



# INDONESIA

**10 Priority Tourism Destinations**

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## 1. Executive Summary:

- Indonesia Economic Overview
- Summary of Investment Proposal

## 2. Indonesia 10 Priority Tourism Destinations

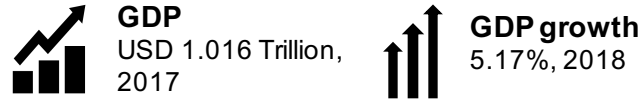
- Lake Toba
- Tanjung Kelayang
- Tanjung Lesung
- Jakarta Old Town & Seribu Islands
- Borobudur
- Bromo-Tengger-Semeru
- Mandalika
- Labuan Bajo
- Wakatobi
- Morotai

## 3. Indonesia Country Profile

- General Highlights
- Politics
- Economics
- Travel and Tourism
- Government Support

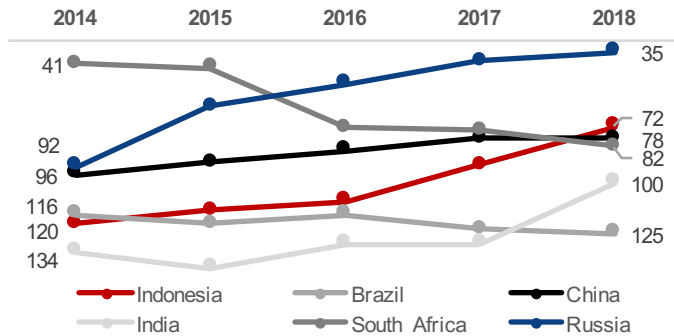
## Why Indonesia?

Amidst global slowdown, Indonesia managed to reach highest growth compared to previous years. It is the 16<sup>th</sup> largest economy in the world, representing 37% of ASEAN GDP.



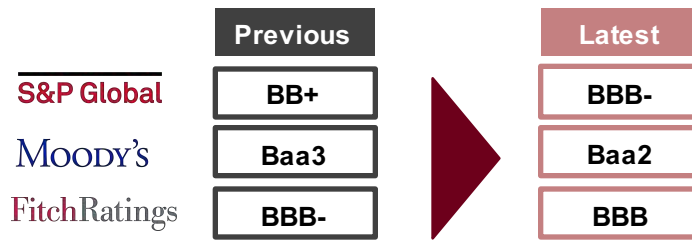
### Ease of Doing Business Indonesia vs BRICS

Under the leadership of President Jokowi, in just 4 years, Indonesia managed to climb from rank 120 (global) and 5<sup>th</sup> position to 72<sup>nd</sup> rank in the second position compared to other BRICS countries with Russia as the leader.



### Indonesia Sovereign Rating

For the first time since the Asian Crisis in 1998, Indonesia Sovereign Grade was given Investment Grade status by all 3 major credit ratings.



PWC predicted Indonesia to be 4<sup>th</sup> largest economy in 2050.



## Why Tourism Sector?

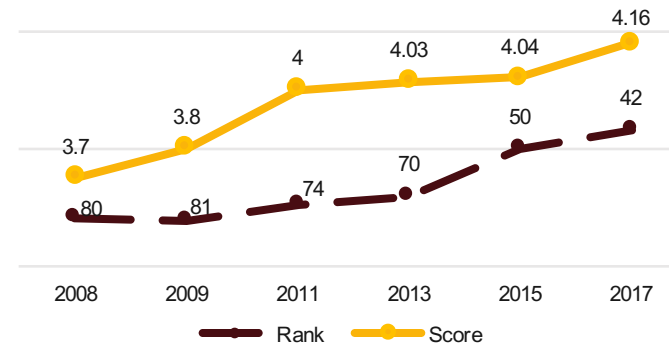
Indonesia Tourism Power & Performance 2018



According to World Travel & Tourism Council, Indonesia is the 9<sup>th</sup> in the world, 3<sup>rd</sup> in Asia, and 1<sup>st</sup> in Southeast Asia in terms of its tourism industry.

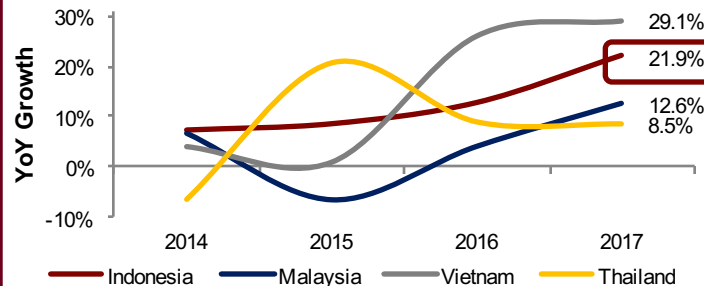
### Travel and Tourism Competitiveness Index

Indonesia has increased the travel score significantly from 3.7 to 4.16 and steadily climbed the ranks (80<sup>th</sup> to 42<sup>nd</sup> position) in the last 10 years, especially under the leadership of President Joko Widodo (starting 2014).



### Tourists Arrival Growth

Indonesia managed to increase the growth from less than 10% in 2014 to 21.9% in 2017 (2<sup>nd</sup> rank in Southeast Asia).








"I declare tourism as the leading sector. Tourism as a leading sector is good news, and all other Ministries must support tourism development".  
- President Joko Widodo at "Rapat Terbatas"





# Summary of Investment Proposal

10 Priority Destinations	 Location	 Area	 Investment Value (Public + Private)	 IRR*	 CAGR of Tourist Arrival
Lake Toba	North Sumatra	1,114.78 Ha	USD 1.6B	13%-17.3%	<b>2015-2017</b> 17%
Tanjung Kelayang	Belitung Island	324.4 Ha	USD 1.5M	17%	<b>2015-2018</b> 23%
Tanjung Lesung	Pandeglang, Banten	1,500 Ha	USD 4B	19-22%	<b>2016-2018</b> 30%
Jakarta Old Town & Seribu Islands	DKI Jakarta	7,006.48 Ha	USD 1.4B	Old Town: 5%-7.9% Seribu Islands: 12%-15.5%	<b>2015-2017</b> 5.4%
Borobudur	Purworejo, Central Java	309 Ha	USD 1.5B	15%-19%	<b>2015-2018</b> 25.3%
Bromo-Tengger-Semeru	East Java	325 Ha	USD 1.4B	13%-19%	<b>2015-2018</b> 20%
Mandalika	Mandalika	1,175 Ha	USD 3B	15%-18%	<b>2013-2017</b> 32%
Labuan Bajo	West Manggarai, East Nusa Tenggara	400 Ha	USD 1.2B	16%-18%	<b>2013-2018</b> 22.62%
Wakatobi	Southeast Sulawesi	378 Ha	USD 1.5B	15%-18%	<b>2015-2018</b> 25.68%
Morotai	Morotai Island	1,101.76 Ha	USD 2.9B	16%-19.3%	<b>2015-2017</b> 49%

\*10-year estimation, subject to financial analysis

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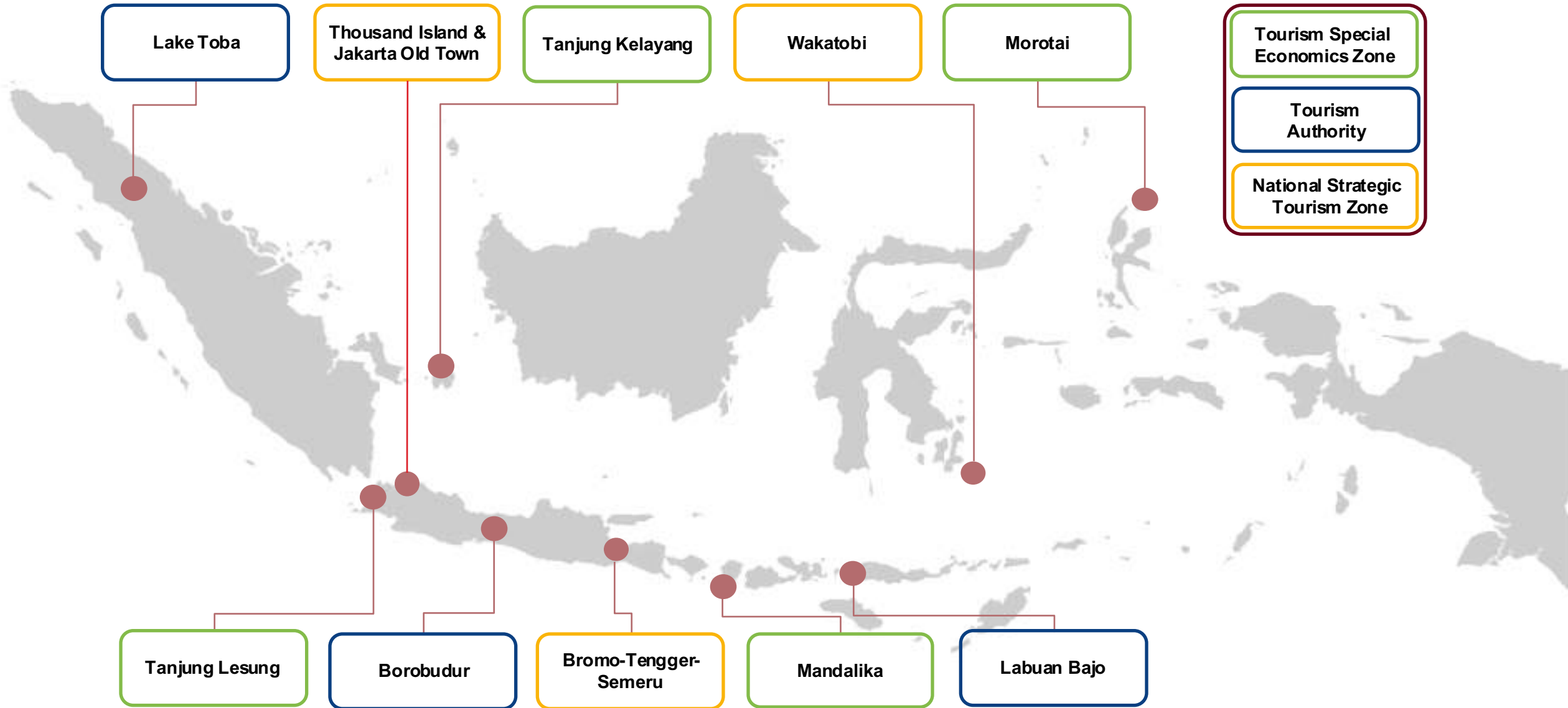
## 2. Indonesia 10 Priority Tourism Destinations

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# Indonesia 10 Priority Destinations



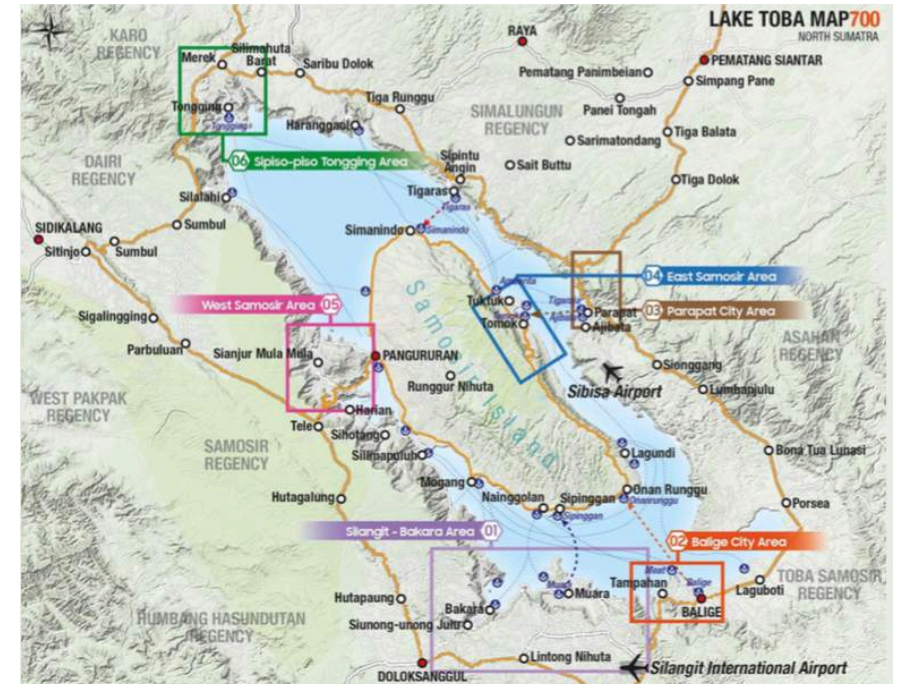


**Lake Toba**  
*“Super Volcanic Geopark”*



# Investment Opportunities

Legal Owner	Lake Toba Tourism Authority
Location	Lake Toba, North Sumatra
Land Area	Masterplan: 1,114.78 Ha
Legal Basis	PP No 49 tahun 2016
Investment Value	Estimated up to USD 1.6 billion (public+private investment)

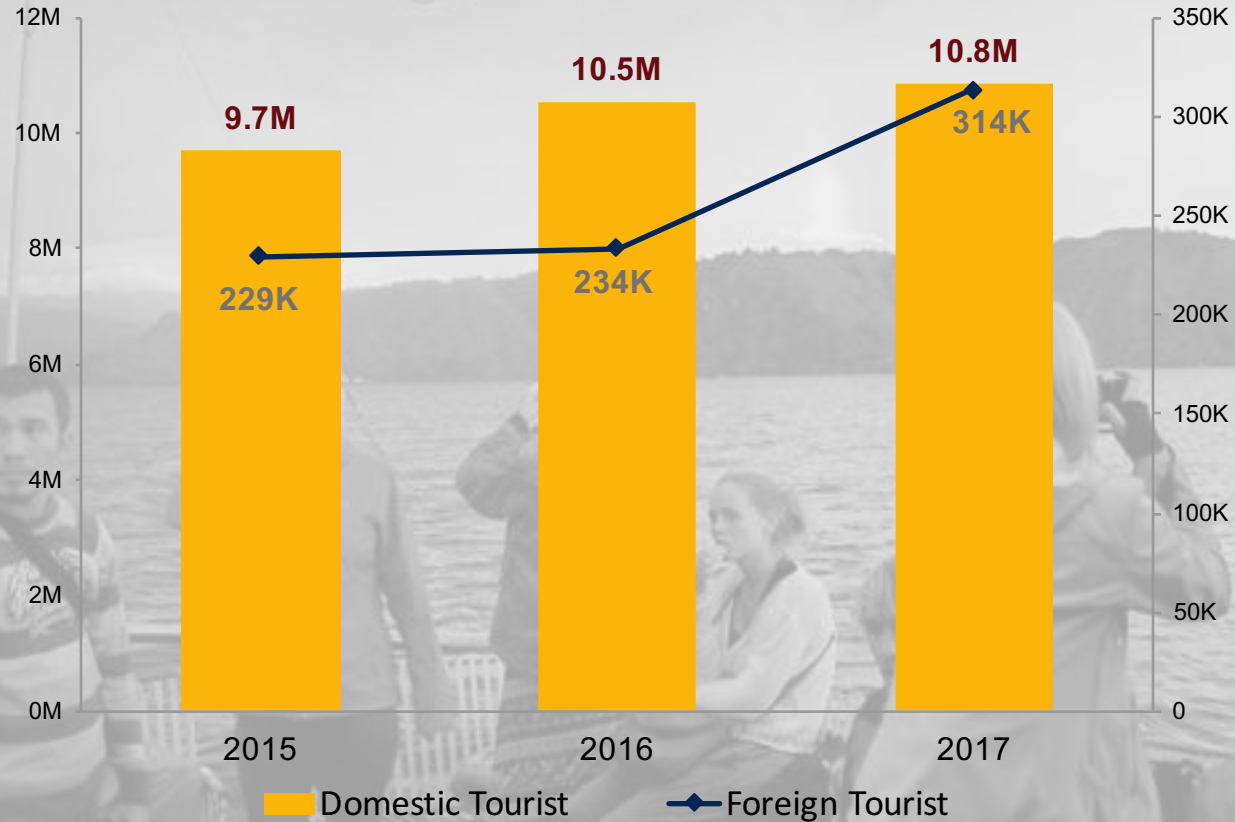


- Lake Toba is one of the four special priority destinations assigned by the Government.
- The tourism opportunity is immense with a wide range of development projects in recreational facilities.
- Investors will be provided with ease of permit approval from both central and regional government through *Pelayanan Terpadu Satu Pintu* (integrated one-stop service/"PTSP").
- Investors will receive services, fiscal facilities and information in accordance with regulations through PTSP.
- Government will support the development of Strategic National Tourism Project of Lake Toba by developing basic infrastructure in the area.
- The estimated projection of the 10-year IRR for a mid-class hotel investment in Lake Toba area is between 13%-17.3% (subject to financial analysis). However, the IRR could potentially be higher for an integrated tourism area which consists of residential, hotel, and commercial sites.



# Tourism Growth in Lake Toba

Upward Growth of Tourist Visits to Lake Toba



**2016-2017 YoY Growth  
for Foreign Tourists**

**34%**

**2015-2017 CAGR for  
Foreign Tourists**

**17%**



# North Sumatra and Lake Toba Overview



## North Sumatra

North Sumatra stretches from the Indian Ocean to the Strait of Melaka. The rolling landscape varies from sweaty plains to cool highlands, while the houses of worship switch between the metal domes of mosques to the arrow-straight steeples of Christian churches. In the highlands around Danau Toba are the delightful Batak, and then there's the megalithic culture of Pulau Nias.

For many visitors, the northern part of Sumatra bordering Aceh is their primary focus. With good air connections to Medan, from here tourists can trek in search of orang-utans in Bukit Lawang, climb volcanoes from Berastagi, laze away on the shores of Danau Toba, skim the waves off the Banyaks and Nias, and easily venture further north to Pulau Weh or south to Padang and the Mentawai.

North Sumatra is the 7<sup>th</sup> biggest province by regional gross domestic product (5% of the national GDP in 2017). It has 14M population (half of which are under 25 years of age) with a growth rate at ~1.8% per year. Income per capita is around IDR 44M per year. Employment rate is at 70% with a low minimum wage level of under IDR 2M per month.



## Lake Toba

Lake Toba, the largest volcanic lake in the world, is located in the province of North Sumatra, Indonesia, approximately 176 km to the west of the provincial capital, Medan.

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.

### Key Tourism Areas:

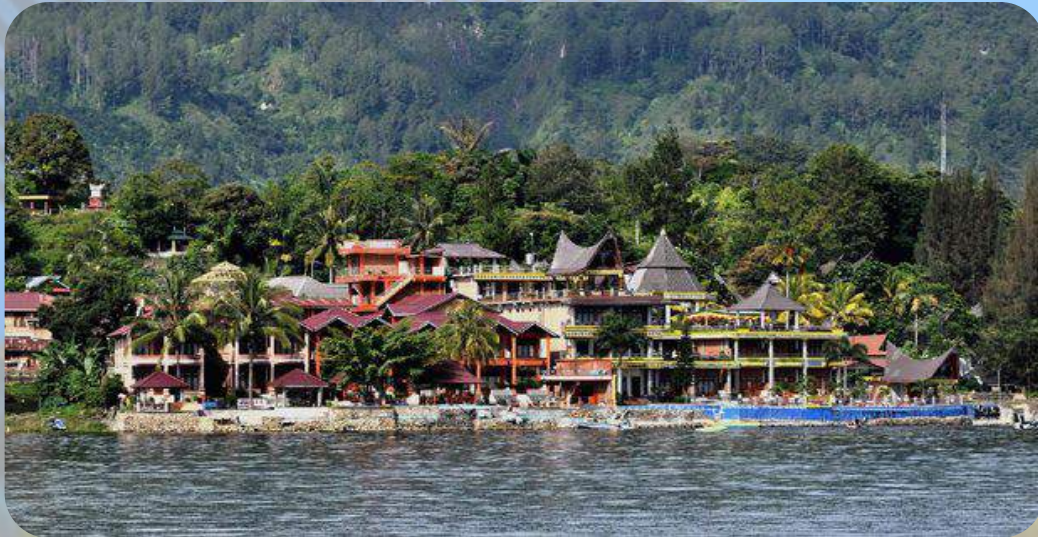
- ▶ Parapat (Girsang Sipangan Bolon Regency)
- ▶ Samosir island (Simanindo & Pangururan Regency)
- ▶ Balige (Balige Regency)

### Climate:

All-year-round comfort climate of  $\pm 18-24^{\circ}$  C  
Water surface elevation at  $\pm 900$  m above sea level.



# Amenities



**~40  
Ferry & Boat  
Operators**



**100+ Car &  
Motorcycle Rentals**

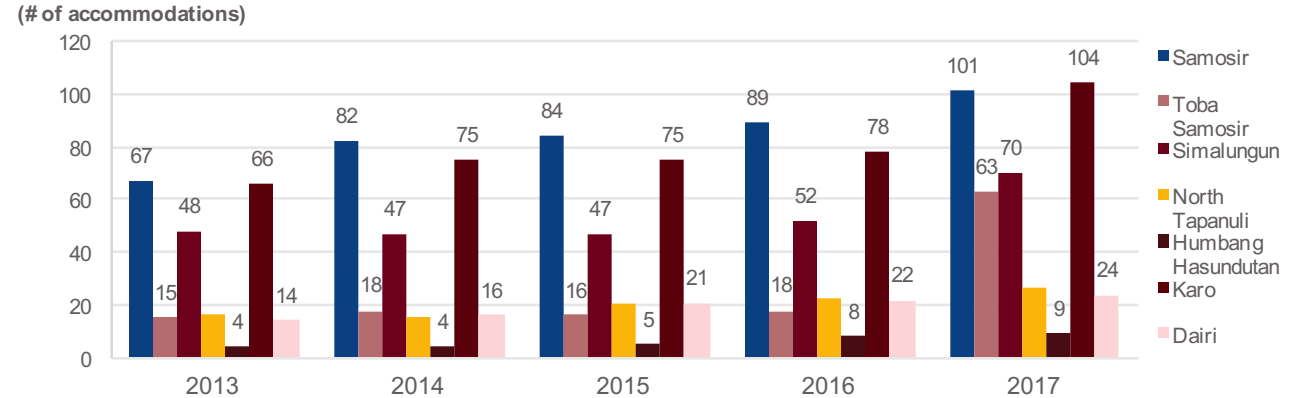


**130+  
F&B Outlets**



**500+ Tour Operators  
80+ Travel Agencies**

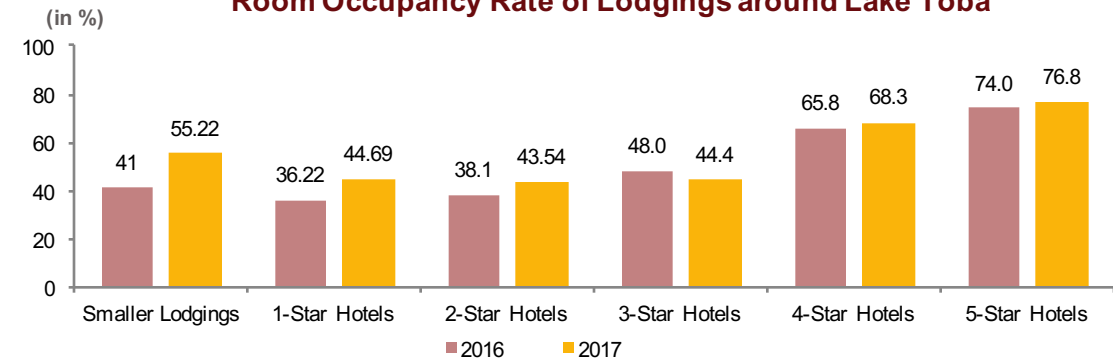
## Number of Accommodations around Lake Toba



CAGR of Total Accommodation Growth (2013-2017)

**14.7%**

## Room Occupancy Rate of Lodgings around Lake Toba



The optimum types of accommodation to invest in are the 4-Star & 5-Star Hotels. This indicates that the area has the potential to attract big rounds of funding for highly valuable development projects



# Attractions

**Batak Museum**



**Lake Toba Cruise**



**Tuktuk Resort**



**Lumban Suhisui  
Ulos Weaving Village**



**Asahan Rafting**



**King Sidabutar's Tomb**



**Huta Siallagan**



**Huta Bolon Museum**



**Historical Churches**

**Huta  
Ginjang**



**Bukit  
Lawang**

**17 Prime  
Attractions**

**Medan  
City**



**Berastagi  
Highland**

**Taman  
Eden 100**



**Ecotourism  
Tangkahan**

**Historical**

**Cultural**

**Natural**

**Balige  
City**



**Bakkara  
Cultural  
Village**

## Toll Roads and Highways

### Strategic National Tourism Area: Lake Toba

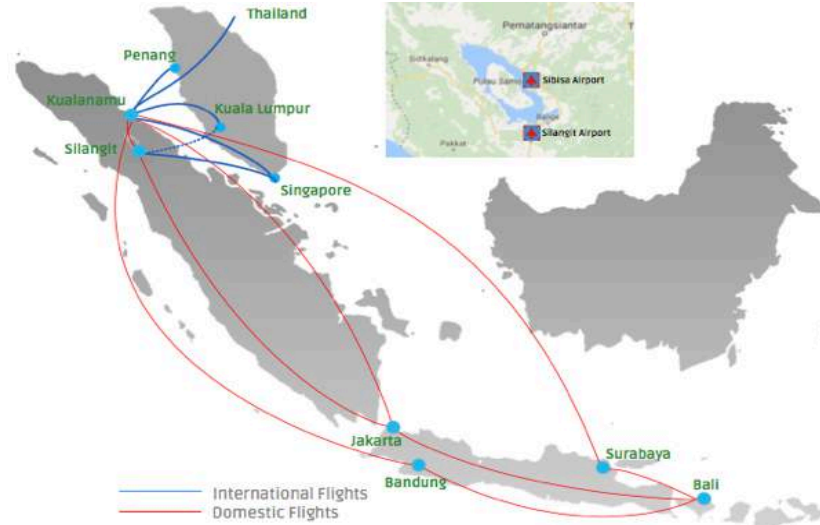
Projects	2018		2019	
	Length	Value	Length	Value
Lake Toba Ring Road	397.8 KM	IDR 189.4B	471.5 KM	IDR 208.6B
Samosir Island Ring Road	102.2 KM	IDR 223.6B	43.8 KM	IDR 163B
Sibisa Access	5 KM	IDR 35M	-	-
Siborong-borong Ring Road	-	-	12 KM	IDR 128M
Balige Pass	-	-	3.45 KM	IDR 75M
Sipinsur – Bakara Road	-	-	125 KM	IDR 270B
<b>Total</b>	<b>505 KM*</b>	<b>IDR 413B</b>	<b>655.7 KM</b>	<b>IDR 641.8B</b>

\*90% of which has been realized by the end of 2018

### National Strategic Project: Trans Sumatra Toll Road

Main Corridor	15 routes
Supporting Corridor	9 routes
<b>Total Length</b>	<b>2704 KM</b>

## Flight Connectivity



### Kualanamu (KNO)

#### International Direct Flights:

Kuala Lumpur, Singapore, Bangkok, Hongkong

#### Domestic Direct Flights:

Jakarta and many cities in Indonesia

### Silangit Airport (DTB)

#### International Direct Flights:

Singapore

#### Domestic Direct Flights:

Jakarta and Kualanamu

### Sibisa Airport (SIW)

- Open for special flights
- Set to open a new route to Kuala Lumpur

## Lake Accessibility



41 Docks are currently available



Cruise Ship development:

RORO Ferry 300 GT

(30 cars, 280 pax)

has had a soft launch on 2 Sep 2018

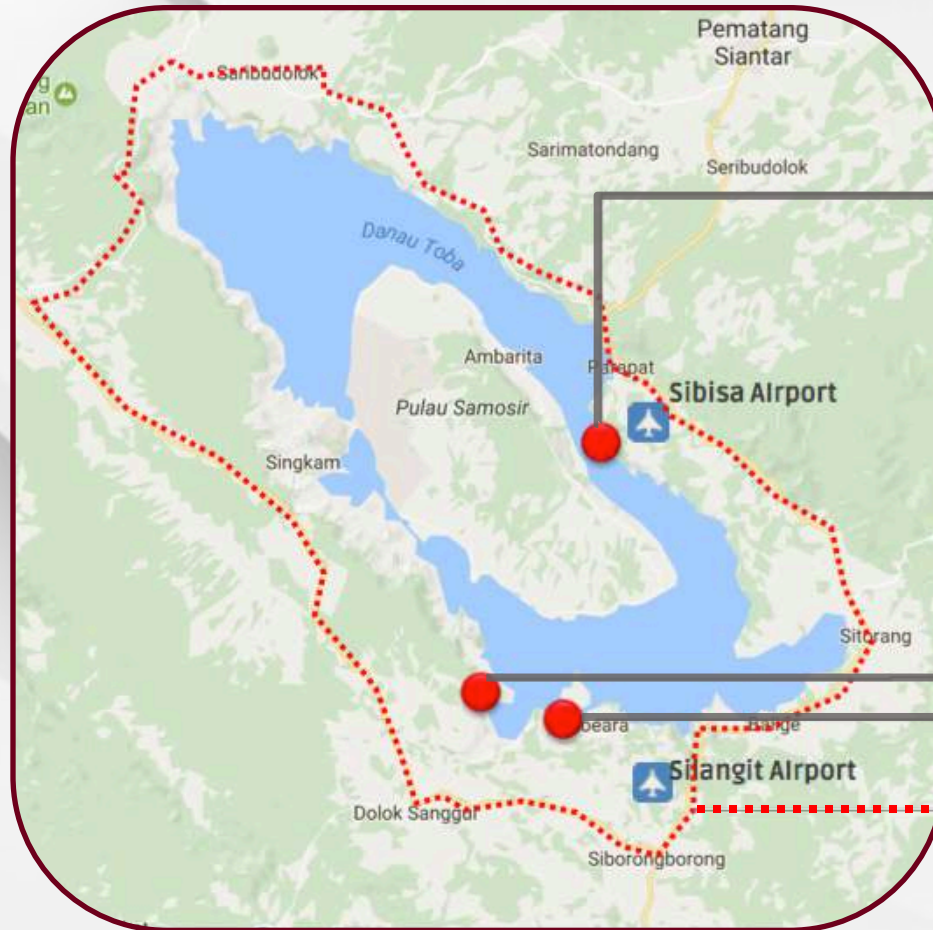
### Commitment by Ministry of Transportation

Construction is currently underway for:

- 5 new docks and
- 6 new RORO (roll on-roll off) ferries



# Lake Toba Investment Plan: Main Development Areas



## Sibisa Integrated Resort

- Location: Toba Samosir Regency
- Area: ± 500 Ha

## Integrated Resort “Flower Garden”

- Location: Humbang Hasundutan & North Tapanuli Regencies
- Area: ± 614.78 Ha

## Coordinative Area

- 8 regencies surrounding Lake Toba
- Area: ± 300,000 Ha



**Sibisa Integrated Resort**  
*"The Nusa Dua of North Sumatra"*



**8 Regencies within Coordinative Area**

**Toba's Integrated Resort Flower Garden**  
*World's Biggest Flower Garden*

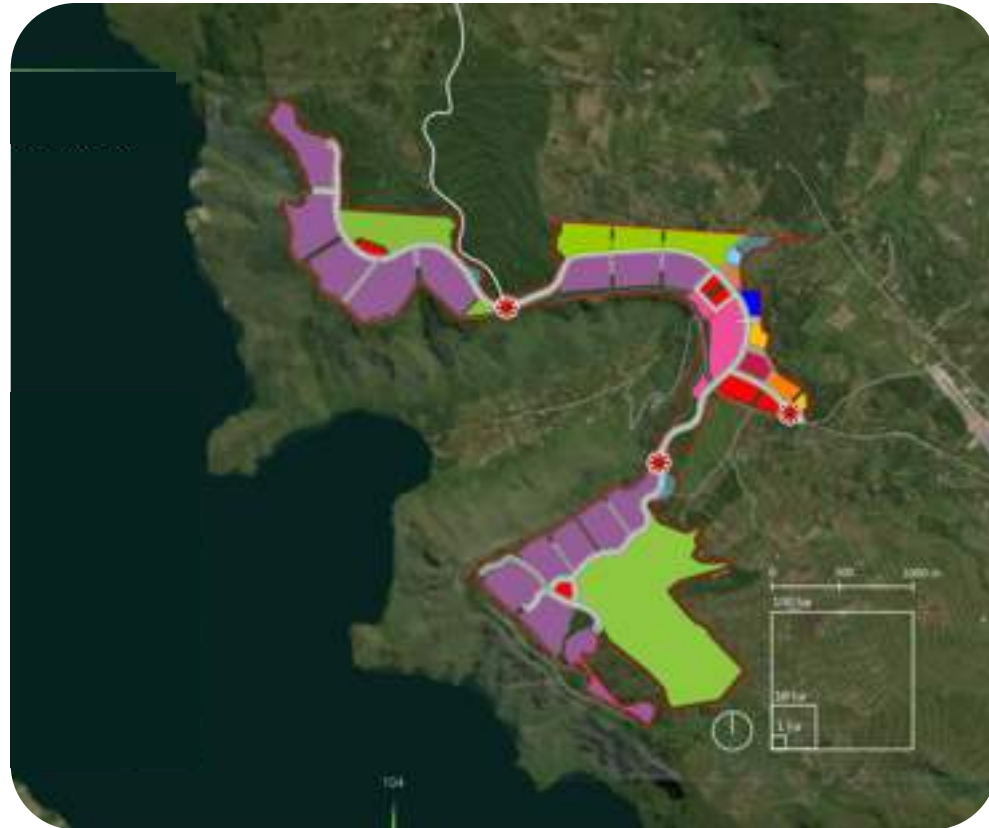


**WCapital**  
Advisory



# Lake Toba Investment Plan: Sibisa Integrated Resort

Located on top of a valley with a total authorized area of 500 Ha, and developable area of 387 Ha, Sibisa is the key region to be developed by the Lake Toba Tourism Authority. The site overlooks the vast Lake Toba and Samosir Island in the front, as well as Bukit Barisan mountain range in the back. This location is set to become a prime attraction of the province, “The Nusa Dua of North Sumatra”.



