PUBLIC PRIVATE PARTNERSHIP IN TRANSPORTATION SECTOR
I encourage private sector to contribute to large infrastructure projects such as the building of Sea Port, Airport and Railway.

The private sector involvement in transportation infrastructure is greatly expected not only to fulfil financial resources but also to share knowledge and expertise in the development, operation and management of transport infrastructure projects, that are needed for national transportation and economic development and gain access to higher value for money for Indonesia government.

Ministry of Transportation will continued to show it strong commitment to create more conducive environment for investor to invest in transportation infrastructure project.
Indonesia at a Glance

- Area: 2 million+ km² [7th largest], 79% waters, 17,508 islands
- Capital City: Jakarta
- Population: 258 million, 4th most populous
- Ethnic Groups: Javanese 40.22%, Sundanese 15.5%, others 44.28%
- National Language: Indonesia
- Religion: 87.2% Islam, 9.9% Christianity, 1.7% Hinduism, 0.7% Buddhism, 0.2% Confucianism, 0.3% others
- Motto: Bhinneka Tunggal Ika ["Unity in Diversity"]
- Government: Unitary Presidential Constitutional Republic
- National Ideology: Panca Sila [Five Principles]
- President: Joko Widodo, Vice President: Jusuf Kalla
- GDP nominal: $1.092 trillion [16th], per capita $4,116
Why Indonesia?

Indonesia has shown progressive achievement in the past years.

Indonesia’s Ease of Doing Business Rank, 2013-2018

Target in 2019
Rank 40

SOURCE: TRADINGECONOMICS.COM | WORLD BANK
The Word Economic Forum (WEF) report that Indonesia’s rankings were increasingly rising in competitiveness (ranked 36 out of 137) due to improved performance on all of its pillars, including the 2nd pillar, the increase in Indonesia's competitiveness position is mainly because of it’s large market size (9th) and it’s relatively strong macroeconomic environment (26th). Ranked 31st and 32nd in innovation and business innovation, Indonesia is included as one of the top innovators among other developing countries.

### The 12 Pillars of Competitiveness

<table>
<thead>
<tr>
<th>Source:</th>
<th>World Economic Forum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (Million)</td>
<td>GDP (US $ billions)</td>
</tr>
<tr>
<td>258.7</td>
<td>932.4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2nd Pilar: Infrastructure</th>
<th>Rank/137</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality of overall infrastructure</td>
<td>68</td>
<td>4.1</td>
</tr>
<tr>
<td>Quality of roads</td>
<td>64</td>
<td>4.1</td>
</tr>
<tr>
<td>Quality of railroad infrastructure</td>
<td>30</td>
<td>4.2</td>
</tr>
<tr>
<td>Quality of Port infrastructure</td>
<td>72</td>
<td>4.0</td>
</tr>
<tr>
<td>Quality of air transport infrastructure</td>
<td>51</td>
<td>4.8</td>
</tr>
</tbody>
</table>
PPP TRANSPORTATION SECTOR DEFINITION

Advantages

• Reducing the State fiscal burden as a capital contribution from the Risk which can be shared with the Business Entity
• Maintained Efficiency in infrastructure provision.
• PPP schemes can be carried out in various models according to the characteristics of the project
• SPV can use project financing

Disadvantages

• Government control of assets is limited
• The procurement process requires a lot of time
• Requires support from the Government
• Strong government regulations and supervision are needed

PPP is a cooperation between the government and business entities for the utilization of transportation infrastructure for public use based on specifications set by the Minister which resources derive partially or wholly from business entities by taking into account the risk sharing among the parties

Ministerial Regulation Number 58/2018
INDONESIA PUBLIC PRIVATE PARTNERSHIP PROJECT FACILITIES

Source: Ministry of Finance Republic of Indonesia
Risk should be allocated to the party who:
1. Has greater ability to assess the risk;
2. Has higher capacity to reduce the probability of the occurrence of a risk;
3. Has higher capacity to mitigate the consequences of the risk occurring; and
4. Has capability to manage the risk better and apply an incur lower costs.
Ministry of Transportation PPP
Institutional Frame Work

CPFIO: Center For Partnership Facilitation and International Organization

Minister of Transportation

Project Contracting Agency

CPFIO As PPP Node
Perform policy formulation, synchronization, coordination, supervision and evaluation of all PPP activities at the Ministry Transportation

Project PPP Team
Prepare Business Case, ensure preparation and transaction activities after the Implementing Business Entity is set up to achieve a Financial Close specific to a PPP project

Procurement Team
Prepare and carry out the Procurement process of a specific business entity on a PPP project

CENTER FOR PARTNERSHIP FACILITATION AND INTERNATIONAL ORGANIZATION

In accordance with the Minister of Transportation Decree KP 145/2018 regarding the establishment of PPP Nodes within the Ministry of Transportation of the Republic of Indonesia, the Head of the partnership facilitation and International Organization, is appointed as the Head of the PPP Knot which performs the following tasks:

