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his company visit is intended as a direct approach to collecting information from many companies in Batam. BP Batam was led by the Head Burau of Public Relations, Promotion and Protocol, Dendi Gustinandar accompanied by Head of Promotion, Ariastuty Sirait and from PT. Panasonic was represented by Assistant General Manager, Hamonangan Nasution.

PT. Panasonic Industrial Devices
Batam is a company of electronic
components that has been around
since 1995, previously known as PT.

Matsushita Electronic Components Batam. Even though Covid-19 this year is one of the obstacles to do several things, the overall production results of PT. Panasonic Industrial Devices Batam were higher than last year. The increase in production reaches 3-5%. Capacitor products increased significantly due to Covid-19 where the demand for IT products such as server requirements in the world was getting bigger, so components related to communications and IT increased significantly. However, the production of automotive components decreased,

BP BATAM VISITED PT. PAINDUSTRIAL DEVICES BATAM



this is due to the decline in market demand for automobiles in Europe. Production products such as capacitor and inductor components are exported to Singapore first and then exported abroad. For automotive products exported to Europe and IT communication products exported to China and Taiwan. The raw material for PT. Panasonic Industrial Devices Batam is 90% imported and 10% for domestic and partly obtained from trading companies in Batam. To support industry 4.0, PT. Panasonic Industrial Devices Batam is collaborating with Vocational High Schools (SMK), Batam State Polytechnic and regional universities in Sumatra, PT. Panasonic Industrial Devices Batam also has a Memorandum of understanding (MOU) or a Memorandum of Understanding with SMK 5 in Batam, both in technical and non-technical fields with SMK 1,2,3,5 and 6.

NASONIC IAM

PT. Panasonic Industrial Devices Batam has been operating in Batam for more than 25 years, where the company has evolved from manufacturing electronic components for household appliance applications, especially audio and video, to automotive applications for the Information and Communication Technology (ICT) industry. Since 2008, PT. Panasonic Industrial Devices Batam also collaborated in several State Vocational Schools in Batam to link and match competencies to the industrial world. Apart from recruitment and internship opportunities, PT. Panasonic Industrial Devices Batam also has its own training center where the curriculum is intended for industry 4.0.

PT. Panasonic Industrial Devices also appreciates BP Batam for being responsive in licensing the import of masks during the Covid-19 pandemic for operational activities where masks were indeed Personal Protective Equipment (PPE) in the company before the Covid-19 pandemic.

FOREIGN INVESTMENT DURING PANDEMIC COVID-19

adan Pengusahaan Batam (BP Batam) held a Web Seminar (Webinar) titled "Batam's Readiness to Face Industrialization and Foreign Investment" on Thursday, 27 August 2020. The speaker comprised of Secretary of the Coordinating Ministry for the Economy, Susiwijono Moegiarso, Chairman of BP Batam, Muhammad Rudi, Chairman of the Chamber of Commerce and Industry of Indonesia to Singapore, Michael Goutama, and President Director of PT Sat Nusapersada Tbk, Abidin Hasibuan as a speaker, as well as the News Director of Media Indonesia, Usman Kansong, as the moderator.



Online discussion forum organized by BP Batam is followed among entrepreneurs, academics, and public, which discusses topics related to the readiness of Batam to face the industrialization and foreign investment, to formulate accurate steps for the government and businessmen to work together.







FIGHT

COVID-19

let's fight it together

In the first session, Secretary of the Coordinating Ministry for the Economy, Susiwijono Moegiarso, representing the Coordinating Minister for Economic Affair, opened the Webinar by describing some of the important points, such as the development and the impact of the pandemic Covid-19 in Indonesia, Trade Balance Surplus, Integration of the Development of Batam-Bintan-Karimun-Tanjung Pinang, as well as two SEZ in Batam which has been approved by the Ministry of Coordinator of Economy of the Republic of Indonesia. Susiwijono said that Indonesia has experienced economic contraction -5,32% in the second quarter of 2020, in comparison with other countries, especially ASEAN which reached twodigit numbers.

