

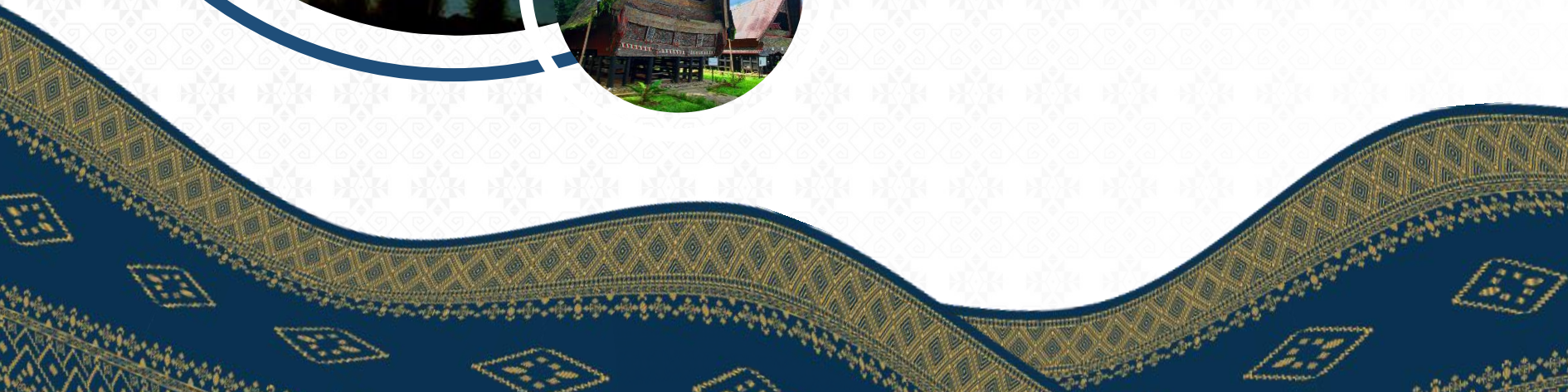


BANK INDONESIA
BANK SENTRAL REPUBLIK INDONESIA



NORTH SUMATRA INVESTMENT BOOK

WE ARE WELCOME FOR YOU
Quarter II of 2021





Berhala Islands

 Tanjung Beringin District,
Serdang Bedagai Regency

“

North Sumatra isn't only a great market
for your products, but also a perfect
place for production base.

”



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REMARKS BY HEAD OF BANK INDONESIA REPRESENTATIVE OFFICE OF NORTH SUMATRA PROVINCE

Investment is one of the most important channels to support regional and national economic growth. Mature investment realization could highly impact on new job opportunities and create a multiplier effect for the economy, explicitly supporting economic growth and improving people's welfare by reducing unemployment.

North Sumatra has successfully positioned itself as the largest contributor of economy in Sumatra Island, with a contribution of 23.35% in this second quarter of 2021. Supporting infrastructures for the improvement aspect of doing business is also continuously developed by the Central and Regional Governments.

North Sumatra has 8 clear and clean investment projects, which 3 of them are National Strategic Projects. The 8th projects are Toba Caldera Resort, Sei Mangkei Special Economic Zone, Kuala Tanjung Industrial Estate, Medan Industrial Estate, Sport Center, LRT Mebidang, Siantar-Parapat Railway, and Mixed Use Rental Apartments in Sei Mangkei SEZ. These projects are the focus of the government that continues to be developed intensively.

At the regional level, we continue to strive to support economic growth through investment. The North Sumatra Invest task force continues to explore many potentials that exists in the region and puts it into an integrated database, thus makes it easier for investors to choose projects that suit their respective business profiles. On the other hand, we are trying to make it simpler for investors in terms of business licensing through licensing digitization.

All of these efforts, working closely with our spirit to advance the regional economy for the welfare of the people of North Sumatra. So, let's come and explore the potential of North Sumatra more closely. We are ready to facilitate you because we are welcome for you.

Medan, August 2021

**Head of Bank Indonesia of North Sumatra
Representative Office**

**Soekowardojo
Executive Director**

REMARKS BY THE GOVERNOR OF NORTH SUMATRA PROVINCE

North Sumatra Province is one of the pillars of the Indonesian economy with historical economic growth above the national economic growth. GDP per capita of North Sumatra Province in 2020 is around IDR 533.75 trillion, makes North Sumatra become one of the growth engine for the national economy outside the island of Java.

Its geographical advantage, which is directly adjacent to the Malacca Strait, makes North Sumatra being the center of trade and national connectivity hub in the western region of Indonesia. Not only that, from a demographic perspective, North Sumatra has a prospective market advantage. This is reflected in the population which is the 4th largest in Indonesia, where more than 50% is dominated by people of productive age.

The natural beauty of North Sumatra contains many potentials that also contributes greatly to the economy through the tourism sector. Our main attraction is Lake Toba, which has been designated as the Global Geopark by UNESCO and a national priority tourist destination.

To support in becoming an international standard tourist destination, infrastructure development continues to be developed, especially to advance connectivity.

Various National Strategic Projects currently being developed include the eastern Sumatra route and the toll road from Medan to Lake Toba. To strengthen the connectivity of air transportation modes, North Sumatra also has 2 international airport that have direct flights to Singapore and Malaysia and 5 airports that serve domestic flights. In the sea transportation mode, there are 6 ports to strengthen the maritime side.

In line with our efforts to continue to develop the socio-economy in North Sumatra, our 7 strategic investment projects are expected to generate a sustainable economy.

The Regional Government of North Sumatra has never stopped providing support for the development of regional investment projects. We continue to strive for this support as a form of structural transformation and ease of licensing procedures that are more efficient. Ease of fiscal and non-fiscal for the business community, relatively cheaper wages for labor, and easy access to raw materials create an excellent investment climate in North Sumatra.

Medan, August 2021

H. Edy Rahmayadi

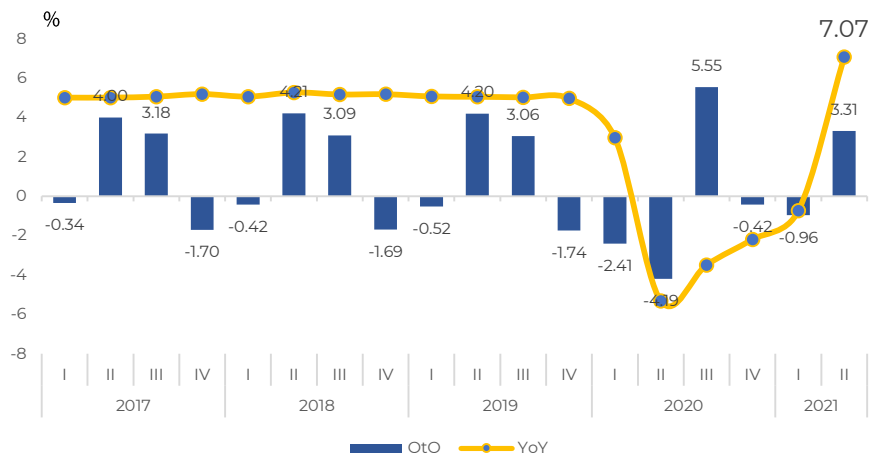
Governor of North Sumatra



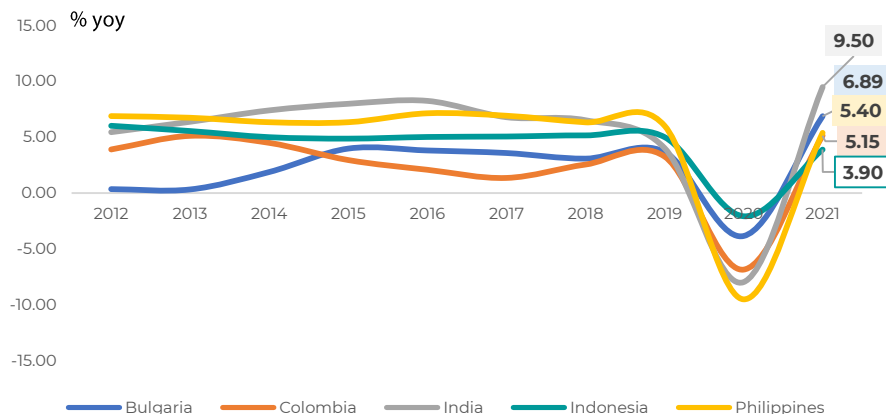
INDONESIA ECONOMY AT A GLANCE

INDONESIA GDP GROWTH

Strong GDP Growth¹



Favourable GDP Growth Compared to Peers²



- **National economic improvements observed since the third quarter of 2020 have persisted**, with data published by BPS-Statistics Indonesia confirming a higher growth as 7.07% (yoy) in the second quarter of 2021 compared with -0.74% (yoy) in the first quarter of 2021. Domestic economic recovery momentum is building on the back of rapid external sector gains in response to the stronger global economic recovery and ongoing acceleration of fiscal stimuli.
- **Economic gains in Indonesia have been recorded across nearly all GDP components on the expenditure side and economic sectors.** Exports more expanded since the Covid-19 pandemic befall Indonesia, growing 31.78% (yoy) than 7.03% (yoy) in the previous period. The significant improvement was primarily driven by demand in Indonesia. Meanwhile, positive external sector developments and stronger investment performance edged up import growth to 31.22% (yoy). Government consumption accelerated to 8.06% (yoy) in line with the realization of fiscal stimuli in the form of procurement, capital spending and social assistance disbursements. Investment is also showing signs of improvement, recording 7.54% (yoy) compared with -0.23% (yoy) in the previous period. By sector, most economic sectors are seeing improvements, led by Transportation and Storage, Water Supply as well as Health Services. Spatially, national economic growth momentum is supported by all regions.
- **Looking forward, Bank Indonesia expects economic growth to continue building momentum in line with the promising global economic recovery outlook and ongoing policy stimuli.** An orderly vaccination program rollout and disciplined application of Covid-19 protocols are still required to accelerate the recent domestic demand gains. To that end, Bank Indonesia will continue to strengthen policy coordination with the Government and Financial System Stability Committee, including implementation of the Integrated Policy Package, to support the ongoing national economic recovery.

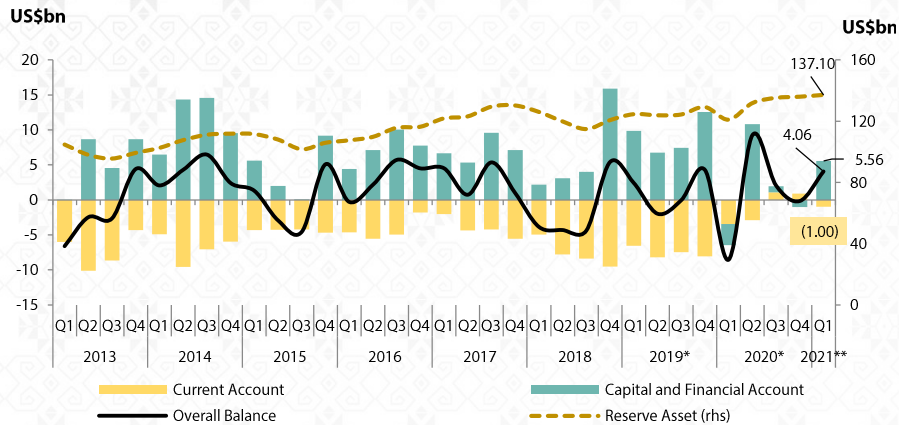
Growth Prospect

Institutions	2021 GDP growth (%YoY)
2021 Budget	5.0
Bank Indonesia	4.1-5.1
IMF (WEO, Apr 2021)	4.3
World Bank (Global Economic Prospects, Jan 2021)	4.4
ADB (ADO, Apr 2021)	4.5
Consensus Forecast (May 2021)	4.4

1. Source: Central Bureau of Statistics of Indonesia (BPS), ** Including non-profit household consumption
 2. Source: World Economic Outlook Database – April 2021; * indicates estimated figure

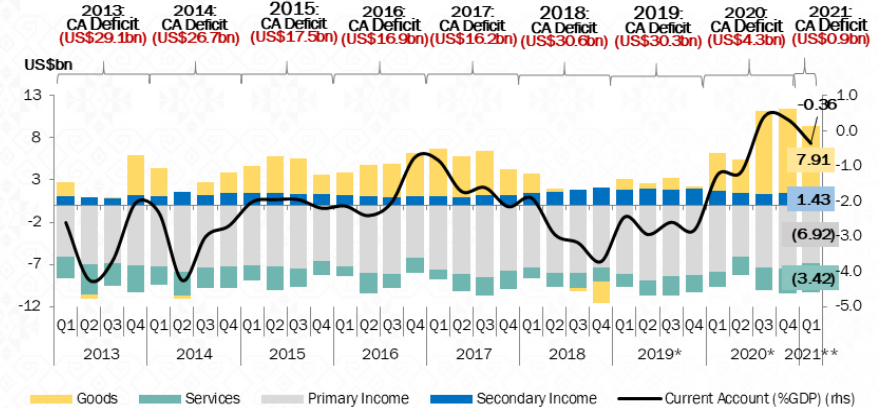
EXTERNAL SECTOR REMAINS RESILIENTS

Balance Of Payment Remains Solid



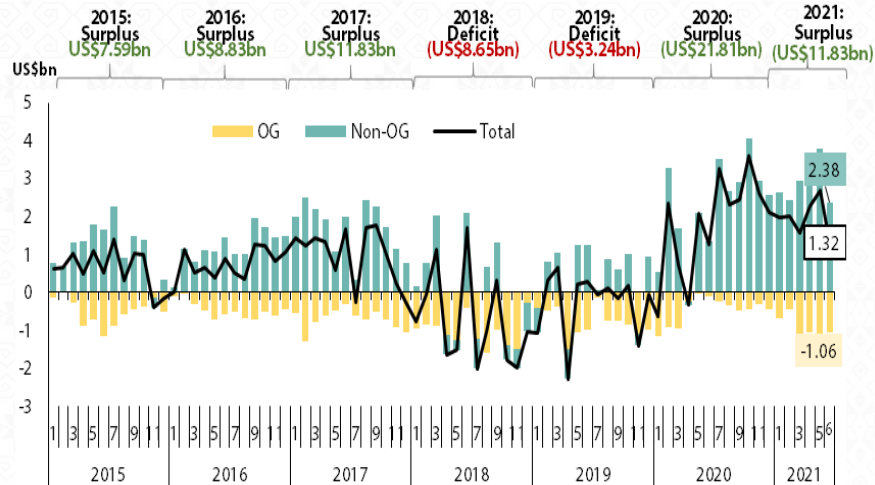
Source: Bank Indonesia

Current Account Recorded Deficit in Q1-2021



Source: Bank Indonesia

Trade Balance Surplus Increases

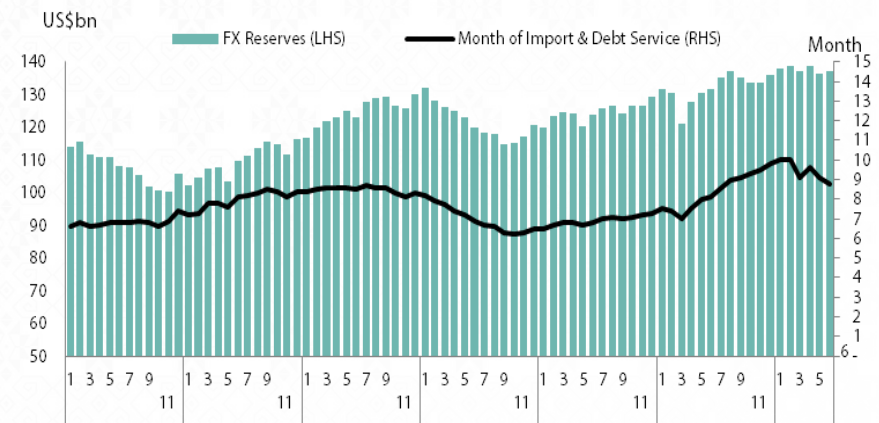


* Preliminary Figure ** Very Preliminary Figure

Source: BPS

Official Reserve Assets Increased to Reinforce External Sector Resilience

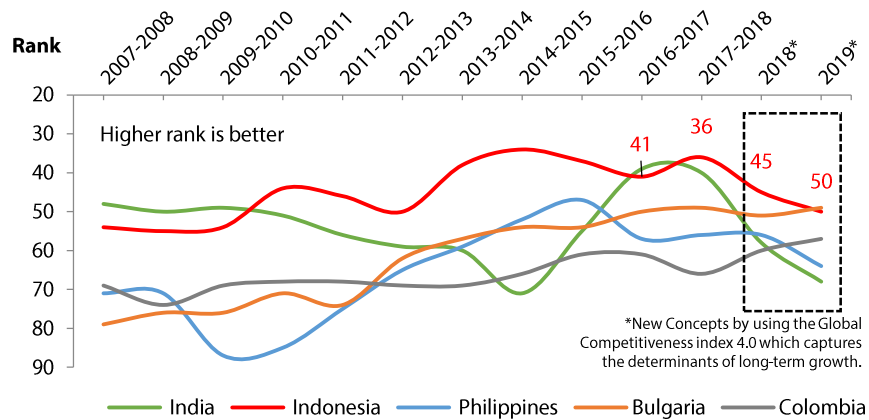
FX Reserves as of June 2021: US\$137.1 bn
(Equiv. to 8.8 months of imports + servicing of government debt)



Source: Bank Indonesia

IMPROVING GLOBAL PERCEPTION

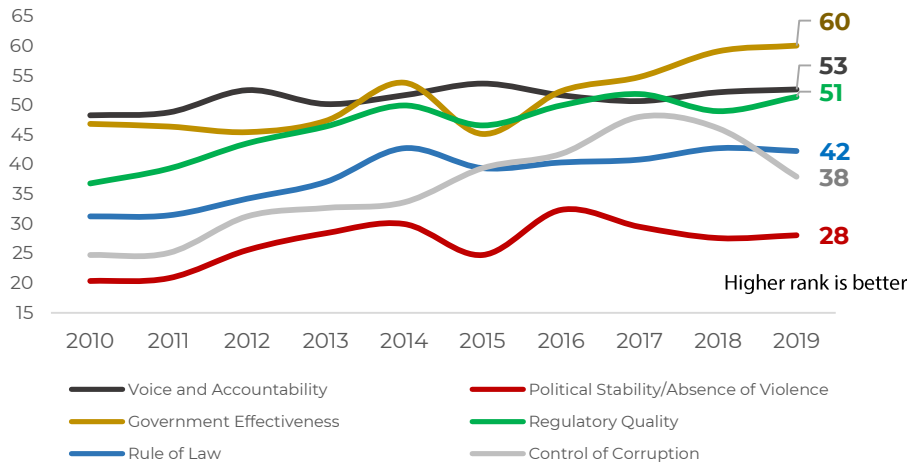
Global Competitiveness Index¹



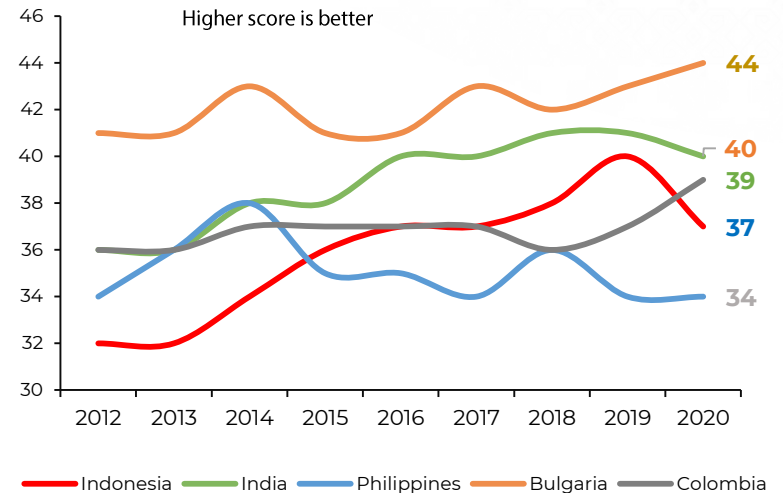
Ease of Doing Business²



Worldwide Governance Indicators³

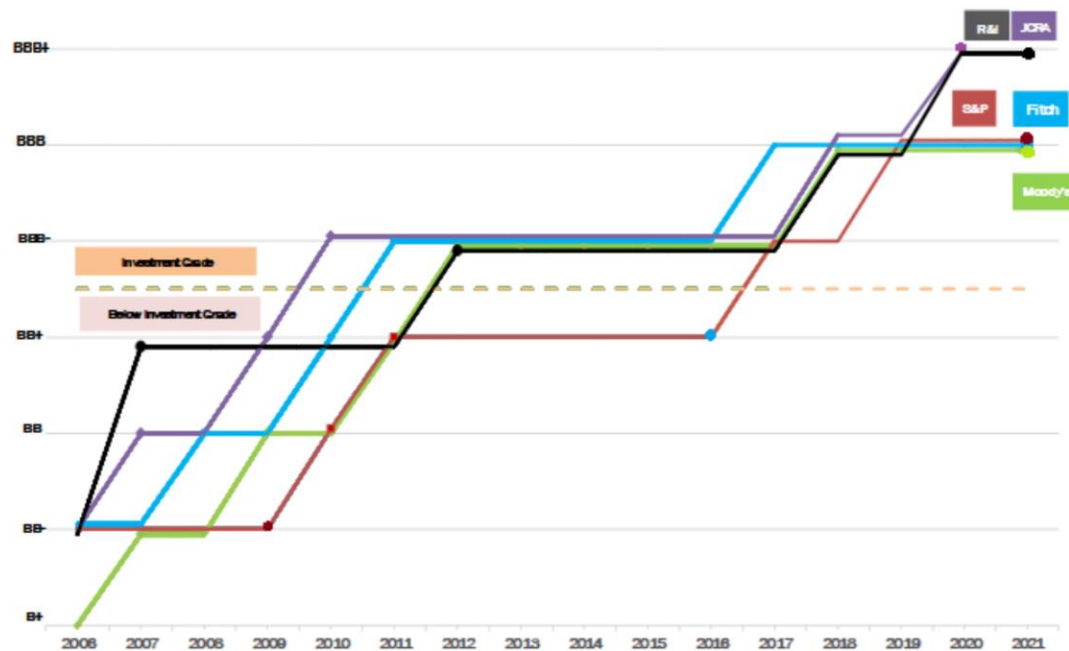


Corruption Perception Index⁴



- Source: World Economic Forum – The Global Competitiveness Report 2019;
- Source: World Bank – Doing Business 2020 Report;
- Source: World Bank – The Worldwide Governance Indicators 2020 Update;
- Source: Transparency International – Corruption Perceptions Index 2020 Report

INVESTMENT GRADE APPROVED



FitchRatings

BBB / Stable

March 2021, Rating Affirmed at BBB/Stable

"The affirmation of the rating is underpinned by a favorable medium-term growth outlook and a still low, but rising, government debt burden compared with "BBB" category peers".

**S&P Global
Ratings**

BBB / Negative

April 2021, Rating Affirmed at BBB/Negative

"The affirmation reflects Indonesia's solid economic growth prospects and historically judicious policy dynamics. The negative outlook reflects our expectation that Indonesia will face sustained fiscal and external pressures related to the COVID-19 pandemic over the next 12-24 months".

MOODY'S

Baa2 / Stable

Feb 2020, Rating Affirmed at Baa2/Stable

"The affirmation of the ratings is underpinned by a number of credit strengths – including Indonesia's robust and stable growth rates and a low government debt burden, preserved by consistent fiscal discipline and emphasis on macroeconomic stability – as well as persistent credit challenges."

R&I

BBB+ / Stable

April 2021, Rating Affirmed at BBB+/Stable

"In R&I view, Indonesia's economy that plunged in 2020 will likely return to a pre-coronavirus growth level in one to two years. The government's structural reform efforts are also expected to boost growth potential in the medium to long term. Despite the pressure on the fiscal side caused by policy responses, the government debt ratio remains relatively low. The economic resilience to external shocks is maintained thanks to flexible policy responses by the government and the central bank and ample foreign reserves".