- Coordinate and monitor the implementation of Government PPP
- PPP Policy Formulation in the Transportation sector
- Assisting Contracting Agency in the preparation stage and ensuring the implementation of PPP policies in the transportation sector
- Carry out monitoring and evaluation of PPP implementation in the Ministry of Transportation for further development needs
MoT Stages of Public Private Partnership
Business Entity Procurement Process through the PPP Scheme

01 PLANNING STAGE
Priority and Identification of PPP Project

02 PREPARATION STAGE
Development of related documents, such as feasibility studies (OBC and FBC) and project readiness criteria

03 TRANSACTION STAGE
Business Entity Procurement Process

04 FINANCIAL CLOSE
The signing of the cooperation contract and financial close by the Business Entity
Ministry Of Transportation
PPP Frame Work

Ministry of Transportation Achievement and Target to strengthen its PPP Frame Work

Regulatory Frame Work

01

- Ministerial Regulation Number 145 of 2018 concerning the Formation of MoT PPP Nodes
- Ministerial Regulation Number 58/2018 on procedures for implementing PPP in the Ministry of Transportation
- KP 386/2018 concerning delegation of authority as Contracting Agency to Echelon I Officials
- Draft Ministerial regulation Concerning PPP Project Management Organization (PMO)
- Draft Ministerial Regulation on types of Support that Ministry of Transportation can provide concerning transportation infrastructure project

Process Frame Work

02

- Creating Standard Operational Procedure (SOP) for the implementation of each PPP stages in MoT
- Formulation of SOP for PPP Project Identification and Prioritization
- Early identification for customize project Initiation Road Map in cooperation With Infrastructure Project Authority UK
- Identification of 6 PPPs Pipe Line Projects

Stake Holder Frame Work

03

- MoU between the Ministry of Transportation and ADB in regards PPP capacity Building and Project Assistant
- MoU between the Ministry of Transportation and Monash University regarding Transportation Sector
- The Publication of Transportation Investment Book
- Conducting Business Forum with Business association and financial Institution
- Design System for MOT Public Private Partnership Project Website

Institutional Frame Work

04

- Institutionalization of MoT PPP Node
- The Formation of PPP Team per Project
- The Formation of PPP Procurement Team per Project
- PPP Capacity Development / Building for civil Servant
PPP Projects In Transportation Sector

1. The Development of Ferry Port in West Papua Province
2. Motor Vehicles Weighing Facilities in Sumatera and Java Island
3. Mengwi Terminal Type A
4. Anggrek Port
5. Wanci Port
6. Banggai Port
7. Belang-belang Port Kaimana Port
8. Saumlaki Port Labuan Bajo Port
9. Serui Port
10. Labuan Bajo Port
11. Namele Port Tahuna Port
12. Land & BPTJ
13. Railway
14. Tobelo Port
15. Dobo Port
16. Pomako Port
17. Siantar-Parapat Railway
18. Tanjung-Banjarmasin
19. Bandung City Railway
20. Kertajati Airport
21. Maminasata Railway
22. Mengwitani – Singaraja
23. Medan – Binjai – Deli Serdang Railway
24. MRT Service
25. Jakarta Elevated Railway
26. TOD JatiJajar
27. TOD Baranangsiang Railway
28. TOD Pondok Cabe
29. New Bali Airport
30. Singkawang Airport
31. Juwata Tarakan
32. MRT Service Extension
33. Jakarta Elevated Loop Line
34. TOD JatiJajar
35. TOD Baranangsiang Railway
36. TOD Pondok Cabe
37. New Bali Airport
38. Singkawang Airport
39. Juwata Tarakan
40. MRT Service Extension
41. Jakarta Elevated Loop Line
42. TOD JatiJajar
43. TOD Baranangsiang Railway
44. TOD Pondok Cabe
45. New Bali Airport
46. Singkawang Airport
47. Juwata Tarakan
48. MRT Service Extension
49. Jakarta Elevated Loop Line
50. TOD JatiJajar
51. TOD Baranangsiang Railway
52. TOD Pondok Cabe
53. New Bali Airport
54. Singkawang Airport
55. Juwata Tarakan
56. MRT Service Extension

4 Projects

15 Projects

8 Projects

13 Projects

TOTAL 41 PROJECTS
Komodo Airport is located in Labuan Bajo, West Manggarai Regency, East Nusa Tenggara. Currently, the Komodo Airport is operated by the Ministry of Transportation Airport Organizing Unit (UPBU).

Poris Plawad Terminal is a Type-A terminal which is located in Tangerang City. The terminal serves City Transportation and Buses and Inter-City.