Sibisa Integrated Resort Masterplan

- Hospitality
- Healthcare
- Botanical Garden
- MICE
- UMKM Centre
- Agro Farm
- Commercial
- Geo Cultural Park
- Back of House
- Supporting Facilities
- Green Space
- District Gateway
- Culture Centre
- Golf Area

## Development Area Breakdown

Area Function	Total Area	in %		
Hospitality	121.67 Ha	31.44%	<div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 0 auto;">Phase 1 Area (ready for development)</div>	
MICE	2.72 Ha	0.70%		
Commercial	8.36 Ha	2.16%		
Supporting Facilities	2.06 Ha	0.53%		
Culture Centre	1.35 Ha	0.35%		
Healthcare	1.66 Ha	0.43%		
UMKM Centre	0.9 Ha	0.23%		
Geo Cultural Park	9.78 Ha	2.53%		
Golf Area	71.53 Ha	18.48%		
Botanical Garden	14.54 Ha	3.76%		
Agro Farm	21.47 Ha	5.55%		
Back of House	3.25 Ha	0.84%		
Future Space	128 Ha	33.07%		<div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 0 auto;">Phase 2 Area (Right-to-Manage in process)</div>
<b>Total</b>	<b>387 Ha</b>	<b>100%</b>		

# Lake Toba Investment Plan: Integrated Resort “Flower Garden”



A potential land to develop into resort area promoting flower gardens. The area is one of the most picturesque landscapes in North Sumatra, complete with hills, valleys, waterfalls, and vegetation.

Area (Total 780 Ha):

- ▶ Resort Humbang Hasundutan – 533.27 Ha
- ▶ Resort North Tapanuli – 81.51 Ha

Available Opportunity:

- ▶ Long-lease Agreement (30 to 80 years)
- ▶ Other agreeable cooperation forms

## Initial Land Development Potential within Integrated Resort “Flower Garden”

Ranch

Agriculture  
Manufacturing

Eco-tourism



Flower Garden

High Technology  
Agriculture

Five-Star International  
Hotel and Resort

# Lake Toba Investment Plan: Projects to Offer in Coordinative Area



	POTENTIAL PROJECTS	SECTOR	BUSINESS SCHEME	INVESTMENT SIZE
1	International 5-Star Hotel & Luxurious Residential Development in an Integrated Resort	Property Development	<ul style="list-style-type: none"> <li>• Land-lease agreement (up to 80 years)</li> <li>• Other agreeable cooperation</li> </ul>	USD 37M (Subject to Discussion)
2	Supporting amenities within Sibisa Integrated Resort	Commercial Facilities	<ul style="list-style-type: none"> <li>• Land-lease agreement (up to 80 years)</li> <li>• Other agreeable cooperation</li> </ul>	USD 7.4M (Subject to Discussion)
3	Basic infrastructure within Sibisa Integrated Resort	Infrastructure Development	<ul style="list-style-type: none"> <li>• Land-lease agreement (up to 80 years)</li> <li>• Revenue sharing</li> </ul>	USD 118.5M (Subject to Discussion)
4	Techno-cultural performance	Attraction Development	<ul style="list-style-type: none"> <li>• Revenue sharing or concession</li> <li>• Other agreeable cooperation</li> </ul>	USD 7.4M (Subject to Discussion)
5	Sibisa Airport	Infrastructure Development	<ul style="list-style-type: none"> <li>• Partnership scheme for development and operations</li> <li>• Current development: land is owned by Government</li> <li>• Future development: Additional land acquisition (estimated 60 Ha) is prepared by partner (subject to discussion)</li> </ul>	To be discussed





**Tanjung Kelayang**  
*“Home of the Rainbow Troops”*

# Investment Opportunities

Legal Owner	Belitung Maritime Silk Road Consortium
Location	Belitung Island
Land Area	324.4 Ha (100% acquired)
Legal Basis	Entitled as Special Economic Zone according to PP No 6 Year 2016
Investment Value	USD 1,500 million (for whole Belitung development, include SEZ) USD 750 million (for Special Economic Zone development only)



- Tanjung Kelayang is only a 39-minute drive from Belitung Capital City, Tanjung Pandan.
- Tanjung Kelayang has been a National Geopark since 2017 and will be listed as UNESCO Global Geopark in 2020.
- Opportunity to have additional benefits by developing properties in the Special Economic Zone, such as Luxury Tax exemption, Permanent stay permits for foreign citizen, 3 hours investment licensing services, potential to have property leasehold up to 80 years, and others.
- Opportunity to own properties in Modern Maritime Silk Road (One Belt One Road initiatives).
- Potential to become the new “Maldives” with only 45 minutes flight from Jakarta and 50 minutes flight from Singapore.
- The estimated projection of 12-year IRR based on the current project (Sheraton Hotel and Sofitel Hotel) is 17% (estimation from Belitung Maritime Silk Road Consortium).

***“Belitung, the Secret Island Better than Bali”*** 21



# Bangka & Belitung Islands Overview



Province of Bangka Belitung Islands is located at the East of Sumatera Island. It is composed of two main islands and smaller islands. In total there are 470 identified islands, only 50 of which are inhabited.

Historically, as a part of Sriwijaya Kingdom, the province played an important role for Maritime Silk Road, an ancient trade route that connects China with Arab continent. “Kota Kapur” inscription is one of the Sriwijaya relics that tourists can find in Western part of Bangka.

In the 21<sup>st</sup> Century, starting from various states visit in 2013 China President, Xi Jinping unveiled his initiatives to build the Modern Maritime Silk Road. This initiative is known as One Belt One Road (OBOR). The concept of OBOR is to increase connectivity between Asia, Africa and Europe.

The population of Bangka Belitung in 2017 was 1.43 million people, 66.72% of which were in productive age (15-64 years).

In 2017, Bangka island contributed to 77.36% of total GDP and Belitung island contributed to 22.64% of total GDP.

In the past 3 years, its economy has grown constantly from 4.08% in 2015, 4.11% in 2016 to 4.51% in 2017. As a result of rapid tourism growth in Belitung island, the economic growth in Belitung has been higher compared to Bangka.

The local revenue of Belitung regency has grown by 53.2% in the past 3 years from IDR 126.06 billion in 2015 to IDR 193.18 billion in 2017.

As an island province, the main attraction of Bangka Belitung is its natural beauty and historical site. Bangka island is known for its Pantai Turun Aban, Pantai Matras, Pantai Pasir Padi, Pantai Nek Aji which reside next to Benteng Toboali, a Dutch colonial fortress.

Whilst Belitung with its main island's beaches, including Tanjung Tinggi and Tanjung Kelayang, are known for their rounded granite boulders, fine sand and calm waters, the island's largest town, Tanjung Pandan features Dutch colonial architecture and a colorful harbor. Pulau Lengkuas, one of many small offshore islands, has a 19th-century lighthouse and a snorkeling spot among its coral reefs.



# Tourism Growth in Belitung



**3%**  
International  
Tourist

**97%**  
Local  
Tourist



**23%**  
Tourist arrival  
CAGR in 3 years



**23.1%**  
Tourist arrival  
average Growth in  
3 Years<sup>1</sup>



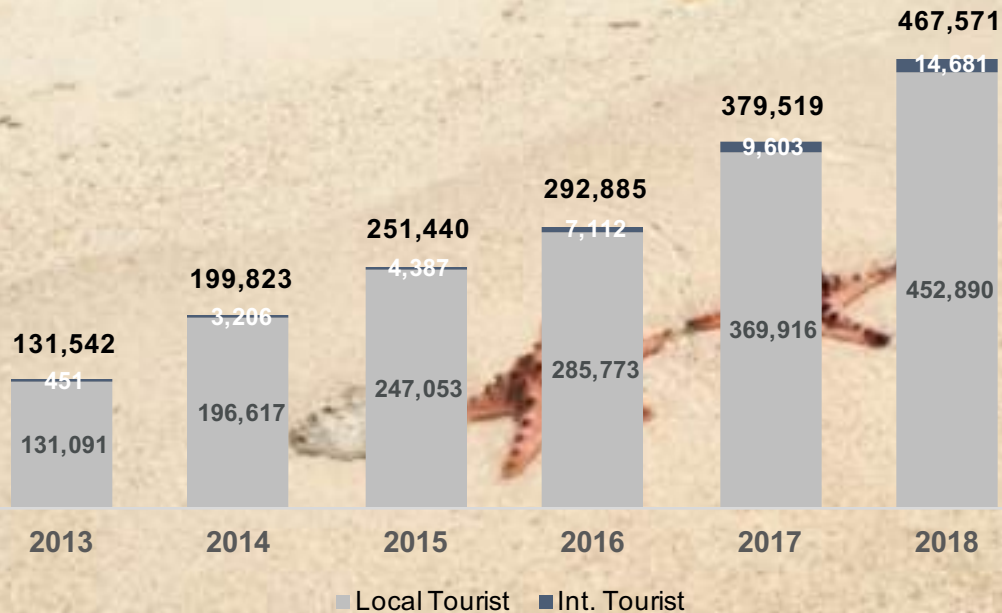
**79.3%**  
Number of Hotels  
in 5 years

**25%**  
Yearly hotel  
occupancy growth<sup>2</sup>



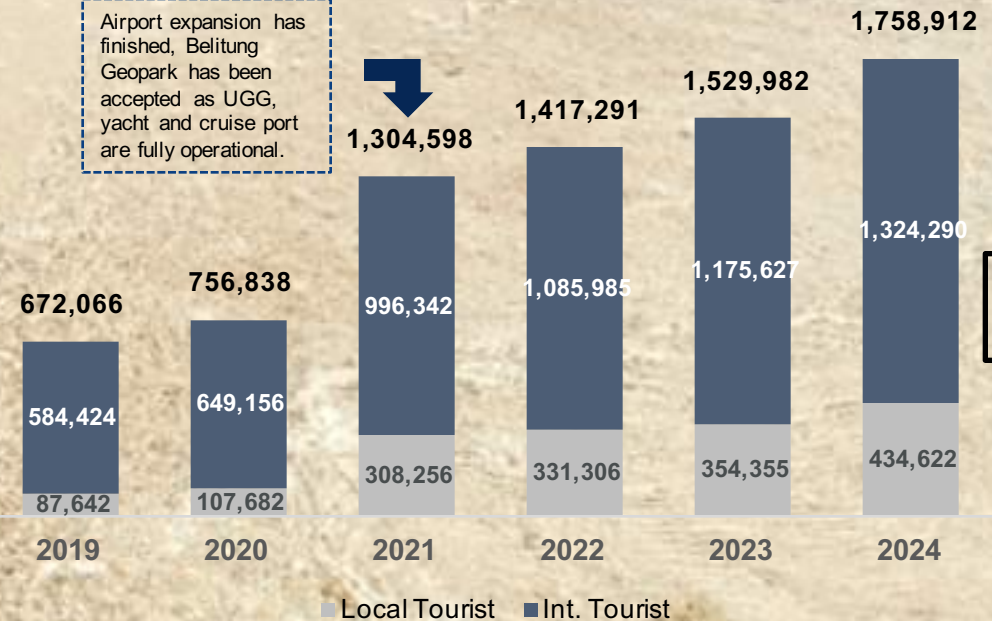
**24%**  
Yearly in-flight  
passengers growth<sup>2</sup>

## Number of Visitors



## Projection Number of Visitors<sup>3</sup>

Airport expansion has finished, Belitung Geopark has been accepted as UGG, yacht and cruise port are fully operational.



**CAGR:  
21.2%**

Notes:

1. Data from 2016 to 2018
2. Data from 2015 to 2016
3. Based on moderate scenario



# Improved Access to Belitung

## HAS HANANDJOEDDIN INTERNATIONAL AIRPORT

- The airport is only 40 minutes away from Tanjung Kelayang.
- 2,500 m runway and capability to land Boeing 737-800 NG and 737-900 ER.
- As per October 2018, Garuda Indonesia has opened a new route from Singapore to Belitung.
- Angkasa Pura II has signed an MoU with Department of Transportation in order to manage and expand the Airport. The plan is to add new terminal, apron and taxi way. The estimated investment is IDR 400 B.



## ROAD ACCESS IN BELITUNG REGENCY

- Good quality national roads, provincial roads and local roads have connected all over Belitung.
- In August 2018, Ministry of Public Works and Public Housing has done maintenance on Tanjung Kelayang-Tanjung Tinggi main road (14.04 km).
- Road inside Tanjung Kelayang Special Economic Zone is still under progress.



## TANJUNG BATU PORT

- Tanjung Batu Port has been operating since 2011, the purpose of this Port is for trading activities as well as tourist loading port.
- In the future it is expected to cater Cruises. The Port's further development will start on 2019.



## Amenities in Belitung Regency



- **53 Hotels** (11 hotels with 3 stars and above)
- **4 stars Hotels:** BW Suite, Fairfield by Marriott, Santika and Swiss-Bel
- **104 Homestays**



- **62 Restaurants**



- **71 MW** combination of Diesel, Coal Fired and Biomass Power Plants
- **39 MW** available for future development

## Amenities in Tanjung Kelayang Special Economic Zone



- **Two 5 stars Hotels** are under construction
- **Sheraton Hotel:** 182 Rooms, current progress 62%
- **Sofitel Hotel and Resorts:** 96 Rooms, 28 Units of 1-Bed Villa, 2 Units of 2-Bed Villa





# Magnificent Tourist Attractions



Tang Dynasty Shipwreck Diving



Batu Layar Island



Lengkuas Island



Museum Kata Andrea Hirata



Standup Paddle (Tanjung Kelayang Beach)



Tarsius (Bukit Peramun)



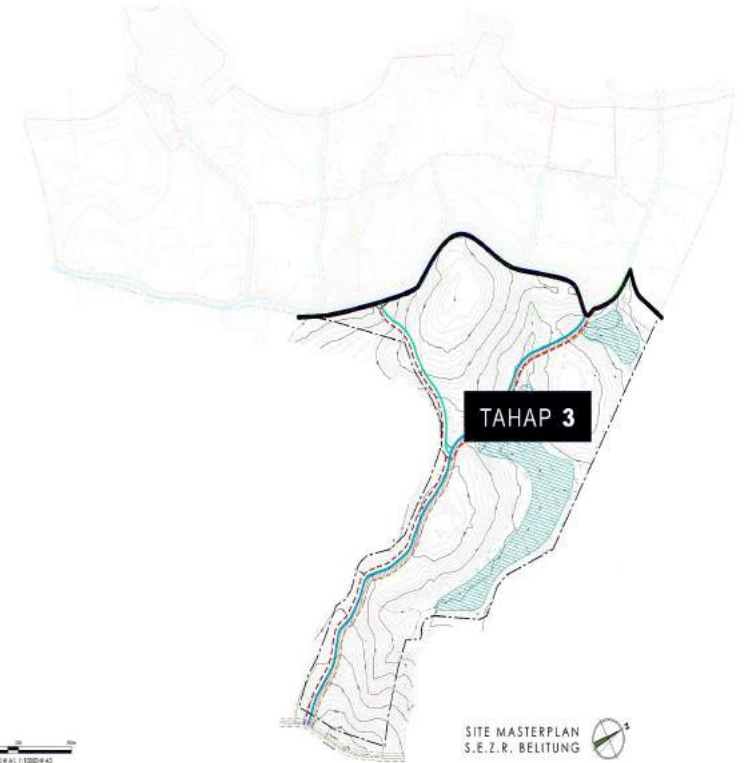
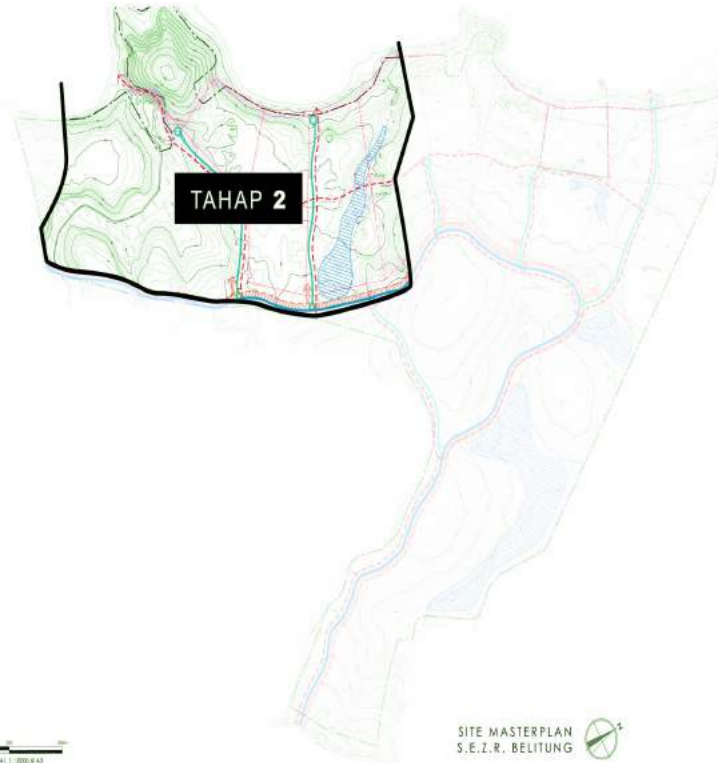
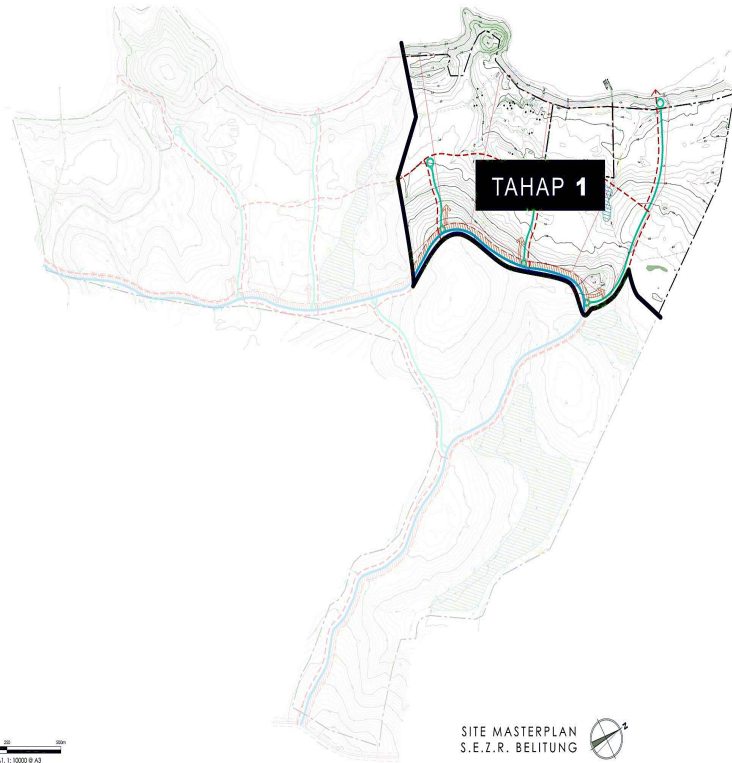
# Tj. Kelayang Investment Plan



- Investment Scheme :
  - ✓ Investors may enter into a Joint Venture with Belitung Maritime Silk Road Consortium at project level or shareholding level
  - ✓ Acquire the land from Belitung Maritime Silk Road Consortium
  - ✓ Concession for infrastructure development (water, waste, telecommunication, etc)
- Projects will be developed in 3 phases until 2031



# Tj. Kelayang Development Plan



## LEGEND

-  PRIMARY ROAD
-  SECONDARY ROAD
-  BUGGY/PEDESTRIAN PATHWAY
-  SERVICES ZONE
-  WATER BODIES

## Estimated Time of Completion

Phase 1	2023
Phase 2	TBD
Phase 3	TBD

## The whole site plan will feature:

- Luxury Beach Resorts & Beach Residential
- Reservoir and Future Commercial Development





**Tanjung Lesung**  
*“Paradise on the West Coast of Java”*



# Investment Opportunities

Legal Owner	PT Banten West Java (BWJ)
Location	Pandeglang, Banten
Land Area	Masterplan: 1,500 ha (100% land acquired)
Legal Basis	Entitled as Special Economic Zone according to PP No 26 Year 2012
Investment Value	USD 4,000 million (public+private investment)



- Tanjung Lesung is located about 180 KM or a 4-hour drive from Jakarta, the Capital city of Indonesia.
- Potential to be a top entertainment and recreational destination for local tourists, especially Banten and a Jakarta population of approximately 35 million people as well as foreign tourist, especially from Europe, China, and Australia.
- Opportunity to have additional benefits by developing properties in the only Special Economic Zone in Java, such as Luxury Tax exemption, Permanent stay permits for foreign citizen, 3-hour investment licensing services, potential to have property leasehold up to 80 years, and others.
- Opportunity to co-invest with PT Banten West Java, a subsidiary of PT Jababeka, Tbk a well known industry based township developer in Indonesia. PT Jababeka has developed 100 cities in Indonesia.
- Opportunity to develop properties with aspiring Geopark (Ujung Kulon National Park) and Ecomarine tourism.
- The estimated IRR projection for Joint Venture at selected project level is approximately 22% (BWJ estimation).
- Estimated equity IRR for Joint Venture at shareholder level is approximately 19% (BWJ estimation).

# Banten Overview



Banten is the westernmost province on the island of Java. It is located near Sunda Strait, a strategic sea lane that links Australia and New Zealand with South East Asia.

Having a strategic location on western tip of Java makes Banten the main liaison trade lane between Java and Sumatera even as part of a circulation of Asian and International trade. On top of that, Banten is also a buffer city of Jakarta, in which 70% of Indonesian economic transactions happen.



Banten economy grew by 5.71% in 2017 and by 5.75% in H1 2018. Based on H1 2018, its GDP was mainly a contribution from Manufacturing (31.66%) followed by Automotive (12.59%).

The population of Banten in Q3 2018 was 12.7 million people, with 68.61% of them in the productive age category (15-64 years).

Pandeglang regency's local revenue has grown by 136.2% in the past 3 years from IDR 163.92 billion in 2015 to IDR 387.10 billion in 2017.

Banten has been famously known for its cultural preservation. Old Banten City is a 16<sup>th</sup> Century archeological site from the Sultanate Banten. Pencak Silat, a traditional Indonesian martial art and Debus, a mysticism performance are examples of its culture.

Banten's indigenous people is called the "Baduy". The Baduy is a nomadic people who are considered to be moderately isolated from the outside world. The Baduy village itself has become a tourist destination.

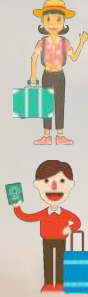
Another main tourist attraction is Ujung Kulon National Park, a nature conservation park which was declared as a UNESCO world heritage in 1991. On top of that, it was also assigned to be one of UNESCO Global Geoparks. Panaitan Island is also one of the top destinations as it has various potential natural attractions, such as mangrove forest, coastal forest, etc. Aside from that, Tanjung Lesung is also known for its beautiful underwater scenery which attracts many divers to come visit.



# Tourism Growth in Banten

962.748

Number of tourist in 2018



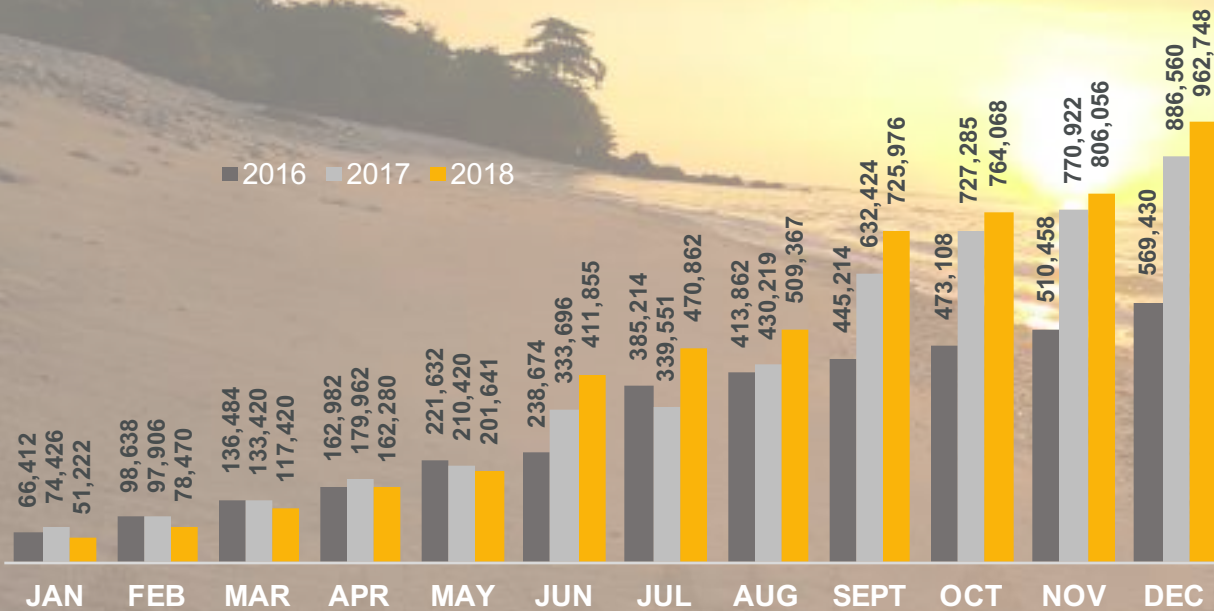
97%  
Local tourist

3%  
International tourist

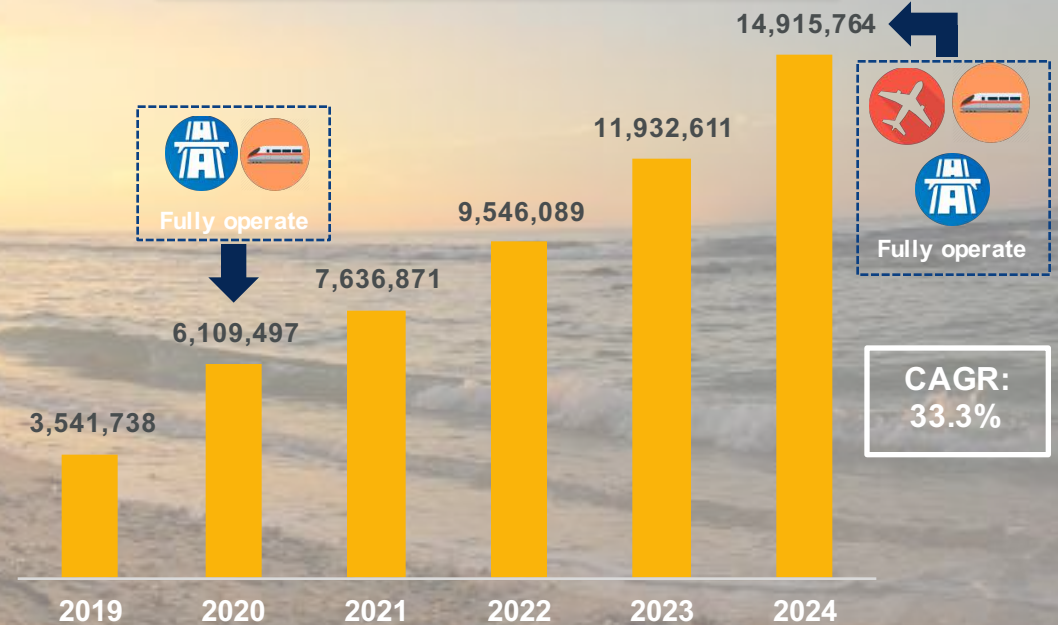
*“My target for Banten with Tanjung Lesung and its charm as the icon is 1 million international tourists. That means it can contribute IDR 13 trillion”<sup>1</sup>*

