



AHK Indonesien Annual Report 2023



German-Indonesian
Chamber of Industry and Commerce

 PartnerInIndonesia

SIEMENS

Technology to transform the everyday, for everyone

By combining the real and digital worlds, we accelerate digital transformation in industry and infrastructure to become more resilient and sustainable.

[siemens.co.id](https://www.siemens.co.id)

Explore
more



EBC

European Business Center

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



EBC SERVICES



Staff
Placement



Payroll
Service



Market
Entry



Business
Support



Networking



Corporate
Services



Tax
Reporting



HR
Service



Website & Social
Media Management



Workspace



Company
Address



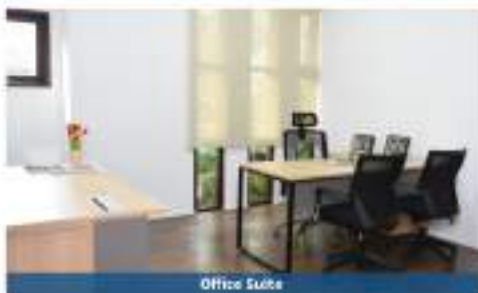
Front Office



Board Room



Hot Desk



Office Suite



Event Space



Lounge Area



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

Contents

- 5** Message from the Chairman & the Executive Director
- 6** The AHK Network
- 7** Our Partners
- 8** Supervisory Board
- 9** Advisory Board
- 10** Organization Chart
- 11** Management & Staff
- 12** Membership Report
- 15** Premium Partners
- 16** Highlights
- 22** Event Calendar
- 28** Business Delegation & Conferences
- 31** Market Entry & Trade Fairs
- 32** Legal & Investment Consultation
- 33** Training & Education
- 34** Communications
- 37** Membership Anniversaries
- 38** Statement of Receipt & Expenses



Scan the QR code to access an online version of this Annual Report.

Message from the Chairman and the Executive Director of EKONID

Dear EKONID Members,

Throughout 2023, we organized a series of events, from insightful webinars and interactive workshops to large-scale networking functions, each designed to provide our members with valuable opportunities for learning, growth, and connections.

The event highlight of the year was the Indonesia Partner Country appearance at the Hannover Messe in April 2023. Indonesia's large delegation was headed by President Joko Widodo himself, who also opened, together with Chancellor Olaf Scholz, the Indonesian German Business Summit. At the summit, moderated by EKONID's Executive Director Jan Rönnfeld, a discussion took place between Mr. Prijono Sugiarto, Chairman of EKONID and Chairman of PT Astra International, and Mr. Martin Brudermüller, the CEO of BASF, about Indonesian-German business cooperation in general, and about the electric vehicle (EV) supply chain that is about to be established in Indonesia in particular.

In numbers, the year 2023 reads as follows: 95 information or networking events with 3,501 participants were organized; 1,210 individual company inquiries, 1,029 from small and medium companies, and 408 from first time customers were answered; 4 company delegations were taken care of; and the number of website visitors reached 134,010, an average of more than 11,000 per month.

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

Our sincere appreciation and gratitude is dedicated to all our members and clients, who, through their generous assistance and endorsement, made EKONID' work and success in 2023 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 Economic Affairs and Climate Action (BMWK) 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



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, legal information and corporate services, tax services, personal services and trade fairs.

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

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

Institutional Partners



EKONID Premium Partners in 2023



Sponsor of the Annual Members Meeting 2023



Associate by:



Supported by:



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.



Chairman

Prijono Sugiarto

President Commissioner
PT Astra International Tbk.

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



Vice Chairman

Rainer Ruppel

Managing Director
PT B. Braun Medical Indonesia &
PT B. Braun Pharmaceutical Indonesia

Professional Career

- 2018 – Present : Managing Director at PT B. Braun Medical Indonesia & PT B. Braun Pharmaceutical Indonesia
- 2008 – 2018: Vice President Global Marketing, Spine/Neurosurgery/Orthopedics at Aesculap, B.Braun Melsungen AG



Member

Prof. Bambang Permadi Soemantri Brodjonegoro

President Commissioner
PT Telekomunikasi Indonesia (Telkom) Tbk.

Professional Career

- 2021 – Present: President Commissioner PT Telekomunikasi Indonesia (Telkom) Tbk.
- 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)



Member

Holger Appler

Director and CFO
PT Siemens Indonesia

Professional Career

- 2020 – 2023: Director and CFO of PT Siemens Indonesia
- 2021 (Oct – Dec): Director and Acting CEO of PT Siemens Indonesia
- 2018 – 2019: Asia Pacific Head of Finance for Transmission Products of PT Siemens Indonesia



Member

Dr. Christofer Arisandy

President Director
BASF Indonesia

Professional Career

- 2023 - Present: President Director BASF Indonesia
- 2021: Head of Regional Marketing, Home Care and Industrial Formulations, Care Chemicals Asia Pacific at BASF East Asia Regional Headquarters, Ltd.
- 2019: Head of Regional Strategic Projects and Business Processes, BASF East Asia



Member
(Jan-Sep, 2023)

Choi Duk Jun

President Director
PT Mercedes-Benz Distribution
Indonesia

Professional Career

- 2021 – 2023 (Sept): President Director of PT Mercedes Benz Distribution Indonesia
- 2016 – 2019: CEO of Mercedes Benz Vietnam elit



Member
(Sep-Dec, 2023)

Alexander Grenz

Country Manager and
President Director
PT Asuransi Allianz Life Indonesia

Professional Career

- 2023 – Present: Country Manager and President Director PT Asuransi Allianz Life Indonesia
- 2019-2023: President & CEO PNB Life Insurance, Philippines
- 2016-2019: COO Allianz PNB Life Insurance, Philippines

Supervisory & Advisory **Boards**

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.



