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PUBLISHER'S NOTE

The Human Bridge of Opportunities



Nomita Dhar
Publisher & Editor-in-Chief

*Wishing prosperity
to all in the region
as we celebrate 50
years of ASEAN and
Indonesia-Singapore
bilateral ties*



The commemoration of the 50th anniversary of bilateral relations between Singapore and Indonesia offers a landmark opportunity for the two nations to hone their skills in cementing their ties further. With the glue of a shared vision they are poised to create a narrative that spells growth and a bright and prosperous future in a global context.

The leaders President Joko Widodo and Prime Minister Lee Hsien Loong through their interaction at the annual Leaders Retreat have led new initiatives. Organisations such as IE Singapore, KADIN and BKPM and the businesses provide the necessary impetus to carry through the vision of the leaders - building a human bridge of cooperation that lies at the core of our bilateral ties.

The economic and cultural landscapes of Singapore and Indonesia have fostered many compelling reasons to ensure that the next 50 years will lead to even better ties between the two nations. Success stories are waiting to be unspooled in myriad ways when the two countries face the challenges of the future, together.

Discussions have been underway to enhance cooperation in areas such as tourism, investments and skills training, as well as the need for potential cooperation in capacity building and smart city collaboration - and ways to deepen people-to-people exchanges. In the meanwhile, new areas of collaboration such as the first ever Interfaith Exchange was concluded successfully in Singapore as the religious leaders on both sides deliberated and exchange ideas to work towards a more tolerant and inclusive society. There are also more exchanges being fostered between youths from Singapore and Indonesia. This is a great step in building a foundation for closer ties in the next generation of leaders.

After the human connect, the business connect. We pay tribute to another very important component in our ties - the organisations that act as catalysts to enhance opportunities between the two countries. They provide sterling examples of what has been and can be achieved in the past and next 50 years. We hope more investors can be inspired to tap into this rich vein of opportunities boosted recently by the unanimous positive sovereign credit rating that upgraded Indonesia as an investment grade nation.

This August ASEAN celebrates 50 years, Singapore and Indonesia celebrate their national days, building on a solid foundation of growth and cooperation the prospects for the neighbours and the grouping is poised to soar higher. As the festivities and celebrations continue for the rest of the year *Opportunity Indonesia* wishes the region peace, prosperity and collective growth.



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RISING 50

Looking Forward

Ambassador Ngurah Swajaya hopes, while celebrating 50 momentous years of diplomatic ties, RISING 50 is also as much about the future of relations between the two nations and economic growth on the eve of the celebrations of Indonesia and Singapore's National Days.



(Far left): The Ambassador with interviewer Mrs Nomita Dhar, Editor-in-Chief Opportunity Indonesia. (Left): Jakarta MRT works are ahead of its first phase in 2018 (Photo source: www.railway-technology.com)

WE meet in the run up to the eve of Indonesia and Singapore's National Days.

Yes indeed. Singapore celebrates its National Day on 9th August and Indonesia on 17th August. This is a very important month for this region.

I would like at this critical juncture to ask you about the relations between the two countries.

Well, not only are we going to celebrate the 52nd anniversary and the 72nd anniversary of Singapore and Indonesia respectively, we are also celebrating the 50th anniversary of ASEAN of which both countries happen to be founding partners. We will also use this momentum for Indonesia at least to strengthen again the activities that we have already put in place in order to obtain the objectives that President Joko Widodo is pursuing for the country's growth.

This year, for example, he has already given a very ambitious target for economic growth and we are on track. Infrastructure is developing very rapidly and this is good not only for Indonesians but also creates opportunities for our bilateral relations with Singapore. We are using this momentum not only to learn from the history of our relations but to also celebrate the success that awaits us in this space of Indonesia-Singapore relations for the next 50 years.

The human element is very important when you deal with countries and people. The people-to-people bridge has been one of the greatest strengths between Singapore and Indonesia. So in terms of business how do you think this has worked in the favour of the relationship?

When it comes to business, the decision makers in this arena are well aware of the potential and the sectors that they can work in best.

But the most important thing, as you said, is the human dimension. Sometimes we take it for granted...this close relationship between our two countries...we take it for granted because we feel we know each other very well... but perhaps there is still more to learn about each other which will increase the benefits of our bilateral relationship. The people-to-people connect is in fact very crucial to promote a better understanding of the potential of say tourism in Indonesia or in other areas for that matter which hold untapped potential. This can be generated through closer interactions as we can share so much more. In my opinion we need to make the level of interaction even deeper and broader now.

What about in terms of the Indonesian economy?

We are very proud to have entered the G20 Summit. Indonesia is recognized as one of the best performing economies along with China and India and its economic growth is significant. What's more we are in a position to maintain our growth of around five per cent and this in itself has sent out very positive signals. At the same time, we are not being complacent. We are continuing our efforts on the process of infrastructure development. Hopefully you will see a different Jakarta after the completion of its mass rapid and light rail train systems for better connectivity with the suburban areas. It will really give an indication that not only the city but also the country is still vibrant and when you look at the people dimension we have a large population mass of productive age...our youth who are educated, have a lot of productive years ahead and will keep the momentum of progress alive.

Disruptive technology is taking the world by storm. Please share with us what is happening in Indonesia today on that front.

We take great pride that Indonesia has its first

unicorn company - an IT firm valued at over US\$1 billion. As you are aware unicorn companies in developing countries are hard to come by. We have a very productive, very innovative age group amongst the populace. So the creative drive is what Indonesia is pushing hard to develop. Do you know that when there was a discussion on the implementation of disruptive technology, there was a fear that it would take away jobs. But with Go-Jek - our unicorn endeavour in the public transport sector (a ride hailing, on demand service using handphones) we have found out that it is not taking away jobs. This tech start-up in fact was creating even more jobs. We envisage our creative firebrands playing an important role in the digital era economy.

In the light of Indonesia's youth with still many productive years ahead, how do you think Singaporeans and Indonesians can work together for mutual benefit?

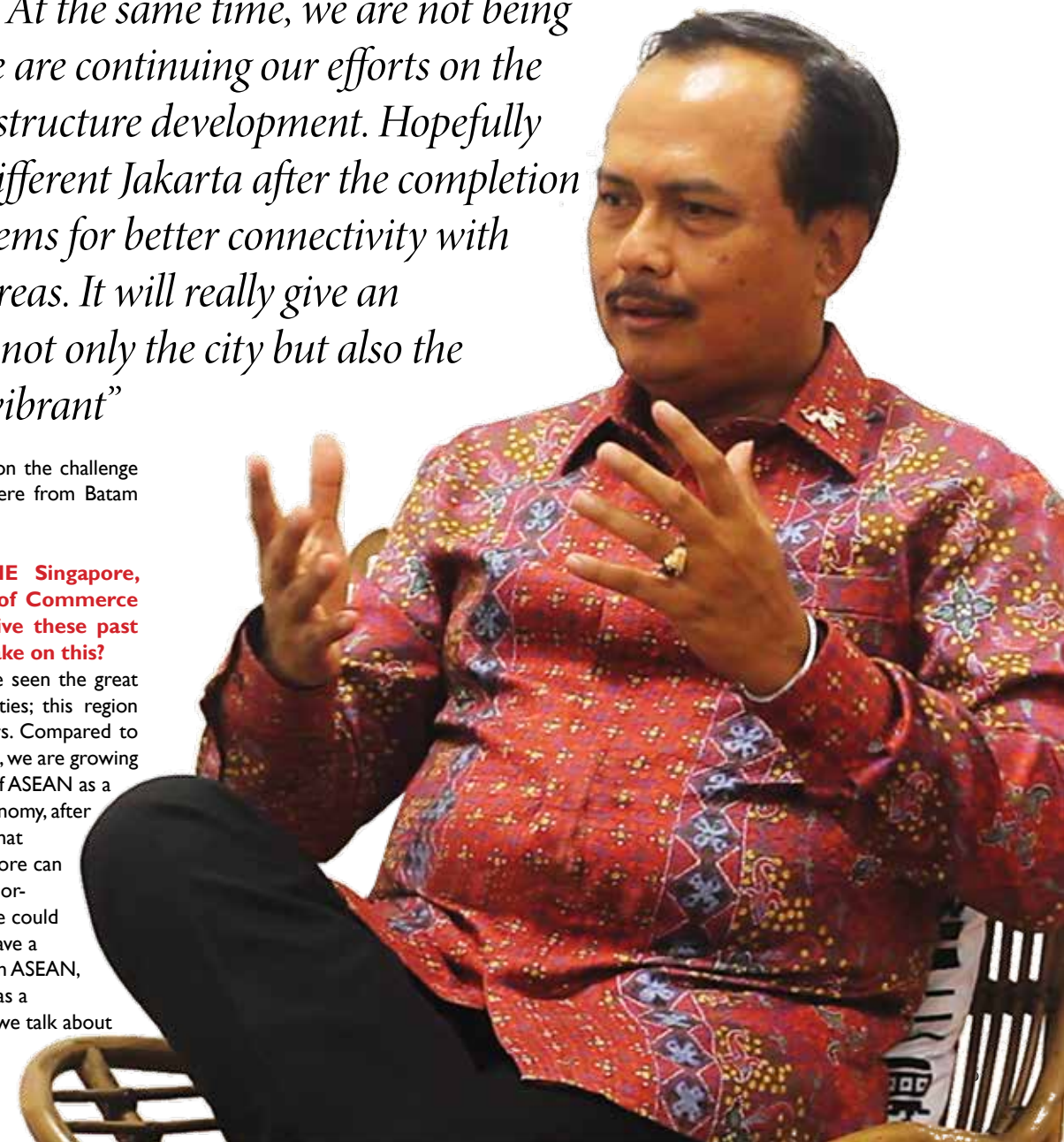
We are using the momentum of the anniversary celebrations of our 50 years of bilaterals as well as that of the National Day and people-to-people drive to create a broader, deeper level of interactions between the two. I believe that a lot can be done to leverage each other's potential and strengths. Let me cite an example. Both the countries are working together to create a platform where we can zero in on each other's digital potential and leverage on them for future mutual gains. We would like to use this as a springboard for attracting both traditional economic companies as well as start-ups. We already have a businessman involved in this endeavour and the government is also supporting this exercise, and we also have the facilities and the communications in place to drive it forward. We organized a digital economy competition in Batam (programming coding) to see the level of talent.

"...we are in a position to maintain our growth of around five per cent and this in itself has sent out very positive signals. At the same time, we are not being complacent. We are continuing our efforts on the process of infrastructure development. Hopefully you will see a different Jakarta after the completion of its MRT systems for better connectivity with the suburban areas. It will really give an indication that not only the city but also the country is still vibrant"

Over 500 participants took on the challenge and 60 per cent of these were from Batam itself.

Organisations such as IE Singapore, SPRING, the Chambers of Commerce ...all have been very active these past two years. What is your take on this?

Yes, this is because they have seen the great potential and the opportunities; this region is now a beacon for investors. Compared to other regions we are peaceful, we are growing and the economic potential of ASEAN as a whole is the third largest economy, after China and Japan. And within that context, Indonesia and Singapore can work together to tap the opportunities and work out how we could partner each other. We will have a significant global value-chain in ASEAN, not just as a market but also as a production base. Now when we talk about



Ambassador HE Ngurah Swajaya at a RISING 50 Symposium held in February this year



The Indonesian diaspora here is one of our main assets and I would like to ask them to join us to bring us to the next level of economic progress.

production...we have the land, the infrastructure and the labour resources.

When you mention peace, it's a leading concern for all nations today. Indonesia has organized, recently, the first inter-faith dialogue in Singapore. President Widodo also took this issue up in his visit to Saudi Arabia. What were the lessons one has come away with on this critical matter?

As a multi-ethnic, multi-religious and multi-cultural nation, Indonesia has in the past several years been active in promoting intra-faith and inter-cultural dialogues. We are in dialogue with 23 countries around the world on this but what surprised me was we did not have one with Singapore on this despite the fact that we are sharing the same destiny and the same objectives.

What would you say is the reason for taking so long to open up this dialogue?

I think it was because we have taken each other for granted as we tend to think we know each other so well. I feel we should use the opportunity of the celebrations and the momentum of understanding to think out of the box. The key to promote harmony is not only talking about tolerance and promoting harmony—not just empty slogans—we must see that some of those things we talked about are being implemented in various ways...and though they might not all leave an immediate impact they may do so in the long term. We have concrete things we can also involve the people in...not just the inter-faith leaders. We want the youth to sit down together for a couple of days so that they try and understand inter-faith matters...and agree to disagree if

need be. Singapore is talking about developing a common space where we can share that common space in a spirit of togetherness, in the spirit of mutual respect and understanding. I think those are the lessons we have learned and we are appreciative of the inter-faith leaders of Singapore and Indonesia who are engaging with each other.

Singapore is hosting the bilateral retreat this year. What does it mean for both nations on the economic front?

The leaders of our two countries will take up the matter of co-operation on various sectors of economic progress. We are hoping a lot more can be achieved when they meet.

What about matters on the trade front?

Our trade activities were impacted very severely by the falling prices of gas and oil last year and affected the total value of the trade. But we are happy to say that trade went up significantly in the non-oil and gas sectors such as processed food, agri-products and fisheries. Indonesia is one of the largest exporters of fish products and we are pushing this very hard. Singapore and ASEAN are very important markets.

Do you have a message on the National Day for the Indonesia diaspora in Singapore?

I am very proud of them. They have been very supportive and I think we should all be very proud that Indonesians have played such a significant role in our economy, despite the fact that we are facing some challenges. The Indonesian diaspora here is one of our main assets and I would like to ask them to join us to bring us to the next level of economic progress.

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Farrer Park Hospital congratulates Indonesia and Singapore on 50 years of bilateral ties

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Congratulations

Indonesia and Singapore
on 50 Years of Bilateral Ties



"This is a special year for Singapore and Indonesia as we commemorate the 50th anniversary of our diplomatic ties. Together with my good friend, Indonesian Foreign Minister Retno Marsudi, we launched #RISING50 to kick start a series of commemorative events for the year.

We marked yet another milestone in our bilateral ties as we exchanged the Instruments of Ratification for the Eastern Boundary Treaty between Singapore and Indonesia. This reflects the excellent state of bilateral cooperation and the depth of strategic trust between our two countries. It is testament to our shared commitment to resolve issues amicably in accordance with international law.

May #RISING50 symbolise the upward trajectory of our longstanding friendship with Indonesia, 50 years and counting!"

- Dr Vivian Balakrishnan

Singapore Minister of Foreign Affairs

Message on Facebook to Commemorate RISING 50



"Singapore and Indonesia enjoy strong relations at the government, business and people level. Singapore has consistently ranked as Indonesia's top foreign investor over the past few years, with US\$9.2 billion worth of investments in 2016. This is a significant 55% increase from 2015, showing the strong and growing interests of Singapore investors in Indonesia. Being the lead agency partnering Singapore companies to go global, International Enterprise Singapore is pleased to play a part in facilitating Singapore's investments, and contributing to Indonesia's development.

As we celebrate 50 years of diplomatic relations this year, IE Singapore will continue to work closely with our counterparts in Indonesia, including BKPM, KADIN and the Indonesian Embassy in Singapore to channel investments into areas that support Indonesia's next stage of growth. These include enabling infrastructure like power and water, the digital economy, manufacturing, as well as tourism infrastructure.

Geographically, we encourage Singapore companies to go beyond the traditional areas of Jakarta and the Riau Islands, to Central & East Java, Sulawesi and Sumatra where there is potential for more collaboration. Through our two offices in Jakarta and Surabaya, IE Singapore will continue to facilitate economic tie-ups between Singapore and Indonesia.

We look forward to many more years of friendship and strong partnership between Singapore and Indonesia as we create prosperity for our people."

Mr Ivan Tan Group Director
Southeast Asia and Oceania Group IE Singapore



Bintan-Batam-Karimun Working Group between Indonesia and Singapore



2017 is a special year for Indonesia and Singapore as we celebrate 50 years of diplomatic relations. Economic collaborations between both countries are extremely close. Underpinning our countries' strong economic ties is the close relationship our businesses from both countries have with one another. There continue to be further opportunities for businesses to flourish.