-Arief Yahya, Minister of Tourism of Indonesia-

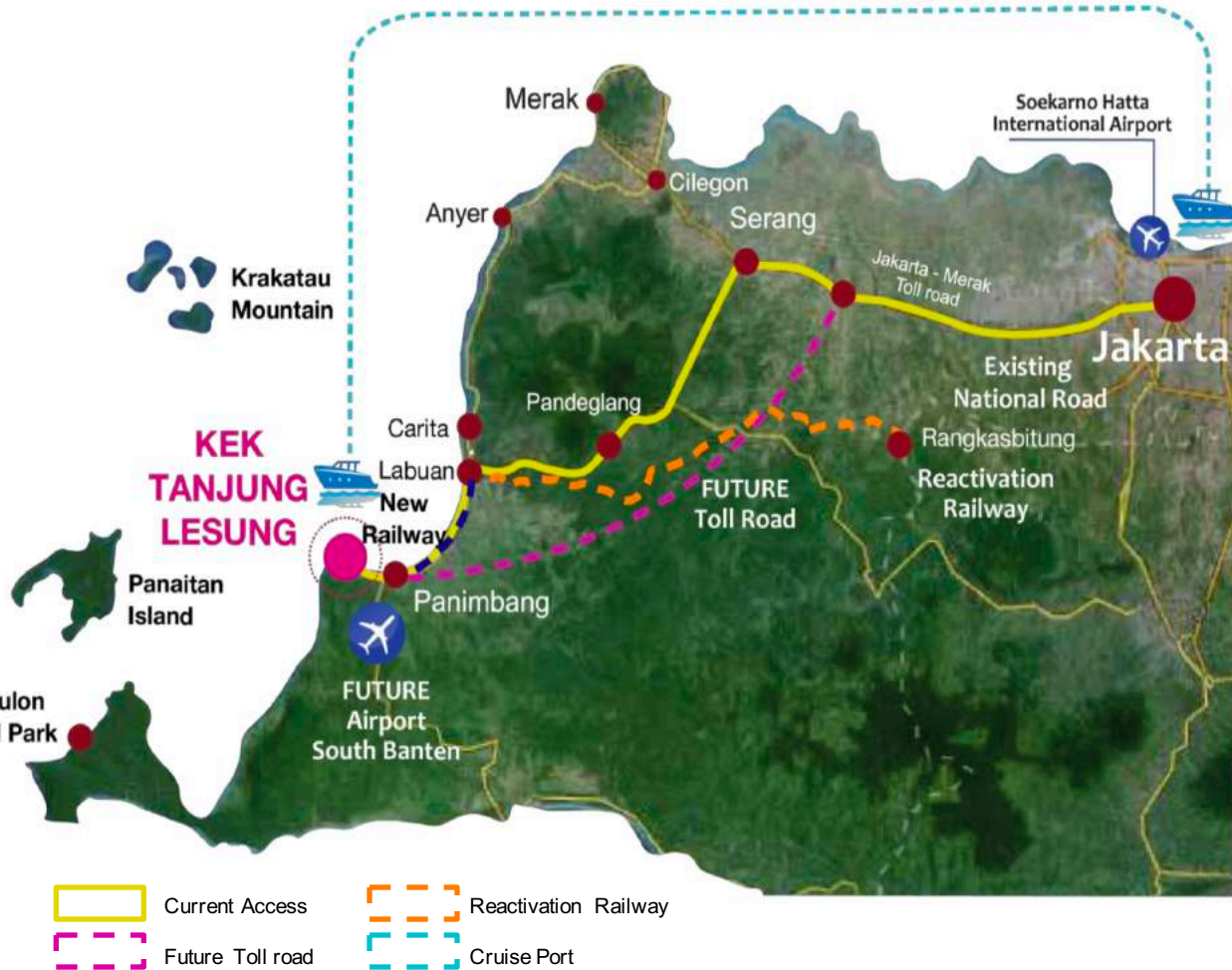
Cumulative Number of Visitors



Target Number of Visitors



# Banten Rapid Access Development



## CURRENT



**Soekarno-Hatta International Airport**  
(4-5 hours away from Tanjung Lesung)



**Through Toll Merak**  
(4-hour drive from Jakarta to Tj. Lesung)

## IN DEVELOPMENT



**Banten Selatan International Airport**  
(15 minutes to Tanjung Lesung, expected to operate in 2024)



**Reactivated Rangkasbitung St. to Labuan St. (56 KM)**  
(expected to operate in 2021)  
**New Railway Panimbang**



**Serang-Panimbang Toll Road (83.7 KM)**  
(2-hour drive from Jakarta to Tj. Lesung, expected to operate in october 2020)

Update December 2018:

- Land acquisition: 73% and construction progress is in parallel
- Final technical plan progress: 81.14%

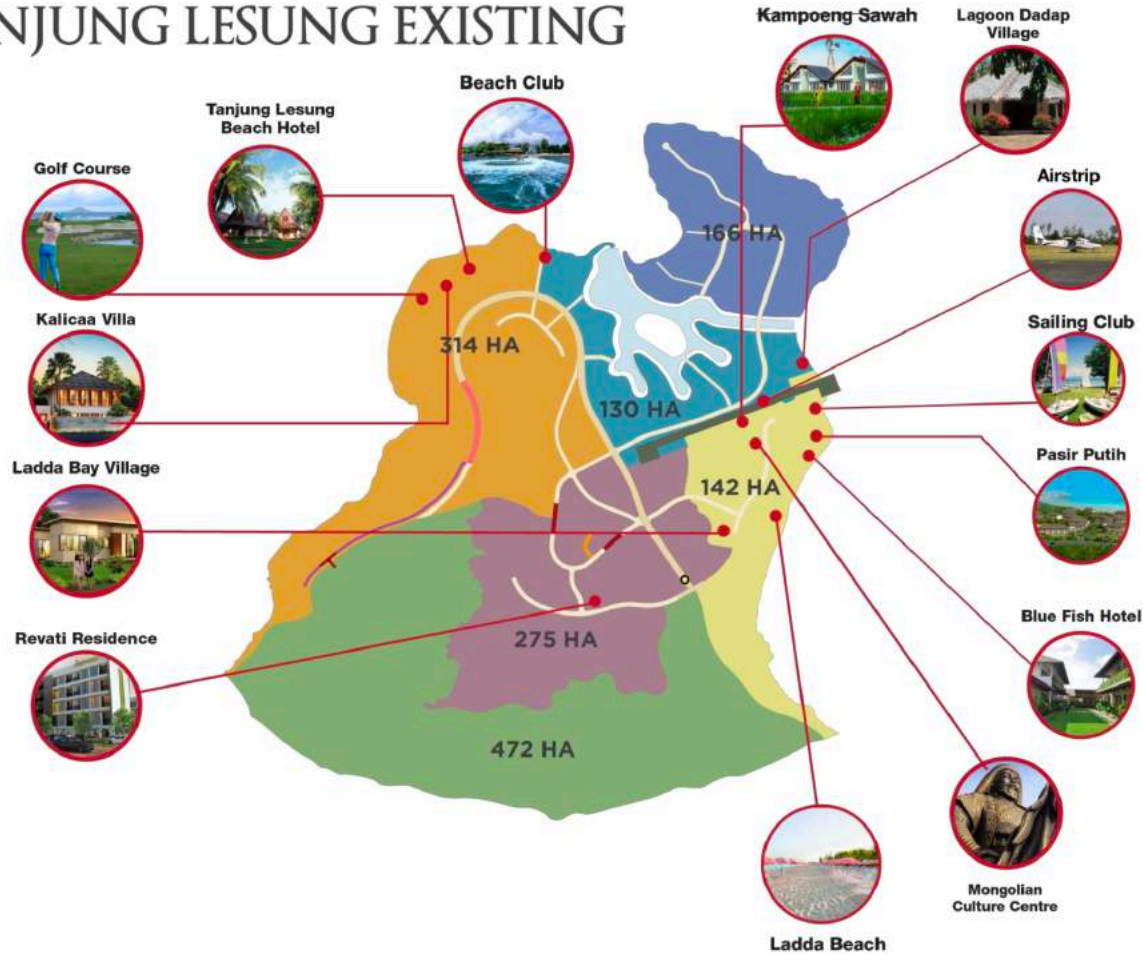


**Marina Tj. Lesung will be connected with Pantai Mutiara, Marina Ancol and Singapore Harbour**



# Amenities in Tanjung Lesung

## TANJUNG LESUNG EXISTING



Tanjung Lesung is envisioned to be a first-class international resort that combines Bali with Venice. Waterways and canals link hotels, condominiums and apartments, with white-sand beaches, sailing, diving & beach clubs, as well as the Venice-style city centre.

Development of Tanjung Lesung has already started and currently it offers international standard accommodations, such as Kalicaa Villa, Tanjung Lesung Beach Hotel and Blue Fish Hotel. A sailing and beach club are already operational and offer an array of water sports (snorkeling, diving, jet-skiing, etc). Golfers can make use of the ocean view driving range. On top of that, to answer tourism demand, an airstrip is already in operation. Susi Air and private helicopters have been operating on this airstrip.

To fulfill visitors' needs, PT BWJ with its strategic investors developed further amenities, such as Ladda Bay Village, Ravati Residence, Kampong Sawah Cottage and Villa and Lagoon Dadap Village. Currently these properties are already for sale to public.

Tanjung Lesung is also supported by excellent infrastructures, the zone's electricity is supplied by PLN (State-Owned Enterprise) and in 2019, PLN will develop 120 MW electrical substation. Telkom has been providing its internet services and mobile phone networks have connected through 4 providers. The central water and water waste system are managed by Tanjung Lesung Infrastructure.

# Magnificent Tourist Attractions





# Tanjung Lesung Investment Plan

- **JOINT VENTURE in PROJECT LEVEL:**

- PT BWJ is developing properties in 256 Ha area (17% of Special Economic Zone). This is still open for further investment from 3<sup>rd</sup> party investors.
- One of the ongoing projects is the development of Dhipa Adiwangsa, a resort with mixed facilities (Hotel, Villa, Retail).
- The land area is 10 Ha.
- Land development cost: USD 13 M and building cost: USD 35 M.
- Estimated IRR: 22% and ROI: 36%.

- **JOINT VENTURE: in SHAREHOLDER LEVEL:**

- PT BWJ invites strategic partners to co-develop Tanjung Lesung as an international tourism destination. Proposed investment structure is for Investors to invest USD 300 million in return for 49% of shares.
- The invested capital will be used to develop a 430 Ha area (including 256 Ha of current projects), such as Marina, Golf Course, Air Strip/Flying School, Theme Park, Hotels and Apartment.
- The estimated equity IRR is 19% and ROI of 42%.

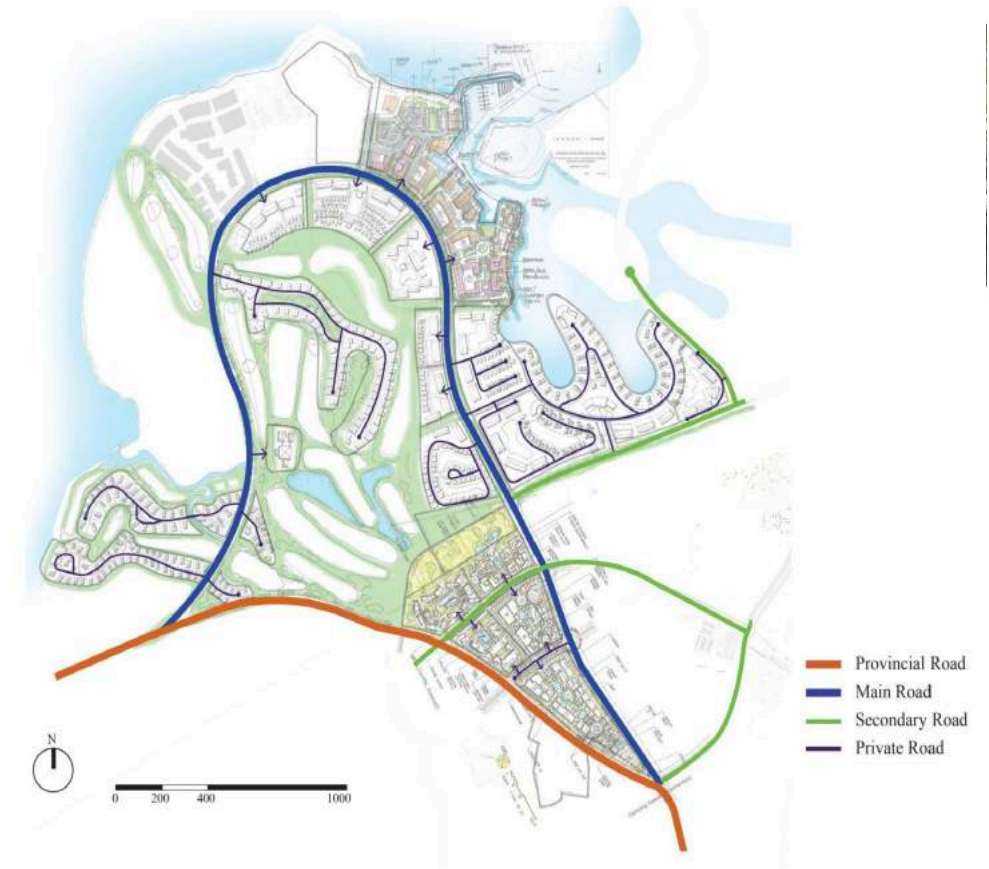
- **DIRECT INVESTMENT**

- Approximately 1,250 Ha of available land is available for development.
- The land ownership title for local investors is HGB (Right to Build) or HGU (Right to Use) for foreign investors.
- Possible leasehold up to 80 years .
- Possible investments are Resorts with its supporting activities, Restaurants, Beach clubs, Geopark research center, etc.





# Tj. Lesung Development Plan



- The area will be developed in 3 phases.
- PT BWJ has divided each area into different themes according to tourist hobbies and interest.
- The 1<sup>st</sup> phase will focus on the Beach Resorts, Fisherman's wharf, Marina Residence, Eco Golf and Lifestyle District areas. The 1<sup>st</sup> phase is expected to finish by 2024.
- Main road, Provincial road, Secondary roads and Private roads have been built to connect between zones.





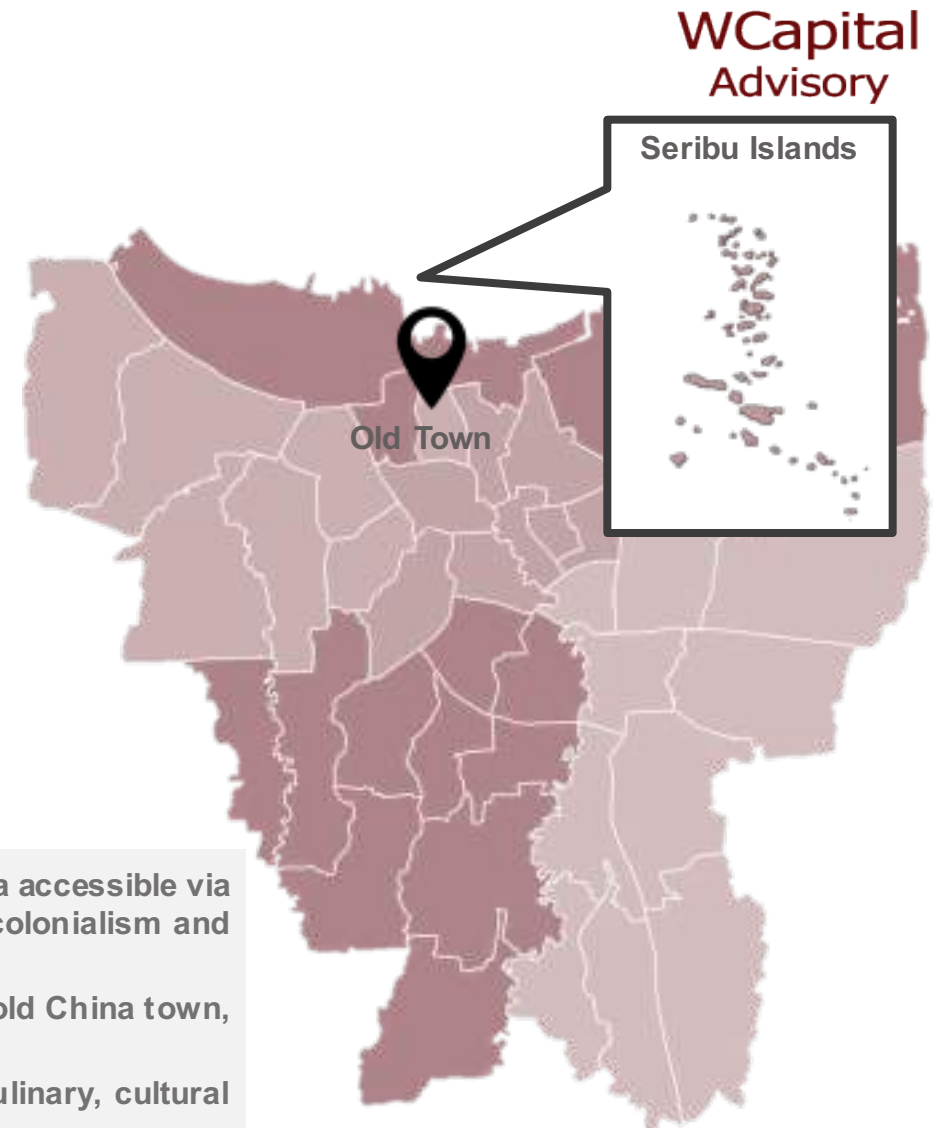
**Jakarta Old Town and Seribu Islands**  
*“Marine Based Eco-Tourism and World Heritage Site”*

# Investment Opportunities

<b>Legal Owner</b>	DKI Jakarta Government
<b>Location</b>	DKI Jakarta
<b>Land Area</b>	Kota Tua 334 Ha and Kepulauan Seribu (7,006.48 Ha)
<b>Legal Basis</b>	Cultural Heritage by SK Governor No. 1766 Year 2015
<b>Investment Value</b>	Estimated USD 1,400 Million (public + private investment)

- Jakarta Old Town is located at North Jakarta while Seribu Islands is located north of Jakarta accessible via boats or ferries. It is appointed as a cultural heritage since it is a historical area of Dutch colonialism and the investment opportunity for Jakarta Old Town would be revitalization.
- The programs of Jakarta Old Town include revitalization of its buildings, cultural heritage, old China town, old Arab villages, Marina area.
- Seribu Islands have the potential of its natural resources, virgin island, historical area, culinary, cultural heritage, oil and gas, and fish processing industry.
- The investment in Seribu Islands include developing docks surrounding islands, plaza, culinary areas, and souvenirs area.
- The estimated projection of 12-year IRR for a mid-class hotel investment in Old Town and Seribu Island area are between 5% - 7.9%\* and 12% - 15.5%\* (subject to financial analysis).

\*This is indicative IRR only, assuming 100% equity. Subject to financial analysis and review by investors.





# Jakarta Old Town & Seribu Islands Overview



Jakarta Old Town, also known as the Old Batavia, is a small area in the centre of Jakarta City with an area of around 1.3 square kilometres that stretches across North Jakarta and West Jakarta, covering the areas of Pinangisia, Taman Sari and Roa Malacca. Jakarta Old Town is famous for its historical and cultural heritage of both the Dutch and the Chinese.

The Fatahillah Museum is built in classical baroque architecture consisting of a main building with two wings on its east and west, a complementary building used as an office, a court room, and an underground prison.

Around the square are the Fine Art and Ceramic Museum, one time Court of Justice, which houses splendid paintings of the romantic maestro Raden Saleh, and expressionist Affandi. There is also a collection of ceramics from many parts of Asia.

Kepulauan Seribu or the Seribu Islands is the perfect place for short getaway. There are 108 islands in Seribu Islands, located in the northern coast of Jakarta, but only 11 of those are inhabited and 36 may be used for recreation.

There are a couple of activities here such as island hopping and visiting some of the most famous spots in Seribu Islands, or swimming, snorkeling, diving, or just laying around all day long in these laid back islands.

Here, Pari Island is one of the most populated island, yet it still holds a hidden gem, such as the unsullied Perawan Beach, home to a diverse coral reefs and breathtaking marine scenery.

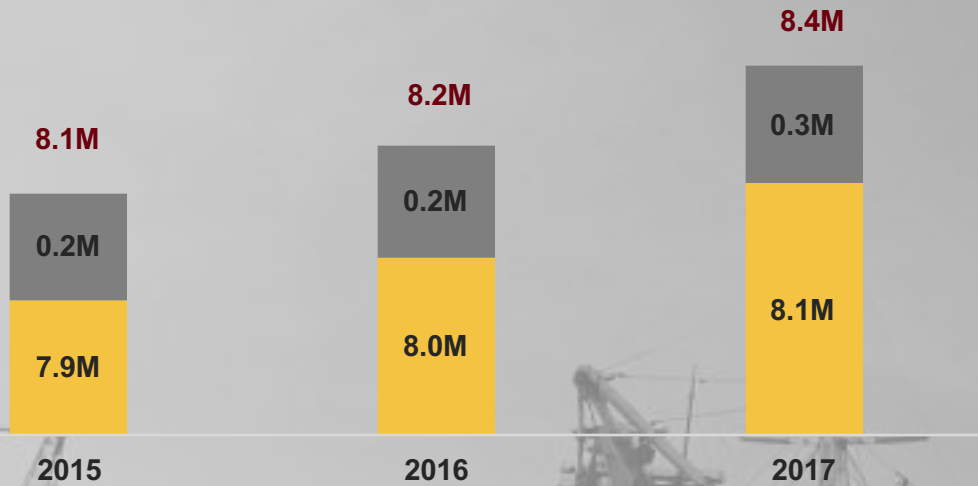
Lastly, the Putri Island, located furthest from Jakarta. It has an underwater tunnel, where you get to see the wonderful life of sea creatures.



# Tourists' Traffic in Jakarta Old Town and Seribu Islands

## Current Visitors

■ Domestic Tourists ■ Foreign Tourists

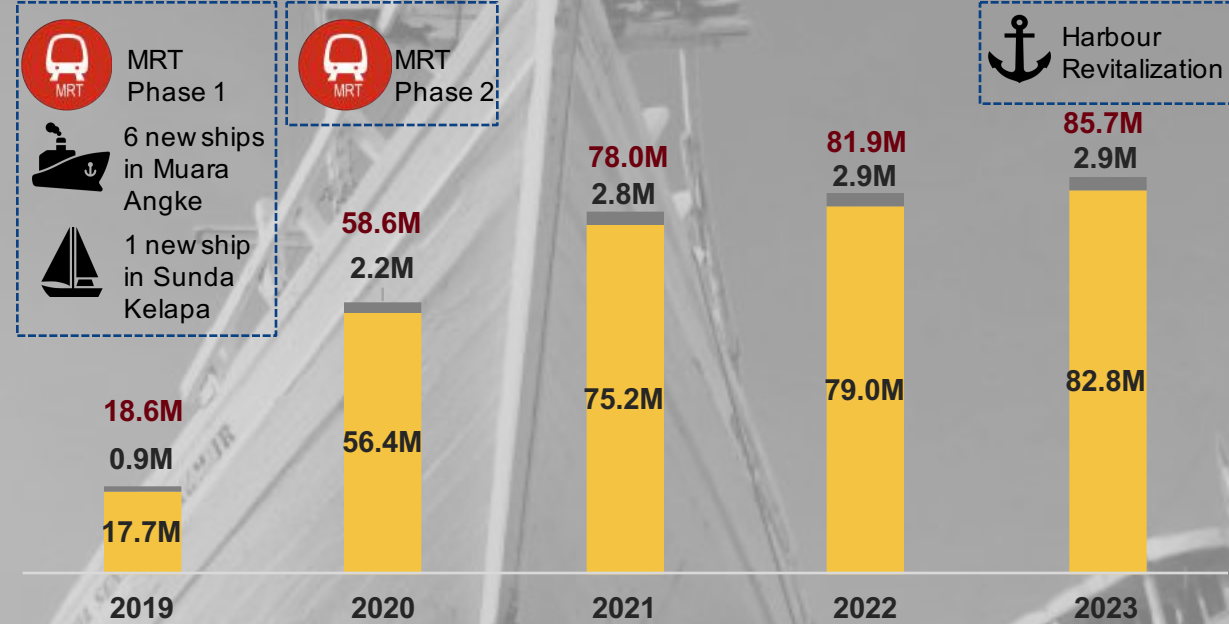


CAGR

Foreign Tourists	5.4%
Domestic Tourists	1.6%
Total	1.7%

## Future Visitors

■ Domestic Tourists ■ Foreign Tourists



CAGR

Foreign Tourists	32.9%
Domestic Tourists	47.1%
Total	46.5%



# Amenities



## Jakarta Old Town

As the capital of Indonesia, Jakarta has no shortage of basic and tourist amenities. The Old Town itself is located near a busy commercial districts with bustling nightlife.



Star Hotel in Jakarta  
38,923  
> 3000 5-Stars Hotel in Jakarta



>150 Hospitals in Jakarta



- Full road (highway and provincial) access throughout the City.
- Public Transportation (Transjakarta and Commuter line, including MRT that is still under construction)



Full access to Electricity and Clean Water Supply, including 7,300 MW from PLN (Government Owned)

## Seribu Islands



There is a 75 km undersea cable that provides power supply to 16 islands from PLN (Government Owned). The local government is working towards providing Seribu Islands with renewable energy source.



Accommodations are scattered around the islands, where the smaller islands are privately owned and developed into resorts. Other amenities such as shops, healthcare, and eateries are limited on these small islands except for the larger islands such as Pramuka, Panggang, and Tidung where there are fisherman villages.



Banks

- Mobile BRI
- Bank BNI
- Bank DKI





# Accessibility

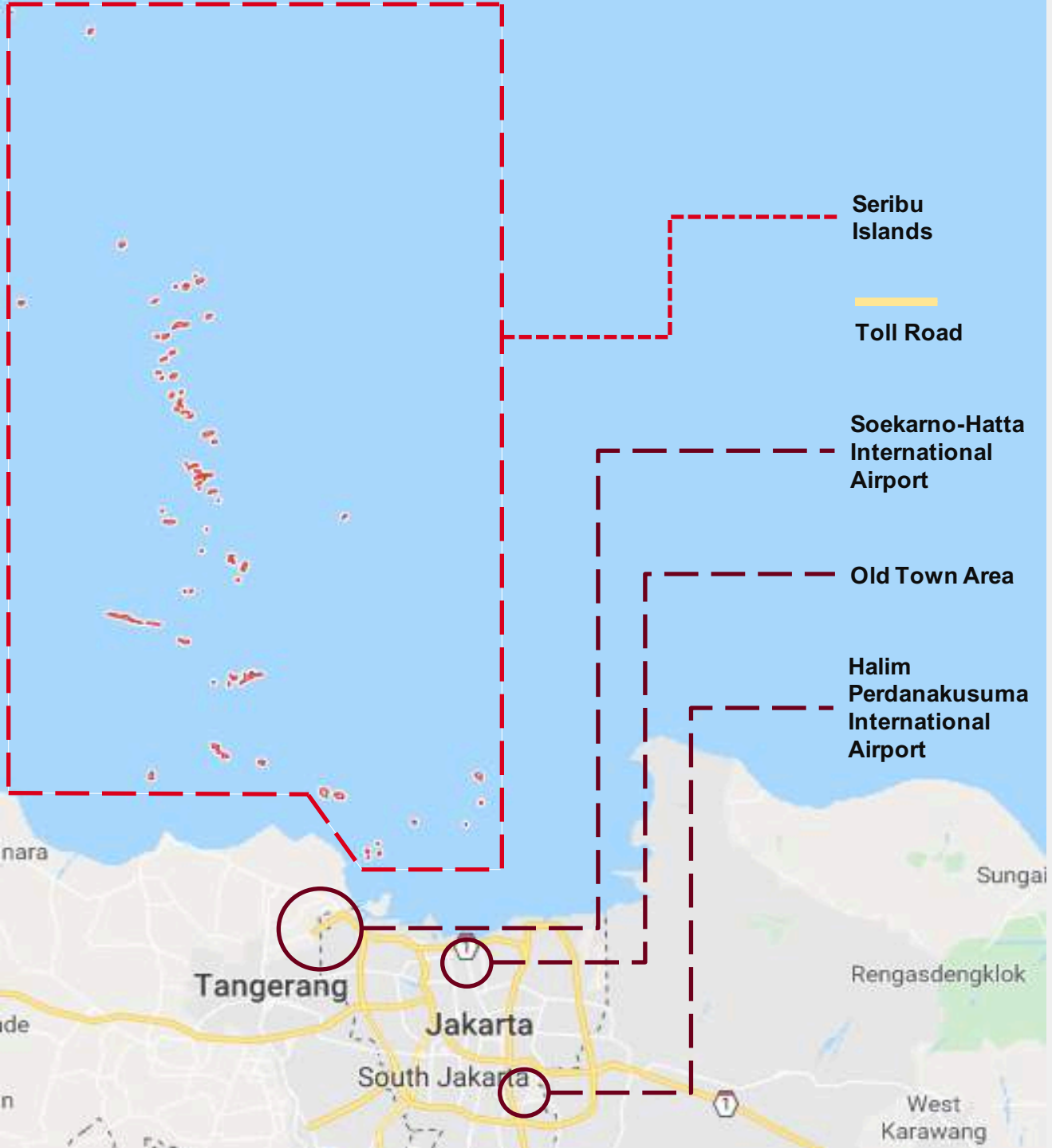
## Seribu Islands



**Boat**  
Thousand Islands can be accessed by boats only. It is 2 hours from Jakarta by boat.



**Air Strip**  
Reactivation of Air Strip for propeller aircraft or chartered airplane in Panjang Island around 800 m.



## Jakarta Old Town



**Commuter Line**  
There is a commuter line that connects Old City to outer parts of Jakarta (Bogor, Bekasi, Tangerang).



**Road**  
Jakarta has a completed road infrastructure such highways and provincial roads.



**Airport**  
Two international airports in Jakarta, such as Soekarno-Hatta International Airport (40-minute travel time) and Halim Perdanakusuma Airport (1-hour travel time).



