



MINISTRY OF FOREIGN AFFAIRS
REPUBLIC OF INDONESIA

14-15 October 2026

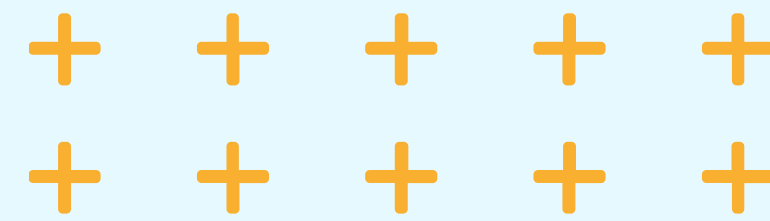
Indonesia-Europe Business Forum (IEBF) 2026

Food Security : Marine and Fisheries Sector

Hotel Harris BSD, Indonesia

- **Business Pitching**
- **Business Matching**
- **Networking**

Presented By: **MOFA INDONESIA**



INDONESIA-EUROPE BUSINESS FORUM 2026

Event Introduction



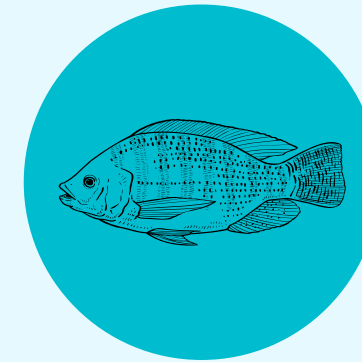
Indonesia-Europe Business Forum (IEBF) 2026 is organized by the **Ministry of Foreign Affairs of the Republic of Indonesia**, in collaboration with the **Ministry of Marine Affairs and Fisheries (MMAF/KKP)**, **Ministry of Investment and Downstream Industry/BKPM**, and relevant business associations.

Event's Goals :

- Downstreaming and value addition
- Supply-chain strengthening
- Technology Cooperation
- Investment
- R&D and Innovation
- Market Diversification

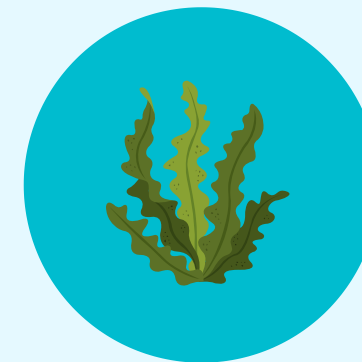
Three Priority Commodities

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BUSINESS FORUM 2026



Tilapia

- Aquaculture & production
- Feed
- Water-quality monitoring
- Digitalization
- Processing
- Cold chain
- Packaging
- Market access



Seaweed

- Cultivation
- Drying
- Processing
- Product development
- R&D
- Packaging
- Downstream products



Industrial Salt

- Purification
- Processing technology
- Machinery
- Storage
- Industrial applications
- Investment

Why Downstreaming?

From Resources to Higher Value

Indonesia has significant resources and production capacity in the maritime and fisheries sector.

The opportunity is to move further along the value chain:

Raw Materials → Processing → Value-Added Products → Technology & Innovation → Global Markets

IEBF seeks to connect Indonesian businesses with European partners that can contribute to this process through:

- Technology and know-how
- Processing solutions
- Investment
- Logistics and cold chain
- R&D and innovation
- Access to international markets



WHAT ARE WE LOOKING FOR?

- 1 **Buyers/Importers**
Market access & export
- 2 **Technology Providers**
Technology & productivity
- 3 **Processing Companies**
Value addition
- 4 **Investors**
Capital & expansion
- 5 **Logistic Providers**
Cold chain & supply chain
- 6 **R&D Institutions**
Innovation & product development
- 7 **Service Providers**
Technical & business solutions

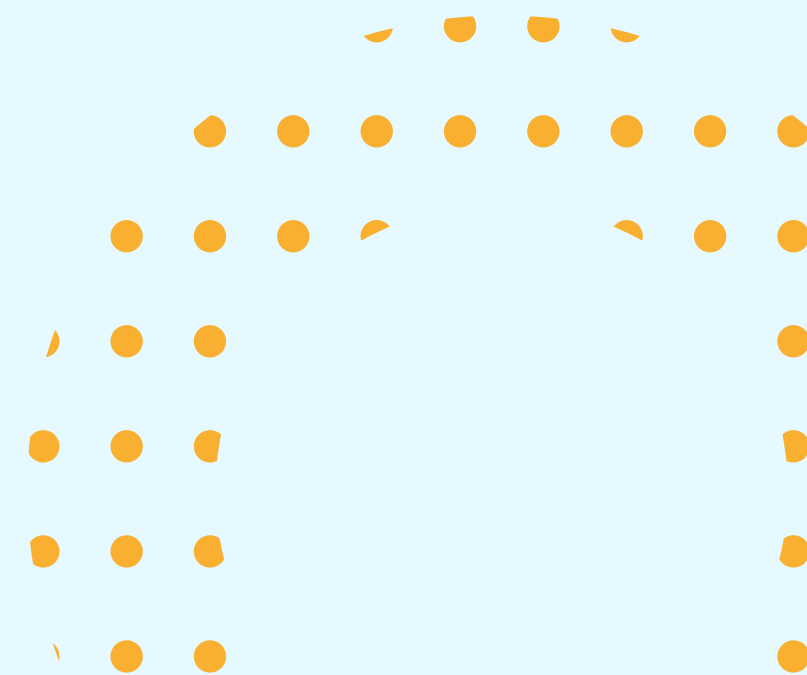
**IEBF aims to facilitate cooperation
across the value chain:**





