEXTILE MACHINERY

The textile industry is one of the priority sectors of the Indonesian government's "Making Indonesia 4.0" initiative. It is also a sector where German technology enjoys an excellent reputation. Hence, on behalf of the Federal Ministry for Economic Affairs and Climate Protection (BMWK), through its Foreign Market Entry Program for SMEs (MEP), EKONID organized a business delegation of German textile machinery manufacturers to the cities Bandung, West Java, and Surakarta, Central Java.

This project was implemented in cooperation with the German Textile Machinery Association (VDMA) and the Indonesian trade fair organizer PERAGA Expo. The Indonesian Textile Association (API) supported the preparation of the presentation events.

The seven German participating companies covered a broad portfolio of twisting and cabling machines, warp knitting machines, contactless application systems for product optimization and surface finishing, as well as post-processing machines and technologies for weaving control and web inspection. The first location of the trade promotion was Bandung, with two visits to Indonesian textile companies and a symposium in which more than 150 attendees from the Indonesian textile industry were present. The delegation then travelled to Surakarta, where, during another presentation event with 70 participants, as well as 38 B2B meetings and three factory visits, the delegation engaged in fruitful discussions with Indonesian textile producers in Central Java.

MEDICAL AND LABORATORY EQUIPMENT

Organized in collaboration with the German Health Alliance (GHA) and the Federal Association for Medical Technology (BVMed), the last business delegation of the year was the medical and laboratory equipment trade mission to Jakarta, the capital city, and Denpasar, Bali. The trade mission was carried out on behalf of the German Federal Ministry for Economic Affairs and Climate Action (BMWK) as part of its "Healthcare Solutions Made in Germany" initiative.

In Jakarta, five German companies took part in the trade promotion activity and showcased their services and technologies in a seminar attended by over 80 participants. This was followed by more than 40 individual B2B meetings to discuss opportunities for cooperation.

Although the Indonesia healthcare sector still depends on imports from abroad, it has become a challenging market for traditional exporters, creating a need for new and creative approaches in starting and nurturing partnerships. This, in turn, may open new opportunities for German suppliers in this segment.



Market Entry & Trade Fairs



“In a busy market, not standing out is the same as being invisible. Likewise, change is almost impossible without collaboration and cooperation. At Market Entry and Trade Fairs, we help you manage risks and tackle new partnership challenges to achieve bigger and better results.”

Ms. Olivia N. Noor
Head of Market Entry and Trade Fairs

18 market access projects

171 inquiries from companies in Germany, Indonesia and other European countries

In 2022, Indonesia experienced a reasonably strong growth of 5.31% thanks to the reopening of the economy as well as the increase in commodity prices. With the lifting of mobility restrictions and a reduction in COVID-related expenditures, private consumption increased significantly compared to the previous year. Indonesia also succeeded in overcoming pandemic-related challenges by implementing a variety of initiatives, such as by adopting tax reforms that encourage investment and building resilience to external monetary shocks.

These developments positively affected the interest of foreign companies in the Indonesian market. Subsequently, EKONID's Market Entry Department received 171 inquiries in 2022, up from 151 inquiries in the previous year. Although EKONID's primary focus is market development for German companies in Indonesia, we also received inquiries from other European countries, including Greece, Switzerland, and Croatia, which EKONID gladly supported. As for related German states, inquiries from Baden-Württemberg, Bayern, Hamburg, Hessen, Niedersachsen, and North Rhine Westphalia make up the majority.

Business partner search, market information – especially those relating to the latest Indonesian import/export regulations – and the European Business Center were the most frequently requested services by German companies. The majority of German companies that contacted us operate mainly in the construction/engineering, health, environmental goods/services, electronics, and machinery industries. The interest from these sectors was mainly driven by the Indonesian government's plan to relocate the capital city to the province of Kalimantan, domestic demand in medical devices and pharmaceutical products, as well as sustainability-related issues such as renewable energy, and waste management and treatment solutions.