**MRT**  
MRT is currently under construction in Jakarta, it is planned to be 111 km long.

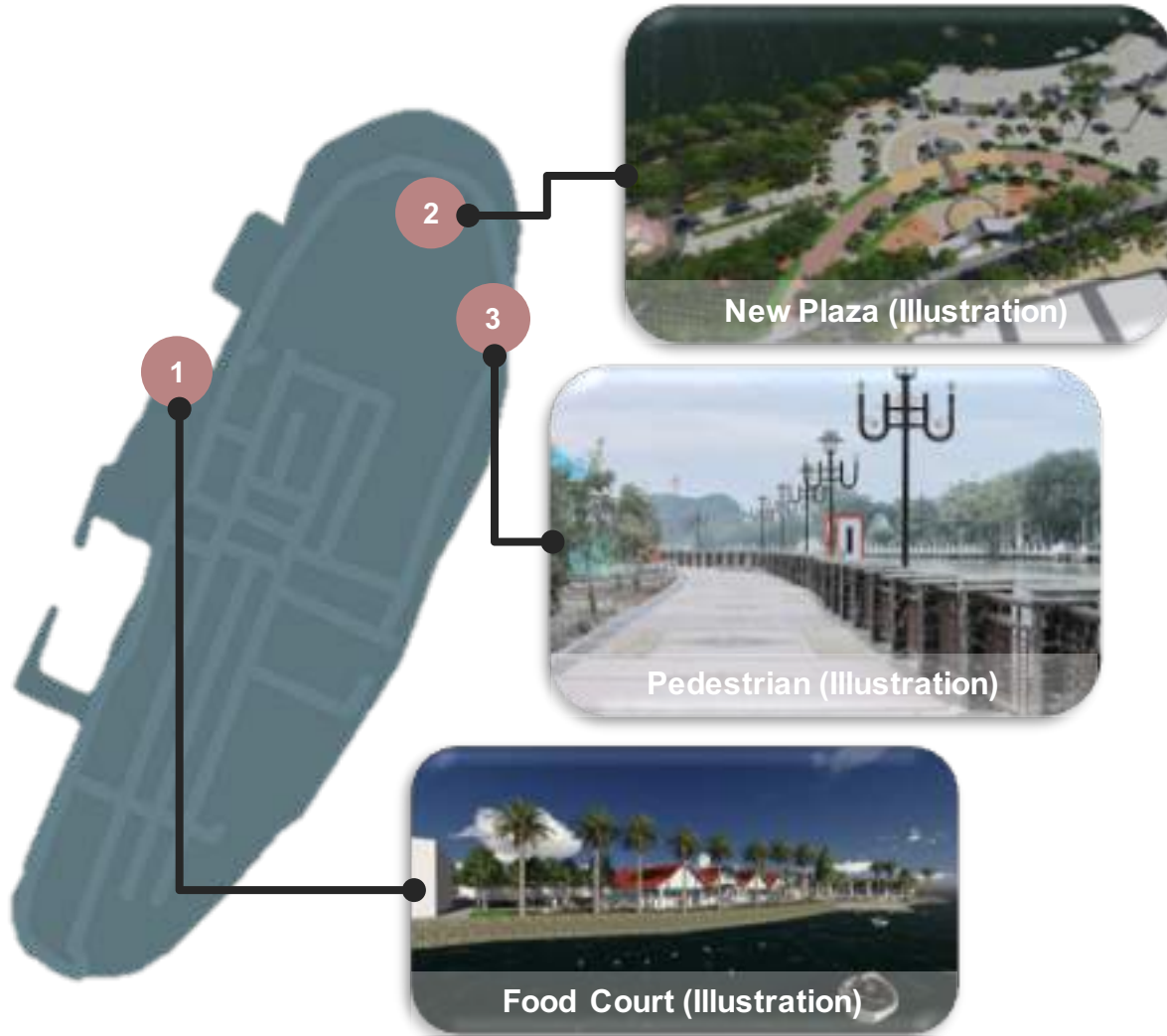


# Tourist Attractions in Jakarta Old Town and Seribu Islands

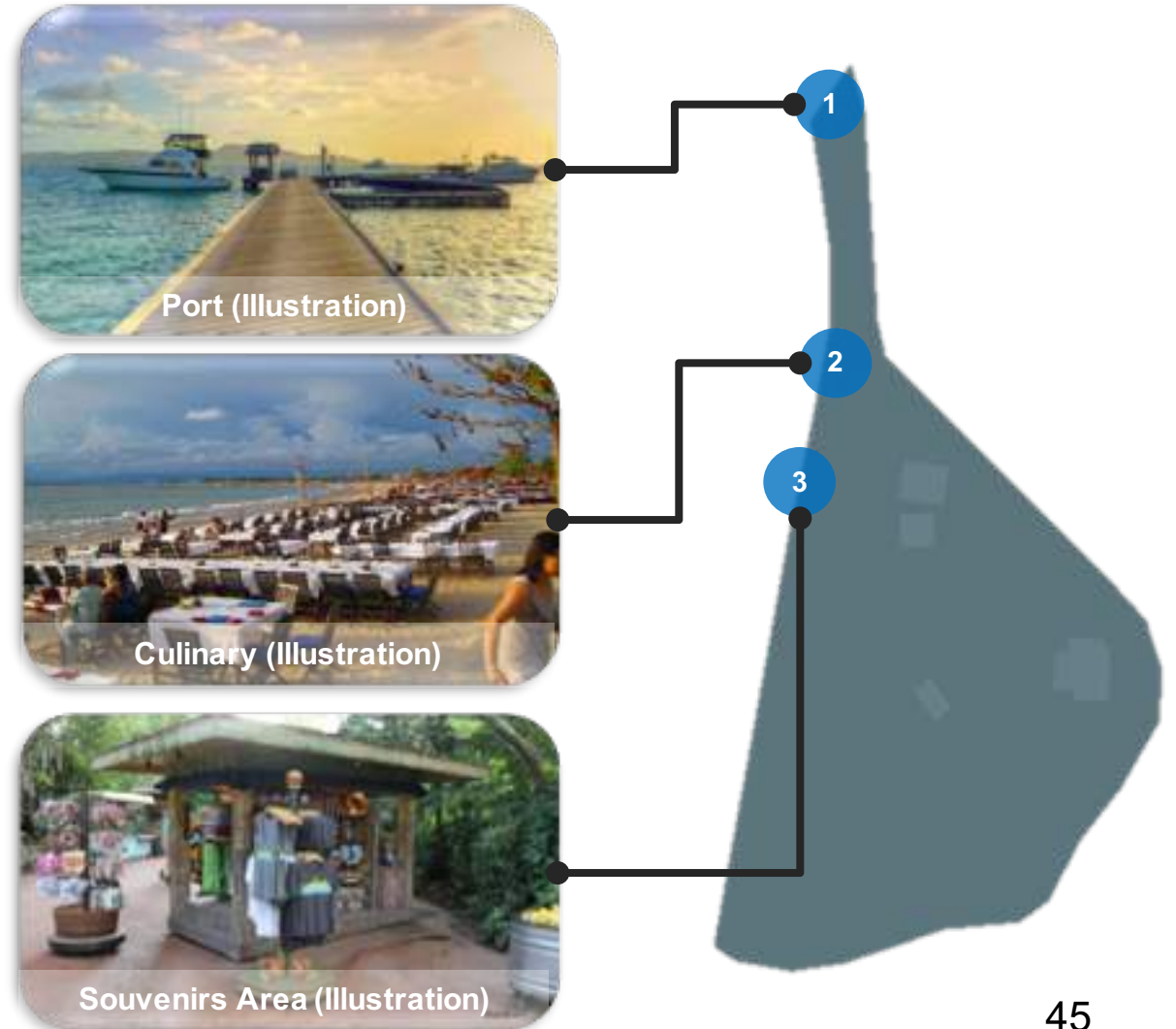


# Seribu Islands Revitalizations Opportunities

## Pramuka Island



## Cipir Island





# Jakarta Old Town Revitalizations Programs



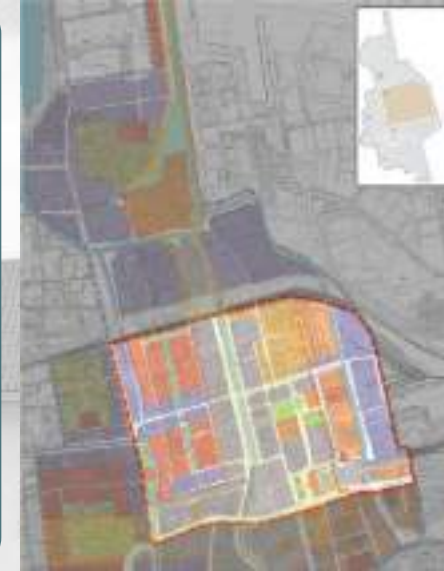
## Ethnicity Tour:

- Heritage Temple Tour
- Souvenir Tour
- Culinary Tour
- Meeting, Incentive, Convention, Entertainment



## Marine Tour:

- Islamic Village Tour
- Port Tour
- Museum Tour



## Old Town:

- Heritage Buildings Tour
- Souvenir Tour
- Museum Tour
- Culinary Tour



## Religion Site:

- Islamic Village Tour
- Religion Tour



## New Site:

- Shopping Centre
- Culinary Tour
- Meeting, Incentive, Convention, Entertainment







**Borobudur**  
*“Worldclass Cultural Masterpiece”*



# Investment Opportunities

<b>Legal Owner</b>	Borobudur Tourism Authority
<b>Location</b>	Purworejo, Central Java
<b>Land Area</b>	Authoritative zone of 309 Ha
<b>Legal Basis</b>	PP No 46 tahun 2017
<b>Investment Value</b>	Estimated up to USD 1.5 billion (public+private investment)

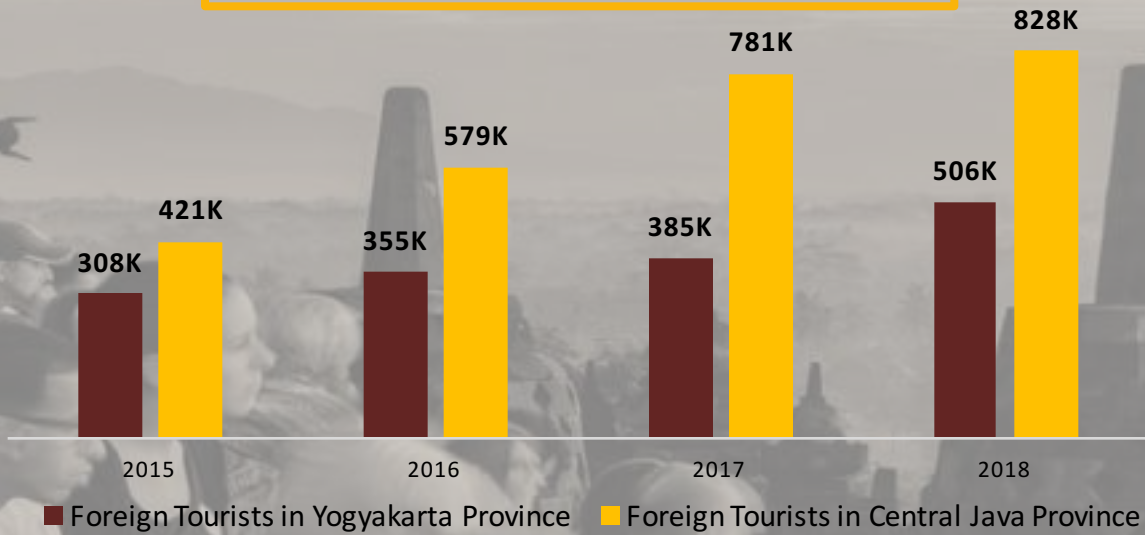


- Borobudur is about 46 KM (1 hour drive) from Adi Sucipto International Airport in Yogyakarta. Also, it is only an hour drive from the future airport to be developed in Kulon Progo.
- Borobudur Tourism's anchor is the Borobudur Temple, which is located 9KM from the Borobudur Authority Zone. The authority zone is directly supported by 3 regencies (Purworejo, Kulon Progo, and Magelang). The capital of the province, Yogyakarta, also gives major boost to the local tourism.
- With joint partnership between Borobudur Tourism Authority and private companies, investors will have the opportunity to develop a total area of 45 Ha around the Borobudur vicinity.
- The estimated projection of the 12-year IRR for a mid-class hotel investment in Borobudur area is between 15%-19%\* (subject to financial analysis). However, the IRR could potentially be higher for an integrated tourism area which consists of residential, hotel, and commercial sites.

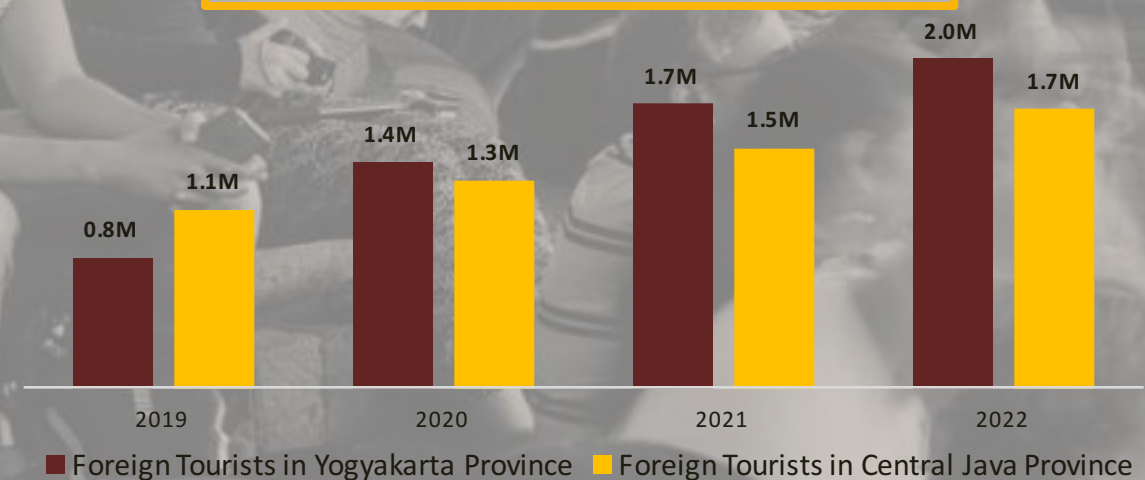
\*This is indicative IRR only, assuming 100% equity. Subject to financial analysis and review by investors.

# Tourist Arrivals in the region shows Positive Growth

## 3-year Tourist Arrivals Growth in Retrospect



## Forecasted 3-year Tourist Arrivals Growth



## 2015-2018 CAGR

Foreign Tourists  
In Yogyakarta

18% ↑

Foreign Tourists  
in Central Java

25.3% ↑

## 2019-2022 CAGR (forecast)

Foreign Tourists  
In Yogyakarta

36.3% ↑

Foreign Tourists  
in Central Java

16% ↑

Foreign Tourist Arrivals in Yogyakarta and Central Java Provinces are projected to flourish, especially with the Kulon Progo Airport to be readily accessible by April 2019. This newest development is estimated to multiply the area's flight capacity by four times. Hence giving the Borobudur Tourism a significant boost in the near future.



# Overview of Central Java, Yogyakarta, and Purworejo



Located exactly in the middle of Java Island, Central Java Province offers various kinds of tourist attractions whether natural, cultural, or man made features. The rich and fertile plains of the region support an enormous population of over 30 million people. The low land plains are found alongside the northern beaches. The high land plains are found in the Center of Central Java with mountains stretching lengthwise from the west to the east. At the feet of these mountains are astonishing highland plains with beautiful panoramas.

Yogyakarta, the provincial capital, together with its twin city Surakarta (Solo), are the cradle of this Javanese civilization. This city was the seat of power that produced the magnificent temples of Borobudur and Prambanan in the 8th and 9th century and the new powerful Mataram kingdom of the 16th and 17th century.



At the center of the Borobudur tourism zone is Purworejo, one of the regencies in Central Java. The economic activity in this regency depends on agriculture, including rice, maize, cassava and other crops results. Purworejo is famed for being the center for spice or “Empon-Empon”, such as: cardamom, cubeb, ginger, galangal, and turmeric which are now the target medicinal commodity of Directorate General of Horticulture

On 12 July 2018, Central Java was awarded as “The Best Province for Investment Licensing Services” by BKPM.



6 Cities



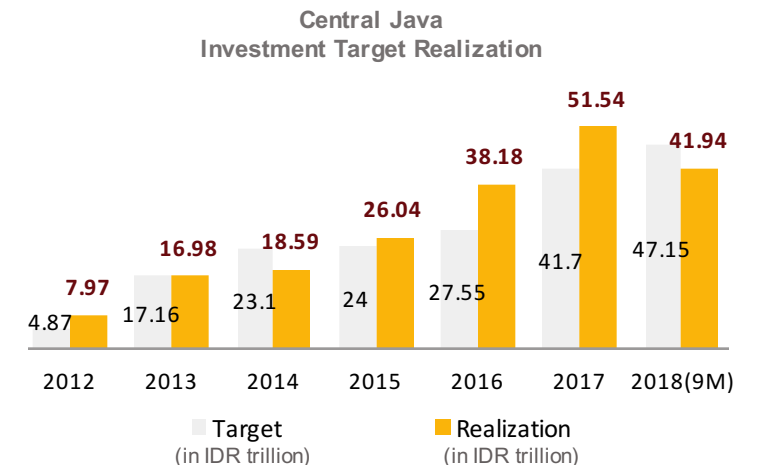
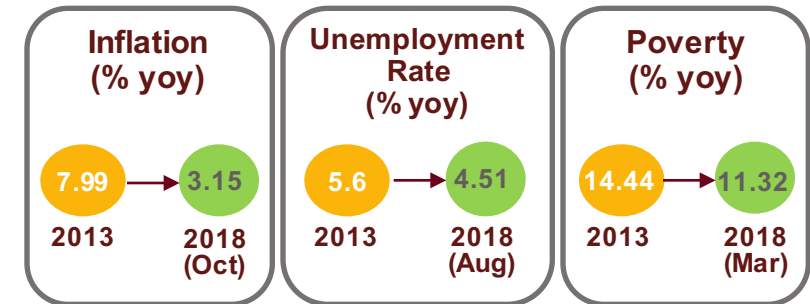
Total Area  
3.25M Ha



29 Regencies



Population: 34.5M  
(3<sup>rd</sup> most populous province)





# Premium Amenities Available



## Central Java

Star hotels: 238  
Smaller lodgings: 1374

## DI Yogyakarta

Star hotels: 89  
Smaller lodgings: 1076

## Magelang

Star hotels: 7  
Smaller lodgings: 53



~3000 restaurants

1,739 restaurants

82 restaurants



115 Food Stalls  
around Borobudur



## Central Java

Installed  
Capacity  
7,303.97 MW

Power plant  
under  
construction  
7,483 MW





# Popular Attractions to Visit

## Attractions within the Borobudur Area



Tourist Train



Karmawibangga Museum



Andong Tour



Samudraraksa Museum



Borobudur Sunrise



Borobudur Sunset

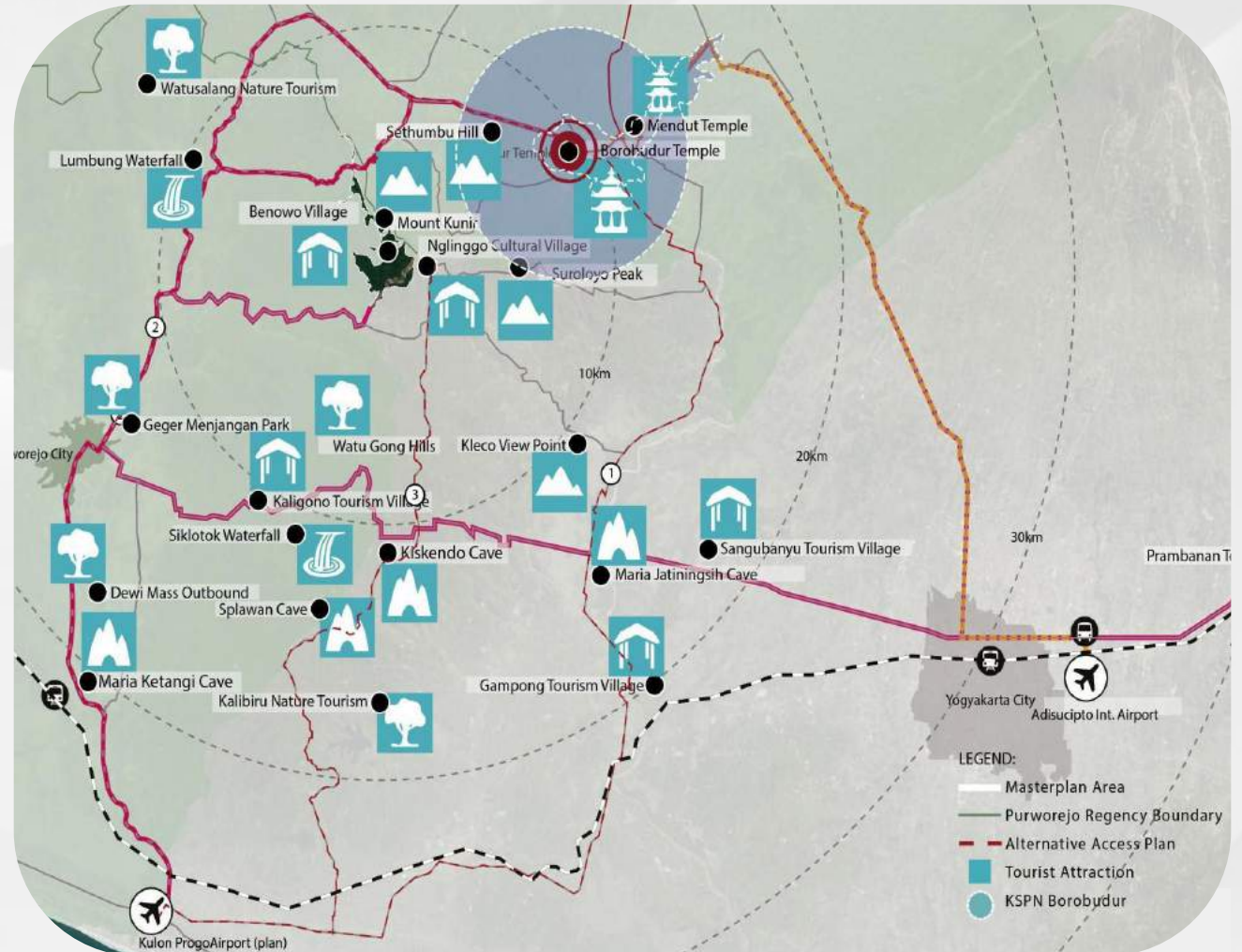


Dagi Hill

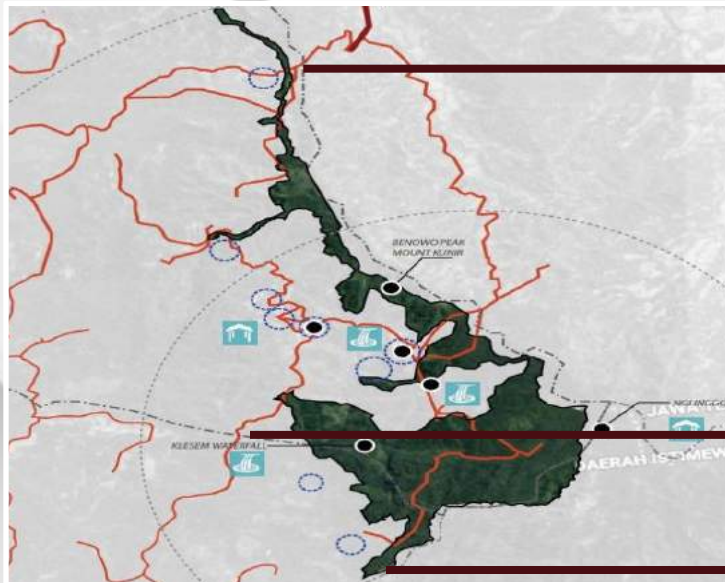


Elephant Safari

## Attractions beyond the Borobudur area



# Accessibility



## Main Access

Entry is from the north end on the Menoreh Road. This is the shortest route to reach Borobudur Temple

## 2nd Access Alternative

Entry is from the west side on Banyuasin Road, which branches out from Purworejo City

## 3rd Access Alternative

Entry is from the south end on Loano-Samigaluh Road, which is a continuation of Banyuasin Road

Borobudur temple is ~9km away from Borobudur Tourism Authority Zone, which is approximately A 60-minute drive



## 3 Major Airports Available



Adisumarmo Solo International Airport (strengthened by the new airport rail link)



Adisucipto International Airport



Kulon Progo Airport (will launch in April 2019)

## 3 Priority Toll Roads

- 300.09 km (Pejagan – Pemalang – Batang – Semarang – Solo – Mantingan)
- 25.25 km (Semarang – Demak)
- 71.56 km (Yogya – Bawen)

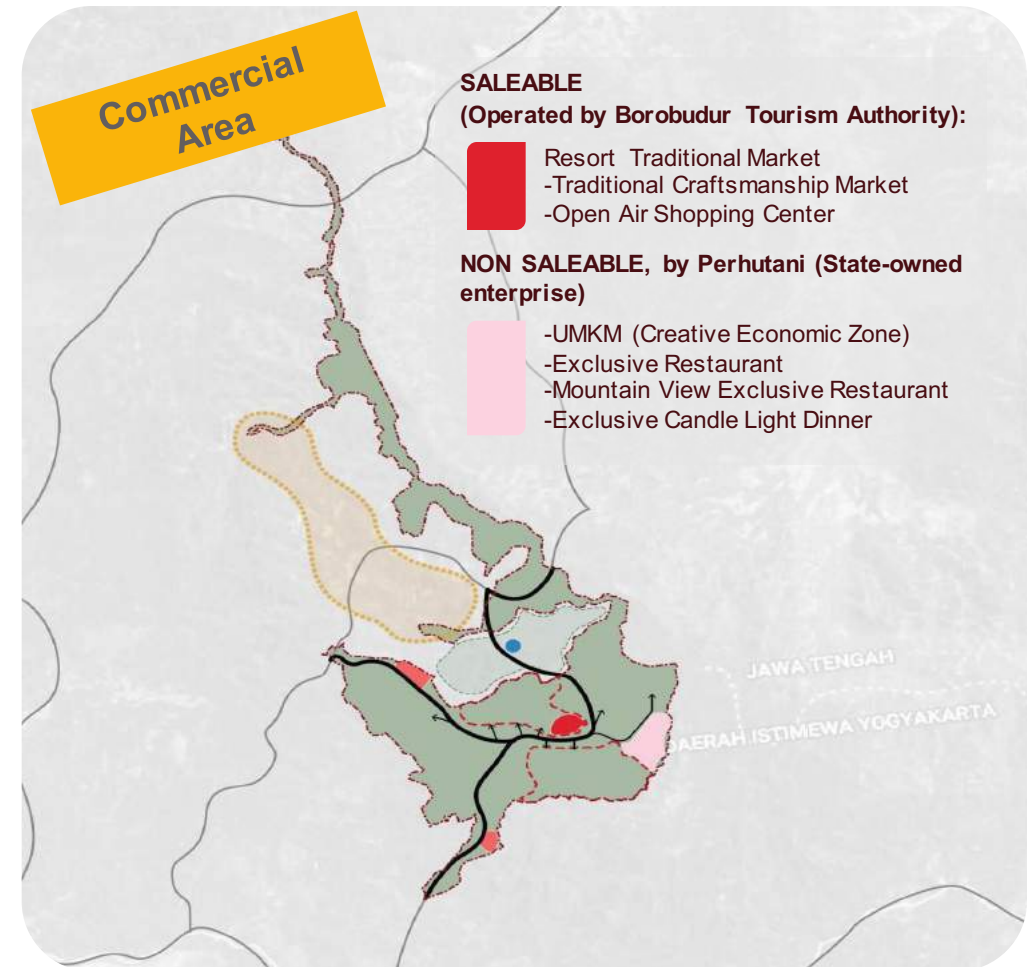
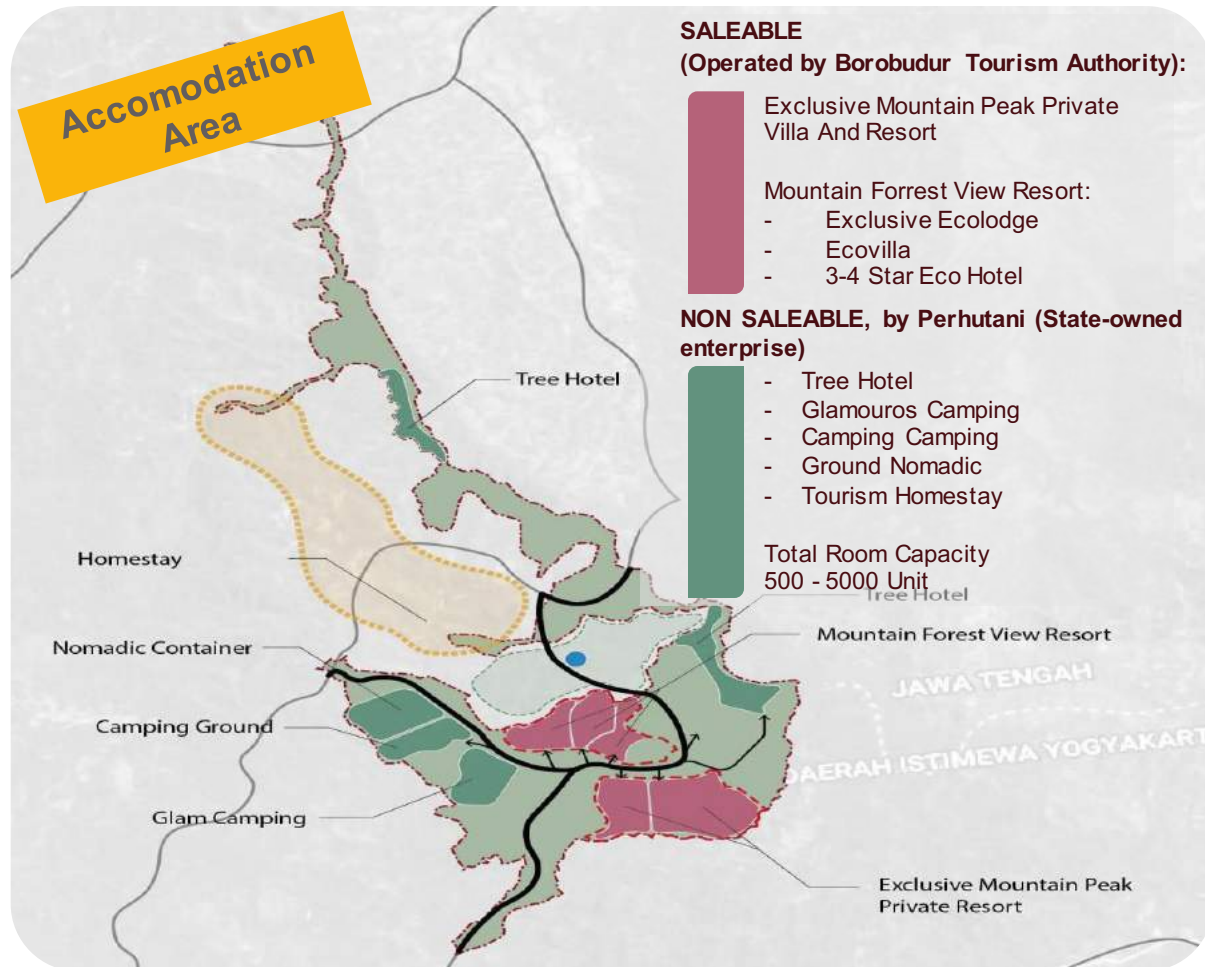
## 3 Main Parking Areas

- Borobudur Parking Lot
- Abu Bakar Ali Multi-story Carpark
- Ngabean Parking Lot

Total  
Parking  
Capacity:  
~100  
Buses

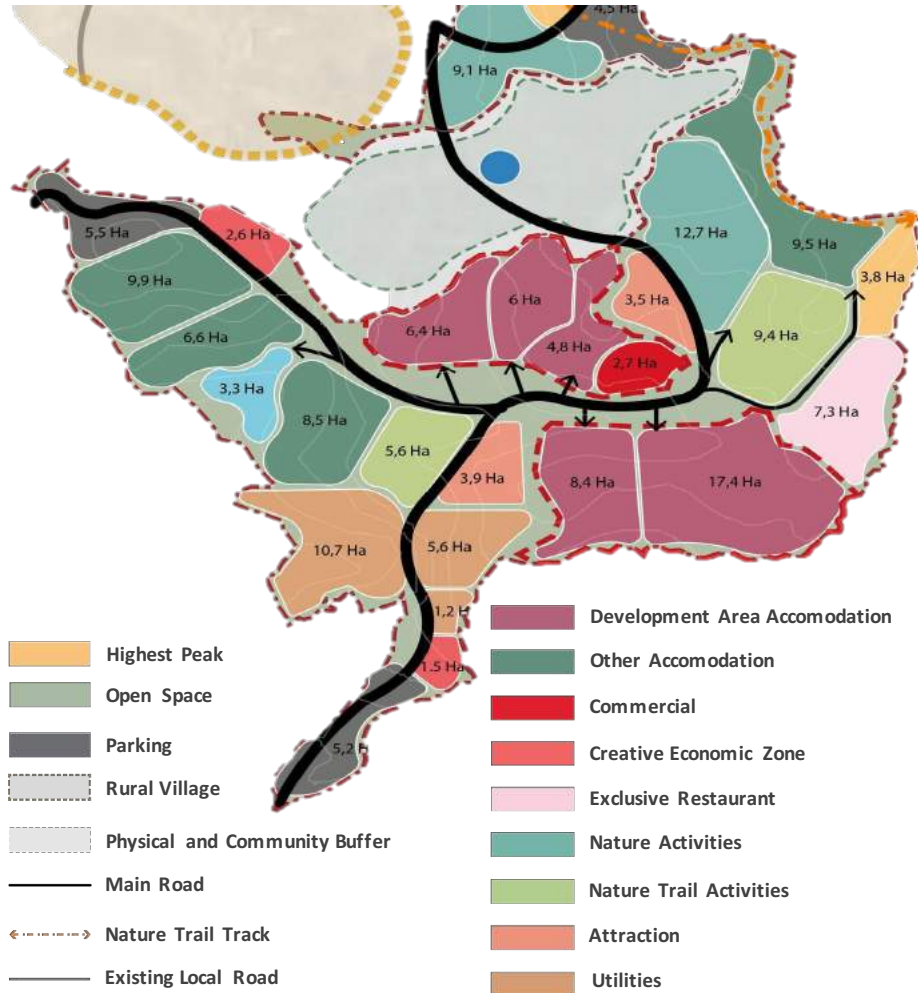


Investors may take part in the development of two main projects of accommodation and commercial areas in the Borobudur vicinity. The government will also develop certain lodgings and small business that are non-saleable, which will complement the saleable investments.



