

Business Development



EKONID supports Indonesian and German companies in market entry and business expansion strategies and in identifying potential business partners and opportunities. While the Indonesian market offers vast potential for growth, it also poses challenges, such as an unfamiliar business environment, cultural barriers and difficulties in obtaining reliable information. EKONID cuts through the confusion, offering a range of solutions:

- **Pre-Market Check**

An easy-to-read country introduction and sector information. It covers important trade regulations, macro-economic information, sector-specific market information from different sources and databases, and relevant business contacts based on clients' requirements.

- **Individual Market Studies**

Market research is the next step for a successful market entry and expansion in Indonesia. EKONID offers tailor-made market intelligence based on primary and secondary sources, as well as expert interviews. Our experienced market research team provides in-depth analysis of existing competitors, potential customers and other relevant market aspects, in line with clients' specific requirements.

- **Address Verification**

Unfortunately, internet fraud is not unknown in Indonesia. Purchasing goods and services, online or offline, without due diligence can be risky. Legal action seldom leads to a successful outcome in Indonesia. EKONID offers a straightforward company verification service, letting you know whether a company is officially registered. This reasonably priced service helps investors to avoid pitfalls before they became real problems.

- **Company Profile**

For a detailed investigation of a future business partner, EKONID provides in-depth company reports. These reports include registration and permit details, capitalization, shareholders, board of directors, legal issues, economic and sector outlooks, as well as other necessary information, before you decide whether to pursue any short or long-term business engagement in Indonesia.

- **Business Partner Search**

When you want to establish a business partnership in Indonesia, it is essential to conduct methodical research, thorough preparation and personal meetings with potential partners. EKONID's business partner search is arranged according to the client's individual requirements. The service typically covers identification of adequate companies, provision of company information, accompanied meetings and substantial follow-up support. Best results are achieved through clear communication with EKONID's task force during the implementation period.

✉ marketaccess@ekonid.or.id



Legal Services



Indonesia's legal system can be a minefield for foreign companies, as regulations are complex and constantly evolving. We assist clients in all matters of local corporate and commercial law. Our focus is on legal and regulatory issues associated with the set-up, implementation and protection of business activities in Indonesia. Our customized advice delivers insight, expertise and the greatest possible economic benefits.

Our customized services include:

- Incorporation of companies
- Setting up representative offices
- Mergers and acquisitions
- Drafting contracts and verifying existing agreements
- Changing shareholders, Board of Directors, domicile, business activity and/or capital increase
- Immigration procedures

We take pride in building and maintaining excellent and lasting relationships with clients in the manufacturing, trade, construction, automotive, transportation and medical technology sectors. Our clients receive high quality support and a good cost-benefit ratio.

✉ corporateservices@ekonid.or.id



In addition to our legal services, we are proud to add EKONID's Law & Taxes Network initiative.

EKONID cooperates with leading law firms, auditors and tax advisors from Indonesia and Germany. Our clients enjoy a comprehensive consulting service on legal and tax matters, ensuring they are in compliance with Indonesian laws and regulations.

Services include:

- **One-Stop Shop**

Investors may choose from multiple legal firms, find suitable personnel, obtain business premises, open a bank account and consider tax-related consequences of their engagement in Indonesia. We will, in just one day, conveniently and efficiently help you to find the answers to your business questions.

- **Business Coaching, Roundtables on Law & Taxes, In-House Legal Talk**

We offer up-to-date coaching on current business issues. Our frequent Roundtables on Law & Taxes ensure you will always be up to speed on the latest developments. With our In-House Legal Talk, we visit your company in Indonesia or Germany, on request, to discuss individual legal matters related to the Indonesian market.

- **Law & Taxes Newsletter**

Our Law & Taxes newsletter contains concise yet insightful explanations of developments in legal and tax issues.

✉ corporateservices@ekonid.or.id

Membership



EKONID's unique association of companies, institutions and government representatives provides members with privileged information and exclusive access to the German-Indonesian business community through information and business networking events.

