



BANK INDONESIA  
BANK SENTRAL REPUBLIK INDONESIA



# NORTH SUMATRA INVESTMENT BOOK

YOUR INVESTMENT PARTNER TO PROVIDE BETTER TOMORROW  
**Quarter II of 2022**





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

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

In the midst of increasingly real and progressive economic improvements, one of them is driven by the investment sector which contributed 30.92% (yoy) in the first quarter of 2022 also to make North Sumatra as one of the largest economic drivers on the Sumatra island. Supporting infrastructures for the improvement aspect of doing business is also continuously developed by the Central and Regional Government.

Recently, North Sumatra has 9 (nine) clear and clean investment projects, which 3 of them are National Strategic Projects. Those 9 projects are Toba Caldera Resort, Sei Mangkei Special Economic Zone, Medan Industrial Estate, Airport City, Mixed Use Rental Apartments in Sei Mangkei SEZ, Kuala Tanjung Industrial Estate, Sport Center, LRT Mebidang and last but not least Siantar-Parapat Railway development. These projects are the focus of the government that continues to be promoted and developed intensively.

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

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

**Medan, June 2022**  
**Head of Bank Indonesia Representative Office of North Sumatra**

**Doddy Zulverdi**  
**Executive Director**

## REMARKS BY THE GOVERNOR OF NORTH SUMATRA PROVINCE

North Sumatra Province is one of the Indonesian economy pillars with historically economic growth above the national's. GRDP per capita of North Sumatra Province in 2021 is around IDR 56.64 million/person supported by abundant natural resources thus encouraging higher export activities so North Sumatra can still exist compared to other regions, thus making North Sumatra become one of the growth engine for the national economy outside Java island. It's still possible for North Sumatra to boost the national economy even though in the midst of pandemic.

Its geographical advantage, which is directly adjacent to the Malacca Strait, makes North Sumatra being the center of trade and national connectivity hub in the western region of Indonesia. Moreover, from a demographic perspective, North Sumatra has a prospective market advantage. This is reflected in the population which is the 4th largest in Indonesia, where more than 50% is dominated by people of productive age.

The natural beauty of North Sumatra contains many potentials that also contributes greatly to the economy through the tourism sector. Our main attraction is Lake Toba, which has been designated as the Global Geopark by UNESCO and a national priority tourist destination. To support in becoming an international standard tourist destination, infrastructure development continues to be developed, especially to advance connectivity.

Various National Strategic Projects currently being developed include the eastern Sumatra route and the toll road from Medan to Lake Toba. To strengthen the connectivity of air transportation modes, North Sumatra also has 2 international airport that have direct flights to Singapore and Malaysia and 5 airports that serve domestic flights. Although in the midst of this pandemic, these international direct flight is being suspended for a while. Meanwhile, in the sea transportation mode, there are 6 ports to strengthen the maritime side.

In line with our efforts to continue socio-economy development in North Sumatra, our 9 strategic investment projects are expected to generate a sustainable economy. The Regional Government of North Sumatra has never stopped providing support for the development of regional investment projects. We continue to strive supporting structural transformation and ease of licensing procedures that are more efficient. Ease of fiscal and non-fiscal for the business community, relatively cheaper wages for labor, and easy access to raw materials create an excellent investment climate in North Sumatra.

**Medan, 2022**

**H. Edy Rahmayadi**

**Governor of North Sumatra**





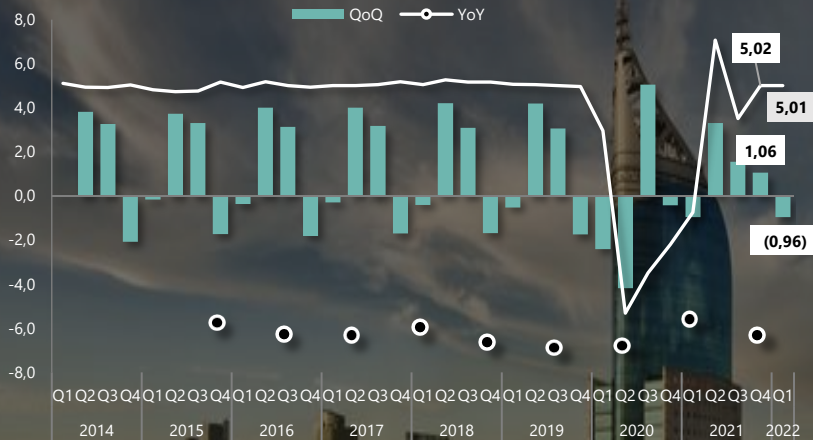
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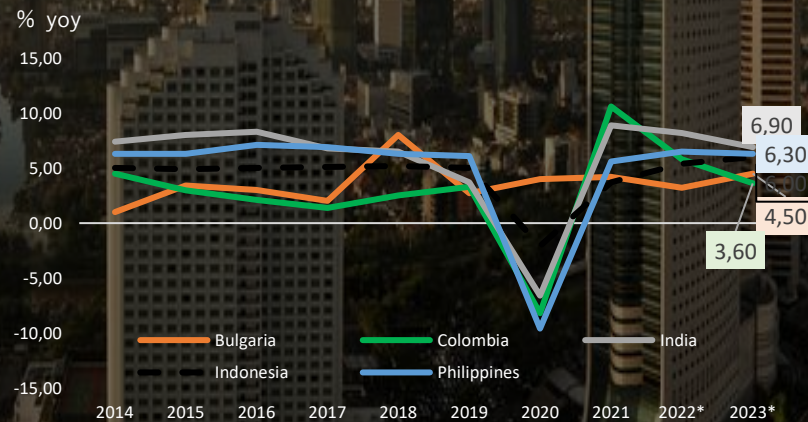
*Masjid Raya Al Mashun, Medan*

# **INDONESIA ECONOMY** AT A GLANCE

## Strong GDP Growth<sup>1</sup>



## Favourable GDP Growth Compared to Peers<sup>2</sup>



1. Source: Central Bureau of Statistics of Indonesia (BPS), \*\* Including non-profit household consumption

2. Source: World Economic Outlook Database – April 2022, \* indicates estimated figure

\*) Consensus Forecast number will be given later

**National economic recovery currently underway in Indonesia remains intact given increasing community mobility and amidst escalating geopolitical tensions between Russia and Ukraine.** Domestic economic growth was solid and stable in the first quarter of 2022 at 5.01% (yoy) compared with 5.02% (yoy) in the previous quarter. Positive economic performance in Indonesia has been fuelled by growing domestic demand and maintained export performance. Furthermore, the national economic gains have been replicated in most sectors and all regions. Moving forward, the Indonesian economy is expected to gain momentum, with Bank Indonesia projecting growth at 4.5-5.3% in 2022, supported by a faster vaccination rollout, broad reopening of economic sectors as well as policy stimuli instituted by Bank Indonesia, the Government and other relevant authorities.

**In terms of spending, the economic recovery in the first quarter of 2022 was driven primarily by household consumption,** which accelerated significantly to 4.34% (yoy) from 3.55% (yoy) in the previous period. Such developments were explained by increasing community mobility in line with looser mobility restrictions in the first quarter of 2022 and a faster vaccination rollout. Investment grew 4.09% (yoy) in the reporting period, mainly supported by non-building investment, yet growth of building investment was also sustained. On the other hand, government consumption contracted 7.74% (yoy) in line with improving Covid-19 pandemic conditions that reduced procurement and social assistance disbursements, particularly for Covid-19 containment and mitigation measures. Exports continued to perform well, expanding 16.22% (yoy) on the back of solid demand in Indonesia's major trading partners and the limited impact of geopolitical tensions between Russia and Ukraine. Imports in the first quarter of 2022 grew 15.03% (yoy) in response to strong export performance and increasing domestic demand.

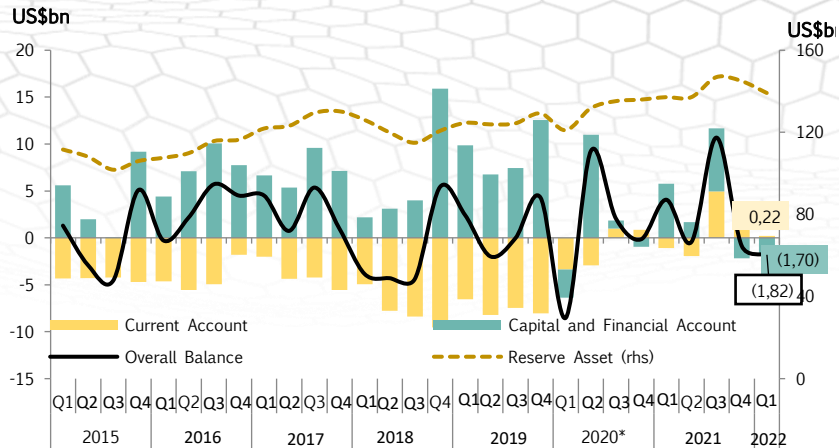
**Nearly all economic sectors recorded positive growth in the first quarter of 2022, particularly the Manufacturing Industry, Retail and Wholesale Trade as well as Transportation and Storage, given greater community mobility in all regions.**

## Growth Prospect

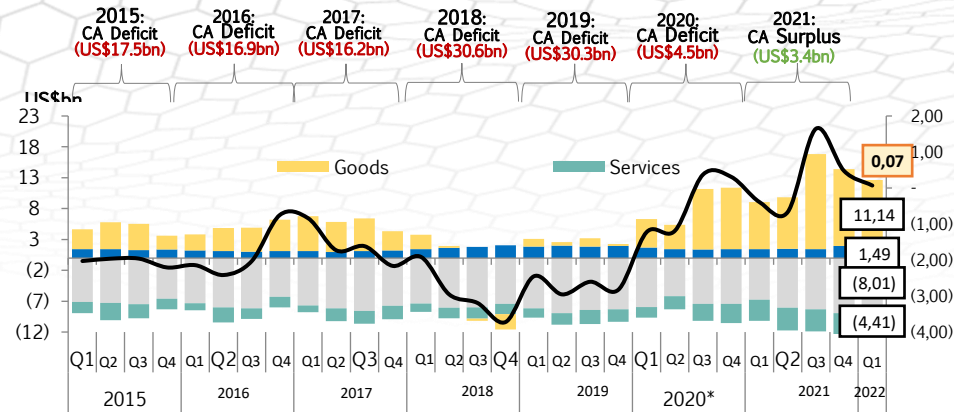
Institutions	GDP growth
2022 Budget	5.2
Bank Indonesia	4.5-5.3
IMF (WEO, April 2022)	5.4
World Bank (GEP, Jan 2022)	5.2
ADB (ADO, April 2022)	5.0