# Borobudur Investment Plan

Within the coordinative area of Borobudur, Investor will be able to develop a total area of 45.7 Ha.



	Land Use	Area		%	
		Sqm	Ha		
Development Area	Accommodation	Deluxe Resort	172,525.58	17.3	5.80%
		Exclusive Resort	257,887.29	25.8	8.60%
	Commercial	Commercial	26,760.78	2.7	0.90%
<b>Saleable (Operated by Borobudur Tourism Authority)</b>		<b>457,173.65</b>	<b>45.7</b>	<b>15.30%</b>	

Outside Development Area	Accommodation	Nomadic Container	98,616.92	9.9	3.30%
		Glam Camping	85,017.99	8.5	2.80%
		Camping Ground	66,328.10	6.6	2.20%
		Tree Hotel	149,042.75	14.9	5.00%
	Commercial	Exclusive Restaurant	72,668.89	7.3	14.00%
		Creative Economic Zone	41,046.41	4.1	
	Natural Activities	Agrotourism	149,447.40	14.9	5.00%
		Horse Riding	33,398.51	3.3	1.10%
		Outdoor Activities	218,099.47	21.8	7.30%
		Natural Trail Attraction	352,562.82	35.3	11.80%
		Highest Peak	123,021.78	12.3	4.10%
		Waterfall	32,955.79	3.3	1.10%
	Attraction	Eternal Flame Village	39,185.25	3.9	1.30%
		Martial Art	35,288.92	3.5	1.20%
	Utility	Utilities	162,463.17	16.2	5.40%
Dorm		12,114.54	1.2	40.00%	
Parking Area	Parking	166,325.35	16.6	5.60%	
<b>Non Saleable with Perhutani (state-owned enterprise)</b>		<b>1,837,584.06</b>	<b>183.8</b>	<b>61.30%</b>	

Road		49,995.07	5	1.70%
Natural Trail Track		25,693.79	2.6	0.90%
Open Space		626,267.40	62.6	20.90%

<b>Total Area</b>		<b>2,996,713.97</b>	<b>299.7</b>	<b>100%</b>
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# Borobudur Investment Plan: Projects to Offer



	Potential Projects	Sector	Business Scheme	Investment Size
1	International Exclusive Eco-Resort	Property Development	<ul style="list-style-type: none"> <li>• Land Lease Agreement (up to 80 years).</li> <li>• Revenue Sharing.</li> <li>• Other Agreeable cooperation.</li> </ul>	USD 45 million
2	International Luxurious Eco-Resort	Property Development	<ul style="list-style-type: none"> <li>• Land Lease Agreement (up to 80 years).</li> <li>• Revenue Sharing.</li> <li>• Other Agreeable cooperation</li> </ul>	USD 41 million
3	Supporting Amenities within Authority Zone	Commercial Facilities	<ul style="list-style-type: none"> <li>• Land Lease Agreement (up to 80 years).</li> <li>• Revenue Sharing.</li> <li>• Other Agreeable cooperation</li> </ul>	USD 4,5 million
4	Outdoor Activity and Adventure Park	Attraction Development	<ul style="list-style-type: none"> <li>• Land Lease Agreement (up to 80 years).</li> <li>• Revenue Sharing.</li> <li>• Concession</li> <li>• Other Agreeable cooperation.</li> </ul>	USD 3,5 million
5	Basic Infrastructure within Authority Zone	Infrastructure Development	<ul style="list-style-type: none"> <li>• Partnership for Development and Operations.</li> <li>• Other Agreeable cooperation.</li> </ul>	USD 36 million



**Bromo-Tengger-Semeru**  
*“International Geo-Ecoculture Park”*



# Investment Opportunities

Legal Owner

Bromo-Tengger-Semeru Tourism Authority

Location

East Java

Land Area

325 Ha

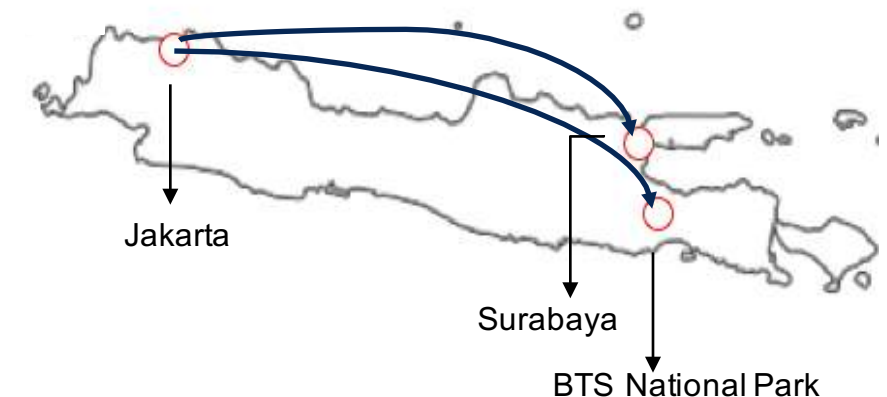
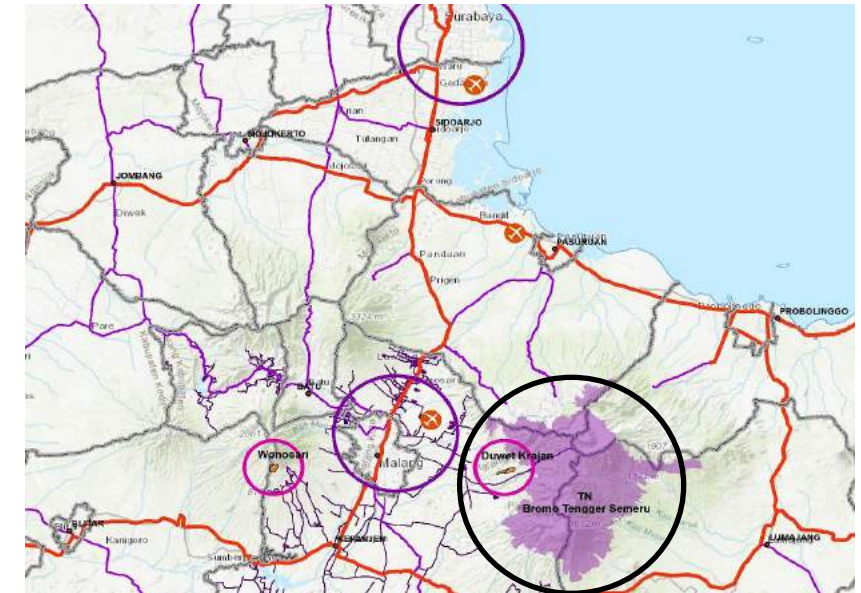
Legal Basis

To be ratified by 2019

Investment Value

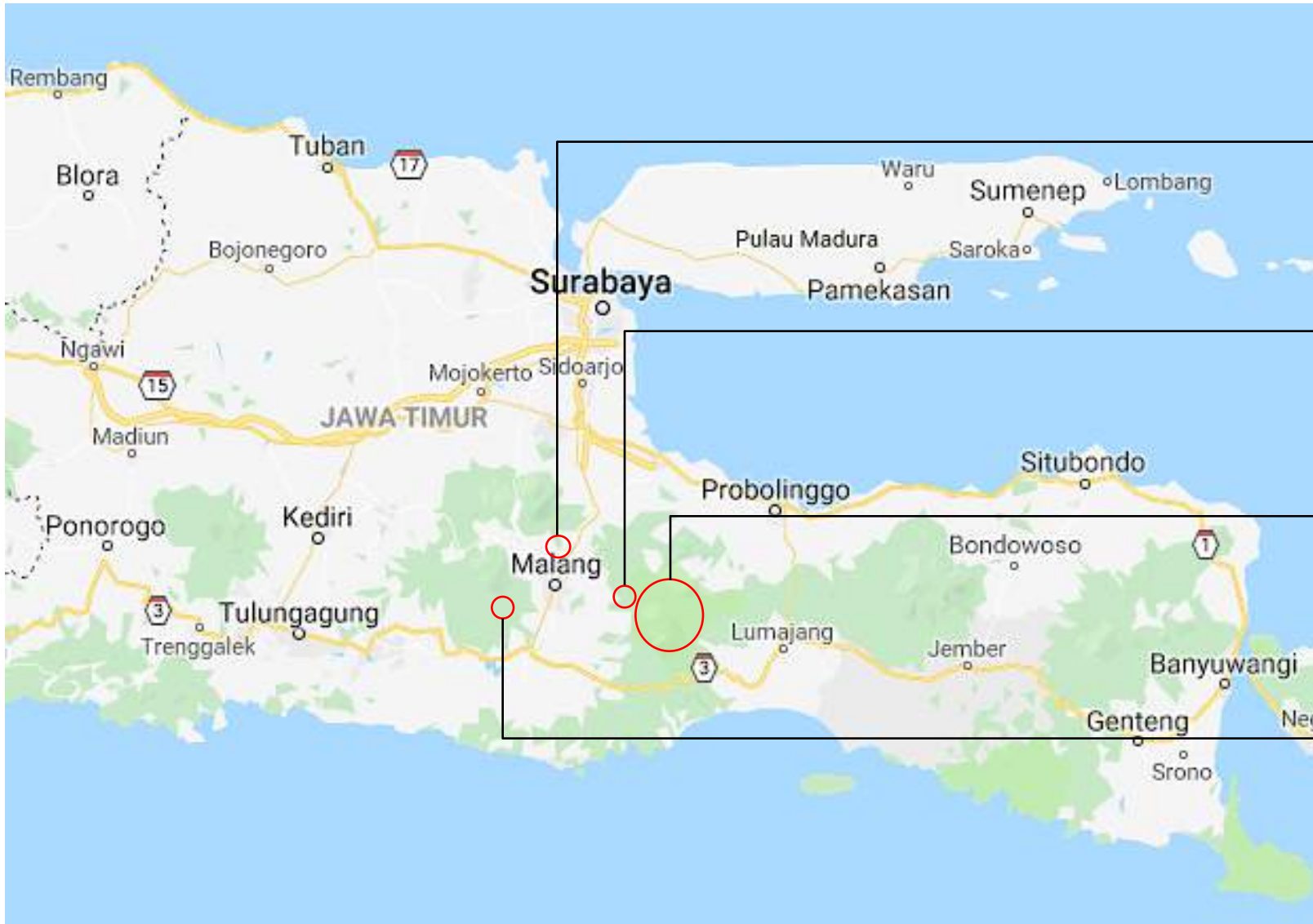
Estimated up to USD 1,400 million (public+private investment)

- Bromo-Tengger-Semeru (BTS) National Park is located in East Java, about a 3-hour drive from Juanda International Airport, Surabaya (Capital City of East Java and 2<sup>nd</sup> biggest city in Indonesia) and 1.5 hours from Abdul Rahman Saleh Airport, Malang.
- Areas of Investment:
  - Area of 151 Ha at Wonososari, Malang
  - Area of 174 Ha at Duwet Krajan, Malang
  - Area of 298 Ha at Special Economic Zone (KEK) Singasari, Malang
- Investment opportunity in the green valley of rainforest with spectacular landscape.
- Tourism industry in Bromo-Tengger-Semeru is at initial stage. The estimated projection of 12-year IRR for a mid class hotel investment in Bromo-Tengger-Semeru areas is approximately 13% - 15%\*. However, the IRR could potentially be higher for an integrated tourism area which consist of hotel and commercial sites (subject to financial analysis).



\*This is indicative IRR only, assuming 100% equity. Subject to financial analysis and review by investors.

# Investment Opportunities



## Special Economic Zone Singhasari

● Location: Singasari, Malang  
Area: 298 Ha

## Duwet Krajan

● Location: Tumpang, Malang  
Area: 174 Ha

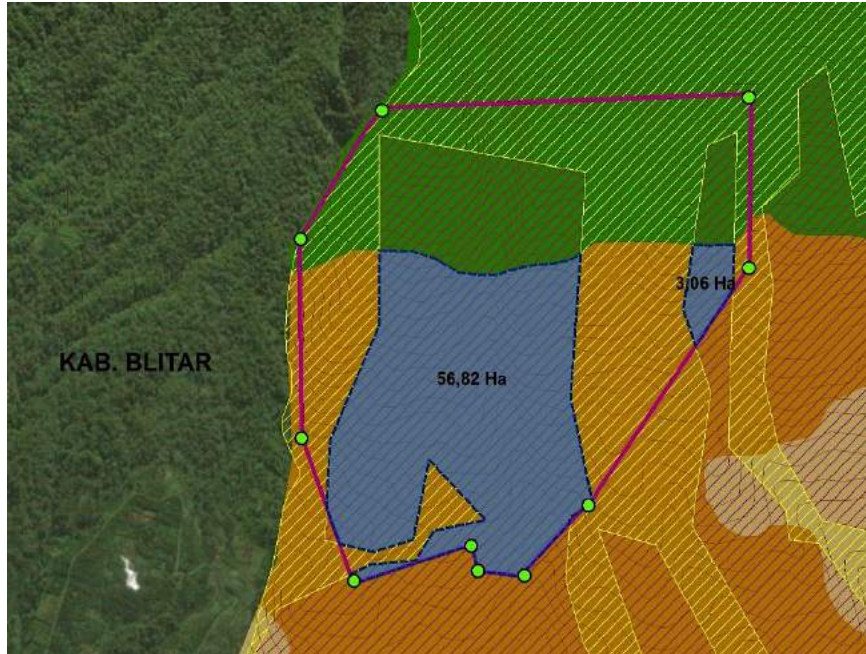
## Bromo-Tengger-Semeru National Park

## Wonosari

● Location: Wonosari, Malang  
Area: 151 Ha



# Wonosari (151 Ha)



Forest area based on SK Menhut 395/2011

- Wonosari Delineation Area
- Protected Forest
- Fixed Production Forest
- Space pattern RTRW Malang Regency
- Plantation
- Sawah Irigasi
- Protected Forest

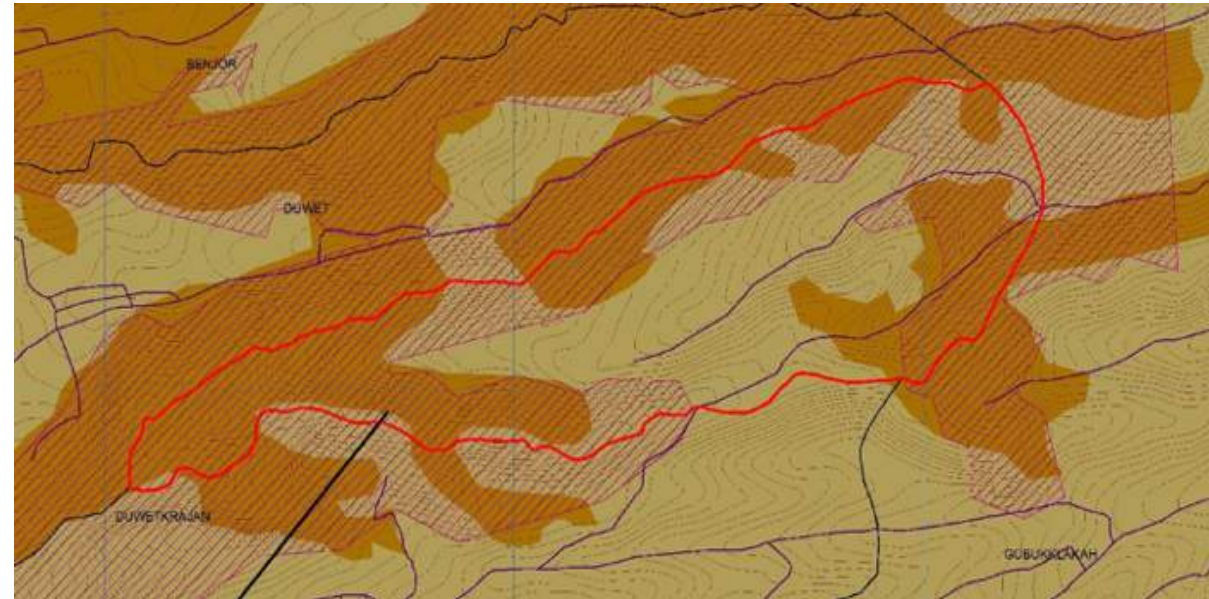
Wonosari is located in the area at an altitude of 1000-1300 m and declivity of 15-20%



**Business Scheme**  
 - Land Lease Agreement  
 - Cooperation with Perhutani (Government Owned)

# Duwet Krajan (174 Ha)

WCapital Advisory



- Protected Forest
- Road
- Plantation
- Sawah Irigasi



Located at an altitude of 780-1180 m and declivity at >40%

**Business Scheme**  
 - Land Lease Agreement  
 - Cooperation with Perhutani (Government Owned)



# Bromo-Tengger-Semeru and East Java Overview



East Java including Madura island is a province in Indonesia that is located in the eastern part of Java Island, to the west of Bali Island, across the small strait of Bali. The capital city is Surabaya, the second largest city in Indonesia and a major industrial city in Indonesia.

According to Indonesia 2010 census, the total population of East Java is 37,4 Million, making it the second most populous province in Indonesia, it was estimated that the number of population in 2017 was 39 million.

East Java is a province with the second largest share of GDP contribution after DKI Jakarta at 14.6% and has grown by 5.45% YoY in 2017. In 2018, it is estimated that the economic growth of East Java reached 5.6% YoY. This is largely due to the improving connectivity between regions in Indonesia. Coffee, leather, and tourism have also boosted the economic growth in East Java.



East Java has some magnificent destinations, such as Bromo-Tengger-Semeru National Park, Ijen Crater, Baluran National Park, Makadipura Waterfall, and Bawean Island.

Bromo-Tengger-Semeru is a Geo-Culture Park named after its two mountains, Mount Bromo (2329 m), Mount Semeru (the highest in Java at 3,676 m), and Tengger Tribe who inhabit the area. It is also the only conservation area in Indonesia that has a massive sea of sand that covers the total area of 5,250 Ha at an altitude of about 2,100 m.

The main attraction to the visitors are the landscape such as the Mount Bromo crater, Mount Batok, Mount Semeru Volcano, Mount Penanjakan for the iconic view of the park, Luhur Poten Temple, and Ranu Kumbolo.

Caldera at night can drop to 0° C, but it's mostly at 10° C. Daytime temperature is comfortable between 15-20° C.



# Accessibility



## Seaport

Tanjung Perak, around 95 km from the investment locations, 1<sup>st</sup> class seaport



## Train Station

Malang Train Station, around 15 km from KEK Singhasari. It is a type A train station

## Airport

Juanda International Airport, located in Surabaya

Abdulrachman Saleh Airport, located in Malang



## Roads

- National and Provincial roads are readily accessible
- Toll Roads Development at Pandaan-Malang (38,000 KM), Probolinggo-Banyuwangi (172 KM) and Pasuruan-Probolinggo (45 KM) for better access





## Existing



Savana Bromo



Ranu Kumbolo



Mount Penanjakan



Tengger Tribe Tradition



Whispering Sand and  
Batok Mountain



Luhur Poten Temple

## Development in Progress



SEZ Singhasari Integrated  
Tourism Complex  
(Operational by 2021)



# Amenities



## Development of Settlement Area

- Road, street lighting, and drainage construction at Ranupani and Argosari
- Public Toilet construction at Ranupani
- Access to electricity



## Environmental Sanitation

- Tourist Toilet at Tosari, Ngadas, Senduro, and Ngadisari
- Waste water treatment facility, Garbage bin, and landfills at Tosari
- Procurement of Garbage bin at tourist places



## Development of drinking water supply system

- Development of drinking water supply system at Bromo-Tengger-Semeru Area, including Senturo and Sukapura



## Transportation

- Off-road car and Motorcycle rental for visitors to be able to enter the National Park
- Road access availability to each developing area



# Tourism Growth

The iconic, stunning volcanic mountains in this park has contributed to a significant rise in local and foreign tourism.

### Total Visitors



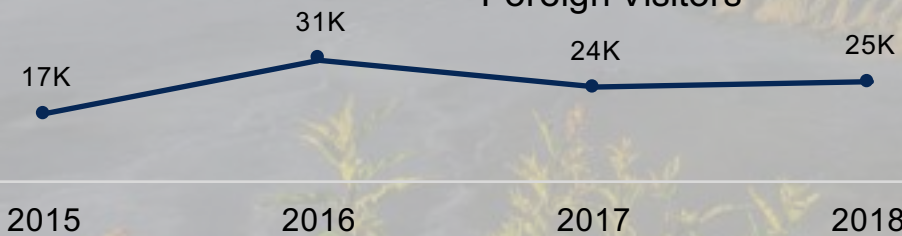
**CAGR  
(2015-2018):  
20%**

### Domestic Visitors



**CAGR  
(2015-2018):  
21%**

### Foreign Visitors



**CAGR  
(2015-2018):  
14%**



# Mandalika

*“World’s Best Halal Tourism”*





# Investment Opportunities

Legal Owner	Special Economic Zone ITDC
Location	Mandalika
Land Area	1,175 Ha
Legal Basis	Entitled as Special Economic Zone
Investment Value	Estimated USD 3,000 Million (public + private investment)

- Mandalika is located at the south of Lombok (around 25-minute drive time).
- This area has 5 beaches altogether that would make up for 16 km coastal beach front.
- Indonesian Tourism Development Cooperation (ITDC) as the manager for Mandalika SEZ will create 12,000 rooms, 350,000 m<sup>2</sup> commercial space, 78 berths marina, and 120 Ha Theme Park.
- The world's first Moto GP Circuit built from design and geared towards E-Races is planned to be developed. This will be a 4.32 Km Street Circuit with 18 turns, accommodating 50K visitors (main audience) and over 100K visitors at hill-view area.
- Estimated IDR 4.2 trillion of Infrastructure Investment planned.
- The estimated projection of 12-year IRR for a mid-class hotel investment in Mandalika area is between 15.6% - 18.3%\* (subject to financial analysis). However, the number could be higher since Lombok is already a famous destination. With SEZ, tourist number is expected to rise dramatically.



\*This is indicative IRR only, assuming 100% equity. Subject to financial analysis and review by investors.



# Lombok - Mandalika Overview

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Advisory



With divine beaches, the majestic Mountain Rinjani and spectacular marine life to discover, the island of Lombok in West Nusa Tenggara has no shortage of attractions both in and out of the water. It's no wonder that Lombok became one of the most popular destinations in West Nusa Tenggara.

Lombok is an island located about 1 hour and 45 minutes away from Jakarta by airplane. It is a 30-minute flight from Bali and 25 minutes away from the International Airport in Praya. The Airport is connected internationally (Singapore, Malaysia, China and South Korea).

Central Lombok is where the lovely beaches are situated. Kuta Beach, Tanjung A'an, and Mawun Beach are just a few on the list. Tourists can brush up their wave riding skills in the splendid Selong Belanak Beach, or make way to Merese Hill and enjoy the view. It is also home for Captive Sea Traffic from yachts and cruise liners connecting Australia to the rest of the region.

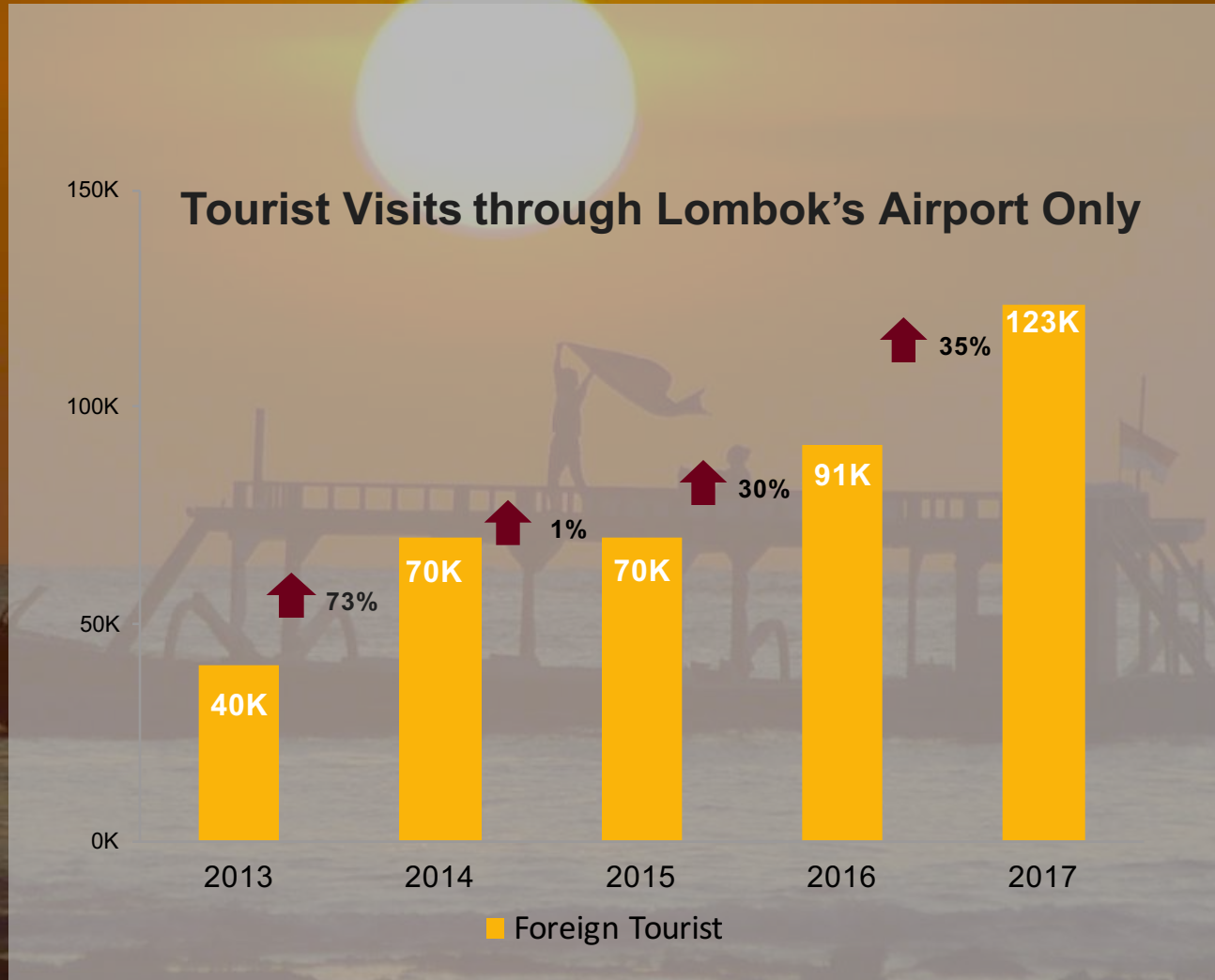


Along the south coast of the beautiful Lombok island lies a long and wide stretch of beautiful white sand beach facing the glistening Indian Ocean. On the background are lush green hills and mesmerizing landscapes. This is Mandalika, once a surfers' best kept secret, now it has emerged as the island's capital of leisure. Mandalika shouts heaven from all of its enchanting corners.






The special tourism economic zone boasts vibrant bars and nightclubs, thrilling racing circuits, exciting water parks, luxurious hotels and resorts, fascinating golf courses, rejuvenating spas, and plenty more; there's everything for everyone at this 1,250 hectares paradise. The tourism industry in Mandalika rivals that of its neighbor island, Bali.

A new bypass road has been developed and more are to be approved to provide even better connection from the airport to the Mandalika.

