Exportnytt Singapore & Indonesien

24 June 2026

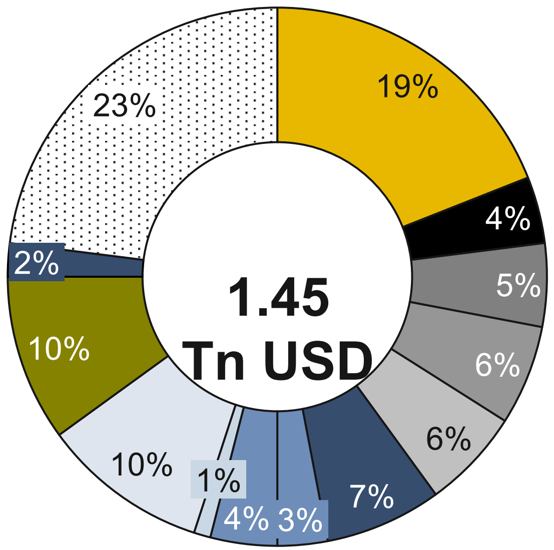
Business Sweden

BUSINESS-SWEDEN.COM

Indonesia

As a resource-rich country, Indonesia relies on manufacturing & mining, supported by young population

GDP contribution by sector, 2025
Percentage (%) of 2025 total GDP



- Manufacturing
- Energy and Utility
- Digital Infrastructure
- Transportation and Logistic
- Forestry and Plantation
- Mining
- Healthcare
- Financial Services
- Education
- Construction
- Wholesale and Retail
- Real Estate
- Others

Key fact about Indonesia

1. Indonesia, the world's fourth most populous nation, is driven by **a young, digitally savvy population**, making it the region's **fastest-growing digital economy.**
2. Indonesia is a **major exporter of natural resources**, including nickel, coal, and palm oil.
3. With strong renewable energy potential, Indonesia has set ambitious **targets to reach net-zero emissions by 2060.**
4. Through **downstream industrialization** in key minerals, the government is shifting the economy from raw exports to higher-value manufacturing.
5. Indonesia is **undertaking large-scale infrastructure development, including digital infrastructure** to enhance connectivity, efficiency, and advanced economic activity.

COUNTRY PROFILE

Total Area: **1.905** Mn KM

Population: **285.7 Mn** (2025)
- 4th most populous country
- Young population with ~ 60% of the population being <40 years of age

GDP, current prices (2025)
1.45 trillion USD (17th)
- 5% growth compared to 2024
- Manufacturing is the largest contributor with 19% shares

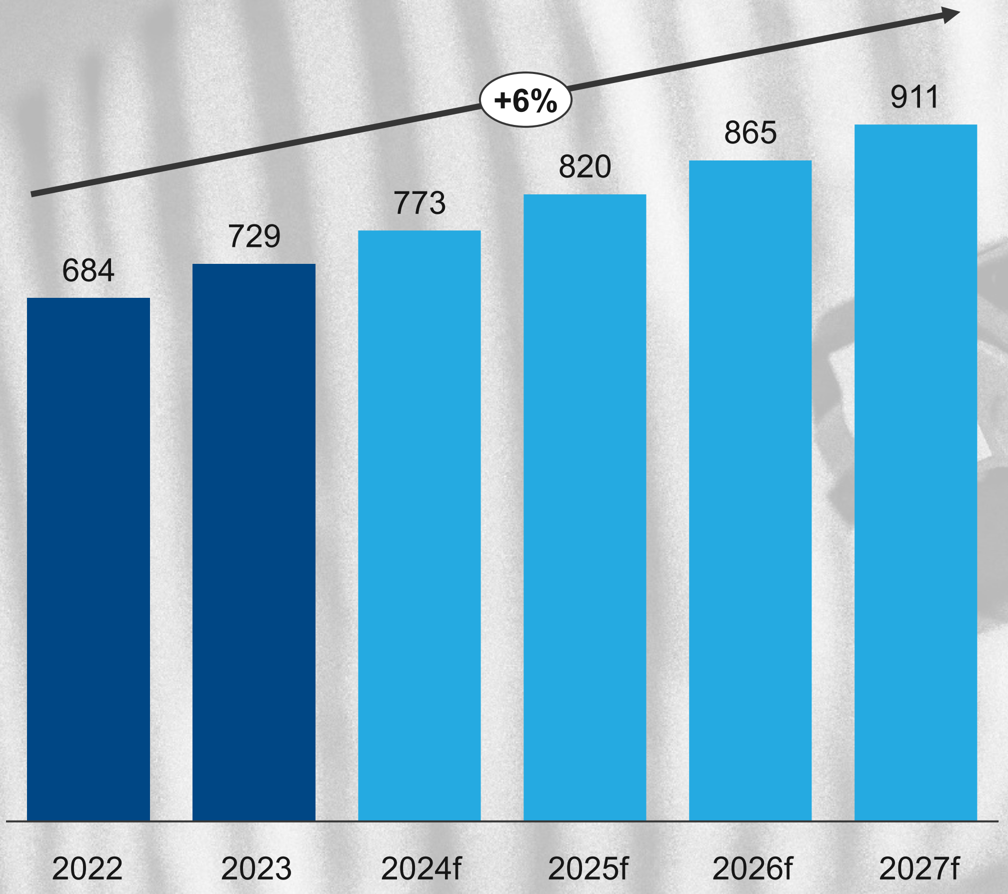
GDP per capita:
5,083 USD (2025)

