

Selamat Pagi

Guten Morgen

Good Morning

Nino Krisnan K.

Indonesian – German Cooperation in Science,
Education and Business Development
for
the Sustainable Development of Smaller
Indonesian Islands





Our Interest :

Strong Maritime
Industry

supporting the

Boating & Yachting
Industry

Our Interest :

Risk Adjusted Return

Planet-People-Profit
Based
Investments

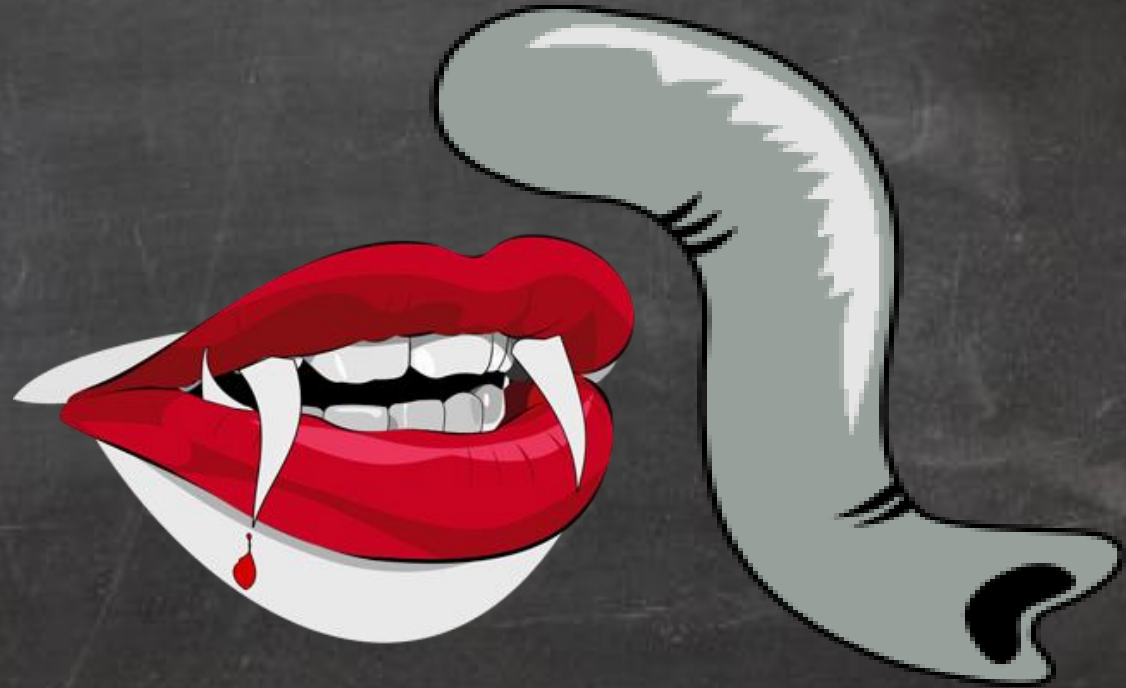
People ~ Planet ~ Profit
Approach
to Transform
Potentials into Opportunities

SIDI, ITS Surabaya
12 November 2013

Let's think this through...

...together

Understand the Big Picture First



Follow Through to the Details

Issue Mapping

is·sue *noun*

a matter of public concern

a point or matter of discussion, debate, or dispute

The essential point

a culminating point leading to a decision

a final outcome that usually constitutes a solution
(as of a problem) or resolution (as of a difficulty)

<http://www.thefreedictionary.com/issue>

<http://www.merriam-webster.com/dictionary/issue>



Issue Mapping

Sense of Belonging

stakeholder Mine, stakeholder
stakeholder Yours, stakeholder
stakeholder Theirs, stakeholder
stakeholder Ours, stakeholder
or
stakeholder Whose Issues? stakeholder

Get this right from the beginning!
Find the Common Interests

Issue Mapping



Get down to the bottom line

Issues (current)

Poverty

Deforestation

Health

Climate Change

Access to
Clean Water

Economic
Crisis

Social
Conflict

Education
Quality

Overfishing

Pollution

Issues (future)

Food-Water-Energy

Business as Usual
(current issues x 1,000)

or

be Part of Solution?

'Future' oriented attitude

*"The best way to predict the future
is to invent it."*

~ Alan Kay

*"The best time to plant a tree is 20 years
ago. The second best time is now"*

~ Chinese proverbs

How should we do it?

Planet - People - Profit

Is it a multiple choice?

either or?

all of the above?

Planet – People – Profit

economic growth, GDP, GNI, foreign
exchange reserve, IRR, efficiency, etc.

vs

The Externalities

*(too 'difficult' to measure and to deal with,
just put them aside):*

dehumanization, environment degradation,
over exploitation, etc.