Chatib Basri



Chris Kanter



Danny Jozal



Dieter Collmann



Michael Glos

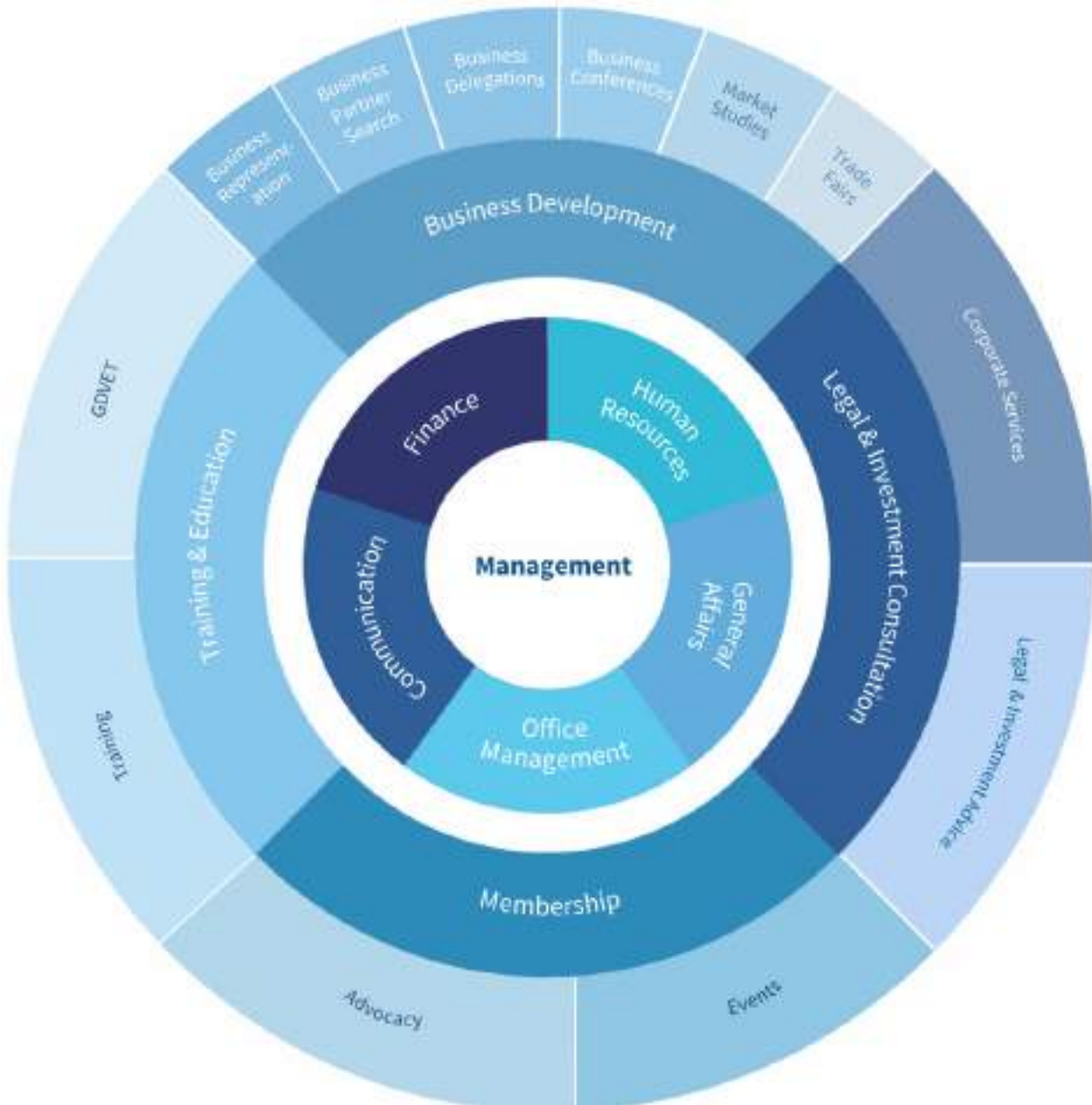


Moetaryanto



**Shanti L.
Poesosoetjipto**

Organization Chart



Organization Structure

Management & Staff



Membership & Events



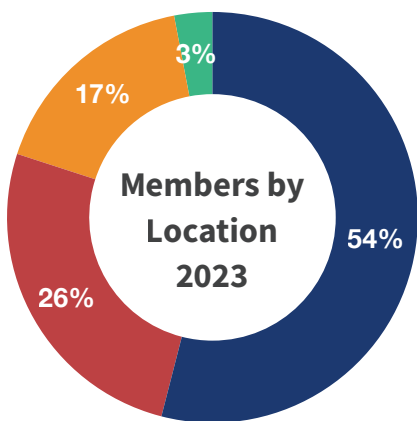
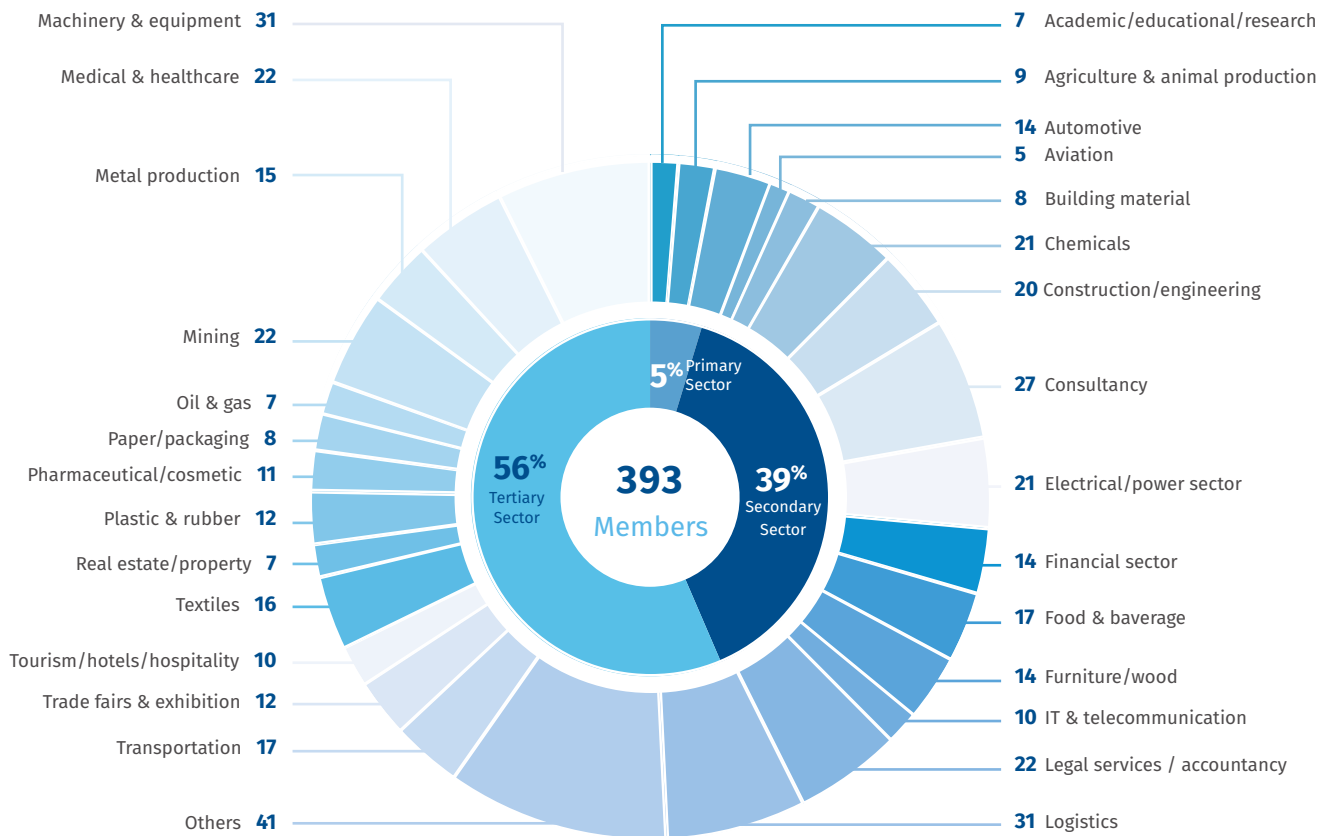
” In 2023, we welcomed quite a few new members, surpassing the additions of the previous year. We are optimistic that this positive trend will continue and we look forward to further collaborations with our partners and members. ”