Urbanization Level:
59% (2024)

Consumer

Total actual and projected household spending in Indonesia, 2022-27

in billions of USD



Source: BMI

Market opportunities

With consumers prioritizing **grocery purchases** and a trend towards **premiumization in food and drink**, Swedish companies can capitalize on offering high-quality, premium products

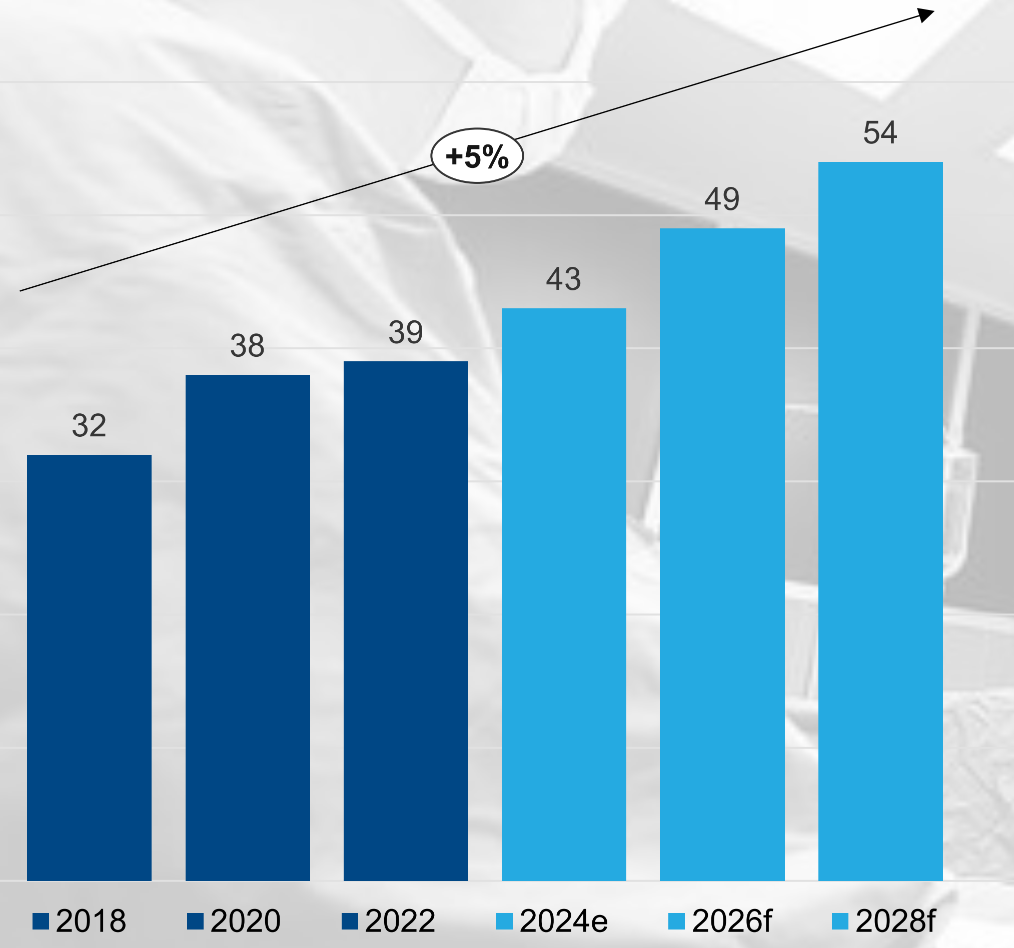
The **expanding e-commerce segment** provides a robust platform for Swedish retailers to increase their online presence and reach a broader customer base