Another frequently appearing topic is the possibility of finding electronic suppliers in Indonesia, as well as the possibility of relocating factories from China to Indonesia. In regards to the latter, Vietnam, Thailand, the Philippines, and Cambodia are formidable competitors. Despite the business opportunities in Indonesia for German companies, most German newcomers still face challenges due to relatively high product pricing compared to similar products from countries participating in the Free Trade Agreements as a result of high import taxes.

TOP TEN SECTORS FOR INQUIRIES

Sectors	In percent
Construction/Engineering	16%
Medical & Healthcare	14%
Environmental tech. and services	10%
Pharmaceutical/Cosmetic	8%
Electronic	6%
Machinery/Equipment	6%
Food and beverage	5%
Others	5%
Automotive	4%
Agriculture & Animal Production	3%

By offering our services on a customizable basis, we were able to implement 18 market access projects, consisting of 11 business partner search projects, obtain 4 EBC clients, organize 2 meeting arrangements, and hold 1 online promotion event on Hydrogen Indonesia, which was done in collaboration with AHK Philippines and AHK Australia.

In addition to the previously mentioned general supported services, the Market Entry and Trade Fairs Department organized the Waste Management & Recycling delegation program from September 19 to 23, 2022. With 12 Indonesian waste management and recycling companies, EKONID conducted a fact-finding mission in the cities of Hamburg, Bremen, and Pinneberg with the objective of facilitating knowledge exchange between Indonesian and German companies on waste management and recycling as well as a starting point for exploring cooperation opportunities. The program was supported by the German Federal Ministry of Economics and Climate Protection (BMWK) and carried out by EKONID and econAN International GmbH. Some EKONID members that are already operating in Indonesia, such as Euwelle and Wehrle AG, participated in the Delegate program as speakers.

Legal & Investment Consultation



“The Indonesian regulation regarding investment has changed in many ways last year, and so has our legal department. It has been remarkable to navigate the change in meeting our clients’ inquiries and sustaining the collaboration with government bodies and related partners. We look forward to the coming year and extend our deepest thanks for your trust.”

Mr. Martin Kohoutek

Deputy Exec. Director & Head of Legal and Investment Consultation

3 incorporation of companies & set up of representative offices

85 corporate & commercial Actions



EKONID's Legal and Investment Consultation (LIC) Department offers a broad range of legal and corporate services to German and Indonesian companies, the most prominent service being the establishment of foreign investment companies and representative offices in Indonesia. The LIC department also offers information and specific consultation for all business sectors in cross-border corporate, commercial, labor and employment matters. EKONID helped clients not only with investment projects, but also with corporate changes, contracts, agreements, and visa issues. Specifically, we noticed an increase of inquiries from German companies regarding fraudulent business activities and broken contracts with their Indonesian business partner. Unfortunately, online scams are still very hard to address in Indonesia. We were also able to help Indonesian companies that needed legal advice for their business and trade with German companies.

The new German Supply Chain Due Diligence Act was one of our major topics in 2022 and, together with our legal partner Luther LLP, we summarized this regulation for German companies and the effects on Indonesian suppliers in an information event to a hall of nearly 100 participants hailing from various industries.