EDB works closely with our various economic counterparts in Indonesia to facilitate these collaborations. On this special day of the Proclamation of Independence of the Republic of Indonesia, I would like to extend my heartfelt congratulations to the Indonesian Embassy in Singapore and all our friends in the economic agencies in Indonesia. RI-SING50 would not have been possible without all of your hard work. We look forward to forge deeper ties with Indonesia and to bring our economic relations between both countries to new heights in the years to come!

**- Jayashree Sadanandan, Director, International Policy
Singapore Economic Development Board (EDB)**



"Indonesia is a key market for DBS. We are committed to further investing in the market and growing our franchise there. With the ANZ acquisition, our franchise in Indonesia will get a boost with the addition of a large number of customers. This will enable rapid scale-up of our digital strategy in the market, given that we intend to launch digibank in Indonesia this year. I would like to congratulate both Indonesia and Singapore for 50 years of good diplomatic relations, and look forward to continued close ties between both nations."

- Mr Paulus Sutisna, President Director of PT Bank DBS Indonesia



"Citramas Group is proud to be part of the continuing cooperation with Singapore companies and organisations in developing Marine Tourism, Oil and Gas equipment fabrication, Health, Education and most recently Creative and Digital Industry in the Riau Islands. We celebrate RISING 50 successful Social and Economic cooperation in the Riau Islands which will enhance Investment into Indonesia from Singapore."

- Mr Kris Wiluan Founder & Chairman Citramas Group



Good wishes to the people of Indonesia as they celebrate their National Day! This year, Singapore and Indonesia mark 50 years of diplomatic relations. Diplomatic and business ties have come a long way since the 1950s, and the Singapore Manufacturing Federation (SMF) is delighted to celebrate these ties between the two nations. Today, bilateral trade between Singapore and Indonesia has flourished. Singapore is now one of the top three foreign investors in Indonesia while Indonesia is the second largest trading partner for Singapore amongst ASEAN member countries.

Since the late 70s, SMF has proactively led our local member companies on business mission trips to Indonesia to explore business expansion opportunities. These trips have borne fruit and many enterprises have gone on to invest and expand their business in Indonesia. SMF, as a leading business federation in Singapore, is committed to continue promoting business linkages with Indonesia's companies at all levels.

I believe our relations will continue to advance in the coming years and I wish Indonesia and her people continued progress and prosperity.

**Dato Seri Douglas Foo, BBM
President,
Singapore Manufacturing Federation**

Well Wishes from the Indonesia - Singapore Inaugural Interfaith Exchange 2017



"MUIS has had a long and cherished relationship with the Ministry of Religious Affairs of the Republic of Indonesia, particularly through the Informal Meeting of the Religious Affairs Ministers of Brunei, Indonesia, Malaysia and Singapore. MUIS will continue to cherish the friendship. In celebrating the 50th Anniversary of bilateral relations between both countries, MUIS looks forward to closer partnership in building a harmonious society that harnesses the diversity and common good. We congratulate the Republic of Indonesia for the unwavering commitment to pursue peace and stability together with Singapore."

**- Hj Abdul Razak Hassan Maricar, Chief Executive,
The Islamic Religious Council of Singapore (MUIS)**



"Today, as members of one family of common humanity, may mutual respect and understanding continue to grow, as we celebrate all that we have in common that is beautiful, good and true in this archipelago and world that is our home. Heartiest congratulations to all on the occasion of RISING 50!"

**- Friar John Wong, OFM Office of Custos
OFM Custody of St Anthony (Malaysia-Singapore-Brunei)
Chairman, The Order of Friars Minor (S)**

"The Hindu Endowments Board, Singapore is honoured to be part of the first Indonesia -Singapore Interfaith & Intercultural Dialogue and Exchange. With an event such as this, we now have a platform for interfaith communities to foster closer ties, harmony and understanding. On behalf of members of the Hindu Endowments Board, Singapore I congratulate everyone involved in this inaugural initiative and wish you every success."

**- Mr R Jayachandran, Chairman
Hindu Endowments Board**



"We offer our warmest congratulations to all for the golden jubilee of bilateral relations between Indonesia and Singapore, as well as those involved in this exchange to promote interfaith harmony and understanding. May your beautiful efforts be fruitful in bringing peace, unity and happiness to both nations, and to the rest of the world!"

**- Venerable Dr K Gunaratana, Religious Adviser
Mahakaruna Buddhist Society, Singapore
Sri Lankaramaya Buddhist Temple**



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The Spirit of the Archipelagic Community



Berjalan dengan teman dalam gelap lebih baik daripada berjalan sendirian di dalam terang.

Walking with friends in the dark is better than walking alone in the light.

AS if guided by this Indonesian pearl of wisdom, the enduring spirit of friendship between Indonesia and Singapore shines today in every sphere. This friendship found its roots in 1967 when both countries overcame differences and signed on as founding members of ASEAN, marking their determination and resilience to forge a peaceful and prosperous future for all Southeast Asia together. 50 years on, we celebrate their close and warm bilateral ties.

The strong Indonesia-Singapore partnership of today stands as a proud testament to the efforts of Indonesians and Singaporeans at all levels. Visits by the leaders, cooperation between the governments and public agencies, students, cultural, military and knowledge exchanges are the various tributaries keeping the relationship going.

Creating Leaders of Tomorrow

On the education front there are a host of youth scholarships, exchanges and programmes in place that are responsible for bringing life to the relationship and fostering positivity between the youth in both countries. Both governments have been working towards facilitating exchanges, and providing training and opportunities to nurture the leaders of tomorrow.

Empowered Students

Indonesian students are a thriving community in Singapore. The youth subculture flourishes, with a Youtube video playfully titled “8 Types of

Indonesian Students in Singapore” garnering over 5,500 views. School clubs and societies exploring unique areas of Indonesian culture, such as batik, wayang kulit or gamelan music are often seen in secondary schools and higher education institutions. Associations dedicated to the welfare of Indonesian students have blossomed in schools ranging from National University of Singapore to Raffles Design Institute and St. Joseph's Institution International. In a nod to the value of a Singapore education, Indonesian President Joko Widodo made an appearance in 2014 at Anglo-Chinese School (International) to attend his younger son's graduation.



Scholarships

A variety of scholarships offer Indonesians and Singaporeans an avenue to gain insights into each other's culture and society. Scholarships are available for students from the Secondary school level onwards, and play a meaningful role in building trust, knowledge and goodwill between the two nations. Below are a few examples of scholarships available to students of different levels, ranging from secondary school to postgraduate studies. In addition to these, a variety of scholarships such as the Sembcorp Scholarship are open to Indonesians.

■ **ASEAN Scholarship for Indonesia** The ASEAN Scholarship for Indonesia is offered by Singapore's Ministry of Education and is tenable for 4 years in a Singapore school, leading to a GCE A level or equivalent qualification. This scholarship allows well-performing Indonesian students at Secondary 3 to complete their pre-university education in Singapore.

■ **ASEAN Undergraduate Scholarship** The ASEAN Undergraduate Scholarship is offered by universities in Singapore and sponsors citizens or Permanent Residents of ASEAN countries other than Singapore.

■ **Singapore International Graduate Award** The Singapore International Graduate Award is given to international students pursuing research leading to a doctorate (PhD) in Science and Engineering at a Singapore University. The benefits of this scholarship include full tuition fees, settlement allowance, a monthly stipend and an airfare grant.

■ **Regional Studies Programme Scholarship (RSPS)** In Singapore too, scholarships exist for Singaporeans to better learn about Southeast Asian culture and contemporary society. The RSPS is offered to Singaporeans with a good academic record and a penchant for language, and involves learning Malay or Bahasa Indonesia. This programme includes an immersion segment, where participants visit neighbouring countries to gain a more complete experience of regional culture.

■ **Community Service Missions** As the saying goes, Seperti padi, kian berisi kian merunduk. Even as one matures, one should stay humble. Truly, Indonesian students in Singapore make time to think beyond themselves. Inspiring initiatives by Indonesian students remind us that learning to give back to society is a key part of growing up.

■ **PINUS Misi Kami Peduli** Misi Kami Peduli (MKP), which translates to Mission: We Care is a social initiative by the Perhimpunan Indonesia National University of Singapore (PINUS), which aims to enhance social awareness in Indonesian students in Singapore, and encourage them to give back to society. Since 2009, this annual initiative has benefited villages in Java, Sumatra, Sulawesi and West Nusa Tenggara. Counting the Tanoto Foundation, Ernst & Young, Faber-Castell and Coca-Cola Amatil amongst their sponsors, PINUS carefully defines objectives to best support their beneficiary communities. MKP 2016 centred around the Desa Tambakrejo village in East Java, and focused on strengthening the management of their ecotourism and preparing the community psychologically for the advent of ecotourism as an alternative source of livelihood. Their modus operandi includes education, technology and community empowerment. Steven Nilam, an Engineering undergraduate, reflected positively on his experience in a blog post, saying “I am truly excited to educate the children on three important values: the need to conserve the environment, the significance of education for the future and the importance of kinship.”



Cultural Events

■ **Kisar: A Turning Point** by Singapore Management University Komunitas Indonesia (SMUKI). For Gaya 2017, SMUKI produced Kisar: A Turning Point, a production which in cast member Jeremy's words, creates “a perfect blend of contemporary and the traditional [and] offers audiences varying perspectives of different eras in Indonesia.” Kisar is a stunning example of the ancient art of story-telling, peppered with quintessential wisdom and brought to life through the efforts of students in Singapore.

■ **Galigo by NUANSA Darawarsa** On 26 Mar 2017, Indonesian students and alumni presented the musical Galigo The Chaos Within, based on the Buginese epic creation myth Sureq Galigo, which at over 300,000 lines, is one of the largest works of literature. The story delves into the origins of humanity, and was passed down for generations through the oral tradition before being immortalised in text around the 18th century. Thoughtfully staged in the National Library (which is in the heart of Singapore's Bugis), Galigo blended music and dance with a riveting story. In adding to the verisimilitude of the experience, the dedicated production team flew in rare antique Buginese artefacts, such as a 24K gold Bugis tiara, a dragon bracelet and Galigo's costume from the famous I La Galigo theatre production.

Student Organisations

Established in 2006 by the Indonesian student associations of NUS, NTU and SMU, the Kesekretariatan Perhimpunan Pelajar Indonesia di Singapura (PPIS) works to support the activities of Indonesian students in Singapore. PPIS operates under the Embassy of Indonesia in Singapore and today supports 15 Indonesian student associations in Singapore schools. In addition, PPIS shares information useful to students about living, working and studying in Singapore, as well as scholarships available to interested Indonesians.

There is a palpably strengthened sense of amity between the youth of both countries, who increasingly see each other as partners in the journey forward. Says Mario Masaya, an Indonesian alumnus of the Rajaratnam School of International Studies, “Working together is wonderful. I think these two countries [Singapore and Indonesia] are destined to be together, to be side-by-side”. Additionally, a Quora post with over 2,900 views features a Singaporean student reflecting on his experiences studying with Indonesian students. He describes them as “hardworking” and “smart”, and emphasises that “the humility and friendliness is a constant [in secondary school and in university]”. Other responses to the post include warm descriptions of “empathy and sociability”.



(Left): The first Leaders' Retreat between President Joko Widodo and Prime Minister Lee Hsien Loong at Semarang in November 2016. Both leaders witnessed the signing of the MOU on Cooperation in the Field of Tourism between the Ministry of Trade and Industry and the Ministry of Tourism of Indonesia

(Opposite page right): DPM Teo Chee Hean was hosted lunch by Indonesian Coordinating Minister for Maritime Affairs Lubut Pandjaitan on 6 March 2017 (Photo: Singapore Ministry of Culture & Information)

New Initiatives from the Top

Since Sukarno and Lee Kuan Yew, every leader of Indonesia and Singapore has made special efforts to engage and maintain a relationship at the highest level. In April 1985, the Indonesian daily Kompas reporting on Prime Minister Lee Kuan Yew's visit to Ujung Pandang, described Indonesia-Singapore relations in lukewarm tones, where "manifestations of warmth and friendliness" were "richer and deeper than purely economic and social relations between the two countries". Fast forward 31 years, where at the 2016 Leaders' Retreat in Semarang, both leaders welcomed the "extensive and wide-ranging cooperation between both countries, and reiterated their commitment to strengthening ties". This year's retreat is scheduled for early September in Singapore.

Visits by Top Leadership

■ The Leaders' Retreat

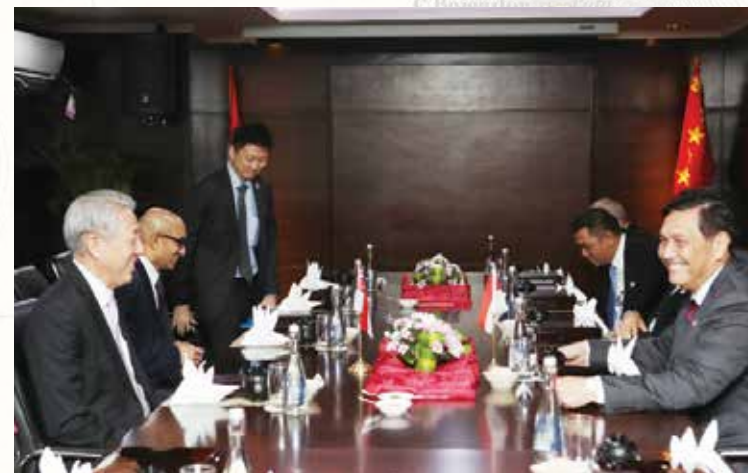
For many years, the Leaders' Retreat has been a key event for the Indonesian President and Singaporean Prime Minister. Both leaders discuss the state of bilateral relations and explore ways for further collaboration. In recent years, this meeting has led to cooperation in counter-terrorism, tourism, industrial parks, energy and many more.

In 2017, Prime Minister Lee Hsien Loong will host President Joko Widodo in Singapore for the Leaders' Retreat in celebration not only of the two countries' close economic links, but of the cultural and social aspects that have given colour to the bilateral relationship.

■ Ministerial Exchanges in 2017

Exchanges at the highest levels, both formal and informal, are a staple of the relationship between leaders. These exchanges develop the nuances of the bilateral relationship.

(Anti-clockwise from left, foreground) The TNI-AL's Diponegoro-class corvette, KRI Sultan Hasanuddin; RSN's Formidable-class frigate, RSS Tenacious; TNI-AL's Diponegoro-class corvette, KRI Sultan Iskandar Muda; and RSN's Fearless-class Patrol Vessel, RSS Gallant participating in the sea phase of Exercise Eagle Indopura 2016. (Inset): RSN Fleet Commander Rear-Admiral (RADM) Lew Chuen Hong (right) and TNI-AL Western Fleet Commander RADM Achmad Taufiqperrachman at the opening ceremony of Exercise Eagle Indopura 2016 on 29 February 2016.



successful conduct of Exercise Eagle Indopura 2016 underscores the close and long-standing defence relationship between Singapore and Indonesia."

Given the unique relationship between Singapore and Indonesia, the defence relationship has expanded to include Indo-Sin Bhakti Sosial, a programme launched in 2000 by the SAF Medical Corps to provide primary healthcare, food and educational materials to villages in the Riau islands. Said MINDEF, "These regular interactions have enhanced the close ties and mutual understanding between the personnel of both navies."

Both militaries maintain a positive and forward-looking view of defence relations. During the celebration of SAF Day 2017, BG Ong Tze-Ch'in, Director, SAF Military Intelligence, spoke warmly of a half-century long relationship centred on "practical cooperation, close friendship across generations of young officers to very senior leadership of both countries". His words were echoed by First Admiral Gig Jonas Mozes Sipasulta, Head of Information Service in the Indonesian Navy, who, in addition, expressed positive wishes for greater cooperation in the economic and security realms.