As the number of households grows, there is a **rising demand for household goods**

Healthcare

Indonesia's healthcare expenditure

in billions of USD



Source: BMI

Market opportunities

The **development of SEZ** and **new hospitals** drive the demand for imported medical devices, equipment, and software solutions.

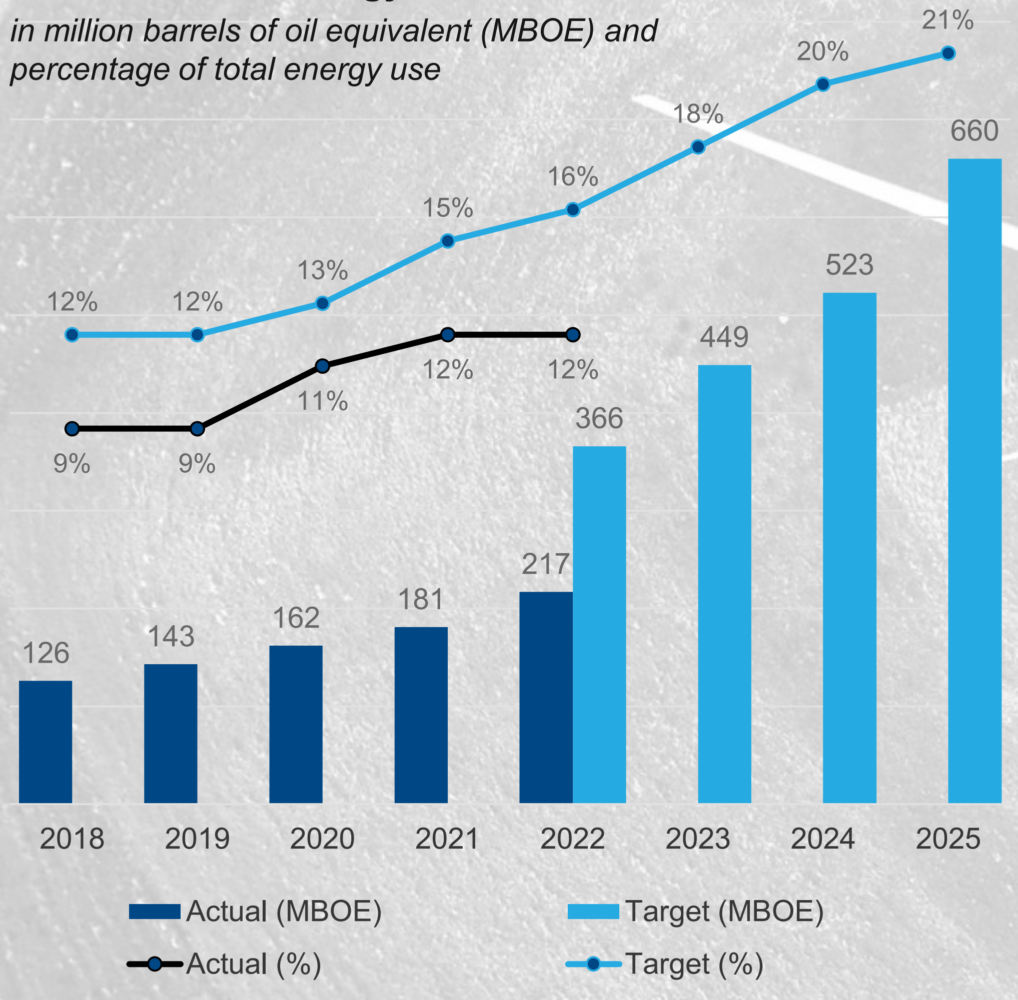
The development of a nationwide electronic medical record system creates opportunities for **digital health solutions.**

Opportunities for innovative **medical technology**, particularly in infection prevention, chronic disease management, and aesthetics clinics.

