



MEMAHAMI PASAR JERMAN

Teknologi. Keberlanjutan. Disiplin

Perwadag Jerman. 10 Oktober 2024.
Trade Expo Indonesia ke-39

RAGAM INDUSTRI JERMAN KELAS DUNIA

- Populasi 82,7 juta jiwa (2024, tertinggi Eropa Barat)
- Laki: 40,6 juta, Perempuan: 42,1 juta
- Populasi menua (pertumb penduduk 0,48%), usia >40 sbyk 38,2 juta
- Top 3 eksportir negara, setelah AS dan RRT (USD 1,72 Trillions, 2023).
- GDP EUR4,18 trillion Euro (2023), one of the country with high GDP
- GDP per Capita EUR 49.525 (2023)



EKONOMI JERMAN

- TW2/2024, ekonomi Jerman ↓ 0,1% (qtq) --- pertumb belum stabil.



↑ 0,3%



↑ 0,3%



↑ 0,8%



↑ 0,2%

- Harga energi (gas dan listrik) yang masih tetap tinggi (walaupun ada stimulus fiskal) dan didorong oleh penurunan investasi dan menurunnya aktivitas ekonomi.
- Sedikit pertumbuhan konsumsi masyarakat awal tahun 2024
- 55% ekspor Jerman ke UE.
- Inflasi: 1,6% (Sept 2024)

	2023				2024	
	1 st qtr	2 nd qtr	3 rd qtr	4 th qtr	1 st qtr	2 nd qtr
Seasonally and calendar adjusted figures change on the previous quarter						
Final consumption expenditure	-0.2	0.5	0.3	0.2	0.2	0.1
Household final consumption expenditure	-0.4	0.8	0.0	0.0	0.3	-0.2
Government final consumption expenditure	0.2	-0.2	1.2	0.7	-0.1	1.0
Gross capital formation	-0.9	-0.6	-1.3	-4.3	-0.6	-0.5
Gross fixed capital formation	0.6	-0.2	-0.3	-1.4	0.1	-2.2
Gross fixed capital formation in construction	1.4	-0.7	-1.3	-1.9	0.8	-2.0
Gross fixed capital formation in machinery and equipment	-1.0	-0.2	0.5	-2.1	-1.6	-4.1
Other fixed assets	1.7	1.0	0.9	1.4	1.4	0.6
Changes in inventories ^{1,2}	-0.3	0.1	-0.2	-0.7	-0.1	0.4
Domestic uses	-0.3	0.2	-0.1	-0.9	0.0	0.0
Exports	0.2	-0.4	-0.7	-0.9	1.3	-0.2
Imports	-1.0	0.5	-1.4	-2.0	0.8	0.0
Balance of exports and imports (net exports) ²	0.5	-0.4	0.3	0.5	0.2	-0.1
Gross domestic product (GDP)	0.1	-0.2	0.2	-0.4	0.2	-0.1



EUR **4,49** billion (↓ 17,4 persen, yoy)

Ekspor Indonesia ke Jerman



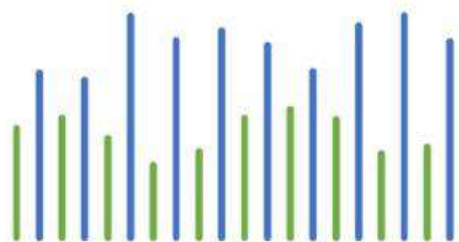
EUR **7,87** billion EUR **1,11** billion

Total Perdagangan Ina-Jer
↓ 7,30%, yoy

Surplus Perdagangan Ina
↓ 53,5%, yoy

*)Periode Jan-Des 2023 ©Statistisches Bundesamt

**MILESTONE
2023**



PROMOSI PERDAGANGAN

Potensi transaksi dan kesepakatan kerja sama

USD **192,37** juta (Ambiente, Biofach, Interzum, Spoga+Gafa, Gamescom, Anuga, TEI, Medica, FI Europe)
IDR 2,99 trilyun

Promosi di transportasi publik di Köln



12 kontrak

PENANGANAN HAMBATAN

Koordinasi atas notifikasi RASFF dan hambatan: pala dan fatty acid

4 kasus (Aflatoksin, fatty acid)

Sengketa eksportir-importir:

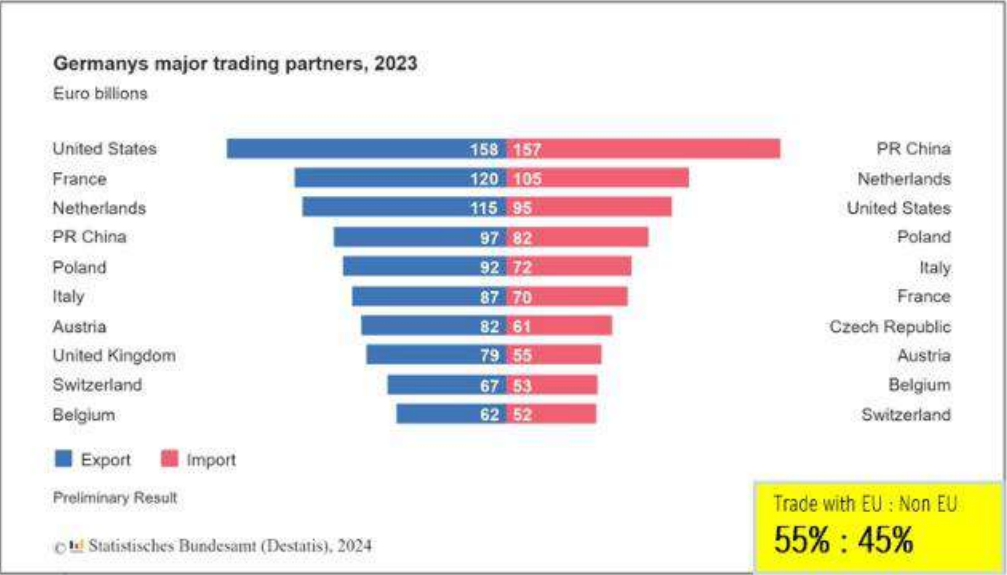
2 kasus (Mesin Thermal, Investasi Staedtler)

JEJARING MITRA

ASEAN-NRW Business Summit 2023, Asien-Pazifik Forum Bayern 2023, IHK, asosiasi pelaku usaha, Dialog Wirausaha Indonesia di Jerman, perusahaan Ina afiliasi Jer.



Indonesia bukan mitra dagang utama, namun memiliki **potensi besar...**



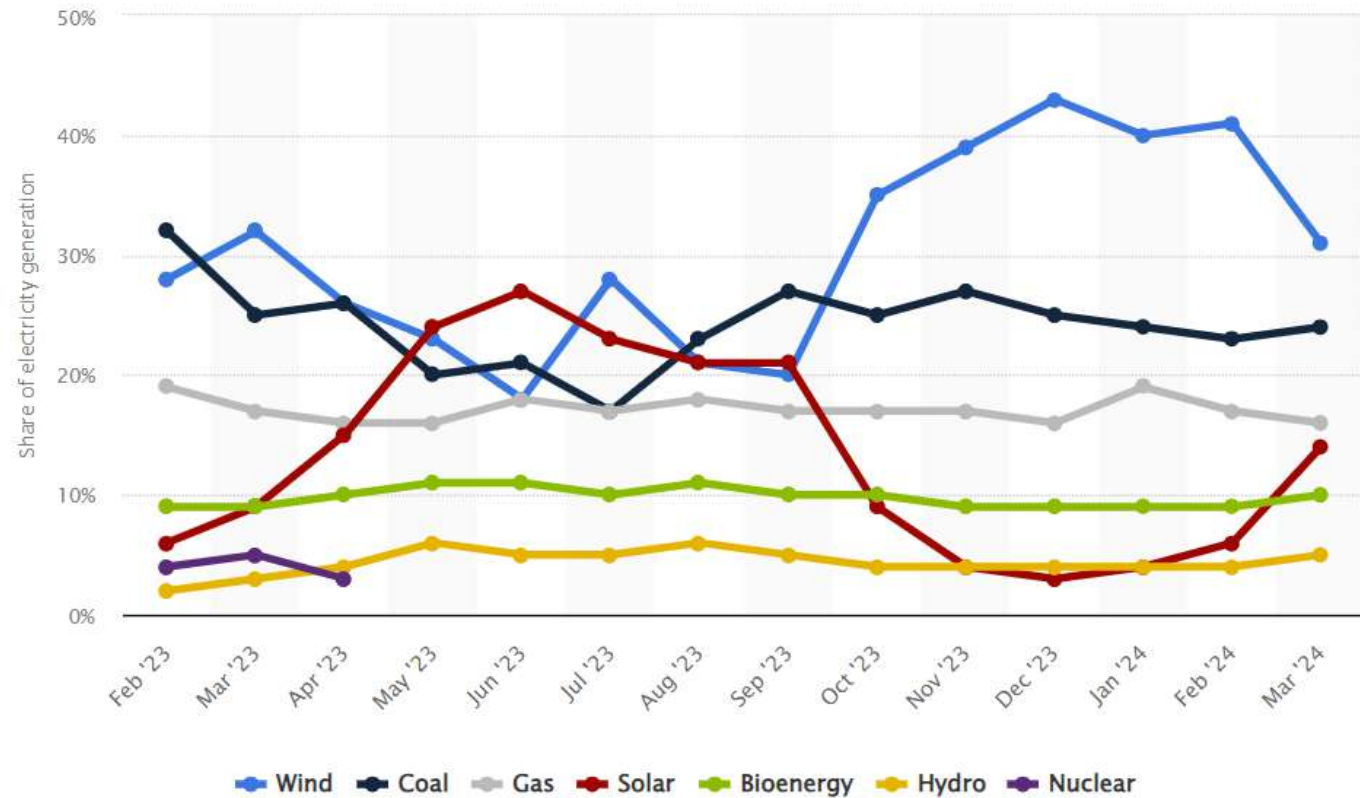
ranks **#47** (Mal-32, Vie-33, Sin-35, Tha-37)
Dari total perdagangan Jerman