JCR

BBB+ / Stable

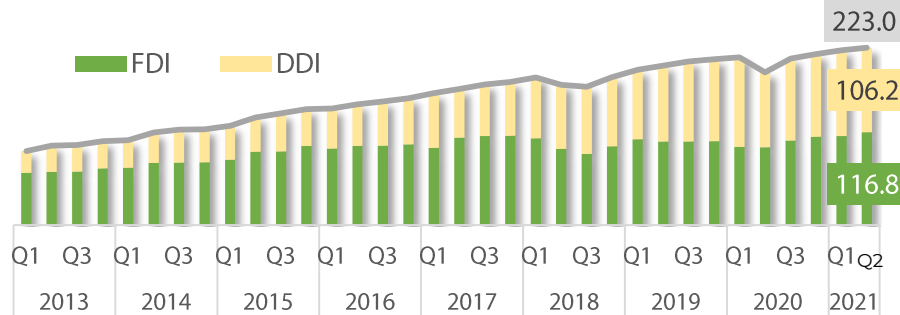
December 2020, Rating Affirmed at BBB+/Stable

"The ratings mainly reflect the country's solid domestic demand-led economic growth potential, restrained public debt, and resilience to external shocks supported by flexible exchange rate and monetary policies and accumulation of foreign exchange reserves. Additionally, the government has been maintaining the momentum of economic structural reforms even amid the pandemic, as evidenced by the enactment of the "Omnibus Law on Job Creation".

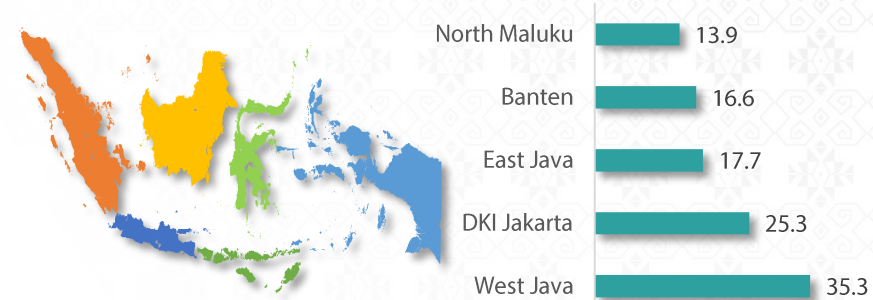
INVESTMENT REALIZATION Q2 - 2021

(excluding the upstream oil and gas sector and financial services)

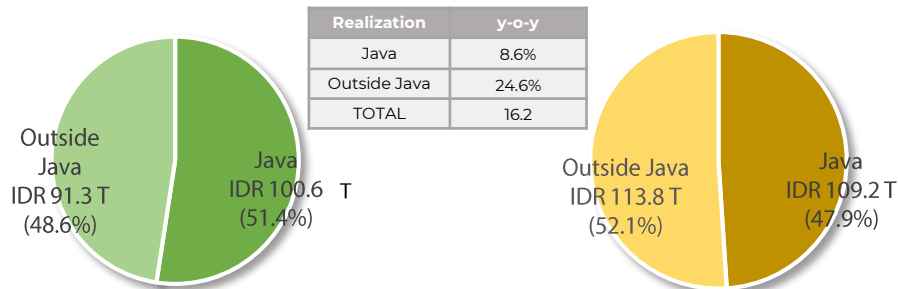
Direct Investments (IDR trillion)



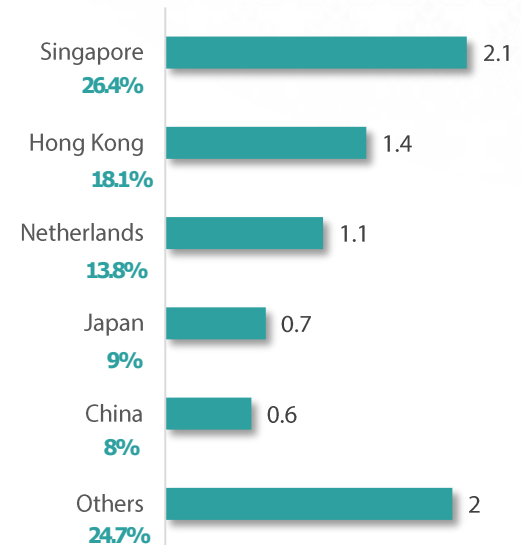
Investment Realization by Geography (IDR billion)



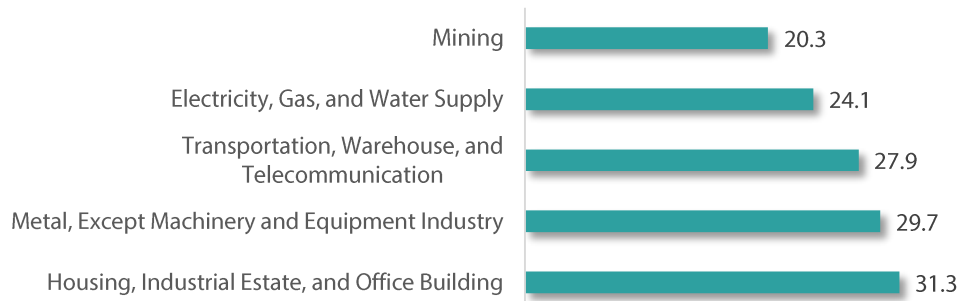
Investment Realization by Spatial



Top 5 Investors by Country (USD billion)



Investment Realization by Sector (IDR billion)



Source: Kemenves/BKPM

INVESTMENT REALIZATION FACILITATION SERVICES DURING COVID-19 PANDEMIC

1

Companies Operation Support

Optimizing facilitation for companies to accelerate the development and operation of business activities through the issuance of letters of support while still observing the COVID-19 protocol



2

Visa Recommendations for Company Leaders

Providing Visa recommendations for foreign company leader's visit to North Sumatra related to their industry exploration /relocation and company operations. Including recommendation to obtain an entry permit / visit visa during large scale social restriction (PSBB)



3

Visa recommendations for foreign skilled workers

Providing Visa recommendations for foreign skilled workers who will enter the country related to their investment realization / implementation



4

Managing Existing Investment Realization

Conduct visits to companies (for example visiting Hyundai and Bonded Zone) to spur existing investment in addition to fiscal incentive facilitation



5

Optimization of Business Licensing Services

BKPM continues to provide business licensing services amid the COVID-19 Pandemic. The average business license issued during the pandemic both online and offline is 4000-5000 permits per day.



Source: Kemenves/BKPM

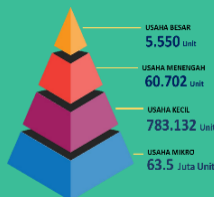
The Job Creation Omnibus Law Encourages Employment and Facilitates New Business Opening While Recovering Economy



DATA & FACT

From the total population aged 203.97 million people, there are 14.28 million people affected by Covid-19

1. Unemployment due to covid-19 (2,56 million people)
2. Not labor force due to Covid-19 (0,76 million people)
3. Temporarily not working due to Covid-19 (1,77 million people)
4. Work with shorter hours due to Covid-19 (24,03 million people)



Among the 64.19 million MSEs, 64.13 million are Micro & Small Businesses, most of which are in the informal sector, so it needs to be encouraged to transform into formal ones.

Complicated licensing issues with abundant central & local regulations (hyper-regulations) that regulate the sector, causing disharmony, overlapping, non-operational and sectoral.

JOB CREATION LAW

BENEFIT

SUBSTANCE

1. Improving Investment Ecosystem
2. Business Licensing
3. Labor
4. Supporting MSME's
5. Ease of Doing Business
6. Research and Innovation
7. Land Procurement
8. Economic Zone
9. Central Government & Speeding of Strategic National Project
10. Government Administration
11. Imposition of Sanctions



Encouraging Job Creation and Entrepreneurship



Protecting Worker's Rights Through Worker's Protection



Benefits for the General Public, including provision of housing and retribution of land

Source: Coordinating Ministry for Economic Affairs

FISCAL INCENTIVES POLICY TO BOOST THE ECONOMY

The government facilitates fiscal incentives to create a conducive investment climate, especially for industry players. Through increased investment, it is hoped that it can strengthen the domestic industrial structure

TAX HOLIDAY

- The criteria are new investment, taxpayers including pioneer industries, and income received from the main business activities carried out.
- Pioneer industries are defined as industries that have broad linkages, provide added value and high externalities, introduce new technologies, and have strategic value for the national economy.
- There are 18 industrial sectors that fall within the scope of pioneer industries

Updated: 31 Dec 2020

- 82 Taxpayers; 14 countries investors
- Investment plan of IDR 1,356 trillion
- Realization of IDR 204 Trillion
- Business locations in 24 provinces
- Workforce of 112 thousand

TAX ALLOWANCE

- To increase direct investment activities for certain business fields and / or in certain areas.
- The facilities include a reduction in net income of 30% of the total investment for six years, accelerated depreciation and amortization, imposition of income tax on dividends paid to foreign tax subjects of 10% or lower based on a tax treaty, and compensation for losses of up to ten years.
- The criteria are having a high investment value or for export, a large absorption of labor; or have a high local content.

INVESTMENT ALLOWANCE

- To encourage investment in labor-intensive industries, support programs for job creation and absorption of Indonesian workers.
- Incentives in the form of facilities to reduce net income by up to 60% for labor-intensive sectors
- There are 45 labor-intensive industrial sectors and employ an average of 300 workers in 1 tax year.

SUPER DEDUCTION TAX

Super Deduction Vocational

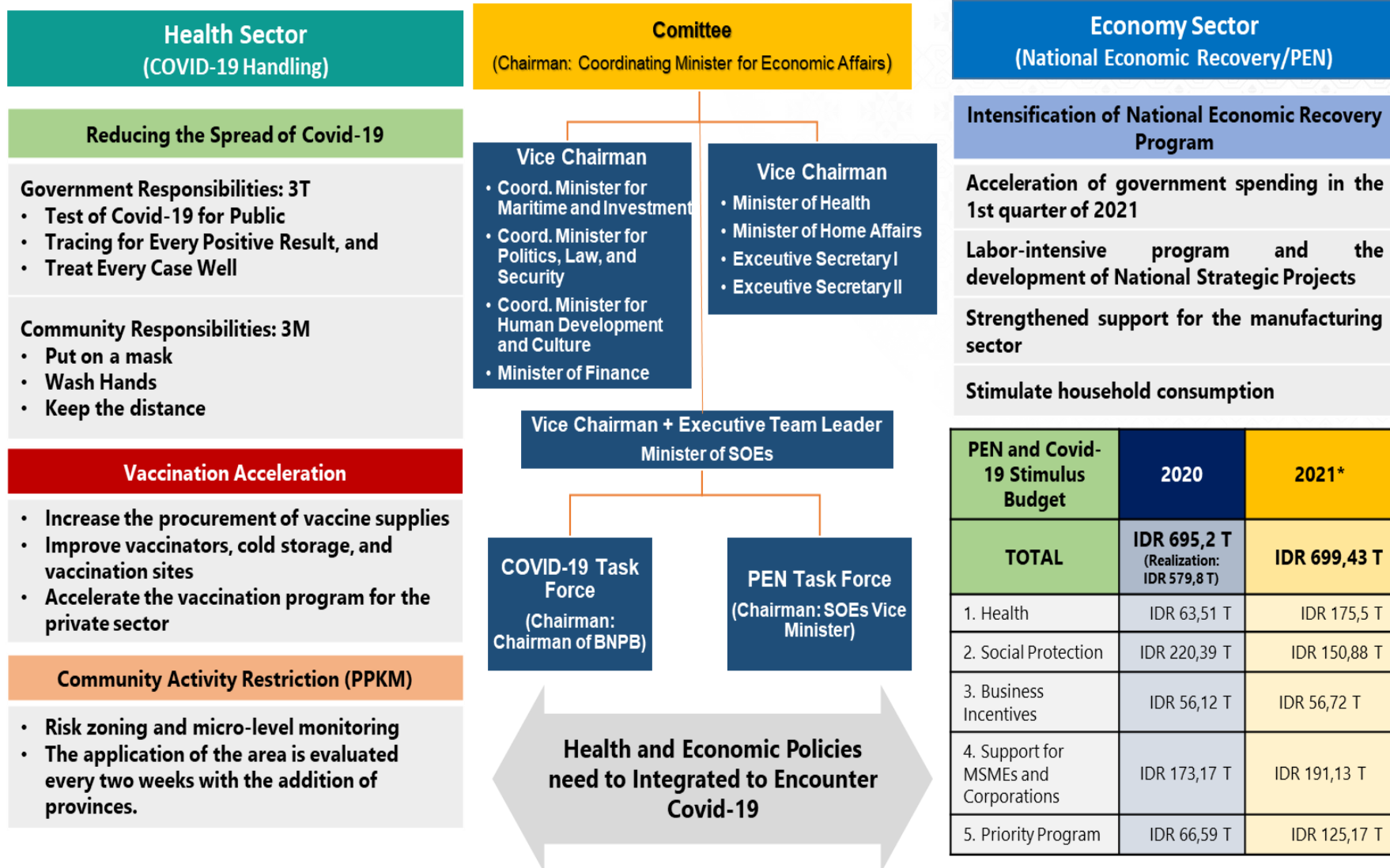
- Engaging industry in vocational activities to provide knowledge and encourage the transfer of knowledge
- A maximum reduction of 200% gross income from costs in the context of providing work practice, apprenticeship, and / or learning activities

R & D Super Deduction

- Increase the role of industry in fostering innovation and the use of the latest technology in the production process
- Maximum gross income deduction of 300% over R&D costs carried out in Indonesia

Source: Coordinating Ministry for Economic Affairs

COVID-19 HANDLING NATIONAL ECONOMIC RECOVERY



*as of 23 April 2021 (Source: MoF)

The National Economic Recovery (PEN) Program 2021 Realization as of 21st May 2021 IDR 183.98 T (26.3% of 699.43 T)



HEALTH

Realization:
IDR 31.64 T (18%)

2020 Realization:
IDR62.67 T

1. The COVID-19 vaccine
2. Medical Facilities and Infrastructure
3. Health Care Claim Costs
4. Medical Personnel Incentives and death compensation
5. Reserve BPJS Contribution Assistance for PBPU/ BP
6. Health tax incentives (including VAT and import duty incentives for vaccine purchases)
7. Transfer to region and Village fund for health sector



SOCIAL PROTECTION IDR 148.27 T

Realization:
IDR 57.04 T (39%)

2020 Realization:
IDR215.64 T

1. PKH 10 million beneficiaries (KPM)
2. Basic Food/SEMPAKO Card
3. Pre-Employment Card
4. Cash Transfer - Village Fund
5. Cash Social Assistance 10 million KPM
6. Internet Subsidy
7. Electricity Discount
8. Job Loss Guarantee Contribution



PRIORITY PROGRAMS IDR 127.85 T

Realization:
IDR 23.21 T (18%)

2020 Realization:
IDR65.22 T

1. Tourism Supports
2. Food Security/Food Estate
3. ICT Development
4. Loan to Regions
5. Labor Intensive Program
6. Industrial Area
7. Other Priority Programs



MSMEs & CORPORATION SUPPORT IDR 193.74 T

Realization:
IDR 42.23 T (22%)

2020 Realization:
IDR173 T

1. KUR and non- KUR interest subsidy
2. Micro business assistance (BPUM)
3. Loss Limit Guarantee for MSMEs & Corporation
4. Guarantee services (IJP) of MSMEs and cooperatives
5. Electrical Assistance
6. Other PEN Programs
7. Placement of Funds
8. PMN to SOEs carrying out assignments (HK, ITDC, Pelindo III, KIWI)



BUSINESS INCENTIVES IDR 56.73 T

Realization:
IDR 29.51 T (52%)

2020 Realization:
IDR56.12 T

1. Government-Borne Income Tax
2. Income Tax Exemption on Import
3. VAT Refund
4. Government-Borne Income Tax for MSMEs
5. PPnBM for motor vehicle borne by the government
6. VAT borne by the government for property sector
7. Reduction of Tax Installment
8. Corporate income tax tariff reduction
9. VAT not-collected/exempted (Bonded Zone/KITE)
10. Import duty incentives



WHY INVEST IN NORTH SUMATRA?





NORTH SUMATRA AT A GLANCE

NORTH SUMATRA is one of Indonesian economic proponent with economic growth above national economic growth historically and frequently. With GRDP per capita of IDR 533.75 trillion in 2020, North Sumatra was adequate to be the economic driving force outside Java region. The total population of North Sumatra is the fourth largest in Indonesia and still growing. Eight tribes and various religious beliefs in North Sumatra live in harmony, spread in 25 regencies and 8 cities in an area of 182,414.25 km².

Renowned for its' fertile soil, North Sumatra become one of the Indonesian central producer of agricultural commodities; crops and horticulture. Rice production of 2,076,280.01 ton in 2020 propelled North Sumatra to become a rice granary in Sumatra Island. Fishery commodities such as shrimp and fish are two of superior exports with foreign exchange contribution of \$ 201,6 millions in 2018. It's total production is 427,218 ton/year.

Another superior potential of North Sumatra is the tourism sector. In abundance of vast natural resources and the existence of world's largest volcanic lake, the Lake Toba. North Sumatra offers indisputable tourism experience. It's getting more compliments because the Lake Toba has designated as the Global Geopark by UNESCO in 2020.

Moreover, directly adjacent with Malacca Strait has enacted North Sumatra as the center of trade and connectivity in western part of Indonesia. Such potentials are encouraged by central and regional governments to promote existing infrastructure in North Sumatra. Reciprocally, the governments have several priority investments projects in infrastructure, industry and tourism sectors to support sustainable economic growth through investment.

NORTH SUMATRA

PROFILE



GRDP of North Sumatra

4.95% (yoy)

The biggest contributor by economic comparison in Sumatra Island



HDI 2020

71.77

Categorized as high



Inflation

0.03% (mtm)

June 2021



Population (2020)

14.79 million

The 4th most populous province in Indonesia



Employment Rate

69.39% (Feb 2021)

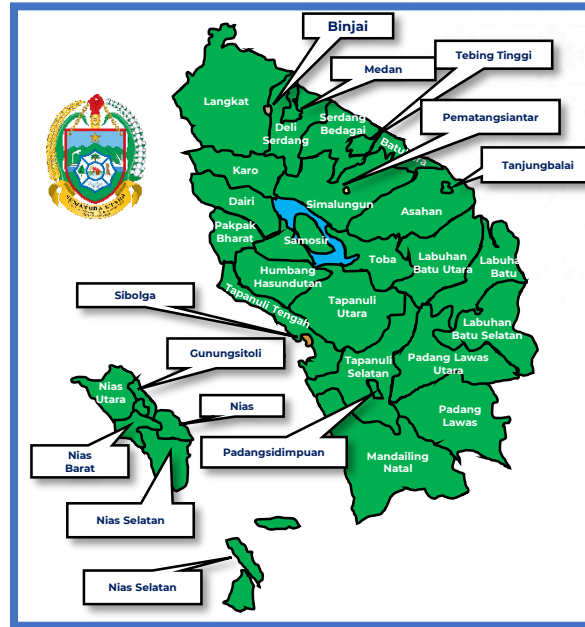
Adequate human resources for supporting new business



Export (June 2021)

US\$ 886.32 million

Decreased 3.01% than May 2021



North Sumatra Province is geographically positioned between 1°-4° North and 98°-100° East.



GOVERNOR: H. Edy Rahmayadi

VICE GOVERNOR: Musa Rajekshah

CAPITAL CITY: Medan

REGENCIES / CITIES: 25 Regencies & 8 Cities



Located at the vast and prosperous area of Sumatra island, with total area of 182,414.25 km².



Strategically positioned along the Malacca Strait, it has long been a major trade center in west Indonesia.



Millennial Province

because almost a half of North Sumatra population is under 25 years old



Low Minimum Wage Rate

At \$177 per month our wage rate is cheaper than several countries in ASEAN.



6 Ports

are available to facilitate new business in North Sumatra.



7 Airports

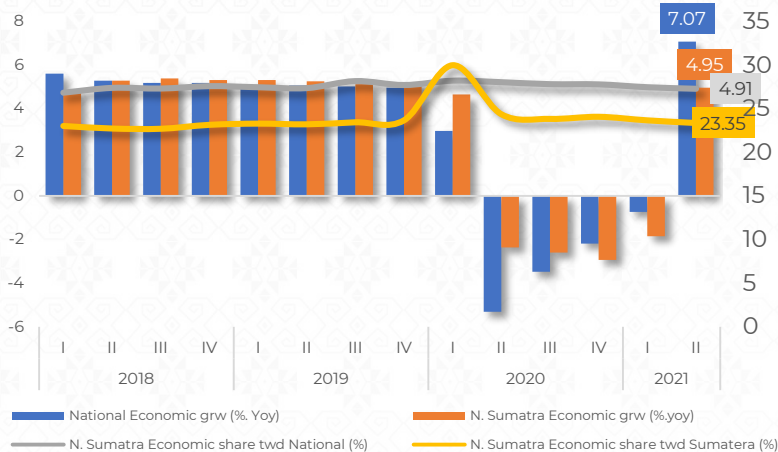
which are consisting of 2 international airports and the rest service for domestic flights.

ECONOMIC PERFORMANCE

Sumatra Economic Growth



NORTH SUMATRA, NATIONAL ECONOMIC GROWTH AND N. SUMATRA GDRP SHARE TOWARD SUMATRA & NATIONAL



Source: BPS, processed

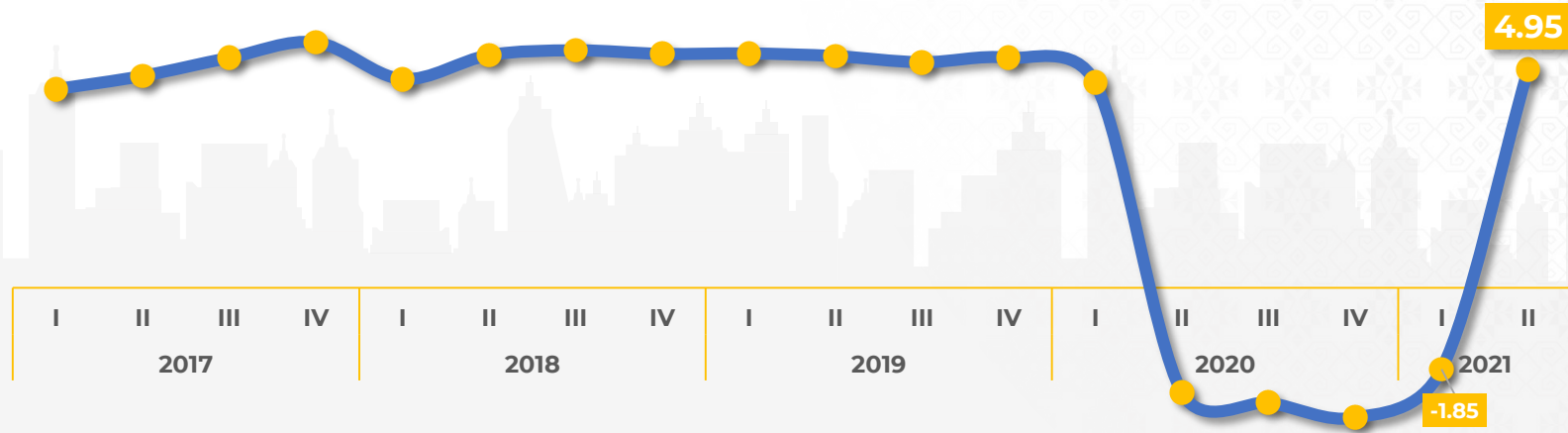
Economic performance of North Sumatra can fully support the acceleration of sustainable economic growth. Historically, annual economic growth of North Sumatra has always been above national growth rate since 2011 as supported by low and steady inflation rate. Banking performance is also measured as good, explains a conducive financial system stability, supported by optimum real sector and investment on infrastructure in various lines.

Economic growth of North Sumatra is growing accelerated and showing recovery due to COVID-19 outbreak. In this term, Agriculture sector, Manufacture, and Trade spurs the economy through a positive growth rate of 60.37%. While, according to expenditure side Import, Export, and Investment is dominating as much 48.80%.

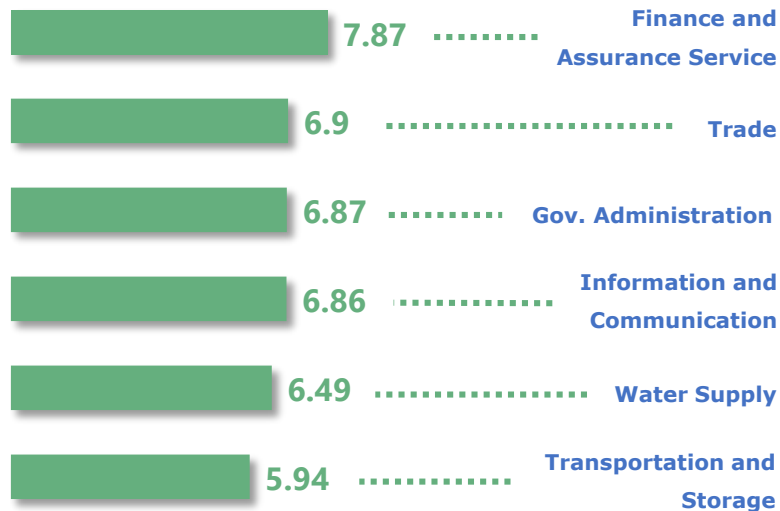
Budget refocusing of regional government which has been done massively for COVID-19 counter measures has contributed in increasing the economy. It reflects to government expenditure is growing positive 4.29% (yoy).