Chairman of BP Batam, Muhammad Rudi said, the value of the economic growth of Batam is always at the top of the Riau Islands Province and

national. In 2019, according to data from the Central Bureau of Statistics of Batam, the economic growth of Batam reached 5792%, while the economic growth of the Province reached 4.8% and Indonesia 5,02%. Investment in Batam continues to increase from year to year, in 2019 the value of the investment in Batam reach 750,768 Million USD and in the 1st semester of 2020 (January-June 2020) reached to 497,223 Million USD. Whilst, export activity as per September 2020 reached 822,74 Million USD, with destinations like China, France, India, Singapore and the United States.

Selection of the select

Muhammad Rudi added that Batam is still excellent and have attraction for the development of the industry in supporting regional economic growth and national. Batam is ready to commit on welcoming new investment to Batam.

WEBINAR SINGAPORE MANUFACTU



RING FEDERATION



om in the current pandemic situation ountries, Indonesia and Singapore ease the business traveler known as On the other hand, the meeting also discussed the shipping tax costs for goods entering Batam and those that will be sent outside other areas in Indonesia, plans for clean energy in Batam and government incentives for employers to save jobs during this pandemic. The Webinar concluded several points, like how the collaboration between Indonesia and Singapore, especially Batam, has been established for a long time, thus signified by Singapore being the largest investment country in Batam. The Leaders' Retreat-The Working Groups of Batam, Bintan, Karimun (BBK) between the two countries has been supporting investment.

Rudi also highlighted the current issue of the Covid-19 which is a challenging issue to the world economy, but with cooperation from all countries, we shall conqueror this pandemic.



atam, Bintan, Karimun (BBK) Murah is an economic package of Indonesian Chamber of Commerce and Industry (KADIN) offer to investor with five years the lease at the allocated location of KADIN members including 50 hectares land Wiraraja Group in Batam, PT BAI located in Bintan with an area of 1000 hectares and PT. Kundur Nusantara Development is located in Karimun with an area of 500 hectares. This grand launching was attended by the Coordinating Minister for the Economy; Airlangga Hartarto, the Minister of Industry; Agus Gumiwang Kartasasmita, and the Minister for Trade and Creative Economy: Agus Suparmanto, the Minister for Agriculture; Syahrul Yasin Limpo, the Chairman of KADIN Indonesia; Rosan Perkasa Roeslani, the Chairman of BP Batam; Muhammad Rudi and the Chairman of KADIN Kepri; Ahmad Ma'ruf Maulana, The BBK Murah Program was inaugurated by the Coordinating Minister for the Economy on 26 September 2020 in Lagoi, Bintan.

BBK Murah also offers incentives in the form of tax / retribution relaxation in the regions included in this program, such as hotel, restaurant, entertainment, street lighting, land and building tax and parking tax. Furthermore, the stimulus for Small and Medium Enterprise (UKM) players, ease of licensing bureaucracy, and land lease (UWTO) for investors in Batam.

To attract investors to invest in Batam BP Batam will certainly prepare infrastructure facilities including seaports and airports, and will provide convenience starting with licensing

BBK MURAH
PROGRAM
TO BOOST
INVESTMENT

and others. BP Batam will support this program because it will attract a total investment value of USD 550 million. The ceremony was also attended by American and Japanese investors by the zoom application and direct interactive dialogue with the Coordinating Minister for the Economy. The foreign investors from America and Japan

Airlangga Hartarto, Coordinating Minister for Economic Affairs



who attended the Zoom Meeting is from the Racing Car, Autoban and IT Cyber Security industry.

Even though the Covid-19 pandemic is a new challenge in the world economy, with the inauguration of BBK Murah activities along with Zoom Meeting with potential foreign investors from Japan and America, this can be opportunities for ease of investment and all the benefits offered by Batam, Bintan Karimun (BBK) as one of the main investment destinations in Indonesia.



uring the virtual meeting, the new Ambassador of the Republic of Panama to Indonesia, H.E. Manuel Saturno introduced himself as he was

only arrived in Jakarta, Indonesia just days ago. Batam has the privileged to be the first city for the virtual courtesy. He stated his interest in obtaining