For younger officers too, the relationship appears to be a special one. LTC Chong Shihao, Officer-on-course at the Indonesian Army Command and Staff College, celebrated Singapore and Indonesia as neighbours "who are able to weather tough times and crises together".

Knowledge Exchange

Today, knowledge exchange on governance spans the ranks of government officials in Singapore.

Over the past year, Singaporean officials ranging from Permanent Secretaries to freshly minted civil servants have travelled to Jakarta to gain insights and discover opportunities. Most recently, the 24th Senior Management Programme participants were treated to the insights from senior Indonesian journalists, executives and businesspeople from 13-14 Jul 2017. These meaningful exchanges were echoed through the 11th Leaders in Administration Programme, and the 36th Foundation Course, where senior and new civil servants respectively enjoyed the new perspectives formed through their visits.

A common takeaway was areas for collaboration. Tan Chia Han, Commander, Tanglin Police Division, appreciated the improved "appreciation of how Singapore and Indonesia can work together, successfully". Other insights included the "importance of having a close and positive relationship ... not just at the government level, but between the people of Indonesia and people of Singapore". The participants also expressed appreciation for the hospitality and warmth of their Indonesian hosts throughout their visit.

Congratulations to the People and the Republic of Indonesia on the occasion of their 72nd Independence Day



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MILESTONES 1967 - 2017



1967-1977

8th AUG 1967 The Association of Southeast Asian Nations, or ASEAN, is founded by the five leading Southeast Asian countries – Indonesia, Singapore, Malaysia, Philippines and Thailand – with the purpose of stimulating economic, social, and cultural growth within and between them. Despite being one of the biggest success stories in terms of government-led organisations, it remains a “non-political platform” with the intent to protect, preserve and maintain the countries’ balance and unity.



7th SEP 1967 Singapore’s independence in 1965 drives Jakarta towards an “exchange of diplomatic reserves” and bilateral ties, which only formalises after the formation of the same between Indonesia and Malaysia. Foreign Minister, S. Rajaratnam, effectuates the agreement and the announcement is made on the 7th of September. P.S. Raman is made Singapore’s first ambassador to Indonesia the following year.



23rd - 24th FEB 1976 Legal representatives and leaders of the five SEA nations gather in Bali, Indonesia to discuss the progress ensuing ASEAN’s formation, what further steps should be taken to maintain this upward trajectory, and to schedule future meetings. They sign both the Declaration of ASEAN Concord and the Treaty of Amity in Southeast Asia, additionally establishing the ASEAN Secretariat.

1977-1987

31st OCT 1980 Batam was classed as a priority industrial development in 1976. First intended as an oil and gas hub with its infrastructure set by Pertamina, its second Masterplan in 1979 as a bonded area or duty-free zone was carried out by the Batam Industrial Development Authority (BIDA) under the Chairmanship of Dr BJ Habibie, the then Indonesian Minister of Research and Development. By 1980 both countries entered into a Singapore-Indonesia Batam Development Agreement.

1987-1997

20th DEC 1989 SIJORI, a tripartite partnership between Singapore, Johor, and Riau, is formed with the intention to capitalise on each other’s strengths through the “facilitation of a flow of goods, services, investment and people.” With time, the bonds between Singapore and Riau shine through with multiple new and collaborative developments in other parts of Indonesia as a result.

Selected highlights from five decades of close cooperation in political, economic and social cooperation 50 years of Indonesia - Singapore bilateral ties.

15th NOV 1994 An APEC meeting is put into effect in Bogor, Indonesia, where “The Bogor Goals” are finalised, agreed upon and adopted by member countries; The Bogor Goals are targets encouraging free and open trade in Asia-Pacific. These goals are set to be achieved through “the promotion of the free flow of goods, services and capital amongst APEC economies, in hopes to improve time and costs.”

1997-2007

28th DEC 2004 A 9.0 underwater earthquake by the west-coast of Sumatra triggers multiple tsunamis, resulting in destruction and loss of lives. The Singapore Armed Forces (SAF) step in through “Operation Flying Eagle,” with providing rescue and relief in Indonesia



13th-14th NOV 2016 The first Leaders’ Retreat between Prime Minister Lee Hsien Loong and President Joko Widodo takes place in Semarang, Indonesia, where they officially open Kendal Industrial park, the “joint-venture project between Sembcorp Development and PT Kawasan Industri Jababeka,” and additionally stand by as witnesses to the signing of the memorandum of understanding on Cooperation in the field of tourism. The leaders also acknowledge and address their bilateral ties, agreeing upon its expansion. This includes anticipating significant development in the digital economy, counter-terrorism cooperation, and tackling transboundary haze-related issues. Finally, future plans are made with regards to the formation of a “Singapore-Indonesia Business Council,” as well as an ensuing Retreat in Singapore, commemorating the 50 years of bilateral ties.

and Thailand, as well as \$100 million worth of aid through land, air and sea transport. They also turn to infrastructure and military transport to help with traffic and identification.

2007-2017

10th MAR 2009 Foreign affairs ministers of Singapore and Indonesia meet at the foreign affairs department in Jakarta to sign a treaty regarding the “Delimitation of the Territorial Seas,” of the western area, as an extension of the pre-existing treaty signed in 1973. Further meetings take place in 2010 and 2014 to discuss, determine and finalise the remaining boundaries in the east.



MILESTONES

17th JAN 2017 Over 200 businesspersons and government officials gather at Mandarin Orchard to celebrate “Indonesia-Singapore Business Partnerships 50 years and beyond.” The continued bilateral relations are acknowledged and commended with a commemorative pin. Economic ties – with the bilateral trade standing at US \$58.7bn as of 2015 – and regional stability remain the top priorities of the countries’ partnership.



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EVENTS Calendar 2017

Year long programme of events and activities marking 50 years of Indonesia - Singapore bilateral ties.

**10 Feb
2017**



Official Kick-off of RISING 50 by Indonesia and Singapore Foreign Ministers HE Retno Marsudi and HE Vivian Balakrishnan resp.

Jan - Feb 2017

17 Jan
2017

Business Forum: 50 Years Indonesia and Singapore Partnership and Beyond – supported by the Singapore Manufacturing Federation

10 Feb
2017

*RSIS Distinguished Public Lecture:
Indonesia's Foreign Policy Under the
Joko Widodo Administration
by Foreign Minister of Indonesia,
H.E. Retno Marsudi*

10 Feb
2017

*Pesona Kencana Nusantara at
Chingay Parade
2017
– co-organized by
People's Association*

28 Feb
2017

*RISING50 Symposium: ASEAN Conversation
Series 2017: Tapping into Growing Business
Opportunities in Indonesia – supported by
RHTLaw Taylor Wessing*

OTHER EVENTS**FEBRUARY**

- 2017 Raffles Ambassador Series
Lecture: Celebrating Progress
and Strengthening Indonesia -
Singapore Partnership
- RISING50 Goes to Campus
@ Universitas Gajah Mada -
Yogyakarta
- Interview of Ambassador of the
Republic of Indonesia on

RISING50 at Capital Connection,
CNBC Asia

- RISING 50 Jazz Jam Session

APRIL

- RISING50 Goes to Campus @
Universitas Airlangga - Surabaya
- RISING50 Jazz Jam session
- Indonesia (RISING50) Showcase
@ Singapore Discovery Centre
- Seminar: Indonesian Property

MAY

- ASEAN Conference 2017:
Indonesia - Singapore 50th
Bilateral Relationship: Deepening
Indonesia Connections in ASEAN
- RISING 50 Hackathon @ Batam
– supported by ADB

JULY

- RISING50 Goes to Campus @
Universitas Sumatera Utara

10 Feb
2017

Wonderful Indonesia at the Discover Indonesia Exhibition in Changi Airport – supported by Changi Airport Group and the Ministry of Tourism of the Republic of Indonesia

Mar - July 2017

Aug - Dec 2017

26 Mar
2017Festival RISING50: Pelayanan Prima
KBRI SingapuraIbu Power Conference commemorating Kartini Day of
Indonesia – supported by IndoConnect Magazine published by
Sun Media Pte LtdRISING 50 Women Empowerment Awards
– supported by Fortune Times21 Apr
201721 Apr
2017Indonesia - Singapore Children's Book Launch
– supported by Asian Children Content Festival16 May
2017

RISING 50 Business Forum: Investment Opportunities in Karimun – supported by BP Karimun

27 Apr
2017First Indonesia - Singapore Interfaith & Intercultural
Dialogue: Sharing Best Practices, Lessons Learnt and Way
Forward – supported by Jababeka Ministry of Industry of the
Republic of Indonesia11 Jul
2017RISING Fashion - co-presentation of young Indonesian
and Singaporean designers at Galeries Lafayette Pacific
Place, Jakarta with Ambassadors of Indonesia, Singapore
and Ambassador of Singapore in Indonesia .1 Aug
2017**AUGUST**

- Riding for RISING 50
- RISING 50 Fashion Showcase
- Diplomatic Reception on the 72nd Anniversary of Independence of the Republic of Indonesia
- RISING 50 Jazz Jam Session

SEPTEMBER

- Leaders' Summit
- 1st ISBC Meeting and Seminar on Indonesia
- Singapore Business Opportunities
- RISING 50: TNI - SIF Celebrating Friendship (Air Force Flypast and Marching Band)
- RI - Singapore 50 Years Diplomatic Run (in Singapore & Jakarta)
- Seminar: Tropical Climate Zone

OCTOBER

- RI - Singapore Fashion Show
- Batam - Bintan Ride for RISING50
- Ambassador's Outing to Batam and Bintan

NOVEMBER

- RISING 50 Goes to Campus: Focused Group Discussion on the 50th Anniversary of the Bilateral Relations RI - Singapore @ Universitas Sam Ratulangi
- RISING50 Food Festival
- Indonesian - Singapore Film Festival

Important: Events above are subject to changes. Please visit the Republic of Indonesia Embassy in Singapore website for the latest updates:
<http://www.kemlu.go.id/singapore>

Why Invest in Indonesia Now?

Indonesia Scores Ratings Hattrick

In May S&P raised the country's credit rating to investment grade to bring it inline with Moody's and Fitch Ratings. It's time to do business in Indonesia

STANDARD & Poor's (S&P) Global Ratings raised the country's credit rating to investment grade, bringing it in line with Moody's and Fitch Ratings. This undoubtedly provides a boost to Indonesia's drive for foreign direct investments.

The news also spurred the local bourse as stock prices and the value of the rupiah went up when S&P announced the upgrading on 18th May 2017.

S&P cited an improvement in the budget when it lifted the sovereign rating from BB+ to BBB- with a stable outlook. According to a Bloomberg financial report, this followed the government's successful tax amnesty programme that reclaimed US\$11 billion in revenue. This helped with the budget and payments for much-needed infrastructure projects. The economy is also being buoyed by a rebound in exports and strong consumer spending. The report noted that momentum in the economy has picked up this year as exports rebounded, with the International Monetary Fund forecasting growth of 5.1 percent in 2017. Earlier in the year, Goldman Sachs Group Inc. said an upgrade may help attract as much as US\$5 billion in funds.

Both Moody's Investors Service and Fitch Ratings already have a positive outlook on their assessments of the nation's debt (see table on this page). The Jakarta Composite Index jumped as much as 3.2 percent to a record 5,825.2, extending gains this year to almost 10 percent. The rupiah rose as much as 0.3 percent, paring losses of as much as 0.5 percent earlier and taking gains this year to 1 percent.



President Joko Widodo's government cut public spending last year to meet a legal fiscal deficit cap of 3 percent of gross domestic product and built up foreign exchange reserves to a more than five-year high of \$123 billion.

S&P said controls on spending will probably help to keep the deficit under 2.5 percent of GDP over the next three to four years. Net government debt will likely be contained well below 30 percent of GDP, it said. "More upgrades are possible, with Fitch and Moody's potentially moving Indonesia up the scale further into investment grade," Wellian Wiranto, an economist at Oversea-Chinese Banking Corp. in Singapore, said in a note.

CREDIT RATING INDONESIA					
Standard & Poor's		Fitch Ratings		Moody's	
Rating	Outlook	Rating	Outlook	Rating	Outlook
BBB-	Stable	BBB-	Positive	Baa3	Positive



THE WORLD BANK Economic Forecast Two Thumbs Up

INDONESIA's real GDP growth is projected to increase from 5.2 percent this year to 5.3 percent in 2018, according to the World Bank's June 2017 Indonesia Economic Quarterly. "Real GDP growth strengthened to 5.0 percent (year-on-year) in the first quarter of 2017 compared to 4.9 percent in the previous quarter, driven by a rebound in government consumption and surging exports," said Rodrigo A. Chaves, World Bank Country Director for Indonesia during the launch of the report.

According to the World Bank, Indonesia's economy began in 2017 on a strong footing, enabled by a more supportive global environment and improved domestic fundamentals. Such growth forecast is in line with the expected increase of global GDP from 2.7 percent this year to 2.9 percent in the period of 2018-2019. "Indonesian economic fundamentals are improving. Hence, the outlook continues positively. This is good news that adds growth potential to be less vulnerable to global shocks," Rodrigo said. Fiscal performance in the first half of 2017 is strong, with improved revenue collection compared to last year and a better quality of expenditure.

Private consumption is expected to increase with moderate inflation, stable exchange rate, stronger consumer confidence, and low consumer lending rates. Supported by stronger fiscal revenues, the recovery in government consumption seen in Q1/2017 is expected to continue. In the baseline estimate, investment is expected to strengthen due to continued recovery in commodity prices, increased investor confidence supported by S&P rating upgrades, and declining commercial lending rates.

Export growth is expected to rise this year and remain strong in 2018, supported by strong external demand as global economic growth accelerates and global trade recovers. - Antara News

15th Indonesia Economic Policy Package Focused on Logistics

THE Indonesian government launched the 15th Economic Policy Package with an eye to developing the businesses and competitiveness of national logistic service providers. The regulations will focus on **improving the national logistic system to expedite the development of national logistic service providers businesses and competitiveness**. This was according to Coordinating Minister for Economic Affairs Darmin Nasution in a press conference with Transportation Minister Budi Karya Sumadi and Cabinet Secretary Pramono Anung at the Presidential Office on 16th June 2017. Some of the measures taken to implement the latest economic policy package will include:

- Give logistic service providers a chance to increase the role and business scale by issuing a policy which opens a business chance for national transport companies to carry imported and exported goods.
- Create ease of doing business and cutting the cost burden of national logistic service providers by issuing a policy aimed at reducing the operating cost of transport service companies, scrapping licenses to transport goods, alleviating the investment cost of port business, standardizing documents on the domestic flow of goods, developing regional distribution centers, and adopting mechanism of refunds on container deposit.
- Strengthen the institution and authority of Indonesian National Single Window (INSW) by giving independent function to INSW institution to develop export and import customs and port service and supervision of electronic system, supervising exports and imports which have the potential as illegal trading; building single-risk management system to ensure the smooth flow of goods and reduce dwelling time; and allowing the institution to serve as competent authority to integrate with the ASEAN Single Window and secure the implementation of Free Trade Agreement (FTA).
- Simplify procedures as the government sets up an export and import procedure team to reduce the higher number of limited bans.

To implement the policy package, a number of regulations will be scrapped and issued to allow for the expansion of business and the improvement of competitiveness on the part of national logistics service providers. In addition, three presidential regulations will be revised and integrated into one presidential regulation concerning INSW to expedite the development and application of automated licensing services in the export and import, customs, and port fields. - Antara News

RISING to the **TOP**

Building Bridges through **Business**

For the last five decades Singapore and Indonesia have been enjoying an exceptionally robust economic relationship. In fact, Singapore has not only been Indonesia's lead trading partner, but its top investor as well. A spate of activities set up by the various government bodies, working in conjunction with the Ministry of Trade and Industry, have helped continue the process of building business bridges to strengthen these ties.