### Current Account Recorded Deficit in Q4-2021

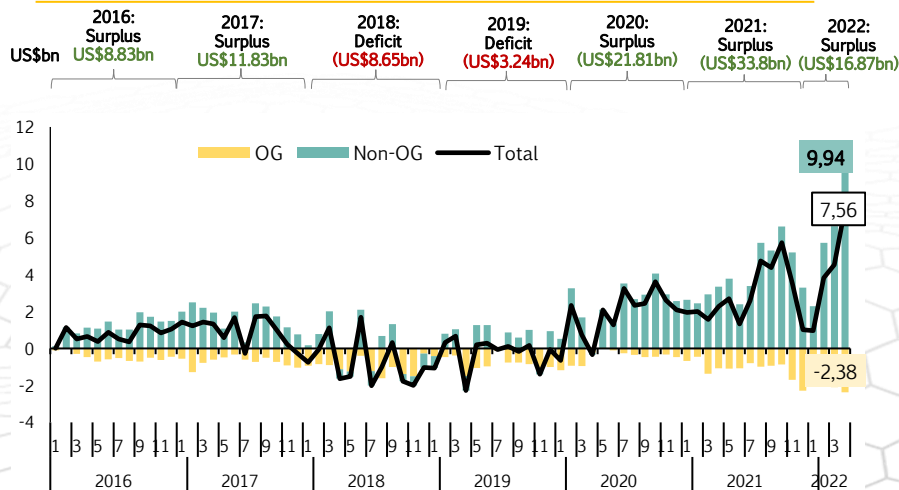


Source: Bank Indonesia



Source: Bank Indonesia

## Trade Balance Surplus Increases

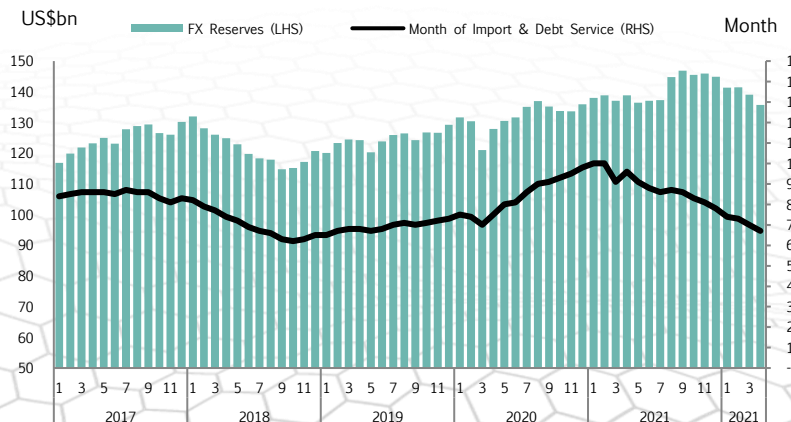


\* Preliminary Figure    \*\* Very Preliminary Figure

Source: BPS

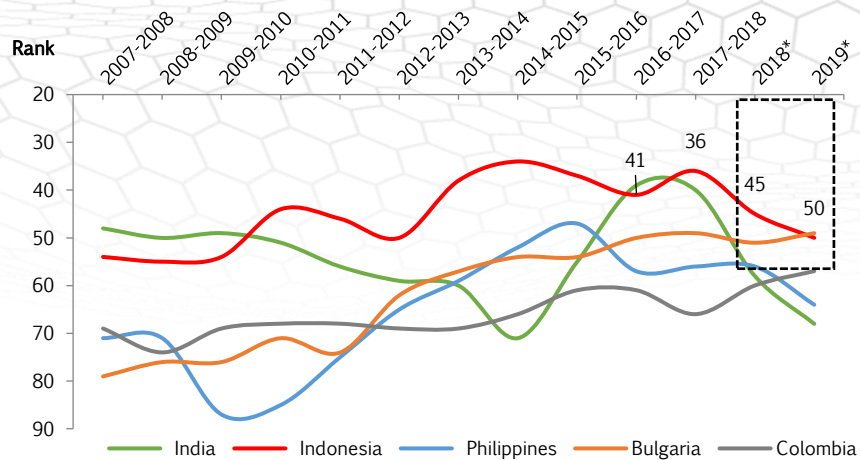
## Official Reserve Assets Increased to Reinforce External Sector Resilience

**FX Reserves as of April 2022: US\$135.7 bn**  
(Equiv. to 6.7 months of imports + servicing of government debt)

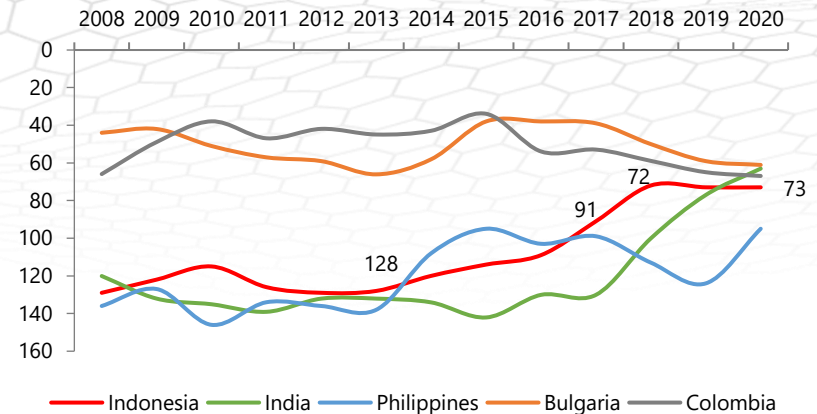


Source: Bank Indonesia

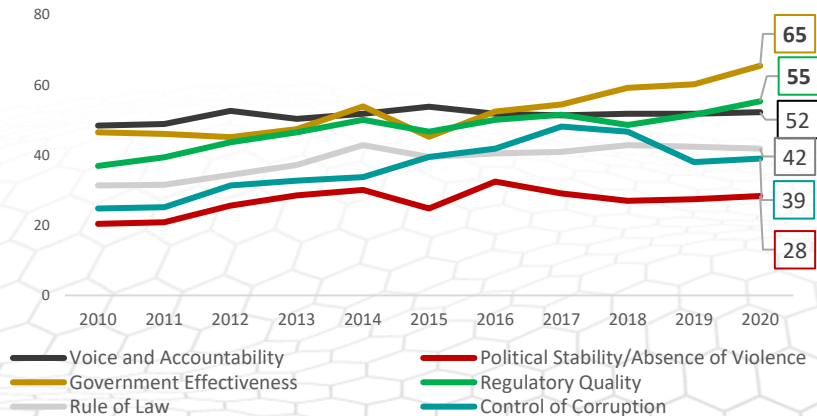
## Global Competitiveness Index<sup>1</sup>



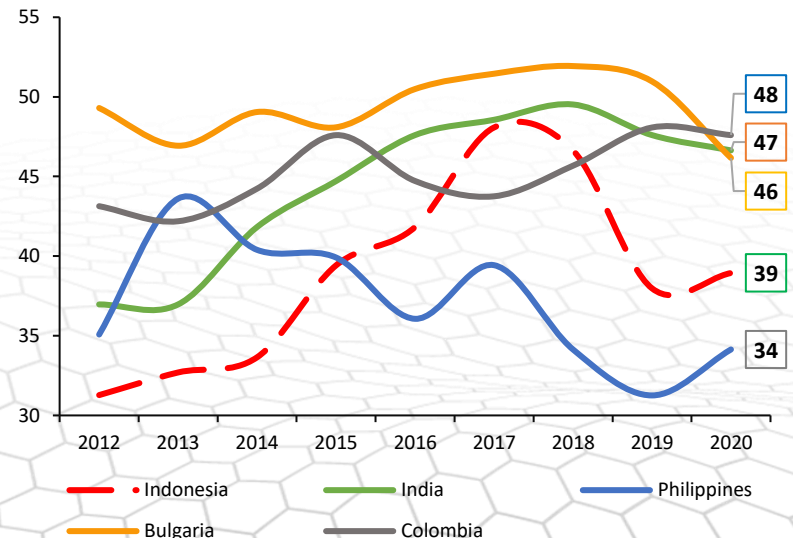
## Ease of Doing Business<sup>2</sup>



## Worldwide Governance Indicators<sup>3</sup>

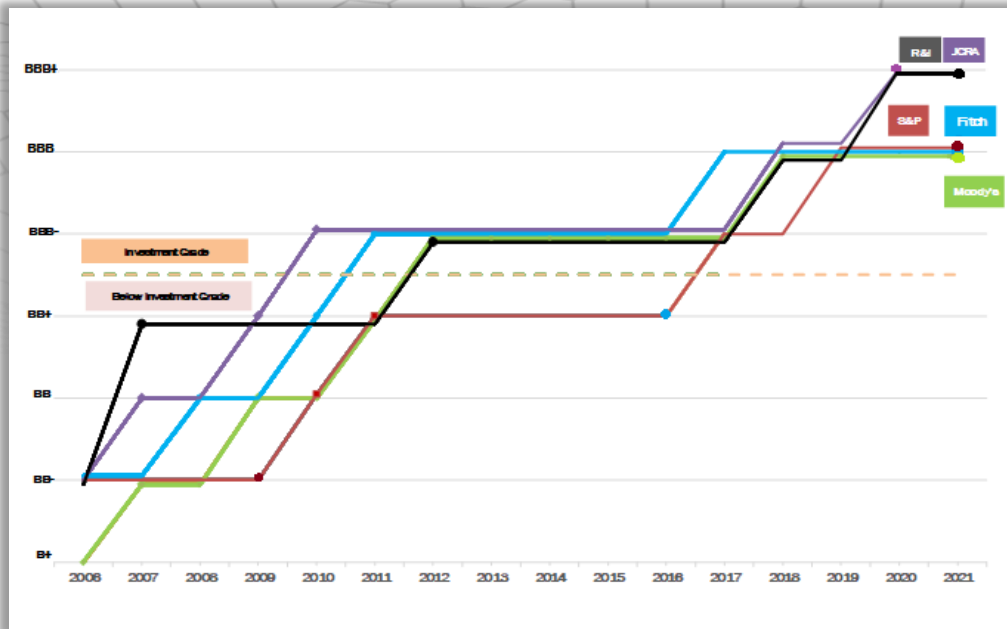


## Corruption Perception Index<sup>4</sup>



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





## Fitch Ratings

**BBB / Stable**

### November 2021, Rating Affirmed at BBB/Stable

"Indonesia's rating balance a favorable medium-term growth outlook and a still low, but rising, government debt/GDP ratio against a high dependence on external financing, low government revenue and lagging structural features such as governance indicators and GDP per capita compared with 'BBB' category peers".

## S&P Global Ratings

**BBB / Negative**

### April 2021, Rating Affirmed at BBB/Negative

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

## Moody's

**Baa2 / Stable**

### Feb 2022, Rating Affirmed at Baa2/Stable

"The affirmation of the ratings is underpinned by continued economic resiliency and Moody's expectations that monetary and macroeconomic policy effectiveness will be maintained, containing risks as global interest rate rise. Moody's expects economic activity to revert to its historical average in 2023, with growth sustaining at those rates thereafter."