Ms. Mei Tobing
Head of Membership & Events

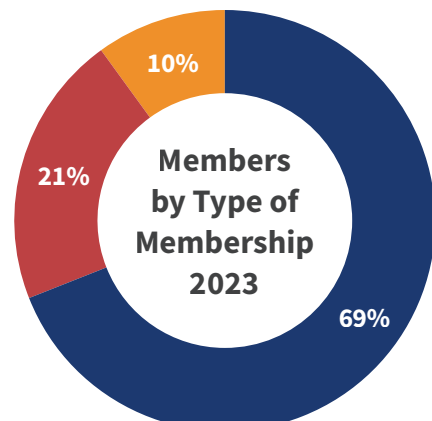
MEMBERSHIP

By the end of 2023, EKONID counted a total of 393 members registered within the organization. This follows the addition of 37 new members and the departure of 60 members. We express our deepest appreciation to the existing members for their continued trust and support, as well as a very warm welcome to our community to the new members!

As detailed below, EKONID membership mainly include corporate members that operate in these sectors: Machinery & Equipment, Logistics, Consultancies, Legal Services/Accountancy, Medical & Healthcare, Electrical/Power, Chemicals, and Construction/Engineering. In terms of location, the majority of EKONID's members operate or has operations in Indonesia. However, there are also members that operate mainly from Germany or from other countries.



- Indonesian Members in Indonesia 54%
- German Members in Indonesia 26%
- German Members in Germany 17%
- German Members in other Countries 3%



- Classic Members (in Germany, Indonesia & Other Countries) 69%
- Associate Members (in Germany, Indonesia & Other Countries) 21%
- Industrie Handelskammer/Ausland Handelskammer 10%

EVENTS

In terms of events, 2023 was marked by a notable increase in participation throughout all of EKONID's events. From the monthly Get Togethers, the Asparagus Dinner (Spargelessen), Oktoberfest, Summer Party, to the business delegations and trade missions, EKONID saw, this year, renewed enthusiasm within the business community to establish business relations and explore new potential avenues for collaboration. The strong participation and sponsorship from our members further demonstrated their eagerness to reconnect and engage with the community.

95 Events organized by EKONID throughout the year

3,501 Participants in total for all events



Construction Delegation Conference	67
H2Uppp Seminars	267
LEG Thuringen Delegation	13
IKN Info Session	25
Consultation Events (GER)	100
Berlin Delegation	100
NRW Delegation	56
AdA IB Training	439
Roundtable Discussion	50
HSBC Joint Event	100
Spargelessen	300
Annual Members Meeting	120
Get Together	420
EIBN Joint Gathering	360
Oktoberfest	310
Supervisory Board Meeting	15
ECA Conference	200
Wilo Inauguration (Event Management)	100
GDVET	31
Other	428





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 2023.

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.



SIEMENS



Hannover Messe 2023

INDONESIA - GERMAN BUSINESS SUMMIT

Hannover Messe, the leading trade fair for Industrial transformation, made its comeback as an offline exhibition in Hannover Fairground, Germany, from April 17 to 21, 2023. The five-day event focused on industrial megatrends, namely AI & machine learning, carbon-neutral production, energy management, hydrogen & fuel cells, and industry 4.0, as well as the topics of ESG – environmental, social, and governance. With the lead theme “Industrial Transformation – Making the Difference”, companies were invited to exhibit their innovations on the road to a climate-neutral industry.

Indonesian President **Joko Widodo** and German Chancellor **Olaf Scholz** officially opened the Indonesian-German Business Summit at Hannover Messe 2023.



Highlights

INDONESIA INFINITE JOURNEY

Indonesia took part as partner country of the 2023 Hannover Messe. Under the motto “Making Indonesia 4.0” more than 150 exhibitors, ranging from large industrial companies, small and medium-sized enterprises and startups to industrial estates, industrial associations and government ministries and institutions presented the fast-growing country.

A major highlight of the event was the Indonesian-German Business Summit, which was opened by the President of the Republic of Indonesia Joko Widodo, and the Chancellor of Germany, Olaf Scholz, who both emphasized the potential of the partnership between the two countries. Chairman of the Asia Pacific Committee of German Business (APA) Dr. Roland Busch, and Chairman of the Indonesian Chamber of Commerce and Industry (KADIN) Mr. Arsjad Rasjid, followed with their own opening remarks, each

acknowledging Indonesia's growth potential and the importance of high-tech and environmentally friendly solutions needed to achieve sustainable growth.

EKONID Executive Director Jan Rönnefeld moderated a discussion between Mr. Prijono Sugiarto, Chairman of PT Astra International Tbk., and Mr. Martin Brudermüller, CEO of BASF, about the potential and challenges of Indonesian-German business cooperation, specifically in driving parallel economic industrialization, digitalization, energy transition and building an EV supply chain in Indonesia.

Additionally, the event also saw Mr. Rönnefeld spoke at the ASEAN Forum 2023, where he, along with leaders from other AHKs in Southeast Asia, discussed the growing importance of the region to German and European companies.



EKONID Executive Director **Jan Rönnefeld** moderated a discussion between the Chairman of Astra International **Prijono Sugiarto** and CEO of BASF **Martin Brudermüller** on the potential of German-Indonesian business cooperation.



From Left to Right: **Martin Brudermüller**; **Arsjad Rasjid**; **Airlangga Hartarto**; **Agus Gumiwang Kartasasmita**; **Prijono Sugiarto**; **Jan Rönnefeld**.