INDONESIA today is one of the top overseas destinations for Singaporean businessmen, according to a survey conducted by the Singapore Business Federation (SBF) in 2016. It was in March 1969 that Singapore made its first substantial investment pledge for joint ventures in the production of rubber, flour and electrical appliances, with the package totaling US\$20.7 million. By the end of the 90s, Singapore had become Indonesia's fifth largest foreign investor, with cumulative foreign investments since 1967 totaling US\$3.7 billion - the bulk of investments laying in real estate, manufacturing and mining. Since 2001, Singapore has consistently been among the top five investors in Indonesia, with US\$5.8 billion in investments in 2014.

Over the past decade, bilateral trade with Indonesia has been spiraling. Indonesia ranked as Singapore's fourth largest trading partner in 2014, with trade reaching S\$72.4 billion. In 2015, bilateral trade between Singapore and Indonesia stepped up to over S\$58.7 billion, making Indonesia Singapore's fourth largest trading partner, while Singapore was Indonesia's third largest trading partner, with its FDI at US\$5.9 billion (S\$8.3 billion). In 2016, Singapore companies invested almost US\$7.1 billion in Indonesia in the first nine months, twice that of the same period in 2015.

This maintains Singapore's position as Indonesia's largest foreign investor.



Artist impression of the Ancol L&M Masterplan by Surbana Jurong.

SINGAPORE MANUFACTURING FEDERATION

In early January 2017, Singapore's Mandarin Orchard Hotel was the venue for the unveiling of a commemorative pin to celebrate the 50th anniversary during the **'Indonesia-Singapore Business Partnerships 50 years and Beyond'**, an event organised by the Singapore Manufacturing Federation (SMF) and the Embassy of the Republic of Indonesia in Singapore, ably supported by the Indonesia Investment Coordinating Board (BKPM) and KADIN Indonesia.

On the occasion Mr Lim Hng Kiang, Minister for Trade & Industry said that Indonesia and Singapore had enjoyed an enduring bilateral relationship which has grown from strength to strength, with robust economic ties being a hallmark of both countries. He urged Singapore manufacturing companies to leverage on the networks of IE Singapore and TACs like SMF, for matching of business interests and to help in navigating the operating environment. He cited the example of **Cyclelect Holdings Pte Ltd**, a home-grown engineering firm, that has leveraged on such assistance from the government and SMF to successfully enhance its competitiveness by partnering with Indonesia.



SMF President Douglas Foo posited that, "Given the foundational framework already established by both governments from Singapore and Indonesia with the forging of strong diplomatic ties, SMF is all geared up to further build on this robust structure to further deepen economic partnerships. SMF is well-positioned to drive industry-level transformation and lead the development of industry-wide solutions for the common challenges faced by our businesses with the support from our strategic partners such as IE Singapore, BKPM and KADIN Indonesia."

SMF has, since 1932, been Singapore's largest national organisation representing the interests of manufacturing and its related industries with its over 3,000 member-firms. It is at the very forefront as a trade federation serving the manufacturing community by driving digitalisation, innovation-led productivity, business transformation and internationalisation towards enhancing the competitiveness of its member companies.

KADIN (CHAMBERS OF COMMERCE AND INDUSTRY INDONESIA)

As a follow-up to the SBF delegations' recent visit to Batam, a business dialogue was put together in May 2017 between the Singaporean Business Federation (SBF) and KADIN's Singaporean committee. Delegates who had visited Batam were pleased to discover that the city was still a very lucrative investment area in the Asian market. "We are very optimistic about the effectiveness of BP Batam's breakthroughs, which include transforming the system of its investor service platform from manual to online. Examples of such online platforms are the i23 [three-hour investment permit issuance] and KLIK [accelerated direct investment for construction programs] services, which are highly appreciated by investors," shared Batam Indonesia Free Zone Authority Chairman Hatanto Reksodipoetro during the seminar.

In 2015, President Widodo's first official visit in Singapore after taking office witnessed the signing of a MOU, later upgraded to a Strategic Cooperation Agreement between the SBF and KADIN, the first such agreement between two apex chambers in ASEAN. This caps an 11-year partnership since the conclusion of a MOU

between the two chambers in 2004 aimed at fostering closer ties between small and medium enterprises from both countries, and allow for the sharing of sustainable agricultural practices and exchange of information and research on the latest economic developments, among others.

Established in 2009, KADIN's international services unit of Indonesia Business Support Desk (KADIN BSD) shares KADIN Indonesia's vision to help push the Indonesian economy to a more resilient and equitable future and believes Indonesia is ready to break through its borders with greater assertion. Tasked to promote investment, trade and also boost the country's economic growth, KADIN BSD is manned by professionals and bilingual staff. It is well positioned to introduce entrepreneurs and investors to potential business partners using KADIN Indonesia's network of 34 regional chambers (KADINDA) with 514 district branches and almost 200 business associations from all industrial sectors in Indonesia.

**INTERNATIONAL ENTERPRISE (IE) SINGAPORE**

Keeping in mind President Widodo's ambitious plan to generate an additional 35,000 megawatts of electricity by 2019, Group Director of International Enterprise (IE) Singapore for South-east Asia Ivan Tan in February 2017 identified infrastructure, in particular utilities, as an area for Singapore firms to explore vigorously. Releasing its year-in review (February 2016), IE (the lead agency driving Singapore's external economy) observed that internationalisation has become the key engine of growth for Singapore companies and for employment burgeoning exponentially for professionals, managers, executives and technicians (PMET). IE Singapore shared that it had facilitated over 450 projects globally last year, with a majority in China and Southeast Asia.

Homegrown startup ShopBack (2014) for example, with support from IE Singapore, managed to break into the Indonesian and Taiwanese markets last year. It now has footprints in six markets - Singapore, Malaysia, the Philippines, India, Indonesia and Taiwan - with over 100 employees regionally.

Back in 2011, IE Singapore and KADIN, (the Indonesian Chamber of Commerce and Industry) had put together a joint work plan to promote Singaporean investments into Indonesia. The areas where the best opportunities awaited

facilitation were Indonesia's key growth sectors of utilities infrastructure, agri-processing and oil & gas. The work plan brought together by government and business organisations from both nations to jointly identify projects. Lee Yee Fung, who was Regional Director of South East Asia at IE Singapore, speaking on the occasion pointed out that, "Indonesia can be a difficult market to break into if companies do not have the right partners and government support. Through this work plan, IE Singapore will address these challenges by institutionalising closer ties between the Singaporean and Indonesian business community, creating a channel to help Singapore companies secure private and municipal-level projects."

IE Singapore, established in 1983 as the Trade Development Board (TDB), was tasked to help Singapore grow its international trade linkages and partners Singapore companies to go global. With a global network in over 30 locations IE Singapore offers services to help enterprises export, develop business capabilities, find overseas partners and enter new markets. Simultaneously, it is tasked to position Singapore as a base for foreign businesses to expand into the region in partnership with Singapore-based enterprises.

ECONOMIC DEVELOPMENT BOARD (EDB)

In April this year, Singapore's Minister for Trade and Industry (MTI) S Iswaran's meetings with the Governor of North Sumatra in Indonesia signaled a "deepening of economic ties with regional governments beyond Jakarta". MTI opined these meetings were aimed at exploring the expansion of economic collaboration in the areas of energy, tourism, infrastructure, vocational education and the digital sector. The delegation comprised 10 companies to both cities: officials from MTI, the Economic Development Board, IE Singapore and the Singapore Tourism Board.

Late last year at the Singapore-Indonesia Leaders' Retreat on 14 November, Prime Minister Lee Hsien Loong and Indonesian President Joko Widodo held a joint press conference where PM Lee announced the setting up of an Indonesia-Singapore Business Council to allow businesses from both countries to network and understand opportunities on both sides. He further shared that the council would comprise business leaders from both countries, and suggested that it could be co-chaired by EDB and Indonesia's Investment Coordinating Board (BKPM). Keeping in view the private sector's involvement in economic projects

between the two countries, he said, "The best way to do that is for our business people to get together and meet one another regularly, and a business council, I think, is well justified because we have this format with quite a number of our other partners but we have not had one with Indonesia yet' EDB Singapore has been vigorously instrumental in organizing various lively interactions of the business communities for both nations on various occasions.

The EDB has since 1960, been Singapore's one-stop and lead government agency for planning and executing economic strategies to enhance Singapore's position as a global hub for business and investment. Working closely with MTI, it seeks to promote Singapore as a compelling global hub for business and investment; its mission is to create sustainable GDP growth for good jobs and business opportunities for Singaporeans. In 2006, EDB contributed to more than 40 per cent of Singapore's GDP, achieving S\$8.8 billion commitments in new manufacturing investments while service companies committed S\$2.8 billion in new business spending (source: EDB Annual Report 2006/07).



BUSINESS INDONESIA-SINGAPORE ASSOCIATION (BISA)

2014 was of great significance for BISA as it anticipated major changes in the way Indonesian companies would have to do business as the ASEAN Free Trade Area would come into effect in 2015. BISA, along with PT Fortune Pramana Rancang (Jakarta), organised the Indonesia Singapore Business Forum (ISBF) 2014 Series in Singapore. In this endeavour, it was supported by Indonesian Embassy in Singapore, BKPM Singapore, Trade Ministry in Indonesia, APINDO, KADIN, and IndoConnect. In 2015, BISA went on to put together a Joint Venture with Kinerjapay to establish KinerjaBisa, a B2B platform for business owners, in particular those from Indonesia who were looking to expand their business overseas through Singapore with the help of reliable technology and ecommerce market place solutions. The JV's business services are a combination of online solutions and offline business matching solutions for the B2B market. KinerjaBisa helps SMEs expand internationally, especially in South East Asia, by leveraging strategic values and locations of Indonesia and Singapore.

KinerjaBisa has been working apace to set up both ad-hoc and regular events, including its monthly networking event, trainings, site visit and trade expo. The firm also supports partners in running their events by providing them event management services. It is critical for aspirants as it extends business

opportunities to members and partners who under its energetic activities gather the spirit of sharing and collaborating among stake holders. In addition to all this, BISA has established its concept of "kantor bersama BISA" or "BISA office sharing" in Orchard, Singapore, as a business solution for Indonesian firms who are looking to promote their presence and branding in Singapore and the region.

Launched in 2009 by Eka Mardiyati, Linawaty, and Stephanus Titus Widjaja this Business Networking Platform for Indonesia and Singapore has in these intervening years proved to be very important in helping SME owners and entrepreneurs connect globally with potential investors, overseas partnership opportunities, corporates and MNCs. Stephanus Widjaja is a professional trainer and business consultant, Eka Mardiyati runs her own IT business and Linawaty is a financial advisor. The main objectives of the Association have been true to their mission to provide a bridge to help Indonesia and Singapore entrepreneurs expand their business. In 2013, BISA signed a MOU between Ciputra University (Surabaya), Bank MKM (Surabaya), Indosat (Surabaya), and PT Fortune Pramana Rancang (Jakarta) to help SMEs prepare for AFTA 2015.



Singapore
International
Chamber
of Commerce

THE SINGAPORE INTERNATIONAL CHAMBER OF COMMERCE (SICC)

Established in Singapore in 1837, SICC is an independent, non-profit business association. A critical point of reference for the business community, SICC has been ably representing the interests of the business community in Singapore from the day it was born. SICC members include global corporations, large local companies as well as SMEs from 20 industries. The Chamber also works to facilitate international trade via its Certification Services.

SUN MEDIA PTE LTD

Sun Media Pte Ltd has more than a decade-long relationship in promoting investment opportunities, as well as cultural and social links and interactions between Singapore and Indonesia through the publication of the Opportunity Indonesia series working in conjunction with the Republic of Indonesia Embassy in Singapore. This engagement took another step forward when the Singapore-based publisher also launched IndoConnect Magazine for the Indonesian diaspora in the island republic. To date, these are the two sole publications that represent the interests of the neighbouring nations being published here. Publisher and Editor-in Chief, Mrs Nomita

Dhar, says, "We also have been involved in many activities and events that have highlighted not only the economic interests of the country but also social causes such as the IBU POWER Women's Conference this year that was organized by Sun Media with the Embassy to commemorate the life of woman activist Ibu Kartini. We see so many areas of growth and mutual opportunities that exists as we learn more about the potential of Indonesia and what its leaders and people are capable of doing. The leadership and economy is clicking well and readers of Opportunity Indonesia and IndoConnect have front row seats to learn about all these developments."



SURBANA JURONG (SJ) is one of the largest Asia-based urban, industrial and infrastructure consulting firms that leverages innovation and technology to improve efficiency and productivity, to create future-ready townships and cities that are smart, sustainable and liveable. As the Indonesian government seeks to improve the country's infrastructure development, SJ has been able to offer its extensive experience and deep expertise to contribute to several infrastructure projects where people live, work and play, shaping cities into homes with sustainable jobs where communities and businesses can flourish. Some of its most prominent projects include:

**Benoa Bay Bali Master Plan**

SJ was appointed as the master planner, infrastructure planner and reclamation consultant for this project. The Celebration Bay will be the new landmark of Bali, and a new destination for tourism. Commercial frontage with alfresco dining and retail at the forefront of the bay, providing opportunity for vibrant activities, visible from the waterfront.

Eastern Indonesia National Road Improvement Project

The Eastern Indonesia National Road Improvement Project (EINRIP) is supporting major national road and bridge improvements which will promote economic and social development in eastern Indonesia. The Project covers a total of 4,300 km of roads, of which approximately 500 km of roads and 14 steel truss bridges require improvement works. The major focus is on roads which were provincial or non-status roads and have recently been reclassified as National roads. The objective of the Project is to improve these roads and truss bridges in order to provide acceptable standards of service and accessibility capable of supporting local and regional economic development.

Surbana Jurong Acquires SMEC, Australia - the Project Management Consultant of EINRIP

SMEC, which was acquired by SJ last August, is engaged as Project Management Support Consultant to provide support and assistance to the project management unit during project implementation. SMEC has undertaken a comprehensive scope of work that starts from project management and institutional support, establishment and maintenance of financial management information systems right up to support and assistance in the implementation of environmental and social safeguards.

**Ancol Island L&M Master Plan**

SJ has worked on developing a concept master plan for approximately 1,100 hectares of land. Ancol Marine City will be a premium commercial and mixed use waterfront development, designed within an active business community where development will be immersed in an environment conducive to live, work, and play. The enclave is planned for the community to experience a new concept of waterfront integrated living within close proximity to amenities, new business areas, shopping, community facilities, and leisure within the development.

**Kertajati Airport Feasibility Study, Indonesia**

SJ was appointed as the master planner for Kertajati Aerocity and also engaged to conduct a feasibility study and business plan for the Kertajati International Airport.



Indonesia Infrastructure Initiative

The Indonesia Infrastructure Initiative (INDII) is an Australian aid program managed by SMEC on behalf of the Australian Government. The overall objective of INDII is to promote economic growth and enhance infrastructure policy, planning, and investment in the areas of

water, sanitation, electricity, telecommunications and transport (road, rail and ports). INDLL will contribute to Indonesia's infrastructure development by supporting technical assistance services aimed at improving policies, reducing regulatory uncertainties, and strengthening institutional capacity.

Grain Terminal Expansion at Banten Port, Indonesia

SMEC has been appointed by the Indonesia Port Corporation (also known as Pelindo) to complete the detailed design for the expansion of a grain terminal at Banten Port in Indonesia. The port is a key transport link between the islands of Java and Sumatra, and accommodates excess freight and heavy commercial traffic from Jakarta. Development of the grain terminal will occur in two stages. Stage 1 will involve the development of four mechanised ship unloading systems, including: four incoming conveyors; 60,000 tonnes of horizontal storage; four silos; two outgoing conveyors; and two truck loading stations. Stage 2 will provide two incoming conveyors, four silos, and additional truck loading facilities as land becomes available.

URBAN PLANNING PROJECTS



Amaravati, Capital City of Andhra Pradesh



Pulau Muara Besar, Brunei Master Plan



Sino-Singapore Tianjin Eco-City

Surbana Jurong Profile & Fact Sheet

Surbana Jurong Private Limited (SJ) is one of the largest Asia-based urban, industrial and infrastructure consulting firms. Leveraging technology and creativity, SJ provides one-stop consultancy solutions across the entire value chain of the urbanisation, industrialisation and infrastructure domains.