Construction of a railway for Public Transportation, along 142 KM from Makassar to Pare Pare in South Sulawesi. As part of the construction of the Trans Sulawesi Railway.

The BPLJSKB Proving Ground Development Plan as an effort to meet UNECE standards as a guideline for developing motorized roadworthiness testing standards in Indonesia.
## Project Summary

Ministry of Transportation Selected Pilot Project 2018

<table>
<thead>
<tr>
<th>No</th>
<th>Project</th>
<th>Status</th>
<th>Contracting Agency</th>
<th>Project Value (Juta)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Komodo Airport Labuan Bajo, East Nusa Tenggara</td>
<td>Submission of RFP Documents</td>
<td>Ministry of Transportation</td>
<td>Rp. 1.170.000</td>
</tr>
<tr>
<td>2</td>
<td>Makassar Parepare Railway Makassar, South Sulawesi</td>
<td>Condition Precedent (CP)</td>
<td>Ministry of Transportation</td>
<td>Rp. 1.010.000</td>
</tr>
<tr>
<td>3</td>
<td>BPLJSKB Proving Ground Bekasi, West Java</td>
<td>OBC Review</td>
<td>Ministry of Transportation</td>
<td>Rp. 1.970.000</td>
</tr>
<tr>
<td>4</td>
<td>TOD Poris Plawad Tanggerang</td>
<td>OBC Adjustment</td>
<td>Ministry of Transportation</td>
<td>Rp 1.700.000</td>
</tr>
<tr>
<td>5</td>
<td>Anggrek Port Gorontalo, South Sulwesi</td>
<td>Preliminary Study</td>
<td>Ministry of Transportation</td>
<td>Rp 94.000</td>
</tr>
<tr>
<td>6</td>
<td>Bau Bau Port Gorontalo, Nort Sulwesi</td>
<td>FBC Review</td>
<td>Ministry of Transportation</td>
<td>Rp 291.000</td>
</tr>
</tbody>
</table>

Total: Rp 6,2 Triliun

Note:
1 Dollar = Rp. 14.000,-
AWARDED PPP PROJECT
RAILWAY SECTOR
Sulawesi is one of the fastest growing economies in Indonesia in recent years. The economy in Sulawesi is supported by agriculture and plantations, especially cocoa, coconut and rice. The nickel and smelter mining industries also contribute to economic growth in Sulawesi.
The Makassar-Parepare Railway is part of the railway network on the island of Sulawesi which will be built with a length of 142 KM from Makassar to Parepare. The railway line is divided into 6 (six) segments B segment (27 Km track from the end of segment A to Makassar), segment C (16.1 Km track from the end of segment B towards Makassar), segment D (64 Km from the end of segment C to Makassar), segment E (12.1 Km ending in Makassar), and segment F (side tracks connected to Bosowa and Tonasa Cement Plants). For Phase 1, the Makassar - Parepare railroad project is offered through a scheme of Government-to-Business Cooperation (PPP) which covers the operation and maintenance of the main line 111.7 km (BCD segment) and Design-Finance-Operate-Maintained (DBFOM) for segment F.

**Project Scope**

| 01 | Construction of Segment F to Bosowa cement factory |
| 02 | Operation and Maintenance Track B-C-D-F |
| 03 | Construction for 2 passenger stations in segment F |
| 04 | Construction of segment F to PT Tonasa Factory |
| 05 | Operation & Maintainence FacilityB-C-D-F |
| 06 | Supply of Segment F Operation Facility |

**Funding Structure**

- **Equity**: 30%
- **Debt**: 70%

**Project Cost**: Rp 1,01 Triliun

**Duration**: 20 Years

**IRR**: 15%

**NPV**: Rp 106,5 Milyar

**Contact Person**: Catur Widianto

**Title**: Deputy Director

**Phone**: +62 3506204 / 3505557

**Email**: setiyo_widianto@yahoo.com

---

**Train Procurement Project**

- **Train Users**
  - Passenger
  - Cargo

**Train Operator**

- **Track Access Charge (TAC)**
  - F Segment construction works
  - B-C-D-F Segments operation and maintenance
  - Excluded from PPP scope
The construction of segment F, which is a siding track that are connected to the Bosowa and Tonasa Cement Plant of 13.9 KM, will begin in 2021 and end in 2022. The contract also includes the construction of 2 passenger stations located in each lane, providing operational and operational facilitation and Main line maintenance of 111.7 km (BCD segment).

Segment B-C Operation will be started in 2019
Segment B-C-D Operation will be started in 2020
Segment B-C-D-F Operation will be started in 2022

---

**Development Plan**

The construction of segment F, which is a siding track connected to the Bosowa and Tonasa Cement Plant of 13.9 KM, will begin in 2021 and end in 2022. The contract also includes the construction of 2 passenger stations located in each lane, providing operational and operational facilitation and Main line maintenance of 111.7 km (BCD segment).