# Foreign Tourists' Growth in Lombok



## Highest Nationalities As per 2017

-  **1st Malaysia**  
54,710
-  **2nd China**  
8,154
-  **3rd Singapore**  
5,364
-  **4th United Kingdom**  
4,937
-  **5th South Korea**  
4,492



# The Mandalika Confirmed Plan Ammenities

**Mini Mall & Aloft Hotel**  
178 Room Keys  
Online 2019/2020




**Mysk by Shaza**  
300 Room Keys  
Online Q4 2020



**ARTOTEL**

**Beach Club by Artotel**  
Online 2019/2020

**Shaza Resort**  
100 Room Keys (All Villas)  
Online Q4 2020




**X2**  
CROSSIO

**X2**  
240 Room Keys  
Online 2020

**Club Med Resort**  
350 Room Keys  
Online Q3/Q4 2020




**Paramount Lombok Resort & Residences**  
414 Room Keys  
Online Q2 2020



OFFICIAL LICENSEE OF PARAMOUNT


**Lagoon Resort & Residences Marriott**  
342 Room Keys  
2020



**Pullman**  
HOTELS AND RESORTS

**Pullman Resort**  
264 Room Keys  
Online Q2 2020

**Royal Tulip Resort**  
199 Room Keys  
Online Q1 2020



**Novotel Lombok**  
102 Room Keys  
Operational



**102 Room Keys operational**  
(excl. Villas and Homestays)

**1.771 Room Keys**  
Signed | Final Design | Construction

**1.255 Room Keys**  
Contract Negotiation | Design Concept

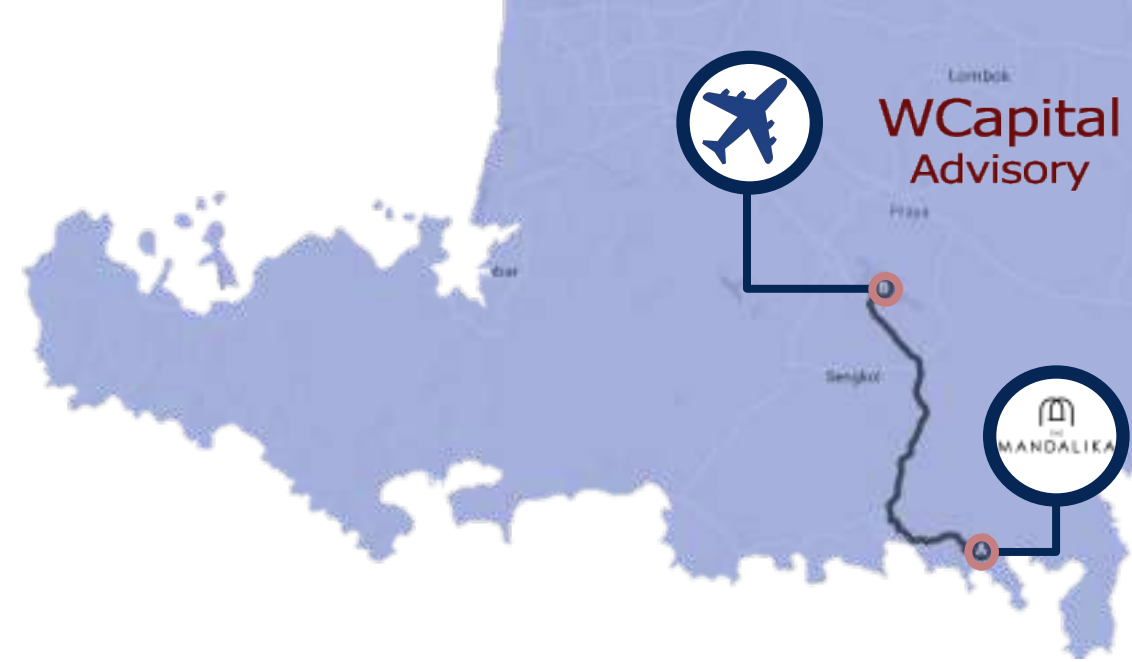


# Accessibility

## Airport

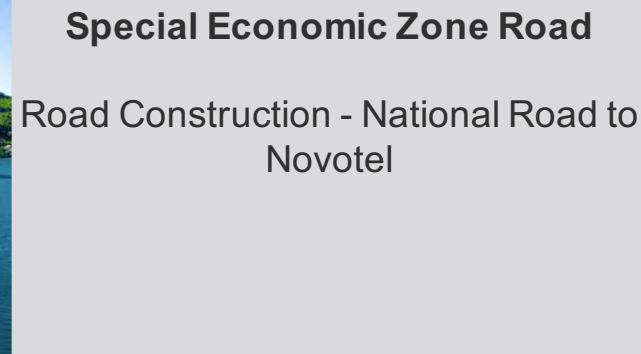
International Airport Lombok located at the heart of Lombok Island.

The airport will be connected with 17 Km Bypass Road



## Cruise Ship Sea Port

Located at Lembar at the South West Part of Lombok



## Special Economic Zone Road

Road Construction - National Road to Novotel



## Special Economic Zone Landscape

Progress – Kuta Promenade



## Road

National Road to Tanjung Aan





# Attractions

Existing

Future

Kuta Beach Park

Lombok Pink Beach

Moto GP

27-Hole Golf Course

Sasak Ende Village

Theme Park

Marina Water Front

Mice Venue

Tanjung Aan

Bazaar Mandalika

2,500 Hotel Rooms

Gerupuk Beach





## Labuan Bajo

*“The Gate Point of World’s Eco-Tourism in East  
Nusa Tenggara ”*



# Investment Opportunities

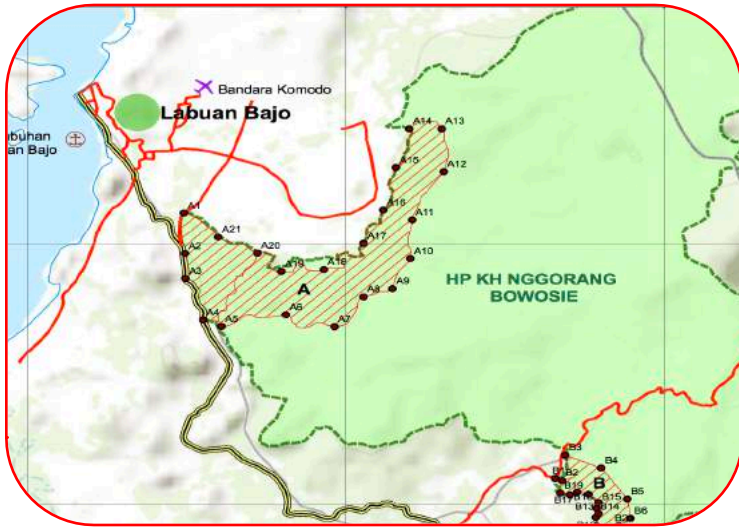
<b>Legal Owner</b>	Tourism Authority (BOP) Labuan Bajo
<b>Location</b>	West Manggarai, East Nusa Tenggara
<b>Land Area</b>	400 Ha (under BOP authority)
<b>Legal Basis</b>	The establishment of BOP Labuan Bajo under Perpres No. 32/2018
<b>Investment Value</b>	USD 1,180 Million (public + private investment)



- The iconic attraction in the area is Komodo National Park which was established as World Heritage Site in 1991 and UNESCO Man & Biosphere Program in 1977.
- Labuan Bajo is a scenic harbor town in eastern Indonesia which can be reached within 1.5-hour flight from Jakarta or 1 hour and 15 minutes flight from Lombok. The Komodo Airport in Labuan Bajo also has connectivity across Indonesia, making it easy to incorporate a trip to Labuan Bajo as part of a wider trip to Indonesia.
- Other popular means of transport is by boat where travellers can enjoy a scenic route along Flores' beautiful coastline.
- Ever since the opening of Komodo Airport, Labuan Bajo has enjoyed a tourism boom. The upgraded airport is expected to boost tourist arrival by 10 times. The plan to upgrade the airport to international status is also underway.
- The estimated projection of 12-year IRR for a mid-class hotel investment in Labuan Bajo area is between 15.8% - 18.0%\* however, the IRR could potentially be higher for an integrated tourism area which consist of residential, hotel, and commercial sites (subject to financial analysis).

\*This is indicative IRR only, assuming 100% equity. Subject to financial analysis and review by investors.

# Investment Opportunities



## Torong Wani

Area: 281 Ha  
 Owner: private  
 Business opportunities: integrated tourism area  
 Estimated required funds: USD 19 M

## Loh Camba

Area: 619 Ha  
 Owner: private  
 Business opportunities: integrated tourism area  
 Estimated required funds: USD 41 M

## Bowosie Tourism Authority Zone

Area: 400 Ha  
 Owner: Labuan Bajo Flores Tourism Authority Board  
 Business opportunities: integrated tourism area  
 Estimated required funds: USD 100 M

## Golomori Village

Area: 300 Ha  
 Owner: local community  
 Business opportunities: integrated tourism area  
 Estimated required funds: USD 68 M

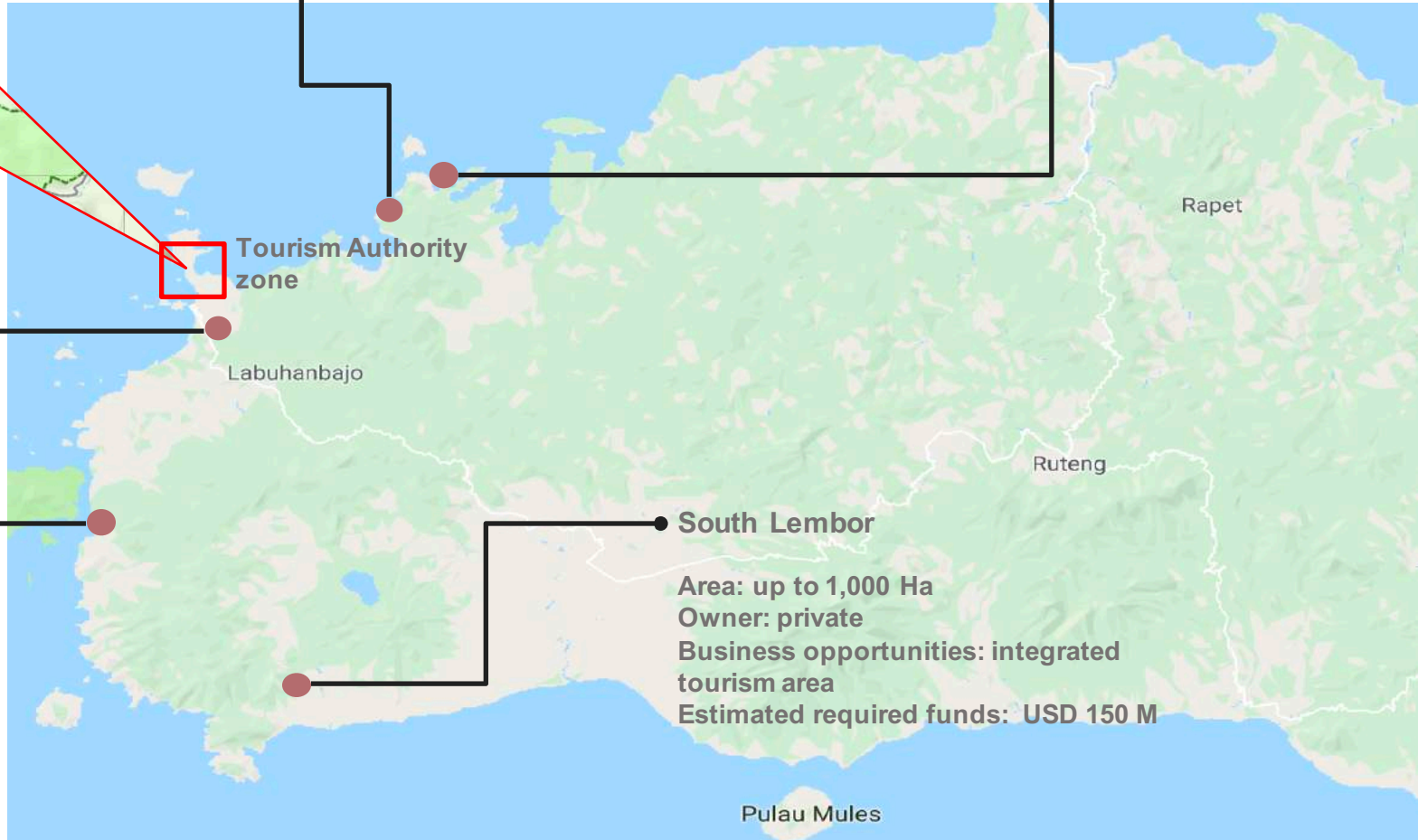
## Tourism Authority zone

Labuhanbajo

## South Lembor

Area: up to 1,000 Ha  
 Owner: private  
 Business opportunities: integrated tourism area  
 Estimated required funds: USD 150 M

 Tourism Authority zone of 400 Ha





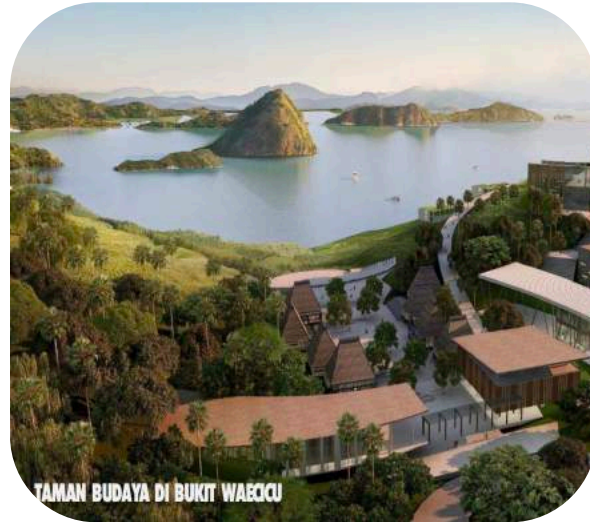
# Development Plan under Tourism Coordination Zone

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## Bukit Wae Cicu Cultural Park

Proposed facilities:

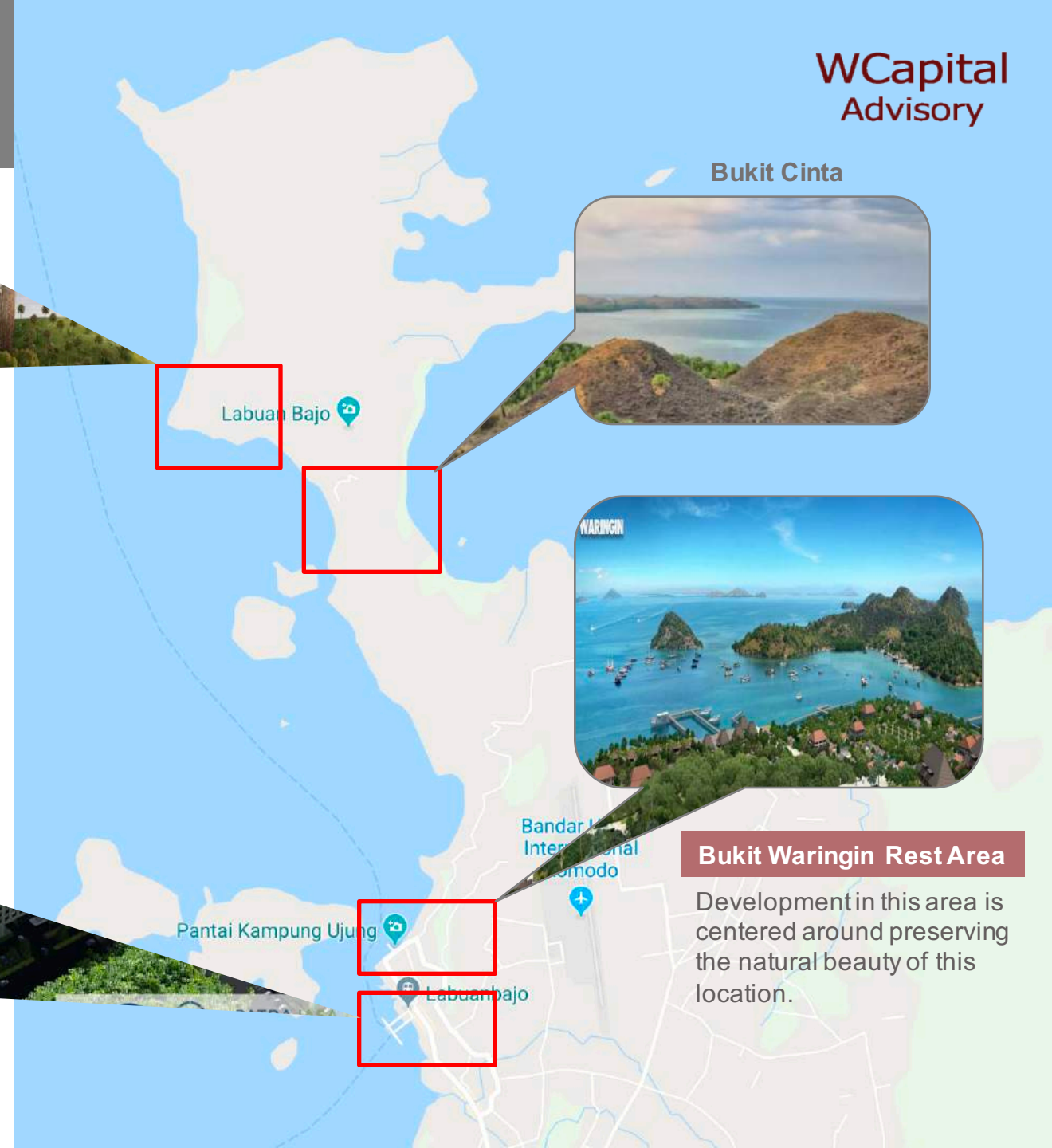
- Amphitheatre
- Auditorium
- Cultural Museum
- Flora & Fauna Museum
- Maritime Museum
- Culinary and Souvenir Center



## Labuhan Bajo Seaport upgrade

Proposed facilities:

- 94 yacht slots
- Hotel
- MICE facilities
- Commercial area
- Development of new routes
- Moveable Bridge



## Bukit Cinta



## Bukit Waringin Rest Area

Development in this area is centered around preserving the natural beauty of this location.

# West Manggarai Overview



Labuan Bajo is located in West Manggarai Regency. It is famous as the western gateway to Flores, and the launching pad for trips to Komodo National Park. Ever since the opening of Komodo Airport in 2013, Labuan Bajo is easier to reach than ever and is enjoying a boom in tourism. An increasingly wide array of hotels and other tourist amenities to suit every budget and style are popping up.

The opening of the new huge terminal at Komodo Airport is expected to increase visitor number by ten times.

The climate is tropical, hot all year round with average temperature of around 30° C. The rainy season starts from December to March, and the dry season from June to September.

West Manggarai has a population of 263 thousands where 58% of the population is at productive age. Its main economic activities are subsistence agriculture, fishing, and tourism. In 2017, annual regional GDP growth is 5.1%; in-line with national GDP growth of 5.1%.



The influence of Catholicism is strong since the 15<sup>th</sup> century under Portuguese colonization. The majority of the population in Flores are catholic and it has been integrated into their local customs as shown in Semana Santa Larantuka, a local festival to celebrate Easter.

There are several local tribes in Flores island, each with their own distinct dialects and traditions. The Manggarai tribe makes up for the majority of local inhabitants in the western part of Flores.

As part of Indonesian government 10 Priority Tourism Destinations project, this part of Flores is rich in culture and natural beauty. The government is putting serious efforts in improving the supporting infrastructures such as roads, power supply, water management plant, and other basic amenities to make Labuan Bajo a world class tourist destination.





# Amenities

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Between 2016 – 2018, Ministry of Public Works & Public Housing (PUPR) focused in improving the clean water facilities, drainage and sanitation system with a budget of IDR 82 billion in four supporting areas of Labuan Bajo i.e. Kampung Ujung, Kampung Tengah, Kampung Air, and Kampung Cempa.



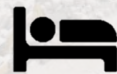
The National Electricity Company (PLN) ensures that Labuan Bajo as a tourist destination has enough power supply. Early in 2018, PLN has built a 20 MW Gas Engine Power Plant (PLTMG) in Rangko. Other focus areas are Komodo Islands and its nearby islands.



There are 2 hospitals in Labuan Bajo, Siloam Hospital is a private hospital which accepts insurance claims from several worldwide insurance companies. The other is Komodo Hospital, a state-owned general hospital.



Up to date, almost all tourist areas in East Nusa Tenggara have 3G and 4G networks to support tourism services. Internet promotions highly contributed to the hike of tourist visits since tourists could directly upload the destinations on social media.



Tourism industry is more developed in West Manggarai compared to other parts in Flores. In 2017, there are 72 accommodations ranging from luxury 5 stars resorts to budget hotels in West Manggarai. Ayana, a well-known hotel chain has also started its operation in September 2018.



With the increase of tourism in Labuan Bajo, so does the increase of wastage. Government's plan to upgrade the recycling facility to 15 tons/day is currently in progress.



Sites for local culinary center and souvenir shops have been allocated by government. The development is in progress and some will be open in 2019.



# Magnificent Tourist Attractions



Sailing trip using traditional Phinisi boat



Traditional Village of Wae Rebo



Komodo National Park

**ECO MARINE**

**CULINARY**



11 diving spots in Komodo island and Rinca island

**CULTURAL**

**NATURE**



Pink Beach in Komodo Island



Kampung Ujung night culinary center



Kelimutu Festival



Batu Cermin Cave

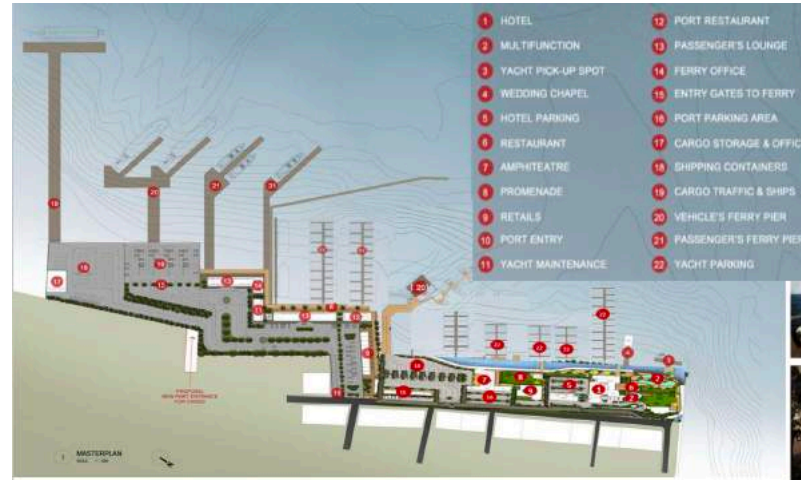


## Flight Connectivity



- Komodo Airport is currently being upgraded to international airport which will increase its capacity from 500K passengers p.a. to 2M passengers p.a. The upgrade will be completed by the end of 2019.
- There are 7 domestic airlines connecting Labuan Bajo to Jakarta, Surabaya, Denpasar, Kupang, Lombok, and few other destinations.
- The nearest international airport is El Tari Airport in Kupang.

## Sea Port

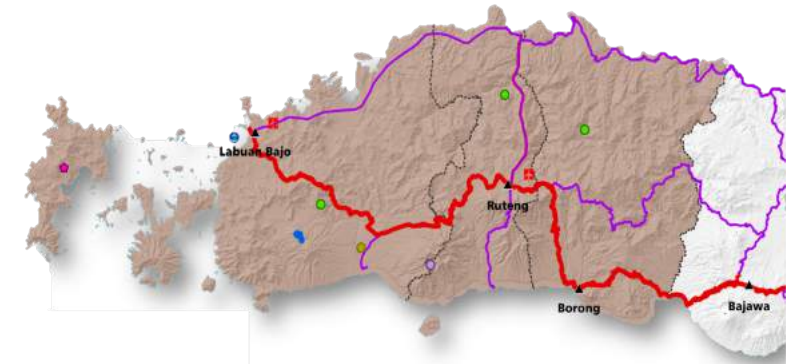


- Labuan Bajo seaport serves as the main infrastructure for sea transportation and is set to be exclusively for tourism.
- The container port which used to be in the same area is relocated to Bari, about 100 km north-east of Labuan Bajo
- As part of several cruise links both domestic and international, improvements are being made to facilitate more cruise ships.

### Future upgrades:

- Pier expansion with 94 yacht slots
- Hotel, commercial areas, and MICE facilities
- Moveable bridge

## Road



The government is committed to improve land connectivity across Flores with road construction projects starting in 2017 in 3 phases

Construction Projects	Value (IDR T)
Short term plan (2017-2019)	130
Mid term plan (2019-2022)	312
Long term plan (2022-2027)	108

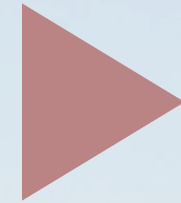
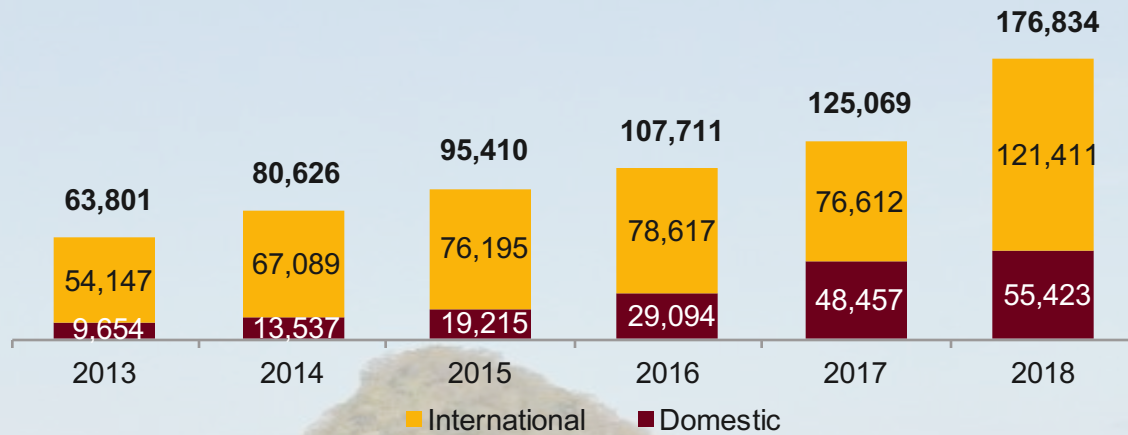
Recently, a 8.2 km access road from Labuan Bajo to Komodo Airport and a 24.5 km road connecting Labuan Bajo – Boleng – Terang – Kendidi were completed.

***“To support tourism sector, accelerating the development of supporting infrastructure is required...”***

**-Joko Widodo, President of Indonesia**

# Tourism Growth

# Tourist Visiting Labuan Bajo



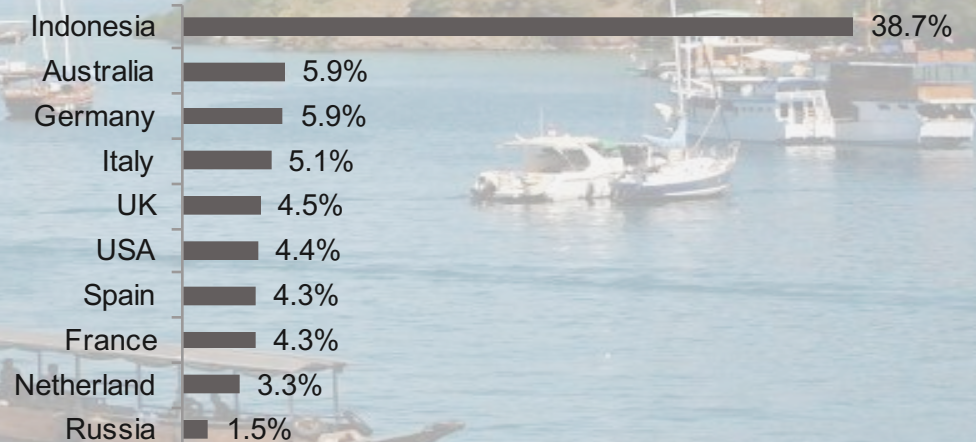
**Targeted to increase to 500,000 visitors by 2019 as the airport will be upgraded to international status.**



**1.8 days**

**The average tourists' length of stay in Labuan Bajo. International tourists tend to stay longer than domestic tourists.**

Top 10 Visitors to Komodo National Park by country of origin (2017)





## Wakatobi

*“Biodiversity, Water-Sport, and Cruise”*

# Investment Opportunities

Legal Owner	Wakatobi Tourism Authority
Location	Southeast Sulawesi
Land Area	378 Ha
Legal Basis	To be ratified by 2019
Investment Value	Estimated up to USD 1,500 million (public+private investment)

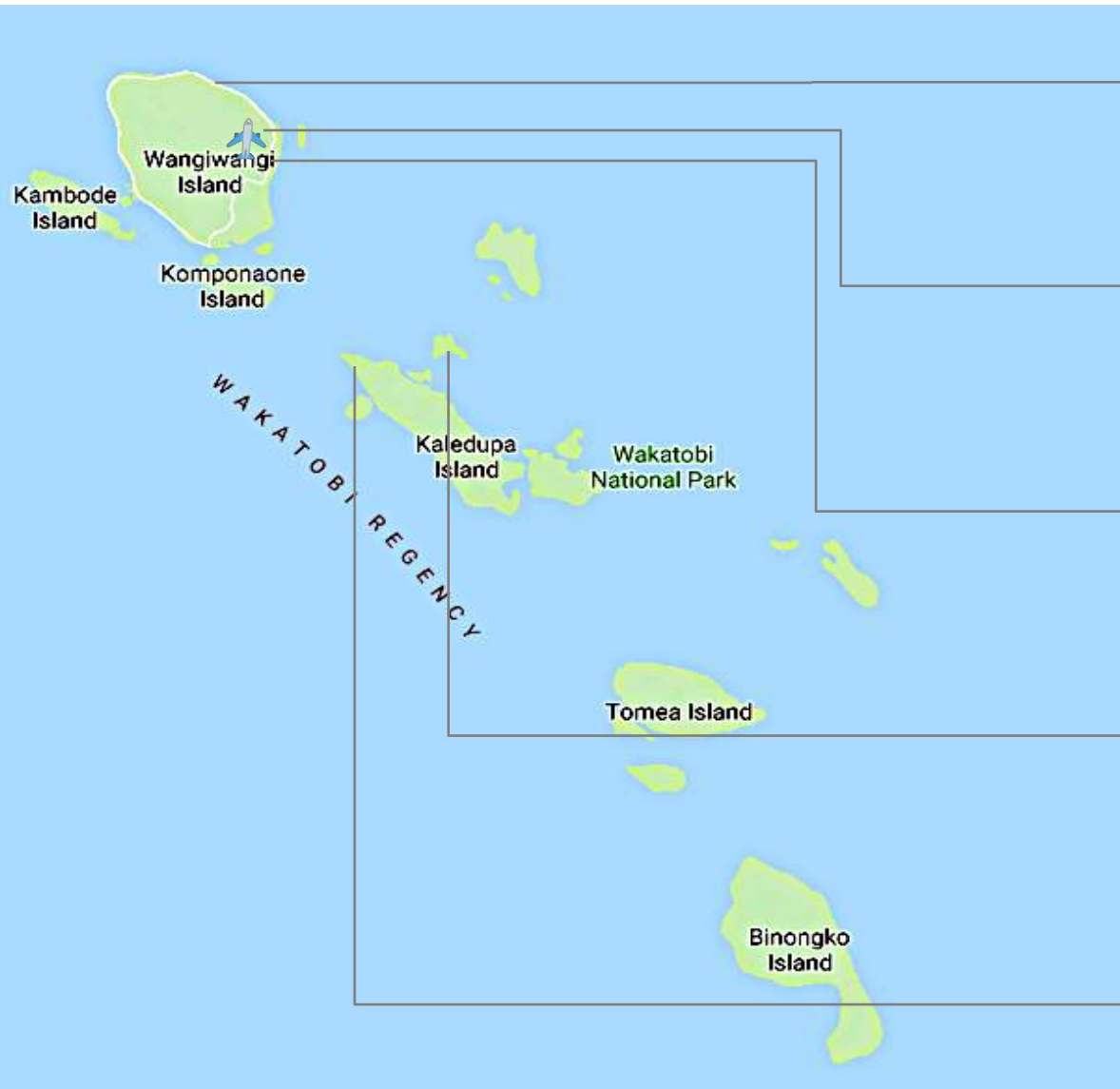
- Wakatobi is a regency located in Southeast Sulawesi, consisting of four main islands such as Wangi-Wangi, Kaledupa, Tomia, and Binongko. The district is located about 3 hours flight from Jakarta and 1 hour from Makassar, South Sulawesi.
- Areas of Investment:
  - 237 Ha on Hoga Island, small Island near Kaledupa Island.
  - 95 Ha on Wangi-Wangi Island (73 Ha at Site 1, 22 Ha at Site 2)
  - 46 Ha on Kaledupa Island
- The regency is known for its Biodiversity, Cruise Tourism, and diving destination located in "Coral Triangle" and has been appointed as biosphere reserve since 2012 by UNESCO.
- Tourism industry in Wakatobi is at initial stage. The estimated 12-year IRR for a mid class hotel investment in Wakatobi is approximately 14.7% - 17.8%\* (subject to financial analysis). However, the IRR could potentially be higher for an integrated tourism area which consist of hotel and commercial sites.