Energy

Actual and targeted renewable energy use in the Indonesian energy mix, 2018 - 25

in million barrels of oil equivalent (MBOE) and percentage of total energy use



Source: Ministry of Energy and Mineral Resources, Indonesia

Market opportunities

Development of **Variable Renewable Energy** (wind, solar, battery storage) and **Baseload Renewables** (geothermal, hydro, biomass)

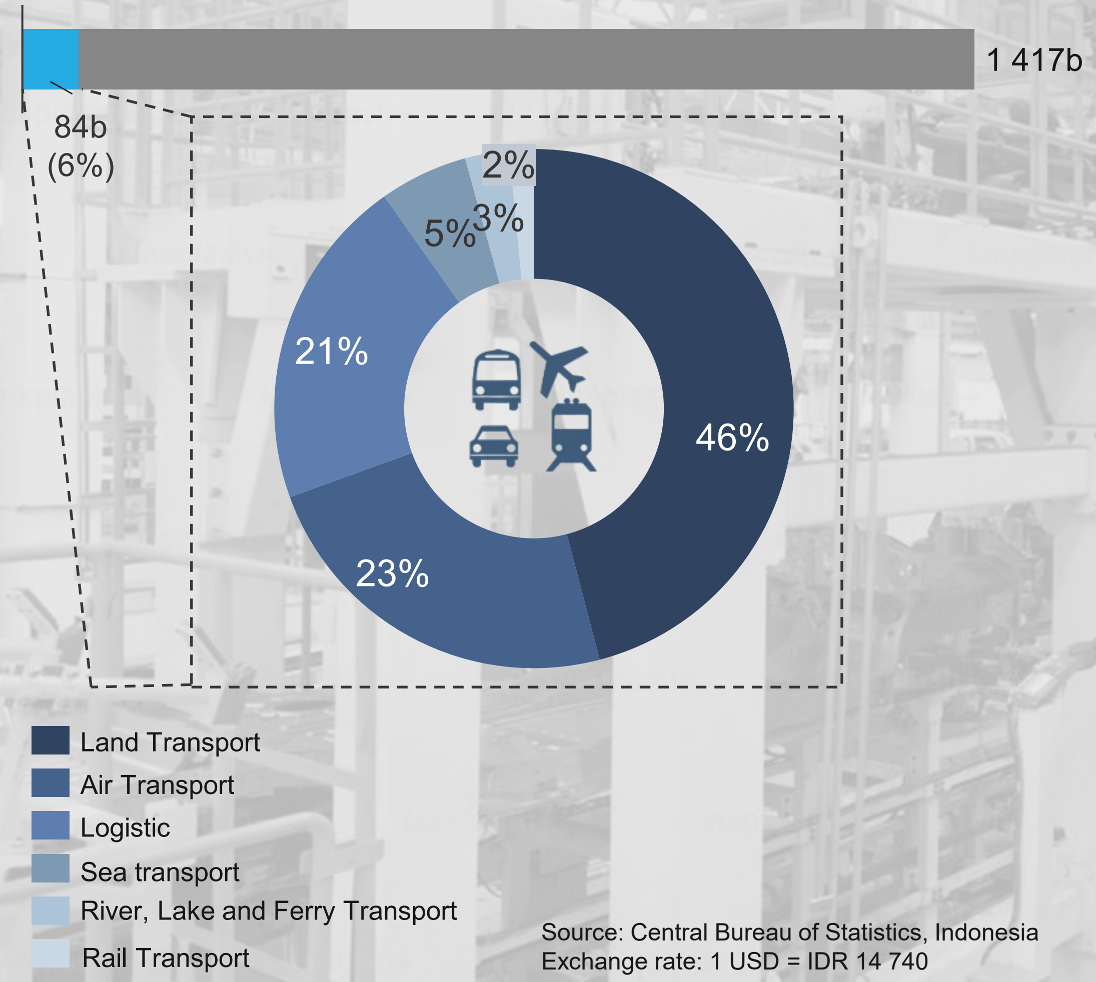
Development of **Power Grid** and **Smart Grid**

Energy efficiency and **conservation** (industry and manufacturing)

Transportation

Transportation and logistics subsector contribution to the GDP, 2023

in percentage (%) of 2023 transportation and logistics GDP (USD 84 billion, or 6% of total overall GDP of USD 1 417 billion)



Source: Central Bureau of Statistics, Indonesia
Exchange rate: 1 USD = IDR 14 740

