

# BAHASA BUSINESS



The Indonesia Canada Chamber of Commerce  
Monthly Newsletter

MAY 2016

Highlight:  
KADIN Indonesia Chairman

## **Rosan Roeslani**

Foreigner **Home/Residence**  
**Ownership** in Indonesia

**Palladium:**  
**A Catalyst of Change**

GPEI to host  
**Indonesian Festival**  
**2016** in Canada



## KADIN Indonesia and ICCC sign MOU

Under the MoU, the ICCC and KADIN Indonesia will strengthen their cooperation on a number of key levels.

First, both organizations will work together to actively communicate business, trade and investment opportunities and exchange information on related business interests and opportunities.

Second, KADIN Indonesia and ICCC will develop special engagements, dialogues, and business meetings focused on promoting sectors or industries of interest to KADIN Indonesia and ICCC members. This can include joint network gatherings, breakfast seminars, and luncheons.

Third, KADIN Indonesia and ICCC will work together to bring attention to pro-business policies that benefit all stakeholders.

ICCC and the Indonesian Chamber of Commerce and Industry (KADIN Indonesia) signed a MoU intended to support the maintenance and growth of trade and investment and also to support the improvement of policies on trade and investment between Indonesia and Canada.

Representing ICCC, Chris Bendl and representing KADIN Indonesia, Chairman Rosan Roeslani, the MoU was signed on 7 April 2016.



## Batam Seeks to Woo Canadian Investors.



Seeking to empower the lower income population by strengthening the capacity of small and medium sized businesses, the city administration of Batam (in Riau Province) invited Donald Bobiash, the Ambassador of Canada to Indonesia, with accreditation to Timor Leste, for a face-to-face visit to discuss a range of business opportunities.

In his opening presentation, Amsakar Achmad the Deputy Mayor of Batam, provided an overview of the various industries operating in Batam, including manufacturing, shipbuilding, and textile, which could be improved with the support of Canadian businesses.

Said Muhammad Rudi, the Mayor of Batam, "Batam is officially a Free Trade Zone and if Canadian businesses are ready to invest, we will welcome them with open arms. I am certain the positive impacts will be felt immediately, as a boost to our small and medium business sector will be especially good for the lower middle classes."

There is definitely room for growth for Canadian representation in Batam. The Mayor noted that of the seven thousand foreign workers in Batam, four were from Canada.

And when Ambassador Bobiash asked if Canadian workers would have permit issues in Batam (referring to the permit issue some Canadian workers were facing in Jakarta) the Mayor responded confidently, "If any Canadians have issues with their permits, they can contact me directly."

# Blackberry: On the Comeback Trail

Let's face it. Blackberry has faced some tough times these past few years. But despite pundits from around the globe endlessly (and erroneously) claiming the Canadian company's demise was near, Blackberry has kept focused, kept readjusting, and may finally be seeing greener pastures.

2016 has so far been good for Blackberry. In January, sales of the new BlackBerry PRIV enjoyed a healthy boost when the respected DxOMark Test gave the phone's camera top marks, equaling iPhone 6S/6 Plus and beating out many others. And now, with more awards coming in (including design and performance awards) and also with veteran technology sales executive Alex Thurber joining the BlackBerry Devices team, activities are moving full steam ahead.



Alex Thurber joins team Blackberry

BlackBerry Chairman and CEO John Chen has also created some buzz with his stance on phone security which opposes that of Apple CEO Tim Cook. John Chen has stated, "When it comes to doing the right thing in difficult situations, BlackBerry's guiding principle has been to do what is right for the citizenry, within legal and ethical boundaries. We have long been clear in our stance that tech companies as good corporate citizens should comply with reasonable lawful access requests.

I have stated before that we are indeed in a dark place when companies put their reputations above the greater good."



John Chen

The company has also been flying high on its announcement that it beat its publicly-announced target of \$500 million in software and service sales as more than 10,000 enterprise customers have joined the BlackBerry fold. This includes a CDN20 million contract with the U.S. Department of Veteran Affairs, for the BlackBerry secure crisis communications AtHoc platform, which will cover over 600,000 VA personnel.

