



NUSANTARA
Capital City of Indonesia

MARKET BRIEFING FOR THE PROSPECTIVE INVESTOR

**TO DEVELOP THE FEASIBILITY STUDY (FS)
OF THE ROAD MASTER PLAN AND GRAND DESIGN MUT
IN THE NUSANTARA CAPITAL CITY**

Insyafiah

Director of Funding, Nusantara Capital Authority

CONTENT

1. OVERVIEW OF NUSANTARA

2. PROGRAM VISION – PROJECT DETAILS – SCOPE OF WORK
ROAD AND MULTI UTILITY TUNNEL PLAN

3. PROJECT STRUCTURE - INCENTIVES - GOVERNANCE - INDICATIVE TIMELINE

4. SELECTION OF THE PROSPECTIVE INITIATING INVESTOR
(CALON PEMRAKARSA)

5. Q/A

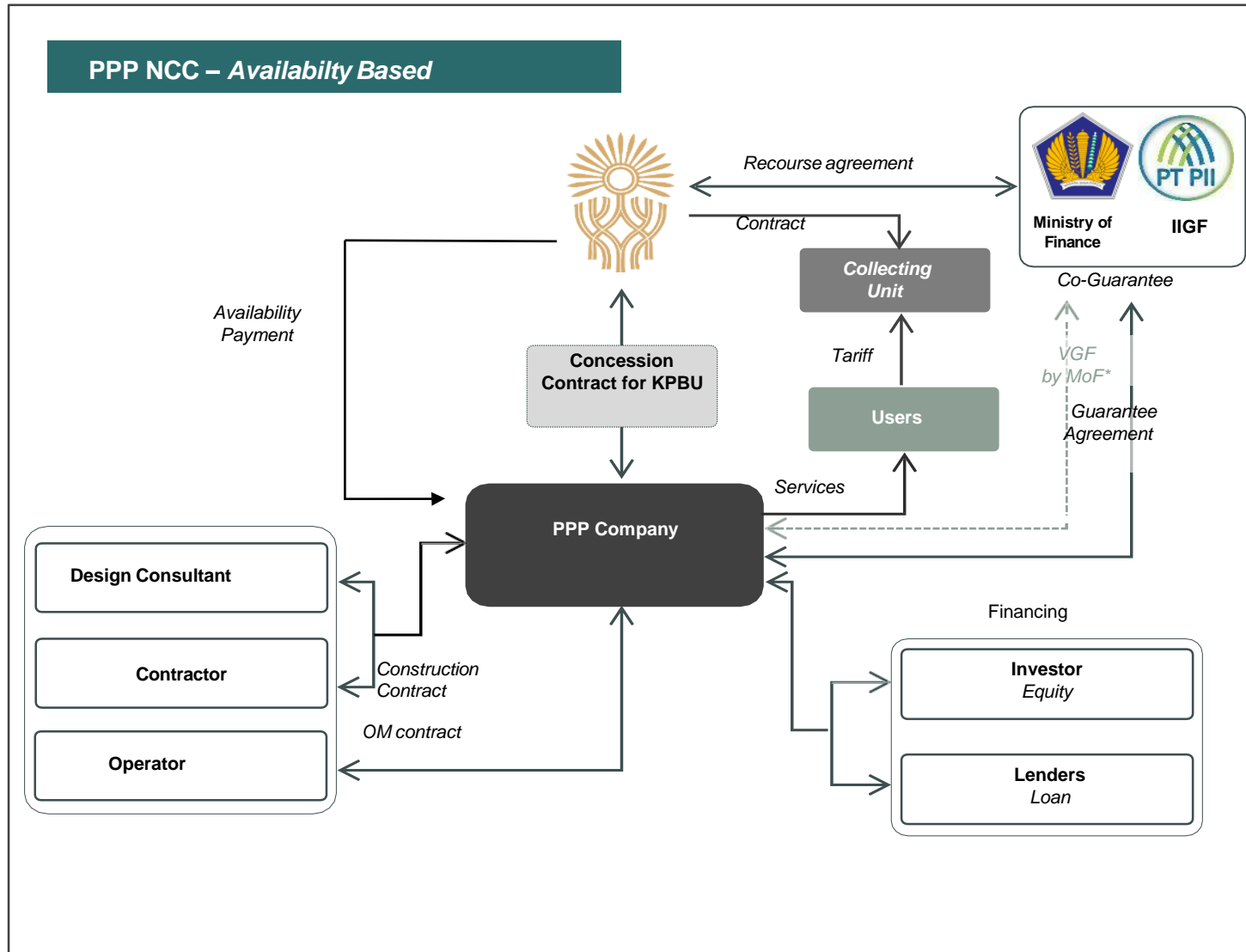
- Pengembangan Lanjutan Kantor OIKN
- Pembangunan Lanjutan Rusun untuk Hunian Pegawai OIKN
- Pembangunan Hunian ASN/ Hankam di KIPP (APBN & KPBU)
- Pembangunan Hunian Non ASN di KIPP (Komersial & Rumah Umum melalui penerapan Hunian Berimbang)
- Pembangunan Lanjutan untuk Pengembangan Kawasan KIPP WP 1A, 1B, 1C
- Land Development WP 2 dan WP 4
- Pembangunan Jaringan Jalan di Wilayah KIPP (Termasuk Jalur Sepeda & Pejalan Kaki)
- Pembangunan Lanjutan Jaringan Distribusi Air Minum
- Pembangunan Jaringan Pengumpulan Sampah
- Pembangunan Jaringan Pengumpulan Air Limbah
- Pembangunan lanjutan IPALD 1
- Pembangunan Lanjutan Instalasi Utilitas dan MUT di wilayah KIPP
- Pembangunan Edge Data Center di KIPP
- Pemasangan Serat Optik Fixed Broadband di KIPP
- Pembangunan BTS penghubung jaringan telekomunikasi Mobile Broadband di KIPP
- Pembangunan Floating Solar PV
- Pembangunan Solar Panel di Atap Bangunan Gedung