The Return of Physical Business Delegations

Post COVID-19, delegations began pouring in again to Indonesia, during which numerous meetings with government officials, site visits, business conferences, business-to-business meet-ups, and networking events were arranged with our partners and members. This is done with the goal of enhancing awareness from within the German and Indonesian business community on the potential of German-Indonesian economic bilateral relations, as well as to expand its reach and influence across various sectors. In total, as much as 756 individual and corporate participation were recorded across all of our information-events. Through such strategic programs, enhanced services, and engaging events, we strive to foster and improve business-relations between Germany and Indonesia.

CONSTRUCTION DELEGATION

The market for construction machinery and building material plants is expected to see a further uptrend in the future, driven by Indonesia's continuous infrastructure development and the construction of the new capital Nusantara. Hence, in cooperation with the German Mechanical Engineering Industry Association (VDMA) EKONID proposed and implemented a business delegation of German construction machinery and building material plants suppliers to Jakarta. The Federal Ministry for Economic Affairs and Climate Protection (BMWK) provided the necessary support through its Foreign Market Entry Program for SMEs (MEP).

Held from June 12-16, 2023, as many as six companies participated in the trade mission, covering a broad spectrum of solutions: from machines for compaction of surfaces and for laying cables in the ground to suppliers of building material plants for the asphalt and cement industry.

The construction conference on the topic of "Construction Machinery and Building Material Plants" gave the participating German companies the opportunity to present their products and services to an Indonesian audience. Held on June 13, 2023, the presentation event was attended by approximately 70 Indonesian sector representatives.

Subsequently, nearly 40 pre-arranged individual B2B meetings were facilitated to enable the delegates to discuss future cooperation possibilities. Important local institutional partners for the preparation of the visit were Indonesian Association of Heavy Equipment Dealers (PAABI) and the Indonesian Builders Association (GAPENSI).

Although the regional focus of the business trip was the current capital Jakarta, Nusantara was well-covered in the delegation agenda, a highlight of which was the visit to the Indonesian Ministry of Public Works and Housing (PUPR) where the delegates met with the Minister and some of the ministry's key personal for the construction of Nusantara. The preference for the application of high-quality-equipment in the construction if Nusantara should further strengthen the position of German equipment suppliers.



Highlights

NRW DELEGATION

North-Rhine Westphalia (NRW) is the most populous state in Germany with a Gross Domestic Product value of 793.8 billion euros in 2022. According to data from the German Statistical Office, the trade value between Indonesia and NRW reached 2.2 billion euros in 2022 – an increase of 53.9% compared to 2021. The trade value between Indonesia and NRW accounted for more than a quarter of the total trade value between Indonesia and Germany, signifying the state's important position for both German and Indonesian businesses.

Green and clean technology is an economic priority for NRW, and Indonesia is an emerging major player in the global electric mobility supply chain. Additionally, NRW is experiencing a shortage of skilled labor due to changes in Germany's demographic structure. This presents a unique opportunity for Indonesia, which has a surplus of young and skilled workers.

Against that backdrop, from November 27 to December 1, 2023, EKONID supported the arrangement of a visit by Mr. Tobias Traupel, Head of the Foreign Trade Department from NRW, and a German delegation comprising of representatives from politics, universities, industrial clusters, network partners, and the corporate sector. In this regard, EKONID facilitated the delegation visits to Jakarta in the island of Java, as well as the cities of Morowali in North Sulawesi and Palu in Central Sulawesi.

In addition to visits to several Indonesian ministries and government agencies, the NRW delegation also visited ASTRatech, a technical institute based in Jakarta, and Morowali Polytechnic, based in Morowali, to see the latest developments of polytechnics in Indonesia and explore opportunities for cooperation in providing qualified labor to fill the shortage of skilled workers in NRW.



BERLIN DELEGATION

In September 2023, EKONID organized the visit of State Senator for Economics, Energy, and Enterprises of the city of Berlin, Ms. Franziska Giffey, and a business delegation to Jakarta. A German politician from the Social Democratic Party (SPD), Ms. Giffey served as the Mayor of Berlin from December 2021 to April 2023 before taking office as a State Senator. The focus of Ms. Giffey's policies for the city of Berlin includes environmental friendliness, job availability, innovative startups, adequate infrastructure, sustainable transportation, and well-functioning digital city administration.

During the three-day visit, Ms. Giffey and the 25 other participants in the Berlin delegation visited several notable locations that marked Jakarta's urban development and met with at least five Indonesian ministries, two industry associations, and 150 Indonesian companies.

Held also in the spirit of the twinning of Berlin and Jakarta as sister cities in 1994 – being a year prior to the 30th anniversary of this twinning – Ms. Giffey's visit was part of the official completion of the Jakarta and Berlin partnership project called the Smart City Change Project Jakarta.

Marked by the signing of a Joint Declaration on Innovation and Technology at the Jakarta Future City Hub in Gambir, Central Jakarta, on September 7, 2023, this project will subsequently be directly managed by the Jakarta Provincial Government.

Training & Education

GDVET IN HOTEL MANAGEMENT

On July 1, 2023, the German-Indonesian Chamber of Industry and Commerce started the first ever German Dual Vocational Education and Training (GDVET) program in Hotel Management.

The program, which was done in cooperation with Holiway Garden Resort & Spa, Cili Emas Oceanside Resort, Desa Saya Eco Luxury Resort & Spa, and Vocational High School (SMK) 1 Sawan, Bali, saw the provision of German-certified and European standard of hospitality and operations training for the students and staff members of the participating partners.

“The German Dual Vocational Education & Training Program has a robust curriculum and certification that is recognized globally. Through this program, we can ensure that there is a link and match between the needs of the global hospitality industry and the technical competency of Indonesian workers, as well as to provide opportunities

for Indonesian students to work anywhere in the world,” said Mr. Maulandiki Dani, Senior Executive and Supervisor of the GDVET in Hotel Management Program at EKONID.

As of the publication of this annual report, the program has run through the initial process of integrating the GDVET curriculum with the state-run curriculum for vocational education in the hospitality industry. Prior to this process, EKONID organized an Ausbildung der Ausbilder (AdA) or Training of Trainers with the four previously mentioned partners to ensure that the combined curriculum would meet the intended goal.

Following the integration into the curriculum, a rigorous selection process was done for eligible students from SMK 1 Sawan. The eligible students have been taking part in the theoretical side of the curriculum at SMK 1 Sawan while conducting the internship part with the partnering hotels. This first program is expected to conclude in 2025.