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INDONESIA-EUROPE BUSINESS FORUM 2026 AGENDA



INDONESIA-EUROPE BUSINESS FORUM 2026

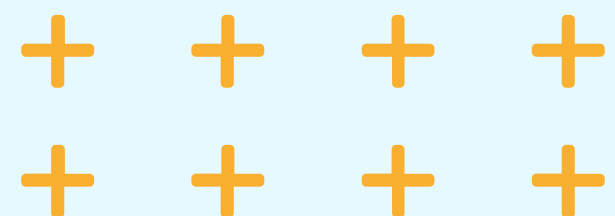
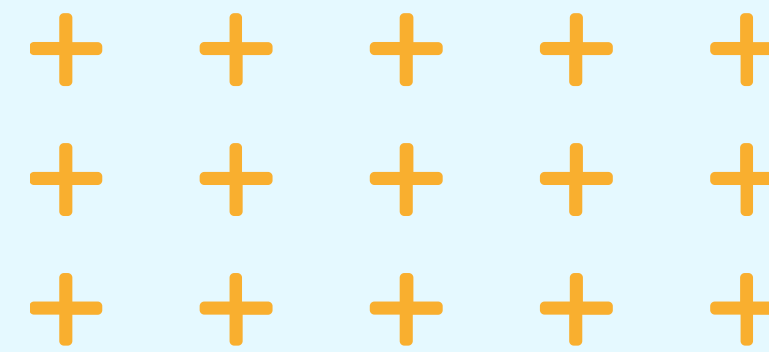
Pre-Elimentary Online Business Matching
(30 September – 08 October 2026)

Prior to the main event, participants may take part in online preliminary business matching.

Purpose:

- Identify potential business counterparts early
- Understand specific needs
- Assess potential areas of cooperation
- Prepare targeted meetings for 15 October
- Allow sufficient time for follow-up discussions

The earlier the potential partners are identified, the more targeted the matching process can be.



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Day One (14 October 2026)

Business Showcase

The day will provide an opportunity for:

- Indonesian companies to showcase products, samples and capabilities
- Participants to prepare for targeted business matching on 15 October
- Indonesian companies to engage with representatives of Indonesian Embassies/Missions in Europe

Business Showcase may include:

- Product samples
- Company profiles
- Production capacity
- Technology/innovation
- Flyers and promotional materials
- Short production videos



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Day Two (15 October 2026)

Main Event IEBF 2026

Business Pitching

Each company will have approximately 5 minutes to present:

1. Who we are
2. What we produce
3. Production capacity
4. Current markets
5. Key challenges
6. What we need
7. What type of partner we are looking for
8. Proposed areas of cooperation

Business Matching

Targeted B2B discussions based on the identified needs and interests of both sides



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Post IEBF (16–18 October 2026)

Site Visits

Following the main event, selected European participants may be invited to visit relevant production sites.

Potential destinations:

- Makassar (Seaweed)
- Lake Toba (Tilapia)
- Madura (Industrial Salt)

Purpose:

- See production and processing facilities first-hand
- Understand existing capabilities and gaps
- Explore technology and investment opportunities

Discuss potential cooperation on site



**Note: We will cover local transport, accommodation for
business participants who join site visit**

We Invite Embassies in Jakarta to:

1 **Identify**

Relevant companies, investors, technology providers and R&D institutions.

2 **Connect**

Introduce potential partners to the IEBF organizing team and Indonesian companies.

3 **Disseminate**

Share IEBF information through business associations, chambers of commerce and business networks.

4 **Facilitate**

Support preliminary online meetings between potential partners.

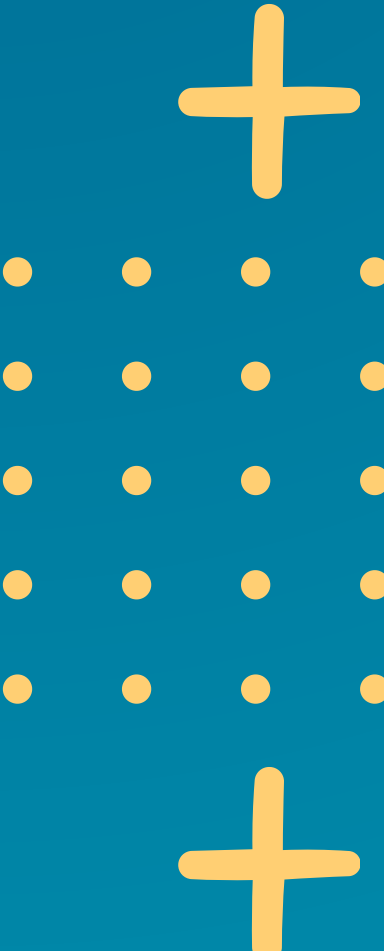
5 **Explore**

Identify opportunities for technology, investment, R&D, supply-chain and market cooperation

WHAT INFORMATION WOULD HELP US?

For each potential European partner, we would appreciate:

- Company name & profile
- Country
- Business sector
- Products / technology / solutions
- Current activities in Indonesia, if any
- Interest in the Indonesian market
- Type of cooperation sought
- Specific Indonesian counterpart or capability required
- Contact person



Thank you!

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