- Pembangunan Halte (KIPP)
- Lanjutan Bus Operation
- Pengembangan ATMS (KIPP)
- Pengembangan APTS (KIPP)
- Revitalisasi dan Pembangunan Fasilitas Sekolah TK/RA/BA/PAUD d
- Revitalisasi dan Pembangunan Fasilitas Sekolah SD/MI/SDLB
- Revitalisasi dan Pembangunan Fasilitas Sekolah SMP/MTs/SMPLB
- Revitalisasi dan Pembangunan Fasilitas SMA/SMK/MA/SMLB
- Pembangunan Sekolah Terpadu di 1B dan 1C
- Pembangunan Sekolah Terintegrasi di 1B dan 1C
- Pengadaan Bus Sekolah
- Revitalisasi dan Pembangunan Puskesmas/UPKP
- Pengembangan RSUD
- Pembangunan RS Internasional
- Pengadaan Mobil Ambulance dan Mobil MINI ICU
- Pembangunan Unit Transfusi Darah (UTD)
- Pembangunan Public Safety Center (Tanggap Darurat)
- Pembangunan Laboratorium BSL 3 atau BSL 4
- Pembangunan Fasilitas Peribadatan (Masjid, Gereja, Pura, Wihara)
- Pembangunan Eco Park dan Commercial Playground
- Pembangunan Pasar Modern, Pasar Tradisional dan Pusat Pertokoan
- Pembangunan Pusat Kebudayaan

03

PROJECT STRUCTURE—INCENTIVES—GOVERNANCE— INDICATIVE TIMELINE




Project Structure & Funding Scheme



Project Structure Key Highlights

- OIKN will become the Government Contracting Agency and off-taker for any services delivered by the projects
- Project return will be paid through availability payment scheme
- The proposed timeline for this modality will be 2025 onwards
- For PPP project, it would be eligible for government guarantee under IIGF and MoF

