

Canada has a notable presence in the Indonesian environmental field through the CIDA-funded Environmental Management Development Institute (EMDI). Canada's ongoing presence through EMDI serves to maintain and raise the profile of Canadian environmental capabilities in Indonesia. Several Canadian environmental consulting and engineering firms are now operating out of Jakarta.

As Indonesia plans megaprojects in the forestry, power and construction sectors, there are major opportunities for Canadian environmental expertise.

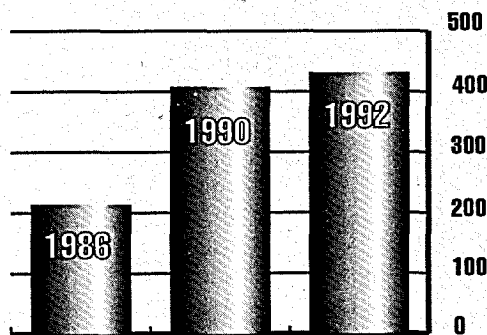
Indonesia is the world's biggest exporter of Natural Gas.

Oil & Gas: Largest Reserves in S.E. Asia

With the largest oil and gas reserves in Southeast Asia, Indonesia will continue to need enhanced oil recovery and pipeline technology, offshore support and exploration/location technology well into the next century.

Canadian investment in Indonesia's oil and gas sector has been significant since 1961. Asamera, with the largest Canadian operation in this field in Indonesia, recently made two very large gas finds. Total investment by Canadian oil and gas firms active in Indonesia is estimated at U.S.\$1.4 billion.

Canada's Exports to Indonesia on the Rise



Cdn\$ Millions

Paper production is increasing 17 per cent per year. By the year 2,000, Indonesia will have 60 pulp mills and 71 paper mills.

Mining: CAMESE Active in Indonesia

Indonesia possesses substantial mineral resources and the nation ranks among the world's largest producers of tin and nickel. In addition, it produces substantial amounts of coal, copper and gold.

Canadian involvement in the Indonesian mining sector has been very strong. This is largely due to the \$1.2 billion that INCO has invested into their Sulawesi mining operations. This mine represents the largest single Canadian investment in Indonesia.

However, the real opportunities for Canadian firms may come from the supply of mineral processing and production equipment. There is also a rising demand for consulting engineers with regard to plant rehabilitation and productivity as well as manpower training and other services. Canada's mining association, CAMESE, is working with the Department of Foreign Affairs and International Trade to tap this market.

Software/IT: Highly Skilled Personnel Sought

The information technology (IT)/software industry has a number of companies in Indonesia that possess strong market knowledge, have excellent private- and public-sector connections and have a large supply of low- and medium-skilled software development and integration expertise, but there exists an extreme shortage in highly skilled software design/development and systems integration personnel.

Currently, there is only a per annum graduation rate of 40 highly educated information technology people in Indonesia. As a result, substantial opportunities exist for Canadian firms with expertise in this area.

One area where foreign expertise is most needed is systems integration. The majority of IT firms in Indonesia are looking for foreign partners with a high level of expertise in this area. Specifically, there is a need for expertise in terms of P.C. connectivity as Indonesia has begun