ECONOMIC & FINANCIAL PERFORMANCE

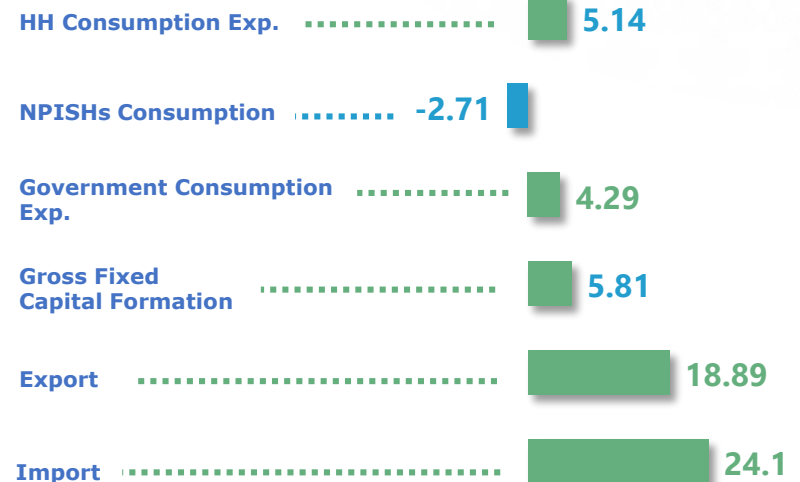
North Sumatra economic growth in this second quarter of 2021 recorded positive at 4.95% (yoy), which is showing recovery from the previous quarter of -1.85% (yoy) due to Covid-19.



GRDP Growth (Industrial Origin) (yoy) — 2021 — GDRP Growth (Expenditure) (yoy)

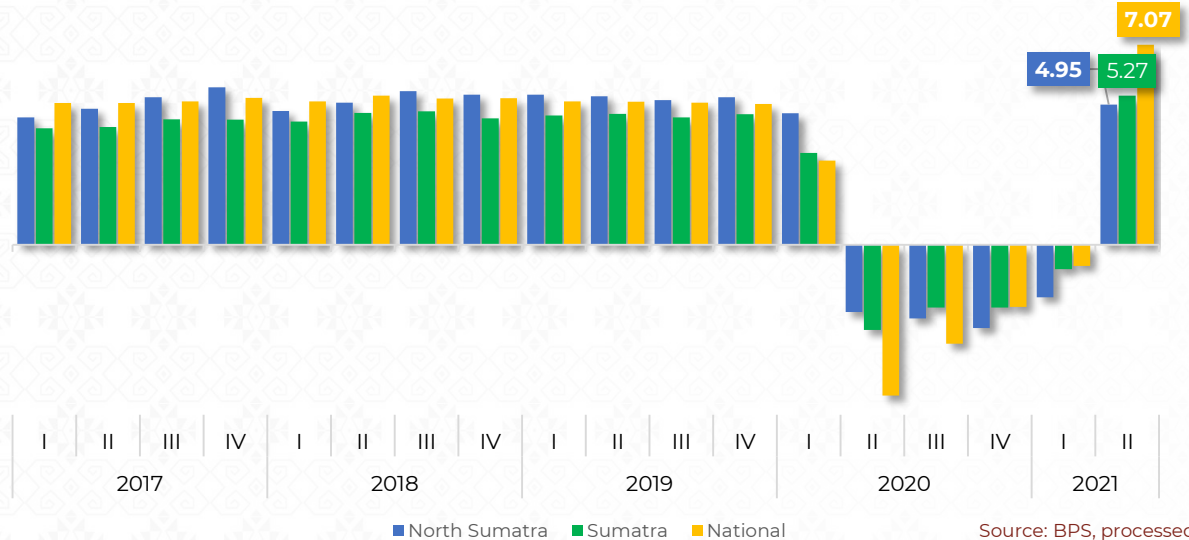


Source: BPS, processed



ECONOMIC PERFORMANCE

Economic Growth of Indonesia, Sumatra and North Sumatra



North Sumatra financial system is still conducive, reflected on positive growth of financing / banking credit. Government efforts to boost real sector are supported by optimizing credit restructuring for small business and fiscal incentive for sectors affected by Covid-19.

**Financing g.
(%; yoy)**

June 2021

4.1%

May 2021: 3.5%
June 2020: 3.7%

**Third Party
Funds g.
(%; yoy)**

June 2021

12.4%

May 2021: 12.9%
June 2020: 7.7%

**NPL
(%)**

June 2021

3,3%

May 2021: 3,2%
June 2020: 3,6%

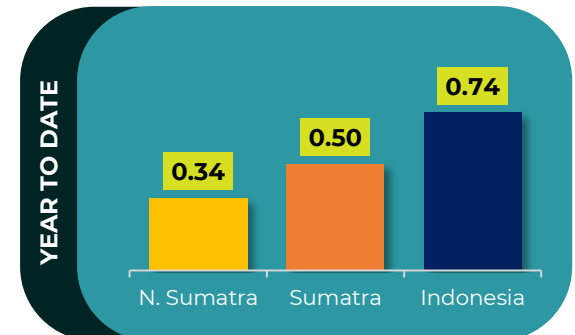
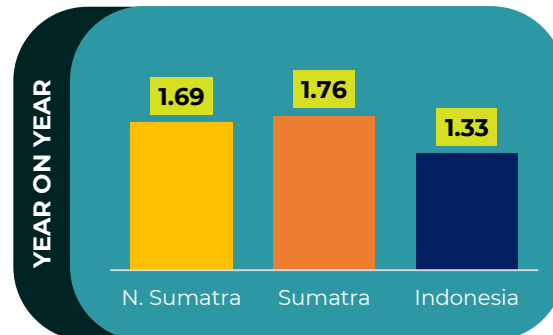
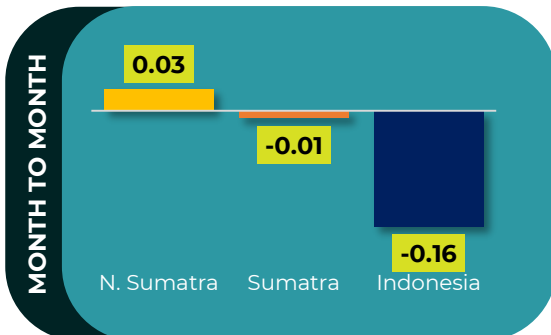


**North Sumatra
Financial System Overview**

Source: Bank Indonesia, processed

INFLATION

North Sumatra inflation rate in June 2021 was experienced inflation at 0.03% (mtm) or experienced at 1.69% (yoy). The commodities that caused the most are milkfish, residential rental, and mustard greens in line with the increase public consumption. On the other hand, volatile food decreased and withhold the inflation movement in North Sumatra. Several major commodities causing the decrease in North Sumatra are red chili pepper, onion, and cayenne pepper. However, coordination and collaboration on regional level through Regional Inflation Control Team contributed in keeping low and steady inflation rate for public welfare. It delivers North Sumatra gets the national awards 2020 from the President in controlling regional inflation.



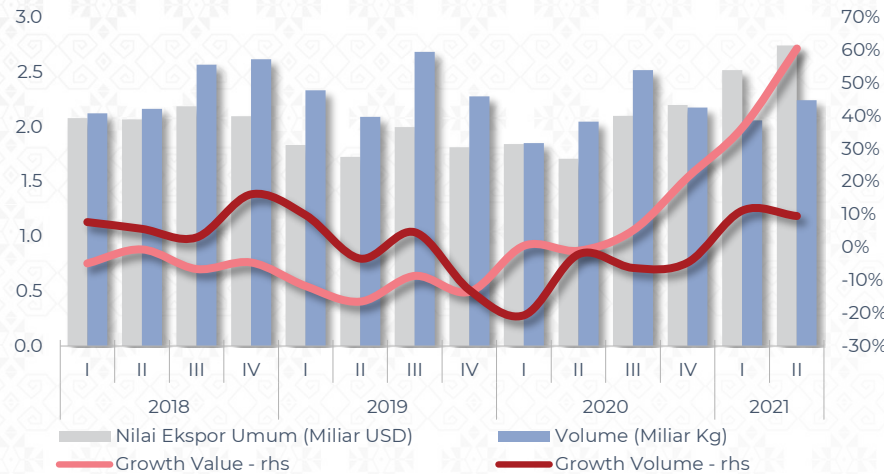
Source: Central Bureau of Statistics, processed

INTERNATIONAL TRADE

Located on the world trade route, North Sumatra maintains its trade competitiveness amongst peer countries. The export volume of North Sumatra grows steady. The import growth in this quarter of 2021 also higher than the last Quarter explains the growing demand and activity from the corporate in North Sumatra.

EXPORT

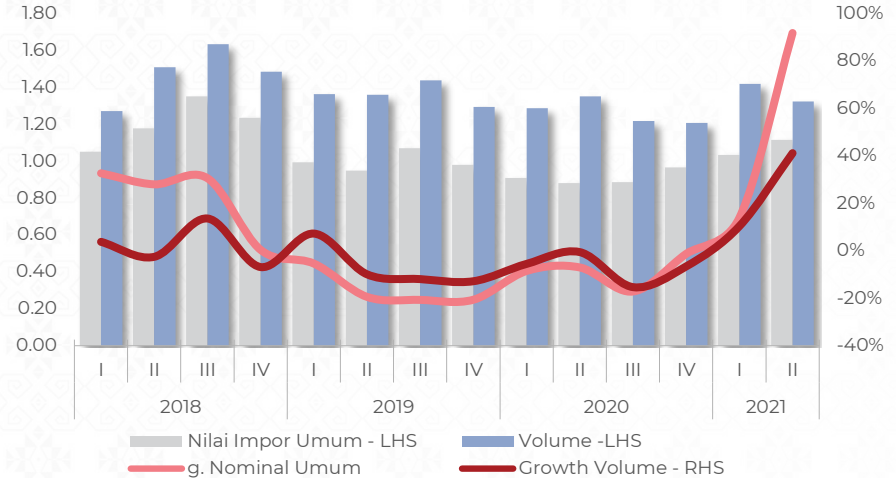
USD Million – Kg Million



Sumber: Bea Cukai, diolah

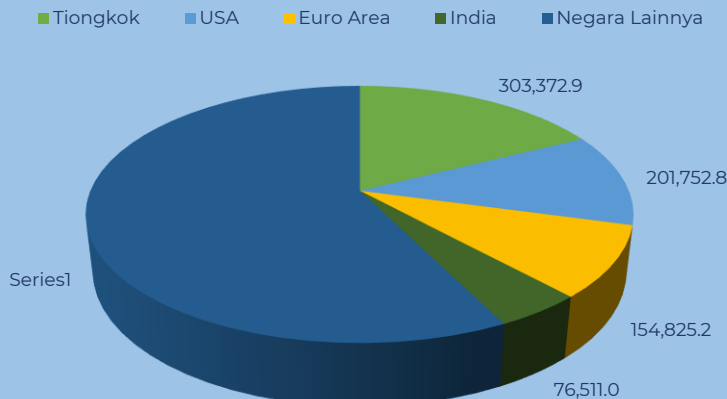
IMPORT

USD Million – Kg Million



Sumber: Bea Cukai, diolah

Export Shares Based on Countries



Sumber: Myriad Pro Condensed - Size 11

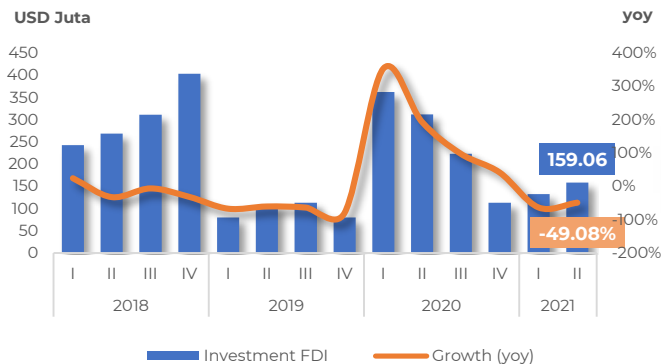


Source: Central Bureau of Statistics (BPS), processed

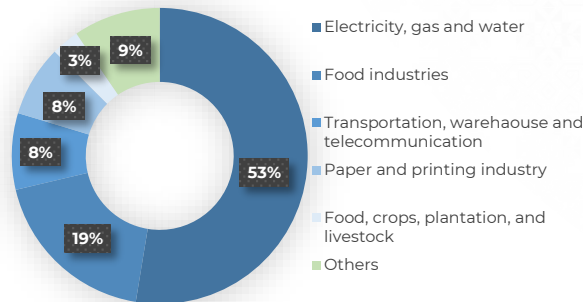
INVESTMENT REALIZATION

In this quarter, investment is more accelerated. Gradual improvement was being pursued alongside with the ratification of the Omnibus Law as a target to restore investor confidence in investing in North Sumatra. As a result, total investment realization in second quarter originating from Foreign Direct Investment (FDI) is USD 159.06 million or increase 19.93% (qtq) from the previous quarter (USD 132.63 million). But it's declined as much as -49.08% (yoy) compared to the same period in 2020. Meanwhile, the realization of Domestic Direct Investment (DDI) amounted to IDR 5,269.51 billion and experienced increase from the previous quarter by 13.67% (qtq) or IDR 4,637.74 billion but slightly down of -10.41% (yoy) over the same period in 2020. Through these data indicate that investment is still enticed investors more and more even in the midst of pandemic outbreak..

FDI GROWTH 2018 – 2021

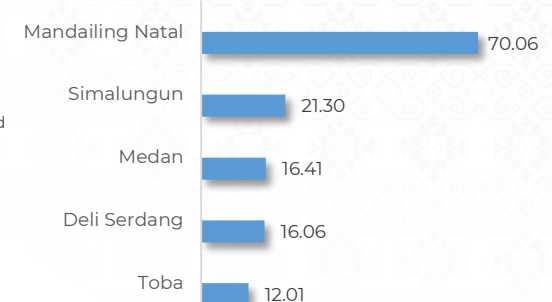


TOP 5 FDI BY SECTOR



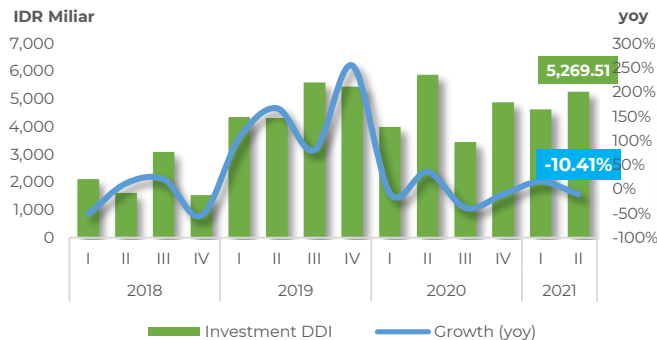
US\$ Million

TOP 5 FDI BY LOCATION

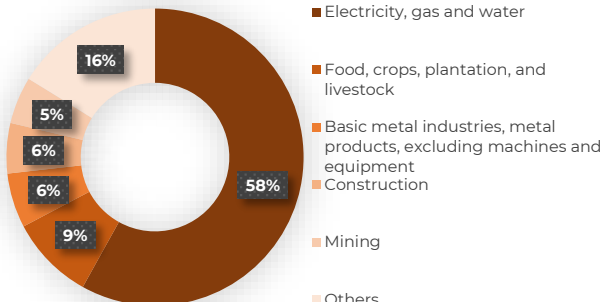


US\$ Million

DDI GROWTH 2018 – 2021

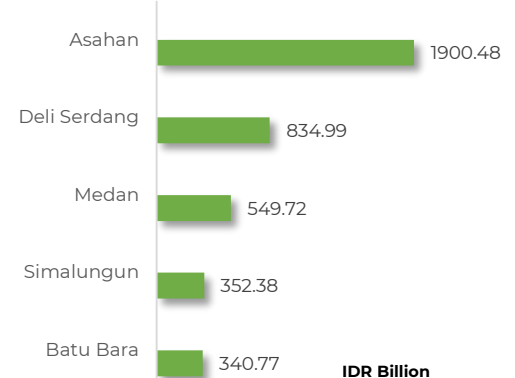


TOP 5 DDI BY SECTOR



IDR Billion

TOP 5 DDI BY LOCATION



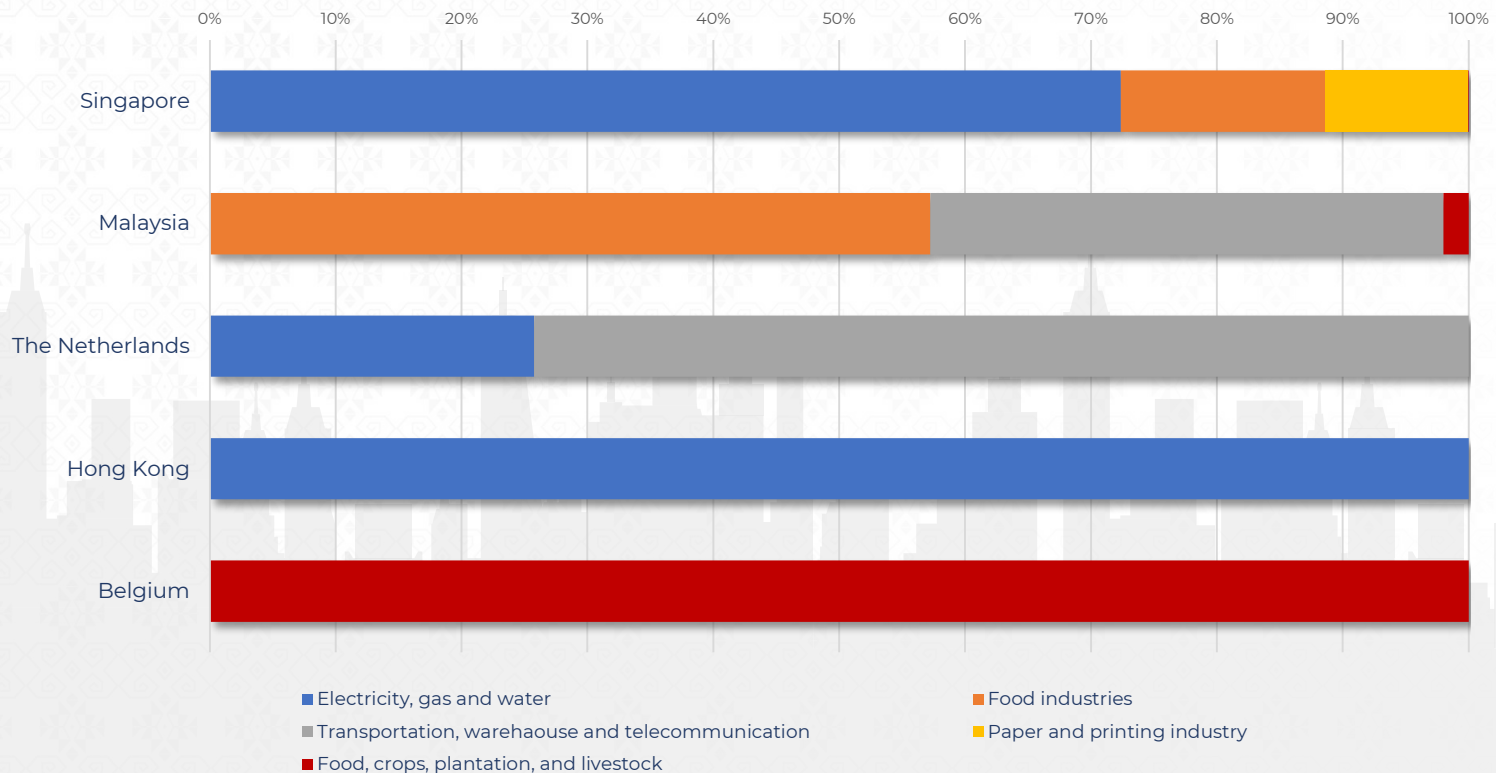
IDR Billion

Source: BKPM, processed

INVESTMENT REALIZATION

The 5 (five) largest countries that invest in North Sumatra based on the realization performance of FDI are Singapore (USD 110.94 million); Malaysia (USD 24.97 million); the Netherland (USD 8.52 million); Hong Kong (USD 5,96 million), and Belgium (USD 3.74 million). Based on their share among sectors, Hong Kong and Singapore are dominated their investment in electricity sector. While Malaysia is in food industry, then the Netherland and the rest of Malaysia are interested in transportation, warehouse and telecommunication sector. The Provincial Government is really trying to maintain investors' trust by strengthening each sector existing.

FDI IN 2020 BY COUNTRY



Source: Kemenvest/BKPM, processed



INVESTMENT PROJECTS

**We are welcome for you in providing
conducive investment climate to
develop your business entities.**

Sipiso-Piso Waterfall
 **Merek District, Karo Regency**



1

TOBA CALDERA RESORT

TOBA CALDERA RESORT

Toba Caldera Resort has designed by the Government as one of the 5 super priority destinations in Indonesia and one of the Global Geopark by UNESCO in 2020.

PROFILE

Location

Ajibata District, Toba Regency, North Sumatera

Land

386.72 Ha

Sectors

Tourism Attractions, Agro-Tourism, Hospitality & Property,

Investment Value

Total Infrastructure; Landscape Feature; Office and Supporting Building; Public Facility
IDR 1,6 Trillion (Excluding PPN)

Business's Scheme

- Joint Operation / Long lease Agreement (30 + 15 years)
- Other Agreeable Cooperation Form

Projects to Offer

- 4-5 Star Hotel & Luxury Villa (International Chain)
- Commercial & MICE Facilities
- Geo- Cultural Park

Project Status

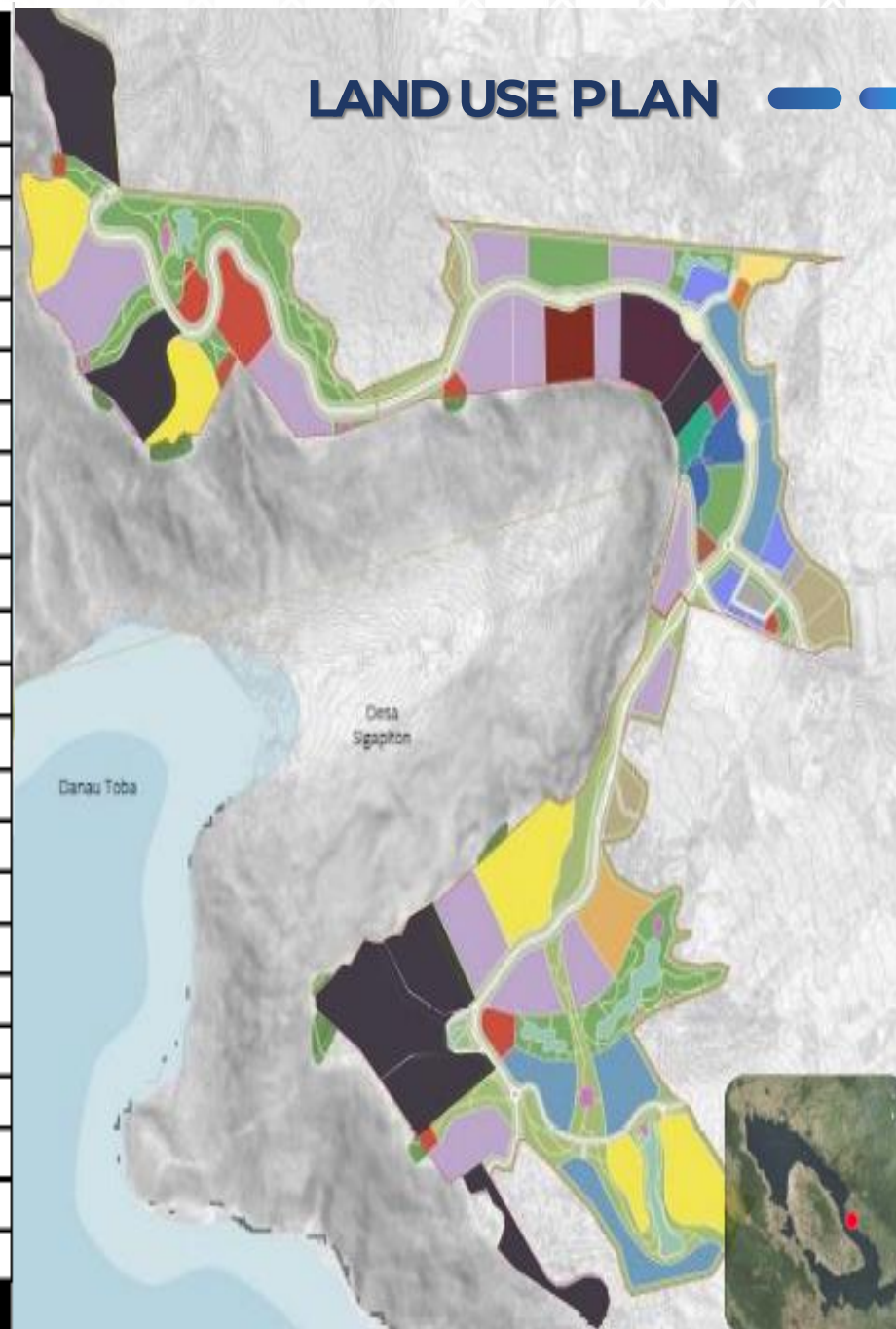
Managed by Lake Toba Tourism Authority

Key Project Highlights

- Investors will be provided with resort, landscape and architecture design guidelines for each individual lot.
- Investors will be provided with ease of permit approval from both Central and Provincial Government through Online Single Submission (OSS).
- Lake Toba Tourism Authority will give beneficial incentives such as grace period on land compensation during construction (subject to discuss)



	Land Use	Ha	Sqm	%
	Hotel/Resort	118.0	1,180,017	31%
	Residential	39.8	398,094	10%
	Residential Apartment	4.8	47,996	1%
	Mixed Use	7.7	76,526	2%
	Commercial	3.4	34,450	1%
	Entertainment	25.7	257,307	7%
	Beach Club	1.8	18,092	0%
	MICE	5.1	50,588	1%
	Kaldera	2.1	20,798	1%
	Cultural Center	3.4	34,137	1%
	UMKM Center	0.6	6,320	0%
	BPODT Office	0.9	9,074	0%
	Public Amenities	4.4	43,651	1%
	Tourism Academy	0.6	6,419	0%
	Staff Housing	1.3	13,179	0%
	Parking	2.4	23,884	1%
	BOH	2.7	27,340	1%
	Utility	4.1	41,272	1%
	Park / Garden	51.0	510,267	13%
	Waterbody	6.1	61,328	2%
	Open Space	46.3	463,211	12%
	Road ROW - Driveway	18.9	188,557	5%
	Road ROW - Open Space	34.3	343,354	9%
	Total	385.6	3,855,864	100%



SITEPLAN



THEMATIC CONCEPT



North Ridge

Serene Exclusive Wellness



Central Village

Celebration Vibrant Integrated Cultural



South Ridge

Leisure Adventure Active Luxury

PROJECT DESCRIPTION:

- ▶ Lake Toba is one of the five **super priority destinations** assigned by the Government because of its beauty of nature.
- ▶ **The largest volcanic lake in the world** and the **largest lake in the South East Asia.**
- ▶ One out of ten deepest lakes in the world, reaching around 500 meters deep.
- ▶ The distinctive geographical of Lake Toba reserves a number of economic potentials for the benefit of the wide range of communities, especially as a source of bountiful fresh water and lush tropical forest which attract the interest of big industries to invest in the areas.
- ▶ Toba Caldera Resort would that incorporate nature, culture and technology into an **Integrated Eco Resort.**
- ▶ It also initiates a cutting-edge, engaging educational experience on the history of Lake Toba, a massive caldera created by a super-volcanic eruption 1.2 million years ago; together with its culturally rich communities that live around Lake Toba.