Trainers for the GDVET in Hotel Management posing with their certifications on hand in SMK Sawan 1 in Singaraja, Bali.



Event Management

EXPORT FINANCING CONFERENCE 2023 and PT WILO INDONESIA'S NEW OFFICE

After the successful event management of the 2022 Export Financing Conference (EFC) in Jakarta, EKONID continued its event management service in 2023 for another EFC with export credit agencies Euler Hermes from Germany, OeKB from Austria, and SERV from Switzerland, as well as for the inauguration of PT Wilo Indonesia's new office in North Jakarta.

Nearly 200 participants engaged in the 2023 EFC held at Ayana Midplaza Jakarta on September 19, 2023, signaling Indonesia's positive market growth prospects among German, Austrian, and Swiss export companies. The export credit agency products cover the entire value chain of an export transaction – from production and delivery to payment of the final installment.

The conference also allows Indonesian companies, banks, and government institutions the opportunity to get to know the export promotion instruments first hand. With these financing options, export credit agencies are building towards best practices in Indonesia.

Several representatives from the government of each participating countries attended the conference, namely Dr. Thomas Graf, Deputy Ambassador and Chief of the Economic Department at the German Embassy in Jakarta; Dr. Thomas Loidl, The Austrian Ambassador to Indonesia; and Mr. Olivier Zehnder, the Swiss Ambassador to Indonesia,

Timor-Leste, and ASEAN. Economic institutions from Swiss and Austria that are actively operating in Jakarta were represented by Commercial Counsellor Advantage Austria in Jakarta Mr. Sigmund Nemeti, as well as the Chairman of the Swiss Business Hub Indonesia Mr. Roger Zbinden.

Meanwhile, the inauguration of PT Wilo Indonesia's new office, held on November 9, was held successfully with the attendance of Deputy Mayor of North Jakarta Mr. Juaini Yusuf, alongside Wilo Group Director Sales Area Southeast Asia Mrs. Eva Kerstholt.





21.01



07.03



08.03



31.01



17.04



31.01



04.04

January

- 17.01** ASEAN: Chancen und Risiken für deutsche Unternehmen, Online
- 24.01** Get Together, Jakarta
- 31.01** Media Visit, Jakarta
- 31.01** EIBN New Year Reception, Jakarta

February

- 13.02** EKONID Supervisory Board meeting, Jakarta
- 11.-12.02** AdaIB Examination and Certification with KADIN Indonesia & GIZ (ISED), Jakarta
- 14.02** Embassy luncheon with German energy-related companies on the occasion of the Visit of a delegation

from the German Ministry for Economic Affairs and Climate Action (BMWK), Jakarta

- 17.-18.02** EKONID Outing, Bandung
- 23.02** Visit at PT Free the Sea and WIK Elektrogeräte, Batam
- 28.02** Media visit, Jakarta

March

- 01.03** 15. Thüringer Außenwirtschaftstag, Online
- 06.03** Bachelor Professional Examination part 2 (oral exam) in AstraTech, Cikarang
- 07.03** Media visit, Jakarta
- 07.03** Get Together, Jakarta

EKONID Event Calendar 2023



01.03



01.07



31.03



27.03



11.-12.02

- 08.03** HSBC in partnership with EKONID “HSBC Investment Forum 2023: Accelerating Indonesia’s Ambition to be the World’s Largest Nickel and EV Hub”, Jakarta
- 11.-12.03** AdAIB Examination and Certification with BPSDMI, Tangerang
- 11.-16.03** Business delegation from the German Federal State of Thuringia, Jakarta & Surabaya
- 23.-24.03** 100. Ostasiatische Liebesmahl
- 24.03** Marktinformationsveranstaltung Abfallentsorgung in Indonesien, Online
- 27.-31.03** Bachelor Professional Examination part 1 (practical exam) in Astra Tech Cikarang, Cikarang
- 31.03** Handing over certificate Bachelor Program, Polman Astra Cikarang, Cikarang

April

- 01.-02.04** AdAIB Examination and Certification with S4C and KADIN JaTim (Batch 1), Morowali
- 03.-04.04** AdAIB Examination and Certification with S4C and KADIN JaTim (Batch 2), Morowali
- 04.04** Get Together, Jakarta
- 16.-21.04** Hannover Messe, Hannover
- 17.04** Indonesian-German Business Summit at Hannover Messe, Hannover
- 18.04** ASEAN Forum 2023 at Hannover Messe, Germany
- 20.04** NRW ASEAN SUMMIT, Münster
- 24.-28.04** Asian Regional Conference (BSfD/Assets for Asia), Bangkok



05.05



23.05



06.06



05.05



23.05



17.05



25.05

May

- 05.05** Spargelessen, Jakarta
- 7-11.05** AHK Weltkonferenz, Berlin
- 17.05** Online seminar construction machinery and building material plants as part of the upcoming business delegation in June 2023, Online
- 19.05** Students Assessment (Psychotest) with Ohana for Industrial Mechanic Batch 4, Online
- 23.05** Annual Members Meeting 2023, Jakarta
- 23.05** Get Together, Jakarta
- 25.05** IKN info session, Jakarta
- 26.05** AdAIB Examination and Certification for Bachelor Professional Automotive Mechatronic ASTRATech batch 4, Cikarang
- 27-28.05** AdAIB Examination and Certification with BPSDMI, Makassar

June

- 06.06** EIBN Joint Gathering, Jakarta
- 10-11.06** AdAIB Examination and Certification with EduKADIN & S4C, Denpasar
- 12.06** Get Together, Jakarta
- 12-16.06** Business delegation: Construction sector equipment, Jakarta
- 12-13.06** GDVET Ind. Mechanic Batch 4 student assessment Phase 2 (Interview) at SMKN 26, Jakarta
- 14-15.06** AdAIB Examination and Certification with EduKADIN & S4C, Lombok
- 17-18.06** AdAIB Examination and Certification with BPSDMI,
- 21.06** MoFA: Briefing on the ASEAN-Indo-Pacific Forum (AIPF)
- 24-25.06** AdAIB Examination and Certification with KADIN Central Java (KADIN Capacity Development Program), Semarang
- 24-25.06** AdAIB Examination and Certification with KADIN DIY (KADIN Capacity Development Program), Yogyakarta