The year of course is not over and as BlackBerry is focused on creating the most flexible and unified enterprise mobility management (EMM) platform on the market, Bahasa Business is excited for the articles to come.



Welcome to the May edition of Bahasa Business, the Indonesia Canada Chamber of Commerce (ICCC) monthly newsletter. We have another great issue for you this month which features the new Indonesia Chamber of Commerce and Industry (KADIN Indonesia ) Chairman Rosan Roeslani, who shared his valuable thoughts on the role KADIN Indonesia and the ICCC can play in developing mutually beneficial business ties between Canada and Indonesia.

For those Canadians, and foreigners, looking to purchase some property, the article by SSEK provides some valuable insights into the newly publicized law on foreign ownership. If your organization has a shared value strategy which not only supports sustainability but also profits take a look at the article "The Birth of the Impact Economy" on page 8 and definitely book yourself into the Palladium conference "Executing Shared Value: Delivering Positive Impact in Indonesia" being held on May 31, 2016.

Readers who are in Ottawa in May stop by City Hall to check out the Indonesian Festival being held on the 22nd to the 24th. Over 28 booths to enjoy. And if you are reading this editorial on your smartphone, it is possible that you are part of the growing numbers who are enjoying the read from your BlackBerry. Read about how the company is enjoying a growth spurt on page 2.

I hope everyone has a great month of May and if you haven't already done so, do book your tickets for the Canada Cup Golf Tournament on May 20th. (Please contact the ICCC secretariat directly at karina.sherlen@iccc.or.id.)

Pleasant reading,

**Edwin Pjeroelie**  
Secretary - General ICCC

In an address to the Indonesia Canada Chamber of Commerce (ICCC) at the Annual General Meeting held on April 7, 2016, Indonesian Chamber of Commerce (KADIN Indonesia) Chairman Rosan Roeslani provided some key insights on how the strengthening ICCC-KADIN Indonesia relationship is mutually beneficial to both Indonesia and Canada. The KADIN Indonesia Chairman also shared a glimpse of the role Canadian businesses can play in Indonesia.



## Insights from KADIN Indonesia Chairman **Rosan Roeslani**

### **The role of the ICCC**

The ICCC can play a very important role as communicator and reach out to Canadian companies in Canada with the message that Indonesia is serious about attracting their investment, providing great business opportunities, and that KADIN Indonesia is ready to work with the ICCC to support Canadian businesses get the right start here in Indonesia. In addition to releasing nearly a dozen economic stimulus packages over the last several months and easing foreign investment restrictions, the government is currently eliminating 42,000 various regulations as part of its initiative to dramatically improve the country's ranking to one of the top 50 countries in "ease of doing business". This means that it is a great time for Canadian businesses to look into, and invest, in Indonesia and the ICCC can play an important role in relaying that message.

### **On the role of Canadian businesses in Indonesia**

A key role Canadian businesses can play in Indonesia is to support regional development, which is one of KADIN Indonesia's organizational goals and also a direct request to KADIN Indonesia by President Joko Widodo. Like Indonesia, Canada is a very geographically diverse country and Canadian businesses understand how to reach and economically develop small towns, cities, and communities scattered throughout the country. This type of expertise is critical to Indonesia as President Jokowi seeks

to spread economic development beyond the country's major cities and into the less developed regions. The opportunities are also immense as the diversity of business support required in the regions spans across all sectors.



### **Canada can help support Indonesia's educational development**

It is clear Indonesia's education system needs support. We need innovative companies and far reaching programs to support the educational development of our next generation of business leaders and entrepreneurs. It is a fact that Indonesia needs infrastructure development, but all the money spent on roads, bridges, and rail lines will go to waste if our children do not have

the capacity to think, understand, and act on what our country needs to do to continue to grow. It is without a doubt that Canada can play an important role in supporting this critical need.

### **Moving forward**

In addition to promoting new business investment KADIN Indonesia Chairman Rosan Roeslani emphasised that KADIN Indonesia is ready to work with the ICCC to support Canadian companies currently operating in Indonesia to the mutual benefit of both countries.