Breakdown of the Project







Brief Project Profile - FIVE-STAR HOTEL & LUXURY RESORT DEVELOPMENT



 Name of Project	: International Five-star Hotel & Luxury Resort
 Managed By	: Lake Toba Tourism Authority
 Sector	: Property Development
 Business Scheme	: <ul style="list-style-type: none"> Joint Operation / Land-lease agreement (30+15 years) Rate starts from USD 1 / m2 / year Other agreeable cooperation form
 Key Project Highlight:	<ul style="list-style-type: none"> Investor will be provided with ease of permit approval from both central and regional government through online single submission (OSS) The estimated projection of the 10 year IRR for mid-class hotel investment in Lake Toba Area is between 10%-12% (subject to further financial analysis)
 Investment Size	<ul style="list-style-type: none"> Subject to discussion with potential investors Example : estimated IDR 500 Billion (equals to USD 37 Million) for a Typical 250-300 Rooms of 5-Star Hotel Development

Brief Project Profile - COMMERCIAL FACILITIES



 Name of Project	: Supporting Amenities <ul style="list-style-type: none"> 3 lots of outdoor adventure / entertainment International MICE Facility
 Managed By	: Lake Toba Tourism Authority
 Sector	: Commercial & Facility Development
 Business Scheme	: <ul style="list-style-type: none"> Joint Operation / Land-lease agreement (30+15 years) Rate starts from USD 1 / m2 / year Other agreeable cooperation form
 Key Project Highlight:	<ul style="list-style-type: none"> Located in Toba Caldera Resort of total 386,72 Ha Allocated area : <ul style="list-style-type: none"> 16.5 Ha for 3 lots of outdoor adventure / entertainment 5.1 Ha for an International MICE facility
 Investment Size	: Subject to discussion with potential investors








Brief Project Profile - GEO-CULTURAL PARK



	Name of Project	: Geo-Cultural Park
	Managed By	: Lake Toba Tourism Authority
	Sector	: Property Development
	Business Scheme	: <ul style="list-style-type: none"> ▪ Joint Operation / Land-lease agreement (30+15 years) ▪ Rate starts from USD 1 / m2 / year ▪ Other agreeable cooperation form
	Key Project Highlight:	Investor will be provided with ease of permit approval from both central and regional government through online single submission (OSS)
	Investment Size	: Subject to discussion with potential investors

Brief Project Profile - BASIC INFRASTRUCTURE



	Name of Project	: Basic Infrastructure Within Sibisa Integrated Resort
	Managed By	: Lake Toba Tourism Authority
	Sector	: Infrastructure Development
	Business Scheme	: <ul style="list-style-type: none"> ▪ Joint Operation / Land-lease agreement (30+15 years) ▪ Rate starts from USD 1 / m2 / year ▪ Revenue sharing ▪ Other agreeable cooperation form
	Key Project Highlight:	Located in 386,5 Ha Sibisa Integrated Resort
	Investment Size	: Total Investment for Basic Infrastructure Development IDR 1.6 Trillion (equals to USD 118.5 Million) including road infrastructure, street furniture & landscape, etc
	Individual Projects	: <ul style="list-style-type: none"> ▪ Electrical, ICT and Gas Network IDR 145 Billion (equals to USD 10.8 Million) ▪ Clean Water Network IDR 154 Billion (equals to USD 11.4 Million) ▪ Wastewater Network IDR 251 Billion (equals to USD 18.6 Million) <p>*subject to further study</p>

CONTACT FOR DETAIL



Jalan Kapten Patimura No. 125 Kec. Medan
Baru Kota Medan Provinsi Sumatera Utara
Kode Pos 20153



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otorita.danautoba



Otorita Danau Toba





2

SEI MANGKEI SPECIAL ECONOMIC ZONE

SEI MANGKEI SPECIAL ECONOMIC ZONE



PROFILE

Location

Simalungun Regency

Investment Value

Infrastructure : IDR 5,1 Trillion
Investor/Tenant : IDR 129 Trillion

Total Area / Land Status

1933,80 Ha/ Land Management Rights

Mode of Offer

Financing and Direct Investment

Project Owner

PT. Perkebunan Nusantara III

Project Developer

PT. Kawasan Industri Nusantara
(subsidiary of PT. Perkebunan Nusantara III)

Main Industries

- Palm Oil & Downstream Industries
- Rubber & Downstream Industries

Project Status

- 1) Infrastructure availability.
- 2) Government provisions and support.
- 3) Direct investment is allowed to construct and own buildings or other structures on the land (max. 30 years and extendable for another 20 years).

Existing tenants

5 companies already established and 6 companies more (ongoing operation)

Available Land Scheme



LAND

Capacity

1.933 Ha

Utilized

132,5 Ha

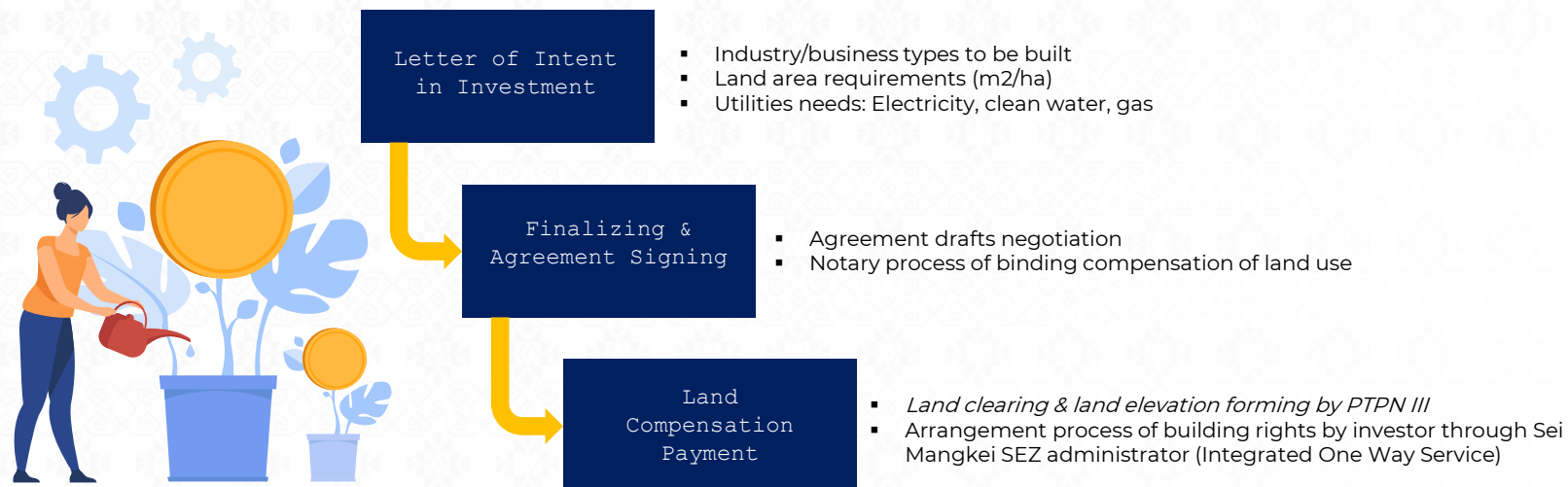
Rent Cost (30 years) IDR 950.000/m² (USD 67,4)

*The listed price is negotiable

*Exclude VAT (PPN) 10%.



Investment Mechanism in Sei Mangkei SEZ :





PROJECT DESCRIPTION:

- Sei Mangkei Special Economic Zone (SEZ) is the first SEZ in Indonesia to be officially fully operated on 27 January 2015.
- Primary business is palm oil and rubber industries and focused to be the development epicenter of large scale, international quality of palm oil and rubber downstream industry.
- Area expansion plans are divided into two. The major is palm oil, rubber, and other processing. The supporting businesses are logistic and tourism.



As for supports outside area will get these facilities



Railway



International Airport



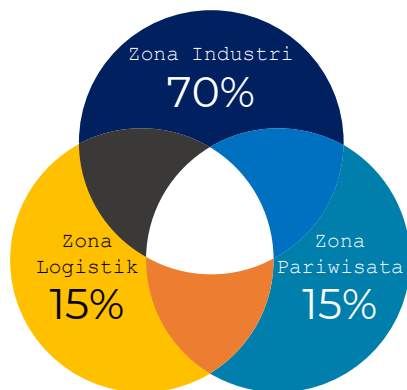
Highway: • Medan – Tebing Tinggi
• Tebing Tinggi – Kisaran
• Tebing Tinggi – Pematang Siantar



Kuala Tanjung Port

Access to Sei Mangkei: SEZ





INDUSTRIAL ZONE

- Palm oil downstream (oleochemical, refinery, biodiesel)
- Rubber Downstream
- Production Support Facility (NPK fertilizer)
- Various industries (electronics, electricity)
- Small & Medium Industries

LOGISTIC ZONE

- *Dry Port*
- Tank Farm
- warehouse
- Packing

TOURISM ZONA

- Hotel
- Golf Course
- Commercial Area
- MICE (Meeting, Incentives, Convention & Exhibition)

CPO Derivative Products

Cooking Oil
Margarine
Biodiesel
Shortening
Ice Cream
Bakery Fats
Soaps
Emulsifier
Chocolate & coatings
Dry Soaps
Lubrications
Textiles
Plastic
Cosmetic, etc.

PKO Derivative Product

Fatty Acid
Surfactant
Glycerine
Soap granules
Shampoo
Biscuits cream fats
Coffee Whitener
Cocoa Butter Substitute
Specialty Fats
Sugar Confectionary
Detergent
Ice cream
Shortening
etc..

Solid Waste Derivative Products (Shell, EFB, Fiber, and Palm Trunk)

Boiler Fuel (Shell, Empty Fruit Bunch / EFB)
Potassium Fertilizer Material
Compost
Furniture Material
Fiber Board (Furniture raw materials)
Fiber for car seats dan mattresses.
Etc.

Rubber Industry Zone



Rubber Products
(two and four wheels tube and tire)



Automotive Products
(dock fender, conveyor belt, rubber roll, bridge bearing, rail pad)



Latex Goods
(Gloves, condoms, balloons, foams, catheter)



General Rubber Goods
(Carpet, footwear, sport apparel, household appliances)

Various Industry Zone



Electronic Industry
(Air conditioner, refrigerator, sewing machines, television, etc.)



Chemical Industry
(obat-obatan, farmasi)



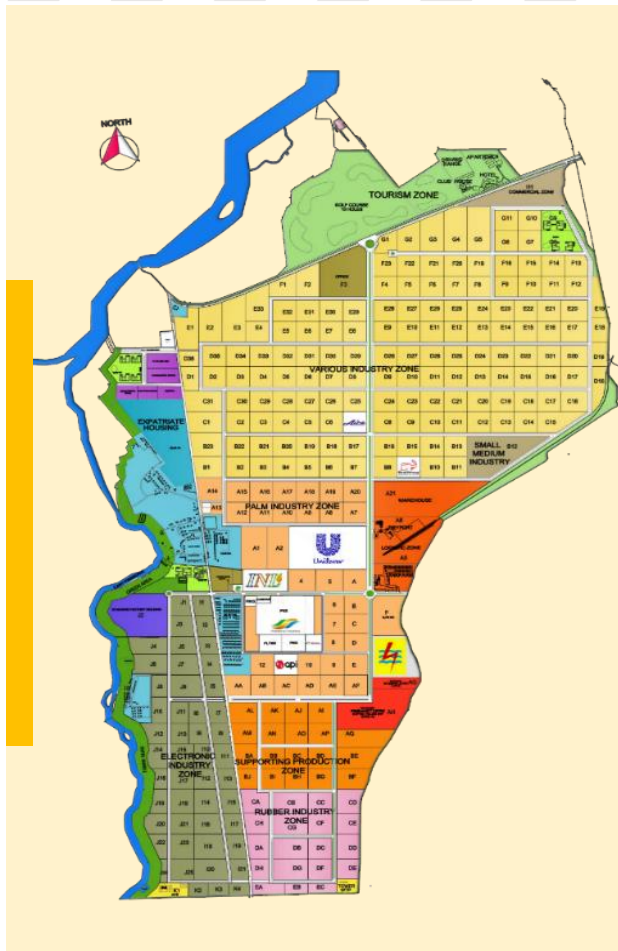
Industri Pangan
(wheat, sugar, tea, coffee, salt, packed food)



General and Building Materials Industry
(board, plywood, marble, ceramics)



Textile Industry
(yarn, fabric, finished clothes)



No.	Zones	Width	Industry	Percentage (%)		
				Facility	Road	Green Area
1	Palm Oil Industry	245,49	12,69			
2	Various Industry	579,50	29,97			
3	Production Supporting Facilities	85,06	4,40			
4	Rubber Industry	84,10	4,30			
5	Electronic Industry	155,40	8,04			
6	Commercial Zones	31,91	1,65			
7	Office Area	42,57	2,20			
8	Logistic and Warehouse	67,67	3,50			
9	Public Facilities	24,50		1,27		
10	Housing	11,80		5,78		
11	Tourism	117,50		0,61		
12	Electricity Industry	38,32	1,98			
13	Standard factory Enterprises	19,40	1,00			
14	Small & Medium Enterprises	16,30		0,84		
15	WWTP	13,24		0,68		
16	WTP	10,90		0,56		
17	ROW Road/Utility	185,10			9,58	
18	Green park	205,04				10,60
Total Area (Ha)		1.933,80				



Occupied Land by Tenant:

6,85%

From Sei Mangkei SEZ total area

SUPPORTING INFRASTRUCTURE



Sei Mangkei Special Economic Zone is supported with sufficient infrastructure so that tenants can improve their productivity optimally. Supporting infrastructures in Sei Mangkei are :

Highway



Water Treatment Plan



Waste Water Treatment Plan



Electrical Installations



Gas Pipe



Solid Waste Dump Truck



PT KINRA provides solid waste transport using Dump Truck for all tenants in Sei Mangkei SEZ



Fire Fighter



PT KINRA also provides fire engine service to always be on standby in Sei Mangkei SEZ area.



Farm Tank



Dry Port & Railway Station



Dry Port Remission:

1. Tax Breaks
2. Free Export and Import Tax
3. Convenient in Licensing
4. Land and Building Tax Breaks



Facilities and Convenience

PMK 237/2020

Tax Holiday



Eligible Subjects

- Business entity
- Investors/producers who carry out main activity in SEZ



Minimum Investment

- IDR 100 billion



Facilities

- Tax holiday 100%
- Business entity as long as 10 years
- Investors/producers accordance to investment value
 - Investment \geq IDR 1 trillion as long as 20 years
 - Investment IDR 500 billion to $<$ IDR 1 trillion as long as 15 years
 - Investment IDR 100 billion to $<$ IDR 500 billion as long as 10 years
- Transition to 50% of income tax (PPh) reduction for 2 years



Procedure

- Submission, verification and decision making are done online via OSS system. Verification is carried out by BKPM within 5 working days

PMK 237/2020

Tax Allowance

Facility and Convenience



Eligible Subjects

- Investors/producers who :
- Carry out main activities in SEZ and choose to be given a tax allowance or do not meet the criteria and requirements of the SEZ tax holiday, or
 - Carry out other activities in SEZ



Facilities

- Reduction in net income by 30% for 6 years (5% per annum)
- Accelerated depreciation and amortization
- Dividend income tax rate of 10% for foreign taxpayers or lower in accordance with Double Taxation Avoidance Agreement (P3B)
- Loss compensation for 10 years that are given automatically without the need to meet certain conditions



Procedure

- Submission, verification and decision making are done online via OSS system. Verification is carried out by BKPM within 5 working days

CONTACT FOR DETAIL



Jalan Kelapa Sawit II No. 1 Kawasan Ekonomi Khusus Sei Mangkei Kec. Bosar Maligas Kab. Simalungun Provinsi Sumatera Utara Kode Pos 21183



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[kekseimangkei](https://www.instagram.com/kekseimangkei)



[KEK Sei Mangkei](https://www.youtube.com/kekseimangkei)



[KEK Sei Mangkei](https://www.facebook.com/kekseimangkei)



[@kekseimangkei](https://twitter.com/kekseimangkei)



[PT Kawasan Industri Nusantara](https://www.linkedin.com/company/pt-kawasan-industri-nusantara)





3

KUALA TANJUNG INDUSTRIAL ESTATE

KUALA TANJUNG INDUSTRIAL ESTATE



PROFILE

Location

Sei Suka Sub-District,
Batubara Regency

Investment Value

IDR 28.87 Trillion

Total Area / Land Status

±3400 Ha

Mode of Offer

Direct Investment

Project Owner

PT. Pelabuhan Indonesia I (Persero)

Project Developer

PT. Prima Pengembangan Kawasan

Main Industries

Industrial Estate

Project Status

- 1) The Port as its supporting facilities has been opened for operation (2019)
- 2) Land acquisition (start from 2019)
- 3) Licensing process at regional level (2020)

PROJECT DESCRIPTION:

Kuala Tanjung Port is designated as international hub in western Indonesia as accordance in Presidential Decree of Republic Indonesia No. 26/2012, and has been designated as National Strategic Project.

Integrated Industrial Estate Kuala Tanjung has several advantages such as strategic location, located in Malacca Strait, vast area to accommodate large scale industries, access to deep sea port that can accommodate largest ship size, and utilization of basic infrastructure and facilities collaboratively.

As the gateway to Sumatra, Kuala Tanjung will increase regional economic hotspots by lowering logistic costs and increasing efficiency.

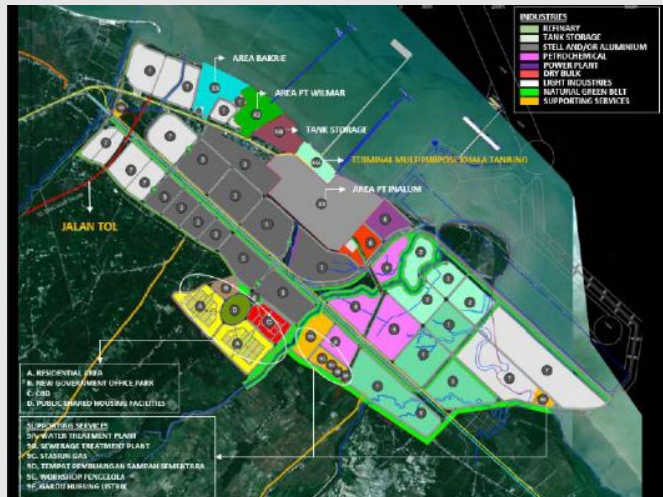
Regional development is divided into 4 phases:

1. Multipurpose Terminal Development (2015 – 2019)
2. Industrial Estate Development (2015 – 2030)
3. International Hub Development (2030 – 2040)
4. Kuala Tanjung Development as Integrated Urban Area (2040 – 2050)

Basic infrastructure development (highway network, electrical installation, drainage, and raw and waste water processing) is planned to be initiated in 2021.

Up until now, major industries in Kuala Tanjung Industrial Estate includes palm oil, food products, beverage products, tire/other rubber products, steel, aluminium, cement, vehicle spare parts, and footwear.