**BBB+ / Stable**

### April 2021, Rating Affirmed at BBB+/Stable

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



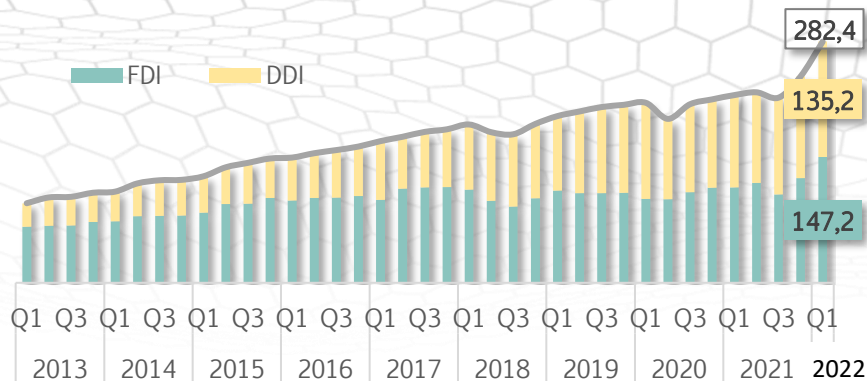
**BBB+ / Stable**

### December 2020, Rating Affirmed at BBB+/Stable

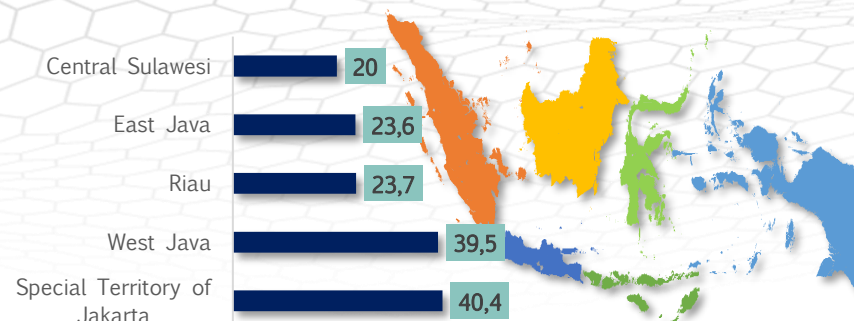
"The ratings mainly reflect the country's solid domestic demand-led economic growth potential, restrained public debt, and resilience to external shocks supported by flexible exchange rate and monetary policies and accumulation of foreign exchange reserves. Additionally, the government has been maintaining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



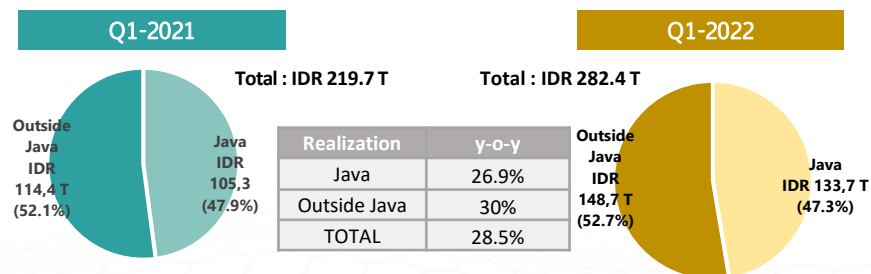
## Direct Investments (IDR trillion)



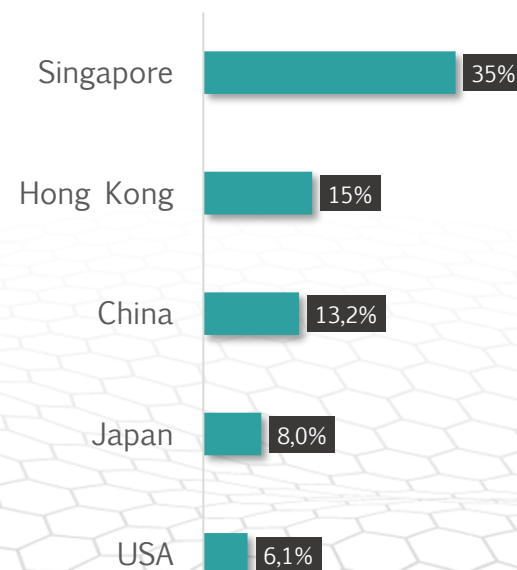
## Investment Realization by Geography (IDR billion)



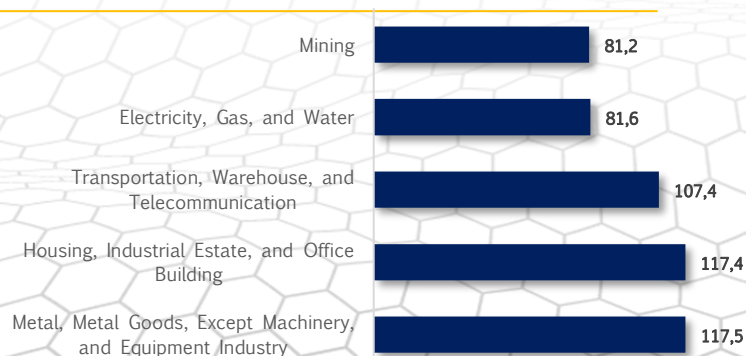
## Investment Realization by Spatial



## Top 5 Investors by Country (USD billion)



## Investment Realization by Sector (IDR billion)



Source: Investment Ministry/BKPM



1

## **Companies Operation Support**

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



2

## **Visa Recommendations for Company Leaders**

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



3

## **Visa recommendations for foreign skilled workers**

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



4

## **Managing Existing Investment Realization**

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



5

## **Optimization of Business Licensing Services**

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

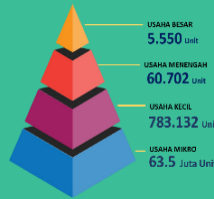




## DATA & FACT

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

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



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

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

## JOB CREATION LAW

## BENEFIT

## SUBSTANCE

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



Encouraging Job Creation and Entrepreneurship



Protecting Worker's Rights Through Worker's Protection



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

Source: Coordinating Ministry for Economic Affairs

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



Source: Coordinating Ministry for Economic Affairs



A new paradigm in accelerating the licensing process to improve Indonesia's investment competitiveness

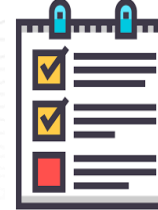
## Ease of Doing Business



**Ex-ante Licensing** (satisfying all requirements in advance) is effectively replaced by **ex-post licensing** (the requirements are checked afterward), which will be particularly advantageous for low- and medium-risk businesses.



## Risk-based Business License



Risk Based Business Licensing aiming to simplify the procedure to obtain a business license based on risk analysis and determination of the scale of a business (whether it is a small or a big business)

There are 16 sectors in which the Gov Regulation No 5/2021 covers licensing:

1. Marine fisheries;
2. Agriculture;
3. The environment & forestry;
4. Energy & mineral resources;
5. Nuclear energy;
6. Industry;
7. Trading;
8. Public works and housing;
9. Transport;
10. Health, medicine and food;
11. Education and culture;
12. Tourism;
13. Religion;
14. Post, telecommunications, broadcasting, electronic systems and transactions;
15. Defense & safety;
16. Employment.

### Low Risk

Only required to obtain a Business Identification Number

### Medium Risk

Business Identification Number + Standard Certificate

### High Risk

Business Identification Number + License + Standard Certificate issued by either the central or regional government

Online Single Submission (OSS) – Risk Based Approach (RBA) will be implemented starting **August 9, 2021** in all regions of Indonesia

Source: Coordinating Ministry for Economic Affairs

In year of 2022, Indonesia will be the host country to held G20 presidency and encourages all countries to work together to achieve a stronger and more sustainable world recovery. It's in line with its theme is recover together, recover stronger.

## Co-Sherpa

## 14 Working Groups, 1 Task Force, 1 Initiative

Involving **17 Ministries/Institution** from SHERPA TRACK and FINANCE TRACK

## 10 Engagement Groups

Represented by Non-Governmental Organization including Supreme Auditor Institution and House of Representative as Chair for SAI20 dan P20

## More than 150 locations

## Theme

**"Recover Together, Recover Stronger"**

## Diverse Priorities Agenda

Representing the national interest and envisioned to be Indonesian legacy at the G20 forum

## 5 Cross-cutting Issues

- (i) Human Capital;
- (ii) Digitalization;
- (iii) Multilateralism;
- (iv) Global Partnership, and;
- (v) Youth and Women Empowerment

## Priority Pillars

**Productivity, Resilience & Stability, Sustainable & Inclusive Growth**



Indonesia has been appointed to host "The G20 Presidency Meeting 2022", which will be held in October 2022.



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*Jumping Stone Tradition, Nias*

# **WHY INVEST IN NORTH SUMATRA?**



**NORTH SUMATRA** is one of Indonesian economic proponent with economic growth above national's historically and frequently. With GRDP per capita of IDR 56.64 million/person in 2021, North Sumatra was adequate to be the economic driving force outside Java region. The total population of North Sumatra is the fourth largest in Indonesia and still growing. Eight tribes and various religious beliefs in North Sumatra live in harmony, spread in 25 regencies and 8 cities in an area of 182,414.25 km<sup>2</sup> build North Sumatra has humongous opportunity to be developed.

Renowned for its' fertile soil, North Sumatra become one of the Indonesian central producer of agricultural commodities such as crops and horticultural. Rice production of 2,074,855.91 ton in 2021 propelled North Sumatra to become a rice granary in Sumatra Island. This productivity reflects to land area of CPO, rubber, and coffee in North Sumatra. In 2021, CPO land area is about 442.07 thousand Ha with productivity as much 1.64 million ton, rubber is about 369.42 thousand Ha with productivity as much 310.03 thousand ton, and coffee which specialty arabica coffee is about 77.9 thousand Ha with productivity as much 67.6 thousand ton.

Besides that, North Sumatra as one of the marine provinces in Indonesia has a big chance to expand the fishery production. Recorded in 2021, North Sumatra produced a volume of marine captured fisheries of 424,876 ton with a volume value of IDR 12,51 billion. It's a huge advantage what North Sumatra has and really possible to grow up as a potential investment.

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

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



**GRDP of North Sumatra**  
**3.90% (yoy)**

One of the biggest contributors by economic comparison in Sumatra Island



**HDI 2021**  
**72.00**

Categorized as high



**Inflation**  
**0.74% (mtm)**

May 2022



**Population (2021)**  
**14.93 million**

The 4th most populous province in Indonesia



**Employment Rate**  
**70.45% (Feb 2022)**

Adequate human resources for supporting new business



**Export (Apr 2022)**  
**US\$ 1.29 billion**

Increased 2% than Mar 2022



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



Located at the vast and prosperous area of Sumatra island, with total area of 182,414.25 km<sup>2</sup>.



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

**GOVERNOR:** H. Edy Rahmayadi  
**VICE GOVERNOR:** Musa Rajekshah  
**CAPITAL CITY:** Medan  
**REGENCIES / CITIES:** 25 Regencies & 8 Cities