Segment B-C Operation will be started in 2019
Segment B-C-D Operation will be started in 2020
Segment B-C-D-F Operation will be started in 2022

---

**PROJECT STAGE STATUS**

<table>
<thead>
<tr>
<th>Stage</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planning Stage</td>
<td>100%</td>
</tr>
<tr>
<td>Preparing Stage</td>
<td>100%</td>
</tr>
<tr>
<td>Transaction Stage</td>
<td>100%</td>
</tr>
<tr>
<td>Construction and Operation</td>
<td>0%</td>
</tr>
</tbody>
</table>
Submission of RFP Document

KONSORSIUM I
Kyeryong
Adhi Karya
Korail

KONSORSIUM II
KRNA
Waskita
LEN
Waskita Tol Road

KONSORSIUM III
Wijaya Karya
Inka Multi Solusi

KONSORSIUM IV
PP
Bumi Karsa
China Communication
Cost Eng
Iroda Mitra

CONSORTIUM COMPANY
Sent their Request For Proposal Document for technical and administrative evaluation completeness

01 02 03 04

2 Participant Countries

2 companies from 2 countries, namely China and Korea, have joined the Indonesian consortium to bid for the project
Awardee

PT CELEBES RAILWAY INDONESIA

China Communication Const Eng

PT PP Persero

BUMI KARSA

Iroda Mitra

PT. IRODA MITRA Holding & Investment Company
Bali (extended to Nusa Tenggara) is one of the most popular tourist destinations in the world. Besides tourism, the economy in Bali and Nusa Tenggara is also supported by the fisheries and livestock sectors, especially cattle. The welfare indicators of NTB Province show an increase in line with increasing economic growth, especially non-mining
Komodo Airport, Labuan Bajo
East Nusa Tenggara

Komodo Airport, formerly called Mutiara Airport II, is an airport located in the city of Labuan Bajo, Flores Island Province, Indonesia. The Komodo Airport is currently operated by the Airport Executing Unit (UPBU), a work unit under the Ministry of Transportation. To increase passenger services from the previous 150 thousand passengers per year to an estimated more than 2.2 million passengers per year by 2025, the Ministry of Transportation invites the private sector to concession / licensing agreements that will involve long-term contracts to manage and operate all Komodo airport infrastructure with significant initial investment, this approach is considered necessary given the ever-increasing number of tourists who come to Flores Island and its surroundings and as an effort to provide better public services through increased airport operational efficiency.

**Concession**

<table>
<thead>
<tr>
<th>25 Year</th>
<th>Project Return</th>
</tr>
</thead>
<tbody>
<tr>
<td>IRR : 15.65 %</td>
<td>NPV : Rp 322 Milyar</td>
</tr>
</tbody>
</table>

**Project Cost:** Rp 1,170 Triliun

**Funding Structure**

| Equity | 30% |
| Debt | 70% |

**Contact Person:** Cecep Kurniawan

**Title:** Deputy Director

**Phone:** +62 21 3505132

**Email:** c3c3pkurniawan@gmail.com

---

**Project Scope**

| 01 | Operation and Maintenance Infrastructure Airport |
| 02 | Runway Extension (45x200) m |
| 03 | Pavement of Runway dan Taxiway |
| 04 | Extension of apron 11.100 m2 |
| 05 | Apron Extension |
| 06 | Passenger Terminal Extension |
| 07 | Cargo terminal Development 1.994 m2 |
| 08 | Development of International Passenger terminal |

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**Project Structure**

- Revers Agreement
- Guarantee Agreement
- Concession Agreement
- Ministry of Finance Approval
- Lender
- Equity Sponsor
- BUP BUBU
- Service
- Aeronautical and Non-Aeronautical

---

**Project Cost:** Rp 1,170 Triliun

**Concession Project Return**

- IRR : 15.65 %
- NPV : Rp 322 Milyar

**Contact Person:** Cecep Kurniawan

**Title:** Deputy Director

**Phone:** +62 21 3505132

**Email:** c3c3pkurniawan@gmail.com
The development of Komodo will be divided into 3 stages which include:
1. Extension of Runway in 2028
2. Expansion of Domestic Passenger Terminal Building in 2040
3. Runway and Taxiway violence in 2028
4. Construction of the International Passenger Terminal Building in 2031
5. Construction of Cargo Terminal in 2030
6. Expansion of Apron in 2026 and 2031
7. Expansion of Vehicle Parking Areas in 2024
8. Development / development of other facilities