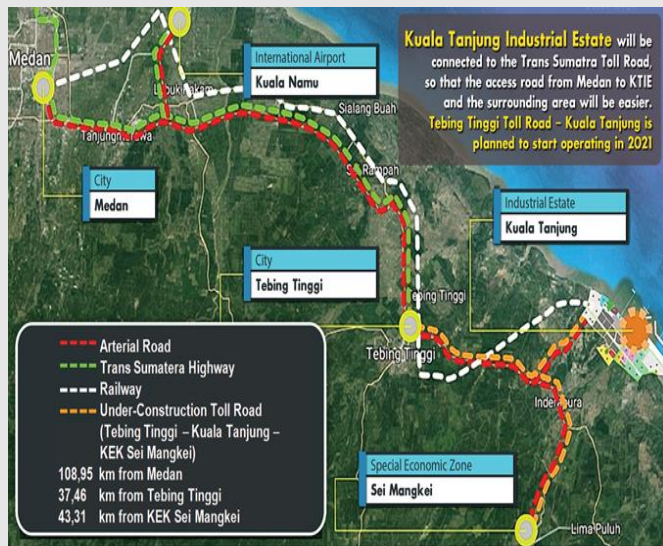
Siteplan

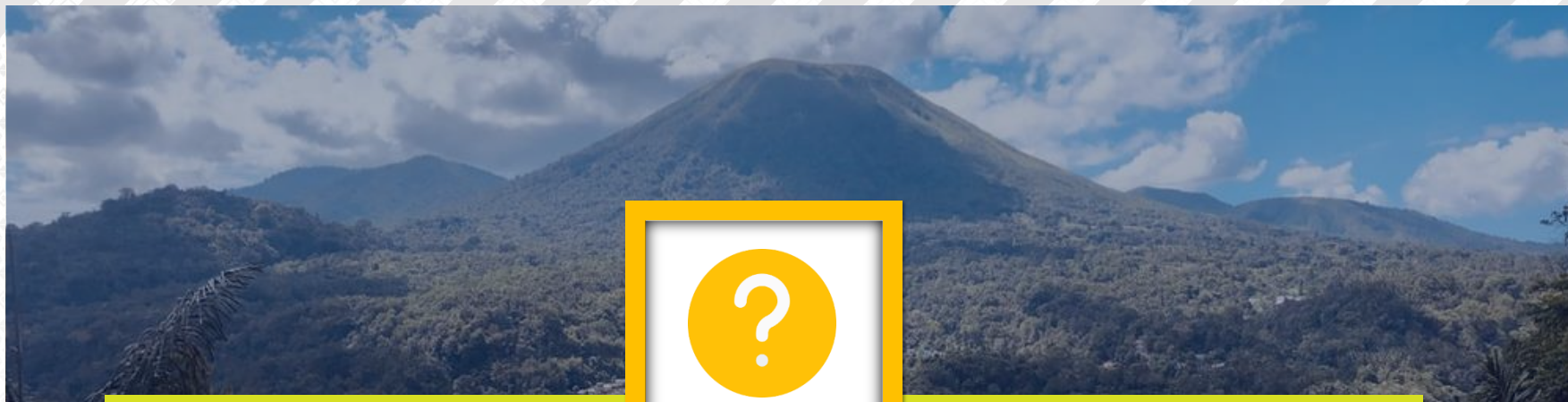


SEGMENT TARGET & VALUE PROPOSITION

ALUMINIUM

- Pure aluminium could be used directly for different industries
- Inalum is the major producer of aluminium raw materials which is ingot
- Trade flow will increase because of development, leading to higher GDP

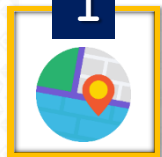




Why



1



Strategic Location

- ❖ Its proximity with the Mollaca Straits
- ❖ It has natural water depth up to 23 mLWS
- ❖ It has large space to develop
- ❖ It has existing industries, aluminium and palm oil

2



Abundant of Plantations

- ❖ Strong palm oil and rubber hinterlands
- ❖ Other agricultural products are adding more volume

3



Strong Government Support

- ❖ National Priority Projects
- ❖ One of the key industrial estate to be developed outside Java
- ❖ As west Indonesian hub

4



Availability of Human Resource

- ❖ It has abundant cheap and low skilled labor which is suitable for manufacturing
- ❖ Productive ages are dominated
- ❖ High skilled labor can easily travel to Kuala Tanjung

5



Integrated with Deep Seaport and Other Infrastructures

- ❖ Supported by decent deep sea port
- ❖ Connected with hinterland access
- ❖ Gas and electricity access are provided

Main Production



IRON & STEEL

- Existed aluminium facilities in the region
- High demand of iron and steel products
- Access to raw materials from Kalimantan or nearby import



PALM OIL FINAL PRODUCTS

- The final product used by multiple industries such as fertilizer, oil, paper and wood products
- More than 150 products resulted from palm oil will give significant impact to economy



TIRES

- Tire manufacturing listed as one of labor-intensive industries
- High integration with natural rubber, synthetic, chemical, plastic and recycling industries



AUTO PARTS & ACCESSORIES

- High integration with various industries such as rubber, plastic, textile, chemical, aluminium and iron steel
- Labor intensive process; high employment opportunities



PETROCHEMICAL

- Domestic demand for petrol products is already higher than domestic production capacity
- Domestic demand is expected to continue growing by at least 1% annually over the next 20 years



PROCESSED FOODS

- Large access and supply to livestock, plantation, and fisheries
- Limited of F&B downstream industries in the province and Sumatra yet high growth of demand, will create sizeable amount of market



CEMENT

- Indonesia cement demand expected to highly increase in average to 10%
- Rebound cement demand in industrialized market such as US & western further spur sales



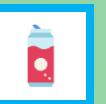
RUBBER PRODUCTS

- High attractiveness due to underdeveloped downstream and high demand both global and Indonesia especially industrial rubber
- Rubber products are highly used in various kind of industries



FOOTWEAR

- One of the Indonesia labor intensive industry reaching to 4.2% from total manufacture worker
- Footwear industry gives significant impact to Indonesian export



ALUMINIUM

- Pure aluminium could be used directly for different industries
- Inalum is the major producer of aluminium raw materials which is Ingot
- Trade flow will increase because of development, leading to higher GDP

HERE ARE SEVERAL INDUSTRIES BEST FIT IN OUR AREA



1. PETROCHEMICAL

- Domestic demand for petrol products is already higher than domestic production capacity
- Domestic demand is expected to continue growing by at least 1% annually over the next 20 years
- Without investment in capacity, Indonesia will become heavily reliant on imported petrol products
- Kuala Tanjung offering its strategic location for this large oil refinery since it has deep water sea port integrated with large industrial estate



**Anchor
Tenant**





2. ALUMINIUM



- Inalum has been producing Aluminium Ingot and Alloy in Kuala Tanjung
- As the feedstock is not available in the hinterland, a deep sea port is an excellent location to develop a smelter and its downstreams.
- Rising middle class throughout the entire country and large infrastructure projects in Indonesia demands more aluminium products
- Kuala Tanjung is located near Indonesia's fourth most populous city Medan with a big and growing consumer market
- Aluminium smelting is very labour intensive. There is a presence of cheap labor
- There is sufficient ample space to develop the expansion of Inalum

**Anchor
Tenant**





3. FOOD and BEVERAGES

- Population in Indonesia and on Sumatra continues to grow, and incomes are rising will be the potential market for this industries
- Consumer demand for (higher value) food & beverages increases
- Presence of cheap and low skilled labor for processing, packaging and bottling
- Abundant agricultural products for further development of value chain
- Favorable government policy to facilitate this type of manufacturing





4. CEMENT



- Close proximity with cement production plants in Aceh and Padang
- Continued urbanization and major infrastructure project in North Sumatra will drive cement demand
- Development of Kuala Tanjung itself will require a lot of cement/concrete
- Cement industry is labour intensive and does not require much skilled labour
- Existing port infrastructure and toll road between Medan and Kuala Tanjung will enable cement facilities in Kuala Tanjung to serve Medan
- There is sufficient space for cement activities

**Potential
Anchor
Tenant**



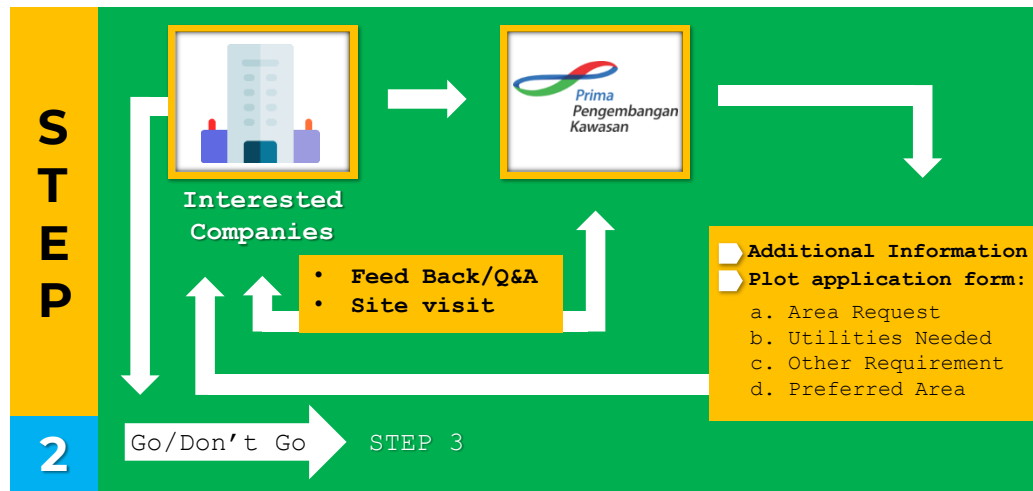
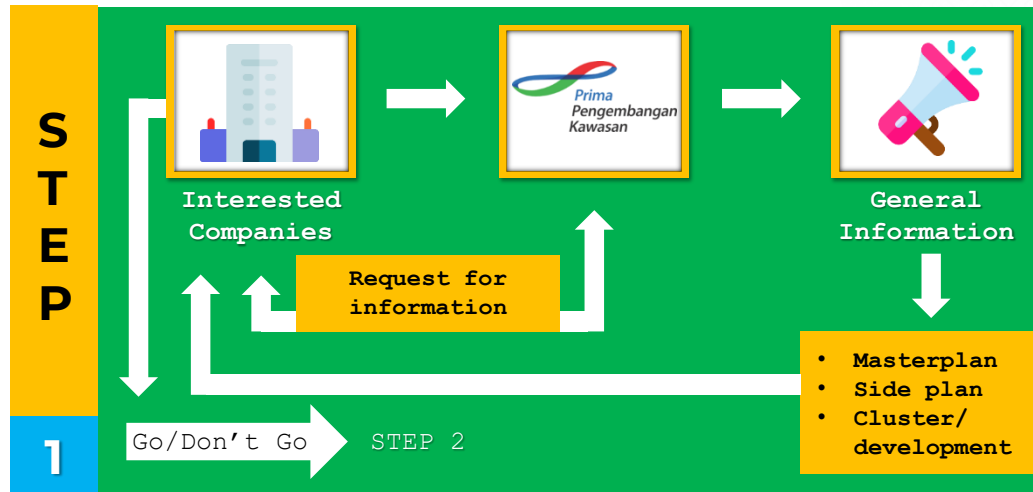


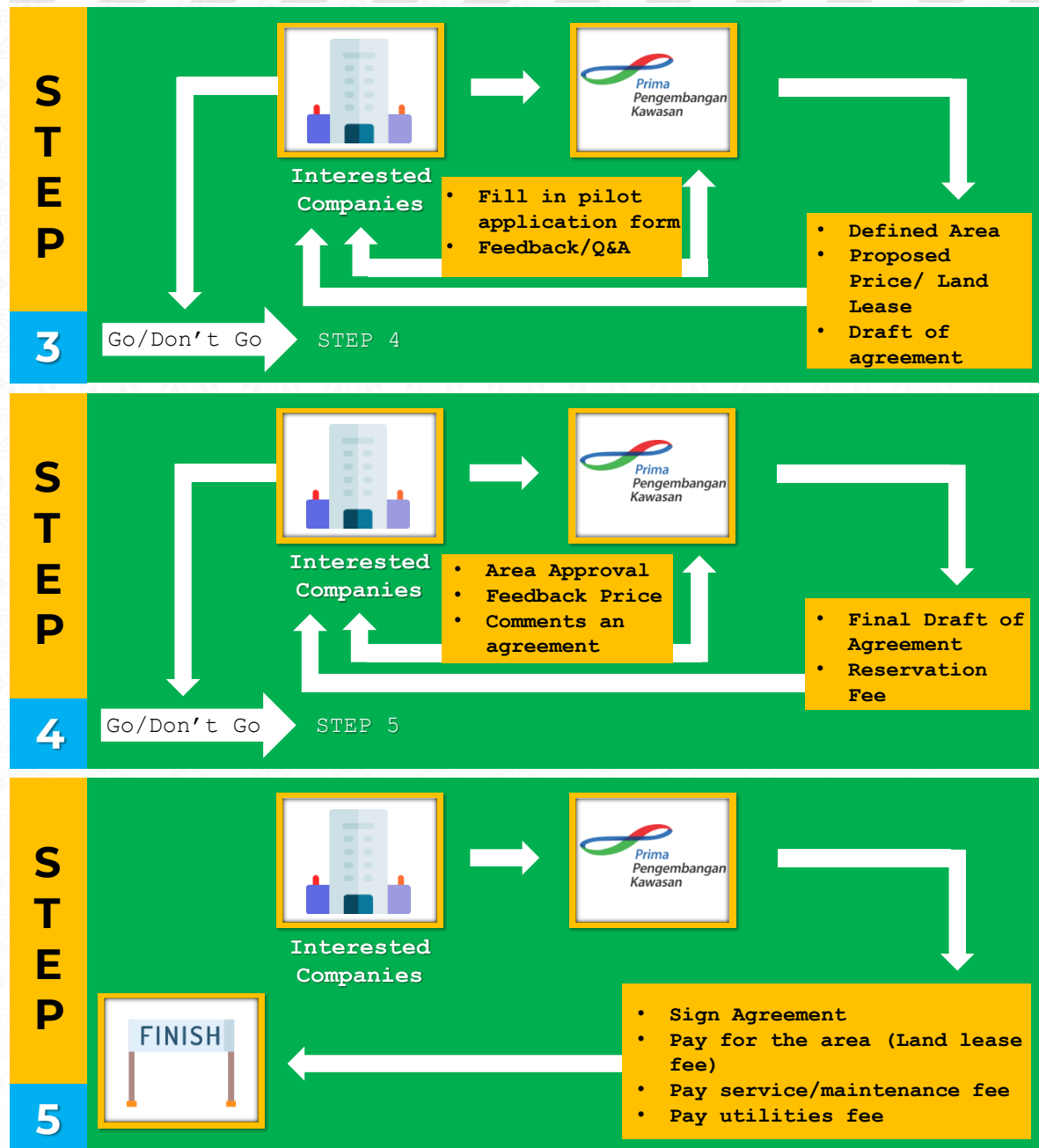
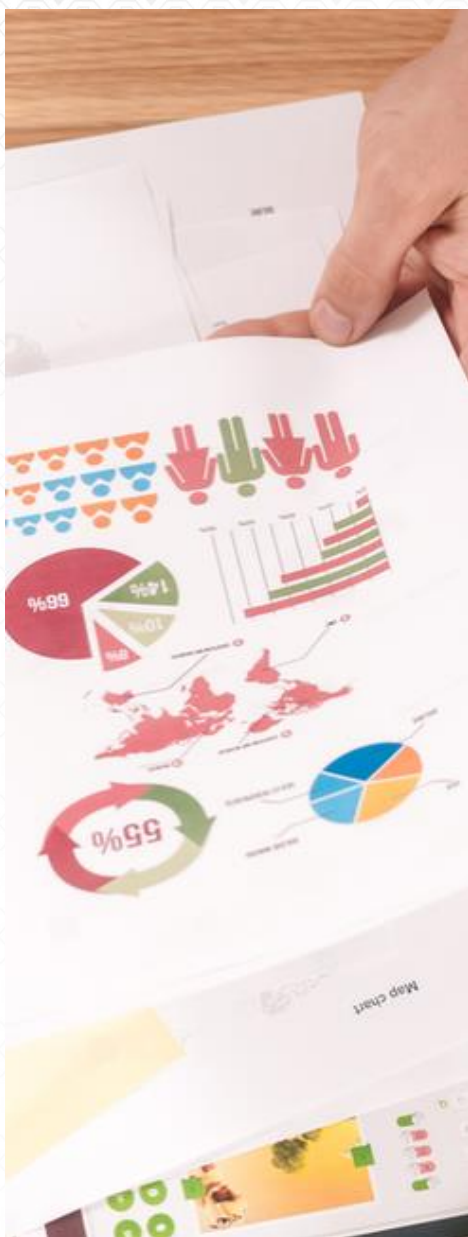
5. RUBBER PRODUCTS

- Presence of an abundant, natural rubber in North-Sumatra:
Significant natural rubber production in North Sumatra
- Rising middle class throughout the entire country. This is allowing more and more people the ability for vehicle ownership
- Strong growth in neighboring markets automotive sales
- Presence of cheap labor
- Projects in Indonesia boosting car-sales growth
- Attractive business climate: possibility for 100% foreign / private ownership of tire manufacturing business



How to Invest in our area





CONTACT FOR DETAIL



Jalan Lingkar Pelabuhan No. 1 Belawan Medan
Provinsi Sumatera Utara Kode Pos 20411



pelabuhan1@pelindo.co.id / sjoeanna@ptppk.co.id



061 41000055 / +62 812 8434 7000



www.pelindo1.co.id / northsumatrainvest.id



pelindo1



Pelindo 1



PT. PELINDO I (PERSERO)



Pelindo 1





4

MEDAN INDUSTRIAL ESTATE

MEDAN INDUSTRIAL ESTATE



PROFILE

Location	Pulau Batam Street Medan Industrial Estate Area	Mode of Offer	Direct Investment, Regional Budget, and State Budget
Investment Value	IDR 359 Billion	Project Status	<ul style="list-style-type: none"> Medan Industrial Estate is the most modern industry in North Sumatra With more than 500 tenants are already exist will become the best place for investment
Land	Already clear by using its own land	Project Owner	PT Medan Industrial Estate Company
Sectors	Infrastructure and and manufacturing		

PROJECT OFFERED

a.

INTERNAL FLOOD CONTROL SYSTEM

Investment Value

IDR 114 Billion

Budget Year Plan

2021 to 2024 (*Multiyears*)

Source of Funds / Funding Scheme

Direct Investment

Location

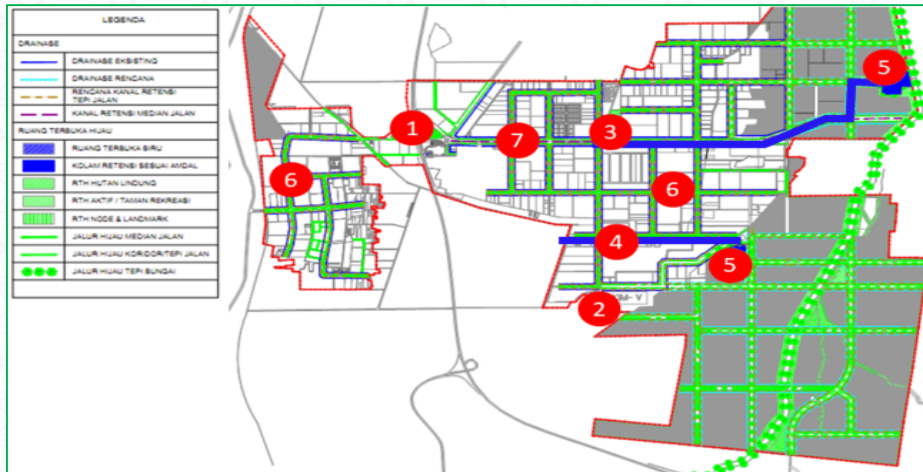
In Medan Industrial Estate area at Pulau Batam Street

Land Allocation

It is scattered because according to its pipe and track plan

Description

- Existing canal repair (11,012 m)
- Addition of existing capacity (7,341 m)
- New canal (5,900 m)
- Sedimentation / drainage control (15,015 m)
- Transfer pump (4 units)
- Median retention canal (2,900 m)
- Drainage cell (36,707 m)
- Retention pool (5 Ha)



RTH AKTIF TAMAN TOL



TAMAN REKREASI



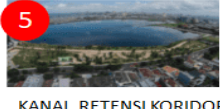
HUTAN LINDUNG



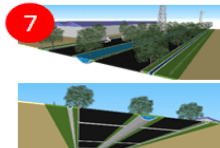
TEROWONGAN AIR & POMPA PENDORONG



KOLAM RETENSI



KANAL RETENSI KORIDOR



KANAL RETENSI



PROJECT OFFERED

SECONDARY & PRIMARY OF EXTERNAL DRAINAGE NETWORK FOR FLOOD CONTROL

b.

Investment Value

IDR 76 Billion

Budget Year Plan

2021 to 2024 (*Multiyears*)

Source of Funds / Funding Scheme

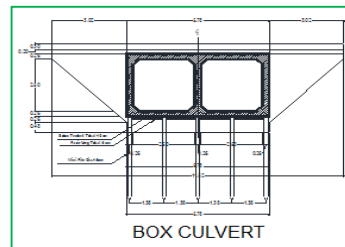
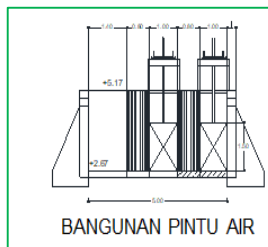
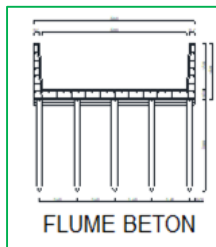
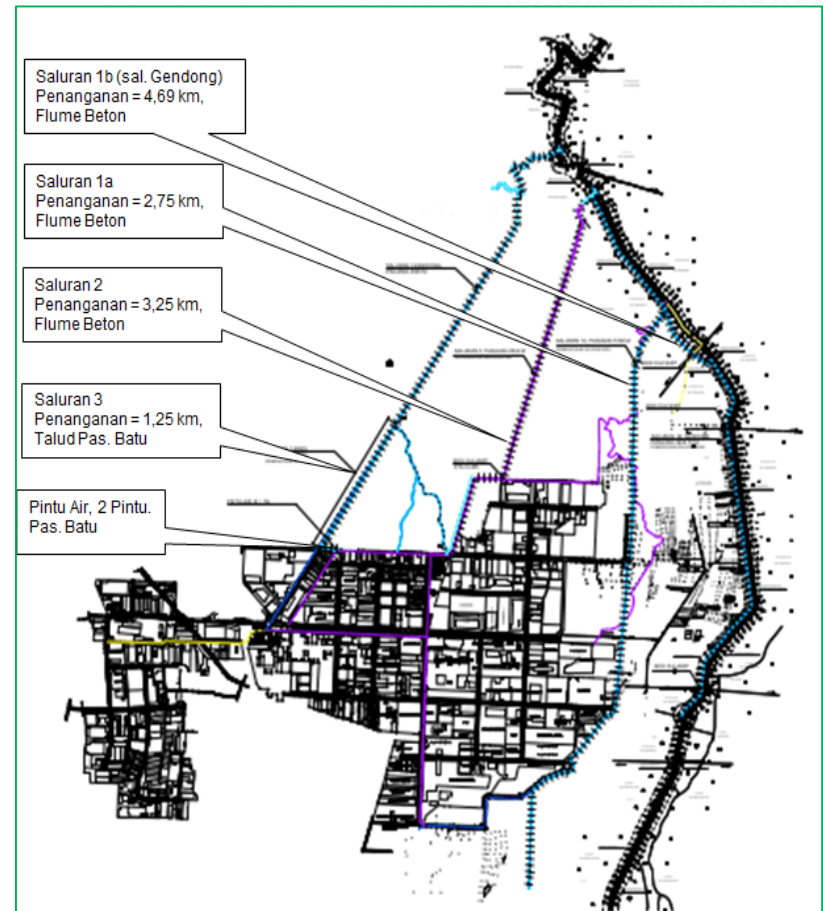
- National Government (PUPR Ministry)
- Provincial Government
- Regency (Deli Serdang) Government
- Government of Medan City

Location

In Medan Industrial Estate area at Pulau Batam Street

Land Allocation

It is scattered because according to its pipe and track plan



PROJECT OFFERED

C. OFFICE TOWER

Investment Value

IDR 169 Billion

Budget Year Plan

2021 to 2024 (*Multiyears*)

Source of Funds / Funding Scheme

Direct Investment

Location

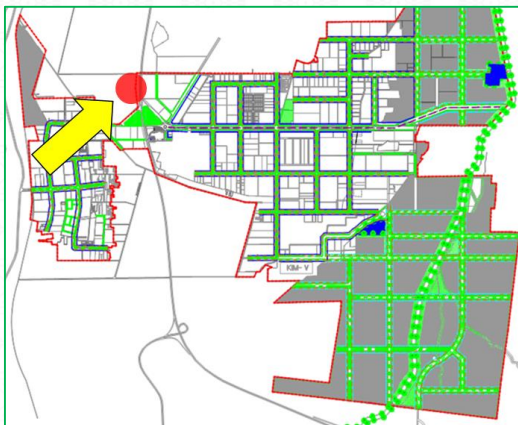
In Medan Industrial Estate area at Pulau Batam Street

Land Allocation

6.8 Ha

Description

- Commercial areal by rental system scheme for tenants
- Provides hotel and mice
- KIM Mart
- Rest area
- Modern business and service center



Hotel & Mice



Deskripsi :
Opsis Komersialisasi
Sistem Sewa
Market
Perusahaan, Karyawan, Tamu Tenant KIM
Public
Operator Hotel
Model Kerjasama
Turnkey

Business Information Center



Potensi Tenant Mix :
Tenant KIM
Perbankan / jasa Finansial
Perusahaan jasa investasi
Konsultan Teknologi Industri Strategis,
Paten, Hukum, Ketenagakerjaan, DLL
Kementerian dan Dinas Terkait
Komplementer: Komersial, F&B, DLL
Target / End User : Tenant KIM, Investor,
Public

KIM Mart



Deskripsi :
Opsis Komersialisasi
Sistem Sewa
Potensi Tenant Mix
Lembaga Keuangan & Investasi, Pengusi
Produk F&B, Kesehatan, Kecantikan,
Pakaian, LUMKM, dan Pemda
Target Market / End User
Tenant KIM, Public, Online Market Place
Model Kerjasama

CONTACT FOR DETAIL



Jalan Pulau Batam Komp. KIM Tahap II



secretary@kim.co.id



061 6871177 / +62 853 7373 6779



www.kim.co.id / northsumatrainvest.id



ptkawasanindustrimedan



PT. KAWASAN INDUSTRI MEDAN



PT. Kawasan Industri Medan





5

SPORT CENTER

SPORT CENTER



PROFILE

Location

Sena Village,
Deli Serdang Regency

Land

300 Ha

Investment Value

IDR 10 Trillion
Exc. commercial area : Hotel,
Shopping Mall, Recreation

Business's Scheme

Regional Budget, State Budget, PPP (construction of sports facilities and infrastructure), and investors

Project Status

- Sports Center's Masterplan has completed in 2019;
- Land acquisition and settlement process have done in 2020;
- Construction for area borders, gateway, security posts start in 2020;
- Early construction for Athletes' Homestead and Martial Art Stadium will be built in 2021;
- DED Construction of 6 Venues in process starts in 2020 and the rest of 15 venues in 2021 with sourced regional budget.