Ambassador of Panama introduced himself

information about Batam, especially related to investment and ports. On 7 October 2020, a Virtual Courtesy Call was held in Badan Pengusahaan Batam (BP Batam)'s Marketing Centre. This meeting was attended by Acting Chairman of BP Batam, Purwiyanto; Director of Goods Traffic and Investment Services. Harlas Buana: Director of Port Business Entities, Nelson Idris; Head of Public Relations, Promotion and Protocol Bureau, Dendi Gustinandar; and Head of Promotion, Ariastuty Sirait. The Ambassador added that Panama was interested in cooperating with the maritime sector in Indonesia, especially in Batam, where he wished to cooperate with accredited marine schools and marine

training places in Indonesia. On the other hand, he pointed that the seafarers in Indonesia have a great potential to compete in the international

arena since currently,
60% of seafarers in
Panama come from the
Philippines.
Panama also wishes
all crew and crew of
a Panamanian flag to
carry out their business,
maintenance, and repairs
in Indonesia. For that

reason, it is necessary to make an official cooperation scheme, especially with Batam. Panama itself has a fleet of more than 15,000 Panamanian-flagged vessels with more than 2.6 Million seafarers and also has 53 consular offices throughout the world. At the end of the meeting, the Ambassador conveyed his plan to visit Batam that will take place after the handover of the mandate from the President of the Republic of Indonesia in mid-October, and asked BP Batam for assistance in arranging a working visit for three days.



atam has strategic location across Singapore, where Singapore has network / office connections all over the world. Then by the central government, Batam was given the status of Kawasan Perdagangan Bebas dan Pelabuhan Bebas (KPBPB) Batam or Free Trade Zone, with the hope of attracting investors, increasing exports, increasing the service industry, increasing foreign exchange, and so on. Batam economy, too, has ever grown up to 17%, the highest in Indonesia. The 2020. design of the Batam-Bintan-Karimun and By looking at the potential for domestic Tanjungpinang (BBKT) master plan, so that the Batam-Bintan-Karimun (BBK) areas can support each other and be integrated.

President Director PT IIthabie Rekatama, Ilham Habibie during the meeting, highlighted that building an industry must be according to the applied industry standards. Seeing the portion of the world's aerospace industry, which only contributes 1.04% of Gross Domestic Product (GDP), makes this industry less popular. However, the thing that must be considered from this industry is the high multiplier effect for economy.

From March to July 2020, the Deputy Chairman for Strategic Policies of Badan Pengusahaan Batam (BP Batam), Enoh Suharto stated that the number of passengers had dropped dramatically, resulting in losses to the national aviation industry. When the movement of passengers and aircraft

in September 2020 only reached 50% of the number of movements in the same period in the previous year, cargo movements were actually stable and even slightly increased in this pandemic condition.

In order to encourage the aviation industry to remain stable, the cargo business is the best opportunity to develop. There was a significant increase in the load factor for domestic and international cargo, up to 108% in

and international cargo, Hang Nadim International Airport as one of the 11 international cargo airports stipulated in Decree of the Minister of Transportation No. 166 Year 2019 can act as a hub in the North West region of Indonesia (with a strategic position in the ASEAN region).

Professor of the Faculty of Industrial Technology, Bandung Institute of Technology, Senatur Nur Bahagia said that the refinements to the International Hub Port Development Program will be readjusted. Batam will receive a larger portion of the hub for the exit and entry of goods to Indonesia. Considering replacing the function of a closed/deserted mall into a logistics warehouse, accessible throughout Indonesia. One of the vision of BP Batam is by building a good network by changing bureaucratic services into professional services.

Sustainable Potentials for Aerospace and Logistic Hub **Industries**

WEBINAR 3RD INDONESIAN INVESTMENT DAY

iau Islands Province offers eighteen (18) projects that are ready to be offered in the 10th Road to Indonesia Investment Day (IID) 2020 webinar on 13 October 2020 held by the Indonesian Embassy to Singapore and supported by Bank Indonesia and The Indonesia Investment Coordinating Board This online activity was attended by participants, who are interested into

Chargé d'Affaires of the Indonesian Embassy to Singapore, Mr. Didik Eko Pujianto said that Riau Islands is a

Province

province that is familiar to the people of Singapore. Riau Islands also has various potential natural resources, including mining potential (oil, natural gas and tin), agriculture and fisheries and forestry. In addition, several areas in Riau Islands that are in great demand for investment destinations, namely Batam, Bintan, and Karimun (BBK). In the investment projects in the Riau Islands economic cooperation between Indonesia and Singapore, there is also an economic working group that specifically discusses the development of the BBK region and other special economic zones