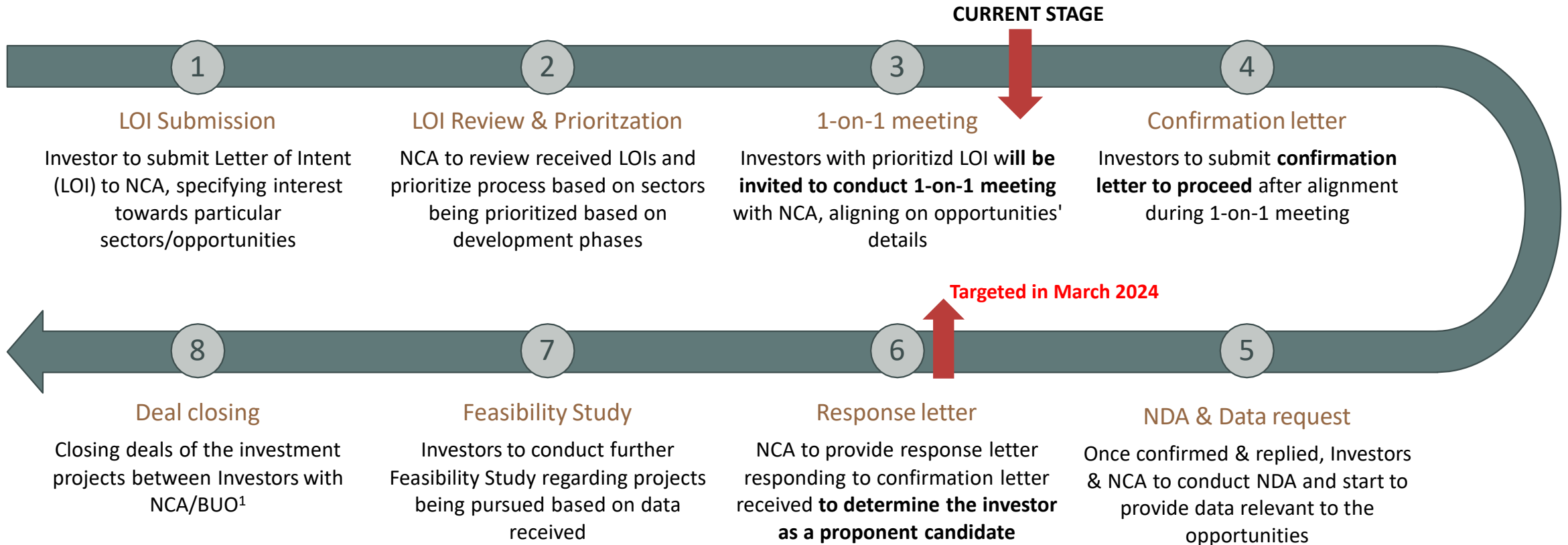
Incentives For Investors in Nusantara

 <p>Fiscal Incentives</p>	Tax holiday	Tax holiday up to 30 years for infrastructure sector with an investment value exceeding Rp 10 billion or micro, small, and medium-sized enterprises (UMKM) and government covers salary taxes for all employees residing in IKN
	PPN Incentives¹	Exemption of PPN ¹ on specific strategic goods/services and several sectors (real estate, electric vehicles, property leasing services, construction services, and waste processing services)
	Super tax deduction	Super reduction of gross income by 200% for donations (donation expenses), 250% for vocational training (vocational training expenses), and 350% for R&D (research and development expenses)
	Customs	Customs duty exemption for 4-6 years (previously 2-4 years)
 <p>Ease of Doing Business</p>	Land Ownership	0% BPHTB ² (Land and Building Acquisition Costs), land ownership/rights: i. Land use rights for 95 years, ii. Building use rights for 80 years, iii. Management rights for 80 years
	Incentives for Foreign Workers	Exemption from compensation costs for foreign labor for businesses/investors - covered by the government
	Provision of Housing	Authority to provide housing needs for investors and their employees
 <p>Government Guarantees</p>	Readiness of PPP	Availability payment of NCA off-taker agreement is guaranteed by Ministry of Finance through the Public-Private Partnership investment scheme
	Technical Facilities	Various technical assistance and support facilities from the government (such as project development facilities)
	Joint investment	Appointment of SWF ³ Indonesia (Indonesia Investment Authority - INA) as the investment vehicle in IKN

1. Value added Tax; 2. Bea Perolehan Hak atas Tanah dan Bangunan; 3. Sovereign Wealth Fund

Investing in Nusantara follows 8 steps process – that can be further specified depending on investment schemes being pursued

Investment steps in IKN



Indicative Timeline For PPP Unsolicited Scheme

PROYEK JALAN & MUT (Road and MUT Project)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Market Briefing	█											
Seleksi Pemrakarsa (Selection of the prospective initiating Investors)		16										
Penetapan Pemrakarsa (Determination of the prospective initiating Investors)		↑	8									
Preparation FS			↑	█	█	█	█					
Request project development facility to MOF			█	█								
PDF Contract					█							
FS Completion & Review with PDF consultant						█	█	█	█			
Persiapan Tender (Market Sounding)							22-25	█				
Pelaksanaan Tender (Bidding Tender)							↑	█	█	█		
Pemenang Tender (Winning Bidder)											█	█

- Base on Timeline PPP Unsolicited → Winning Bidder on Des 2024 for investor can start the construction??