EKONID Event Calendar 2023



06.06



12.06



12.06



26.05



04.07

July

- 04.07** Get Together, Jakarta
- 08-09.07** AdAIB Examination and Certification with KADIN Central Java (KADIN Capacity Development Program), Semarang
- 08-09.07** AdAIB Examination and Certification with SwissCham and KADIN Indonesia, Jakarta
- 17-21.07** DIHK auditor in EKONID, Jakarta
- 22-23.07** AdAIB Examination and Certification with KADIN DIY (KADIN Capacity Development Program), Yogyakarta
- 25-26.07** AdAIB Examination and Certification with KADIN West Java (KADIN Capacity Development Program), Bandung
- 26.07** Asien-Pazifik Forum Bayern, Nürnberg
- 29-30.07** AdAIB Examination and Certification with BPSDMI, Medan
- 31.07** ADA IB Examination and certification for GDVET Hotel Management program, Bali

August

- 12-13 .08** AdAIB Examination and Certification with KADIN West Java (KADIN Capacity Development Program), Bandung
- 15-16.08** AdAIB Batch 1 with KADIN Jawa Timur in KADIN Capacity Development Program by KADIN Indonesia, Bandung
- 16.08** HSBC 2023 – “Germany Webinar: Indonesia Epicentrum of Growth”, Online
- 26-27.08** AdAIB Examination and Certification with BPSDMI, Bandung
- 29-30.08** AdAIB Batch 2 with KADIN Jawa Timur in KADIN Capacity Development Program by KADIN Indonesia, Surabaya



05.09



05-07.09



17.10



17.10



05-07.09



19.09



27.11

September

- 05.09** Get Together: Summer Party, Jakarta
- 05-07.09** Berlin Delegation, Jakarta
- 08.09** ASEAN Webinar, Online
- 13.09** EKONID Supervisory Board meeting, Jakarta
- 18.09** Pre-event Export Financing Conference 2023, Jakarta, IDN (hosted by Euler Hermes, event management by M&E EKONID)
- 19.09** Export Financing Conference 2023, Jakarta (hosted by Euler Hermes, event management by M&E EKONID)
- 21.09** Aussenwirtschaftstag NRW, Düsseldorf, Germany
- 26.09** Online Seminar "Green Hydrogen in Indonesia - How to Move Forward", Online

October

- 04-05.10** Asian Development Bank: Business Opportunities Fair, Manila
- 10.10** GDVET Industrial Mechanic Part 1 Theoretical Examination, Jakarta
- 13.10** Online seminar "Shipbuilding and Maritime Industry in Indonesia", organized by VDMA, Online
- 14-15.10** AdA-IB Examination, organized by S4C and EDU Kadin, Jakarta
- 16-18.10** GDVET Industry Mechanic Part 1 Practical Examination, Jakarta
- 17.10** EIBN Joint Oktoberfest, Jakarta

EKONID Event Calendar 2023



November

- 03.11** ASEAN Online Seminar with German multipliers, organized by Eva Tholl, Online
- 09.11** Wilo Indonesia New Office Inauguration, Jakarta
- 11.11** AdAIB Examination and Certification with BPSD MI, S4C, and EduKADIN, Jakarta
- 14.11** Seminar Online "Beyond Green Hydrogen - Exploring Derivatives and their Fields of Applications and Markets", Online
- 15.11** Sharing session with Board of Directors of Robert Bosch GmbH, Jakarta
- 20.11** Internationaler Beratungstag, Stuttgart
- 22.11** Internationaler Beratungstag, Frankfurt

- 23.11** Internationaler Beratungstag, Munich
- 27.11** NRW Delegation, Jakarta
- 25.11** AdAIB Examination and Certification with STED and EduKADIN, Bali
- 29.11** AdAIB Examination and Certification with STED and EduKADIN, Lombok

December

- 01.12** Exhibition and presentation event regarding recruitment of foreign workers, hosted by Goethe Institut Jakarta, Jakarta
- 04-08.12** Workshop for SES Representatives, Bonn

Business Delegations & Conferences

The Business Delegation and Conferences Department promotes German and Indonesian trade relations by facilitating trade missions from and to Germany, while also executing projects wherein German and Indonesian business interests intersect.

In addition to the business delegations and trade missions previously mentioned in the Highlights section of this annual report, in 2023, the Department also hosted a business delegation from the German Federal State of Thuringia, which cover the sectors agriculture, production equipment for the medical device industry, and vocational training services. In addition, EKONID also held a series of online seminars on the potential of hydrogen in meeting Indonesia's energy demands.

Indonesia has emerged from the Corona pandemic full of strength and self-confidence. From its rise as a major player in the electric vehicle supply chain to the potential of its human capital, new opportunities and challenges are evolving in dynamic ways. We look forward to seeing what 2024 will bring to the table.

Mr. Stephan Blocks
Market Research & Development Advisor



Business Delegations & Conferences



● Construction Delegation Conference	67
● H2Uppp Seminars	267
● LEG Thüringen Delegation	13
● IKN Info Session	25
● Consultation Events (GER)	100
● Berlin Delegation	100
● NRW Delegation	56
● Other Seminars	128

54 Total number of B2B number of B2B Meetings in 2023



● LEG Thüringen	17
● Construction machinery	37

LEG THÜRINGEN

In March 2023, EKONID hosted a trade mission from the German Federal State of Thuringia. Organized by the *Landesentwicklungsgesellschaft* Thüringen (LEG Thüringen), EKONID provided the necessary support to prepare individual B2B meetings as well as visits to companies and institutions in Jakarta and Surabaya.

Five companies and institutions participated in this business delegation covering agriculture, production equipment for the medical devices industry, and vocational training services. For LEG, this was already the third business-related visit to Indonesia. During the visit all participants had the opportunity to learn about the latest economic and political developments from the German Ambassador to Indonesia H.E. Ina Lepel, EKONID Executive

Director Jan Rönfeld, as well as Germany Trade & Invest (GTAI) Chief Representative in Indonesia Frank Malerius. A roundtable with local business representatives provided first-hand insights into the local business culture. A visit to BKPM completed the briefing day with information regarding investment opportunities in Indonesia's new capital city Nusantara.

In Surabaya, the delegation was welcomed by the Director of the Wisma Jerman and the Honorary Consul during a networking dinner with local business representatives. The delegates also visited the new industrial zone JIPE in Gresik before returning to Germany the next day. As part of the program, EKONID organized and facilitated 17 individual B2B meetings in Jakarta and Surabaya.



H2Uppp ONLINE SEMINARS

To support sustainable economic growth, more clean energy is needed. Indonesia is committed to reducing greenhouse gas emissions under the Paris Agreement, targeting a 29% reduction through domestic efforts and 41% with international support. In following global developments, Indonesian companies have shown an increasing interest in the topic of green hydrogen and its derivatives. While the business opportunities in the domestic market is still in its nascent stage, companies are already looking at the prospects of local production to serve international export markets.