People

the ones who do things & make things work



Food
Energy

Sustainable

Water
Waste

Planet

our habitat, our home
4.54 billion years old



Profit

the thing that gets
everything moving

Sustainable Island Development Initiatives (SIDI)

People Strategy?

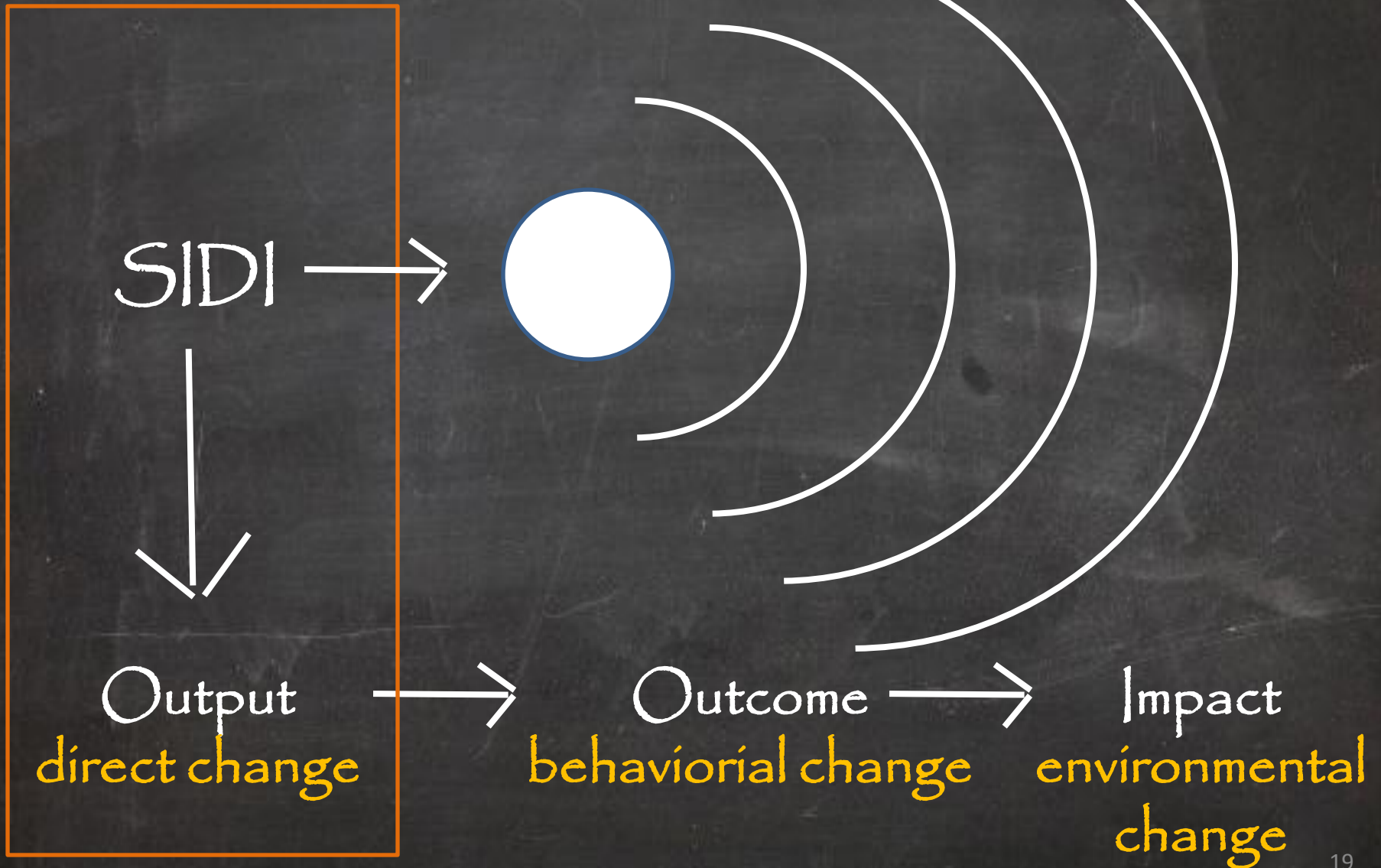
Sovereignty

Planet Strategy?

Habitable Quality

Profit Strategy?

Risk Adjusted Return



Hazardous Areas

Land vulturous

Water vulturous

Fossil fuel vulturous

Biological & mineral raw materials vulturous

Cheap labour vulturous

Lead to :

Conflict
&

Bad Governance



<http://thesis2010.micadesign.org/kropp/images/research/vulture.png>

Has anyone done this?

Does it work?