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SIA INVESTMENT DAY 2020

RIAU ISLANDS PROVINCE

BP Batam

Concept to the province of the prov

In this webinar, the Governor of Bank Indonesia, Mr. Perry Warjiyo also delivered his remarks. In his remarks, the Governor of BI conveyed the importance of maintaining macro and financial stability in supporting sustainable economic growth. Also giving remarks in this webinar, The Chairman of Indonesia Investment Coordinating Board, Mr. Bahlil Lahadalia, stated that Indonesia is ready to facilitate investors who will invest in the country, starting from licensing, providing incentives and guaranteeing ease of investment.

During the meeting, Batam had the opportunity to present 3 three projects that are going to develop. BP Batam presented project that are highly intended by online participants, which are Aerocity Hang Nadim project, Logistic Hub & Halal Hub area at Hang Nadim, Batam LRT. The webinar session is then continued with one-on-one meetings aimed at making investors who are interested in curated projects get more detailed information through discussions with BP Batam. It is hoped that this oneon-one meeting will further increase the interest of Singaporean investors who will invest in the Riau Islands, particularly in Batam Free Trade Zone.



KOREAN INVESTOR INTERESTED WITH HI-TECH DEVELOPMENT

midst the ongoing pandemic, there is a new opportunity for Batam that came from dozens of technology, information, and communication companies from South Korea. Two of the companies came directly to Batam and held a meeting in Badan Pengusahaan (BP Batam) on Wednesday, 14 October 2020. The Chairman of BP Batam is represented by Director For Traffic & Goods and Investment, Harlas Buana and Head of Promotion, Ariastuty Sirait welcomed the delegation.



The Chairman of the Batam City Chamber of Commerce and Industry (KADIN), Jadi Rajagukguk who invited the two Korean companies, stated that there are a lot of Korean companies who put interests in Batam.

The meeting was a positive response from the previous working visit of the Minister of State-Owned Enterprises (BUMN), Erick Thohir with the Chairman of the Indonesia Investment Coordinating Board (BKPM), Bahlil Lahadalia to South Korea on 23 -24 September 2020. The majority of the companies joining the meeting were engaged in the Information and Communication Technology (ICT) field in South Korea. Previously, President of the Republic of Indonesia, Joko Widodo stated that Batam should direct towards the artificial intelligence industry so that it can become a special high-tech investment area. Also presence were the Acting Mayor of Batam, Syamsul Bahrum: Chairman of the National Information and Communication Technology (TIK) Board Executive Team and Vice Chairman of the Indonesian Chamber of Commerce and Industry,

Dr. Ing. Ilham Akbar Habibie; Director of PT Nemo Partner Indonesia Youngmin Lee, Director of PT Optic Technologies Indonesia, Jhon Pieter; and Chairman of the Batam City ICT Council who is also Director of PT Data Access Network, Donald Pangihutan

Virtually, the meeting was also attended by Managing Director of Korean Infrastructure National Kim Jim Nam, President Director of Seltech Co., Ltd. Brian Cho, President Director of GS Kim Hanseak and President Director of FPF Indonesia Ouach Haison. During the meeting, a Memorandum of Understanding (MoU) was also signed between PT Indonesia Data Access Network and PT Indonesia Optic Technology (IoT) regarding the development of Batam as an Al industry and so on, especially in the field of technology infrastructure. The investment value is approximately IDR 10 Trillion, which will certainly absorb workers with a specialty in the IT field