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



**Low Minimum Wage Rate**  
At \$177 per month our wage rate is cheaper than several countries in ASEAN.

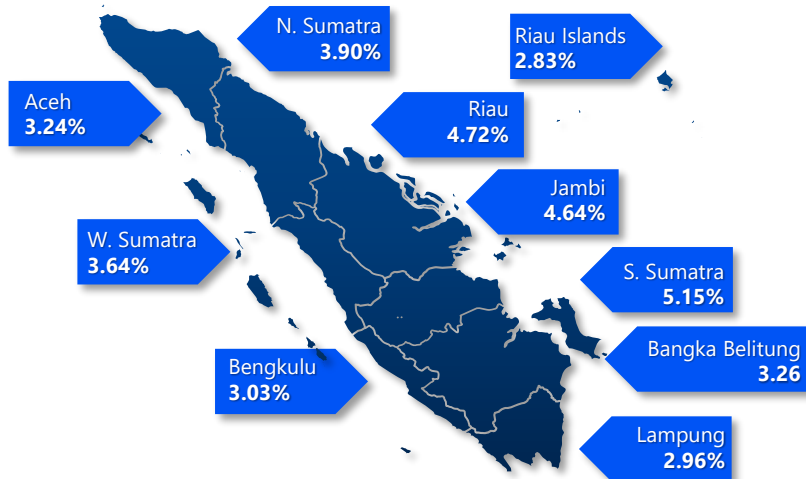


**6 Ports** are available to facilitate new business in North Sumatra.

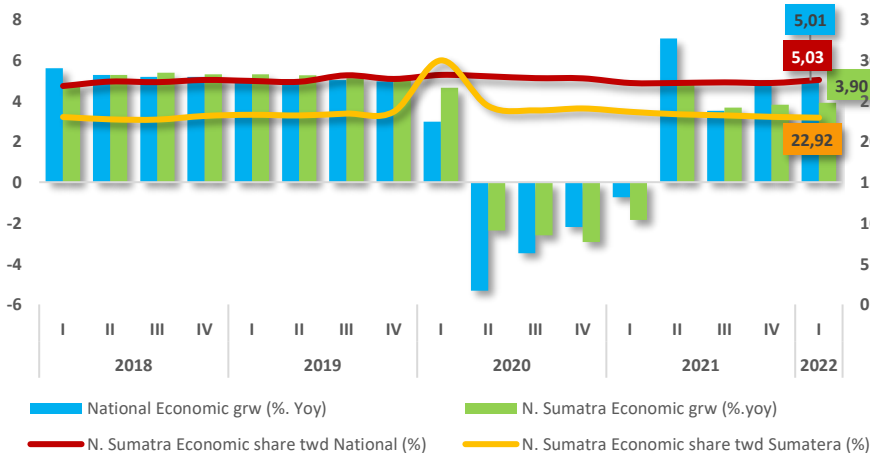


**7 Airports** which are consisting of 2 international airports & the rest service for domestic flights.

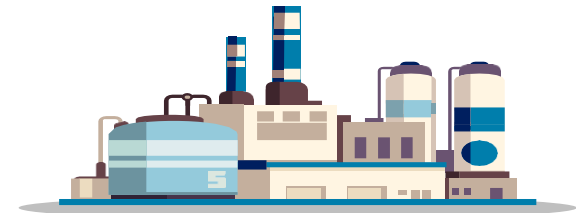
## Sumatra Economic Growth



## NORTH SUMATRA, NATIONAL ECONOMIC GROWTH AND NORTH SUMATRA GDRP SHARE TOWARD SUMATRA & NATIONAL



- In the first quarter of 2022, North Sumatra's economic growth grew by 3.90% (yoy), an increase compared to the previous quarter of 3.81% (yoy). The acceleration of North Sumatra's economic growth in the first quarter of 2022 comes from an increase in household consumption, exports, and investment.
- The recovery of the economy, supported by the continuation of various government incentives, has encouraged an increase in terms of household consumption. Rising prices of major commodities as a result of geopolitical conflicts have supported growth on the export side. The relatively stable domestic economy also encouraged positive investor sentiment to invest in Indonesia, including North Sumatra. In terms of business fields, the highest growth came from the Health and Social Activity in Industrial Origin, where social activity was affected by improving pandemic conditions and easing restrictions on community mobility.
- Meanwhile, in the second quarter of 2022, it is predicted that the economy of North Sumatra will grow higher amid ongoing geopolitical conflicts. Although it has the potential to affect demand, high prices of major commodities are expected to have an impact on increasing the value of North Sumatra's exports. The increasingly improving pandemic conditions also have an impact on increasing economic activity and community mobility.



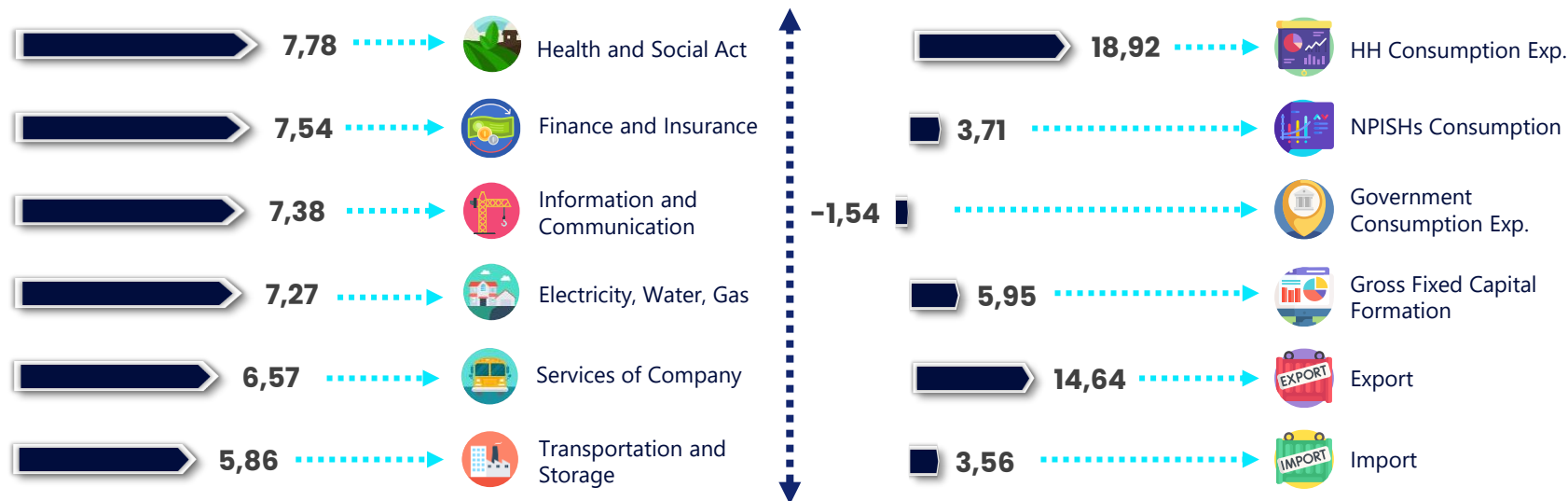
Source: BPS, processed



North Sumatra's economic growth is supported by improvements in almost all economic sectors, both in terms of industrial origin and expenditure. The thing that will be the focus of this near development is the optimization of government expenditure, which includes regional expenditures and capital participation in infrastructure development, especially multiyear projects.

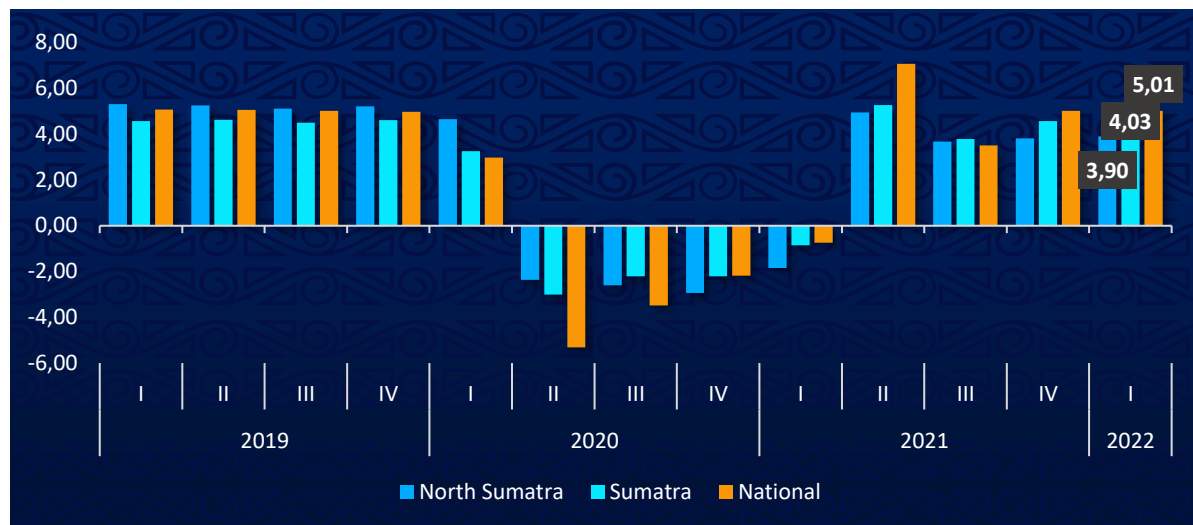


## GRDP Growth (Industrial Origin) (yoy) ← Q1 2022 → GRDP Growth (Expenditure) (yoy)



Source: BPS, processed

## Economic Growth of Indonesia, Sumatra and North Sumatra



Source: BPS, processed

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



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

April 2022

**10.3%**

Nominal Apr 2022 : IDR 254 Trillion  
Nominal Apr 2021 : IDR 231 Trillion



**Bank Deposit  
Account (%; yoy)**

April 2022

**12.2%**

Nominal Apr 2022 : IDR 301 Trillion  
Nominal Apr 2021 : IDR 268 Trillion



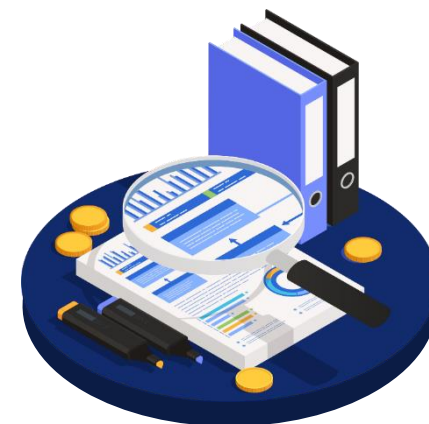
**NPL (%)**

April 2022

**2.4%**

Nominal Apr 2022: IDR 6 Trillion  
Nominal Apr 2021: IDR 7 Trillion

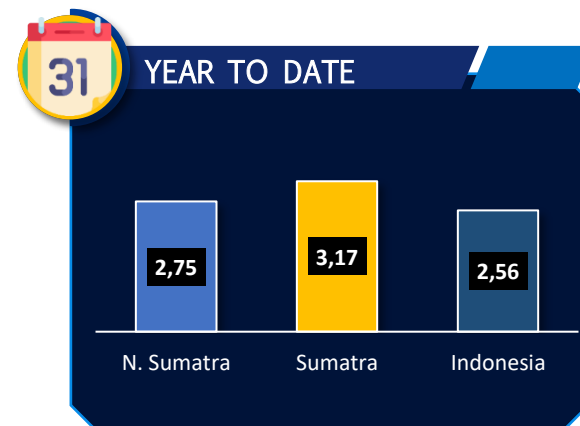
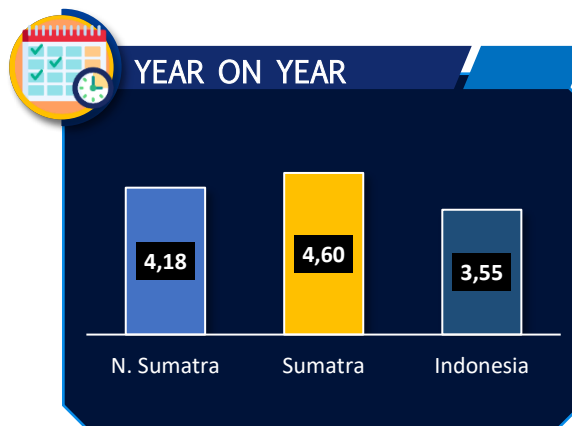
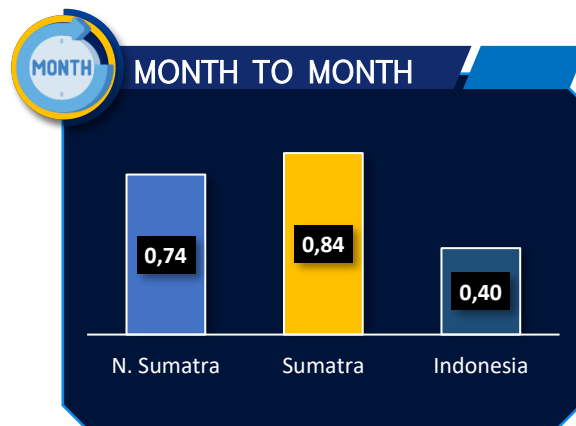
Source: Bank Indonesia



## North Sumatra Financial System Overview



In May 2022, North Sumatra recorded inflation of 0.74% (mtm) or 4.18% (yoy), higher than the April 2022 period which recorded inflation of 0.44% (mtm) or 3.63% (yoy). Inflation in North Sumatra in May 2022 was also recorded higher than the national inflation of 0.40% (mtm) or 3.55% (yoy). The main sources of inflation came from the Food, Beverage and Tobacco and the Transportation with a share of 0.47% (mtm) and 0.12% (mtm), respectively. In the Food, Beverage, and Tobacco Group, purebred chicken meat, dencis fish, shallots, and purebred chicken eggs are the largest contributors to inflation. The increase in the price of purebred chicken meat and purebred chicken eggs was driven by the continuing trend of increasing animal feed prices. Meanwhile, the increase in the price of dencis and shallots is caused by bad weather that hits in various waters of the archipelago so that fishermen cannot go to sea, the lack of supply of shallots from various production centers. However, coordination and collaboration on regional level through Regional Inflation Control Team contributed in keeping low and steady inflation rate for public welfare.