<table>
<thead>
<tr>
<th>Status of the Project Stage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planning Stage</td>
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<tr>
<td>Preparing Stage</td>
</tr>
<tr>
<td>Transaction Stage</td>
</tr>
<tr>
<td>Construction and Operation</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Stage</th>
<th>Status</th>
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</thead>
<tbody>
<tr>
<td>Stage 1 Development (2020-2029)</td>
<td>30%</td>
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<tr>
<td>Stage 2 Development (2030-2039)</td>
<td>46%</td>
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<tr>
<td>Stage 3 Development (2040-2044)</td>
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</tbody>
</table>

60%
### Task(s)

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<tr>
<th>Duration (days)</th>
<th>Start Date</th>
<th>End Date</th>
<th>Description</th>
<th>Status</th>
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<tbody>
<tr>
<td>58</td>
<td>02/02/2018</td>
<td>03/31/2018</td>
<td>preliminary Study</td>
<td>Completed</td>
</tr>
<tr>
<td>53</td>
<td>03/23/2018</td>
<td>05/14/2018</td>
<td>Consultant Auction OBC, FBC and TA</td>
<td>Completed</td>
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<tr>
<td>2</td>
<td>06/26/2017</td>
<td>06/27/2017</td>
<td>Public Consultation</td>
<td>Completed</td>
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<tr>
<td>57</td>
<td>06/14/2018</td>
<td>08/09/2018</td>
<td>Study Outline Business Case (OBC)</td>
<td>Completed</td>
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<tr>
<td>122</td>
<td>04/01/2018</td>
<td>07/31/2018</td>
<td>Review OBC</td>
<td>Completed</td>
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<tr>
<td>1</td>
<td>09/25/2018</td>
<td>09/25/2018</td>
<td>Market Sounding I</td>
<td>Completed</td>
</tr>
<tr>
<td>32</td>
<td>08/03/2018</td>
<td>09/03/2018</td>
<td>Final Business Case (FBC)</td>
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<tr>
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<td>10/29/2018</td>
<td>10/29/2018</td>
<td>Market Sounding 2</td>
<td>Completed</td>
</tr>
<tr>
<td>7</td>
<td>11/06/2018</td>
<td>11/12/2018</td>
<td>PQ Announcement</td>
<td>Completed</td>
</tr>
<tr>
<td>1</td>
<td>12/19/2018</td>
<td>12/19/2018</td>
<td>PQ Announcement</td>
<td>Completed</td>
</tr>
<tr>
<td>3</td>
<td>01/03/2019</td>
<td>01/05/2019</td>
<td>RFP Document Submission</td>
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<tr>
<td>1</td>
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<td>RFP Proposal Submission</td>
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<td>05/05/2019</td>
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<td>1</td>
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<td>05/31/2019</td>
<td>PPP Agreement Signing</td>
<td>Not Started</td>
</tr>
</tbody>
</table>

### Project Name: Komodo Airport

- **Report Date**: 30/11/2018
- **Status**: Green
- **Completed**: 60%

### Outstanding Issues

- **Task Completed 60%**: 1
- **Task In Progress 7%**: 2
- **Task Not Started 33%**: 2
New Bali Airport
North, Bali

High tourist growth in Bali (a world-class tourist destination in Indonesia) leads to increasing demand for air transport. The existing airport in Bali Province which is the I Gusti Ngurah Rai Airport in the city of Denpasar will soon reach its capacity and land availability in the area limited the needs for further expansion making it difficult for the airport to accommodate the future demand, the condition has set aside of why it is important for Bali to have its second airport which will be located in district of Buleleng Bali Provincial Kubutambahan, that will be design to able to handle at least 2 million passengers per year at its first stage with procurement decision through Public Private (PPP) Scheme in the Design Build Finance Operate Maintained (DBFOM) Contract with the private sector, the development of the new Bali airport is expected to increase tourism potential specially in the northern part of Bali.

<table>
<thead>
<tr>
<th>Concession</th>
<th>Project Return</th>
</tr>
</thead>
<tbody>
<tr>
<td>25 Year</td>
<td>IRR : 14-17%</td>
</tr>
<tr>
<td></td>
<td>NPV : Rp 1.085 Triliun</td>
</tr>
</tbody>
</table>

Project Cost : Rp 16 Triliun

Funding Structure
- Equity : 30%
- Debt : 70%

Contact Person : Cecep Kurniawan
Title : Deputy Director
Phone : +62 21 3505132
Email : c3c3pkurniawan@gmail.com

Project Scope

01 Design Airport Infrastructure  
02 Providing Financial Requirement  
03 Operation of Airport Infrastructure  
04 Maintained Airport Infrastructure  
05  
06  
07  
08
Singkawang City is a city located in West Kalimantan Province (approximately 153 km from the Provincial Capital City of Pontianak) the city synonymous with Chinese culture and has attracted many tourists both domestic and foreign for their local event, the growing number of tourists in Singkawang automatically have an impact on the importance of availability of transportation facilities and infrastructure in Singkawang City especially air transportation this was since Singkawang city can only be access from the capital by land or Supadio International Airport ("PNK"), the development of Singkawang Airport is expected to facilitate accessibility for the mobilization of passenger of air transportation routes, and to increase economic and tourism activities in Singkawang City.