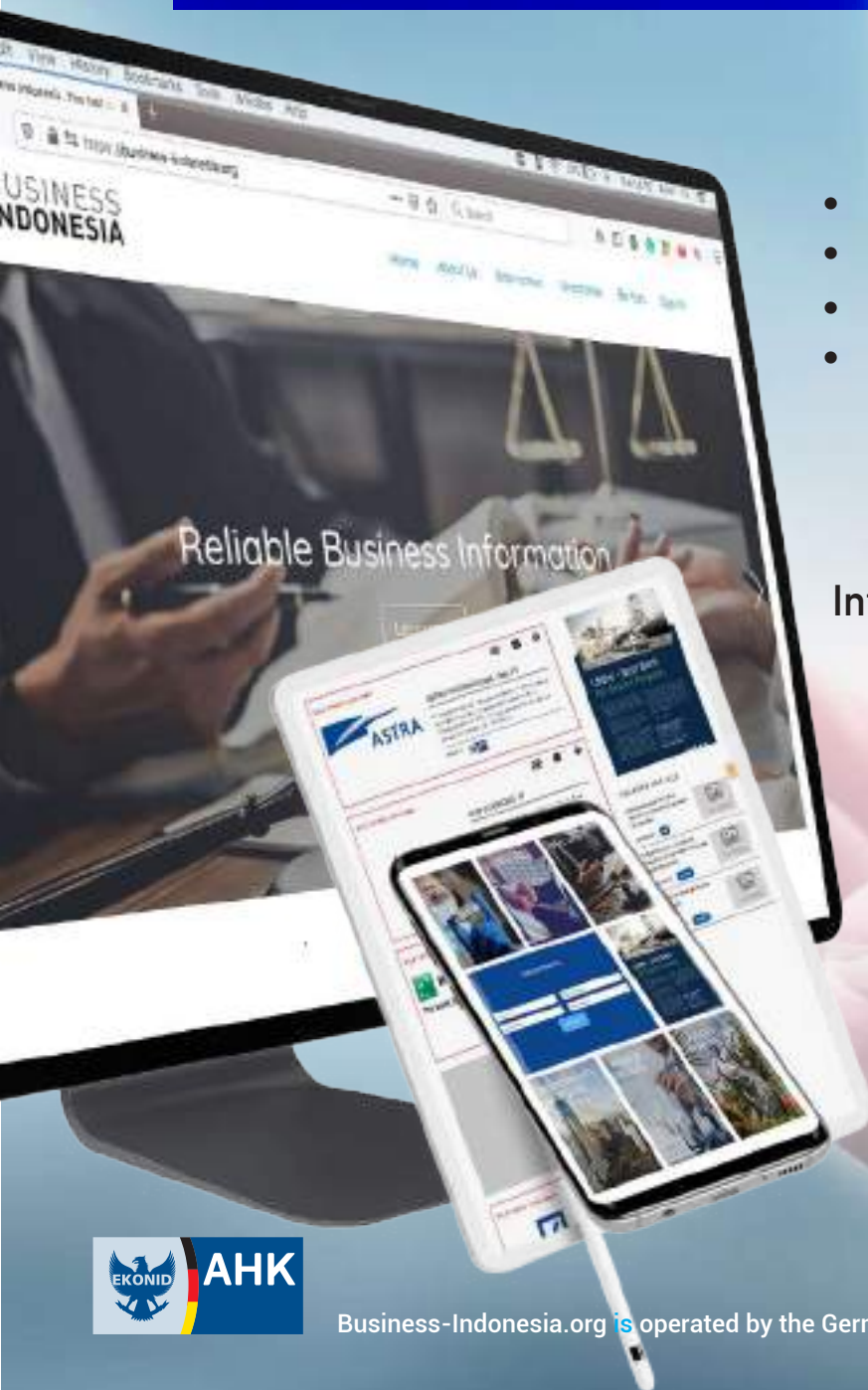
In cases that exceeded our scope and expertise, our "Network Law & Taxes" ensured that requests that required legal or taxation knowledge were answered and supported by specialists with a high level of quality in professional expertise, service, responsibility and experience.

With the launching of business-indonesia.org as a key platform for business information in Indonesia, we also summarized the most relevant legal information in that platform.

Until most Covid-19 related restrictions were lifted in the second quarter of 2022, we regularly translated prevailing regulations and published them on our websites.

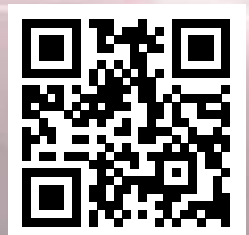
Internally the LIC department successfully prepared the changes of the Article of Association and the restructuring of the Supervisory Board and Executive Board in 2022. Also, with Mr. Martin Kohoutek as the new Head of the department since March 2022 and with Ms. Nurul Khasbullah who joined in November 2022 as the new Executive of Legal and Investment Consultation Services, the LIC department is now equipped with German and Indonesian legal expertise and is more than happy to offer advice and corporate services to companies.