To contribute to the discussion, EKONID teamed up with the *Deutsche Gesellschaft für Internationale Zusammenarbeit* (GIZ) in the "International Hydrogen Ramp-up Programme" (H2Uppp), a funding program of the German Federal Ministry for Economic Affairs and Climate Protection (BMWK), and organized two online seminars on green hydrogen and its derivatives. As many as 267 individual and corporate participants took part in the online seminars, wherein experts elaborate on the latest developments in the green hydrogen market as well as strategies to promote growth of this renewable energy in Indonesia.



Market Entry & Trade Fairs

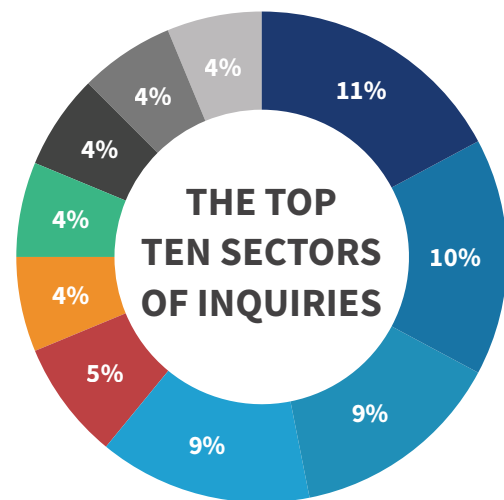


In 2023, EKONID received 156 inquiries, which led to 12 market projects, including business partner searches for seven clients, the registration of two companies to EKONID's European business incubation service, two meeting arrangements, and one market study on the Indonesian mining industry. In terms of location, most of the inquiries came from German companies located in the states of Baden-Württemberg, NRW, Bayern, Niedersachsen, Hessen, and Rheinland-Pfalz. In addition to these German states, EKONID also received inquiries from German companies based in Bangkok, Singapore, Hong Kong, India, and South Korea.

The most frequently asked services by German companies include Business Partner Search, Market Information, and the European business incubation service. Many German companies contacting EKONID are active in the sectors Electronics, Medical & Healthcare, Environmental products/services, Machinery, and Chemicals, many of which were looking for an alternative production strategy to China in response to ongoing geopolitical situation.

Despite the high potential in terms of finding business partners in Indonesia, German companies still face several major challenges, namely the fact that many raw materials still have to be imported due to limited availability and the adoption of production technology that is different from German standardization. This has led German companies to look to other Southeast Asian countries for alternative business partners, such as Vietnam, Thailand, Malaysia, the Philippines and Singapore.

Although the organization's primary goal is market growth for German firms in Indonesia, EKONID is also open to assisting European companies. In this regard, in October 2023, EKONID facilitated a business meeting between 12 Dutch and Indonesian companies. The Dutch delegation's primary focus areas include solar PV, wind energy, hydrogen, Carbon Capture, Utilization, and Storage (CCUS) technology, and mining.



- Electronic
- Medical & Healthcare
- Environmental tech. and services
- Machinery
- Others
- Chemical
- Construction & Engineering
- Food & Beverage
- IT & Telecommunication
- Automotive

“Despite global challenges, Indonesia's economic growth remains strong, signifying the crucial role of EKONID in maintaining German-Indonesian relations in terms of forging local partnerships, monitoring market development, and enhancing the competitiveness of German companies in Indonesia. We thank you for all your support in achieving this goal.”

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





EKONID's Legal and Investment Consultation (LIC) Department offers a broad range of advice and legal assistance to German companies in conducting transactions and commercial activities for industries in Indonesia. EKONID helped clients not only with investment projects but also with corporate changes, contracts, agreements, legal research, and visa issues. Specifically, we noticed an increase in inquiries for legal advice from German companies regarding imports and emerging sectors in Indonesia, such as green hydrogen. In terms of providing advice and solutions, we coordinated and communicated with the relevant ministries as our strategic partners.

We were also able to help Indonesian companies that needed legal advice for their businesses and trade with German companies. The new Indonesian Personal Data Protection Law (PDP Law) was one of our major topics in 2023, and we summarized this regulation for German and Indonesian companies in an online round table

event with nearly 60 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. Under business-indonesia.org, a key platform for business information in Indonesia, we, together with our legal partner Luther LLP, also summarized the most relevant legal information on that platform. Internally, the LIC department successfully conducts risk assessments and records of personal data processing activity within EKONID.

As we look towards 2024 and the various different new regulations in trade and visas that have come into play, LIC has also prepared different new services and is more than happy to offer our legal support to companies.

6 Business licenses

83 Inquiries and corporate actions



“The year has been remarkable in terms of our collaboration with government bodies and related partners in navigating Indonesia's complex regulatory landscape in investment and trade. We look forward to the coming year with our legal innovations and new services. Thank you for entrusting us and for your continued partnership.”

Ms. Nurul Khasbullah
Senior Executive of Legal & Investment Consultation

Training & Education



Over the years, EKONID has been actively involved in the development of the implementation of the dual system of vocational education and training in Indonesia. This is carried out through several cooperation programs with Indonesian government agencies, national and provincial chambers of commerce and industry, as well as with several vocational education institutions spread all over Indonesia.

GERMAN DUAL VOCATIONAL EDUCATION & TRAINING (GDVET) CERTIFIED BY EKONID

German-standard Dual Vocational Education & Training is our flagship program that aims to prepare ready-to-work manpower with skills that meet the demands of industry. This program has been implemented with several of our partner companies in Indonesia such as ASTRA, SKF Indonesia, Daimler Indonesia, SIEMENS Indonesia, and Bayer Indonesia, in cooperation with several vocational education institutions such as Astra Polytechnic, SMKN 26 and SMKN 56.

As part of our commitment to continue supporting the implementation of dual vocational training programs in Indonesia, in 2023, we collaborated with BASF as a new company partner for GDVET Industrial Mechanics and initiated a new GDVET program in the field of hospitality. We are working with three renowned hotels in Buleleng, North Bali, namely Cili Emas Oceanside Resort Bali, Holiway Garden Resort & Spa Bali, and Desa Saya Eco Luxury Resort & Spa Bali.

GERMAN STANDARD TRAINING OF TRAINERS (AdA) CERTIFIED BY EKONID

The AdAIB is an international certification for trainers in the TVET sector accredited by the German Chamber of Commerce and Industry DIHK. In Indonesia, this program has been running since 2016 and it is proven to produce competent TVET trainers. In 2023,

EKONID supervised 25 AdAIB trainings and held examinations in 12 cities. Some 439 participants from various companies and educational institutions took part in these programs.