# Connecting at **BIZTRO**



*Winners pose with Grand Slam sponsored golf shirts.*



*Raffles Hotel GM Richard Schestak welcomes Biztro participants.*



*Drawing deep into the lottery bowl is new ICCC President Rodney Coehlo.*



*Lucky winners of the Grand Slam sponsored golf hats.*



*Saying "see you soon" rather than good-bye to outgoing CWA President Stephanie Cooke*

The ICCC month Biztro is held on the third Thursday of the month, at various venues throughout the city. This April 2016 the Biztro was held at Raffles hotel. This month participants had the opportunity to win a round of golf at the 2016 Canada Cup Golf Tournament with each ticket purchased.

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# Foreigner Home/Residence Ownership in Indonesia

New regulations on foreign nationals owning homes in Indonesia may not be the radical shift many had hoped for, but the regulation does introduce some important changes.

Government Regulation No. 103 of 2015 regarding the Ownership of Homes or Residences by Foreigners Residing in Indonesia (“GR 103/2015”) entered into force on December 28, 2015 and was recently made public.

## Changes

GR 103/2015 does not introduce any radical changes, as foreigners residing in Indonesia could already own homes or apartment units in the country under Government Regulation No. 41 of 1996, which was revoked by GR 103/2015.

There had been some speculation that the government would make major changes to the rules on home ownership by foreigners including the possibility that foreigners domiciled abroad may be permitted to own homes/apartment units in Indonesia. However, that is not the case under GR 103/2015, which requires foreigners to have a legal stay permit to own a home/residence in Indonesia.

Significantly, foreigners must sell their homes to a qualifying person within a year after relinquishing their legal stay permit.

## Important points in the new regulation

GR 103/2015 addresses the previously ambiguous provision concerning qualification of foreigners who are eligible to own a home in Indonesia. GR 103/2015 stipulates that foreigners who hold a legal stay permit – diplomatic stay permit, official stay permit, residence stay permit, limited stay permit or permanent stay permit who give benefit, conduct business, work or invest in Indonesia – may own homes/apartment units in Indonesia.

GR 103/2015 also introduces the following provisions that were not in the previous regulation:

- ✓ Homes owned by a foreigner in Indonesia may be passed by inheritance. If the heir is a foreigner, the heir must also have a legal stay permit in accordance with the prevailing laws and regulations.
- ✓ Indonesian citizens marrying foreigners do not lose the right to own title over land insofar as the title to the land is not part of the marital property. This must be evidenced by a notarized prenuptial agreement.
- ✓ GR 103/2015 allows foreign ownership of a landed house under right-of-use (hak pakai) not only on state land, as before, but also on freehold (hak milik) land owned by an Indonesian.
- ✓ Foreigners may buy and own a landed house under right of use (hak pakai) for an initial period of 30 years. This may be extended for an additional 20 years and further renewed for 30 years. If the right of use (hak pakai) is on freehold (hak milik) land, the consent of the owner of the freehold land will be required to extend.

GR 103/2015 provides that the grant, release or transfer of ownership of a home or residence by a foreigner will be further stipulated in regulations to be issued by the National Land Agency.

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*Green Office Park in BSD City : The first certified green office district in Indonesia*

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far and we see so many exciting challenges ahead.

China, Malaysia, Singapore and the United Kingdom. SML is rated as Indonesia's strongest real estate company.



*The Breeze : The first mall-without wall in Indonesia*

work needs to breathe passion and ambition. Progress must be sustainable, based on a solid foundation of past learning and continued investment, on a responsible approach to conserve and provide for generations to come.

Our vision is to become South East Asia's leading property developer, trusted by our customers, investors, by our building partners and all other stakeholders. Over the past 40 years we've come

Sinar Mas Land is one of Indonesia's largest and most diversified property developer. On a land bank of about 10,000 hectares we develop townships, residential areas as well as commercial, retail, hospitality, recreational and industrial properties. Sinar Mas Land is listed on the stock exchanges in Singapore and Jakarta (with a combined market capitalization in excess of US 3.5 billion), from where we engage in property business in Indonesia,



*Nuvasa Bay : Batam's first luxury integrated residential and mixed-use development*

Having consistently been awarded the most prestigious international awards for best designs, best green buildings and most sustainable development projects, Sinar Mas Land lives its values. We take the physical challenges of a certain environment to optimize harmony between natural elements and the wishes of people. We would love to show you our ideas about how the future can look like and talk to you about how we can work together.