**Project Cost:** Finalize in OBC

<table>
<thead>
<tr>
<th>Concession</th>
<th>Project Return</th>
<th>Funding Structure</th>
</tr>
</thead>
<tbody>
<tr>
<td>25 Year</td>
<td></td>
<td>Equity 30%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Debt 70%</td>
</tr>
</tbody>
</table>

**Concession**

**Project Return**

- **IRR:** Finalize in OBC
- **NPV:** Finalize in OBC

**Funding Structure**

- **Equity:** 30%
- **Debt:** 70%

**Contact Person:** Cecep Kurniawan
**Title:** Deputy Director
**Phone:** +62 21 3505132
**Email:** c3c3pkurniawan@gmail.com

**Project Scope**

<table>
<thead>
<tr>
<th>01</th>
<th>Design Airport Infrastructure</th>
</tr>
</thead>
<tbody>
<tr>
<td>02</td>
<td>Providing Financial Requirement</td>
</tr>
<tr>
<td>03</td>
<td>Operation of Airport Infrastructure</td>
</tr>
<tr>
<td>04</td>
<td>Maintained Airport Infrastructure</td>
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<tr>
<td>05</td>
<td>Airport Development Phase 2</td>
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<tr>
<td>06</td>
<td>Airport Development Phase 3</td>
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<tr>
<td>07</td>
<td></td>
</tr>
<tr>
<td>08</td>
<td></td>
</tr>
</tbody>
</table>

**Guarantor**

**Recourse Agreement**

**Executing Agency**

**PPP Agreement**

**BUBU**

**Operator**

**Kontraktor**

<table>
<thead>
<tr>
<th>Lender (Debt)</th>
<th>Sponsor (Equity)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Guarantee Agreement**

**User**

**Tariff**

**PUSAT FASILITASI KEMITRAAN DAN KELEMBAGAAN INTERNASIONAL**
The development of Singkawang Airport will be divided into 3 stages which include:
1. The Construction of Runway
2. The Construction of Domestic Passenger Terminal
3. The Construction of Taxiway
4. The Construction of the International Passenger Terminal Building
5. The Construction of Cargo Terminal
6. The Construction of Vehicle Parking Areas
7. Development of other facilities
LAND SECTOR

Center of Partnership and International Organization

Ministry of Transportation

Republik Indonesia Ministry of Transportation
Java Island is the most populous island in the world where Jakarta, the capital of Indonesia, is located. Until now, Java is still the center of the Indonesian economy, supported by industrial estates located on the north coast of Java, especially in Cilegon (Banten), Tangerang (Banten), Bekasi (West Java), Karawang (West Java), Gresik (East Java), and Sidoarjo (East Java). Apart from industry, the economy in Java is also supported by agriculture and plantation sectors which contribute to 47% of national output. Trade and services also play a large role in the Java economy.
of tests carried out by BPLJSKB namely outdoors and indoors. Because of the facilities available, most of the tests conducted at BPLJSKB are indoor tests. To achieve the UNECE standard which requires that motorized vehicle tests be carried out outdoors, BPLJSKB requires a test track facility (Proving Ground), which is a test track that has various functions including the need for brake testing and noise testing. To carry out all the tests needed for motorized vehicles, existing facilities must be developed, equipped and rehabilitated in accordance with international standards (UNECE Regulation). This development project is offered through a Public Private Partnership (PPP) scheme where the Minister of Transportation acts as the Government Contracting Agency (GCA). The investment return mechanism is Payment Availability.

Concession

<table>
<thead>
<tr>
<th>Year</th>
<th>Project Return</th>
</tr>
</thead>
<tbody>
<tr>
<td>20</td>
<td>IRR : N.A</td>
</tr>
<tr>
<td></td>
<td>NPV : N.A</td>
</tr>
</tbody>
</table>

Project Cost: Rp 1,97 Triliun

Funding Structure

- Equity: 30%
- Debt: 70%

Contact Person: Susanti Pertiwi
Title: Deputy Director
Phone: +62 8126486011
Email: s.pertiwi74@gmail.com

Project Scope

01 Proving Ground Design (3875 m Track)
02 Construction of Proving Ground Trails and facilities
03 Infrastructure maintenance including IT
04 Providing regular training to operators
05 Construction Financing and Supporting Facilities

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PUSAT FASILITASI KEMITRAAN DAN KELEMBAGAAN INTERNASIONAL
Development Plan

Based on the master plan of the Road Vehicle Testing and Certification of Motor Vehicles (BPLJSKB) that was made in 2010 Outdoor facilities for the testing of motorized vehicles (Proving Ground) will be built along the 3875 track which includes curved tracks, and straight tracks with specifications specified above 80 hectares of land, the construction will begin in 2021 and be completed in 2022.