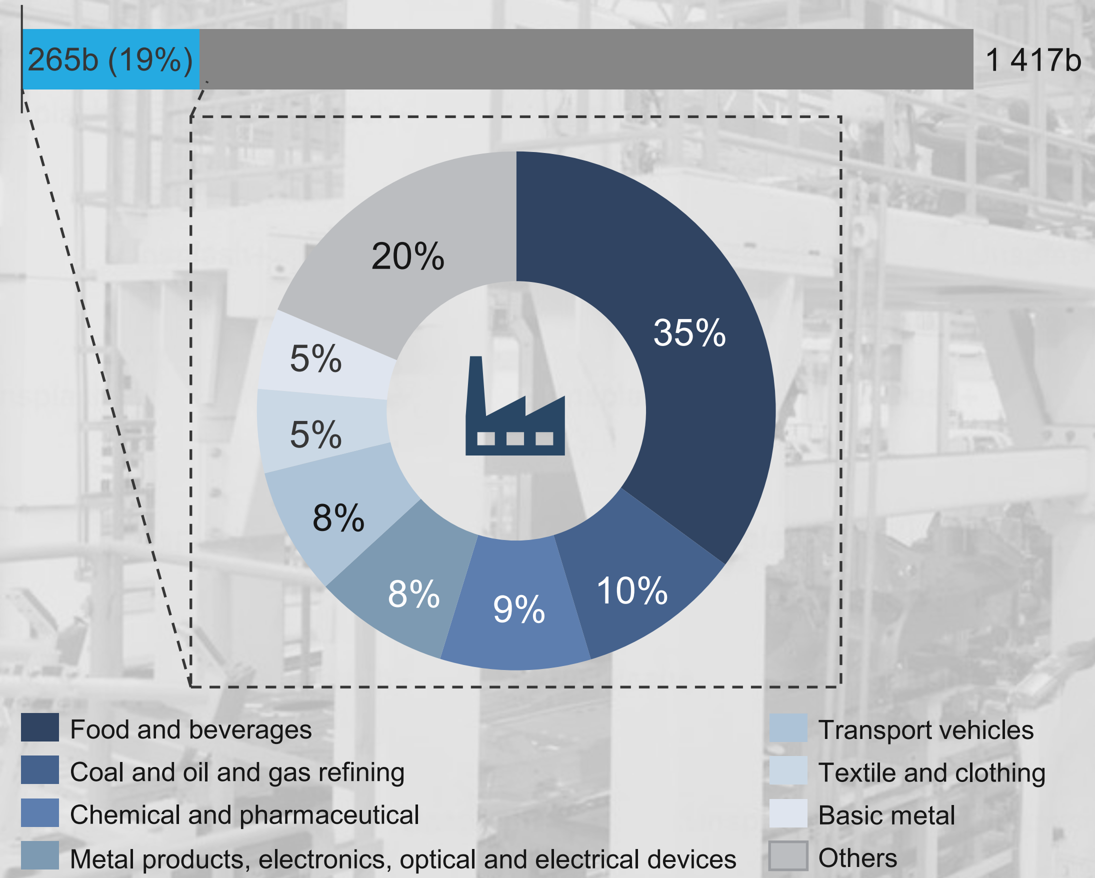
Market opportunities

- The establishment of a robust **end-to-end EV ecosystem**
- The Indonesian government is heavily investing in **rail infrastructure** to enhance connectivity and lower logistics costs
- A nationwide push for **a complete digitalization in logistics** to increase productivity

Manufacturing

Manufacturing subsector contribution to the GDP, 2023

in percentage (%) of 2023 manufacturing GDP
(USD 265 billion, or 19% of total overall GDP of USD 1 417 billion)



Source: Central Bureau of Statistics, Indonesia
Exchange rate: 1 USD = IDR 14 740

Market opportunities

Industry 4.0 solutions see high demand

Manufacturing SEZs can serve as potential base to expand in Southeast Asia

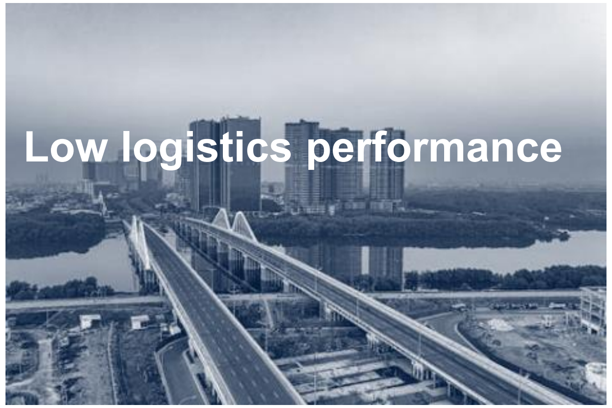
Traditional industry solutions sees an increased demand as new factories are set-up