ONE-STOP PLATFORM FOR BUSINESS IN INDONESIA



- FACTS & FIGURES
- BUSINESS SECTORS REPORTS
- LEGAL AND REGULATORY UPDATES
- B2B DIRECTORIES:
 - COMPANIES
 - INDUSTRIAL ESTATES
 - PROVINCES

Info@business-indonesia.org



EBC

European Business Center

The European Business Center offers an efficient, one-stop business solution for European companies entering Indonesia.



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Placement



Payroll
Service



Market
Entry



Business
Support



Networking



Corporate
Services



Tax
Reporting



HR
Service



Website & Social
Media Management



Workspace



Company
Address



Front Office



Board Room



Hot Desks



Office Suite



Event Space



Lounge Area

For more information: <https://indonesien.ahk.de>



Training & Education



“After more than five years of running the German standard dual-system program in Indonesia, EKONID has been demonstrated to assist our partners in regenerating their workforce and improving the quality of vocational education, enabling them to meet the requirements for a skilled and highly competitive workforce that meets industry needs.”

Mr. Hardy Hoffman
Head of Training and Education

276 AdA Training Participants

65 GDVET Graduates

128 Seminar Participants

In 2022, EKONID conducted four examinations as part of the German Dual Vocational Education & Training program. These comprised of two examinations for ASTRA Automotive Mechatronics batch five and six, one examination for industrial mechatronics with SIEMENS and DAIMLER, and one for mechatronics with BAYER. A total of 65 apprentices graduated and most of them were absorbed by the companies mentioned above.

Apart from the aforementioned achievements, in the middle of last year, EKONID assisted in the initiation of two GDVET program student batches. The first one is the third batch of GDVET Industrial Mechanics with DAIMLER, SIEMENS and SKF, which was launched in January, with 15 apprentices from SMKN 26 included in the program. The next one is the second batch of GDVET Mechatronics for BAYER that started in June. This is joined by 16 apprentices from SMKN 56.

Furthermore, EKONID examined the performance of 276 people from various companies and educational institutions throughout the year in the frame of a 1-week AdA international Basic (AdAIB) version courses following the German standard. Organized by the Indonesian Chamber of Commerce from different provinces and the Indonesian Ministry of Industry, the AdAIB exams took place in several cities across Indonesia. All 276 participants succeeded in passing through all 13 AdAIB courses.

BACHELOR PROFESSIONAL PROGRAM AND TVET SYSTEM REFORM 2.0

Bachelor Professional Program with ASTRA is a further qualification program for automotive mechatronics with a duration of one year. This program teaches the theoretical part of the industry, including further knowledge in technical modules, economics and legal aspects, as well as the practical part. The certification is based on the German Standard set by EKONID in collaboration with the Chamber of Skilled Crafts Koblenz (HWK Koblenz). The third batch of the one-year Bachelor Professional Program started in the beginning of 2022 and would conclude in March 2023 at the time of publication of this report.

Additionally, in collaboration with the Ministry of Industry, EKONID began managing the TVET Self-Evaluation (TVET System Reform 2.0) program funded by the German Development Agency GIZ. The program aims to assess the quality of vocational institutions in Indonesia, particularly among vocational schools, based on the German vocational education standard with the end goal of creating competent future workers that matches industry needs.





EDUCATION-INDONESIA AND HUMAN CAPITAL CLUB (HCC)

In March 2022, EKONID launched a website-based service called Education-Indonesia. The online portal serves as a bridge between members, education institutions, trainers and training providers and EKONID's existing program. The online portal also provides trainers with a platform to offer their trainings, which can be accessed publicly. Aimed towards facilitating access to information about education and EKONID's services in the education sector, the website boasts 41 trainers, including individuals, consulting services, and training providers. Last but not least, at the end of 2022, EKONID reactivated the Human Capital Club (HCC), which had been put on hold in over two years due to the COVID-19 pandemic. In the latest HCC, EKONID raised the topic of the challenges and changes in Human Capital work during and after the pandemic.