Source: BPS, processed



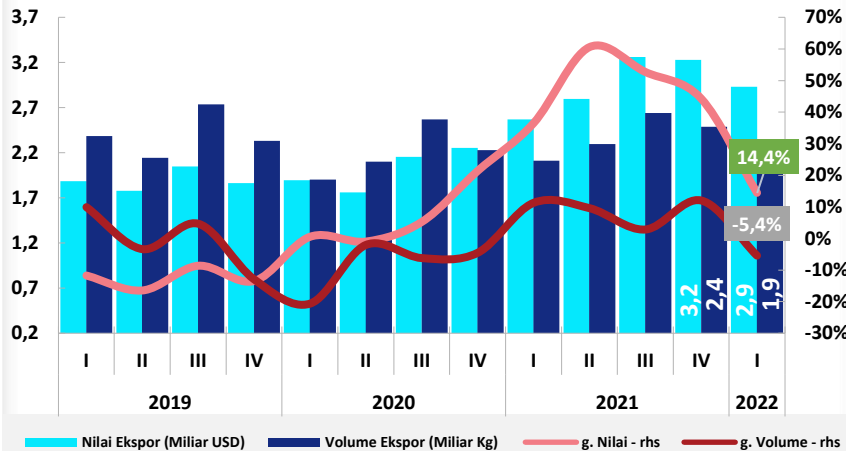


Adjacent to the world trade route, North Sumatra maintains its trade competitiveness among peer countries. The export volume of North Sumatra still grows higher even though limited. This is reflected in the decrease in the average purchasing managers' index as a result of geopolitical conflicts. The import volume seems increased from the previous quarter that supported by increasing the realization of raw materials.

## EXPORT

USD Million - Kg Million

YoY

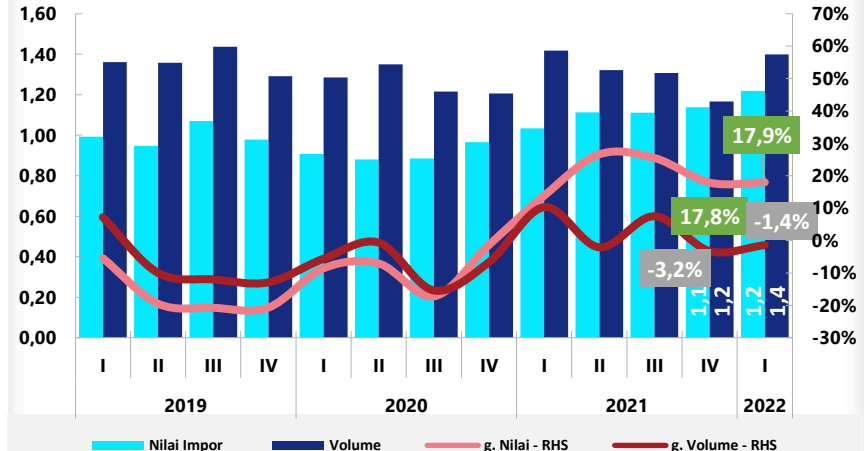


Source: Bea Cukai, proceed

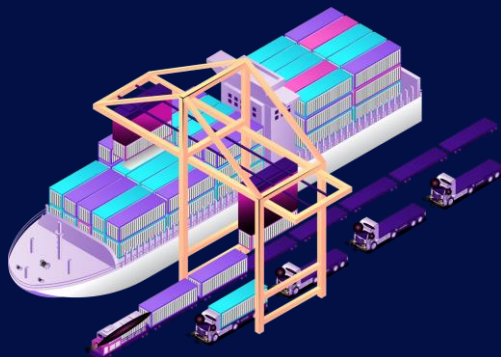
## IMPORT

USD Million - Kg Million

YoY



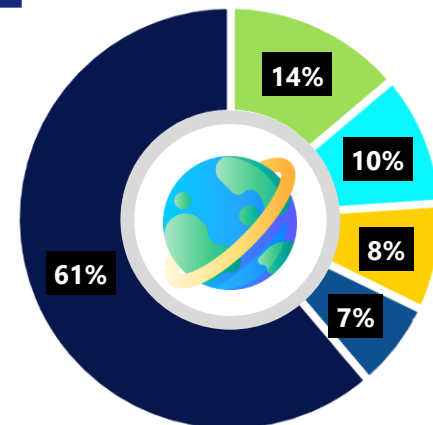
Source: Bea Cukai, proceed



## Export Shares Based on Countries

USD Million - Kg Million

- Tiongkok
- USA
- Euro Area
- India
- Negara Lainnya



Source: Bea Cukai, proceed

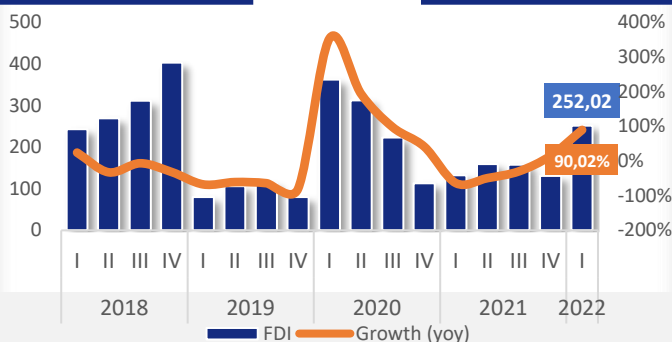


North Sumatra direct investment in the first quarter of 2022 accelerated higher than the previous quarter both in terms of FDI and DDI. The realization was recorded at IDR 9.52 Trillion sourced from foreign direct investment (FDI) of USD252.02 million (IDR 3.61 Trillion) or grew positively by 90.02% (yoy) and domestic direct investment (DDI) of IDR 5.90 Trillion or grew positively by 27.30% (yoy). Based on the realization, Medan City is the area that contributes the largest DDI for North Sumatra by 31%, while South Tapanuli Regency as the largest FDI in North Sumatra is 42%. Based on the potential possessed by North Sumatra, the electricity, gas, and water sectors are still the highest contributors to the realization of FDI by 44% and the housing, real estate, and office industry sectors dominate the realization of DDI by 21%.

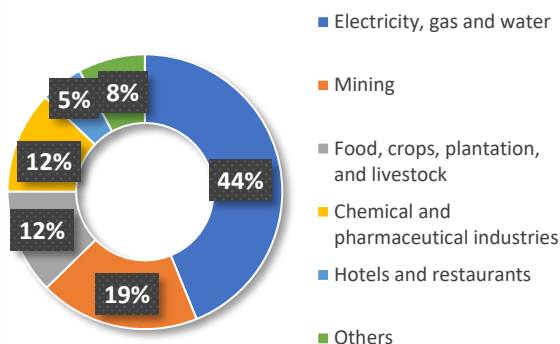
## FDI GROWTH 2018 – Q1 2022

USD Million

YoY

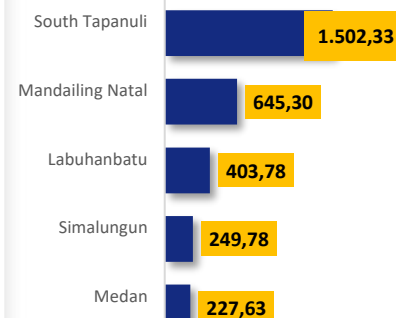


## TOP 5 FDI BY SECTOR



US\$ Million

## TOP 5 FDI BY LOCATION

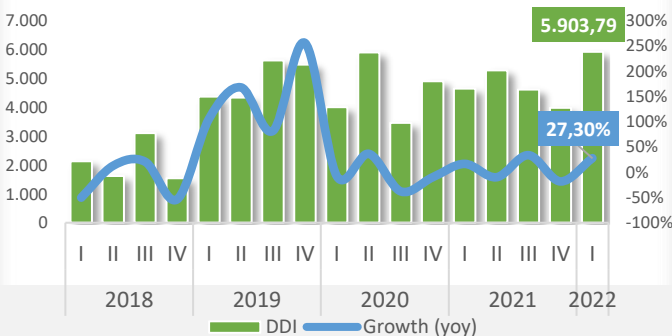


IDR Billion

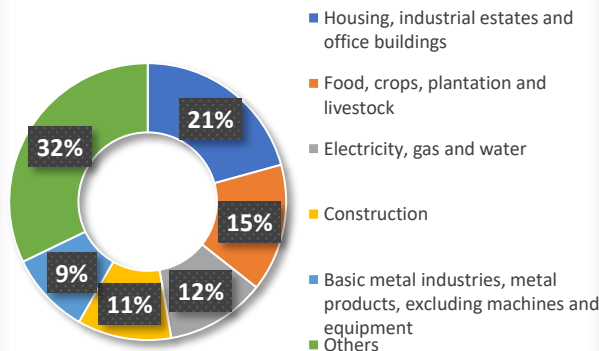
## DDI GROWTH 2018 – Q1 2022

IDR Billion

YoY

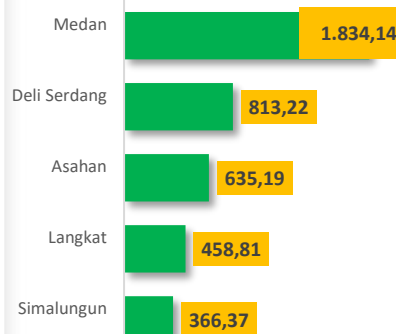


## TOP 5 DDI BY SECTOR



IDR Billion

## TOP 5 DDI BY LOCATION



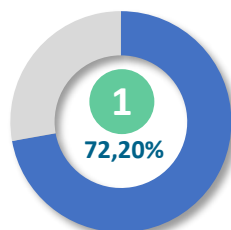
IDR Billion

Source: Investment Ministry/BKPM

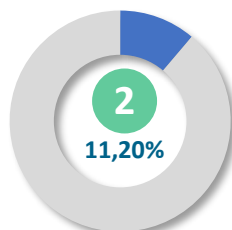


The investment performance also archive the achievement of gross capital flows into North Sumatra towards the 2022 annual target set by the Ministry of Investment/BKPM of IDR 48.70 trillion. This achievement accumulated by 19.55% or the remaining 80.45% till the end of the year. This is a joint task of all related institution to be more active in promoting investments to potential investors, one of which is through the North Sumatra Invest (NSI) forum.