\*This is indicative IRR only, assuming 100% equity. Subject to financial analysis and review by investors.





# Investment Opportunities



## Wangiwangi Island

Location: Wakatobi Regency  
Area: 22 Ha

## Matahora Airport

Location: Wangiwangi Island, Wakatobi

## Wangiwangi Island

Location: Wakatobi Regency  
Area: 73 Ha

## Hoga Island

Location: Kaledupa, Wakatobi Regency  
Area: 237 Ha

## Sombano Village

Location: Kaledupa Island, Wakatobi  
Area: 46 Ha

## Project Profile

<b>Name</b>	Hoga Island
<b>Sector</b>	Integrated Tourism Area (Indonesia Investment Classification Code - 68120)
<b>Area</b>	237 Ha
<b>Owner</b>	Local Community (Partnership with tourism authority)
<b>Coordinate</b>	5° 27'59.1"S 123° 46'08.1"E
<b>Investment Size</b>	USD 21 Million (excluding land lease, license and permit fees)
<b>Business Scheme</b>	<p>Invest in partnership with local community with the following scheme:</p> <ul style="list-style-type: none"> <li>• Build, Operate, and Transfer</li> <li>• Joint Venture</li> <li>• Other Agreeable cooperation forms</li> </ul>





## Project Profile

<b>Name</b>	Sombano Village
<b>Sector</b>	<ul style="list-style-type: none"> <li>Integrated Tourism Area (Indonesia Investment Classification Code - 68120) – USD 50 Million</li> <li>1 Unit Marine Dock (Indonesia Investment Classification Dock) – USD 1.5 Billion</li> </ul> <p>(All of the initial investment above are excluding land lease, license, and permit fees)</p>
<b>Area</b>	70 Ha
<b>Owner</b>	Local Government (Partnership with tourism authority)
<b>Coordinate</b>	5° 28'21.2"S 123° 41'32.4"E
<b>Business Scheme</b>	<p>Invest in partnership with local community with the following scheme:</p> <ul style="list-style-type: none"> <li>Build, Operate, and Transfer</li> <li>Joint Venture</li> <li>Other Agreeable cooperation forms</li> </ul>



## Project Profile

<b>Island Name</b>	Wangi-Wangi Island
<b>Sector</b>	Integrated Tourism Area (Indonesia Investment Classification Code - 68120)
<b>Area</b>	73 Ha
<b>Owner</b>	Local Government (Partnership with Tourism Authority)
<b>Coordinate</b>	5° 19'58.5"S 123° 38'04.1"E
<b>Investment Size</b>	USD 9 Million (excluding land lease, license and permit fees)
<b>Business Scheme</b>	<p>Invest in partnership with local community with the following scheme:</p> <ul style="list-style-type: none"> <li>• Build, Operate, and Transfer</li> <li>• Joint Venture</li> <li>• Other Agreeable cooperation forms</li> </ul>





Project Profile	
<b>Name</b>	Wangi-Wangi Island
<b>Sector and Investment Size</b>	<ul style="list-style-type: none"> <li>• 1 unit of 3 star Hotel (80 rooms) – USD 3 Million</li> <li>• 1 unit of 4 star Hotel (100 rooms) – USD 5 Million</li> <li>• 2 units of restaurant - USD 350,000</li> <li>• 2 units of Café - USD 178,000</li> </ul> <p>(All of the initial investment above are excluding land lease, license, and permit fees)</p>
<b>Area</b>	22 Ha
<b>Owner</b>	Local Government (Partnership with BOP)
<b>Coordinate</b>	5° 15'35.7"S 123° 36'25.1"E
<b>Business Scheme</b>	<p>Invest in partnership with local community with the following scheme:</p> <ul style="list-style-type: none"> <li>• Build, Operate, and Transfer</li> <li>• Joint Venture</li> <li>• Other Agreeable cooperation forms</li> </ul>



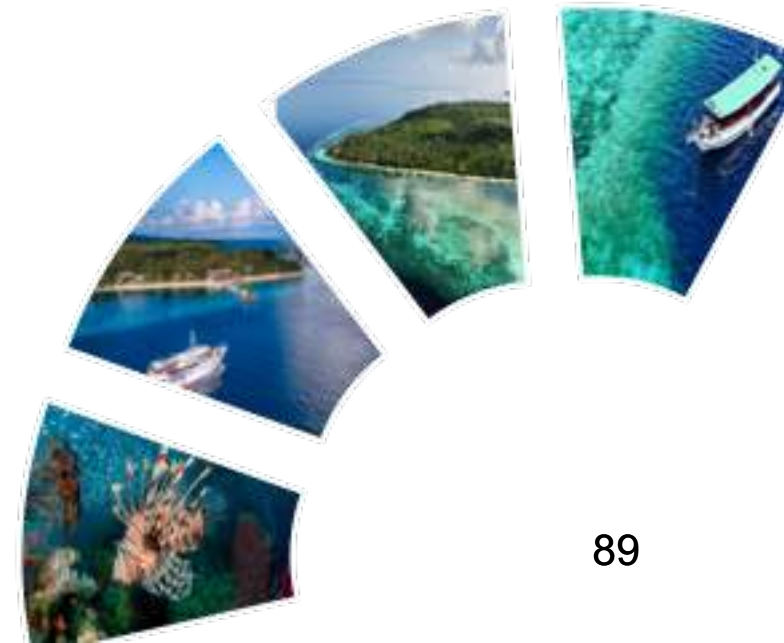
# Southeast Sulawesi and Wakatobi Overview

Southeast Sulawesi is a province located in Sulawesi Island, it spans across the southeastern peninsula of Sulawesi with several big islands such as Buton, Muna, Kabaena, and Wawonii. The capital city is Kendari, located on the east coast of the peninsula.

The estimated population of Southeast Sulawesi in 2014 was 2.4 million. Most of the land area of southeast Sulawesi is covered by natural jungle, with extensive plantation of teak and ironwood, which are used for local handicraft and contribute to the local economy.

Wakatobi is a national marine park covering the entire Wakatobi district in Southeast Sulawesi. It comprises a total of 1.4 million Hectares, of which 900,000 Hectares are decorated with colorful species of tropical coral reefs.

Wakatobi is located in “coral triangle”, a triangular area of tropical marine waters of Indonesia, Malaysia, Philippines, and Salomon Island. The underwater ecosystem has 750 Coral Reef Species from the total 850 species in the world.





## Wangi-Wangi Island



---

Waha Beach

---

Cemara Beach

---

Diving Spots

---



## Kaledupa Island **WCapital** Advisory



---

Coral Garden

---

Hoga Island and Buoy

---

Outer Pinnacle

---

## Tomea Island



---

Roma Dive Spots

---

Sailing Experience

---

Marimabok and other  
Dive Spots

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## Binongko Island



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Palahidu Beach

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Diving Spots

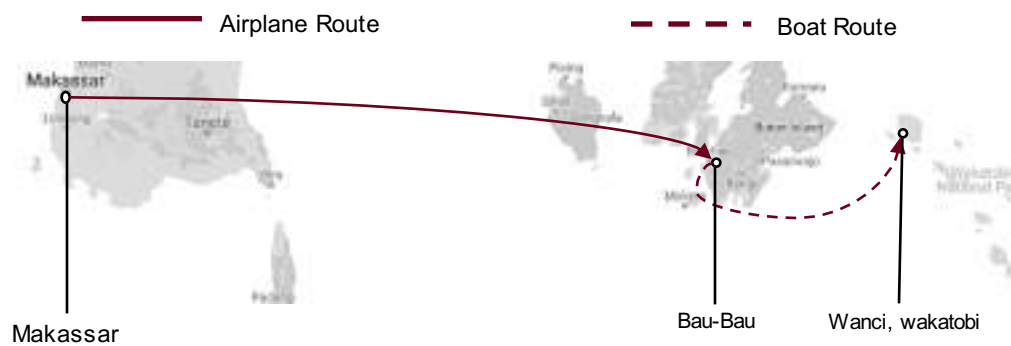
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Pasir Panjang Beach

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# Accessibility

Wakatobi can be accessed by airplane from Makassar to Bau-Bau, continued by using Public Boat or Ferry to Wanci, Wakatobi. For Island to Island accessibility, Cruise and a traditional Indonesian boat designs are provided to explore Wakatobi



It can also be accessed through Soekarno-Hatta International Airport, Jakarta, making a transit in Makassar, then arriving at Matahora Airport, Wangi-Wangi. Paved roads have also been built in its biggest islands and have also been connected to the developing area in Wangi-Wangi. Additionally, Tourist can rent a plane from Bali directly to Tomia, Wakatobi.





# Amenities

WCapital  
Advisory



## Development of Settlement Areas

- There are settlement area in each island, with 77 villages in total.
- 38 junior high and 4 senior high schools and 7 local clinics.
- Government program for improvement includes village development in Wangi-Wangi and Binongko.



## Accommodation and Restaurant

- 117 VIP rooms, 225 Standard rooms, 350 Unit Homestays including Resort in Tomia.
- 55 restaurants in Wangi-Wangi.
- 75 unit car rentals in Wangi-Wangi.



## Infrastructure

- Total paved roads length in 4 big islands is 340 KM, with 33% in smooth condition.
- Each development area in Wangi-Wangi is connected to paved road.
- Government program includes Wanci-Airport road maintenance and reconstruction, as well as improvement in Wangi-Wangi, Kaledupa, and Tomia.
- Boat (Cruise and Traditional) for islands hopping.



## Drinking Water Supply System

- Government is committed to improving the water supply through several projects, such as construction of Drinking Water Supply system in Wangi-Wangi and basic water supply in Binongko.



## Electricity

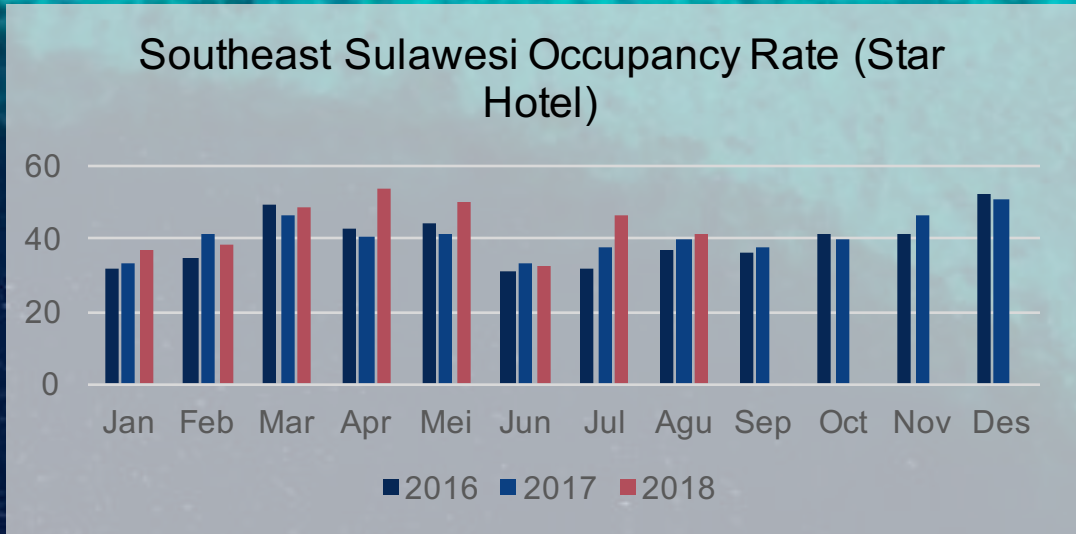
- PLN (government owned) and private sector has increased the electricity capacity in Wakatobi, it is currently able to operate for full 24-hour periods in the big four islands.



# Tourism Traffic

Total visitors as per Q3 2018 was 24,770 and predicted to reach 27,000 in 2018. The average growth of visitor in Wakatobi in the last three years is 26%. Hence, in 2019 it's predicted to reach an even higher figure at 39,000 visitors. In average up to Q3, the occupancy rate in 2018 for each month was higher than the previous year at 43%.

CAGR 3 years  
(2015-2018):  
25,68%





# Morotai

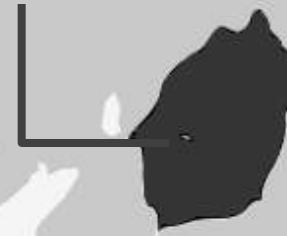
*“Window of East Indonesia”*



# Investment Opportunities

Legal Owner	Special Economic Zone JABABEKA Morotai
Location	Morotai Island
Land Area	1,101.76 Ha
Legal Basis	Entitled as Special Economic Zone under PP No. 50 Year 2014
Investment Value	Estimated USD 2,900 Million (public + private investment)

Morotai Island



Halmahera  
Island

- Morotai is located at the north of Maluku with a total land bank of 2,315 Km<sup>2</sup>. Morotai is rich for its natural beauty, white beach, coral dive, shark dive, and wreckage dive. It has 544 types of coral reef & WW II relics under the sea. Additionally, there are tons of natural resources spices and coconuts and various fishes under water.
- Special Economic Zone Morotai offers the opportunity to invest in the commercial area, residential, industrial, golf course, green buffer, and theme park. The project includes Hotel & Resort of USD 25 Million, Falla Tourism Village of USD 850,000 (on going), D'Aloha Falla Condotel of USD 1 Million, Falaila Residence (on going), and Morotai Square Streetmall of USD 5 Million.
- In the future, it is planned to create other segments across the island of Tourism Industry, Export Oriented Manufacturers, Education & Health, and Fish Processing Industry.
- The estimated projection of a 12-year IRR for a mid-class hotel investment in Morotai area is between 16% - 19.3%\* (subject to financial analysis). However, the IRR could potentially be higher since the potential of Morotai is massive and could be explored more once International airport is constructed.



# Morotai Overview



Located north of the larger island of halmahera in the province of North Maluku, the island of Morotai has a number of great beaches and interesting diving spots. The largest town here is Daruba in the south. To Morotai's north are the Philippines, to its east the Pacific Ocean.

Locals who still remember World War II would tell visitors that back in 1944-1945 Morotai was a hive of military activities with tens of sorties roaring daily from aircrafts taking off and landing at airstrips along Daruba Bay, endless stamping of thousands of military boots marching across the island, and navy ships anchoring daily carrying supplies and reinforcement.

Morotai back then was the strategic base of the Allied Forces from which they attacked posts in the Philippines and Borneo in their fight against Japanese forces during World War II.

Today, Morotai has become a vague memory in the annals of World War II military operations in the Pacific Theater. The 53,000 populated island is now back to its routine as a sleepy tropical paradise. Nevertheless, its decisive role in World War II is forever etched in history books.

Now the government plans to make Morotai into an economic hub and gateway into Indonesia from the Pacific Ocean. Morotai will be developed as a fishery, tourist, trade and services center.

The island of Morotai has now been designated as one of Indonesia's Top Priority Tourism Destinations for intense resort development.

The main attractions to the visitors are the landscape and marine tourism such as Dodola Island, fisheries, surfing, World War II Museum, shark dive, coral dive, wreckage dive and so on.

# Attractions

**Coral Diving**



**World War II Museum**



**Biodiversity**



**Wreckage Dive**



**Island Hopping**







**World Famous Surf Spot**










# Accessibilities

## Current

-  **Province Road**  
Developed by local government to access all island's surrounding
-  **Special Economic Zone 1**  
Currently being developed as a zone for tourism, manufacture, education & healthcare, and fish processing industry
-  **Airport**  
Currently catered only small aeroplane from Temate and chartered flight for domestic flights only
-  **Port of Morotai**  
The only port in Morotai that is simple with 100 meter long

## In development

-  **Province Road**  
In 2019, all province road will connect the entire island as circling province road
-  **Special Economic Zone 2**  
In process of acquiring permit for 600 Ha and will be the next tourism economic zone
-  **International Airport**  
In 2019, there will be available for regular flights and in 2020 expected to be international flights
-  **Ferry Terminal**  
Expected to serve for tourists from nearest islands that would pay extra for faster arrival time
-  **Ports**  
Future ports are provided for business and leisure purpose, additionally for water taxi accessibility around the island



# Amenities & Tourist Arrivals



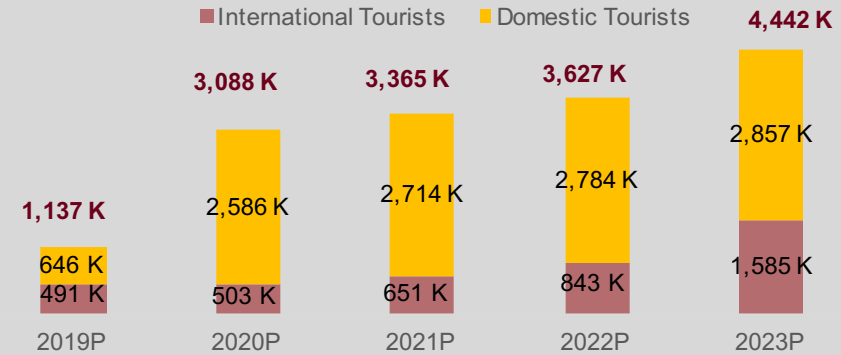
## Current Visitors



Increased CAGR from 2015 - 2017

**49%**

## Future Visitors



Increased CAGR from 2019 - 2023

**41%**

- Direct Domestic Flights
- 4 routes of Yachts & Cruises
- 14,051 Nomadic Hotels
- 100% road connection
- 4,092 4 - 5 star hotels

- International Flights

### 2017 Amenities



#### Hotels

- 15 hotels in South Morotai
- Providing 216 rooms
- An investor has built cottage samples of 5, but willing to develop 100 cottages



#### Electricity

- 11 power plants
- Could generate 2,223,849 Kwh



#### Banks

- Bank Rakyat Indonesia, Bank Pemerintah Daerah, and Bank Danamon
- BRI and BPD provide Cash Machine

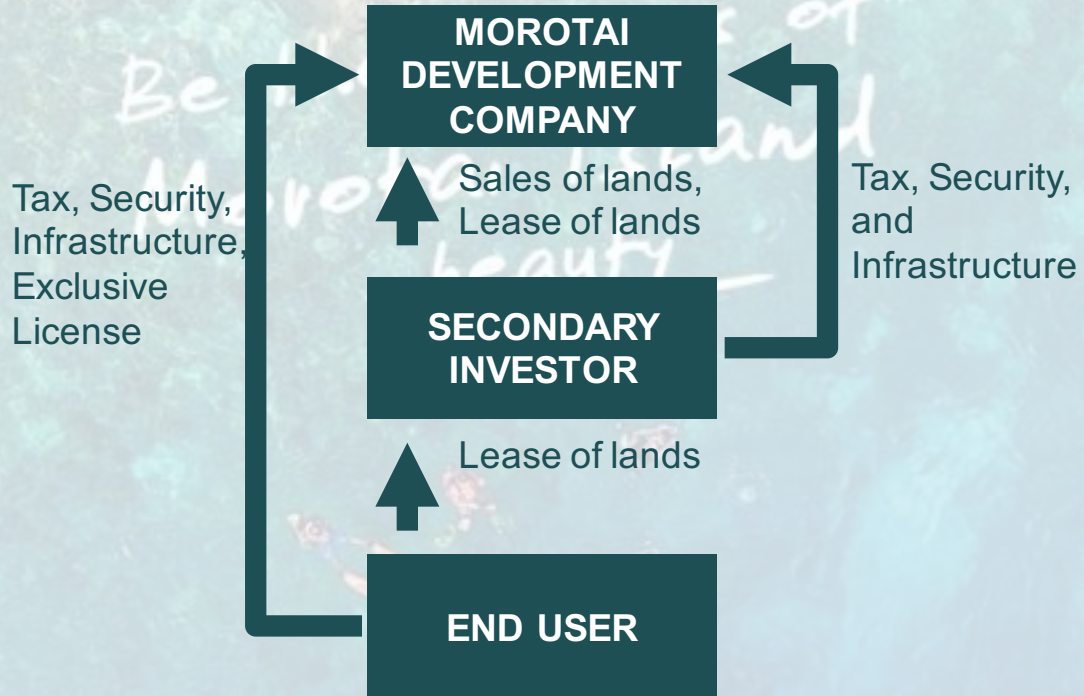


#### Restaurants

- 25 restaurants
- Serve for 171 people



# Morotai SEZ Investment Opportunity



## Types of Investment on Projects

- Equity Partner by establishing Joint Venture (JV)
- Investors purchase the land, own 100%, and managed by themselves
- Retail investors invest on the properties and managed by JABABEKA



<b>Total Area</b>	<b>1,100 Ha</b>
Infrastructure	96 Ha
Commercial	196 Ha
Residential	261 Ha
Industrial	205 Ha
Golf Course	115 Ha
Green Buffer	142 Ha
Theme Park	75 Ha

# Morotai Investment Plan: Projects to Offer in Coordinative Area

POTENTIAL PROJECTS	SECTOR	BUSINESS SCHEME	INVESTMENT SIZE	
<p><b>1</b></p>	<p>5 Floors 100 Rooms 5 Star Hotel Resort</p>	<p>Hotel &amp; Villas Resort</p>	<ul style="list-style-type: none"> <li>• Land-lease agreement (up to 80 years)</li> <li>• Other agreeable cooperation</li> </ul>	<p>USD 25M (Subject to Discussion)</p>
<p><b>2</b></p>	<p>Condotel with 81 Rooms</p>	<p>Studio Condotel</p>	<ul style="list-style-type: none"> <li>• Land-lease agreement (up to 80 years)</li> <li>• Other agreeable cooperation</li> </ul>	<p>USD 1M (Subject to Discussion)</p>
<p><b>3</b></p>	<p>100 units of Falila Tourism Village</p>	<p>Glamping Hotel</p>	<ul style="list-style-type: none"> <li>• Land-lease agreement (up to 80 years)</li> <li>• Other agreeable cooperation</li> </ul>	<p>USD 850K (Subject to Discussion)</p>
<p><b>4</b></p>	<p>Morotai Square Street Mall</p>	<p>Mall &amp; Function Hall</p>	<ul style="list-style-type: none"> <li>• Land-lease agreement (up to 80 years)</li> <li>• Other agreeable cooperation</li> </ul>	<p>USD 5M (Subject to Discussion)</p>



# Possible Future Investment Opportunity

## TOURISM INDUSTRY



- Promotion of sustainable tourism initiatives
- Eco-tourism activities; agro-tourism
- Areas of outstanding natural beauty

## EXPORT-ORIENTED



- Development of Industrial Port
- Act as major economic catalyst
- Connectivity to Morotai International Airport and Sea Port

## EDUCATION & HEALTH



- Promoting hospitality school to support the tourism industry
- Training and education program for the locals
- Good healthcare to support the East Indonesian region

## FISH PROCESSING



- Transform the seafood market to a sustainable basis
- Integrating fishing industry with tourism
- Integrated logistic services

## 1. Executive Summary:

- Indonesia Economic Overview
- Summary of Investment Proposal

## 2. Indonesia 10 Priority Tourism Destinations

- Lake Toba
- Tanjung Kelayang
- Tanjung Lesung
- Jakarta Old Town & Seribu Islands
- Borobudur
- Bromo-Tengger-Semeru
- Mandalika
- Labuan Bajo
- Wakatobi
- Morotai

## 3. Indonesia Country Profile

- General Highlights
- Politics
- Economics
- Travel and Tourism
- Government Support





# Indonesia Country Profile

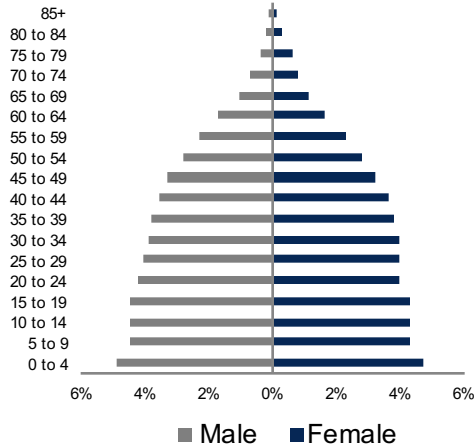
*“Emerald of the Equator”*

## Population



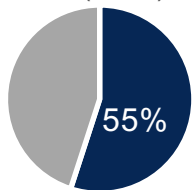
Population : **262 Million**  
(2017, 4<sup>th</sup> most populous country in the world)

Indonesia Population Pyramid (2017)



67.8% of the total Population is in the Productive age of 15 to 64 years old in 2017

Percentage living in urban area (2017)



144 Million (2017)  
People living in urban area



Urbanization rate increased from 47% in 2006 to 55% in 2017

## Cultural Identity

Indonesia's culture is heavily diverse, mainly as the impact of religions, separated islands, and geographical boundary. Which resulted in rich cultural practices and products.



Indonesia consists of **1,330** ethnic groups, the biggest are Javanese (40%), Sundanese (15.5%) and Bataknese (3.58%).

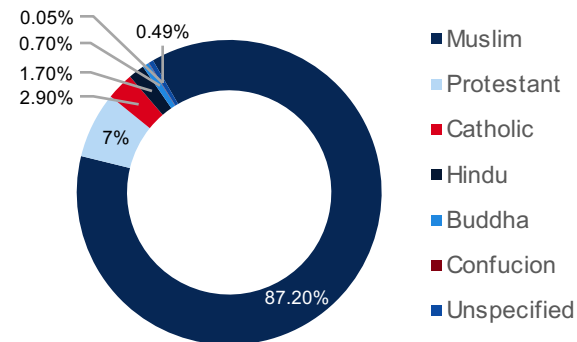


Indonesians speak **2,500** languages (include local), the common languages are Bahasa Indonesia (National), English, and Dutch.



Officially, Indonesia acknowledges 6 Religions. Muslim has the highest percentage of the total population (87.2%), followed by Christian combined (10%). Indonesia is considered as the country with the highest Muslim population globally.

Religion Percentage



## Geography



Land Area : **1,811,570 sq km**  
(17<sup>h</sup> largest country in the world)



Number of Island: 17,508 Islands  
With 5 Main Islands such as Sumatra, Borneo, Java, Sulawesi, and Papua.



Indonesia Coastline : **54,720 km**  
(3<sup>rd</sup> longest in the world)

### Volcano

- 400 Volcanoes with 100 active.
- Resulted in Geo-Tourism become popular in Indonesia

### Climate

- Tropical with high humidity
- Coastal plains averaging 28
- Inland Mountain on average 22

### Flora

- Rich tropical rainforest and seasonal forest.
- Has two Biodiversity Hotspots: Wallacea and Sundaland.

### Fauna

- Transitional of two faunal regions: oriental Asia and Australia.
- The only place to find Komodo, largest living lizard.



Three Scenarios for Political Change in Indonesia

2019 Forecast if President Joko Widodo is re-elected:

Most  
Probable

**Best Case**  
Democratic consolidation under Jokowi



Economic growth at 5.3%



Annual infrastructure spending at IDR 400T++



Separatism under control; low rate of terrorism

Somewhat  
Probable

**Intermediate Case**  
Muddling through



Democracy is consolidated, yet with government institutions being dominated by anti-reform and pro-vested elites



Corruption on the rise



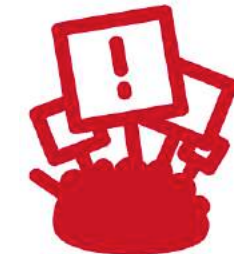
Growing tension between civilians and authorities



Investors get discouraged due to much uncertainty

Least  
Probable

**Worst Case**  
Renewed Fragmentation



Indonesia slides back into instability, with more division among the people



Weakened Central Government



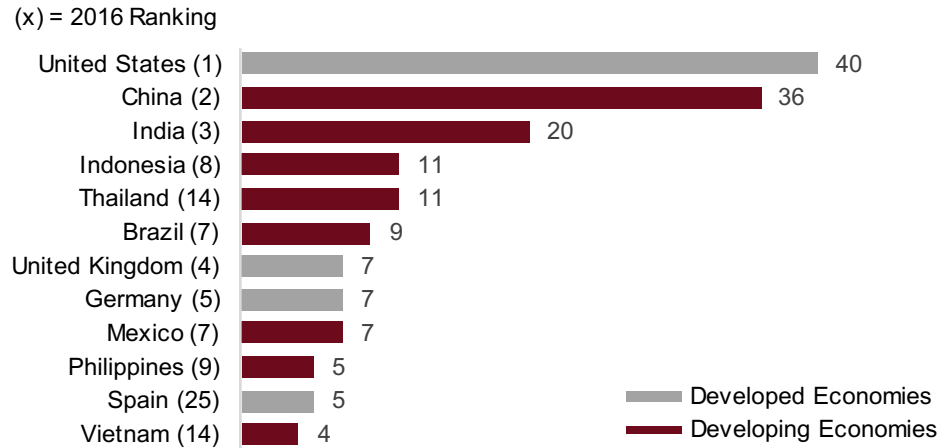
Market collapse followed with outgoing investors



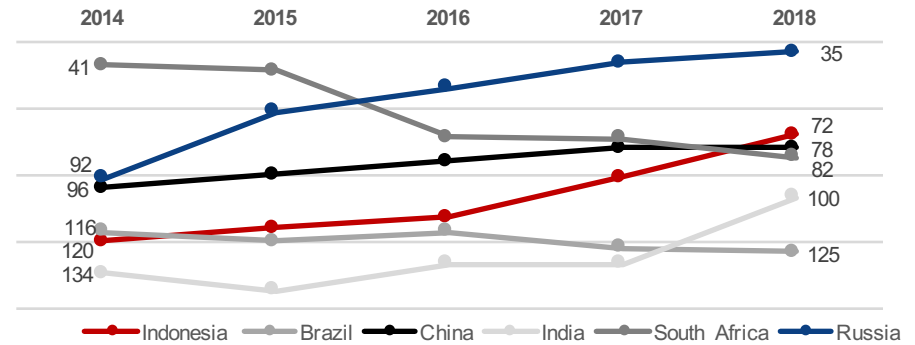
Separatist movements push for independence

...furthermore, the business and investment climate are also improving steadily.