OUTLOOK FOR 2023

Aside from maintaining the quality of our programs such as GDVET and Bachelor Professional in Automotive Mechatronics with ASTRA, the Training and Education Department will be preparing the implementation of a new GDVET program in Hospitality. A number of inspections have been done among several hotels and prospective schools and the program is planned to start in 2023.

Finally, the Training and Education department will continue to enhance the quality of our services through Education-Indonesia website for existing members and trainers, as well as to continue the Human Capital Club (HCC) with more relevant topics in the education and human capital sector.





GERMAN DUAL VOCATIONAL EDUCATION & TRAINING

Providing tailor-made solutions in developing skilled & competent human resources according to the needs of the industry in Indonesia!



DOUBLE CERTIFICATION

The GDVET program grants double the certification from the DIHK on training and curriculum for both the German and Indonesian standard



COST SAVING

Obtaining skilled workers means significant savings on future employee training while optimizing operational efficiency



TAX INCENTIVE

Companies implementing vocational trainings are eligible for the Indonesian government's super tax deduction of up to 200%!



"Through EKONID Vocational program, we can cut the training time for new operators from 6 weeks to 0.5 weeks. We will continue to support this program, because of the huge benefit that we get from this program in supporting our operations and in saving costs for our company."

~ ALEXANDER GUNADISAstra

Head of In Plant Logistic Department
PT. Daimler Commercial Vehicle Manufacturing Indonesia

Our Partners



SIEMENS



Communications



“With the future of communications resting squarely on the backs of digital platforms and multimedia offerings, the need to expand our communications capacities becomes clearer than ever. Moving forward, we will continue to engage with our partners in mutually beneficial collaborative processes to expand even farther into the field.”

Mr. Andra Wisnu
Sr. Exec. & Editor at Communications

179,478 AHK Indonesia Website Visitor

21,735 Business-Indonesia Website Visitor

In terms of Communications, EKONID continues to develop and maintain all of our existing outreach platforms, be it digital, such as the EKONID website, social media, and our members newsletter, or print, such as our various promotional materials. Thus far, EKONID has launched several brands under EKONID, namely Business Indonesia, Education Indonesia, hydrogen-indonesia.id, and epr-indonesia.id.

In 2022, in response to the expected general improvement in the COVID-19 situation in Indonesia, EKONID discontinued the COVID-19 Factsheet while adjusting its resources to advance the development of Business-Indonesia.org – EKONID’s main portal for all the information companies need to conduct business in Indonesia. A natural evolution of EKONID’s long-running Business Partner publication, Business-Indonesia.org aims to be a comprehensive directory of companies and institution operating in the country, complete with an interactive map of the business profiles of all of Indonesia’s 34 provinces as well as an industrial estates directory.

Officially launched on April 27, 2022, Business Indonesia has slowly gained a respectable following with over 21,700 organic visitors and 42,800 organic pageviews as of the end of that same year. Among the organic visitors, 15,500 were returning visits, while 6,100 were new visits. The majority of the visitors come from Indonesia, followed by visitors from Singapore, India, the United States, and Malaysia. The Business-Indonesia Directory was the most visited page, followed by our various Business Sectors contents, which contain the latest information on the overall situation, challenges, as well as prospects from over 22 industries.

Subsequently, following the discontinuation of the COVID-19 Factsheet, EKONID Website saw a drop in the

Top 5 Visitors Countries



Most Visited Page Business-Indonesia Directory

number of visitors: from 511,112 at the end of 2021 to 179,478 at the end of 2022. This was somewhat expected with business activities slowly returning to their pre-pandemic norms. Having said that, EKONID’s social media channels – namely LinkedIn, Instagram and Facebook – have continued to grow, to 5,540 at the end of 2022 from 4,085 in the previous year. Among all our social media channels, LinkedIn remains to be the most relevant social media for our stakeholders with over 850 new followers garnered throughout the year.