Construction Proving Ground in 2021
Finished Construction in 2022
Starting Operation in 2022

PROJECT STAGE STATUS

<table>
<thead>
<tr>
<th>Stage</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planning Stage</td>
<td>100 %</td>
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<tr>
<td>Preparing Stage</td>
<td>50 %</td>
</tr>
<tr>
<td>Transaction Stage</td>
<td>0 %</td>
</tr>
<tr>
<td>Construction and Operation</td>
<td>0 %</td>
</tr>
</tbody>
</table>
ToD Poris Plawad
Tanggerang, Banten

The TOD concept at the Poris Plawad terminal will be built on an area of ± 19,000 m². Poris Plawad Terminal is the main transportation node in the city of Tangerang and the TOD concept is supported by the construction of the Integrated terminal which includes the construction of LRT (Light Rapid Transit) that connects Tangerang City with the City of South Tangerang; construction of the Jakarta Outer Ring Road 2 (JORR 2); construction of the Soekarno Hatta Airport Train; and construction of the High Busway. To accommodate the transfer of transportation modes and utilization of the surrounding area, the development of TOD in the Poris Plawad terminal is offered as a PPP scheme (DBFOM) which includes commercial areas, residential areas / apartments, terminals, stations and other facilities.

Concession

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<tr>
<th>Year</th>
<th>Project Return</th>
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<td>NPV : Rp 80 Milyar</td>
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</table>

| Project Cost: | Rp 1,7 Triliun |

Responsible for the Cooperation Project of the Indonesian Ministry of Transportation

Project Scope

01 Development of Terminal 2 Floors in the area of 10,386 m²
02 Commercial Area Development
03 Residential Area Development
04 Operate and Maintaining TOD Area
05 Prepare the Feasibility Study, ANDALALIN, AMDAL, Detailed Engineering Design (DED) for all Infrastructure and Facilities to be built

Funding Structure

<table>
<thead>
<tr>
<th>Equity</th>
<th>30%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt</td>
<td>70%</td>
</tr>
</tbody>
</table>

Contact Person: Jhon Ferry
Title: Deputy Director
Phone: +62 21 22791400
Email: yohn.ferry517@gmail.com
Development Plan

Transit Oriented Development, hereinafter abbreviated as TOD, is the concept of developing areas in and around transit nodes which focuses on the added value on the integration between mass public transport networks, and between mass public transport networks and non-motorized modes of transportation, reducing use motorized vehicles accompanied by the development of mixed, dense areas have moderate to high spatial use intensity.

PROJECT STAGE STATUS

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</tbody>
</table>
Motor Vehicles Weighing Facilities In Sumatera And Java Island

Sumatera and Java

Road transportation is the main infrastructure for connecting between cities and between islands in Indonesia, one of the mean road transport is transportation by truck which is a very cheap and affordable but is prone to accidents. Referring to that matter the government has decided to build the awareness of the owners of transport vehicles (trucks) which are now starting to violate the provisions of excess dimensions and overload (ODOL). The weigh bridge serves to supervise, take action, and record transporting vehicles and their cargo. MVWIU serves to monitor, enforce, and record goods loading procedures, dimensions of goods transporting vehicles, weighing all axes and / or axes of freight vehicles, technical requirements and roadworthiness, transportation documents, overloading of each vehicle are inspected and type of vehicle according to the class of road being passed.

<table>
<thead>
<tr>
<th>Concession</th>
<th>Financial Return</th>
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<tbody>
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Project Cost: Rp 830 Milyar

Government Contracting Agency

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**Project Scope**

- 01 MVWF Design
- 02 Construction of MVFW in 6 location
- 03 Maintenance of Facilities
- 04 Provide Regular Training on Personnel

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**Funding Structure**

<table>
<thead>
<tr>
<th>Equity</th>
<th>30%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt</td>
<td>70%</td>
</tr>
</tbody>
</table>

Contact Person: Susanti Pertiwi

Title: Deputy Director

Phone: +62 8126486011

Email: s.pertiwi74@gmail.com

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**Regression Agreement**

- Ministry of Transportation/ Dir, Gen. of Land Transportation
  - Business Entity
    - Concession Agreement through PPP Tender Mechanism
    - AP Payment
      - Financing Institution
    - Non-Tax State Revenue Report
      - Loan Financing
      - Equity Financing
      - Equity
      - Revenue Deposit
      - Collection Unit / Bank

**Design, construction and procurement of MVWIU tools**

- MVWIU SLA Information
  - MVWIU Service
    - Non-Tax State Revenue Report – MVWIU Service
    - Finacing for payment of fines
Development Plan