Cumbersome regulatory regime, low logistics performance, and limited labor quality have become major challenges for foreign investments in Indonesia

Local Content Requirements (TKDN)

Commodity Trade Balance

Testing & certification of products (Halal, SNI etc.)



High distribution costs

Inefficient logistics services

Industrial productivity issues

Difficulties of finding qualified talent (low education/certification attainment, English proficiency)

The Sweden-Indonesia Sustainability Partnership (SISP) is our flagship programme to support collaboration and business in various sectors

Background & purpose

Sweden-Indonesia Sustainability Partnership

A platform for Swedish companies to utilize Team Sweden to positioning their brand, products and services in Indonesia

A G2G agreement to collaborate where Sweden has committed to bringing technical solutions, expertise and companies to Indonesia in support of Agenda 2030 and the Sustainable Development Goals (SDGs)

Embassy of Sweden Jakarta
Swedish Energy Agency
Swedfund
SEK
ekn

Implementation programs

In 2026, the SISP initiative focuses on six main sectors:

- **SISP EV Transformation**
- **SISP Energy Alliance**
- **SISP Sustainable Mining Program**
- **SISP Healthcare Program**
- **SISP Industry Program**
- **SISP Forestry Program**

Key Activities

Annual conferences

Business delegations

B2G and B2B meetings

Showroom

Singapore

Stability has enabled a 95x increase in GDP per capita, from labour-intensive economy to knowledge powerhouse in 60 years

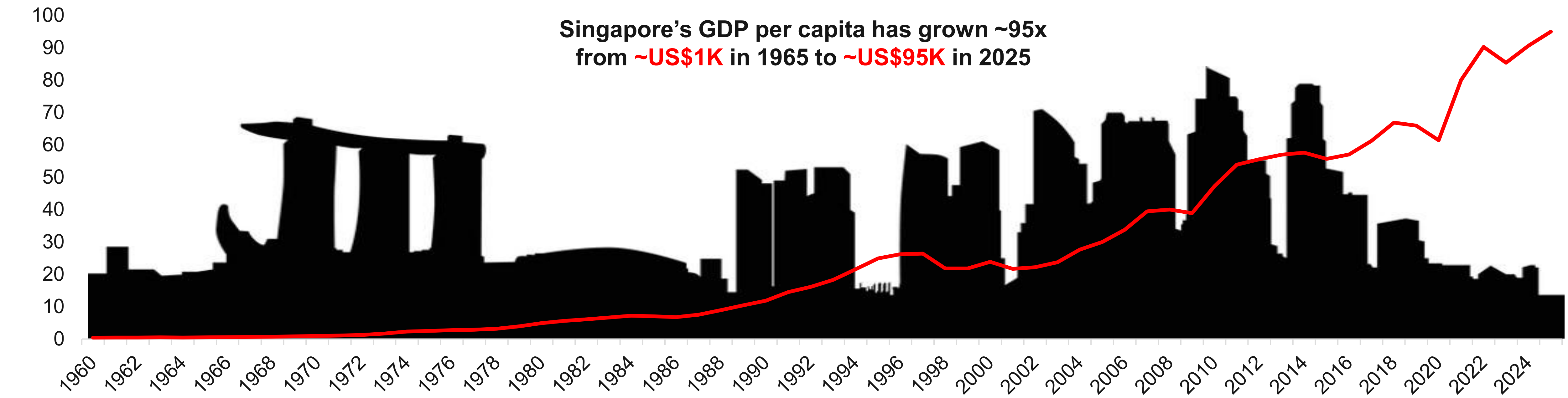
Labour Intensive

Skills Intensive

Capital Intensive

Technology & Services

Knowledge & Innovation



4 major ethnicities	**~6M** people	**61** years of independence	**719km^2** in size

These fundamentals place Singapore in the global top 5 for competitiveness, innovation, and talent attraction