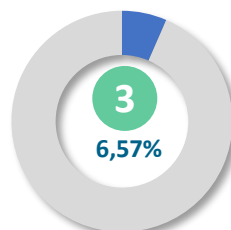
## FDI IN Q1 OF 2022 BY COUNTRY



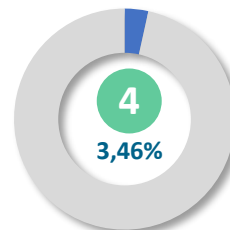
Singapore



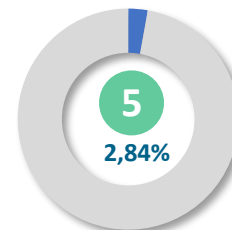
England



Malaysia

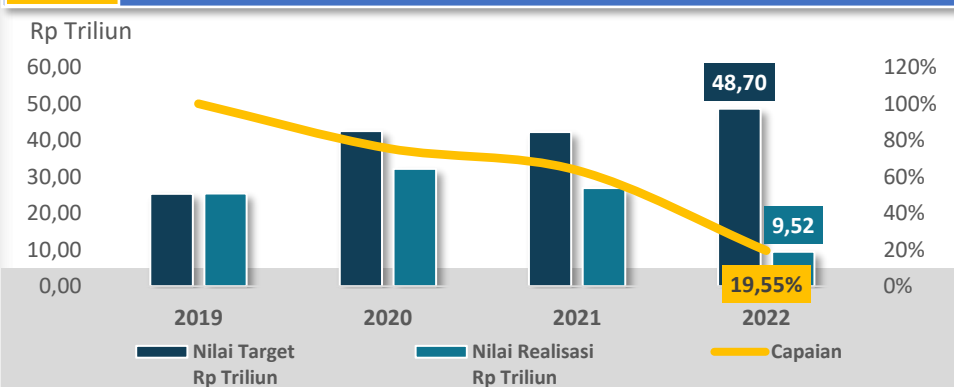


British Virgin Islands



Hong Kong

USD Million	181,95	28,22	16,55	8,72	7,16
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## North Sumatra Investment Realization Achievements

Source: Investment Ministry/BKPM







**BANK INDONESIA**  
BANK SENTRAL REPUBLIK INDONESIA



*Kuala Tanjung Sea Port, Batu Bara Regency*

# INVESTMENT PROJECTS



*Lake Toba, Ajibata, Toba Regency*



# **TOBA CALDERA** RESORT





Lake Toba, Ajibata, Toba Regency



Lake Toba, Ajibata, Toba Regency



Lake Toba, Ajibata, Toba Regency

Ajibata District, Toba Regency, North Sumatera

**Location**



386.72 Ha  
Land has been used 4.05 Ha / 1.05% from total area

**Land**



Tourism Attractions, Agro-Tourism, Hospitality & Property,

**Sectors**



Total Infrastructure; Landscape Feature; Office and Supporting Building; Public Facility IDR 26 Trillion or equal to USD 1.81 Billion (Excluding PPN)

**Investment Value**



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

**Business's Scheme**



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

**Projects to Offer**



Managed by Lake Toba Tourism Authority

**Project Status**



IRR 15.95%, NPV IDR118,043 million with Payback Period as long 8 years

**Financial Indicator**



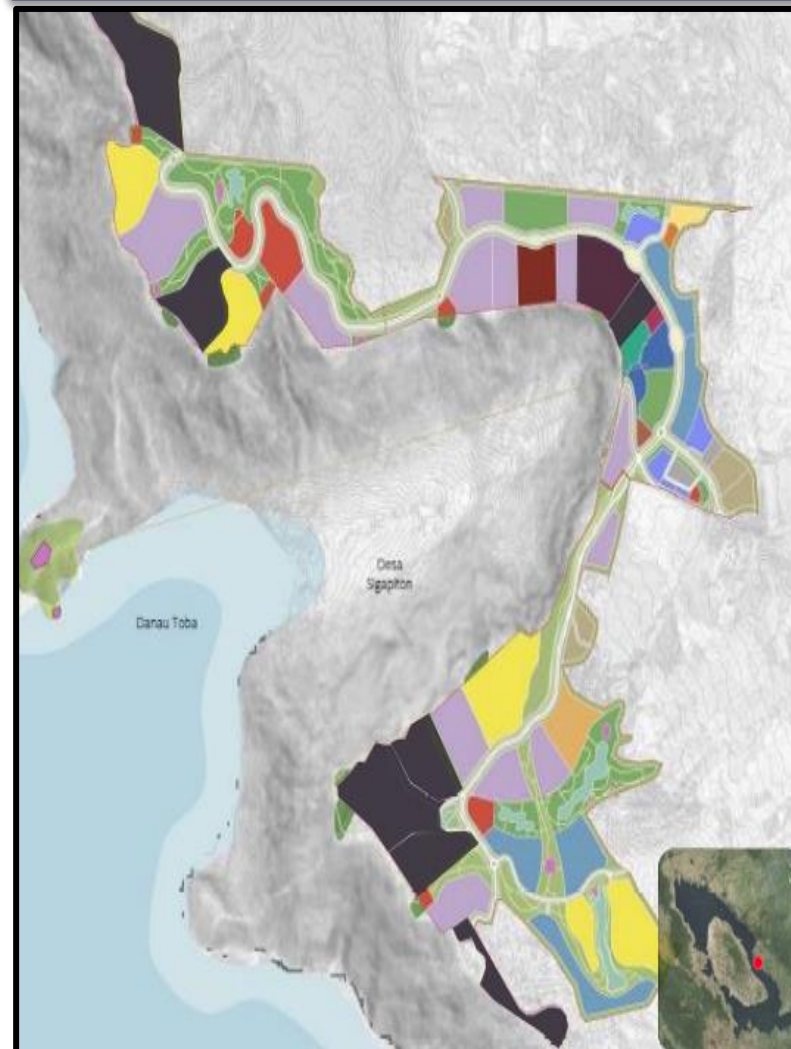
- Investors will be provided with resort, landscape and architecture design guidelines for each individual lot.
- Investors will be provided with ease of permit approval from both Central and Provincial Government through Online Single Submission (OSS).
  - Lake Toba Tourism Authority will give beneficial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

**Key Project Highlights**

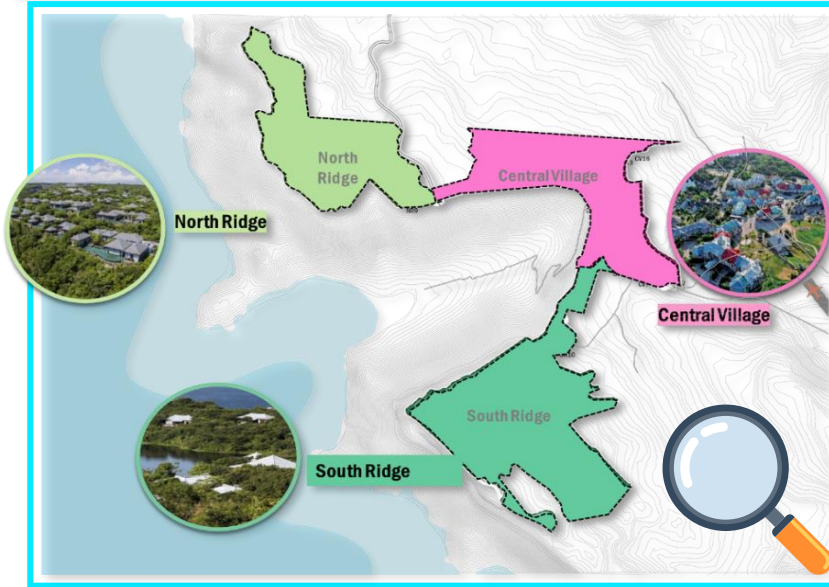




Land Use	Ha	Sqm	%
Hotel/Resort	118.0	1,180,017	31%
Residential	39.8	398,094	10%
Residential Apartment	4.8	47,996	1%
Mixed Use	7.7	76,526	2%
Commercial	3.4	34,450	1%
Entertainment	25.7	257,307	7%
Beach Club	1.8	18,092	0%
MICE	5.1	50,588	1%
Kaldera	2.1	20,798	1%
Cultural Center	3.4	34,137	1%
UMKM Center	0.6	6,320	0%
BPODT Office	0.9	9,074	0%
Public Amenities	4.4	43,651	1%
Tourism Academy	0.6	6,419	0%
Staff Housing	1.3	13,179	0%
Parking	2.4	23,884	1%
BOH	2.7	27,340	1%
Utility	4.1	41,272	1%
Park / Garden	51.0	510,267	13%
Waterbody	6.1	61,328	2%
Open Space	46.3	463,211	12%
Road ROW - Driveway	18.9	188,557	5%
Road ROW - Open Space	34.3	343,354	9%
<b>Total</b>	<b>385,6</b>	<b>3,855,864</b>	<b>100%</b>



## SITEPLAN



## THEMATIC CONCEPT

### North Ridge

Serene

Exclusive

Wellness

### Central Village

Celebration

Vibrant

Integrated

Cultural

### South Ridge

Leisure

Adventure

Active

Luxury

## THEMATIC CONCEPT

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

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



-  **Name of Project** : International Five-star Hotel & Luxury Resort
-  **Managed By** : Lake Toba Tourism Authority
-  **Sector** : Property Development
-  **Business Scheme:**
  - Joint Operation / Land-lease agreement (30+15 years)
  - Rate starts from USD 1 / m2 / year
  - Other agreeable cooperation form
-  **Key Project Highlight** :
  - Investor will be provided with ease of permit approval from both central and regional government through online single submission (OSS)
  - The estimated projection of the 10 year IRR for mid-class hotel investment in Lake Toba Area is between 10%-12% (subject to further financial analysis)
-  **Investment Size** :
  - Subject to discussion with potential investors
  - Example : estimated IDR 500 Billion (equals to USD 37 Million) for a Typical 250-300 Rooms of 5-Star Hotel Development

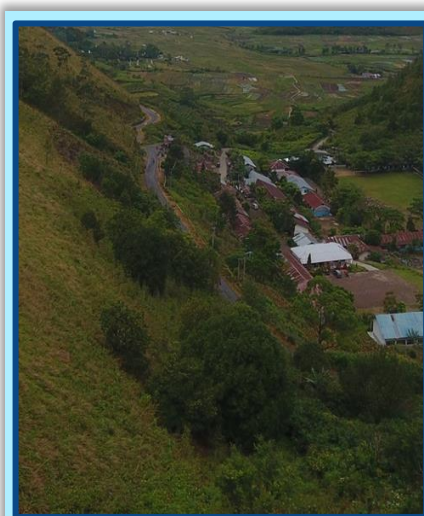
## Brief Project Profile - COMMERCIAL FACILITIES









-  **Name of Project** : Supporting Amenities
  - 3 lots of outdoor adventure / entertainment
  - International MICE Facility
-  **Managed By** : Lake Toba Tourism Authority
-  **Sector** : Commercial & Facility Development
-  **Business Scheme:**
  - Joint Operation / Land-lease agreement (30+15 years)
  - Rate starts from USD 1 / m2 / year
  - Other agreeable cooperation form
-  **Key Project Highlight** :
  - Located in Toba Caldera Resort of total 386,72 Ha
  - Allocated area :
    - 16.5 Ha for 3 lots of outdoor adventure / entertainment
    - 5.1 Ha for an International MICE facility
-  **Investment Size** : Subject to discussion with potential investors









