



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Embassy of Switzerland
Swiss Business Hub Indonesia

**+ SWITZERLAND
GLOBAL
ENTERPRISE**

enabling new business

Swiss Manufacturing Technologies
17 – 21 November 2019, Jakarta

FACT FINDING MISSION TO INDONESIA



OFFICIAL PROGRAM



CO-OPERATING PARTNER



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra



About Indonesia

Indonesia, with its huge domestic market, its significant number of middle class consumers and hence huge demand for modern technology, offers highly interesting opportunities for Swiss companies in the Manufacturing sector.



INTERESTING OPPORTUNITIES FOR SWISS COMPANIES

Manufacturing contributes 20 percent of Indonesia's GDP – and it will keep growing, at over five percent for the next five years. Indonesia manufacturing value added is the biggest in ASEAN. The biggest growth rates are expected in food & beverage, chemicals & pharmaceuticals, automotive (incl. motorbike) and mechanical, electrical & engineering (MEM) industries.

Are you active in

- **assembly & factory automation**
- **packaging technology**
- **mold & dye**
- **precision tools**
- **manufacturing technology**
- **sheet metal processing/work & surface coating technology or**

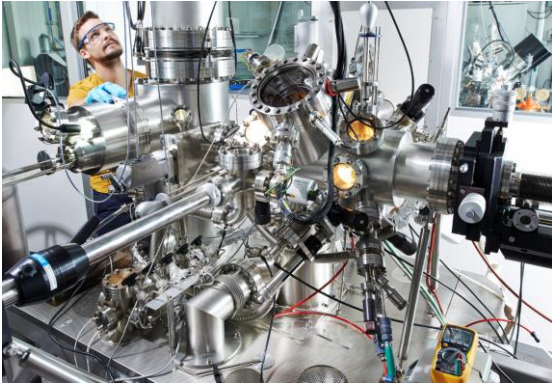
- **looking for sourcing / procurement opportunities?**

Then join the Swiss Business Hub Indonesia and Switzerland Global Enterprise (S-GE) for a Fact Finding Mission from 17 – 21 November 2019.

FIVE REASONS WHY EXPORTS AND A MARKET ENTRY FOR SWISS BRANDS TO INDONESIA MATTER:

1. Missing the opportunity and enhancing the presence today would be similar to avoiding China over the past decade – indeed a costly mistake.
2. Besides being the largest economy in Southeast Asia, Indonesia is also a member of G20 and as 16th country, has recently joined the USD "One-Trillion-GDP-Club".
3. Thanks to an overall stability and other positive factors, the local market continues to grow >5% on GDP level boosting consumption and investments.
4. Several government policies already put into force, are pushing the country from being purely commodity oriented to a vertically integrated and value driven economy.
5. A certain "localization" combined with a cost-effective manufacturing, serves the local market but also allows to tap into the huge ASEAN region with its 650 mio. consumers with a combined GDP of USD 2.7 trillions.

Even exports back to Switzerland or sourcing including outsourcing of certain parts of your supply chain are a valid option.



TESTIMONIALS FROM 2018 FACT FINDING MISSION TO INDONESIA

“Thanks to a good mix of site and exhibition visits, interviews and experience sharing with localized Swiss companies and discussions with colleagues the Fact Finding Mission to Indonesia was an effective way to get a very helpful insight into this country. In particular my improved understanding of its economy and industry will be helpful in further deciding our business strategy for this developing region”.

Bruno Cathomen – CEO Mikron SA



“We had the chance to meet potential partners, suppliers and customers in our business field. As SME working in a niche market, it was impressive to see how I got a feeling about the market in only 4 days! This feeling and market understanding is for me important to define the next steps for my sales strategy in Asia”.

Claudio Manfroni – CEO Sapal SA



“I firmly believe, that now it is the time for any serious business development of an internationally active technology provider to check the potential through first hand analysis of this 260 million consumer market. The FFM offers the first step covering all aspects in a nut shell at a very affordable price and shortest possible time. A highly recommended experience».