Benefits

1. Being part of the Indonesian-German business community

- List your company in our online and printed Member Directory (circulated among all members, business associations, government organizations and interested parties in Indonesia and Germany), includes free listing with a half-page company profile, as well as in our database for business inquiries
- Regular invitations to seminars, luncheons, breakfast meetings, and roundtable discussions, as well as our monthly networking event, all at a preferential membership rate

2. Privileged access to latest economic and regulatory developments

- Free subscription to our quarterly magazine SOROTAN and regular e-news updates
- Exclusive access to our sector reports and publications
- Regulatory updates from our Law & Tax Network
- Tailored advice on legal issues, business matters and local customs, with a preferential member's fee

3. Representation of company interests to the government

- We assist in developing contacts and maintaining dialogue with senior Indonesian officials, and support in the mediation of contractual or legal disputes

✉ membership@ekonid.or.id

EKONID's Premium Partner



The EKONID Premium Partnership is a very special and exclusive category of cooperation. Premium Partners enjoy the benefits of customized connections and are entitled to use of all our communication channels. They also receive privileged knowledge and superior access to improve their company's presence and interests.

Premium partners are entitled to the following benefits:

- Individually tailored cooperation activities, such as event partnerships, promotions, development of joint publications and lobbying activities
- VIP treatment and access to exclusive networking activities
- Logo exposure on EKONID's website, letterhead, emails, newsletters, selected publications (annual report, business directory and sector reports), event banners, backdrops and invitations, as well as co-branding with other well known multinationals
- Promotional and advertising opportunities in our print and online publications, and in SOROTAN magazine
- Free entry to our social events: Get Togethers, Business Luncheons, Spargelessen, Grünkohlessen, New Year Receptions, Gala Dinners, Joint European Gatherings, etc
- Opportunities for product display at our many events

✉ premiumpartner@ekonid.or.id

Company Pool



This service is ideal for companies in need of research and logistical support for their market development activities. Instead of having one fulltime staff member exclusively working for our clients, we offer the opportunity to engage one of our existing local experts for 20 percent of his or her time.

Benefits:

- Direct access to our long-term market experience
- A contact person in the target market who is familiar with your products or services and your marketing objectives
- Research and logistical support, such as arranging meetings, presentation events or trade fair participation
- No time wasted on recruitment

✉ companypool@ekonid.or.id

Office-in-office



EKONID provides companies with ready-to-use offices, back-office services and Indonesian business addresses. This service enables our clients to be present in Indonesia without the time-intensive procedure of establishing their own representation.

EKONID also helps companies to establish their own representative office in Indonesia and to benefit from our know-how and extensive network. This enables companies to first gain an overview of market potential and to develop strategies before they commence incorporation of their own subsidiary in Indonesia.

Our office-in-office package includes:

- Ready-to-use office space
- Recruitment of staff
- Use of EKONID's office infrastructure, accounting services, network and know-how

✉ officeinoffice@ekonid.or.id

Delegations & Conferences



EKONID organizes government and corporate-initiated business delegations as part of German foreign trade promotion. During a 3 to 5 day program, participants gain comprehensive insight into the business potential of markets.

Depending on the program, we organize the following:

- Individual business-to-business meetings with potential partners in Indonesia
- Meetings with associations or government institutions
- Cooperation, contact exchange, matchmaking fairs
- Presentation events, conferences, workshops.
- Briefings and exchange of experiences with representatives of local and international businesses and institutions

Event Management

Our professional team will assist you through every step from planning, budgeting, formulating an event campaign, media relations, event execution and evaluation.

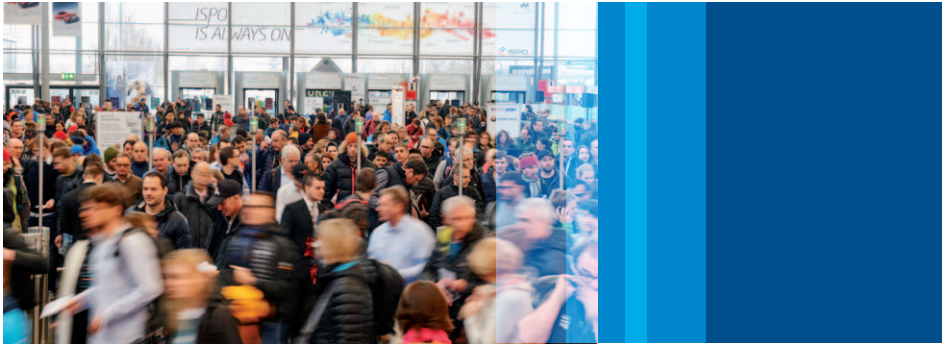
Our strengths:

- Event management professionals with superior skills and experience (EKONID organizes 150 to 200 events per year).
- With more than 500 corporate and institutional members, and a database of over 50,000 professional contacts, we can ensure you reach your target market.
- Well-established networks with venue providers, especially 5-star hotels, giving you privileged and cost-efficient access to conduct your exclusive event.