Looking forward to 2023, EKONID will continue to take all the necessary efforts to expand our reach. Aside from continually adding relevant content to Business-Indonesia.org and building partnerships with interested stakeholders, we will be enhancing the capacity of our multimedia offerings so we can provide even more value to our members and partners.

EKONID Social Media Performance January - December 2022



Wisma Jerman



“Despite the pandemic, EKONID Surabaya has successfully supported activities organized by EKONID and provided market information on East Java. Though we are still restricted in our activities, we are dedicated to providing the best services for companies that aim to explore this highly promising business destination.”

Mr. Mike Neuber
Director of Wisma Jerman

153 B2B Meetings held between German and Indonesian companies throughout all delegation events.

Surabaya's importance as a business hub for the connection of Indonesia's eastern provinces with the rest of the country makes it the second most important business destination in the country. In recent years the city has seen steady development and economic progress. It consistently scores higher economic growth than the national average and has become a major investment destination for domestic and foreign companies. In particular, the food & beverage industry including tobacco production, the maritime sector, transportation and logistics as well as wholesale and retail trade, stand out among the different industries.

Due to the still ongoing pandemic, most activities in 2022 were still conducted online. Therefore, as in the previous years since the outbreak of the COVID-19 pandemic, EKONID Surabaya's role was mostly restricted to the support of activities by EKONID Jakarta.

MARKET STUDIES AND DESK RESEARCH

Germany's leading role in environmental technologies and Indonesia's enormous potential for the use of renewables and energy savings make both countries an ideal match for the advancement of the utilization of green technologies. For years renewable energy and energy efficiency play a major role for EKONID's engagement in Indonesia. Thus in 2022, EKONID again conducted in-depth analysis of the archipelago's potential in different renewables such as photovoltaics, bioenergy, geothermal energy, hydro energy, wind energy, new technologies such as hydrogen, fuel cells and Power-to-X, as well as the application of energy efficiency measures and technologies in different sectors like the industry sector, building sector, as well as traffic and transport.

This analysis regularly constitutes the basis for EKONID's activities in the green technology field for the intermediate future and is produced as part of the worldwide active Energy Made in Germany initiative. As in the years prior, EKONID Surabaya was in charge of its production. A market study was compiled on Decentralized Energy Supply with Hybrid Systems based on PV and Wind Energy as part of a business delegation in the framework of said initiative. Two additional market studies were produced for activities supported through the BMWK's Market Development Programme and the Health Made in Germany initiative. The industries covered by those studies included the markets for "Medical Technology and Laboratory Equipment" and "Textile Machinery". Each of those market studies was followed up by online or offline delegation visits.

DELEGATIONS

Surabaya supported four business delegations between Germany and Indonesia. The first one on "Decentralized Energy Supply and Storage Solutions" took place online from the 13th to the 16th of September 2022 as a digital trade mission and consisted of a seminar and B2B meetings. The seminar attracted 68 professionals and representatives of both countries' renewables industries. After the seminar, a total of 67 B2B meetings took place over the course of three days.

In October after more than two years, the first physical delegation visited Indonesia. The delegation comprised of seven German textile machinery companies that had come to demonstrate the capabilities along the value chain of the corresponding German industry and explore market opportunities in the largest country of the ASEAN region. From 9th to the 14th of October, the delegates travelled to Bandung and Solo where they visited companies and institutions to gain a better understanding of the Indonesian textile Industry. In addition, 43 B2B meetings took place. The delegation program was supported by the German Machinery and Equipment Manufacturers Association VDMA and the Indonesian exhibition organizer PERAGA Expo

Lastly, on December 5, companies from Germany's health sector also made their way to Indonesia to participate in a one-week program on "Healthcare Solutions Made in Germany". The program, which ran from 30th of October until the 4th of November, included information sessions, a presentation event, 43 B2B meetings, as well as visits to companies and institutions in Jakarta and Bali. In addition, EKONID Surabaya supported a fact finding mission by 12 companies from Indonesia's waste management and recycling sector to Germany. The trip, which was jointly organized with econAN International GmbH, took place from the 19th to the 23rd of September and was supported by the BMWK.

