

INDONESIAN-GERMAN BUSINESS FORUM

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INTRODUCTORY REMARKS INDONESIAN-GERMAN BUSINESS FORUM

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Check against delivery!

Thank you, Mrs. Kamdani (Shinta), for your kind introduction. Dear Pak Rosan, dear panelists, Ladies and Gentlemen! Hello to Jakarta!

Welcome to the Indonesian-German Business Forum. This year, more than 150 companies from Indonesia joined the Hannover Messe. They range from innovative startups to large industrial enterprises. Some of them are part of our panel discussion today. I'm looking forward to a lively discussion!

I really like the tagline "Connect to Accelerate" that Indonesia has chosen for the Hannover Messe 2021. Because this one phrase sums up what we are all about: We want to expand the relationship between our economies and our societies, in one word: "we want to connect" – // with the aim of jointly promoting, "accelerating" positive developments.

An encouraging vision for the future has never been more important than today: In a world which faces the worst pandemic since 100 years, leadership, openness, collaboration and cooperation are the best antidotes. They are also the basic prerequisites for solving the great challenges and opportunities, humanity is facing.

This years' Hannover Fair is a perfect occasion to accelerate this: Indonesia with its young population and great aspiration is a perfect nation for this. And Germany is an excellent partner to team up with.

We have started out on an Asian Century. It is Asia that has weathered the COVID pandemic best and fastest. And it is Asia that will significantly shape the global economy in the coming decades...for many reasons.

We, the company representatives in Germany, sometimes tend to neglect that Asia is more, far more than China. We should broaden our view to better understand the diversity and the vast potential of this region. Currently, we already see changes in supply- and value chains.

Indonesia as the largest economy in the emerging ASEAN group is one of these countries with enormous potential. It will play an important role in shaping the "Asian century".

Just to name a few facts and figures:

- Indonesia has the fourth largest population in the world.
- It has young and tech-savvy people (average age Indonesia: 29.7 years – Germany: 44.5 years).
- It is a country with a stable political system and a clear reform agenda under President Widodo.
- As a signatory of the Paris Agreement and a country with enormous rainforest resources, it is a key player in fighting climate change.
- As a member of the RCEP, Indonesia will be an integral part of the largest free trade zone in the world.

Are we making use of the full potential that is available to us today? Not quite. The HMI 2021 is just the right event to start changing this!

The prospects are quite good. We are glad that President Widodo continues to move forward with his reform agenda. The broadly based Omnibus Law in particular has the potential to improve Indonesia's investment climate significantly.

An early closure of the negotiations between Indonesia and the EU for the Comprehensive Economic Partnership Agreement (CEPA) could unleash further potential. In this context, we should exploit the opportunities within the "Making Indonesia 4.0" initiative. "Making Indonesia 4.0" is a great roadmap for the Fourth Industrial Revolution.

By focusing on the most relevant sectors (food and beverage; textile; automotive; chemicals; pharmaceuticals; medical devices; and electronics), it is the right path to bring Indonesia's manufacturing sector to the next level.

With their leading position in Industry 4.0, German companies stand ready to assist – as technology partners AND investors. We offer local training and education, create high-skilled jobs by localizing engineering and production. Germany is ready to support Indonesia in "Making Indonesia 4.0" a reality!

There are many areas to expand our collaboration. Just to mention a few: medical technology, environmental care, especially in the energy sector; automation and digitalization of industry and infrastructure.

I'm encouraging my German business colleagues to explore the possibilities that Indonesia has to offer. And, vice versa, we kindly invite Indonesian companies to invest and do business in Germany.

The Hannover Messe offers a great marketplace for this exchange. Let's make use of it and create a win-win situation – for Indonesia and Germany.

Thank you very much.

I would now like to give back to our moderators in Jakarta.