SJ has a rich 50-year heritage in the development of Singapore's urban, industrial and infrastructure landscape. SJ traces its roots to the Housing Development Board (HDB) and the Jurong Town Corporation (JTC), agencies synonymous with Singapore's early township and industrialisation efforts.

Headquartered in Singapore and wholly owned by Temasek Holdings, SJ was formed in June 2015 through the merger of renowned urban planning and affordable housing design expert Surbana International Consultants, and Jurong International, Singapore's premier industrial and infrastructure engineering design stalwart.

The aim of the merger was to form an entity that provides one stop complete value chain consultancy services to the development industry in Singapore and abroad.

On 1 August 2016, SJ acquired world-renowned infrastructure engineering designer SMEC Holdings to expand its capabilities in the infrastructure sector. It also announced on 13 October 2016 that it has acquired 100% shareholdings in AETOS Holdings Pte Ltd (AETOS) from Temasek Holdings, which will expand SJ's overall service offerings to include safety and security capabilities.

With these latest acquisitions, the SJ Group will now have a global workforce of 13,000 employees in 113 offices across 44 countries in Asia, Australia, the Middle East, Africa and the Americas, with an annual turnover of around S\$1.3 billion.

SJ's motto 'Building Cities, Shaping Lives' reflects its belief that development is more than just steel and concrete. SJ creates spaces and designs infrastructure where people live, work and play, shaping cities into homes with sustainable jobs where communities and businesses can flourish.



Back in 2014, the Strategic Cooperation Agreement between SBF and the Indonesian Chamber of Commerce & Industry (KADIN Indonesia) identified agriculture as one of the primary sectors for cross border business between the two nations. One of the leading firms in Indonesia to take up the baton was market leader Olam, which made good on its' sustainable agricultural practices in line with established international guidelines and standards and contributed considerably to trade of agri-products between Indonesia and Singapore.



*Prakash Jhanwer
Regional Controller, SE Asia & China
Country Management*



OLAM INTERNATIONAL Olam International's presence in the agri-business straddles the value chain in 70 countries, supplying various products across 18 platforms to 23,000 customers worldwide. The company has shored up its global leadership in many allied areas — cocoa, sugar, coffee, rice, pepper and cashew, from its direct sourcing and processing presence in most major producing countries.

Yet intrinsic to its vigorous advancement has been the seamless linkages between its operations in Singapore and Indonesia. With over 8000 employees, Olam's operations now stretch from the farthest corners of Aceh, through the heartlands of Java, to Papua in eastern Indonesia.

Direct insight was offered by Olam as a major investor and corporate citizen with a large vested stake in the future of the country. Speaking about the ties between Singapore and Indonesia Prakash Jhanwer, Regional Controller - Laos, Vietnam, Cambodia and PNG, Olam International, notes that not only are the two are very close geographically, ties between the two nations are also close on an emotional level. "When we as Olam say that we are a Singapore company trying to grow in Indonesia, most people connect to us very easily, they consider us a part of their own. This is a big benefit for any Singapore company going into the Indonesian market. Unlike, for example, a western-based company which is considered more foreign company compared to Singapore which is considered close to home. Also many large Indonesian companies have businesses or a presence in Singapore and this also helps a lot as it is easy to do business. You know there are many people we meet who have also studied in Singapore that makes them closer to Singapore," he shares.

He recalls an incident some years ago which left a great impact on his mind, "About two years ago I was in deep North Sumatra, about 4-5 hours from Medan, when I saw this petrol pump being fully operated by women. What struck me most was this is not possible in many countries of the world. Safety... security, which we talk about internationally, is naturally present in Indonesia and this I see is a big asset of Indonesia. The Indonesian government has to work hard to keep it that way."

Indonesia, Jhanwer shares, is a country of 17,000 islands, yet, for the international community Indonesia is Bali for a holiday and Java for business. "Indonesia has to change this and make other islands also accessible and attractive for investment and tourism," he says he reiterates with conviction.

Taking a look at Indonesian society and what drives its thinking he says, "The philosophy of *pancasila* is very similar to the Gandhian philosophy and is deeply engrained in the Indonesian society, although radicalisation remains a threat, it is still being managed very well!" The political thrust of the country again is pivotal to its peaceable approach to things. "Indonesia," Jhanwer points out, "outside of Korea and Japan, is the second largest democracy in Asia... or a third or fourth democracy in the world and that is a staggering achievement. What we have seen in the last 30 years of how democratic institutions have taken shape, they have the upper house, the lower house, provincial governments and state government, all of whom have started working in harmony. The big two demos - the democratic process and the demographics, are definitely in Indonesia's favour."



have to seize the moment with consistent policies both domestic and international. In his opinion, Indonesia is poised for big growth in agriculture with a population of 250 million plus, a good segment of which is growing more affluent. The consumption of meat and chicken is on the rise, which is backward integrating into corn consumption. Even the consumption of rice and sugar is growing, he points out. Indonesia, he reminds us, has some of the most fertile lands and it makes it amenable for export of palm oil, coffee cocoa etc. "Indonesia is poised for big growth in our sector as it is the largest producer of palm oil, the second largest producer of rubber and the largest importer of sugar in the world. I feel there is a huge potential in Indonesia both as a consuming and producing market. It is already a large player in palm oil, rubber, coffee and cocoa exports and this indicates the way forward for the country. A 10 percent growth is already being predicted in the next decade and an indication of this potential has already been seen with the exceptional performance in the last five years which have registered a growth of upward of 15 percent... As I said earlier we must seize the moment to continue this momentum," says Jhanwer, with steadfast belief in the brighter prospects ahead.

Jhanwer sees that the next two decades will be that of Indonesia. But for that to happen, Indonesians have to make it count—the leaders

CONGRATULATIONS to the people and The Republic of Indonesia on their **72nd Independence Day**

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"MDIS believes that lifelong learning consists of mastering skills to meet ever-changing industry demands. Hence, we are focused on offering more skills-based, industry-relevant courses focused heavily on applied learning opportunities."



Dr. R. Theyvendran
MDIS Secretary-General



Where lifelong learning begins

MANAGEMENT DEVELOPMENT INSTITUTE OF SINGAPORE (MDIS) MDIS will expand its offering of vocational programmes over the next three years in six key academic areas, including Engineering, Fashion, F&B (Food & Beverage), Healthcare Support, Information Technology, and Leadership and People Management. These courses will deliver a curriculum focused heavily on building practical skills for the industry and provide even more choices for Indonesian students keen on pursuing an international education at MDIS in Singapore. Students will have opportunities to learn new skills and upgrade or enhance existing skills to prepare them to meet future industry demands.

A unique proposition MDIS will be offering students, adult learners and working professionals is a progression pathway from the WSQ (Workforce Skills Qualifications) Certificate to WSQ Diploma to WSQ Advanced Diploma to skills-focused Degree programs. WSQ is a national credential system that trains, develops, assesses and certifies skills and competencies for the workforce.

The Institute continues to strengthen its global connections through partnerships with top universities and industry links to offer more skills-based courses relevant to industry needs. It has most recently partnered with Edinburgh Napier University in UK, ranked among the Top 5% of universities by The Times Higher Education World University Rankings, to offer a Bachelor of Science in Nursing in its New School of Nursing, and also with Teesside University in UK, another top global university, to offer a Bachelor of Arts in Broadcast Media Production, with heavy emphasis on practical skills training.

MDIS Secretary-General, Dr. R. Theyvendran said, "MDIS believes that lifelong learning consists of mastering skills to meet ever-changing industry demands. Hence, we are focused on offering more skills-based, industry-relevant courses focused heavily on applied learning opportunities."

MDIS has two main subsidiaries: Management Development Institute of Singapore Pte Ltd, to oversee its Singapore academic operations, and MDIS International Pte Ltd to further its globalisation strategy.

MDIS offers well-accredited courses in Business and Management, Engineering, Fashion Design, Health and Life Sciences, Information Technology, Mass Communications, Nursing, Psychology and Travel, Tourism and Hospitality Management. These programs are offered in collaboration with renowned universities in France, the United Kingdom and the United States of America.

MDIS is EduTrust certified, attesting to the institute's exemplary education and business excellence standards. The institute was first awarded the certification in 2010 and it was subsequently renewed for another four years in 2014. MDIS is also one of the first Private Education Institutions to be registered under the Enhanced Registration Framework. MDIS is one of the leading private education institutions (PEIs) to be ranked Top 2 among PEIs in Singapore, according to the Webometrics ranking of World Universities by Cybermetrics Lab in January 2017 (<https://www.webometrics.info/en/Asia/Singapore%20>). In 2015, MDIS received the Enterprise 50 Award for its contributions and resilience in spurring Singapore's economy.

The institute set up the MDIS Education Trust Fund in 1999 to support deserving students who have financial difficulties in pursuing their education in Singapore. To date, MDIS has awarded some 7,500



scholarships and bursaries in total of near S\$6 million. The institute also upholds the spirit of giving by actively reaching out to help the young, elderly and disabled, supporting various charities, and providing community assistance.

MDIS continues to explore opportunities in the region to establish a presence and/or collaborative partnerships in countries including Indonesia, Myanmar, Sri Lanka, and Philippines over the next three to five years.

Apart from the main Singapore campus, MDIS has three international campuses – Tashkent, Uzbekistan; Johor, Malaysia; and Chennai, India, set up in 2008, 2013 and 2015 respectively. MDIS also has representative offices in China, India, Indonesia, Sri Lanka, and Thailand, as well as agents throughout Southeast Asia. For more information on MDIS, please visit www.mdis.edu.sg



MDIS celebrated 60 years of education and training excellence last year. Today, it's Singapore's oldest not-for-profit professional institute for lifelong learning offering quality, industry-relevant transnational education, in partnership with top global universities. The foresight and leadership of the MDIS Governing Council has led the Institute to successfully establish and brand itself overseas – with the founding of MDIS Tashkent (Uzbekistan) in 2008, Kolej MDIS Malaysia (Iskandar) in 2013, and VELS-India (Chennai) in 2015. More than 100 courses and integrated learning experiences are offered across MDIS' various campuses, allowing students to gain experience in multi-cities.

The new campus in Malaysia is slated to open this September. Kolej MDIS Malaysia is the Institute's largest overseas campus, located in premium education hub, EduCity@Iskandar. It will provide expansive living facilities and learning experiences for students. MDIS continues to explore opportunities in the region to establish a presence and/or collaborative partnerships in countries including Indonesia, Myanmar, Sri Lanka, and Philippines over the next three to five years.



Launch of SixTNC in June – (5th & 6th from left) HE Ngurah Swajaya and SixTNC CEO Radius Wibowo resp



SIXTNC. SixTNC is a rideshare company, a subsidiary of SIXLLC Houston, Texas, USA. The Singapore-registered company came about when a group of Indonesian and Singapore business partners wanted a better rideshare model for drivers, that would offer them better earning potential, something that the Houston company's model is able to provide. The rideshare model also offered passengers an opportunity to receive residual earnings!

Ride sharing companies such as Uber are now very established in countries such as the USA but there are still niches and different approaches to the business model that SixTNC would like to introduce to a market such as Singapore. The company is backed by Indonesian business tycoons, among them CEO Radius Wibowo, and there is no secret that they will soon seek to introduce the rideshare system to Indonesia.

This new private-car hire system is one of the best examples of the synergies that can be reaped by a business in both countries. Managing Director James Lee points out, "Singapore presents an ideal test bed to introduce the system; it has the ideal size and straightforward regulatory environment to launch quickly and easily in this part of the world." What SixTNC hopes will register with potential users is the human side benefits for the lives of the drivers and passengers. Mr Lee says, "It can make a positive difference in their lives, as the earning potential for the driver is greater so they don't have to work long hours to earn more – for better health and more family time. The fare rates are competitive and at the same time, there is NO surge pricing. You don't penalise people when they especially need a service during peak periods."

Drivers and riders (passengers) are thought of as partners when they sign up. The real value add says Mr Lee is the business model that shares the fare in a more equitable formula, "Taxi companies can make millions while drivers suffer from over working. That's why there is generally low morale among private hire car companies' drivers. On the riders' side, they receive commissions for referrals of the service."

For more information: www.sixtnc.com
Drivers and riders can also download the apps from Google Play (Android) or App Store (iOS)



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West Vista at Puri - the focus is now on Greater Jakarta



KEPPEL LAND Keppel Land has been operating in Indonesia for over two decades starting with a joint venture with a local partner to acquire land in Bali for a resort villa development in 1989. From there it expanded across Indonesia with residential, office, township and hospitality projects, either with joint venture partners or on its own.

Indonesia is one of Keppel Land's key growth markets, where it plans to continue deepening its presence, with a focus on Greater Jakarta. "We are confident that the country, with its steady economic growth, improving infrastructure, growing middle-class and rising urbanisation, will continue to support the demand for quality homes and commercial developments in prime locations," said Mr Goh York Lin, President of Keppel Land Indonesia.

Keppel Land has three residential projects in Greater Jakarta that will yield over 7,800 quality homes: West Vista at Puri, a 2,855 unit condominium development located in the growth corridor of West Jakarta, along the Jakarta Outer Ring Road. West Vista at Puri recently topped off in May 2017 with new units released for sale. Future residents of West Vista at Puri can enjoy excellent connectivity to key business districts and various entertainment hotspots, with the Soekarno-Hatta International Airport just a 15-min drive away.

Keppel Land also has another site in West Jakarta, which is adjacent to West Vista at Puri. It has 4,500 residential units with ancillary shophouses and shop units when completed. In December 2016, Keppel Land entered into a joint venture with PT Metropolitan Land Tbk (Metland) to jointly develop about 500 units of landed homes within the established Metland Puri Township in Tangerang. Future residents can enjoy excellent connectivity to business districts and various facilities and amenities via the Merak Toll Road and Karang Tengah Toll Road. The Soekarno-Hatta International Airport is also just a 30-min drive away.

To meet growing demand by multinational and local corporations seeking a prestigious address in Jakarta's Central Business District (CBD), Keppel Land has a Grade A commercial development, International Financial Centre (IFC) Jakarta Tower 2 which was completed in May 2016. It offers about 50,200 sq m of net leasable area, meeting the growing demand for prime office space from local and multinational corporations. Tenants secured to date include Shinhan Group and Tokio Marine Life Insurance. A new food court was recently added to the growing amenities at IFC Jakarta Tower 2. Tenants and working professionals in the vicinity can look forward to

"We are confident that the country, with its steady economic growth, improving infrastructure, growing middle-class and rising urbanisation, will continue to support the demand for quality homes and commercial developments in prime locations"

more dining options when the restaurants on level 10 are fully operational. "We are also looking to redevelop our existing IFC Jakarta Tower 1, located adjacent to Tower 2, into a 56-storey office tower offering approximately 73,000 sqm of quality Grade A office space," said Mr Goh. He also added that Keppel Land has stakes in a golf club and resort hotel in Bintan and "We will continue to look for attractive sites for residential, commercial and mixed-use developments in Greater Jakarta."

Giving Back to the Community

Keppel Land constantly gives back to the communities wherever it operates. In Indonesia, in partnership with PT Acset Indonusa Tbk, its main contractor for West Vista at Puri, Keppel Land built a community facility for underprivileged children in Duri Kosambi, Cengkareng, West Jakarta. The facility includes a multi-purpose hall, library, playground and sports facilities. Named Ruang Publik Terpadu Ramah Anak Duri Kosambi, this facility is part of the Jakarta government's citywide initiative to build community spaces for low-income families.

Keppel Land also set up its third Safety Awareness Centre (SAC) in Indonesia in 2016 (after Johor and Vietnam). The SACs were set up to increase safety awareness among

contractors' employees, as well as to provide mandatory training before they are allowed to work onsite. To date, the three SACs have trained a total of over 46,000 workers. Keppel Land has recently set up its fourth SAC in China.