Selected Singapore rankings

4th most competitive economy in the world
World Economic Forum's
Global Competitiveness Report, 2023

2nd easiest place to do business in the world
The World Bank, 2023

1st worldwide in attracting and nurturing global talent
Global Talent Competitiveness Index 2025

Asia Pacific's most digitally competitive country
IMD World Digital
Competitiveness Ranking, 2023

World's 2nd best IP rights protection
International Property Rights
Index 2024

4th globally in startup ecosystem strength
Global Startup Ecosystem Ranking 2025

Leading Tech Innovation Hub
KPMG's Tech Industry Survey, 2023
(outside of Silicon Valley/San Francisco)

World's 5th most innovative country
Global Innovation Index 2025

World's 3rd least corrupt countries globally
Transparency International Corruption
Perceptions Index 2024

Sweden already has 300+ companies in Singapore, concentrated in manufacturing, sales, and R&D

Sweden has a deep footprint in Singapore

300+
Swedish companies

~12,000
Employees

2,000
Swedish residents

300
Exchange students annually

10+
MOUs and collaborations across healthcare, mobility, energy, defence

Examples of Swedish companies in Singapore (non-exhaustive)

TRANSPORT & AUTOMOTIVE

- einride
- VOLVO
- Stena
- SCANIA

FOOD, RETAIL & CONSUMER GOODS

- IKEA
- Electrolux
- AAK
- H&M

FINANCE & INSURANCE

- SEB
- EQT
- lendela
- PAGERO

INDUSTRIAL EQUIPMENT & MANUFACTURING

- ABB
- Atlas Copco
- ASSA ABLOY
- BROMMA
- Epiroc
- SANDVIK

HEALTHCARE & LIFE SCIENCES

- Elekta
- GETINGE
- Mölnlycke
- AstraZeneca

DEFENCE & SECURITY

- SAAB
- AXIS COMMUNICATIONS
- Securitas
- GUNNEBO

These companies rate Singapore highly for safety and infrastructure, but flag specialist talent access as the main constraint

Top 3 factors that support Swedish businesses

Personal Safety
Singapore offers exceptionally high personal safety creating a predictable and secure environment for business operations

Physical Infrastructure
Singapore provides advanced transport and digital infrastructure enabling efficient regional connectivity for Swedish firms

Financial system
Singapore’s stable transparent financial system supports regional treasury functions and reliable cross border transactions

Areas where Swedish companies face relatively more constraints

Work culture / Business mindset
Differences in local work norms and decision styles can create alignment challenges for Swedish management teams

Specialists and key personnel
Limited availability of specialised talent in key sectors makes recruitment and retention increasingly difficult

Labour market regulation
Recent tightening of employment policies increases constraints on foreign hiring and headcount planning

Source: Business Climate Survey for Swedish Companies in Singapore 2025
Notes: 1. These were top 3 and bottom 3 factors for the question: “Please rate from 1-9 how the below conditions meet the needs of your company’s business”