BACHELOR PROFESSIONAL PROGRAM

Bachelor Professional with ASTRA is a further qualification program for professionals working in the automotive industry, certified by AHK Indonesia in cooperation with the German Chamber of Industry and Commerce (DIHK) and the Chamber of Crafts (HWK) Koblenz. The year 2023 marked the fourth year of the program.

OUTLOOK FOR 2024

Several cooperation programs are planned for 2024, one of which is a collaboration with GIZ and the Industrial Human Resources Development Agency (BPSDMI) under the auspices of the Ministry of Industry to develop independent VET verification tools for dual system vocational programs.

Furthermore, AdAIB programs are also being planned in collaboration with BPSDMI, the Indonesian Chamber of Commerce and Industry, and several provincial-level chambers of commerce and industry. These programs will extend the reach of the AdAIB training to several locations in Indonesia that have not been reached before. A number of other programs are also in the planning stages with various relevant partners for further qualification training.

In conclusion, these programs are proof of our commitment to continuing to support the development of vocational education and training in Indonesia and we appreciate and thank our members and partners for their support and we hope to also continue working with you in the years ahead.

439 AdA Training Participants

70 GDVET Program Apprentices

“After Industrial Mechanics, Mechatronics, and Automotive Mechatronics, we launched the new program GDVET in Hotel Management. We are very proud to be partnering with our collaborators in this program and we look forward to continue expanding our efforts and the reach of the dual-vocational education program throughout Indonesia.”

Mr. Maulandiki Dani
Senior Executive Training & Education





The Communication Department is responsible for the development, maintenance, and quality control of EKONID’s external communication efforts, be it digital, such as the EKONID website, social media, and our Members Newsletter, or print, such as our various promotional materials. In addition, the Communication Department is also responsible for supporting the maintenance, as well as the external communication strategies and execution, of several cross-department online platforms and brands under EKONID, namely Business-Indonesia and Education Indonesia.

By the end of 2023, the Communication Department has succeeded in steadily increasing the visitation rate of Business-Indonesia to a peak of 9,492 visitors in November 2023 – all the while maintaining its support for our members’ visibility, such as by arranging press coverages for their events and disseminating their announcements.

Furthermore, EKONID, through its partnership with SIEMENS, has begun the operational launch of a Multimedia Studio that is available for use by our members and partners. Fully equipped with the tools to produce various audio-visual programs, EKONID extends its warmest welcome to the members and partners who would like to use the Studio to amplify their messages or broaden the scope of their marketing efforts.

Lastly, we are proud to announce that Business-Indonesia has entered into a media partnership with Katadata. Established in 2012, Katadata is one of Indonesia's fastest-growing media company. It specializes in business news, covering a range of industry trends and business-related public policy topics. Through this partnership, we hope to improve our members and partners' access to the latest data and information by jointly producing in-depth reports as well as by organizing various informative events.

134,010 Website Visitors

116 Reports Produced



“2023 was an exciting year for the Communications Department. Not only did our website visitation doubled, we succeeded in forging a new partnership and laid down the foundations to an even wider scope of communications services.”

Mr. Andra Wisnu
Senior Executive & Editor at Communications

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



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



Membership **Anniversaries**



40th MEMBERSHIP ANNIVERSARY

IHK KARLSRUHE
IHK OSTWUERTTEMBERG
IHK RHEIN-NECKAR
IHK SIEGEN
IHK ULM
MANDARIN ORIENTAL JAKARTA
OLDENBURGISCHE INDUSTRIE- UND HANDELSKAMMER
PROPAN RAYA ICC, PT



30th MEMBERSHIP ANNIVERSARY

KEDAWUNG SETIA INDUSTRIAL TBK., PT



20th MEMBERSHIP ANNIVERSARY

ASIAN MANAGEMENT CONSULTING, PT
BOSCH REXROTH, PT
GROZ-BECKERT INDONESIA, PT
MRS. ANKE ANDREE
STAR SOFTWARE INDONESIA, PT



10th MEMBERSHIP ANNIVERSARY

DOERENBERG SPECIAL STEELS PTE. LTD.
GIESECKE & DEVRIENT INDONESIA, PT
LUTHER KONSULTASI INDONESIA, PT
MULTI DIESEL SERVICE, PT
PHOENIX INTERNATIONAL INDONESIA, PT
SAP INDONESIA, PT
SCHAEFER KALK INDONESIA, PT
STAEDTLER MARS GMBH & CO. KG
TSM CONSULTING, PT

Statement of Receipts and Expenses

	2022	2023
	IDR	IDR
Cash Receipts		
Membership Income	2.036.953.172	2.484.803.534
Service Income	10.905.717.843	16.456.605.878
Grant Project	4.743.270.926	442.091.270
Total Cash Receipts	17.685.941.941	19.383.500.682
Expenditures		
Personnel Expenditures	13.618.621.578	16.137.373.366
Operating Expenses	8.357.040.588	9.052.819.607
Net Cash For Operating Activities	-4.289.720.225	-5.806.692.291
Net Cash Used in Investing Activities	1.055.333.216	831.559.156
Subsidies from Germany	2.511.597.208	6.831.763.077
Saving for Employee Benefit Obligation	950.000.000	623.708.539
Net Increase / Decrease in Cash and Cash Equivalent	-3.783.456.233	-430.196.909
Cash and Cash Equivalent at The Beginning of The Year	6.723.803.084	2.940.346.851
Cash and Cash Equivalent at The End of The Year	2.940.346.851	2.510.149.942

EKONID's Financial Position was audited as of December 31, 2023, by KAP Krisnawan, Nugroho & Fahmy 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.

In terms of income, EKONID receive contributions from its membership.

Cost-Reimbursement for Market Access, Trade Fairs Services, and Office-in-office in addition to subsidies from the German government and earnings from government and institutionally funded projects.

Overall, EKONID was able to fulfill its obligations towards the state authorities, its staff as well as suppliers at the end of the year 2023 in a financially sound condition

Untuk hari ini
dan masa depan
Indonesia



Tahun
ASTRA



THE ALL-ELECTRIC EQS.

Discover the All-Electric EQS. Be captivated by the luxury interior, featuring a 141 cm, full-width MBUX Hyperscreen. While its range lets you travel of up to 770 km on a single charge.

For more info please visit our Authorized Dealer.
www.mercedes-benz.co.id



5 Year
StarService
Integrated service. Unlimited mileage.

2 Year
StarTire

10 Years
eV Battery
Warranty

Specifications and colors shown may differ from the actual product in the Indonesia market.