*Alphabeta Building in London, the latest expression of the New Economy, acquired by SML in 2015*

# Executing Shared Value Delivering Positive Impact in Indonesia

A one-day conference with Prof. Robert S. Kaplan and other distinguished speakers

Tuesday, May 31, 2016

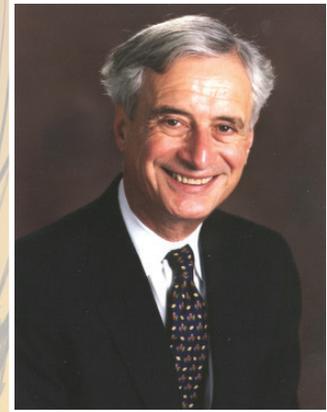
9.00am - 5.00pm

Shangri-La Hotel, Jakarta

*Special Price for ICCC Members!*

*“A true shared value strategy requires the creation of a shared understanding and commitment from multiple players: the corporation, the municipality, the province, NGOs, and local community leaders. The shared value strategy should offer economic benefits to the company, to attract sustainable support from its shareholders and board, as well as environmental and social benefits to the community. And all must participate and contribute if the multiple benefits are to be achieved”.*

**- Prof. Robert S. Kaplan -Emeritus Professor at the Harvard Business School and co-creator of the Balanced Scorecard**



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To register

<http://thepalladiumgroup.com/what/event/KCMAY16>

Sponsorship packages available, please contact Palladium for further information:

E: [Christina.Robinson@thepalladiumgroup.com](mailto:Christina.Robinson@thepalladiumgroup.com) PH: +62 811 1926 303



# The Birth Of The Impact Economy

## Palladium: A Catalyst of Change

International firm develops and delivers solutions that create positive impact

Prompted by global trends, organisations are rethinking the notion of private sector, public sector and civil society as separate constituents. Forward-thinking private sector organisations are increasingly considering social impact as a main part of business strategy. Public sectors organisations are increasingly looking to the private sector as a partner to deliver sustainable development.

We see the beginnings of a convergence of private and public sector social and economic vision. We call this environment the impact economy, a highly integrated ecosystem of important players focused on dramatically and fundamentally redefining sustainable value across varied constituencies. This new economy is marked by the blurring of the line between social and commercial

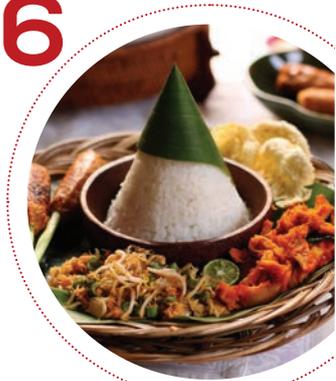
interests. Organisations that are conscious of their impact will widen their definition of stakeholders and search for sustainable positive outcomes, financial and otherwise, for everyone involved.

The impact economy sounds utopian, but it is at its core distinctly practical. Organisations that make a conscious decision to create positive impact for their customers, their employees, their suppliers, and their communities are setting themselves up for sustainable economic prosperity. Forward-looking organisations have already begun to make headway, and it is only a matter of time before momentum builds. Palladium is taking a leadership role in the impact economy.



# GPEI Hosts Indonesian Festival 2016 in Canada

This May 22-24, 2016 the Indonesian Exporters Association (GPEI) in full support of the Government of Indonesia, is hosting the Indonesian Festival at City Hall in Ottawa, Canada. Official supporters include the Indonesian Embassy in Ottawa, the Indonesian Ministry of Trade, Bank Indonesia, the Indonesian Investment Coordinating Board (BKPM), Indonesian provincial governments, and the private sector.



In addition to promoting Indonesian food, culture, products, and tourism destinations, the festival will also highlight investment opportunities for Canadian businesses in Indonesia especially in the areas of infrastructure, transportation, energy, and finance.



According to the regional North Sumatra head of GPEI, many businesses in North Sumatra are excited about attending the festival after enjoying significant export growth to Canada over the last three years.

