

## PRESENTATION BY GREG ELMS, CANADA-INDONESIA BUSINESS DEVELOPMENT OFFICE

What I hope to do today is to share with you some of the perceptions of the business community and particularly the foreign business community in Indonesia, based on my experiences over the past 18 years of living and working in Indonesia. This presentation actually should probably be called the psychology of investment in Indonesia because what I will be talking about would be the qualitative aspects of investment and the perception issues that affect investment. Very often when it comes to individual companies investing in a country, they may look at some of the macro-economic statistics but really what they are looking at is business opportunities and how easy or how complex is it to do business in a particular country. I will start out just by talking a little bit about the organizations that I am involved with. I am the investment advisor in the Canada-Indonesia Business Development Office (CIBDO). That's a project funded by CIDA-Inc's industrial cooperation fund and it's been in existence for 10 years now. CIBDO's role is to do two things, to help find partners for Canadian investors and to also help them with the regulatory approval process, and the secondary objective to provide input to the Indonesian government on potential best practices or ways that policies can be improved.

Another organization that I am involved with is the Indonesia-Canada Chamber of Commerce. I am currently the president of that organization, which is located in Jakarta. We have about 200 members, 75 of whom are from leading Canadian companies doing business in Indonesia. The Canadian Chamber of Commerce is also a funding member of the International Business Chamber. The IBC is an organization formed in 2000 from fifteen of Indonesia's leading foreign business chambers including the American Chamber, the German Chamber, the British Chamber, the Australian Chamber, the French Chamber and several others. One of the purposes of this organization is to promote and develop economic and regulatory improvements to the overall business climate and even more importantly, to share information about all the changes that have been going on in Indonesia since 1998. We've been inundated by a huge number of regulatory changes and issues and it has been hard