*Mr Goh York Lin
President of Keppel Land Indonesia*



(Above left to right): Stunning views at Keppel's 18-hole Ocean Course at Ria Bintan Golf Club. IFC (International Financial Centre) Future Tower 1 and 2.

Opportunity Indonesia also asked Mr Goh in light of Singapore - Indonesia celebrating 50 years of partnership, what his thoughts were on the future of collaboration in the property segment as well as what value Singaporean companies such as Keppel Land could add towards the growth of Indonesia. He says, "There are many opportunities for companies in Singapore and Indonesia to collaborate and partner with each other. For instance, the local Indonesian companies can tap into the development and execution expertise of Singapore firms, while Singapore firms can leverage the Indonesian companies' knowledge of the local market as well as their strong network."

"With a global footprint in over 20 countries, the Keppel Group has distinct core competencies to provide solutions to address the needs of sustainable urbanisation, including through the provision of energy, green housing, high-quality living environments and connectivity. As one of Asia's premier property companies, Keppel Land is transforming cityscapes and living spaces with innovative and sustainable solutions. Harnessing the collective strength of the Keppel Group, we hope to contribute to Indonesia's rapid urbanisation by creating live-work-play environments of enduring value, while at the same time, giving back to the local communities."

He also had some advice to share with Singapore companies considering venturing into Indonesia. "For Keppel Land, we are committed to deepening our presence in Indonesia, with a focus on Greater Jakarta. Where possible, we also work with like-minded partners to deepen our presence in the country, while continually strengthening our operational and execution capabilities. A recent example is our joint venture with PT Metropolitan Land Tbk, one of Indonesia's leading property developers,

to build about 500 landed homes on a 12-hectare site in Tangerang, Greater Jakarta. It is important for investors to understand the business culture in Indonesia. You need to forge strong relationships with local partners and take a long term view towards its investments."

With a history of over 100 years, Keppel Land has grown to become a premier developer in Asia that has embraced the belief that thoughtful innovations lead to thoughtful experiences, and challenged themselves to constantly think and see things from a different angle. This is in line with its brand promise of 'Thinking Unboxed' to create vibrant and innovative live-work-play environments of enduring value across communities where it operates. As a responsible green developer, it is in the forefront of sustainable best practices. For example, in the construction of West Vista at Puri, only the highest quality materials and products that are also environmentally-friendly were used. Keppel Land is also targeting achieving at the least the BCA Green Mark Gold rating or its equivalent, for all its new projects in Indonesia. Its Grade A commercial development, International Financial Centre Jakarta Tower 2, is the first project in Indonesia to be built to the internationally-recognised Green Mark Platinum standards set by the Building and Construction Authority (BCA) of Singapore and it intends to attain the BCA Green Mark Platinum Award for the redeveloped Tower 1 as well.

Currently, the company has close to a million square metres of gross floor area under development. This includes commercial projects in Shanghai, Beijing, Tianjin in China, Ho Chi Minh City in Vietnam, Manila in Philippines and Yangon in Myanmar.

Congratulations

to the People and the Republic of Indonesia on the occasion of their 72nd Independence Day

Message from **Keppel Land President Goh York Lin:**

"Singapore and Indonesia have enjoyed strong political and economic relations over the last 50 years. Keppel Land is honoured to have also contributed to Indonesia's growth, providing solutions for sustainable urbanisation, over the past two decades. We are committed to further strengthening our presence in the country, with a focus on Greater Jakarta. We will continue to build on our reputation as one of Asia's premier property developers with a strong track record in delivering well-planned and executed quality homes and commercial developments."



(Top): Prime Minister Lee Hsien Loong and President Joko Widodo presided over the official opening of Park By The Bay, a new 2,700-hectare integrated township in Semarang by Sembcorp Development, a wholly-owned subsidiary of Sembcorp Industries. (Middle): Park By The Bay Festival Plaza and (above) Masterplan. (Photos courtesy of Sembcorp Development Ltd)



SEMBCORP INDUSTRIES LTD's iconic Park By The Bay (Kendal Industrial Park) is a catalyst for investment and employment. It was a red letter day for Sembcorp Development, a wholly owned subsidiary of Sembcorp Industries, when it officially opened its masterful integrated township - Park by the Bay - in Semarang, Central Java. What made this even more significant was that this auspicious event was presided over by no less than Indonesia's own President Joko Widodo and Singapore's Prime Minister Lee Hsien Loong. Park by the Bay has been translated into a shining symbol of the economic cooperation between the two nations and the occasion of the anniversary of 50 years of bilateral relations, sheds light on this iconic project, Central Java's first and only integrated township of this nature.

This prestigious project, which sprawls over 2700 ha, strategically straddles the Jakarta-Semarang-Surabaya Economic Corridor which features both industrial and residential space, projected to be developed in phases. Park by the Bay is expected not only to attract investment but will also be a catalyst for generating employment in a region which will see a lot of development in the near future. Also unveiled at the opening of Park by the Bay was the master plan for this coastal development which features industrial clusters along with a Fashion City, a Food City, Furniture Hub and Building Materials Zone. Park by the Bay will have commercial amenities along with residential space thus creating an ideal mélange of living, working and play facilities in a conducive environment of a self-contained city.

This coastal development has already generated a great deal of interest from at least 30 firms keen to set up manufacturing operations which will bring in investments to the tune of US\$360 million and create 4,000 jobs from the very beginning.

Sembcorp Industries has invested in Indonesia since 1990. Three business units, Utilities, Marine and Urban Development, are present in the Riau Islands, Sumatra, Natuna Basin and Central Java. Apart from Park by the Bay (Kendal Industrial Park), Sembcorp Development is a partner in Gallant Venture, which has investments spanning industrial parks, resort development and utilities. Sembcorp Utilities operates water treatment plants supplying municipal water to industrial, commercial and domestic users. It also imports natural gas from West Natuna to Singapore. Sembcorp Marine operates two ship fabrication yards.

Do You See the **Connexion?**



Connexion is something of an optical illusion. Look at it one way and it's a state of the art hospital. Look at it again and it's a luxury five star hotel. Of course, the truth is, it's both.



IT'S one building that houses three entities, a Medical Center, Hospital and 5 Star-Hotel. This is the first of its kind - an integrated hospital hotel complex. The facility has been operational for about 18 months and in that time has garnered numerous awards, ranging from the environmentally friendly architecture, *IT Innovation in Healthcare* and consumer choice for *Best New Hospital in Asia Pacific* to the hospital's status as a Patron of the Arts.

The complex was conceptualized and purpose built by a group of passionate specialists who have been in the private practice for 20 to 30 years. They know what's lacking for patients, doctors and staff in healthcare organisations, and wanted to build something unique and raise the benchmark of private healthcare while providing a place for exceptional medical treatment together with 5 star quality service and ambience.

Asia has extremely high standards when it comes to private healthcare, and Singapore is a favourite destination for regional patients. As the newest hospital in Singapore, Farrer Park Hospital is able to compete not only on quality of clinical care, but also in the 5-star personalised care offered to patients. Thanks to the construct of the Connexion facility, they can now also compete on price. When the patient is clinically ready to be discharged, they can be discharged from the hospital and recuperate in the hotel. A hotel stay is cheaper than a hospital stay and can shave 20% to 30% off the full hospital bill.

The benefits go beyond a cheaper bill. Generally, it's more comfortable to lie in a hotel bed and you don't compromise on the follow-up care that patients need. So instead of lying in a hospital bed with all the additional costs, patients can opt to recuperate in the hotel, which is only a two minute walk from either the doctor's clinic or the hospital. Both are within the same building, which provides unparalleled security in case of an emergency.

The Future Of Care

Farrer Park Hospital has so much more to offer with a few of the hospital's specialties to include cardiology, cardiothoracic surgery, oncology, medical and radiation oncology. And with top of the line equipment in radiotherapy, it is among the best in the region. Some of the most highly experienced gastroenterologists treat most common cancers such as stomach and bowel cancers.

Another element of the hospital design that is unique is the way information or data is set up to flow seamlessly throughout the building. The construct itself was ahead of the curve by building in fibre optic cables that run throughout the hospital infrastructure, enabling the Virtual Desktop Interface (VDI).

Through VDI, doctors can look at patients' results in real time on their mobile devices. Be it a phone or a tablet, they can get real time information whether they are bedside, dining out or even attending an overseas conference. This gives doctors the opportunity to make fast and informed decisions for the patient anywhere in the world 24/7. In terms of patient care this has enormous benefits. The hospital does not know of any other hospital that has integrated their information flow seamlessly. The hospital has features that will stay technologically steady for the next 20 years.

The integration of data network also enhances operational efficiency and patient comfort. The hospital engages the patient in their own treatment process, because it is believed to be an important part of the patient's recovery journey. Patients can choose their own meals, out of a matrix of over 200 five star hotel chef and hospital nutritionist designed meals. More importantly, with the integration of the patient medical records and meal ordering system, the patient's meals are tailored to their dietary needs and they are able to select only food that is suitable for them. The meal orders go directly to the kitchen and saves the hospital time and manpower and our nurses, the hospital's most valuable resource, can devote more time to patient care and other duties. Traditionally the nurses go around taking orders, which takes about three hours a day, so removing the manual system saves over 2,100 man hours annually which can be channelled back to the patients.

Singapore is one of the major healthcare destinations for Indonesians. With the presence of Farrer Park Hospital's International Office situated in Jakarta it is very assuring to know that there is a one stop service for both Indonesians and international patients who need medical services at Farrer Park Hospital. Patients can be more aware of costs of treatment and procedures of the hospital prior to arriving at Farrer Park Hospital. Both the International Office in Jakarta and the International Desk in Singapore are also able to provide patients and visitors with visa processing, ticketing and hotel booking services and language interpretation while at the Hospital.

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*Farrer Park Hospital congratulates
Indonesia and Singapore on
50 years of bilateral ties*



Indonesia's Global Companies

THE companies selected are both local and multinational entities in Indonesia that have collaborated with Singapore. Most of them are well-known for their respective industries in chemicals, shipping, plantation, telecommunication, and cabling etc. Some of them have even reached the world markets from their base in Indonesia. In line with the vision of these companies to broaden their markets, *Opportunity Indonesia* hopes this Special RISING 50 Edition will help raise their potential for greater visibility and build their reputation to the international level.

Moreover, each company's business shows high level of concern towards Indonesia's physical and social development, for both the short and long-term duration. Besides strengthening their existence in the global market, the well-recognized global achievements of these companies will undoubtedly boost the confidence and image of the Made-in-Indonesia brand throughout the world.



BCA Bank Central Asia, popularly called BCA, in 2016 ranked once more as Indonesia's Top 50 with a brand value of US\$9.345 billion. Almost 60 years in the market, it has a sterling reputation for being one of the most accessible consumer banks in the country, with over 1,200 branches, over 17,000 ATMs and a burgeoning innovative range of branchless-banking services. In 2016 it became the biggest bank in Southeast Asia by market capitalization, beating even Singapore's DBS for the first time in its history.



BNI Servicing the needs of corporations PT Bank Negara Indonesia Tbk (BNI) is state-owned and has been expanding its financial portfolio in the infrastructure sector, including the oil and gas industry. BNI owns some branch offices and automatic teller machine (ATM) network in Singapore and has a representative office in New York and London. In the first quarter of 2017 BNI's net profit was to the tune of Rp 3.23 trillion, increasing 8.5% compared to the amount of Rp 2.96 trillion in the first quarter of 2016. The total credit channelled by BNI in the first quarter of 2017 was as much as Rp 396.52 trillion and the third-party fund it managed to collect is Rp 445.06 trillion. BNI is also active in socially responsible activities, and has conducted several mentoring programmes for SME entrepreneurs.



BRI PT Bank Rakyat Indonesia Tbk (BRI) is one of the leading commercial banks and second largest lender by assets. Central to its operations is its focus on banking services in micro, small, and medium enterprises (MSME). With over 4,000 branches, units and rural service post, BRI, Indonesia's oldest bank has come a long way from 2003 when it was a state-owned firm and it listed 30 percent of its shares on the Indonesia Stock Exchange (IDX). It is currently one of the largest Indonesian companies in terms of market capitalization.



CIMB NIAGA Indonesia's 5th largest bank by assets, lending and branch network, PT Bank CIMB NIAGA Tbk, apart from conventional banking, provides Shariah-compliant banking services. A great asset for Indonesia's burgeoning Muslim populace, it also provides financing services through subsidiary operatives CIMB Niaga Auto Finance and PT Kencana Intermus Artha Finance.



BANK MANDIRI The largest financial institution in Indonesia had by 2012 muscled its way to the top even more aggressively with 1733 branches spread across three different time zones in the Indonesian archipelago and six branches abroad, about 11,000 ATMs, and six principal subsidiaries.



BANK MANDIRI

We've Got You Covered

In a free-for-all conversation with *Opportunity Indonesia* Editor-in-Chief Ms Nomita Dhar, Bank Mandiri's Country Head and General Manager Dannif Danusaputro elaborates on the bank's plans to engage more aggressively, not just with the Indonesian diaspora, but also with investors from other countries who come in and invest in Indonesia.



credit card consumers all the way to wholesale - we have got you covered. The point is, we have a great range of products and services in Indonesia. So our potential customers should be assured of the quality and range of services we offer here in Singapore as well.

What is your sense of the investment potential between Indonesia and Singapore?

Currently the balance of trade between Singapore and Indonesia hovers around \$26.5 billion. Singapore is already a top source of investments and it is very important for Indonesia to focus on attracting foreign direct investment from here. We contribute by providing the full scale of services back home and also here in Singapore. In terms of the global market, you cannot ignore Indonesia. We are the largest Southeast Asian economy. We are one of the few countries achieving very dynamic growth, more than 5% of GDP. The Indonesian government is quite stable, politically and the government has strong capability to support the economy and promote economic growth.

Since the introduction of the Tax Amnesty programme last year, how has the bank been involved and how successful do you think this programme will be?

This is one of the government programmes we are very actively supporting. We are in fact one of the banks that are leading this effort. I feel that this programme plays a crucial role in increasing the tax base and going forward, we can really increase the tax revenue collections. This programme is already very successful from various angles. It has been reported in the press that this is the most successful tax programme in the world compared to India, Argentina etc. In terms of the percentage of the amount being declared in Singapore, Bank Mandiri works closely

AS one of Indonesia's largest financial institutions, Mandiri continues its spiraling growth with its comprehensive spectrum of services and a strong outlook to stand on par with many other banks in the critically important financial hub of Singapore, to capitalise on the growing opportunities emanating from South East Asia.

Please tell us something about the origins of your bank.

Mandiri is the largest financial institution in Indonesia. Here in Singapore, we've been in place since 1993. It was originally established as a part of Bank Exim. But following the 1998-1999 Asian financial crisis, four state owned banks - Bank Bumi Daya, Bank Dagang Negara, Bank Exim and Bapindo - they all merged, and Bank Mandiri was born.

What do you hope to achieve here?

Bank Mandiri has a very clear mandate. We are here to support Indonesian companies to expand their cross border business. Singapore is one of the world's largest financial centers, so we're here to help Indonesian businesses to spread across international boundaries and outside Indonesia. We also support investors who come in and invest in Indonesia and we also attend to their banking needs as well. So it's both companies going into and out of Indonesia that we mainly deal with.

Do you cater to Singaporean companies as well? If so, how do you serve them?

We also serve and cover non-Indonesian companies. Being here in a major financial centre such as Singapore, we obviously come across many opportunities that are not related specifically to the Indonesian economy. On a selective basis, we do financing of Southeast Asian companies from the Philippines, Cambodia, and Vietnam etc.

It is important to increase market share and get more people to know about you. How does Mandiri achieve this in a financial hub like Singapore?

We look at market shares differently from other major banks here. Our market share is more nation-centric, Indonesia-focused. A lot of international and domestic banks are targeting Indonesian groups as well, so we are targeting to increase this particular segment as it forms our total market share. Most are clients of Bank Mandiri back home in Indonesia, so we are their top choice when it comes to meeting their financial needs outside the nation, particularly in Singapore.