The Indonesian Embassy in Ottawa stated, "This year will be our 10th festival and the first being held at the Jean Pigott Place, Ottawa City Hall. The festival will be a mixture of entertainment and business that will keep participants captivated during our two day festivities. We guarantee participants an unforgettable experience. This event is free of charge and there will be door prizes waiting to be won!"

The Indonesian Festival will host 20 booths in addition to 8 Indonesian food stalls. Highlights include a Food Bazaar, Product Exhibition, Traditional Live Performances, Live Music, Information on Trade and Investment Opportunities, Tourism Information, and Door prizes.



### In the area? Here are the details:

Sunday, 22 May 2016: 10:00 AM

Monday, 23 May 2016: 4:00 PM

Tuesday, 24 May 2016: Face to face business meeting opportunities

Location: Jean Pigott Place ,110 Laurier Avenue  
West, Ottawa



# New Zealand's Award Winning Banknote is **Made in Canada**



New Zealand's new \$5 banknote claimed top prize, winning the title of Banknote of the Year, at the International Bank Note Society's (IBNS) annual meeting.

The most interesting part? The New Zealand bank notes were designed and printed in Canada. at the Canadian Bank Note Company.

Competing against twenty banknotes from around the world, the competition judged three key elements: design, technical sophistication and security. The judges, comprised of IBS members, voted unanimously to crown the New Zealand \$5 note this year's winner. Runners up were Sweden's 20 kronor note, Russia's 100 ruble note, Kazakhstan's 20,000 tenge note and

Scotland's (Clydesdale Bank) £5 polymer note.

Geoff Bascand, Deputy Governor of the Reserve Bank of New Zealand was quoted as saying, "the award is testament to the hard work and innovation by the bank and its partners that has gone into developing the note. We are proud of all of New Zealand's new banknotes, but to have our \$5 note recognised internationally is very special. The note incorporates some of the world's most advanced security features, yet still beautifully showcases New Zealand's history, culture and heritage."

The award winning note has been in

circulation since October 2015 and the new \$20, \$50 and \$100 notes will come into circulation this month (May 2016).

Established in 1897 to supply security-printed products to the Canadian government, Canadian Bank Note Company (CBN) is headquartered in Ottawa, Canada and employs over 1,000 people worldwide supplying products through 4 divisions (Lottery Systems, Identification Systems, Payment Systems, and Shareholder Services). The company has additional plants and offices in 9 other locations around the world.

## Are you a **Banknote Collector**?

A special series of vignettes are available from Canadian Bank Note Company. The series of vignettes, printed on exclusive watermark paper containing special security fibres using intaglio inks, and measuring approximately 4" x 6" (10.2cm x 15.3cm) and mounted on an 8.5" x 10" (21.5cm x 25.4cm) is available for purchase for CDN 70.00. If interested please contact CDN directly.

# Join ICCC

The Indonesia Canada Chamber of Commerce (ICCC) is a membership organization that exists primarily to promote positive business growth for social and economic development both in Indonesia and in Canada. The ICCC vision is to be recognized as the home of ideas and information to best support the connecting of Canadian and Indonesian business interests and our organization works at the grass-roots business level to nurture local business relationship networks for the benefit of all our members. There is truth in the phrase "strength in numbers" and we invite all businesses in the Indonesian-Canadian community to join us.

## ICCC Maple Sponsors:



## ICCC Oak Sponsors:



## our newest support includes:



## ICCC Pine Sponsors:



for further information please contact our ICCC Secretariat at

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✉ or [secretariat@iccc.or.id](mailto:secretariat@iccc.or.id)



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Bahasa Business is managed by **ICCC Secretary General Edwin Pieroelie** in coordination with local PR agency **klirkom (www.klirkom.com)** and contributing members from the Indonesian and Canadian community.

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**Wely Kustono** | **Karina Sherlen** | **Minie**



## Sharing is Caring

If you are interested in contributing an article to Bahasa Business or have ideas to share please send an email to [bahasabusiness@klirkom.com](mailto:bahasabusiness@klirkom.com)

We are interested in news highlighting business related developments in Canada and Indonesia.



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