Ekspor Indonesia, Tahun 2023

TOP-30 Daftar Produk Ekspor Indonesia (HS 4 digit)			Total
			(EUR 000)
1	WA2603	Copper ores and concentrates	508,650
2	WA6403	Footwear with uppers of leather	262,494
3	WA6404	Footwear with uppers of textile materials	242,300
4	WA1513	Coconut copra, palm kernel or babassu oil	213,701
5	WA6402	Footwear, of rubber or plastics	160,497
6	WA8443	Printing machinery, other printers, copying mach.	138,506
7	WA3215	Printing ink, writing or drawing ink a. other inks	136,631
8	WA1511	Palm oil and its fractions, not chem. modified	101,422
9	WA9207	Musical instruments, electrically	100,916
10	WA8542	Electronic integrated circuits, parts thereof	83,883
11	WA6204	Women's or girls' suits, ensembles, jackets etc.	73,247
12	WA4202	Trunks, suitcases, vanity cases, briefcases etc.	69,180
13	WA9503	Tricycles, scooters, pedal cars, dolls' carriages	65,133
14	WA4001	Natural rubber, balata, in primary forms	55,532
15	WA8001	Unwrought tin	54,801
16	WA4011	New pneumatic tyres, of rubber	50,992
17	WA6206	Women's or girls' blouses, shirts, shirt-blouses	49,848
18	WA8536	Electrical app. for electrical circuits, <=1000V	49,461
19	WA6104	Women's or girls' suits etc., knitted or crocheted	49,442
20	WA6205	Men's or boys' shirts	48,474
21	WA0901	Coffee, coffee husks and skins, coffee substitutes	46,894
22	WA8533	Electrical resistors	44,592
23	WA3823	Industrial monocarboxylic fatty acids, acid oils	44,285
24	WA6212	Brassieres, girdles, corsets, braces, suspenders	42,000
25	WA2306	Oilcake a. other solid residues fr. vegetable fats	41,295
26	WA8714	Parts and accessories for motorcycles and bicycles	40,686
27	WA9401	Seats and parts thereof	38,356
28	WA6110	Jerseys, pullovers, cardigans, waistcoats	37,024
29	WA6202	Women's or girls' overcoats, car coats, capes etc.	35,657
30	WA8504	Electrical transformers, static converters	32,389

SUMBER ENERGI JERMAN

- Angin: 31% (↑ 28%)
- Batubara: 24% (↓ 32%)
- Gas: 16% (↓ 19%)
- Matahari: 14% (↑ 6%)
- Bioenergi: 10% (↑ 9%)
- Air: 5% (↑ 2%)



KARAKTER UMUM MASYARAKAT JERMAN

- ✓ Direkt
- ✓ Terorganisir, terstruktur dan menyukai aturan (termin)
- ✓ Tepat waktu
- ✓ Sepakbola, Bir, Roti, Sosis
- ✓ Asuransi dan kemananan personal
- ✓ Introvert dan big personal space
- ✓ Genuine and loyal - *witing tresno jalaran soko kulino*

THAT'S SO GERMAN



ROAD TO GERMANY: KAJIAN POTENSI EKONOMI DAN RESIKO NEGARA JERMAN



ROAD TO **GERMANY**

Kajian Potensi Ekonomi & Risiko
Negara Jerman