**MNE's Top Perspective Host Economies for 2017-2019  
(Percent of executive respondents selecting)**



**Ease of Doing Business Indonesia vs BRICS**



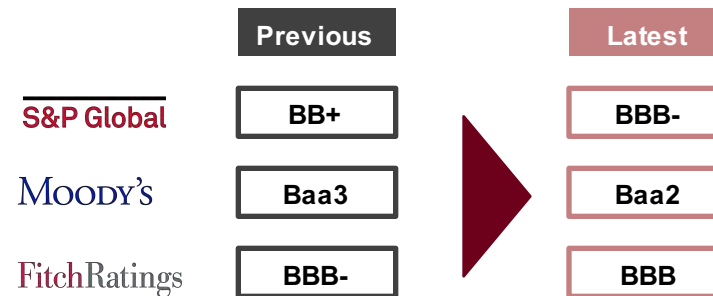
Indonesia managed to climb the rank from fifth position to the second rank in ease of doing business compared to BRICS countries

**World Economic Forum vs BRICS**

	2016	2017	Δ
IDN	41	36	+ 5
BRA	81	80	+ 1
CHN	28	27	+ 1
IND	39	40	- 1
ZAF	47	61	- 14
RUS	43	38	+ 5

Indonesia's position in the Global Competitiveness Index has gone up by 5 positions

**Indonesia Sovereign Rating**



For the first time since Asian Crisis, Indonesia was rated Investment Grade by all 3 major credit ratings



# In 2018, Indonesia maintained its GDP growth momentum at 5.4% yoy with the tourism sector growing strong in its contribution to to GDP.

**GDP\***  
USD 1.016 Trillion

**GDP per capita\***  
USD 3,846.86

**GDP growth\*\***  
5.17%,  
Full 2018 est: 5.15  
2019F: 5.1-5.2

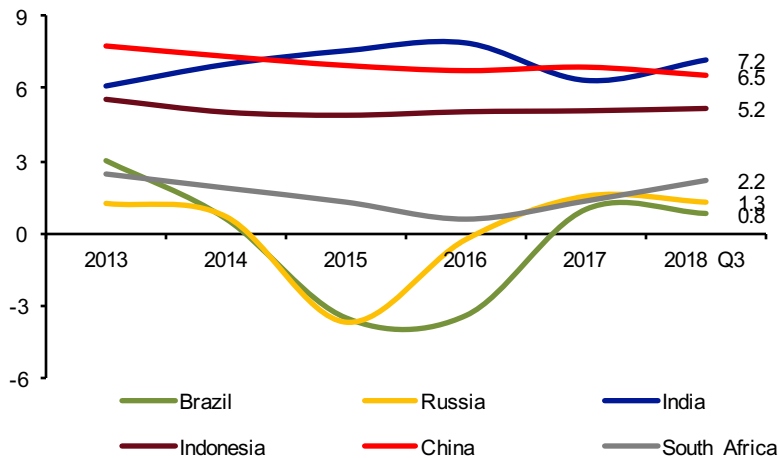
**Current Exchange Rate\*\***  
14,339 IDR/USD

**CPI growth\*\***  
2.88%

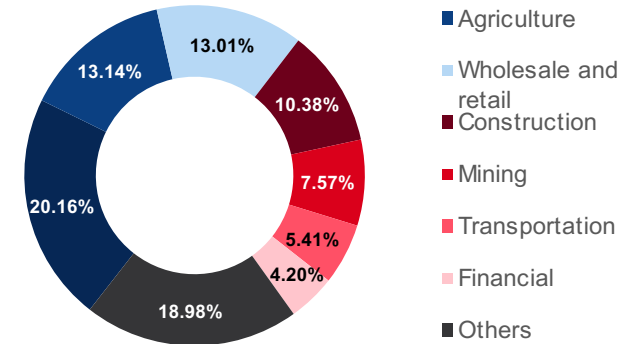
**CA Balance to GDP\*\***  
-1.7%

\*2017 \*\*Q3 2018

**Driver of Global Growth**  
BRIICS Annual GDP Growth (%)

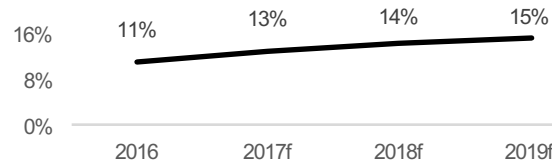


**Sector Contribution to GDP**



Information and Communication	3.8%
Public Adm	3.7%
Accommodation, F&B	2.85%
Real Estate	2.79%
Others	5.84%

**Tourism proportion to GDP**



Indonesia has maintained its growth momentum of 5.17% yoy by the end of 2018.

**Indonesia SWOT Analysis**

**Strength**

- Strategic location and resource rich
- Low cost and large supply of labor.
- High populations leads to high consumption
- Successful transition in democracy

**Weakness**

- Steady economic growth limits the unemployment reduction
- Among its peer, the infrastructure is still below standard. However, currently is in government priority

**Opportunities**

- Improved business environment and legal system
- High Muslim population and rise of Islamic financing in Indonesia
- Rapid growth of tourism visitors

**Threat**

- Current account deficit as Production of ageing oil field is declining
- Net Investment deficit that vulnerable to sudden capital outflow

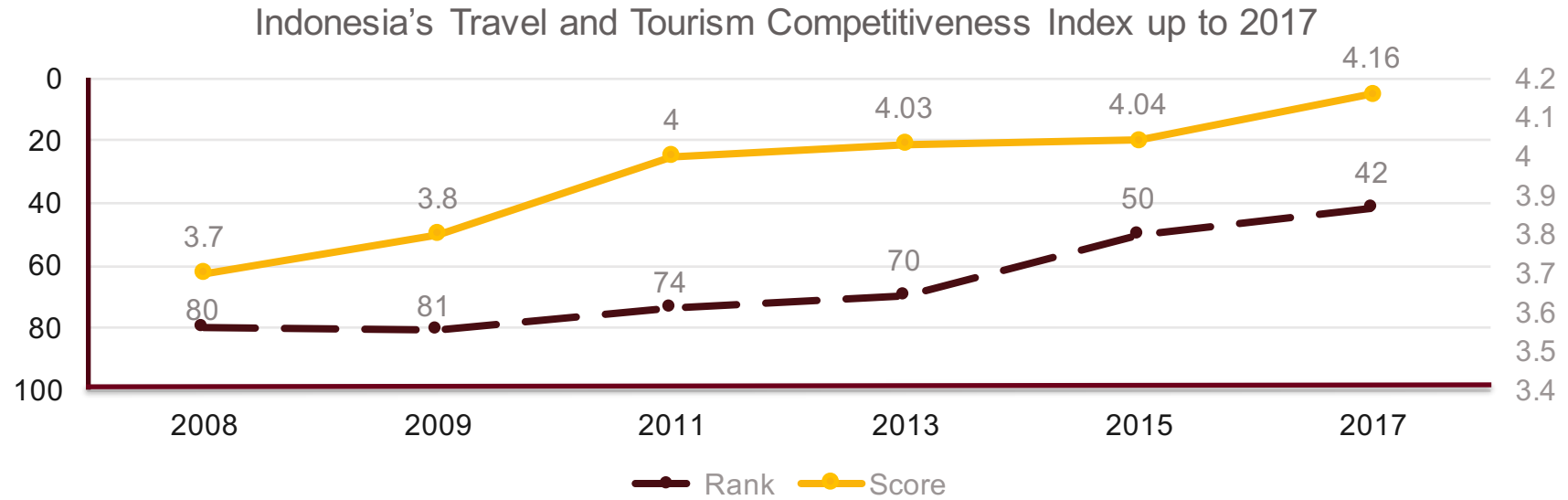
**PWC predicted Indonesia to be 4<sup>th</sup> largest economy in 2050.**



# Indonesia's Tourism is Proven Strong Regionally and Globally

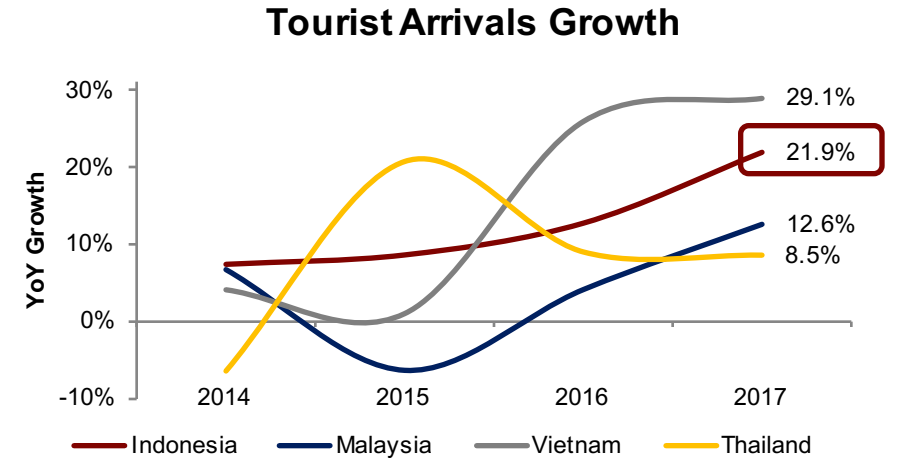
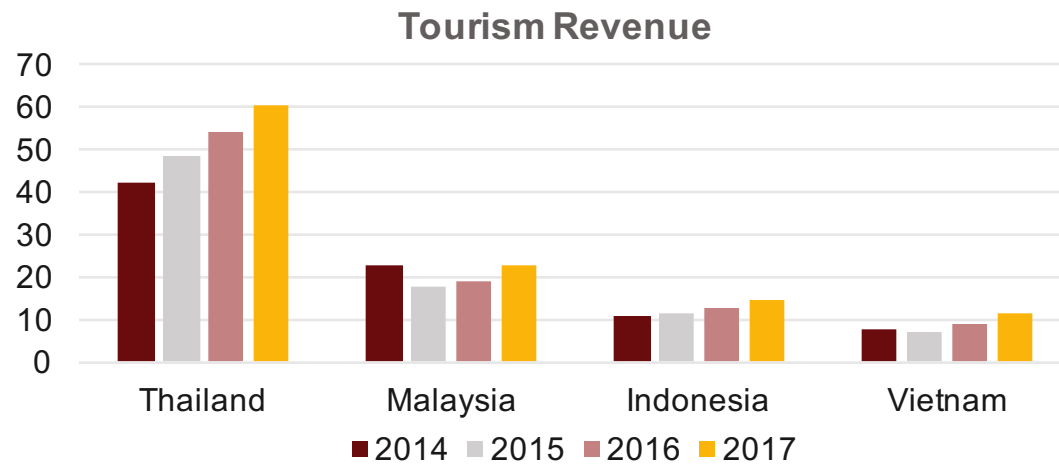
**Global Statistics (136 countries)**

Indonesia has steadily climbed the ranks (80<sup>th</sup> to 42<sup>nd</sup> position) in the last 10 years



**Regional Statistics (South-East Asia)**

Indonesia's tourism revenue ranks 3<sup>rd</sup> among South East Asian countries, with its growth at number 2.



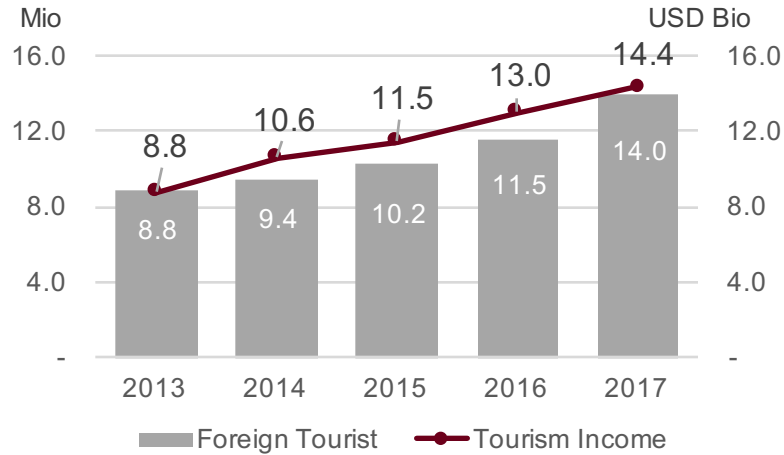


# Tourism is a Priority Sector as the Country Reduces Reliance on Oil & Gas

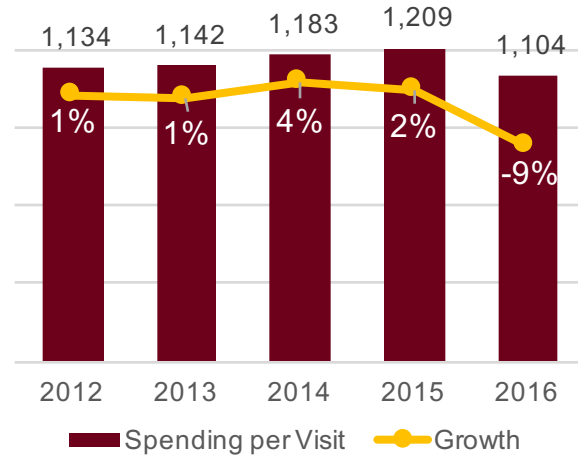
*"Tourism is the fastest, easiest, and cheapest industry to be executed to highly reduce the reliance on Oil and Gas Industry"*

-Arief Yahya, Minister of Tourism, 2018

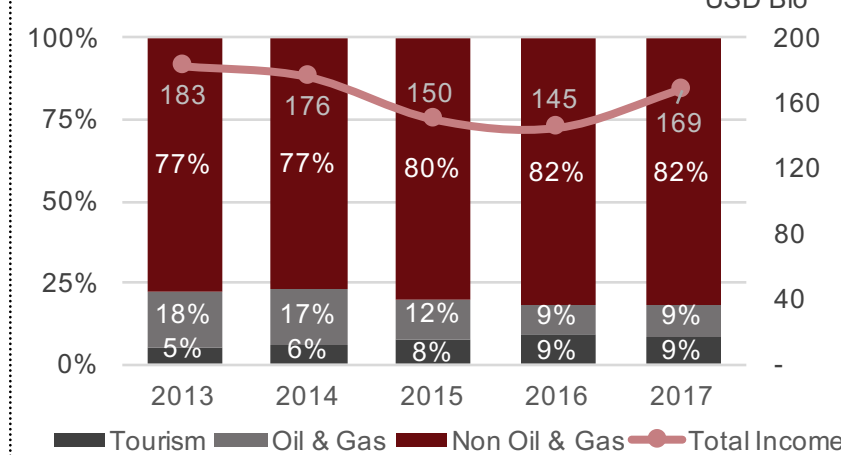
Number of Tourists and Income



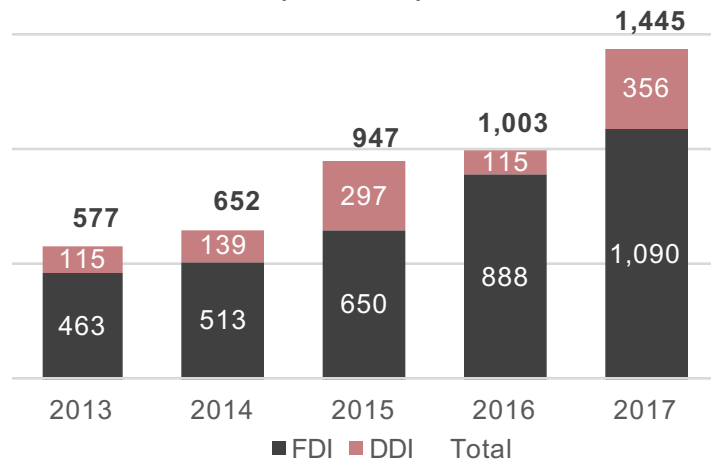
Foreign Tourist Spending per Visit (USD)



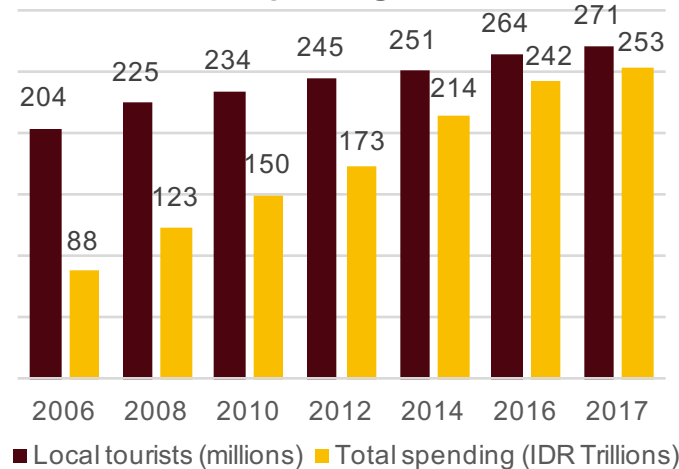
Indonesia Export Income (USD)



Hotel and Restaurant FDI and DDI (USD Bio)



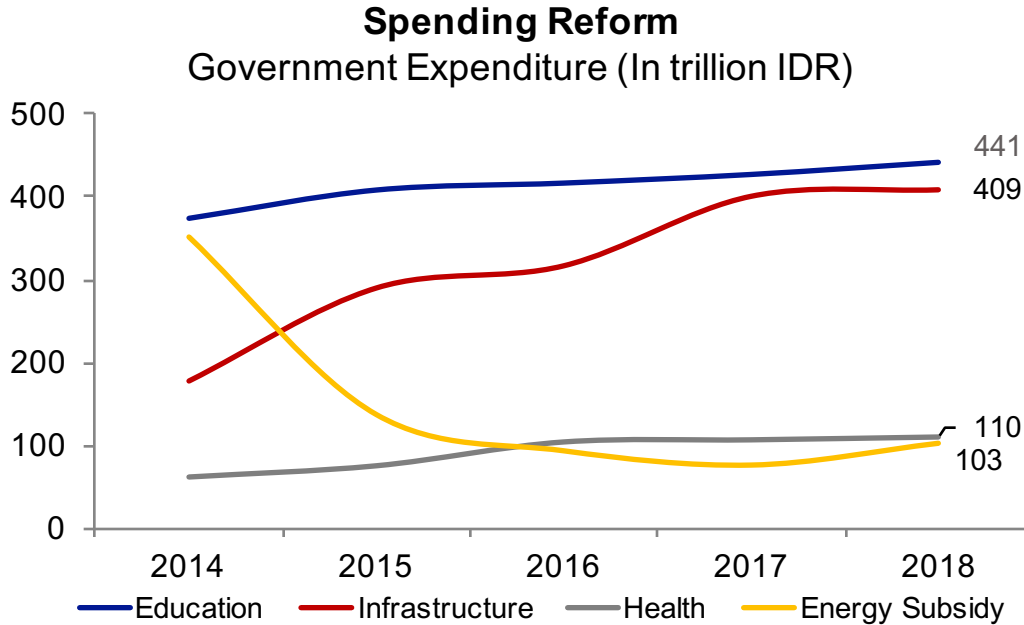
Total Local Tourist and Their Spending



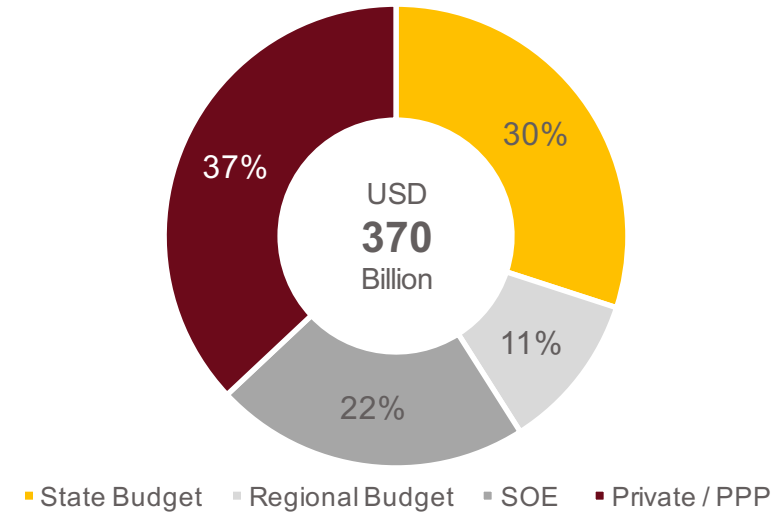
## Summary

- Indonesia increased its tourist arrivals and revenue with CAGR 12% and 13% respectively.
- Even though the growth of spending slightly decreased, on average foreign tourists spent roughly USD 1,000 per visit.
- Increased the proportion of tourism export revenue and less reliance on Oil and Gas.
- Investments on tourism sector does not come from FDI only, but DDI is increasing as well.
- One of the locals culture apparently is to travel, and also to spend more.

# To Support Growth, Government is Committed to Infrastructure Development



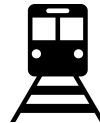
Source of 5-year Infrastructure Financing 2014-2019



## Infrastructure Completion 2014-2018



Maintenance : 40,000 km  
New Road: 3,432 km  
New Toll Road: 397 km



369 km railways



27 new seaports



29 dams are targeted to finish in 2019



10 new airports



Broadband – Palapa Ring Project  
West : In operation  
Middle : 98% on completion  
East : 73% on completion



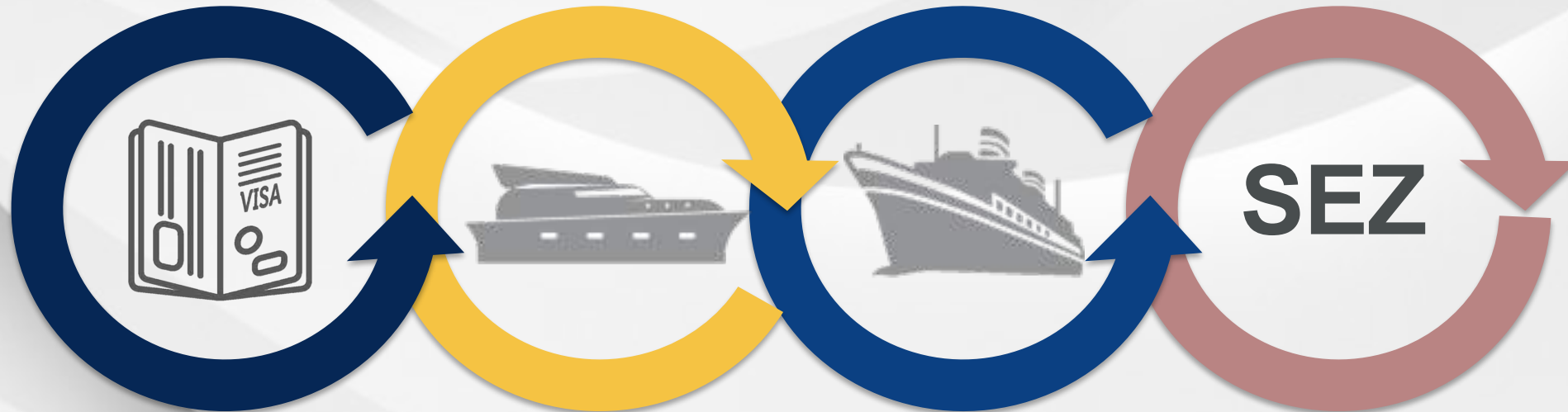
# Further Government Support

## Visa Free

- Legal Basis: Presidential Regulation No 21 Year 2016
- Provided Visa Free facility to 169 countries
- Maximum stay period is 30 days

## Abolition of Cruise Cabotage Principle

- Government Act number 17/2008 requires all sea transportations to use ships with Indonesian flag only.
- New Ministry of Transportation regulation No 121 Year 2015 permits Foreign flagged ship touring Indonesia
- The Ministry has selected Tanjung Priok, Tanjung Perak, Belawan, Makasaar and Benoa Ports as tourist drop off and pick up locations.



## Simplified Yacht Arrival

- Shorten the permit process from 3 weeks to 3 days since 2015
- Supported by Presidential Regulation No 105 Year 2015
- Provides new electronic system called Yacht Electronic Regulation (YER) for registration process
- Jakarta, Batam, Bangka & Belitung and Kupang Ports are under preparation to cater Yacht traffic

## Special Economic Zone

- Legal Basis: Government Act No 39/2009
- From 2012-2017, the Gov't has established 11 SEZs
- Both Fiscal and non Fiscal incentives are available for SEZ. *Detailed incentives are on the next page*

# Facility at Special Economic Zone

## 6. License and Permit

- 3-hour investments licensing service – immediate construction
- Complete interconnection of information system in SEZ Administrator Office/PTSP to ensure simple, effective and efficient service

## 5. Land

- Rights to Build (HGB) could be extended up to 80 years
- Landed house & apartments could be owned by foreign citizens
- Foreign citizen who own property will be given Right to Use
- Right to Use could be extended up to 80 years

## 4. Immigration

Immigration facilities for Individual working in SEZ, including his/her family:

- VOA for 30 days & could be extended 5 times
- Visit Visa could be transferred into temporary stay permit
- Temporary stay permit could be transferred into permanent stay permit
- Permanent stay permit will be given to foreign citizen who own property in Tourism SEZ



## SEZ Facility

## 1. Tax and Custom

- Imported goods exempted
- Goods delivered among companies in SEZ exempted
- Goods delivered among companies in other SEZ exempted

## 2. Import & Export Goods

- Deferred import duties for imported goods
- Exempted exercise for imported goods
- For good delivered to custom areas (domestic), import duties follow FTA tariff rates

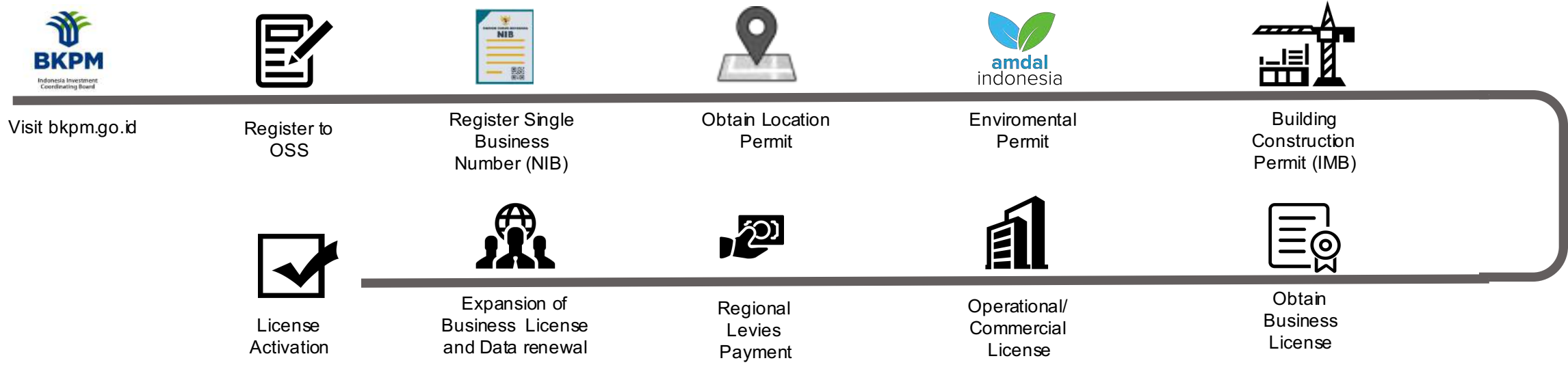
## 3. Employment

- Special wage council & special tripartite consultation will be established in SEZ
- Limitation of Labor Union Forum
- Agreement & extension of expatriate employment plan by SEZ Administrator



# Indonesia Investment Licensing Procedures

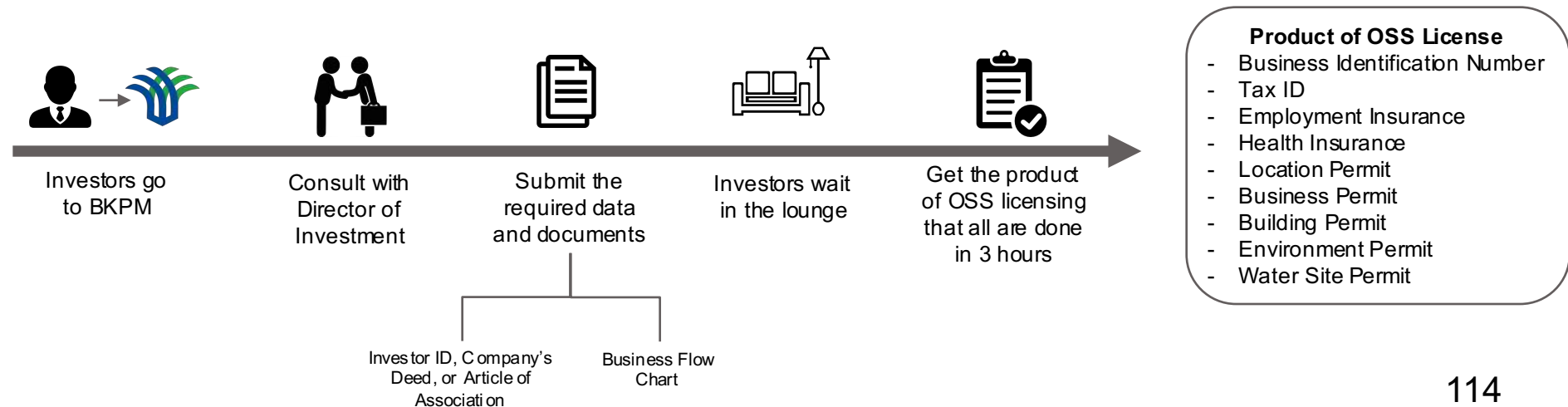
## Online Single Submission - Indonesia Investment Coordinating Board (BKPM)



## Priority Services: 3 Hours Investment License – Indonesia Investment Coordination Board (BKPM)

### Requirements

-  Planned value of investment is at least IDR 100 Billion
-  And/or absorbing at least 1000 local employers
-  Submitted directly by the prospective shareholder



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