Legalink

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Interviews Series 50

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Indonesia



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CHRISTIAN TEO & PARTNERS

1. Could you introduce CTP and tell us what makes the firm distinctive in Jakarta's legal market?

CTP is a corporate commercial firm, not a litigation practice, and our size and specialist focus make us a boutique. We wouldn't call ourselves distinctive in the Indonesian market, but we are often the first stop for clients who need legal and regulatory advice in technology, media and telecoms (TMT), hospitality (especially hotels), property and real estate, and mining and natural resources.

2. Which practice areas are growing fastest at the firm, and what are international clients asking you for most often?

It is hard to single out one area as "growing". The sectors I mentioned are our core strengths, and we keep building our client base in each of them.

3. What does Legalink membership bring to CTP and its clients?

Most of our Legalink work comes from our Asian fellow members, along with a small number of very industry-specific enquiries from European members. We would like to see more coming from our European and US colleagues, as Legalink members tend to focus on European and US transactions. We hope the General Meeting in Jakarta will show them what Indonesia can offer.

4. How would you describe Indonesia's investment outlook to an international business leader today?

In the short term, the outlook may not look very appealing. In the long term, Indonesia is very promising, thanks to its strategic location, its large population and a growing number of high-net-worth individuals.

5. Which sectors are attracting the most foreign interest, and what is driving that?

Right now, infrastructure, especially technology infrastructure such as data centres and telecoms, and natural resources. Both are driven by global technology development.

6. The programme gives a prominent place to Danantara and INA. How are sovereign investment vehicles changing the way deals are done in Indonesia?

It is still early days, but over the next few years they will be key players in deal-making for government projects.

7. What are the key things a foreign investor should understand about Indonesia's legal and regulatory environment before entering the market?

The legal and regulatory environment is still developing, so it may look inconsistent. That is part of the effort to find the best form. Government policy also still plays an important role, alongside what is written in the regulations.

8. What do you hope members will take away from their time in Jakarta?

From a business point of view, we hope members will see Indonesia's potential and feel better equipped to discuss it with their clients. We also hope they will come back to explore and enjoy other parts of Indonesia.

9.

Delegates will hear from Prof. Hikmahanto Juwana, Bono Daru Adji, Aldrich Anthonio and Rajiv Louis. What made you choose these speakers, and what will they add to the programme?

Prof. Hikmahanto Juwana is well known for his knowledge and analysis of international law. We hope to hear his view of the current geopolitical situation and how it will affect business.

Bono Daru Adji and Aldrich Anthonio will each present their institutions and how those institutions are creating business and investment opportunities.

Rajiv Louis will raise environmental concerns and show how lawyers can contribute to a better environment and climate.

10.

Beyond the sessions, what should delegates look forward to? And for those visiting for the first time, what should they know about Jakarta and what should they not miss?

That is difficult to answer, because there is so much to do. Jakarta has its own unique culture, but it is also a melting pot of people from across Indonesia, so it is really a window to the whole country. I would suggest spending extra time on the food, the history and the cultural landmarks. For the more adventurous, Jakarta's nightlife is as exciting as that of most cities in the world.

Interviews Series
50

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