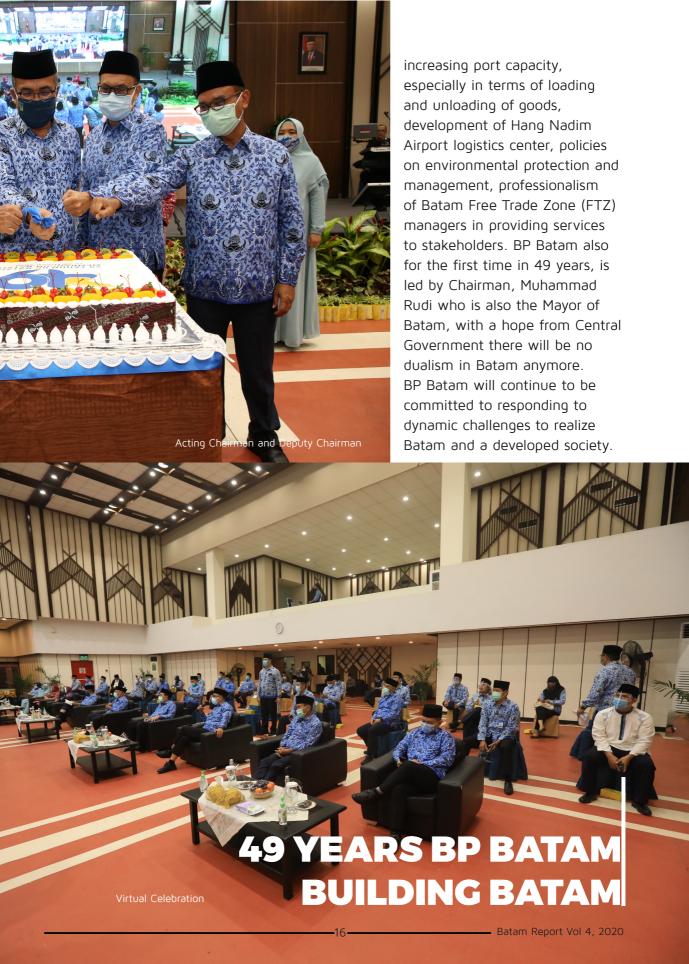
Badan Pengusahaan Batam (BP Batam) turns 49 years on 26 October 2020. The ceremony was held at Balairung Sari Room of BP Batam Headquarter, which marks the development in Batam, transforming from an empty island into an industrial hub managed by then the Batam Industrial Develoment Authority (BIDA, Otorita Batam), now the became the Badan Pengusahaan Batam (BP BATAM or Batam Indonesia Free Zone Authority, BIFZA). The ceremony was attended by Acting Chairman of BP Batam, Purwiyanto, accompanied with the four Deputy Chairmen and wives, Directors and Head Unit whilst all employees are following the event online. This year, the ceremony

and celebration felt different because of the Covid-19, where there are no gatherings as used to be.

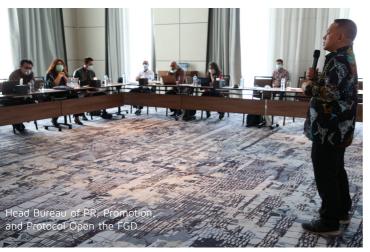


Some of the former leaders of BP
Batam also present online including
Mustofa Widjaya, Benjamin Balukh,
Wendy Aritenang, I Wayan Subawa,
Asyari Abbas, and Edward Hasbullah as
representatives of the Batam Authority
Retirement Employees Association. Acting
Chairman of BP Batam, Purwiyanto,
expressed his deep appreciation to the
founders and leaders of the previous
BP Batam who had contributed,
participated and served in filling Batam
development. "49 Years of BP Batam
Building Batam" is a time for reflection on
what BP Batam has achieved.

Purwiyanto also outlined several BP Batam Strategic Plans for 2020-2024 as a concept for Batam's future development. Which are services with good Standard Operating Procedures (SOPs),







n 12 – 13 November 2020, the Promotion division held a Focus Group Discussion on formulating promotional strategies within the Strategic Business Units of Badan Pengusahaan Batam (BP Batam) at Marriott Hotel. The strategic business units comprised of Airport, Seaport, Hospital, Information System, Water and Waste Water and Assets of BP Batam.

This event was opened by the Head Bureau for Public Relations, Promotion and Protocol, Dendi Gustinandar, along with the leaders of the Business units, including Director for Airport Management, Suwarso, Director for Hospital, dr. Afdalun, General Manager for Information System, Silvy Malaiholo, General Manager



for Port Management, Ferry Manullang, Manager for Water, Lussy and Manager for Assets, Soetarno

During the discussion, each of the strategic business units presented the products and services offered and also their promotional strategies to engage the public interests. Along with that, a Digital Marketing company, Reach Media led by the Chief Marketing Officer, CMO, Danny Syah who has been actively involved with digitalisation of the ministries in Jakarta, also presence to evaluate their promotion methods.