The Ministry of Transportation will complete Building the facilities for truck over-dimensional violation and traffic overload (ODOL). which requires Main facilities and additional equipment for testing vehicles, with a 3D system. Some facilities that will be built are:

Main Facilities
Road Access, Office Shelter, UPPKB System, Weighing Platform, Prosec Building, Employee Building, Warehouse Parking Area

Supporting facilities
Mosque, Diner, Toilet, Genset, Post Security
PORT SECTOR

Center of Partnership and International Organization
Sulawesi is one of the fastest growing economies in Indonesia in recent years. The economy in Sulawesi is supported by agriculture and plantations, especially cocoa, coconut and rice. The nickel and smelter mining industries also contribute to economic growth in Sulawesi.
Bau Bau Port
South East Sulawesi, Indonesia

Bau Bau Port Located in Wolio District, Baubau City, Southeast Sulawesi Province. This port is one of the strategic transportation nodes in Eastern Indonesia. This is due to the geographical position of Bau Bau Port which is crossed by the movement of sea transport from the western part of Indonesia such as Jakarta, Surabaya and the central region, namely Makassar to eastern Indonesia such as Maluku, North Maluku, Central Sulawesi and North Sulawesi. Bau Bau port is also a gateway for sea transport movements in Southeast Sulawesi Province where most of the movement of passengers and goods transits at this port. Since its operation in 2013 the port of Bau Bau has continued to grow which urge the need to the develop it’s facilities to meet the needs of loading and unloading of containers, general cargo and also passenger terminals.

**Duration**

30 Years

**Project Return**

- IRR: 10.85%
- Net Present: Rp 120 Milyar

**Capital Structure**

- Equity: 30%
- Debt: 70%

**Project Cost:** Rp 291 Milyar

**Contact Person:** Ciptadi
- Title: Deputy Director
- Phone: +62 21 3913269
- Email: ditekepelhubla@gmail.com

**Project Scope**

- 01 Port Infrastructure Rehabilitation
- 02 Port Infrastructure Development
- 03 Port Infrastructure Maintenance
- 04 Operation of Port Infrastructure
- 05
- 06
- 07
- 08
- 09
Development Plan

The construction of infrastructure and the provision of additional facilities at Baubau Port will be carried out in 3 phases taking into account the growth of demand, the details of which can be seen as follows:

Stage 1: Rehabilitation is carried out in 2018-2019

Stage 2: Development of the first phase will be carried out in 2020-2023.

Stage 3: Development of the second phase will be carried out from 2030-2033.
Anggrek Port

Gorontalo

Gorontalo is a developing region that benefit from supporting infrastructure, one of which is the existence of the port of Anggrek. Since the Anggrek port was built, the activities in North Gorontalo are getting denser this because port of anggrek has an important role in the international trade and in the future as an international trade facility based on Special Economic Zones (SEZ) the port also close to the borders of three countries, namely Brunei Darussalam Malaysia and the Philippines In the context of developing North Gorontalo District, Port of Anggrek has potential and plays an important role and in the needs for further expansion through Public Private Partnership procurement

<table>
<thead>
<tr>
<th>Year</th>
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<tr>
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<tr>
<td>NPV:</td>
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Project Cost : Rp 94 Milyar

Government Contracting Agency
Kementerian Perhubungan RI

Capital Structure

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<tbody>
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<td>70%</td>
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</tbody>
</table>

Contact Person : Ciptadi
Title : Deputy Director
Phone : +62 21 3913269
Email : ditkepelhubla@gmail.com

Project Scope

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PROJECT STRUCTURE

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Ministry of Transportation

Ministry of Finance

HGF

Regress Agreement

Budget allocation

EPC Contractor

Supplier

Operator And Maintenance(O&M)

Special Purpose Vehicle (SPV)

Sponsor Group

Mezzanine

Senior Debt

Guarantee Agreement

EA\&A Contract

Supplier Agreement

Financing Agreement

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PUSAT FASILITASI KEMITRAAN DAN KELEMBAGAAN INTERNASIONAL
Development Plan

Anggrek Port is to be develop based on the following scenario:

**2015-2034:** Cargo Pier, Container Dock Passenger Terminal, Stacking Field Office, container, cargo stacking yard, Cargo Warehouse, Truck Parking Field, Asphalt Public Parking Field, Blok Cargo Paving Construction, container paving block construction

<table>
<thead>
<tr>
<th>PROJECT STAGE STATUS</th>
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Partnership Facilitation And International Organization Center
Ministry Of Transportation

Gedung Cipta lt 7, Jl Medan Merdeka Barat 8 N0. 8, Jakarta Pusat 10110
Tlp/Fax : +6213504601

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email: wiky1401@gmail.com