Contact ✉ marketaccess@ekonid.or.id for information on upcoming business delegations.

✉ membership@ekonid.or.id

Trade Fairs



Our professional team has decades of experience in trade fairs. Our expertise in each industry sector means we can help clients to find the right trade fairs to sell their products.

We provide our clients a variety of value-added services, such as:

- Detailed information on quality trade fairs
- Stand design and construction
- Logistics information and consolidation of shipments
- Visa services
- Travel arrangements
- Market intelligence
- Cultural advice on what-to-do and what-not-to-do

✉ tradefairs@ekonid.or.id

Information and Certification Center for Qualification (ICCCQ)



What is ICCQ?

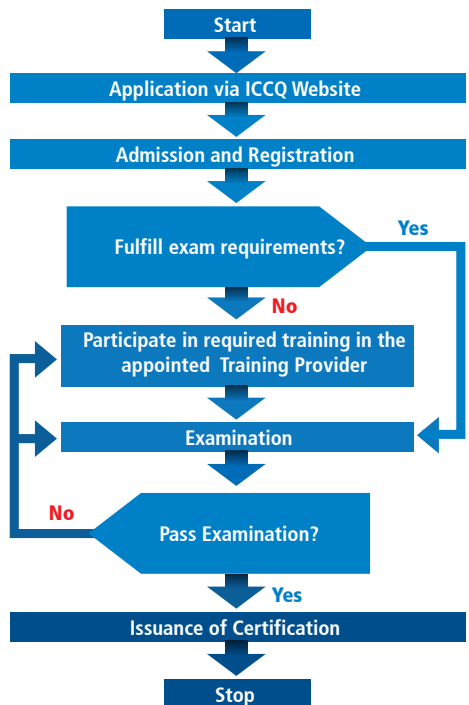
ICCCQ provides two types of services: information and certification.

As an institutional platform, ICCQ facilitates training, education and certification for personnel, all in line with international standards.

How does the system work?

Any interested individual, organization or company can register their needs through the ICCQ website. We will then connect you with reliable training or certification providers. Internationally recognized certification will be issued upon successful training or examination.

 www.iccq.id



Technical Vocational Education and Training (TVET)



Our Programs

• AdA: Training of Trainers

The AdA training program, implemented in Germany for all trainers involved in vocational training, covers planning, inspecting, instructing and examining. Courses are given in Bahasa Indonesia. Course duration is 48 hours (including exam) for the short adapted version, while the full version is approximately 80 hours.

• German Dual System Qualification, Examination and Certification

We provide support for conducting dual vocational training systems in Indonesia. The system has proved highly effective in Germany, where youth unemployment is low by European standards, by helping the young workforce to meet corporate and industry qualification demands.

Benefits of dual certification by German Chambers of Industry and Commerce:

- Dual qualification of skilled labor on site
- Process, curricula and exams following German standard
- Reliable quality assurance
- Recognition of certificates in Germany
- Know-how transfer from Germany to Indonesia via the Association of German Chambers of Commerce and Industry (DIHK)

• ExperTS Program: Economy, Transfer, Sustainability

Combining foreign trade promotion and development cooperation, this program links experts in various fields, such as energy consulting, technology transfer and vocational training, with Indonesian companies or institutions.

Experts are assigned to the program by the German Center for International Migration and Development (CIM).

Communication Services

Effective communication is essential for corporate success. Behind the professional look of EKONID's communication materials is a team of dedicated individuals who are passionate about helping entrepreneurs grow their businesses through creative design, while producing writing that is informative and inspiring.

We design:

- Websites
- Video media: documentaries, filler footage, profiles, presentations
- Print publications: magazines, booklets, catalogues, reports
- Photography: products, team profiles, people profiles, retrospectives

✉ design@ekonid.or.id

SOROTAN

The AHK Indonesia in-house magazine brings valuable analysis, insight and understanding to business professionals, opinion leaders and discerning individuals.

Launched in 1990, SOROTAN was initially published in a German-Indonesian bilingual format. In 2012 it switched to English to make it more relevant to target readers. It now enjoys international readership.

The quarterly magazine provides sharp and authoritative journalism covering German-Indonesian news with analytical global perspectives.

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sorotan

The Magazine of Indonesian-German
Chamber of Industry & Commerce

MEMBERS AND READERS SEGMENTATION