Has anyone done this?

www.eastbalicashews.com

Issue mapping:

Poverty

Lack of education

No work opportunities

Serious health issues

Poor roads

Lack of water

Social Disease (rampant alcoholism & gambling)

Has anyone done this?

www.eastbalicashews.com

People

women empowerment, health & education, fair trade, etc.



Sustainable



Planet

Reducing carbon foot print, organic farming practices, etc.



Profit

Added value through processing, supply chain shortening, good corporate governance, etc.

Has anyone done this?

www.eastbalicashews.com

Private Investors

KKR



Funding

Angel Investors

Friends

Social Investors

IIX

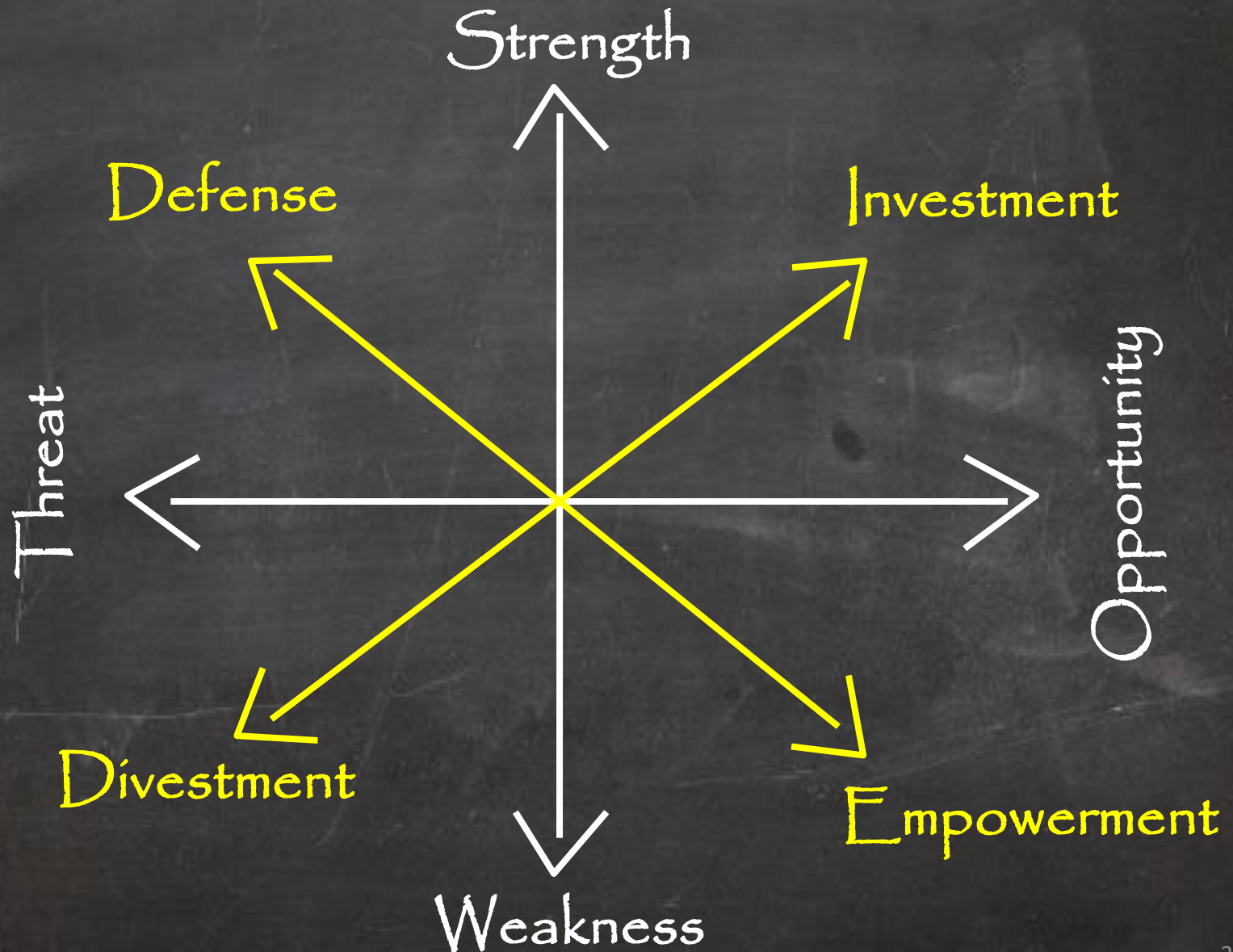
Someone has done it!

In Indonesia...

so...

It can be done !

SWOT & Basic Strategies



Basic Strategies



Transforming Potentials into Opportunities



Back to...

SIDI

Do we have a common ground
over these matters?

Terima Kasih

Danke Schön

Thank You