EKONID @ WISMA JERMAN ACTIVITIES

After more than two years being held online, in 2022, Wisma Jerman was finally able to host its Annual Open House physically. Concurrently, 2022 presented the 10th anniversary of Wisma Jerman. Not least because of that, the Open House attracted a large number of visitors with more than 400 people celebrating with Wisma Jerman and learning about the German language, culture and business.

Membership Anniversaries



IHK OSTWESTFALEN ZU BIELEFELD
 INDOMOBIL GROUP - GARUDA MATARAM MOTOR, PT
 KAWAN LAMA SEJAHTERA, PT
 MRS. TRAUTE HARYANTO C/O FRANS HARYANTO
 PAMERINDO INDONESIA, PT



MEYER WERFT GmbH



ALLIED PICKFORDS PACIFIC REMOVINDO, PT
 ANEKA SANDANG INTERBUANA, PT
 BOLLORE LOGISTICS INDONESIA, PT
 HÄFELE INDOTAMA, PT
 PURIARTHA ARTISTIKA JATI INDONESIA, PT



DZ BANK AG JAKARTA REPRESENTATIVE OFFICE
 ERNST & YOUNG INDONESIA, PT
 GRAHAWITA SANTIKA, PT
 HASIL ABADI PERDANA, PT
 IHK BONN/RHEIN-SIEG
 INDOCEMENT TUNGGAL PRAKARSA, PT
 INTERNATIONAL UNIVERSITY LIAISON INDONESIA (IULI)
 KALENBORN INTERNATIONAL GmbH & Co.KG
 MAMAGREEN PACIFIC, PT
 NAPINDO MEDIA ASHATAMA, PT
 OBEROI HOTELS & RESORTS INDONESIA (WIDJA PUTRA KARYA, PT
 OTTOBOCK HEALTHCARE INDONESIA, PT
 SCHUTZ CONTAINER SYSTEMS INDONESIA, PT
 SNB LAW (SCHULZ NOACK BAERWINKEL Rechtsanwälte PartmbB
 UNITED TRACTORS TBK, PT