Team Sweden Focus Areas 2026

FOCUS ASIA: SME STUDY TRIP TO SINGAPORE AND INDONESIA

12 – 16 October 2026

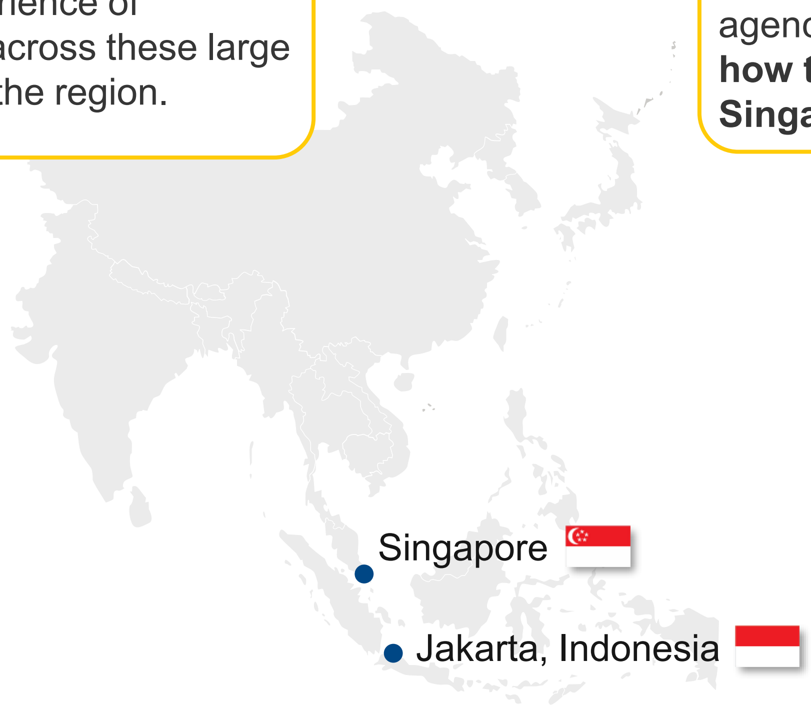
BUSINESS SWEDEN
THE SWEDISH TRADE & INVEST COUNCIL

The #FocusAsia SME Study-trip enables SMEs to discover their potential in Singapore and Indonesia

What is it?

The Focus Asia SME Study-trip is a **5-day program in Singapore and Indonesia (Jakarta)** (12-16 October 2026), where participants will have a firsthand experience of opportunities across these large economies in the region.

The program will take participants through a **well-curated and dedicated meeting program** to learn from leading companies, industrial associations and governmental agencies in the country about **how to enter and succeed in Singapore and Indonesia**.



Why should I join?

1. Build **market insight through direct engagements** with leading experts on the ground
2. Create a network and **establish relationships** with local stakeholders and decision-makers
3. Leverage **Sweden's positioning and brand** as an innovative and sustainable country

Note: SME defined as < 250 employees, turnover < EUR 50 Mn, not subsidiary of large corporation.

Tentative

Each country-visit will provide (1) market insights, (2) company/industry sharing-sessions and (3) networking events. Consulting support provided post-delegation

THE SME DELEGATION PROGRAM 12 – 16 October 2026

Pre-arrival

Preparatory activities

- Assess best fit/interest with participants
- Knowledge-sharing sessions
- Virtual Webinars

Delegation Program 12 – 16 October 2026*

	Indonesia *Monday*	Indonesia *Tuesday*	Indonesia / Singapore *Wednesday*	Singapore *Thursday*	Singapore *Friday*
Morning	Landing and kick-off	Brief by Danantara / APINDO	Flight to Singapore	Market insights for Swedish SMEs	Brief about Singapore startup landscape
After-noon	SISP Showroom / Company visit	Roundtable discussion	Visit to Economic Development Board (EDB)	Introduction and panel discussion with Swedish SMEs in Singapore	Company visit
Evening	Networking event	Mingle event	Dinner event	Networking dinner at the Swedish residence	Delegation debriefing session

Post-departure

Individual follow-up

- Business opportunities realization
- Continued individual support (based on outcome)
- Export validation (up to 32h of support**)

* Tentative – Individual sessions subject to change ** Engage Business Sweden consultants to dive deeper into selected market/s to validate your business potential. Key questions to be discussed and agreed upon beforehand. Export Validation projects should not previously have been granted during 2026.

Focus Asia SME Study Trip will help you in (1) gain market insights, (2) Network Building and (3) Explore business collaborations and partnership opportunities

1

Market insights

Build market insight through direct engagements with leading experts on the ground

2

Network-Building

Create a network and establish relationships with local stakeholders and decision-makers

3

Business Opportunities

Leverage Business Sweden's network to explore business collaboration and partnership opportunities in Singapore and Indonesia

Participation fee

16 000 SEK

Participation fee

Included:

- **Participation: 1 representative per company** (+5 000 SEK for each additional participant)

Not included:

- **Transport; food; accommodation** (We will book the transport and hotels for all, except to/from Sweden. Additional costs for five days **~12 000 SEK pp***)

For more information, please contact:

andrea.staxberg@business-sweden.se

Note: Delegation pricing exclusive of VAT and taxes. * Estimated additional cost - To be determined once participants are confirmed. Hotel will be booked with check-in October 12th and check-out October 16th.

Erik Odar
Trade Commissioner Indonesia
Erik.Odar@business-sweden.se

Ludvig Hermansson
Country Manager Singapore
Trade Commissioner Malaysia
Ludvig.Hermansson@business-sweden.se

Andrea Staxberg
Regional Manager Business
Development APAC
Andrea.Staxberg@business-sweden.se

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PROGRESS BY TRADE