VENUES DEVELOPMENT

Investment Value

IDR 2.737.967.230.000

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kualanamu International Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Challenges

Limited budget of Provincial Government of North Sumatra to fund the development

Land Allocation

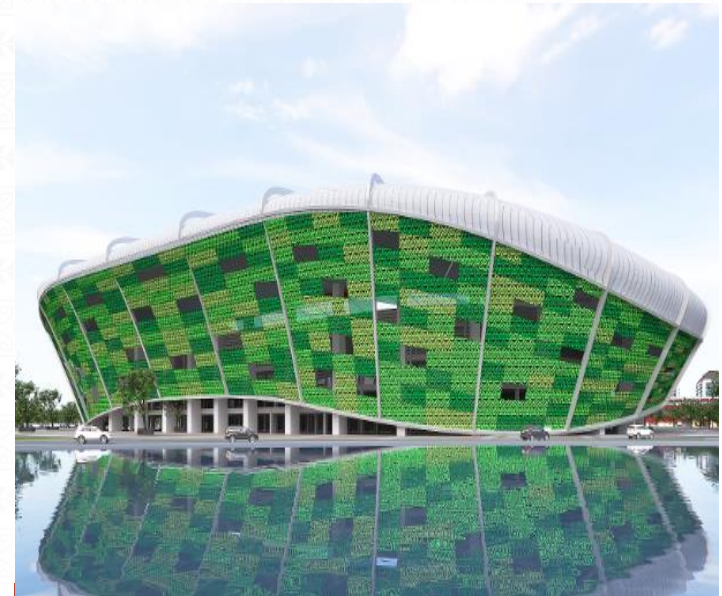
- Building area 12 ha
- Land area 6.55 ha

Expected Endorsement

Financial support from the third parties (PPP, investors, and stakeholders mechanism)

MAIN FOOTBALL STADIUM DEVELOPMENT

a.



Sport Center project is the main facility to support National Sports Week in 2024 in North Sumatera.

VENUES DEVELOPMENT

b.

ISTORA BUILDING DEVELOPMENT

Investment Value

IDR 333.672.100.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0,84 ha
- Land area 1.70 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT

AQUATIC BUILDING DEVELOPMENT

C.



Investment needs

IDR 574.766.260.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 1,94 ha
- Land area 2.88 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

d.

VOLLEY BUILDING DEVELOPMENT

Investment needs

IDR 148.222.860.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0,46 ha
- Land area 1.65 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



VELODROME BUILDING DEVELOPMENT

e.

Investment needs

IDR 19.025.370.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0.13 ha
- Land area 1.66 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

f.

BOWLING AND SQUASH BUILDING DEVELOPMENT

Investment needs

IDR 83.956.050.000,- (Bowling)
IDR 89.242.590.000,- (Squash)

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0,27 ha (Bowling)
- Building area 0.19 ha (Squash)
- Land area 0.82 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



ATHLETIC STADIUM DEVELOPMENT

g.

Investment needs

IDR 207.882.160.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0.4 ha
- Land area 6.48 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

VENUES DEVELOPMENT

h.

TENNIS COURT DEVELOPMENT

Investment needs

IDR 188.319.780.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

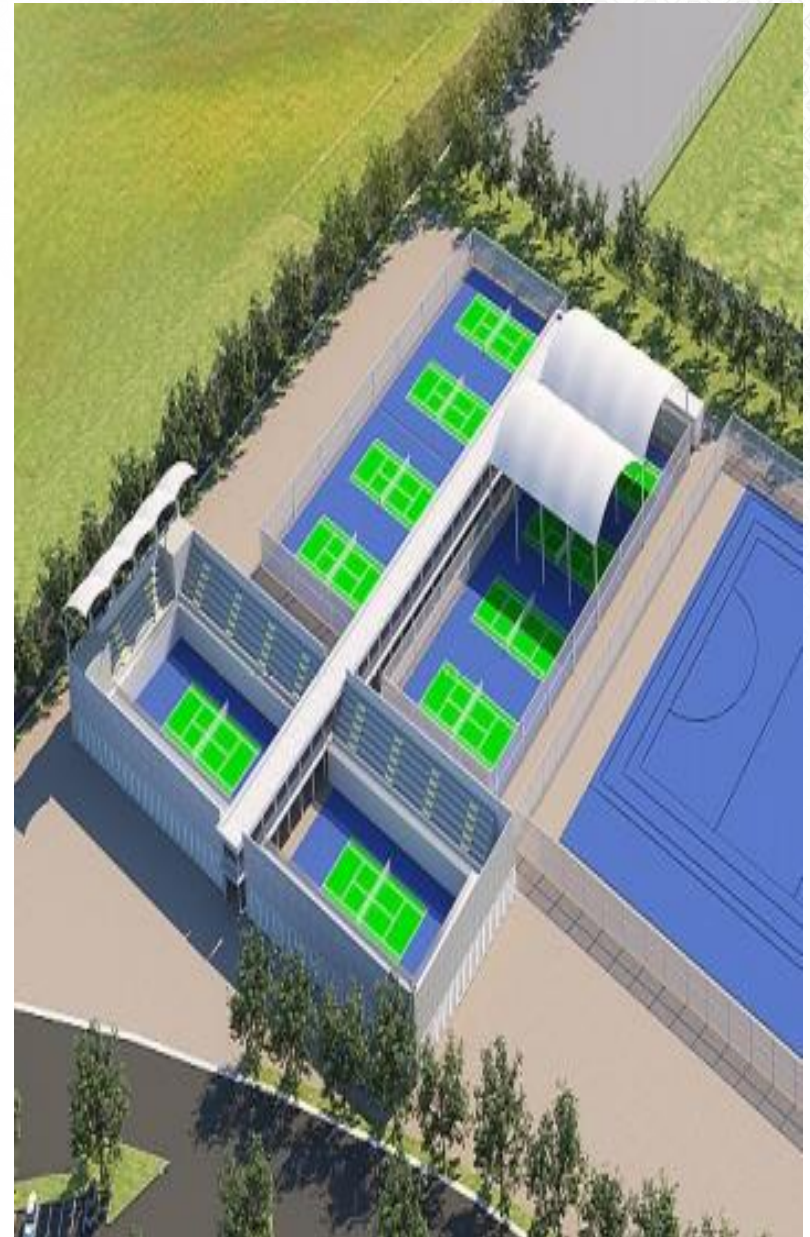
Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0,51 ha
- Land area 2.46 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT

BADMINTON BUILDING DEVELOPMENT

i.



Investment needs

IDR 108.742.860.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0.5 ha
- Land area 1.65 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

VENUES DEVELOPMENT

j.

MARTIAL ART DEVELOPMENT

Investment needs

IDR 100.319.780.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0,54 ha
- Land area 1.65 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



BASEBALL COURT BUILDING DEVELOPMENT

k.

Investment needs

IDR 74.934.210.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0.41 ha
- Land area 4.41 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

VENUES DEVELOPMENT

I. SOFTBALL COURT DEVELOPMENT

Investment needs

IDR 33.363.300.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0,18 ha
- Land area 4.18 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



ARCHERY COURT DEVELOPMENT

m.

Investment needs

IDR 33.100.740.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0.08 ha
- Land area 3.32 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

VENUES DEVELOPMENT

n.

BASKETBALL BUILDING DEVELOPMENT

Investment needs

IDR 136.634.420.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0,46 ha
- Land area 1.65 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



EQUESTRIAN COURT DEVELOPMENT

o.

Investment needs

IDR 284.540.110.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

Land area 2.3 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

VENUES DEVELOPMENT

p.

HOCKEY INDOOR & OUTDOOR DEVELOPMENT

Investment needs

IDR 100.567.120.000,- (Indoor)
IDR 16.488.620.000,- (Outdoor)

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

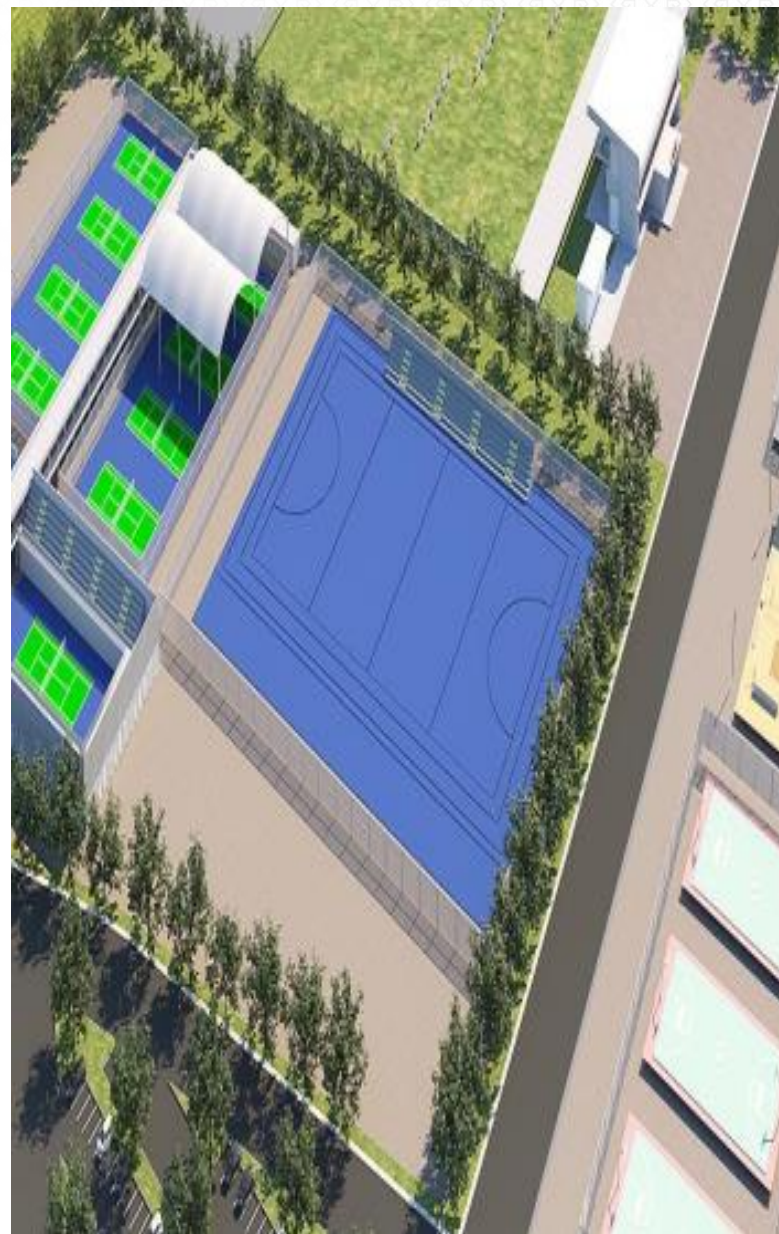
Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 0.51 ha (Indoor)
- Building area 0.09 ha (Squash)
- Land area 1.65 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



BMX TRACK DEVELOPMENT

q.

Investment needs

IDR 16.521.710.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

Land area 0.42 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

VENUES DEVELOPMENT

r.

PETANQUE COURT DEVELOPMENT

Investment needs

IDR 14.723.770.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

Land area 0.08 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



ATHLETES' HOMESTEAD DEVELOPMENT (Male and Female)

S.

Investment needs

IDR 1.152.989.383.500,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Cooperation between Government and Business Entities (PPP Scheme) and Other Possible Funding

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

- Building area 5 ha
- Land area 6.3 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

VENUES DEVELOPMENT

t.

COMMERCIAL AREA DEVELOPMENT

(International Hospital)

Investment needs

IDR 1.814.000.000.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Stakeholders, investors, third parties

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

10 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



COMMERCIAL AREA DEVELOPMENT

U.

(Office Center Development)

Investment needs

IDR 433.752.100.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Stakeholders, investors, third parties

Location

Sena Village, Batang Kuis Sub-District, Deli
Serdang District
Accessibility: Alongside the main road to Kuala
Namu Airport will be integrated with Highway and
LRT development plan

Integration of

Preparations to support the holding of PON XXI in
2024 and SEA GAMES in 2025 as well as the 2032
Olympics

Land Allocation

99.19 ha

Expected Endorsement

Financial support from third parties (PPP,
investors, and stakeholders mechanism)

VENUES DEVELOPMENT

V.

COMMERCIAL AREA DEVELOPMENT

(Shopping Center Development)

Investment needs

IDR 323.475.624.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of
Funds /
Funding
Scheme

Stakeholders, investors, third parties

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

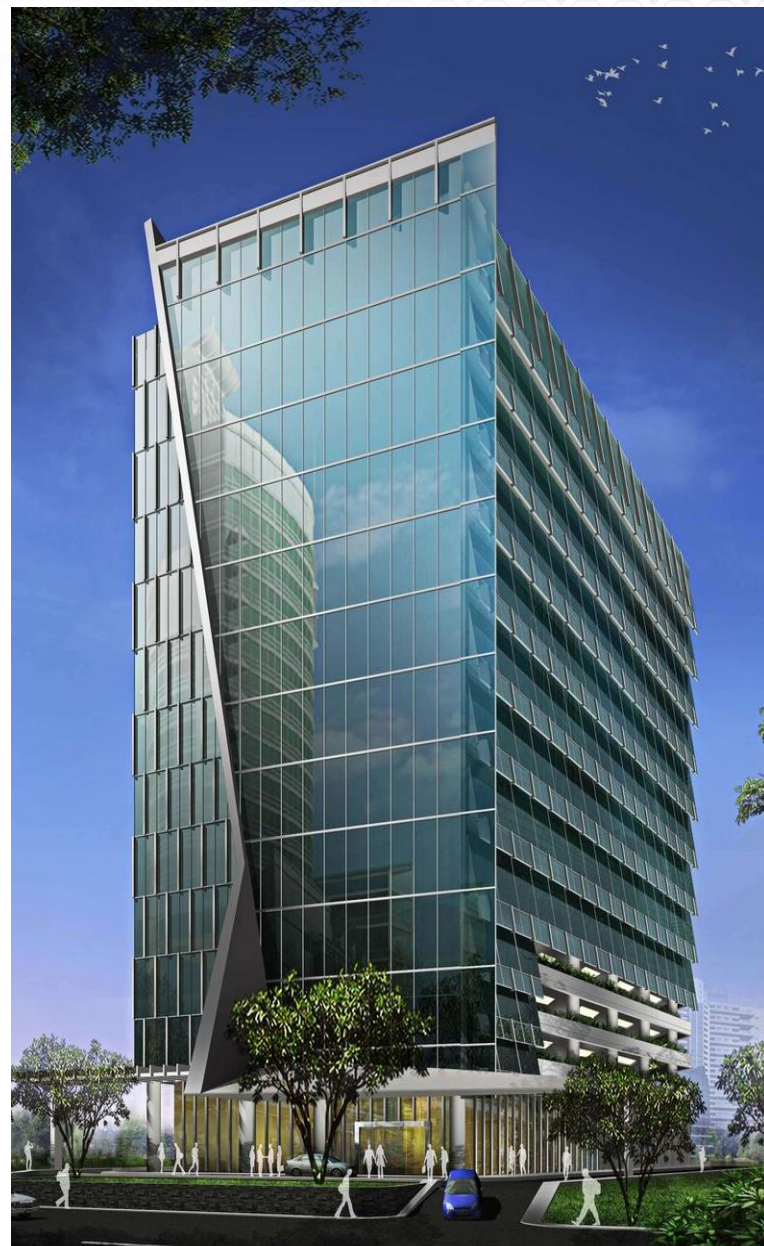
Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

99.19 ha

Expected
Endorsement

Financial support from third parties (KPBU, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



COMMERCIAL AREA DEVELOPMENT (Hotel Development)

W.

Investment needs

IDR 524.765.356.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Stakeholders, investors, third parties

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

99.19 ha

Expected Endorsement

Financial support from third parties (PPP, investors, and stakeholders mechanism)

VENUES DEVELOPMENT

X.

COMMERCIAL AREA DEVELOPMENT

(Entertainment Development)

Investment needs

IDR 854.860.245.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of
Funds /
Funding
Scheme

Stakeholders, investors, third parties

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District
Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

99.19 ha

Expected
Endorsement

Financial support from third parties (KPBU, investors, and stakeholders mechanism)



VENUES DEVELOPMENT



COMMERCIAL AREA DEVELOPMENT

(Business & Entertainment Center
with unsolicited scheme)

y.

Investment needs

IDR 11.340.943.000.000,-

Budget Year Plan

2020 s/d 2023 (*Multiyears*)

Source of Funds / Funding Scheme

Stakeholders, investors, third parties

Location

Sena Village, Batang Kuis Sub-District, Deli Serdang District

Accessibility: Alongside the main road to Kuala Namu Airport will be integrated with Highway and LRT development plan

Venues

- Medical city
- Residential
- Main Sport Center
- Expo center
- Entertainment and commercial

Integration of

Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

Land Allocation

99.19 ha

Expected Endorsement

Financial support from third parties (KPBU, investors, and stakeholders mechanism)

CONTACT FOR DETAIL



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[disporaprovsu](https://www.instagram.com/disporaprovsu)



Disporasu Channel





6

LIGHT RAIL TRANSIT MEBIDANG

LIGHT RAIL TRANSIT MEBIDANG

PROFILE

Location

Medan – Binjai – Deli Serdang
(MEBIDANG) Regency

Track Distance

41.3 Km

Capacity

4,473,996 people/year

Concession Period

20 years

Equity IRR

11.63 %

Government Contracting Agency (GCA)

Governor of North Sumatera Province

Return of Investment Mechanism

Availability payment

Investment Value

LRT : IDR 20,3 Trillion

Capsule Metro : IDR 10,8 Trillion

Business's Scheme

Public Private Partnership and Economic
Development Partnership Facility

Project Status

- Outline Business Case completed in 2019
- Final Business Case will be conducted at the end of 2021



OBJECTIVE

- Reduce congestion in Medan and Surrounding areas especially heading to Binjai city and Deli Serdang Municipality
- Increasing Economic Growth
- LRT to Transit Oriented Development (TOD)

TARGET

- Development of integrated urban mass transportation in the Mebidang (Medan – Binjai – Deli Serdang)

SCOPE OF PROJECT

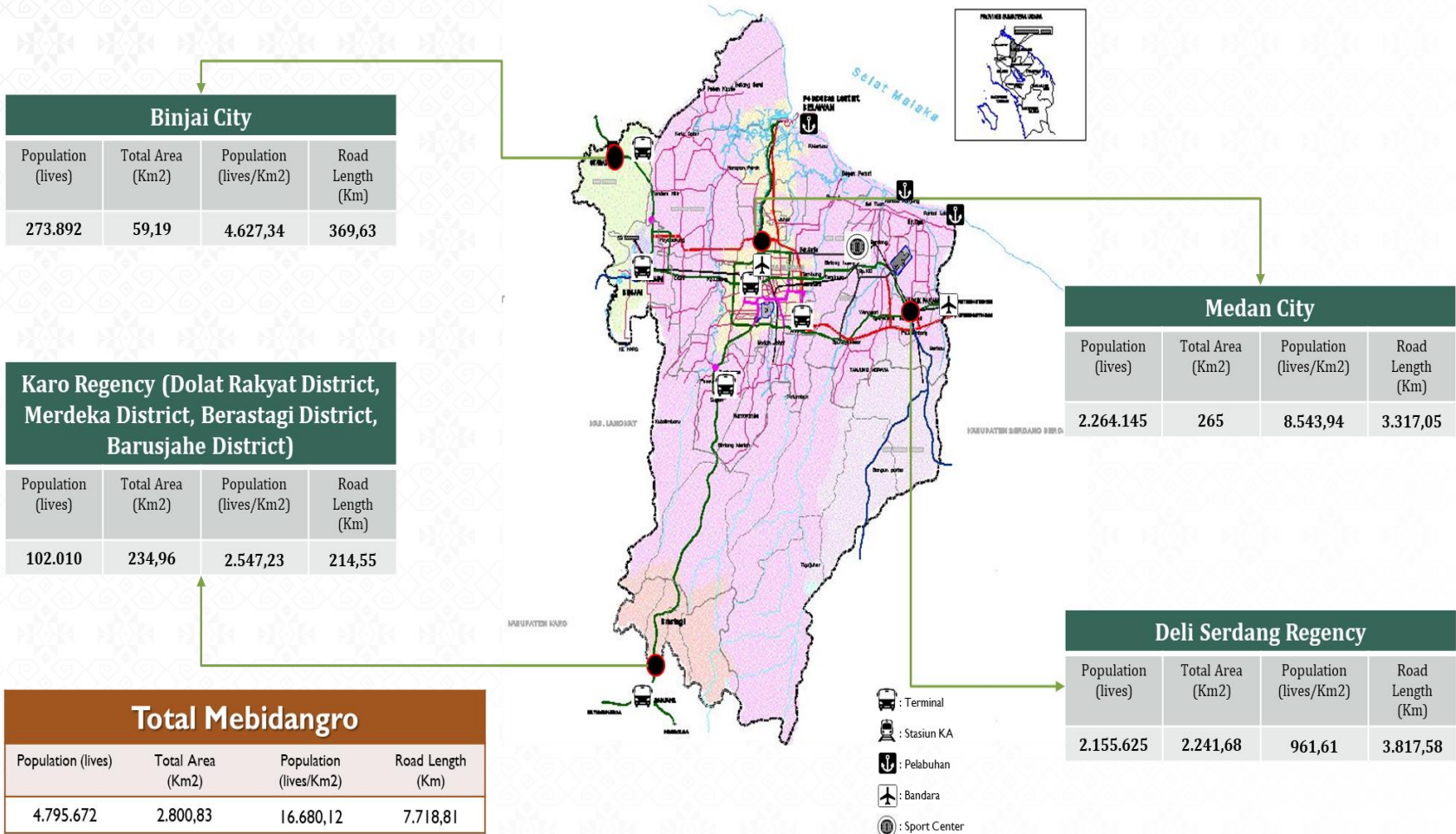
- Infrastructure Construction, Maintenance and Operation **41,3 Km**

OUTPUT

- Availability of passenger railway services on the Mebidang light Rail Transit as urban mass transportation in Mebidang

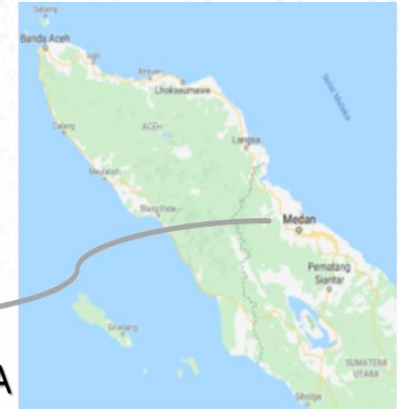
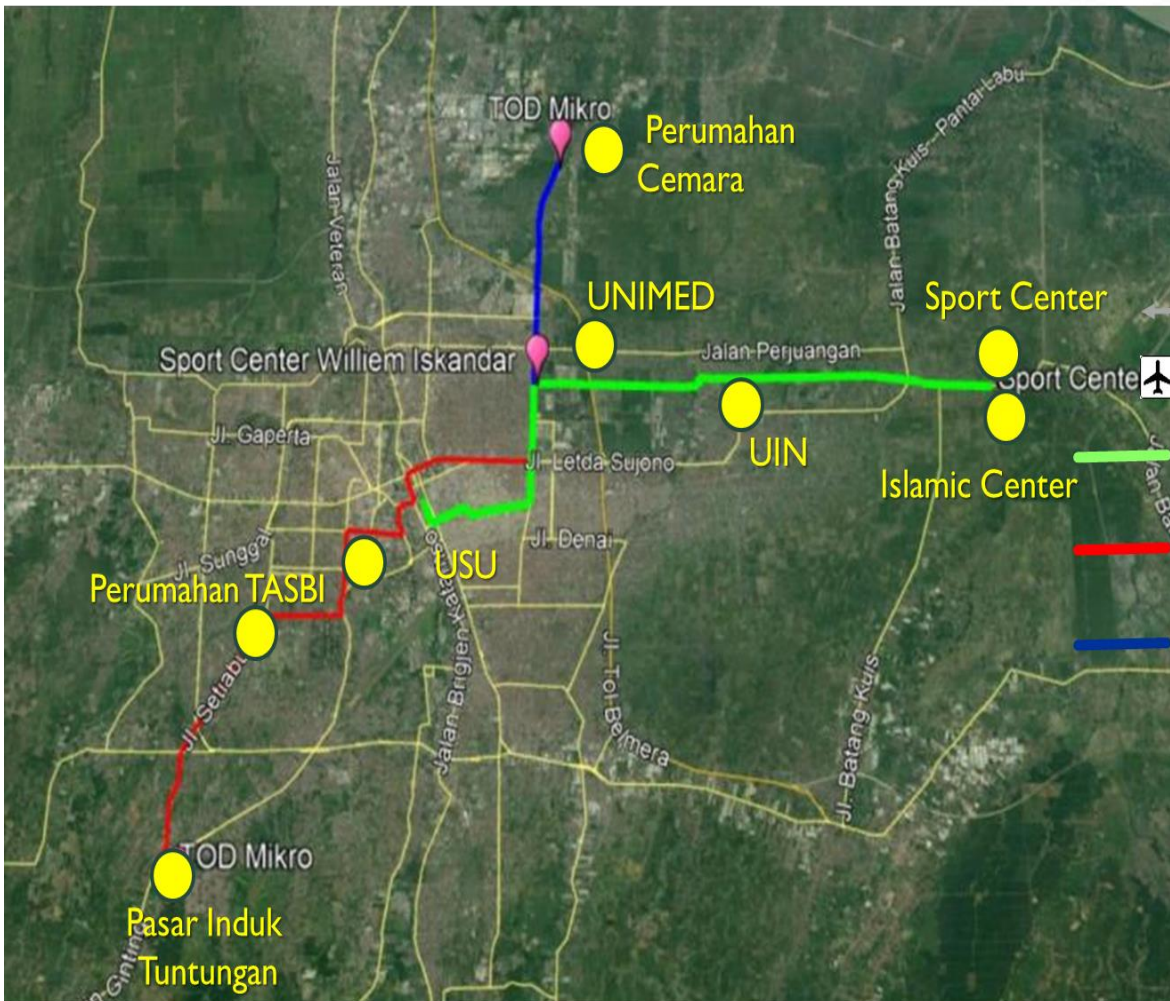
MEBIDANGRO ADMINISTRATIVE AREA

...this is a good condition to provide mass vehicle that can connect to several regions.