What is your message for readers of Opportunity Indonesia who might be potential investors or seeking financial service? Why should they choose Bank Mandiri?

Our position is actually very unique. In Indonesia, we are not just a bank; we provide financial services from A to Z including areas such as insurance, leasing, and wealth management. From



Original Bank Mandiri now a museum. This portrait hangs in the Bank Mandiri Asia Square Tower in Singapore

with embassies and other governing or organising bodies. We organised forums where people have attended and have all their queries cleared up. We are actively involved with our customers and I can say that this is one of the government initiatives that have received really excellent feedback and response.

The Indonesian diaspora is estimated around 200,000 here. How do you engage with them? And recently both Singapore and Indonesian governments agreed to share information regarding them.

There are two things to consider here. In terms of the Indonesian diaspora there is a huge amount who are Singapore-based Indonesian entrepreneurs. Second, we are quite involved with the Indonesian community here and we have regularly organise or participated in several events and activities for them. For example, we have the 'Coding Mum' project, a government initiative from Bekraf, which basically intends to pursue entrepreneurship by teaching programming skills. One of the ways is to familiarize people with website design and weekly training sessions are held in our office. We have about twenty or so students per batch and after the end of the 8-week course, they do a presentation and come up with business plans!

In terms of CSR, you are not only looking after people's wealth but also helping them generate wealth through training. You're the largest financial institution in Indonesia, with a large workforce back home. How does the bank look after the welfare of its employees? Any best practices you think Singaporean companies could learn from?

We have 39,000 full time employees. The bank makes the welfare of its employees a top priority,

along with its stakeholders, and so I think that's great. The bank also creates an environment where employees are made to feel like family. I think that's because the bank is built on a set of traditional Indonesian values which they instill in employees. That's very important because we spend about a third of our time at work. I try to create a good work environment here too, so they are comfortable. We have given out long term service awards for 5, 10, 15 and 20 years in Singapore and there are 52 of us working here. We focus a great deal on employee development because we believe that we can meet our customers' needs and develop as a company only if we are able to grow as individuals. Our head office building has 39 floors all completely occupied by Bank Mandiri. Every day after work at 5pm you will find people involved in a variety of sports and art activities. Every Friday there's some sort of bazaar held. The bank really goes out of its way to make sure the employees are having a good time and are happy.

Singapore is branded as a banking hub and since you are based here, what are some of the practices you think Mandiri can learn from Singapore?

Our head office had realized, is that to thrive in a banking hub such as Singapore, we really need to be at par with institutions here. There are, undeniably, many things that we can learn from and adopt in order to increase our capacity and capability. We want to become a prominent bank in Southeast Asia by 2020 and we want to increase our footprint. We recently opened a banking subsidiary in Kuala Lumpur. So yes, in order to improve, there are a lot of services we need to develop further.

This year is special because it marks 50 years of good bilateral ties between

Indonesia and Singapore. And ASEAN also celebrates its 50 years. What do you see for the future of the banking industry in this region? Will it be an ASEAN century for banks too?

Yes, in a way, I think so. I was recently at a conference in San Francisco where I met with representatives of many global institutions. From a global perspective, the ASEAN market has a long way to go. But at the rate we are progressing, Indonesia, which is already part of the G20, will become one of the top five countries by 2030 in terms of the size of the economy. And yes, the banking sector definitely is a major contributor to the economy. Mandiri and other Indonesian banks also realized that we must become hosts in our own backyard. ASEAN, as you know, has its own economic communities and for the banking sector, there is an arrangement whereby a few banks can become qualified ASEAN banks. The ASEAN community realizes that we must all grow together in order to become the main players in the banking sector.

Do you see Mandiri Bank operating as a full-license bank here in the near future?

We have to work together with the regulators but obviously we want to grow. If our license is not enough, we will go to our regulator and seek an upgrade, if necessary. Mandiri as a group has diverse products and services and here in Singapore, we also want to provide not only banking services but others as well. Right now we only have two - Asset Management and Mandiri Securities. Hopefully in the future we will also be able to offer other financial and investment services.



PT ADARO ENERGY TBK Engaged in the business of mining, logistics services, and energy, PT Adaro Energy Tbk is an Indonesia-based firm owned by one of the country's richest businessmen Garibaldi Thohir and his family. The firm is now looking to diversify and is zeroing in on the energy business—particularly since the power plant is now being one of the most targeted in line with the project of 35,000 MW electricity supply. The firm also has interests in the infrastructure business—such as clean water management. Adaro Energy's net profit is US\$ 132 million in the first quarter of 2017. The value has grown by 63% compared to the same period of 2016 (US\$ 81 million). The firm is actively involved in socially responsible causes—

and providing decent sanitation for community members, especially in their production areas in Kalimantan is one such important focus area. Its Adaro Bangun Negeri Foundation empowers a number of institutions to empower communities of social entrepreneurship in the field of sanitation. Through Coaltrade Services International Pte. Ltd, Adaro Energy has a business branch in coal trading services in Singapore. It also owns an investment company called Coronado Holdings Pte. Ltd.



ASIA PASIFIC RESOURCES INTERNATIONAL LTD (APRIL)

Asia Pacific Resources International Ltd. or acknowledged as APRIL Group is one of the largest pulp and paper manufacturers in the world. The operational unit of April Group in Indonesia is PT Riau Andalan Pulp & Paper (PT RAPP). One of the flagship products is Paper One which has sales globally. Singapore is one of the South East Asian countries that have been reached by APRIL products. The company has a service office in Singapore. Besides pulp and paper factories, APRIL Group significantly invests in the infrastructure sector, including main roads, harbours, and airports in order to distribute

their products. Recently, APRIL's social responsibility activities have unified with the Tanoto Foundation, an organization which was held by the Tanoto family. Tanoto Foundation focuses more on the education sector, such as: providing scholarships, supplying school books, and renovating school buildings. One of its important programmes is provisioning and assisting teacher to design creative education program. APRIL also provides resources to support Indonesian government's firefighting efforts.



PT BERLIAN LAJU TANKER TBK Though engaged in mining, oil, and gas shipping services, the primary focus of one of Indonesia's largest shipping concerns—PT Berlian Laju Tanker Tbk, is on transporting chemicals, gas, and other materials. Owned by the Hadi Surya family it currently operates about eight ships of various dimensions in the waters of Southeast Asia, Far East Asia, and India. It is also developing some new markets in the shipping business considered to be relatively open. The firm is registered on both the Indonesia Stock Exchange and Singapore Exchange. Berlian Laju Tanker also has a subsidiary firm—

GBLT Shipmanagement Pte. Ltd, operating in Singapore. In the first quarter of 2017, Berlian Laju Tanker managed to account profits to the tune of US\$0.63 million. The company has been closely involved a range of social activities in the fields of education, sport, and environmental awareness. "The corporation will continue the optimization of profitable assets and apply cost efficiency in 2017. The corporation believes that our performance in 2017 will be better even though it is not spectacular," said the Managing Director of Berlian Laju Tanker, Siana Anggraeni Surya.



PT BUANA LISTYA TAMA TBK A lead player in the shipping industry PT Buana Listya Tama Tbk. is listed on the Indonesia Stock Exchange. It has large interests in the overseas market which it services with its range of ships, tankers, barges, and tugboats. The company has 12 oil tankers with a carrying capacity of 457,124 dead weight tons (DWT). A subsidiary of PT Berlian Laju Tanker Tbk, owned by Hadi Surya family, Berlian Laju also enjoys its position as one of Indonesia's largest mining, chemical, oil and gas shipping conglomerates. In 2016 Berlian Laju Tanker posted revenues to the tune of US\$ 23.08 million. Its total assets in 2016 went up to US\$ 213.14 million. Buana Listya Tama also has a representative office in Singapore.



BUMITAMA AGRI LTD Owned by Indonesian entrepreneur, Lim Haryanto Gunawan, Bumitama Agri Ltd. is a leading palm oil company. He took over the business from Lim Haryanto Wijaya Sarwono, whose net worth was US\$700million. The company's palm oil plantations are located Central Borneo, West Borneo and Riau provinces in Indonesia. Its growth strategies are enshrined in the concepts of operational and financial efficiency, high production land acquisition and undertaking and developing the land. Bumitama Agri is listed on the Singapore Stock Exchange. Bumitama's revenue earnings went up to Rp2.09 trillion by March 2017, growing 40.7% from the same period in 2016. It booked a gross profit of Rp537 million, growing 30% from the same period in 2016. The company is engaged in CSR activities involving farmers who live around its production operations.



CITA MINERAL INVESTINDO PT Cita Mineral Investindo Tbk which is listed on the Indonesian Stock Exchange is part of a business group managed by Lim Gunawan; thus it shares the same ownership as Bumitama Agri Ltd. Cita Mineral Investindo is engaged in the mining sector, with a focus on as bauxite mining and is also a producer of grade Alumina, a primary material for Aluminum. The firm also holds a shared company, PT Well Harvest Winning Alumina Refinery (WHW), owned by China Hongqiao Group Ltd., Winning Investment Company Ltd., and Shandong Weiqiao Aluminum and Electricity Co. Ltd. Richburg Enterprises Pte. Ltd, a Singapore-based firm holds 73.15% stock of Cita Mineral Investindo which registered sales revenues to the tune of Rp130.3 billion, in the first quarter of 2017.

Cita Mineral Investindo through PT Well Harvest Winning Alumina Refinery plans to reach a target of 1 million tonnes in Alumina production. WHW also will continue to export the Smelter Grade Alumina. "We hope Cita Mineral through Well Harvest Winning can continuously progress to the 1 million ton production and always contributes to all stakeholders, local communities, and nation," said the Director of Cita Mineral Investindo, Yusak Pardede.



GALLANT VENTURE Owned by the Salim Group, the investment firm Gallant Venture Ltd. in 2013, this company took over 52.35% of Indonesia's automotive retailer, PT Indomobil Sukses International Tbk. (IMAS) whose worth was 988 million Singapore dollars. Gallant is now also growing rapidly in the real estate sector, especially the development of the industrial area in Riau Province. It is also getting into the tourism business. Gallant Venture traverses its businesses activities between Riau and Singapore. Some parts of Gallant Venture business is managed by its subsidiary in Indonesia. Gallant is listed on the Singapore Stock Exchange, as a majority shareholder of PT Indomobil Sukses International Tbk. In March 2017 Gallant Venture posted a revenue of \$Singapore 436.87 million.

One of Gallant's greatest assets is contributed by Indomobil's business. Gallant Venture through its numerous business lines continues to explore new business opportunities, strategic partnerships, and investments. The company is also exploring the power generation business and airport infrastructure. In terms of social responsibility activities, Gallant Venture CSR activities are spurred by the company's belief that the group's business should grow along with the social development of people in Batam and Bintan Island, Indonesia. Since the inception of various businesses in the Group, the company has been participating regularly in community development projects in education, religion, and health.



PT GARUDA MAINTENANCE FACILITY AERO ASIA (GMF)

A subsidiary of PT Garuda Indonesia (Persero) Tbk, PT Garuda Maintenance Facility Aero Asia (GMF), is engaged in the business of aircraft maintenance repair and overhaul (MRO). Based in Indonesia's Soekarno Hatta International Airport, Tangerang it employs 4500 personnel spread over 60 stations around the world. GMF has an extensive aircraft maintenance facility such as a component workshop, engine shop, material & bonded warehouse and also Airbus Remote Training Center. GMF AeroAsia is one of the largest and finest aircraft maintenance industries in Indonesia with a dynamic vision till 2021. It is amongst the top 10 MROs in the world. GMFAeroAsia is committed to creating safe air traffic by providing integrated and reliable aircraft maintenance solution. The company has branches in 20 cities across Indonesia and four representative offices abroad in Singapore, Jeddah, Riyadh and Amsterdam. As part of GMF's corporate social responsibility program in the educational sector it set up a seminar and workshop—"Product Service System" in collaboration with Cranfield University, UK in December 2016 with the intent to bring advantages in developing its human resources and also a contribution to science flourishing especially in the aviation industry. GMF has other educational events under this programme with tie-ups with other institutions for human resources, scholarships and public visits to educate people about aircraft maintenance and aviation.



GOLDEN AGRI-RESOURCES LTD Golden Agri-Resources Ltd (GAR) and its subsidiaries, along with PT SMART Tbk (PT SMART) which was listed on the Indonesia stock exchange in 1992, was one of the world's top integrated palm oil plantation companies. GAR's is primarily involved in the business of cultivating and harvesting of oil palm trees. It also processes fresh fruit bunch (FFB) into crude palm oil (CPO) and palm kernel. The firm is involved in refining CPO into value-added products such as cooking oil, margarine, and shortening. The firm is vigorous in its merchandising of palm products globally. The company constantly invests in research and development to invent new technologies that will improve the productivity of its oil palm operations in a sustainable mode. GAR cultivates 488,252 hectares of oil palm plantations in Indonesia, including plasma smallholders. In 2016 GAR posted a revenue of over US\$7.2 billion, 11 percent higher than the previous year. An important part of its growth agenda is its great belief that socio-economic growth can go hand-in-hand with environmental protection. The GAR Social and Environmental Policy (GSEP), launched in 2015, in fact is its roadmap for achieving responsible palm oil production. The company continues to implement initiatives to turn its commitment into practical reality. In 2016, GAR identified 72,000 ha of High Carbon Value (HCV) and High Carbon Stock (HCS) areas for conservation across its concessions. It's also in the process of completing its community conservation partnership with community-based fire prevention programs in fire prone areas—such as 17 villages in West Kalimantan and Jambi. GAR is well-positioned to grow a global, diversified customer base through strong distribution, branding, merchandising, destination processing, shipping, and logistics. It was listed on the Singapore Exchange in 1999. Its corporate headquarters are based in Singapore and functions as an excellent hub for its downstream business in trading and commercial relationships.



PT GOLDEN ENERGY MINES TBK (GEM) is engaged in mining and energy businesses. A subsidiary of the Sinar Mas Group, one of the top Indonesian corporations, GEM is currently engaged with the 35,000 MW electricity project. One of GEM's strengths is it is able to be both a provider in the upstream and downstream value chain. It owns a coal line business that can be combined with its electricity business being worked on by the corporation. In 2016, total coal production accounted by GEM reached 12 million tons or increasing 40% compared to the period of 2015 which resulted 7.5 million tons. Coal sale through the subsidiary company GEM Trading Resources Ltd. was 2 million tons in 2016. The controlling shareholder of Golden Energy Mines is Golden Energy and Resources Limited which is registered in Singapore Exchange. Furthermore, the company also owns GEM Trading Resources Ltd., as the sale company in Singapore.

**GUNUNG STEEL GROUP (GSG)**

It was established in Medan in 1970 and is today Indonesia's largest private steel company. In 1987, it expanded, operating a bigger mill in Cibatung. The combined space occupied by its head office and mills take up 240 hectares! GSG is able to produce 3,280,000 metric tonnes of steel annually. The company is currently on an expansion path and upgrading its production capacity in response to Indonesia's improving economic outlook to become the most comprehensive integrated steel mill in the country. GSG supplies quality steel to the construction industry, Oil & Gas and Ship Building. As a part of its CSR programme, GSG is committed to building a public training school in 2018 for development of Indonesians and their skills. Its looks after the welfare of its workers by providing housing, schools, sports hall and health and medical benefits. It actively involved with trading companies in Singapore such as Stemcor (S.E.A.) Pte Ltd, Chuan Eu International Pte Ltd, Gayathri Steels, Metal One Singapore Pte Ltd & Thyssenkrupp Materials Trading Asia Pte Ltd.

**PT INDOMOBIL SUKSES INTERNATIONAL TBK**

With its core businesses in the field of automobiles and heavy equipment PT Indomobil Sukses International Tbk. is a brand-holder agent of a number of vehicle products in Indonesia. It also operates a multi-finance enterprise unit. The firm is an agent for top-end brands such as Nissan, Suzuki, Hino and Renault. Established in 1976 Indomobil has over 4,000 employees working in its set up across Indonesia. An important part of its growth strategy is its concept of 3S (sales, service, spare parts) — aimed at ensuring the after-sales services provided for the customers are guaranteed for satisfaction. A major shareholder in Indomobil Sukses Makmur is Gallant Venture, a company registered on the Singapore Stock Exchange. Gallant Venture is affiliated with a business group owned by the Salim family. In 2016 Indomobil accounted sales value as high as Rp 15.05 trillion. Indomobil's CSR activities revolve around education, in particular in the area of improving human resources' capability, knowledge, and skill in the automobile sector.