The BP Batam's promotion division are generating all the information from the business units to be able to formulate into the right strategies for the future, as the current promotional tools have not been effective in a way to inform and also promote their services and products. The hospital for example, with the new building and services from hospital, they have

not been able to attract customers from the foreign companies that are already established in Batam, hence there are potential and opportunities that are needed to be explored further.

Therefore, by restructuring the right business promotional strategies by utilising the digital platform of promotion, BP Batam is hoping to have increased revenue from these units, which will be returned back to the development of Batam, being an industrial region in Indonesia.



adan Pengusahaan Batam (BP Batam) continues to provide the needs of clean water sources as a material to meet the needs of plows along with the increasing population of 1.3 Million on 27 October 2020 in Batam. The Tembesi Reservoir at Muka Kuning, has officially inaugurated for operation of Raw Water Pumps.

With the operation of the raw water pump valued at 4.5 Billion IDR, BP Batam will later flow raw water from Tembesi Reservoir to Muka Kuning with a distance of nearly 3.6 kilometers. It has a capacity of 600 liters per second; clean water capacity will continue however, it can reach 720 liters per Acting Chairman of BP Batam, Purwiyanto said that with the completion and operation of the raw water pipeline construction will be a solution to the problem of raw water deficit. second. Tembesi Reservoir, which has not utilized before, now in operation for the benefits of the people in Batam. There will also be the BP Batam will continue to add more in construction of a water treatment plant 2024 water, as water will become one in Muka Kuning with a capacity of 350 liters per second it is hoped that the

BP Batam Operates Tembesi Reservoir

to increase and the service will be even better in the future. With the operation of Tembesi Reservior, water supply in Batam is more than enough. Batam does not have natural resources for water, therefore it relies more on the rainfall which need man made reservoirs for water supply, both for the people and the industries as well. of the priorities in the development program for the near future



BATAM MARRIOTT HOTEL HARBOUR BAY

arriott International first 5-star stunning hotel to support the business and tourism activities, is located at the beautiful Harbour Bay sea side. Marriott Hotel is classified as a Premium Classic brand amongst other Marriott International portfolio. With a 61-year legacy of industry-leading innovations and an enduring culture of service, Marriott Hotels is proud to be Marriott International's flagship brand and an endorser to eight other brands in the MI a premium location in the cultural city. portfolio.

Batam Marriott Hotel is conveniently located close to the island's top attractions, business district and has direct access to International Ferry Terminal to connect the neighboring countries such as Singapore and Johor, Malaysia. With its elevated design and exceptional service, the hotel offers 216 Deluxe rooms and Suites, some boats stunning views of the bay. The hotel offers 6 different Food and Beverage venues including restaurants, pool bar and rooftop lounge. Customers can rejuvenate yourself at the exclusive spa and also a tech-advanced Grand Ballroom, Batam Marriott Harbour Bay offers distinctive experience whether you are in Batam for work or holiday.

Within the interior of the building, hotels is here in Batam! Another emphasis has been placed on the creation of flexible areas, which can accommodate small to large-scale meetings and conferences, with over 1.300 sgm of indoor event space. Featuring the finest grand ballroom in Batam exposing natural day light and 6 smaller meeting rooms, Marriott definitely provides world class venue with excellent service, latest technology and finest international cuisine within Jimmy Ho, the President Director of PT. Real Partner Asia, stated that it is a bit challenging to build hotel during the pandemic of COVID 19. However, he is confident as Batam is still exposed for the local tourists as well as business activities. Sean Raine, the General Manager for Marriott also conveyed his optimism that Batam is the perfect location for businesses and also leisures.

> Badan Pengusahaan Batam (BP Batam) as the management for Batam Free Trade Zone is delighted to have Marriott as the first five star hotel in Batam, adding to the 65 hotels in Batam. For further information on Marriott you may access Marriott Instagram @ batammarriotthotelharbourbay, Facebook @batammarriott, LinkedIn: Batam Marriott Hotel Harbour Bay, Youtube Batam Marriott Hotel Harbour Bay and Website at www.batammarriott.com



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