PROJECT DESCRIPTION

LRT Mebidang development is also as transportation mode to support Sport Center Project in Deli Serdang as one of its track is connected to the Sport Center.



Corridor 1: Stasiun Medan - Sport Centre Batang Kuis

• Length: 20.072 km

Corridor 2: Jl. Aksara - Pasar Lau Cih

• Length: 17.211 km

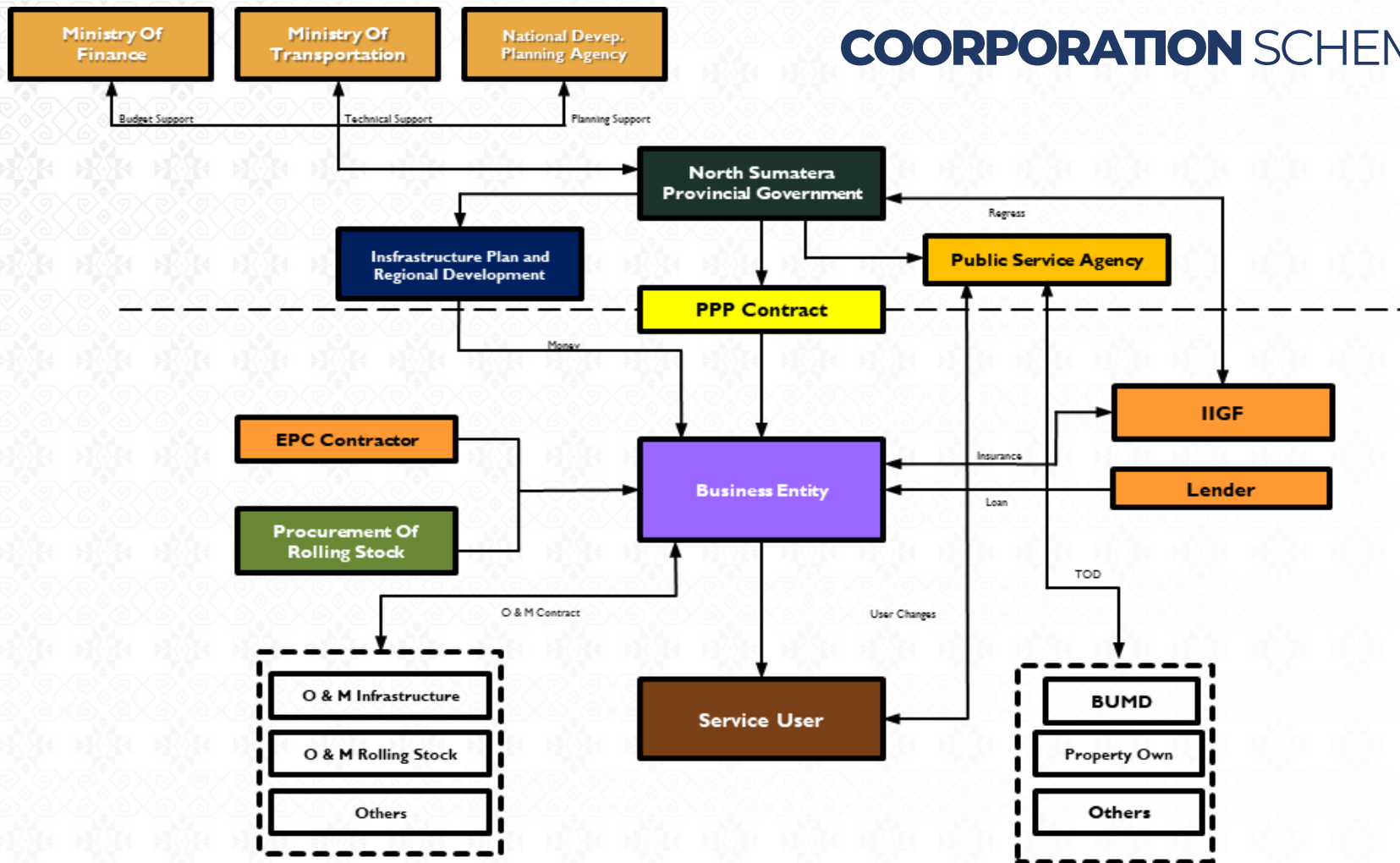
Corridor 3: Stasiun Pancing – Stasiun Cemara

• Length: 3.37 km

Total Length : 41.3 km



COORPORATION SCHEME



PPP Scheme of *Design - Build – Finance – Operate – Maintain - Transfer* (DBFOM-T) Mechanism of *Build Operate Transfer* (BOT)

Timeline



Financial Profile	IDR	USD
Ticket Price	IDR 12.000	
CAPEX	IDR 20.303.779 Million	\$ 1.440 Million
OPEX	IDR 306.951 Million/Annual	\$ 22 Million/Annual
DEBT : EQUITY	70 : 30	
EQUITY NPV	IDR. 1.496.884 Million	\$ 106 Million
PROJECT NPV	IDR . 487.872 Million	\$ 35 Million
EQUITY IRR	11,63 %	
PROJECT IRR	9,68 %	
AP VALUE ANNUAL	IDR 5.755.877 Million	\$ 408 Million
CONSESSION PERIOD	20 Years	

PROJECT FUNDING PLAN

LRT					
No	Description	Price	Unit		IDR Amount
1	Rolling Stock	IDR 24.400.800.000	20	unit	IDR 488.016.000.000
2	Track per km	IDR 400.000.000.000	41,3	km	IDR 16.520.000.000.000
3	Station	IDR 20.000.000.000	17	unit	IDR 340.000.000.000
4	Depot	IDR 66.831.925.670	1	unit	IDR 66.831.925.670
5	Operation Facilities	IDR 52.931.200.000	1	unit	IDR 52.931.200.000
Total					IDR 17.467.779.125.670

No	Additional Capital	Amount
1	Pre Operational Cost	IDR 210.635.769.000
2	Interest During Construction	IDR 55.607.843.000
3	Working Capital	IDR 2.569.756.388.000
Total		IDR 2.836.000.000.000

Total Project Funding:
IDR 20.303.779.125.670

PROGRESS OF LRT MEBIDANG

- Availability studies and documents :
 - FS of LRT Medan City (2018) facilitated by the Ministry of Finance of Indonesia
 - OBC MEBIDANG Railway Project (2019) facilitated by the Ministry of Transportation of Indonesia
- Accordance to BAPPENAS directives, the Provincial Government required to have a Sustainable Urban Mobility Plan (SUMP) as the basis for developing MEBIDANG urban mobility.
- The AFD from France was appointed to assist the Provincial Government of North Sumatra to prepare the SUMP document.
- SUMP as a reference to develop urban mass transportation in MEBIDANG area.
- Currently, the EGIS team from France is still collecting data as the Consultant of this project.
- The document is targeted to be completed in September 2021.

CONTACT FOR DETAIL



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dishubsu





7

SIANTAR – PARAPAT RAILWAY

SIANTAR – PARAPAT RAILWAY

PROFILE

Location

Pematangsiantar City – Parapat
(Simalungun)

Track Length

64.7 Km (Divided into 3 segment)

Capacity

4,473,996 people/year

Contract Period

20 years

Investment Value

IDR 12,1 Trillion

IRR

14 %

Project Status

- Feasibility Study completed in 2016
- Outline Business Case completed in 2017
- Survey Investigation Design in 2018
- Detail Engineering Design in 2019

PROJECT DESCRIPTION:

- Railway has become essential to offset the mobility of communities from one area to another as it will drive economic growth.
- This project aims to increase accessibilities especially to national tourism strategic area of Lake Toba..
- Siantar-Parapat train track is an addition of existing railway lane in North Sumatra that crosses Langkat Districts, Medan City, and Rantau Parapat (Labuhan Batu Districts).



Financial Feasibility



01 Total CAPEX: IDR 12.1 Trillion

02 OPEX: IDR 120.6 Billion/year

03 Availability Payment: IDR 1,057 Billion/year (concession period: 20 years)

04 IRR: 14%

Timeline

2016



Feasibility

Conducted by the Ministry of Transportation

2017



Outline Business Case

Conducted by the Ministry of Transportation

2018



Survey Investigation Design

Conducted by the Ministry of Transportation

2019



Detail Engineering Design

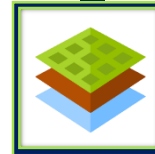
Conducted by the Ministry of Transportation

2021



Environmental Impact Assessment

2021-2022



Land Acquisition & Resettlement Action Plan

2023-2024



Construction & Rolling Stock



CONTACT FOR DETAIL

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8

MIXED USE RENTAL APARTMENT

MIXED USE RENTAL APARTMENT IN SEI MANGKEI

PROFILE

Location

Sei Mangkei SEZ, Simalungun Regency

Investment Value

IDR 1.2 Trillion

Financing

Regional Gov't budget: IDR 53,78 Billion
National budget: IDR 193,01 Billion
PPP: IDR 965,5 Billion

Project Owner

Governor of North Sumatra

Project Developer

Housing and Residential Area
Reg. Gov't Board

Main Activities

Building Apartment and Commercial Area

Project Scope

Design, Build, Finance, Maintenance,
and Transfer (DBFMT)

Contract Period

20 years

Construction Periode

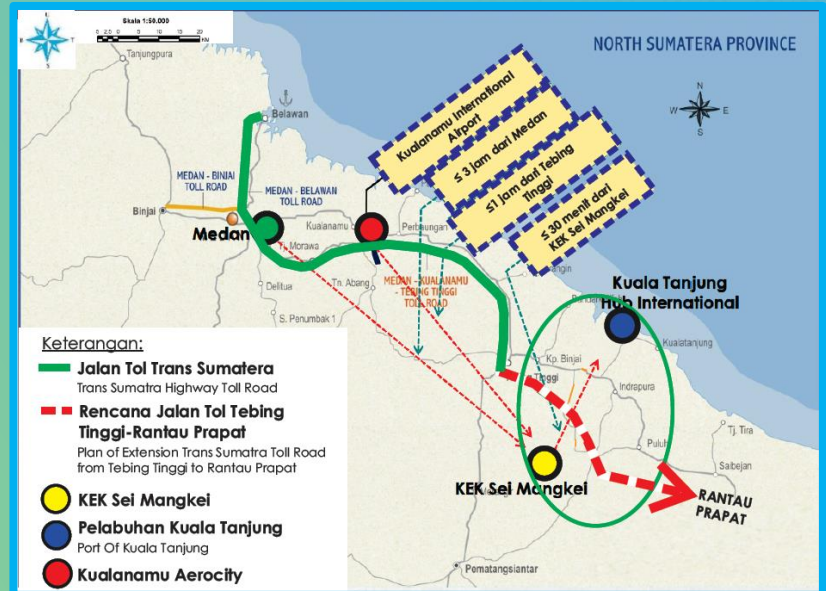
2 years

Project Status

- 1) OBC and FBC completed in 2020
- 2) 1st market sounding has been done in June 2020

PROJECT DESCRIPTION:

- Employment of labor in SEZ Sei Mangkei has reached 1800 labors and has the opportunity to keep increasing considering this area is the fifth biggest investment location in Indonesia. However, 45% of the labors still lives in rental houses while 35% of them lives in dormitories. This issue is the background to initiate integrated flat project.
- The Apartment in Sei Mangkei SEZ is not only targeting for labors (both domestic and foreign workers), but also low-income communities in the areas of Simalungun, Batubara, and Asahan.
- With convenience access of both highway and railway, integrated apartment in Sei Mangkei will be a prospective project.



Construction Planning (siteplan)



Building Details :



Consisted of
3 towers (672 unit)



1 tower capacity :
224 unit



Number of floors: 18



14 residential floors
and 4 parking
floors



In addition to urban area-designed residential area, Apartment project is planned to be equipped with mix use buildings consisting of:



Facilities:

1. Apartment

- Total Floor: 16
- Ground Floor-5th floor: room, rooftop
- 6th floor: various facilities, 7th – 16th floor: room, rooftop
- Studio Type Room (tipe 44): 77 unit
- Family Room (tipe 80): 55 unit

2. HOTEL

- Total Floor: 15
- 1st floor: lobby, 2nd - 3rd floor: core lift
- 4th – 6th floor: facilities, 7th floor: Hall
- 8th – 15th floor: room, rooftop+helipad
- Deluxe room (4x8m): 90 unit
- Suite room (5x9m): 27 unit

3. COMMERCIAL UNIT/HYPERMART

- Total Floor: 4
- 1st – 3rd floor: Hypermart and other retail store
- 4th floor: service

4. SWIMMING POOL

Other Supporting Facilities

1. Playground area of $\pm 1050 \text{ m}^2$



2. Mosque area of $\pm 550 \text{ m}^2$

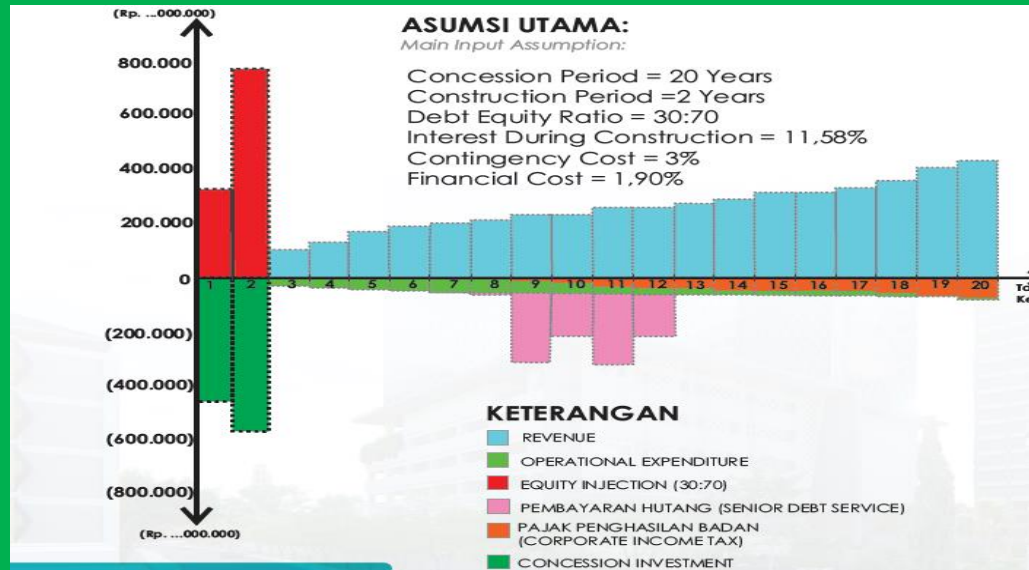


3. Gas station of $\pm 875 \text{ m}^2$



Financial Feasibility

Financial Summary



CAPEX
Rp1,134 Trillion

OPEX
Rp1,014 Trillion
*During cooperation period

IRR/WACC
11,14%/10,336%

NPV
RP59,022 Billion

PAYBACK PERIOD
8 years 7 months

Criteria

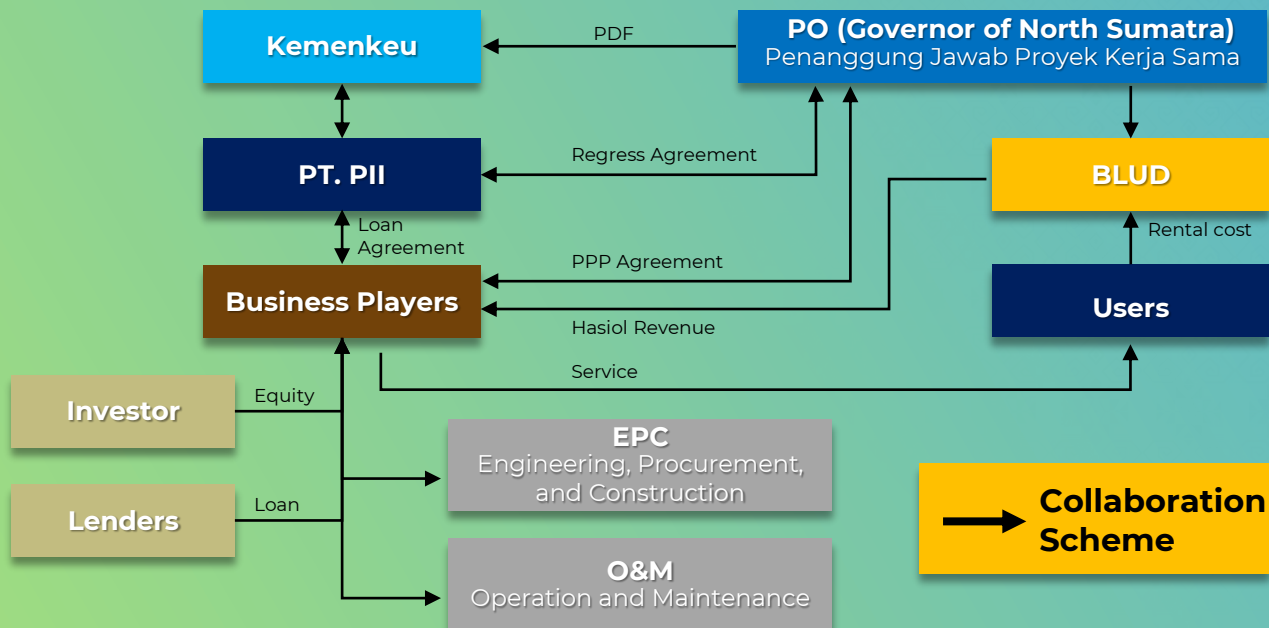
Debt Equity Ratio
Interest during construction
Contingency cost
Financial Cost
CAPEX
OPEX
IRR / WACC
NPV
Payback Period

Notes

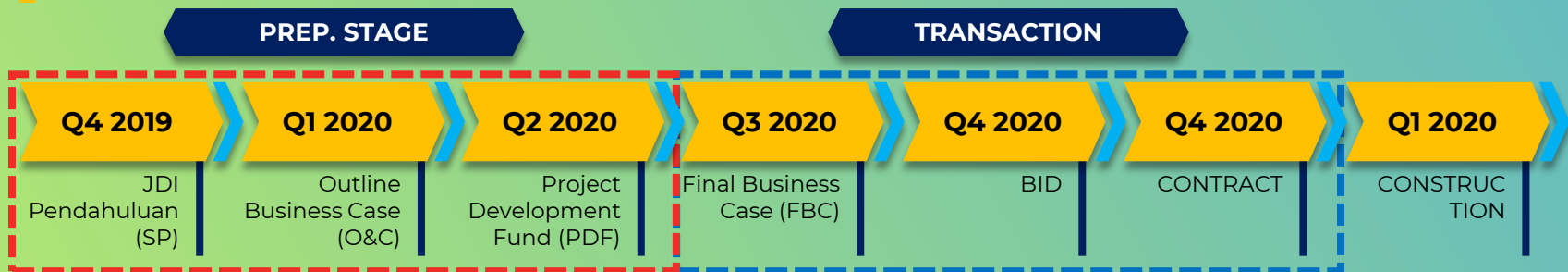
30 : 70
11,58%
3%
1,90%
IDR 1.134 Trillion
IDR 1.014 Trillion
11,14% / 10,36%
IDR 59.022 Billion
8 years and 7 months



Partnership Scheme



Project Timeline



NOTE : FBC DAN TENDER PROCESS WILL BE ARRANGED BY MINISTRY OF FINANCE



PPP PROCESS BY PROJECT OWNER



PPP PROCESS BY MINISTRY OF FINANCE



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INVESTMENT SUPPORTING FACTORS

INVESTMENT SUPPORTING FACTORS

As one of the biggest provinces in Indonesia, North Sumatra has a vary supporting facilities/factors to boost better investment. It reflects to adequate infrastructure repairments, high quality human resources, transportations availability, ports, industries, and the beautiful scenery tourism destinations.

Besides that, due to its strategic location which is supported by world trade route, makes investment and trading flows are accelerated in North Sumatra.

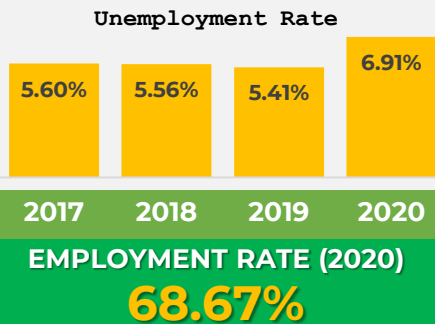


I. High Quality Human Resources

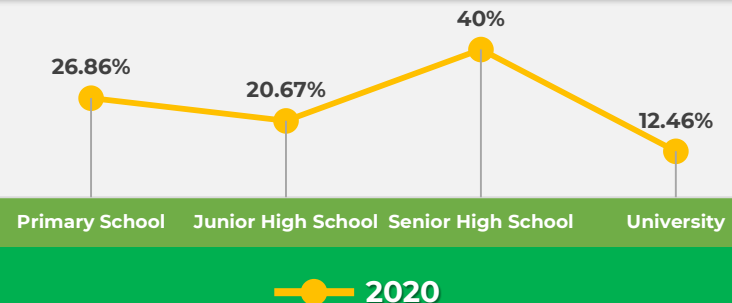
North Sumatra is known as one of the regionals in Indonesia with the most and highly qualified human resources. More than 50% of total population in North Sumatra are in productive age of 15-64 years old or it can be called as millennial. It shows that we have creative, innovative, and competitive human resources.

Through that number also indicates that North Sumatra is really capable to supply local labors for regional development.

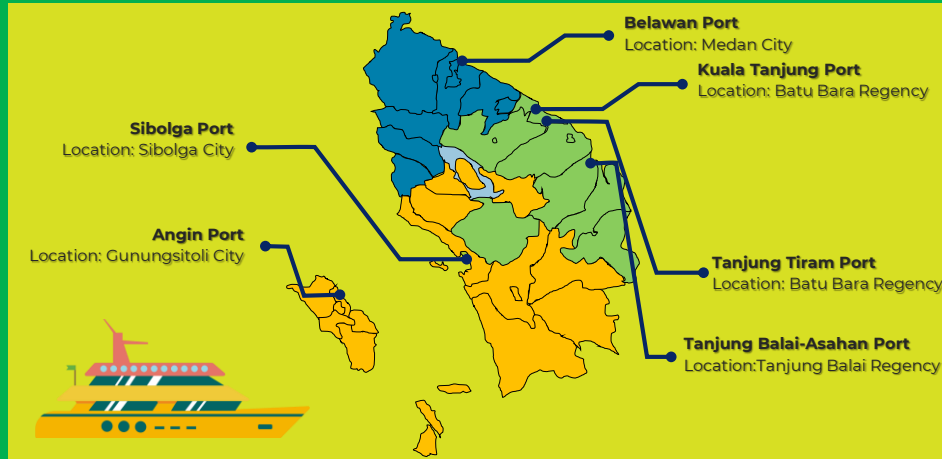
Population at the age 15 and over that are employed based on education level



Population at the age 15 and over that are employed based on education level



I. Port Connectivity



North Sumatra Province is enriched with accessible sea and open water lane through ports. Up until now, there are at least six ports in North Sumatra that are ready to operate and facilitate distribution of goods.