- Develop of Feasibility Study (FS) Report at least cover:
 - Kajian Hukum (Legal Study)
 - Kajian Teknis (Technical Study)
 - Kajian Lingkungan & Sosial (Environmental & Social Study) - AMDAL
 - Kajian Ekonomi & Financial (Economic & Financial Study)
 - Kajian Resiko (Risk Assessment)
 - Scheme Modality Form
 - Outstanding Issue and Action Plan
 - Summary FS Reporting

- **DISADVANTAGE:**
 - No Commercial Benefit on the FS project
 - No Commitment/No Warranty as winner for the bidding

- **ADVANTAGE:**
 - Fully understand the project requirement, can provide better best offering (technical and commercial solution)
 - Bonus addition 10% at criteria investor selection ranking
 - If the offering financial bigger than other investor candidate, have a option right to match to the benchmark of the lowest offering

04

SELECTION OF THE PROSPECTIVE INITIATING INVESTOR (CALON PEMRAKARSA)

The Prospective Initiating Investor Registered

No.	Date of LOI	Name Perusahaan	Contry
1	23-10-2023	PT. Bina Karya	Indonesia
2	24-08-2023	PT. Giasindo Surya Kencana	Indonesia
3	07-03-2023	Bangun Total Bersama	Indonesia
4	25-01-2023	PT Adhi Karya (Persero) Tbk.	Indonesia
5	16-05-2023	Beijing Urban Construction Group	Cina
6	02-05-2023	PT China Harbour Indonesia	Cina
7	05-04-2023	Bujka China Railway Group Limited	Cina
8	24-01-2023	China State Construction Engineering (CSCE)	Cina
9	08-05-2023	Maeda Corporation	Jepang
10	15-05-2023	IJM Corporation Berhad	Malaysia
11	09-11-2023	Bouygues Travaux Publics	Prancis

Information Needs From The Prospective Initiating Investor (Calon investor Pemrakarsa)

Submission maximum on Friday, 16 February 2024, Time 09.00 PM WIB :

- Letter of Confirmation signed
- Company Profile
- Annual Financial Reports for the last 3 (three) years which have been audited by a Public Accountant
- Experience Project for the same sectoral
- Investment Interest Proposal
- Technical Proposal and Solution
- Grand Design MUT Proposal and Solution

Selection Criterias for The Prospective Initiating Investor

- Legality Compliance
- Financial Ability

Total aset untuk setiap tahun fiskal selama 2 (dua) dari 3 (tiga) tahun terakhir $> 0,75x$ total perkiraan belanja modal Proyek

Total nilai kekayaan bersih untuk setiap tahun fiskal selama 2 (dua) dari 3 (tiga) tahun terakhir $> 1.5x$ total perkiraan ekuitas Proyek

Current ratio > 1 untuk setiap tahun fiskal dalam 2 (dua) dari 3 (tiga) tahun terakhir

Total EBIT > 0 untuk setiap tahun fiskal selama 2 (dua) dari 3 (tiga) tahun terakhir

Total/Ending Balance *cashflow* > 0 untuk setiap tahun fiskal selama 2 (dua) dari 3 (tiga) tahun terakhir

Gearing ratio < 3 untuk setiap tahun fiskal dalam 2 (dua) dari 3 (tiga) tahun terakhir

- Technical Capability
 - Technical Experience for the same project
 - Technical Proposal and Solution
 - Road Masterplan and Grand Design MUT Proposal and Solution

05

QUESTION AND ANSWER

Terima Kasih

“Some people make things happen,
some watch things happen,
while others wonder what has happened.”

Eleanor Roosevelt

Contact Us



Menara Mandiri 2, Lt.5,
Jl. Jenderal Sudirman, Senayan, Jakarta Selatan



+6282210007860



investasi@ikn.go.id



@nusantarainvestment