**PT KINO INDONESIA TBK**

It's a leading firm in food and beverages, personal care, and pharmacies. Amongst its top selling products is Larutan Penyegar Cap Kaki Tiga. Set up in 1991 it owns 18 brands from 16 product categories—its babies and kids care products are particularly popular. The firm has expanded its operations to Singapore, Malaysia and Philippines through Kino International Pte. Ltd. and in 2015 was officially listed on the Indonesian Stock Exchange. In 2016, Kino Indonesia booked an annual sales revenue of Rp3,49 trillion, and a net profit of Rp181 billion. Its CSR program, managed by the Kino Kasih Foundation, focuses on a range of social issues. An important cause is donations for the Rumah Harapan, a shelter for cancer survivors.

**PT LAUTAN LUAS TBK**

Sixty-year old PT Lautan Luas Tbk is involved in the production of both basic and specific chemical materials. Lautan Luas is a representative of 100 international principles and distributes over a 1000 chemical products. It serves over 2000 customers based in various sectors of industry all over Indonesia and the Asia Pacific region. In Singapore Lautan Luas owns Lautan Luas Singapore Pte.Ltd., the Linc Group International Pte.Ltd. and Interfreight Linc Logistics Pte.Ltd. Lautan Luas has a head office in Jakarta as part of its direct monitoring distribution network, which is supported by 5 branches and 7 representative offices, spread across several big cities in Indonesia. The office in Singapore is involved in the remote monitoring of corporate activities in China, Thailand, and Vietnam. In 2016 Lautan Emas posted a net profit of Rp5.66 trillion. The firm's CSR activities revolve around education and training. It has on several occasions also partnered with Happy Heart Foundation, an organization which focuses on building and renovating schools, an activity which empowers local communities. The program will be executed for several years. The company also has a partnership with an IT Company (PT Strategic Solution Partner), to conduct training activities through it Kimia itu Mudah (KIMUD) and Komputer itu Mudah (KOMUD) programmes for secondary school students who cannot continue their study at the university.





PT TELEKOMUNIKASI INDONESIA INTERNATIONAL (TELIN) A global business on planning, building, providing, developing, renting, network operational, and IT services. PT Telekomunikasi Indonesia International (Telin) is a subsidiary company of PT Telekomunikasi Indonesia Tbk. The firm's international service has been broadened to cover Singapore, Malaysia, Timor Leste, Singapore and several other countries. One of the major projects it took on in 2016 was the establishing of a global standard data centre Global Telecommunication Hub, with a 20,000-meter square area in Jurong – Singapore, which was managed by Telin Singapore. The data centre Global Telecommunication Hub, is segmented for the global corporation. The total Telekom data, both domestic and regional, till 2016 ranged up to 100,000-sq meters. It is the third data centre to be listed in Singapore. According to the CEO of Telin Singapore, Septika N. Widyasrini, this data centre is futuristic, reliable, flexible and easy to develop - something the Telekom has waited for long. A data centre long desired by TelkomGroup. Telin-3, connected to the fiber

optic network of Telin Singapore, is also connected to the international undersea cable network of TelkomGroup. Telin aims to be one of the global players in this network and internet business. Its data centre expands its reach to South East Asia and also globally.



PT TIPHONE MOBILE INDONESIA TBK One of Indonesia's leading cellular providers, distributors, content, and multimedia enterprises TPT Tiphone Mobile Indonesia Tbk has a network of 200 branch offices throughout Indonesia, 400 outlets, 96 service centers, and 250,000 active resellers who sell cellular handset products and credit vouchers. A 2016 performance report identified credit voucher sales as the leader in the corporation's sale structure. Amongst its other subsidiary firms are those such as PT Telesindoshop and PT Simpatindo Multi. In 2016 Tiphone Mobile Indonesia showed a net profit margin of Rp 468 billion, showing a 27 percent rise from 2015. As part of its marketing strategy it is developing its micro transaction service to provide services for micro, small, and medium-scale business (UMKM) actors. It's developing its online distribution channel by utilizing either e-commerce development or online transportation such as Gojek the cab-hailing service. The company has tied up with PT Telkomsel to build the GraPari Customer Service Center in Singapore's central business district to facilitate customers coming from Indonesia to Singapore.

PT TRANSPORTASI GAS INDONESIA A subsidiary of PT Perusahaan Gas Negara Tbk., PT Transportasi Gas Indonesia is involved in the development of infrastructure and gas services in the country. The firm which started operations in 2002 has set 1,000 kilometers of both onshore and marine gas pipelines, connecting Grissik to Duri and Grissik to Singapore. Its gas distribution capacity to Singapore will continue to increase from 40 MMscfd to 465 MMscfd. The majority of TGI shares are owned by PGN 59.87%, Transasia Pipeline Company (40%) and Yayasan Kesejahteraan Pegawai and Pensiun Negara Gas (0.13%). TGI has a contract to supply gas needs in a number of areas, especially in Duri (Riau), Panaran (Batam), and Pemping (Riau Islands) until 2023. In 2015, the transmission volume of gas through TGI reaches 741 MMscfd. The company takes the necessary steps to protect the environment and improve the populace's socio-economic conditions. It implements a comprehensive Health, Safety and Environment management system, synergizing every resource, developing local community relations and strengthening communications with and concern for its employees.



PT VOKSEL ELECTRIC TBK Set up in 1971 in Indonesia PT Voksel Electric Tbk is one of the largest operators in the supply of cables and production. It has cornered a huge market in its sales cables for the telecommunication industry and power cables for electricity. It has partnered with PT Perusahaan Listrik Negara (PLN) and PT Telekomunikasi Indonesia Tbk to enhance its operations. As a cable supplier for the power transmission cable, Voksel has already done their own production in the country, but its supplies are also burgeoning in overseas markets, with exports going out to over 50 countries. Voksel's cables have been utilized liberally at Sports Hub project in Singapore. Financial statements of the third quarter of 2016, registered Voksel Electric's assets at Rp 1.83 trillion. Revenues from cable sales were Rp 1.46 trillion—growing by 19% compared to the third quarter of 2015. Production capacity for power-aluminum cables is 68,400 tons annually, power-copper (copper) cables production annually was at 21,160 tons per year and optical power cables was at 1.440 million fiber kilometers a year. Its CSR activities revolve around the factory environment in Cileungsi, Bogor area, with scholarships to vocational schools related to their business, as a part of its other programmes. "Giving contribution to the environment especially around our factory. Honestly, we can't forget it, also for their family members," said Voksel Electric President Director, David Lius.



WILMAR INTERNATIONAL LTD An integrated agri-business group Wilmar International Ltd is engaged in many sectors including palm oil plantation, sugar, consumer products, biodiesel, etc. Its palm oil-based production operations are located in Sumatra. Set up in 1991 Wilmar International and had a base operation in Singapore. In recent years the firm has been expanding its operations quite actively with about 500 factories and a worldwide distribution network that traverses Indonesia, China, India and 50 other countries. The firm has partnered with Singapore food industries to step up its operations in this area in China. Wilmar International Ltd. is listed on the Singapore Stock Exchange. PT Wilmar Cahaya Indonesia Tbk one of Wilmar's corporations is on the Indonesian Stock Exchange. Its main area of business is vegetable oil with assets in December 2016 around Rp 1.42 trillion. Based on the first quarter 2017, Wilmar International recorded an income of US\$10.57 million. The firm's CSR programmes are active on environmental management as well as empowering local communities.

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Cooperating to Promote Wonderful Indonesia

Indonesia Ministry of Tourism collaborates for a second time with low cost airline in Singapore in an integrated marketing programme to hit tourism targets



At the launch of the partnership (above third and fourth from) Logan Velaitham CEO of AirAsia Singapore and I Gde Pitana representing the Indonesia Ministry of Tourism resp. (Right): Traditional Indonesian dance performance. (Opposite page): Ubud, Bali

AIRASIA is the largest airline that brings in passengers to Indonesia, flying 77 times a week from Singapore to Indonesia. Currently the airline connects Singapore with five exciting destinations in Indonesia with nonstop flights to Jakarta, Bandung, Yogyakarta, Semarang and Bali. On 28 July 2017 a press event was organised to announce the second year AirAsia Singapore will be collaborating with Indonesia's Ministry of Tourism in a partnership to promote the Ministry's 'Wonderful Indonesia' programme to these destinations.

In a statement issued by the Minister of Tourism Arief Yahya, he said, "About 80 percent of foreign tourists arrive in Indonesia via air transportation, thus the number of airline seats is the key to reach the target of tourist arrivals in 2017-2019. Thank you AirAsia for the commitment and collaboration."

The Minister announced three top priority programmes including digital tourism, tourist village homestay and air connectivity that will be implemented to meet the 2017 tourism target of 15 million of foreign tourists and 265 million of domestic tourists movement; thereafter the target will gradually increase to 20 million of foreign tourists and 275 million domestic tourists movement by 2019.

More to Explore

This cooperation aims at promoting the beauty of Indonesia in all leading destinations. Indonesia is blessed with great natural beauty and has a wide range of flora and fauna and this programme will go a long way in further strengthening the commitment to promote the 'Wonderful Indonesia' agenda in Singapore.. Deputy Minister of Tourism for International Marketing, I Gde Pitana added, "We hope these AirAsia routes make it easy for people especially Singaporean to experience Indonesia further."

As part of the cooperation pact, AirAsia is committed to increase the sales to Indonesia during the collaboration period. According to official data released by Indonesian Central Bureau of Statistics, Singaporean tourist arrivals were consistently ranked first for the number of foreign tourist arrivals in Indonesia. Data from the Ministry of Tourism of the Republic of Indonesia shows a total of more than 745,000 travellers from Singapore visited Indonesia during the first semester of the year 2017. This year, the Ministry of Tourism has set the target of Singaporean tourists arrivals to around 1.9 million.

Two main components of this collaboration involve media placement and a ticket and tour

package sales promotion. Thus the Ministry of Tourism through AirAsia agents will also organise direct/customer selling programmes at shopping malls. "We want to get to the customer closer in the direct selling," said Professional Staff to the Minister on Tourism Infrastructure, Judi Rifajantoro.

Judi Rifa also said, advertising on AirAsia.com is the easiest way to attract millions of eyes because it is targeting customers based on their country of origin, with 23 country homepages in 13 languages. He said the objective is to build brand awareness with the homepage and run ads on Skyscraper advertising sites. This should also contribute to raising the awareness of the Wonderful Indonesia brand through AirAsia's marketing plans and promote Indonesia destinations.



"We hope these AirAsia routes make it easy for people especially Singaporeans to experience Indonesia further and will help both countries develop friendly cross-border relations..."

- I Gde Pitana, Deputy Minister of Tourism for International Marketing

Top Attractions at...

JAKARTA offers a treasure trove of attractions including shopping, museums, golf, fine dining and night life. Nowadays, Jakarta has now become even more appealing thanks to its numerous city and international festivals. Also there is more to discover in Jakarta apart from its urban spaces; the choices range from trekking in a mangrove forest... to tracking the endangered rhino in the national park. Other Jakarta highlights include:
Culinary Tourism ■ Sabang Street Food ■ Plataran Menteng ■ Gianti Coffee
Attractions ■ Mangrove Forest Pantai Indah Kapuk ■ Old Town of Jakarta ■ Setu Babakan ■ Bogor Botanical Garden
Festivals ■ We The Fest (11 to 13 Aug 2017) ■ Synchronize Fest (6 to 8 Oct 2017) ■ Jakarta Marathon (29 Oct 2017) ■ Djakarta Warehouse Project/DWP (15 to 6 Dec 2017)

BANDUNG is well known for its friendly climate, climate and as a centre for textiles; for young people to refresh themselves in a scenic landscape and Instagram-worthy cafes. You can also go glamping at the lakeside. Bandung highlights include:
Attractions ■ Wot Batu ■ Selasar Sunaryo ■ Nu Art ■ Spasial ■ Lakeside Glamping
Culinary Tourism ■ Sudirman Street food ■ Armor Kopi ■ Martabak Andir
Festivals ■ Bandung Design Biennale (Nov 2017)

SEMARANG in northern Java, is in a strategic location making the city a melting pot of Chinese, Indian Arab, and European cultures. Wandering around the Chinese Quarter and the Dutch commercial district, you will see these influences everywhere. In the older part of the city near the Koto Lama harbour stroll around to explore the historic old buildings in what was once the European commercial district. Other Semarang highlights:
Attractions ■ Demak Mosque ■ Lasem ■ Old Town of Semarang ■ Sam Poo Kong Temple ■ Rainbow Village
Culinary Tourism ■ Joko Kopi ■ Loenpia Gang Lombok ■ Spiegel Bar & Bistro
Festivals ■ Jamu Festival (Sep) ■ Rijstta Fest (Nov) ■ Dieng Culture Festival (4 to 6 Aug 2017)

YOGYAKARTA is known as Neverending Asia for its endless appeal as one of the foremost cultural centres of Indonesia. Jogja is also blessed with mesmerizing natural beauty, fascinating monuments of human civilization, and well preserved cultural traditions. Besides its well preserved cultural heritage Jogja also has many allurements for the adventure buff such as cave tubing, sand surfing, rock climbing, and tightrope walking. Yogyakarta highlights include:
Attractions ■ Kalibiru ■ Tebing Breksi ■ Puppet Papermoon ■ Cave tubing Kalisuci
Culinary Tourism ■ Klinik Coffee ■ Jejamuran ■ Raminten ■ Omah Cebong
Festival ■ Ngayogjazz 2017 (18 Nov 2017)

BALI is also known as the Land of the Gods and its appeal lies in its countless temples, stunning secret beaches and the famous terraced rice fields. Bali's white beaches are a favourite for family holidays and many beautiful aquatic experiences, not to mention hipster hangout places. Bali highlights include:
Attractions ■ VV Safari ■ Nusa Lembongan, Nusa Penida, & Nusa Ceningan ■ Puncak Wanagiri Bali ■ Taman Nusa
Culinary Tourism ■ El Kabron ■ La Planca ■ Pod Chocolate Factory & Café
Festivals ■ Buleleng Festival (2 to 6 Aug 2017) ■ Sunny Side Up (11 to 12 Aug 2017) ■ Ubud Writers & Readers Festival (25 to 29 Oct 2017)



Showcase of Excellence at Indonesia Embassy

Commercial showcase offers rotating tableaux
of products **Made in Indonesia**



COMPANIES looking for opportunities to view and import a wide range of made-in-Indonesia products can now visit the refurbished Indonesia Showcase at the Indonesia Embassy at Chatsworth Road. Officially opened on 23 December 2016 by HE Ngurah Swajaya with Guest of Honour, the President of the Singapore Manufacturing Federation Mr Douglas Foo with the Indonesian Investment Coordinating Board (BKPM) as one of the partners that helped to establish the Showcase. The facilities include a large LED touch screen TV, iPads and tablets that provided online connectivity for direct information, contact and in some cases, even purchase, with the manufacturer of the products. Wherever possible, the actual products and samples are provided for visitors to inspect. The range on display here is extensive (currently more than 50 items) and online there are presently more than 500 items. They include manufactured goods, commodities, food stuffs, industrial, arts and handicrafts, fashion, pharmaceutical and even extends to commercial and military equipment! The Indonesian Embassy's Trade Attache, Mr Sugih Ramansyah, said the Showcase is open to anyone interested in doing business with Indonesia especially those who would like to market these products internationally. The 120 sq ft showroom also used decor and construction materials and furniture sourced from Indonesia. Everything was designed to bring visitors closer to Indonesia including a food & beverage corner serving world famous Indonesia coffee.



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