## Brief Project Profile - GEO-CULTURAL PARK



-  **Name of Project** : Geo-Cultural Park
-  **Managed By** : Lake Toba Tourism Authority
-  **Sector** : Property Development
-  **Business Scheme:**
  - Joint Operation / Land-lease agreement (30+15 years)
  - Rate starts from USD 1 / m2 / year
  - Other agreeable cooperation form
-  **Key Project Highlight** : Investor will be provided with ease of permit approval from both central and regional government through online single submission (OSS)
-  **Investment Size** : Subject to discussion with potential investors

## Brief Project Profile - BASIC INFRASTRUCTURE



-  **Name of Project** : Basic Infrastructure Within Sibisa Integrated Resort
-  **Managed By** : Lake Toba Tourism Authority
-  **Sector** : Lake Toba Tourism Authority
-  **Business Scheme:**
  - Joint Operation / Land-lease agreement (30+15 years)
  - Rate starts from USD 1 / m2 / year
  - Revenue sharing
  - Other agreeable cooperation form
-  **Key Project Highlight** : Located in 386,5 Ha Sibisa Integrated Resort
-  **Investment Size** : Total Investment for Basic Infrastructure Development IDR 1.6 Trillion (equals to USD 118.5 Million ) including road infrastructure, street furniture & landscape, etc
-  **Investment Size** :
  - Electrical, ICT and Gas Network IDR 145 Billion (equals to USD 10.8 Million)
  - Clean Water Network IDR 154 Billion (equals to USD 11.4 Million)
  - Wastewater Network IDR 251 Billion (equals to USD 18.6 Million)

\*subject to further study



Lake Toba, Ajibata, Toba Regency

## CONTACT FOR DETAIL



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Kota Medan Provinsi Sumatera Utara Kode Pos  
20153



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[www.laketoba.travel](http://www.laketoba.travel) / [northsumatrainvest.id](http://northsumatrainvest.id)



[otorita.danautoba](https://www.instagram.com/otorita.danautoba)



[otorita.danautoba](https://www.youtube.com/otorita.danautoba)



[Otorita Danau Toba](https://www.facebook.com/OtoritaDanauDanauToba)





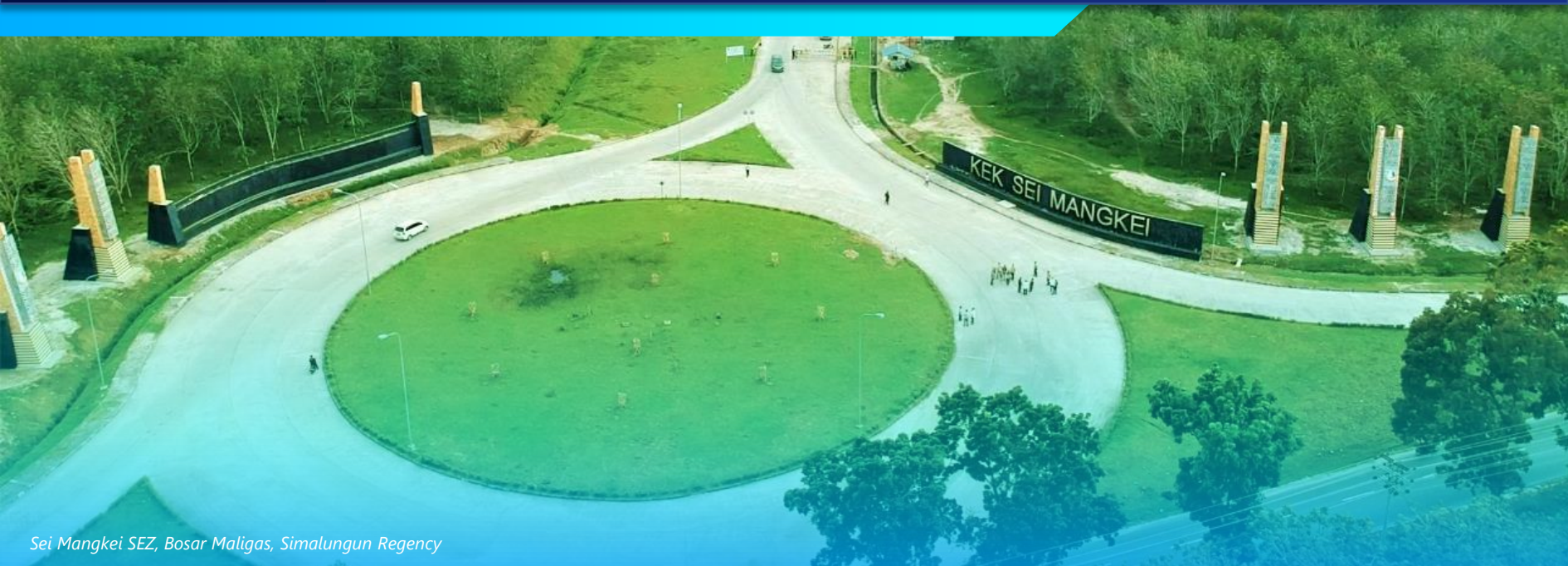
*Sei Mangkei SEZ, Bosar Maligas, Simalungun Regency*

Activate Windows  
Go to Settings to activate Windows

2

## **SEI MANGKEI** SPECIAL ECONOMIC ZONE





Sei Mangkei SEZ, Bosar Maligas, Simalungun Regency

	<b>Location</b>	Bosar Maligas, Simalungun Regency		<b>Project Developer</b>	PT. Kawasan Industri Nusantara (subsidiary of PT. Perkebunan Nusantara III)
	<b>Investment Value</b>	Infrastructure : IDR 5,1 Trillion Investor/Tenant : IDR 129 Trillion Or equal to 9.36 Billion		<b>Main Industries</b>	<ul style="list-style-type: none"> <li>• Palm Oil &amp; Downstream Industries</li> <li>• Rubber &amp; Downstream Industries</li> </ul>
	<b>Total Area / Land Status</b>	1933,80 Ha/ Land Management Rights		<b>Project Status</b>	<ul style="list-style-type: none"> <li>• Infrastructure availability.</li> <li>• Government provisions and support.</li> <li>• Direct investment is allowed to construct and own buildings or other structures on the land (max. 30 years and extendable for another 20 years).</li> </ul>
	<b>Mode of Offer</b>	Financing and Direct Investment		<b>Existing tenants</b>	6 companies already established and 5 companies more (ongoing operation)
	<b>IRR</b>	15%			

## Available Land Scheme



### Land



Capacity **1.933 Ha**

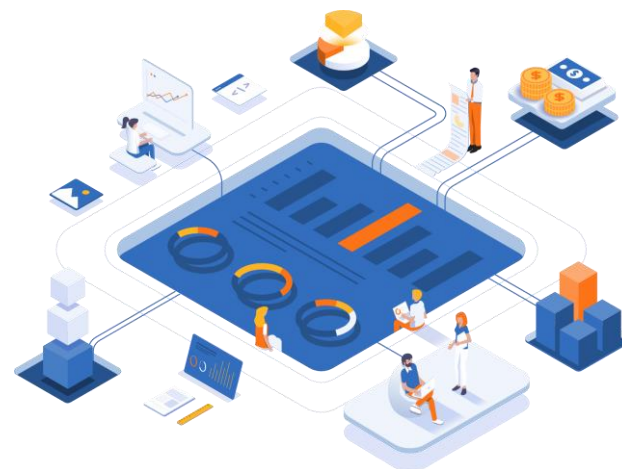


Utilized **241,91 Ha**

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

**\*The listed price is negotiable**

**\*Exclude VAT (PPN) 10%.**



## Investment Mechanism in Sei Mangkei SEZ



Letter of Intent in Investment

- Industry/business types to be built
- Land area requirements (m2/ha)
- Utilities needs: Electricity, clean water, gas



Finalizing & Agreement Signing

- Agreement drafts negotiation
- Notary process of binding compensation of land use



Land Compensation Payment

- Land clearing & land elevation forming by PTPN III
- Arrangement process of building rights by investor through Sei Mangkei SEZ administrator (Integrated One Way Service)







**BANK INDONESIA**  
BANK SENTRAL REPUBLIK INDONESIA



# PROJECT DESCRIPTION:

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







As for supports outside area will get these facilities



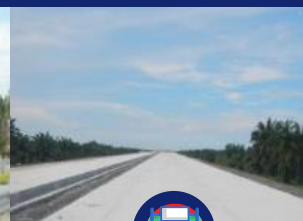
Access to Sei Mangkei SEZ



**Railway**



**International Airport**

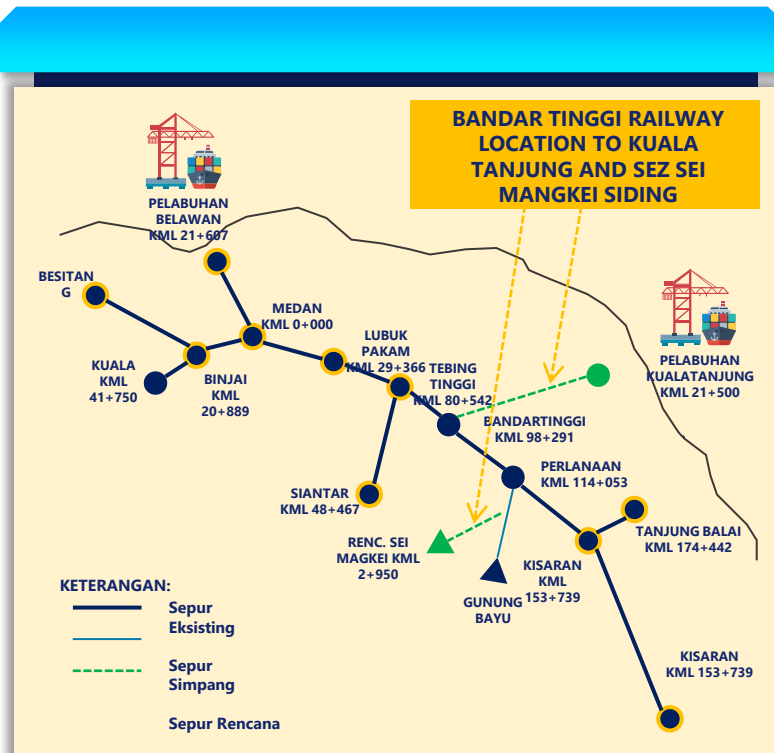


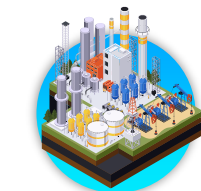
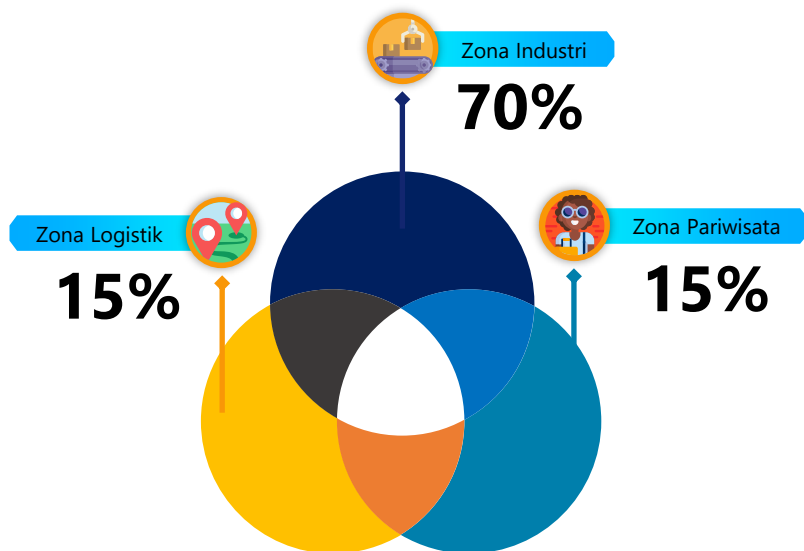
**Highway:**