**Christoph Blättler – Secretary General
Swiss Machine Tool Manufacturers**



PROGRAM HIGHLIGHTS

- Familiarize yourself with local cultures and day-to-day life in the shortest time possible
- Receive first hand market information with a focus on your own products and services.
- Participate in tailor made B2B meetings with local experts, importers or distributors.
- Get practical hints from the Swiss business community on how to do business in Indonesia.
- Visit Swiss and Indonesian companies active in manufacturing e.g. food or automotive.
- Have a look at the newest “SwissCenterIndonesia” – a one-stop-service provider offering a hassle free market entry for SME’s

PROPOSED PROGRAM

Sunday, 17 November 2019

- Individual trip to Indonesia – latest arrival in Jakarta in the afternoon
- Welcome dinner

Monday, 18 November 2019

- Briefing: introduction to Indonesia as an economic power house
- Presentation of Swiss companies (experience reports)
- Visit to factory of a Swiss or Indonesian SME and/or guided tour around one of the leading industrial zones

Tuesday, 19 November 2019

- Individual B2B meetings with potential partners (3 – 4 meetings/ company)
- Visit factory of a Swiss or Indonesian SME incl. “Swiss-Center-Indonesia”
- Traditional Indonesian “Rijsttafel” dinner

Wednesday, 20 November 2019

- Visit factory of a Swiss and an Indonesian MNC e.g. in food processing and automotive industry
- Dinner reception at the Swiss residence with local Swiss companies and partners/experts/distributors hosted by the Ambassador of Switzerland (tbc)
- End of program

Thursday, 21 November 2019

- Individual departure or continue your bilateral meetings

THREE STEPS TO GET CONVINCED AND TO SIGN-UP

1. Participate at S-GE’s flagship event “Aussenwirtschaftsforum” on 26 March, 2019 at Messe Zurich – visit www.s-ge.com/awf
2. Book a slot at the country consulting week: 6 – 9 May, 2019 at S-GE Zurich office and 10 May, 2019 at S-GE office in Renens.
3. Participate in a “CEO Roundtable” supported by Swissmem (details/date to be confirmed).

And now – sign up and join the Fact Finding Mission to Indonesia November 17 – 21, 2019 by using the application form.

Contact

Switzerland Global Enterprise | Headquarters

Stampfenbachstrasse 85 | CH-8006 Zurich | T +41 44 365 51 51 | s-ge.com



ANGELA DI ROSA
Senior Consultant South East Asia
adirosa@s-ge.com
T +41 44 365 54 73
M + 41 79 680 08 44



ALAIN GRAF
Senior Consultant Asia – Renens office
agraf@s-ge.com
T +41 21 545 94 97
M + 41 79 634 2057

Swiss Business Hub Indonesia

c/o Embassy of Switzerland | Jl.H.R. Rasuna Said | Blok X 3/2 | Kuningan | Jakarta 12950 | Indonesia



WOLFGANG SCHANZENBACH
Head of Swiss Business Hub Indonesia
wolfgang.schanzenbach@eda.admin.ch
T +62 858 8888 2702
T +41 58 480 38 55
M +62 811 870 9013



CYNTHIA KEMALAWATI
Senior Trade Officer
cynthia.kemalawati@eda.admin.ch
T +62 21 525 6061
T +41 58 485 02 68
M +62 858 8888 2702

Switzerland Global Enterprise
Stampfenbachstrasse 85
CH-8006 Zürich
T +41 44 365 51 51

Switzerland Global Enterprise
Corso Elvezia 16 – CP 5399
CH-6901 Lugano
T +41 91 601 86 86

Switzerland Global Enterprise
Ch. Du Closel 3
1020 Renens
T +41 21 545 94 94

s-ge.com

**Registration
Fact Finding Mission
to Indonesia
Swiss Manufacturing
Technologies
17 – 21 November 2019
Jakarta**



I would like to register for the event “**Fact Finding Mission to Indonesia – Swiss Manufacturing Technologies**” (price per participant excluding VAT)

- Participation for S-GE and Swissmem members: CHF 3'450.–
- Participation for non S-GE members: CHF 3'950.–

Included

- All transports logistics on the ground
- Accomodation for four nights
- All meals (dinners and lunches)
- Facilities for B2B matchmaking meetings

Excluded

- Flights to and from Jakarta
- Transfer airport – hotel – airport

Registration deadline for “Fact Finding Mission to Indonesia – Swiss Manufacturing Technologies”

20 September 2019

YOUR CONTACT INFORMATION

COMPANY

LAST NAME

FIRST NAME

POSITION

STREET

PO BOX

POST CODE, TOWN

CELL PHONE

E-MAIL

PLACE / DATE

SIGNATURE

Please sign and return registration form until September 20, 2019 to:

Switzerland Global Enterprise ExportHelp
Ms. Angela di Rosa
Stampfenbachstrasse 85
CH-8006 Zurich

Phone 0844 811 812
Fax 0844 811 813
contact@s-ge.com or adirosa@s-ge.com