II. Healthcare Facilities

The availability of healthcare facility such as hospitals is the main factor in bolstering improvement of life quality.



Hospital

179 Unit



Maternity Hospital

19 Unit



Polyclinic

813 Unit



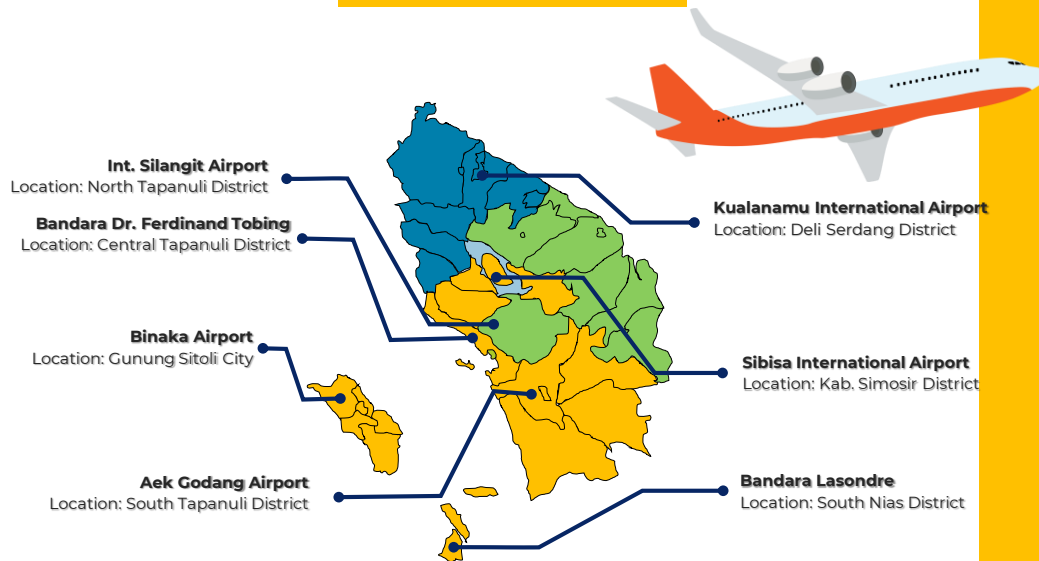
Public Health Center

624 Unit

Supporting Public Health Center **1.822** Unit



III. Airport



Other supporting facilities are more complete with the availability of airports for domestic as well as international route. The existence of airport is strategically designed to be integrated with railway to increase the efficiency flow of goods and passengers.

IV. Highway

North Sumatra on daily basis is always improving with adjustments on both are facilities and infrastructures. They are for providing the ease of accessibility in investment.



Province	Highway length (km)	Close Causeway (km)	Central Causeway (km)	West Causeway (km)	Non Causeway (km)	Connector Causeway (km)	Bridge (unit)	Bridge (m)
North Sumatra	2.632,22	581,97	501,28	419,39	386,18	743,39	914	24.214

Sumber: Balai Besar Pelaksana Jalan Nasional II Medan



TOURISM SITE



TOURISM SITE



Super Priority Tourism Site

1



Lake Toba & Resort
Samosir Regency

Priority Tourism Site

2



Tangkahan
Langkat Regency

3



Bukit Lawang
Langkat Regency

4



Berastagi
Karo Regency

Attractive Tourism Site

5



Maimoon Palace
Medan City

6



Muara Opu Beach
South Tapanuli Regency

7



Simalem Resort
Dairi Regency

8



Mursala Island
Central Tapanuli Regency

9



Poncan Island
Sibolga City

10



Silahisabungan
Dairi Regency

LAKE TOBA & RESORT



Toba Regency



- ❖ 71,4 km away from the Silangit International Airport
- ❖ 2 – 4 hours from the Kualanamu International Airport
- ❖ 4 - 5 hours from Medan City by using public transportation / personal vehicle



Offers you:

- The beauty of the largest Caldera Lake in the world
- Bataknese culture: villages, museums, palaces of the Bataknese people
- Camping
- Traditional & modern souvenir shops
- Culinary



Lake Toba is an immense volcanic lake covering an area of 1,707 km² (1,000 km² bigger than Singapore) with an island in its center. Lake Toba Caldera is one of the five super priority destinations in Indonesia and had designed as the Global Geopark by UNESCO in 2020.

“The Largest Volcanic Lake in The World”



TANGKAHAN



Langkat Regency



- ❖ 4 hours from the Kualanamu International Airport
- ❖ 3 hours from Medan City by using public transportation / personal vehicle



Offers you:

- The beauty of nature and friendly people
- The area for elephants rehabilitation
- Camping
- Waterfall and fresh rivers water
- Culinary



Some calls it “the hidden paradise”, Tangkahan is a nature wonder where you can play and have fun with the friendly elephant. Here, you also can explore the jungle and enjoy the fresh river water

“The Hidden Paradise in North Sumatra”



BUKIT LAWANG



Langkat Regency



- ❖ 4 hours from the Kualanamu International Airport
- ❖ 2 - 3 hours (80 km) from Medan City by using public transportation / personal vehicle



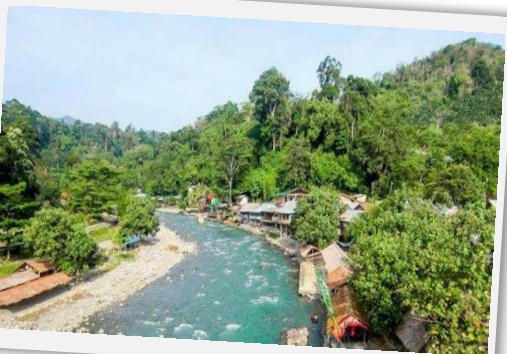
Offers you:

- Tracking the jungle to find the orangutan conservation
- Hostelry
- Rafting
- Camping
- Fresh rivers water
- Culinary



Amazing panorama, surrounded by forests, rivers, and the mountain that stretches along the island of Sumatra. You won't miss the moment with this endemic creatures for sure!

"Conservation Site for Orangutan"



BERASTAGI



Karo Regency



- ❖ 3 hours from the Kualanamu International Airport
- ❖ 2 hours (66 km) from Medan City by using public transportation / personal vehicle



The highland view of Berastagi would bring you the new kind of experience



Offers you:

- Traditional and cultural exhibition
- Sinabung hills resort
- Kubu and Gundaling hills
- Cool and fresh air
- Waterfall, lake and hot water spots
- Culinary and plantation experience

***“The Beauty and Cultural Experiences
are Providing Here”***



MAIMOON PALACE



Medan City



- ❖ 2 hours from the Kuala Namu International Airport and only 30 minutes by using Railink train transportation
- ❖ Existing in the center of Medan City



Historical value and the beauty of Melayu Deli tradition which had connectivity to the Grand Mosque would be a good tease for your travel experience



Offers you:

- Traditional and cultural of Melayu experience
- Souvenir shop
- Photo spots
- Knowing the legacy of Melayu Deli Kingdom

“The Heritage of Melayu Deli Kingdom”



MUARA OPU BEACH



Karo Regency



- ❖ 1 - 2 hours from the Aek Godang Airport in North Padanglawas and from Dr Ferdinand Lumban Tobing in Central Tapanuli
- ❖ 5 – 6 hours from Toba Lake by using public / personal vehicle
- ❖ 7 – 8 hours to travel this site from Medan City by using public / personal vehicle



With 17 km shore length, Muara Opu beach is home for thousands of turtles which breed once a year. You could feel the nature experience while seeing the breath-taking view



Offers you:

- Releasing turtles into the beach exhibition
- Turtle conservation
- Swimming together with turtle experience
- Cultivation of coral reefs

“The Home for Turtles ”



SIMALEM RESORT



Dairi Regency



- ❖ 2 – 3 hours from Parapat, Simalungun Regency
- ❖ 3 – 3.5 hours from Medan City by using public / personal vehicle
- ❖ 3 – 4 hours from Silangit International Airport



The clouds is just an inches away. Surely you don't want to miss a single moment of sunrise and sunset!



Offers you:

- Comfortable resort
- Garden and green space experience
- Camping ground and adventure zone
- Labyrinth space
- Amphitheatre and Toba multi purpose hall
- Fabulous view which directly to Lake Toba

"The Sunrise Highland"



MURSALA ISLAND



Central Tapanuli Regency



- ❖ 1 – 1.5 hours from Sibolga City by boards
- ❖ 3 – 4 hours from Nias Islands by boards
- ❖ 9 – 10 (215 km) hours from Medan City by using public / personal vehicle
- ❖ 3 – 4 hours from Silangit International Airport



The awesome scenery and its authentic wilderness have attracted the world. Proudly present Mursala Island, where King Kong movie (2005) production took place



Offers you:

- The beauty of the waterfall
- One of the waterfalls in the world that plunge directly into the sea
- The combination between fresh water and sea water
- Snorkeling and diving experience

“The King Kong Island”



PONCAN ISLAND



Sibolga City



- ❖ 2 hours (66 km) from Silangit International Airport
- ❖ 9 – 10 hours from Medan City by using public / personal vehicle



Imagine an island with a beautiful landscape, blue ocean, it's crystal clear. That's exactly what Poncan Island offers you



Offers you:

- Amazing snorkeling and diving experience
- White sand and beautiful shoreline
- Culinary

"The Exotic Island"



SILAHISABUNGAN



Dairi Regency



- ❖ 2 – 3 hours from Parapat, Simalungun Regency
- ❖ 3 – 4 hours from Medan City by using public / personal vehicle
- ❖ 3 – 4 hours from Silangit International Airport



Natural beauty, cultural experience and religious pilgrimage, Silahisabungan is a majestic place like no other can find inner peace



Offers you:

- Health care facility
- Camping
- Snorkeling and diving experience
- Hostelry
- Popular photo spots
- Sunset and sunrise scenery

“Where Nature meets culture ”



TOURIST ARE VERY WELCOME



Kualanamu			
	June 2020	June 2021	May 2021
Total	95	38	50
Change	y-on-y		-60.00%
	m-to-m		-24.00%



Belawan			
	June 2020	June 2021	May 2021
Total	0	0	0
Change	y-on-y		- %
	m-to-m		- %



Silangit			
	June 2020	June 2021	May 2021
Total	0	0	0
Change	y-to-y		- %
	m-to-m		- %

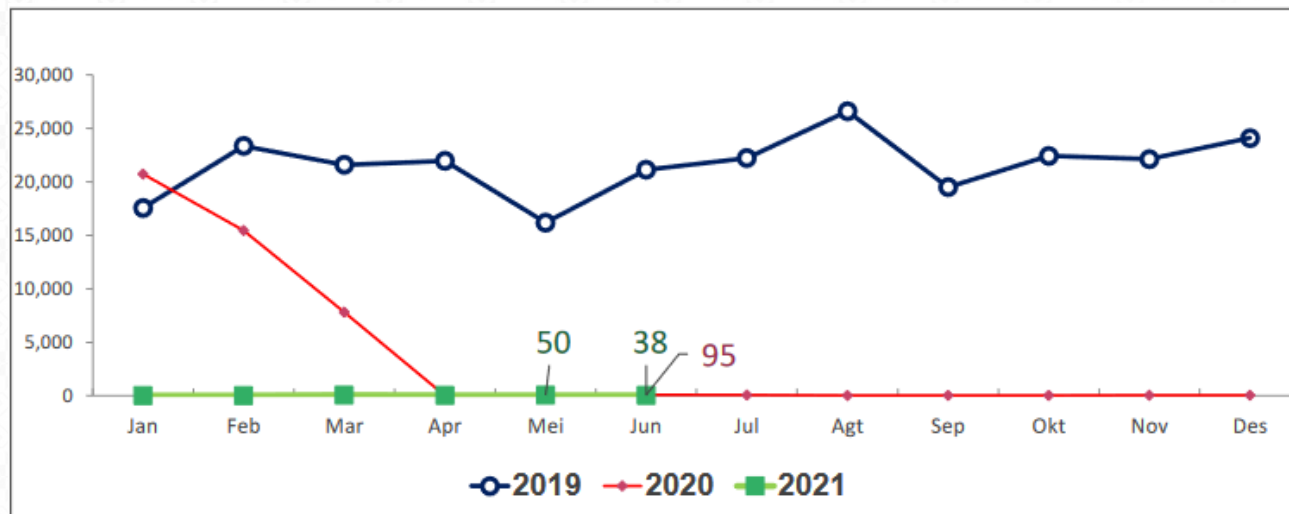
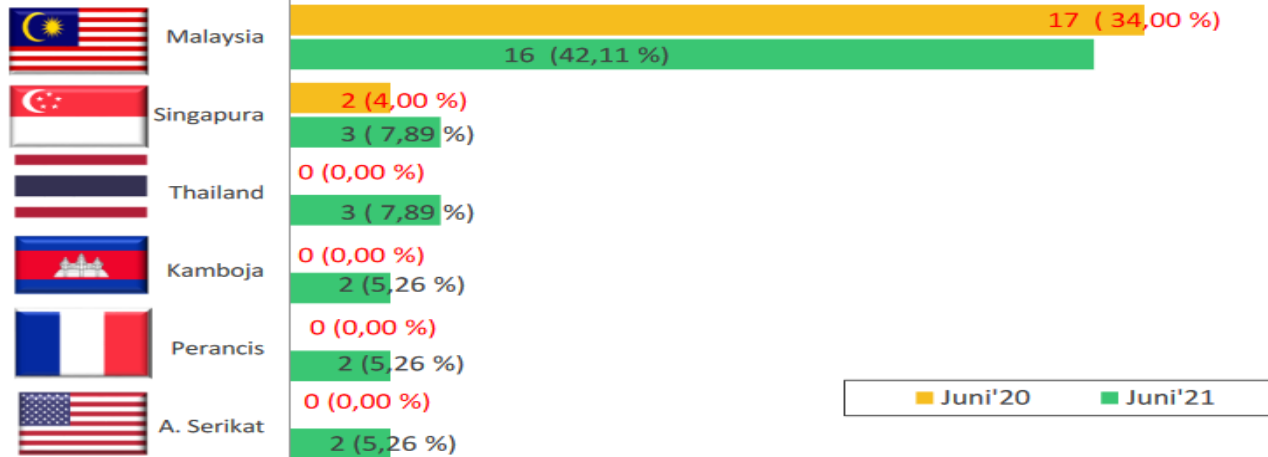


Tanjungbalai Asahan			
	June 2020	June 2021	May 2021
Total	0	0	0
Change	y-on-y		- %
	m-to-m		- %

TOURISM DEVELOPMENT



Top 6 Countries that Visit North Sumatra the Most



June 2021 to May 2021 (mtm)
-24.00%

June 2021 to June 2020 (yoy)
-60.00%



SMALL MEDIUM ENTERPRISE



SMALL MEDIUM ENTERPRISE

Indonesia is known by many local races and ethnic that reflected by our fashion style. North Sumatra could offer and fulfil your ethnical desire with Songket and Ulos, which identical with Batak Tribe


WOVEN FABRIC




ULOS SIANIPAR

There are various types of fabric pattern and also accessories which are made from Ulos fabric such as dresses, bags, shoes etc

 sianiparulos@gmail.com


 +62 812-6584-6702


 galeryulos_sianipar




RAKI TENUN

Various types of woven products such as raw fabric, clothes, and other accessories

 iwanurwahidah@gmail.com

 +62 813-7543-7933


 iwah_rakitenun




IR & IR SONGKET DELI

Translates traditional textile from Deli Malay Indonesia into modern style textile products. This such heritage is worth the world-wide sharing

 ir.songket@gmail.com

 +62 811-6517-766


 songketdeli



LANGGAM BATIK

The way to keep and pride our traditional wear which is Batik with typical of Bataknese batik motif

 langgam.souvenir@gmail.com

 +62 812-6364-6436

 langgamsouvenir

SMALL MEDIUM ENTERPRISE

North Sumatra is very famous for its specialty coffee such as Lintong, Mandailing, and Sidikalang. These kind of coffee are among the best and most sought after coffee in the world.

COFFEE



MAGA COFFEE

Arabica Mandailing
Lake Toba Organic

green beans and roasted beans
wild civet, wine coffee, etc.

✉ maga.arabica.coffee@gmail.com

☎ 0821-6745-8276

🐦 @magacoffee



ALOYA COFFEE

Mandheling, Lintong, Longberry,
Gayo

green beans and roasted beans,
cascara, coldbrew

✉ aloya.coffee@gmail.com

☎ 0821-6745-8276

🌐 www.aloyacoffee.com



ASTARI COFFEE

Arabica Lintong, Arabika
Sigordang, Arabika Mabulang,
Robusta Sidikalang

✉ aciaptakarsa@gmail.com

☎ 0822-7977-9352

📷 Astari Coffee

SMALL MEDIUM ENTERPRISE

COFFEE




DRIP COFFEE

Arabica Lintong, Arabica Samosir,
Arabica Sidikalang, Arabica
Mandailing, Arabica Karo, Arabica
Blue Batak

coldbrew coffee, wine coffee, and beauty
products

 welovecoffee@dripkoffie.com


 0821-1758-8175




SINERGI COFFEE

Arabica Karo

green beans and roasted beans

 sinergifajarharapan@gmail.com


 0813-7558-8774




CIMBANG COFFEE

Arabica Coffee

green beans and roasted beans,
and powder

 imamsyukrisyah@gmail.com

 082160550726

 Kopi Cimbang Sinabung

SMALL MEDIUM ENTERPRISE

OTHER PRODUCT

North Sumatra also has vary products that are produced from local small medium enterprise and those have been popular



Gula Semut Aren

Palm Sugar

- Made from pure palm sugar
- Has a lot of nutrients
- Practical to use as a sweetener



Gula Aren Alam Makmur

Palm Sugar

- Produced packaged brown and palm sugar
- Produced bandrek palm Sugar
- Produced Choco palm sugar



Nata De Coco Sapo Durin

Dessert

Nata De Coco



Zack Krezz

Snacks

- Potato chips
- Banana crackers
- Cassava chips
- Tempe Chips
- Crispy mushroom



Pop Corn Brontak

Snacks


Crunchy caramel popcorn wrapped in 5 unique flavors : Caramel Chocolate, Caramel Cheese, Caramel Tiramisu, Caramel Mango and Caramel Strawberry.


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 Zack Krezz

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 081388054676

 popcornbrontak



INVESTMENT INCENTIVE



INVESTMENT INCENTIVE IN NORTH SUMATRA

I. Import Duty Facilities



Import duty exemption for 2 years or directly submit a request for 4 years for companies that use local production machinery (minimum 30%). This facility applies for goods and services producing companies, including :

- 1 Tourism and Culture
- 2 Public transportation
- 3 Public health Service
- 4 Mining
- 5 Construction
- 6 Telecommunication
- 7 Ports

Requirements

Importing machineries, goods and raw materials

- 1 Not yet produced by local companies.
- 2 If local machineries are available but unable to meet required machineries requirements.
- 3 If local machineries are available but unable to meet required machineries numbers.

30% of investment value

Government of Republic of Indonesia has issued a new regulation related to Tax Allowance policy, namely **Government Regulation No. 78 Year 2019** on 12 November 2019.

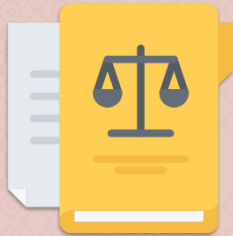
183 business fields meet the requirements to receive tax allowance, expanded from 145 segments on previous regulation.

With certain requirements including investment value or export orientation, labor absorption, Domestic Component Level (TKDN), and project location (especially outside Java island).

Deduction of companies' net income which amounts to 30% of total investment that will be done over a 6-year period (equivalent to 5% deduction per annum).



III. Tax Holiday Policy



Ministry of Finance of Republic of Indonesia has issued a new regulation related to Tax Holiday policy: Minister of Finance Regulation No. 150/PMK.010/2018 on 27 November 2018.

“Deduction of Corporate Income Tax is to be granted within 5-20 years period”

- There are **18** pioneer industries who are eligible for this facility:
- 1 Base metal upstream industry (steel or non-steel) with or without its integrated derivative
 - 2 Oil and natural gas refinery industry with or without its integrated derivative
 - 3 Coal, natural gas, or crude oil based petrochemical industry with or without its integrated derivative
 - 4 Organic-based chemical industry obtained from Agriculture, plantation, or forestry with or without its integrated derivative
 - 5 Inorganic-based chemical industry with or without its integrated derivative
 - 6 Pharmaceutical main raw materials industry with or without its integrated derivative
 - 7 Irradiation, electromedical, or electrotherapy equipment manufacturing industry
 - 8 Electronics or telematics main components manufacturing industry such as semiconductor wafer, backlight for Liquid Crystal Display (LCD), electrical driver, or display
 - 9 Machineries and machineries components manufacturing industry
 - 10 Robotics components manufacturing industry to support machinery manufacturing industry
 - 11 Power plants main components machinery manufacturing industry
 - 12 Vehicles and vehicles main components manufacturing industry
 - 13 Ships main components manufacturing industry
 - 14 Trains main components manufacturing industry
 - 15 Aeroplane main components manufacturing and aerospace supporting activities industry
 - 16 Agriculture, plantation, or forestry based pulp production industry with or without its derivative
 - 17 Economic Infrastructure
 - 18 Digital economy including data processing, hosting, and other related activities

Source: BKPM.

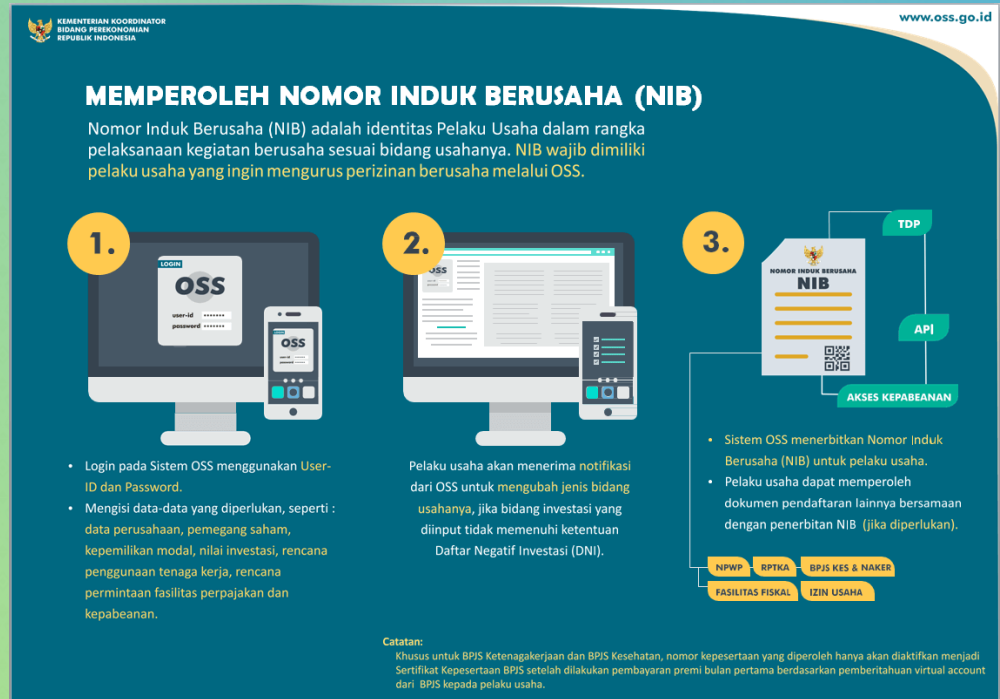


HOW TO INVEST IN NORTH SUMATRA

HOW TO INVEST IN NORTH SUMATRA?

Business and investment potential will not be optimal without strong commitment from both central and regional governments. Our effort to keep improving the facilities for investors has been realized on national level by having Online Single Submission (OSS) system, a business licensing issued by OSS Institution for and on behalf of the minister, institution leader, governor, or regent/mayor to business practitioners through integrated electronic system.

On regional level, North Sumatra owns an application to simplify application-based licensing namely "SIAP LAYANI". This application will ease the investors in proposing business license on regional level, without face-to-face registration and documents submission. The efficiency of licensing services that has becoming more convenient is our commitment to increase the realization of regional investment.



CONTACT US



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