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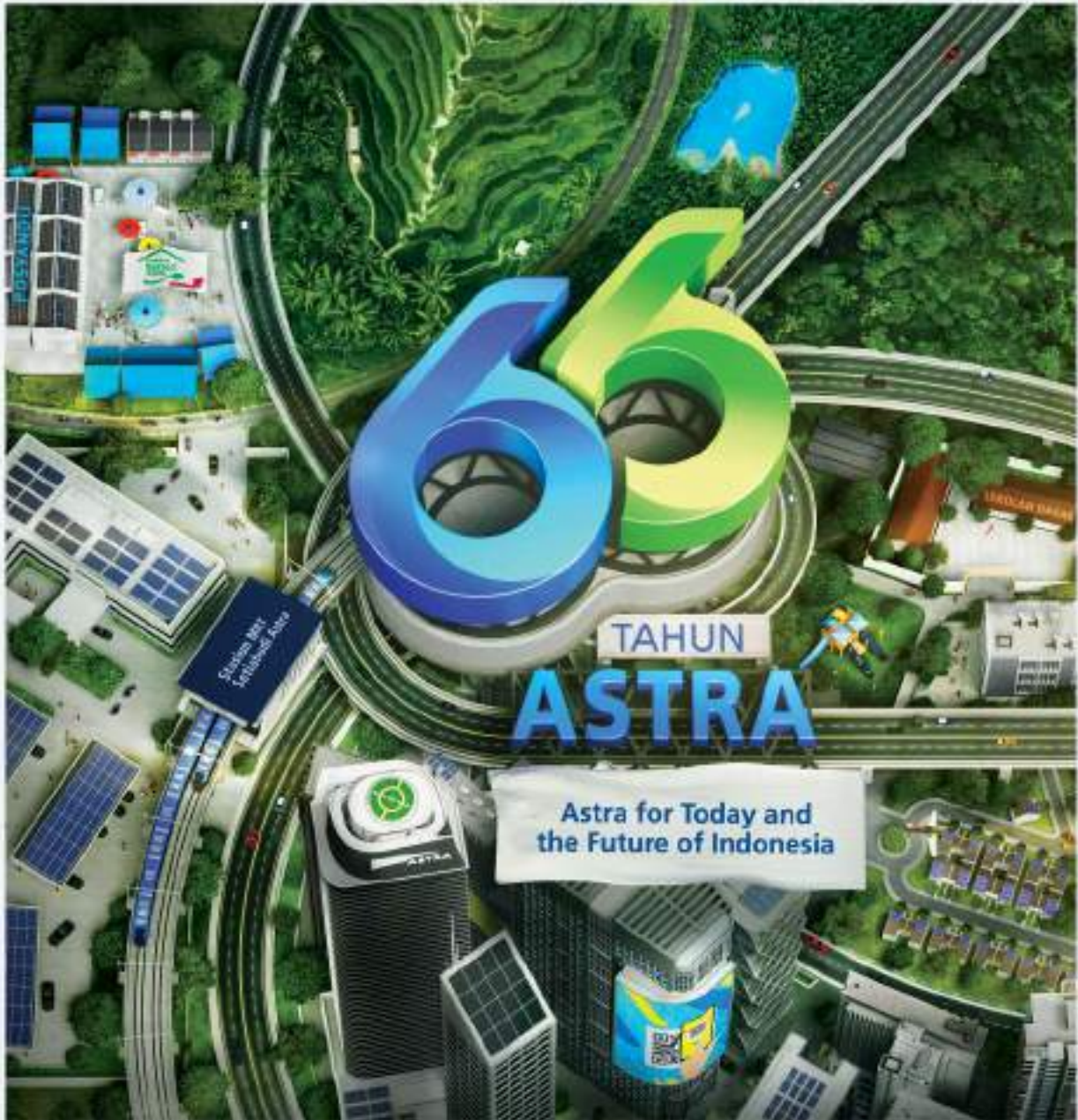
Department Report:

Finance

STATEMENT OF RECEIPTS AND EXPENSES

	2021	2022
	IDR	IDR
Cash Receipts		
Membership Income	2.093.015.000	2.036.953.172
Service Income	10.284.000.753	10.905.717.843
Grant Project	5.462.822.051	4.743.270.926
Total Cash Receipts	17.839.837.804	17.685.941.941
Expenditures		
Personnel expenditures	-10.394.494.568	-13.618.621.578
Operating expenses	-5.224.573.239	-8.357.040.588
Net Cash for operating activities	2.220.769.997	-4.289.720.225
Net cash (used in) / provided by investing activities	-1.784.395.228	-1.055.333.216
Subsidies from Germany	4.182.948.835	2.511.597.208
Saving for employee Benefit Obligation	0	-950.000.000
Net increase / (decrease) in cash and cash equivalent	4.619.323.604	(3.783.456.233)
Cash and cash equivalent at the beginning of year	2.104.479.480	6.723.803.084
Cash and cash equivalent at the end of year	6.723.803.084	2.940.346.851

- EKONID's financial position was audited, as of December 31, 2022, by registered public accountant Kap Bambang Sutopo, CPA, in accordance with the accounting principles applicable within the Republic of Indonesia.
- Reflecting its character as a Non-Profit Organization, EKONID's balance sheet is dominated by Cash and Cash Equivalents.
- EKONID's income consists of: contributions from its members; reimbursement for business & trade fair services; subsidies from the German government; earnings from government and institutionally funded projects.



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