- ▶ Medan – Tebing Tinggi
- ▶ Tebing Tinggi – Kisan
- ▶ Tebing Tinggi – Pematangsiantar



**Kuala Tanjung Port**





## INDUSTRIAL ZONE

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

## LOGISTIC ZONE

- Dry Port
- Tank Farm
- warehouse
- Packing

## TOURISM ZONA

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

### CPO Derivative Products

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

### PKO Derivative Product

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

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

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





## RUBBER INDUSTRY ZONE



**Rubber Products**  
(two and four wheels tube and tire)



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



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



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



## VARIOUS INDUSTRY ZONE



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



**Chemical Industry**  
(obat-obatan, farmasi)



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



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



**Textile Industry**  
(yarn, fabric, finished clothes)





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

Occupied Land by Tenant:

▶ **12.51%**

From Sei Mangkei SEZ total area



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

## HIGHWAY





## WATER TREATMENT PLAN



## WASTE WATER TREATMENT PLAN



## ELECTRICAL INSTALLATIONS

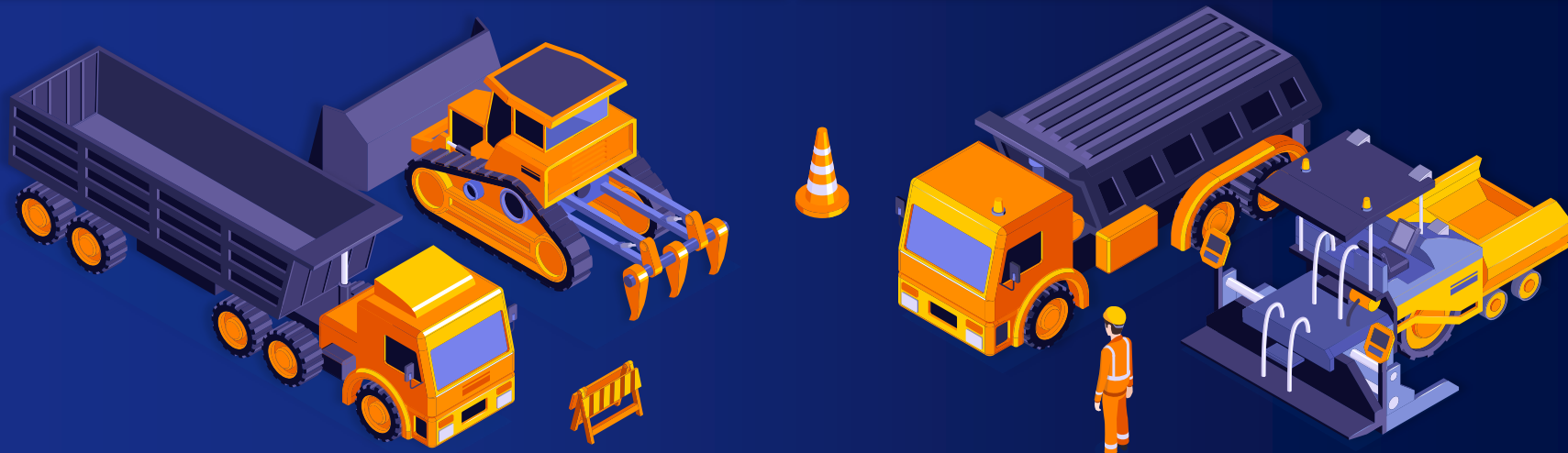


## GAS PIPE





## SOLID WASTE DUMP TRUCK



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

## FIRE FIGHTER



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



## FARM TANK





## DRY PORT & RAILWAY STATION



### DRY PORT REMISSION:

1. TAX BREAKS
2. FREE EXPORT AND IMPORT TAX
3. CONVENIENT IN LICENSING
4. LAND AND BUILDING TAX BREAKS



## PMK 237/2020

### TAX HOLIDAY

### FACILITIES AND CONVENIENCE



#### Eligible Subjects

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



#### Minimum Investment

IDR 100 billion



#### Facilities

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



#### Procedure

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

## PMK 237/2020

### TAX ALLOWANCE

### FACILITIES AND CONVENIENCE



#### Eligible Subjects

Investors/producers who :

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



#### Facilities

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



#### Procedure

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





Sei Mangkei SEZ, Bosar Maligas, Simalungun Regency

## CONTACT FOR DETAIL



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



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**kekseimangkei**



**KEK Sei Mangkei**



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**@kekseimangkei**



**PT Kawasan Industri Nusantara**





Kuala Tanjung Sea Port, Sei Suka, Batu Bara Regency



# KUALA TANJUNG INDUSTRIAL ESTATE



## Location

Sei Suka Sub-District, Batubara Regency



## Investment Value

IDR 28.87 Trillion or equal to USD 2.01 Billion



## Total Area / Land Status

±3400 Ha



## Mode of Offer

Direct Investment



## Project Owner

PT. Pelindo I



## Project Developer

PT. Prima Pengembangan Kawasan



## Main Industries

Industrial Estate



## Financial Indicator

IRR 12%, NPV IDR336 trillion with Payback Period 14 years



## Project Status

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



# PROJECT DESCRIPTION:

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

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

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

➤ Regional development is divided into 4 phases:

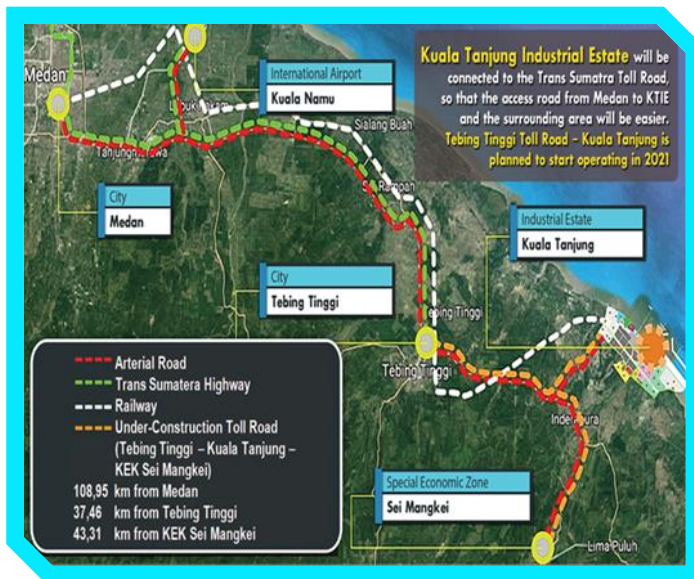
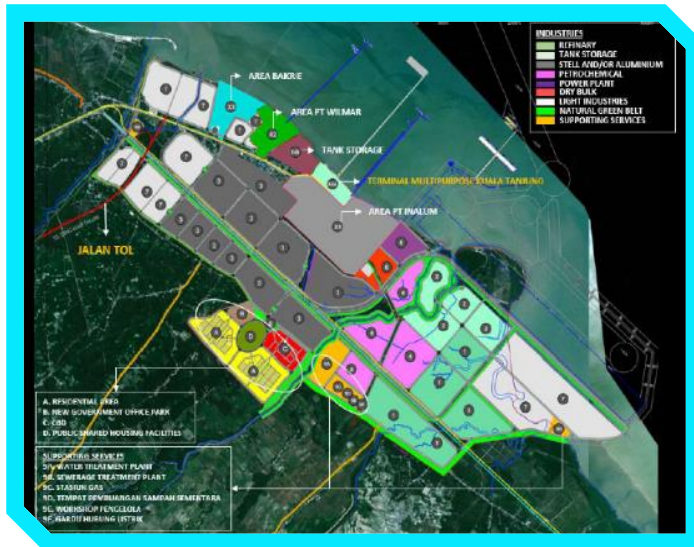
- ➊ Multipurpose Terminal Development (2015 – 2019)
- ➋ Industrial Estate Development (2015 – 2030)
- ➌ International Hub Development (2030 – 2040)
- ➍ Kuala Tanjung Development as Integrated Urban Area (2040 – 2050)

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

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





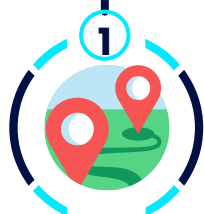


## SEGMENT TARGET & VALUE PROPOSITION

### ALUMINIUM

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





### Strategic Location

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



### Abundant of Plantations

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



### Strong Government Support

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



### Availability of Human Resource

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



### Integrated with Deep Seaport and Other Infrastructures

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

## IRON & STEEL



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

## PALM OIL FINAL PRODUCTS



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

## TIRES



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

## AUTO PARTS & ACCESSORIES



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

## PETROCHEMICAL



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

## PROCESSED FOODS



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

## CEMENT



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

## RUBBER PRODUCTS



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

## FOOTWEAR



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

## ALUMINIUM



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





## 1. PETROCHEMICAL

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



### Anchor Tenant





## 2. ALUMINIUM



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

**Anchor Tenant**





## 3. FOOD and BEVERAGES

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







## 4. CEMENT



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

**Potential  
Anchor Tenant**





## 5. RUBBER PRODUCTS

▶ Presence of an abundant, natural rubber in North-Sumatra: Significant natural rubber production in North Sumatra

▶ Rising middle class throughout the entire country. This is allowing more and more people the ability for vehicle ownership

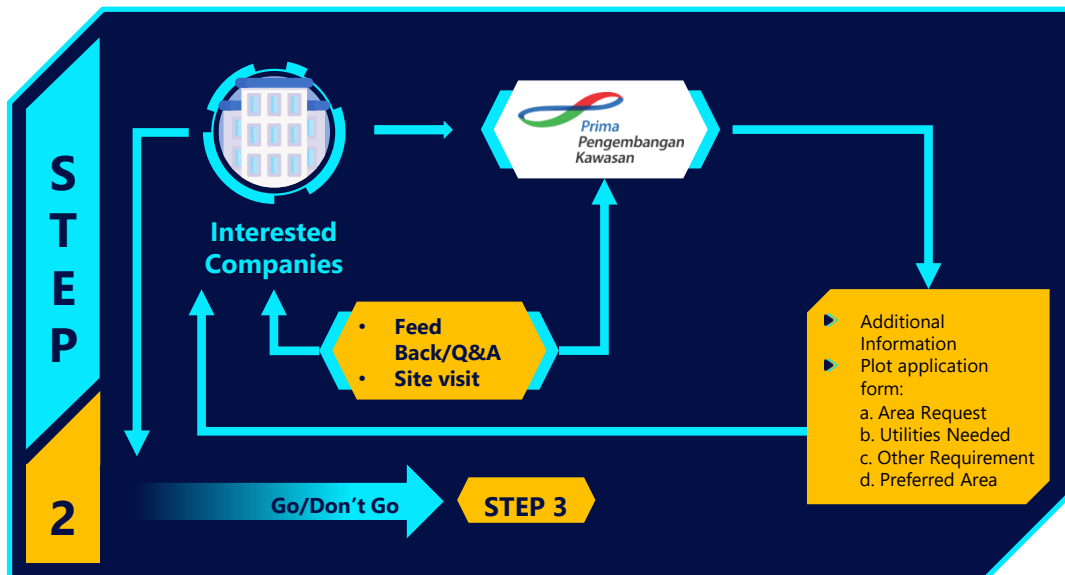
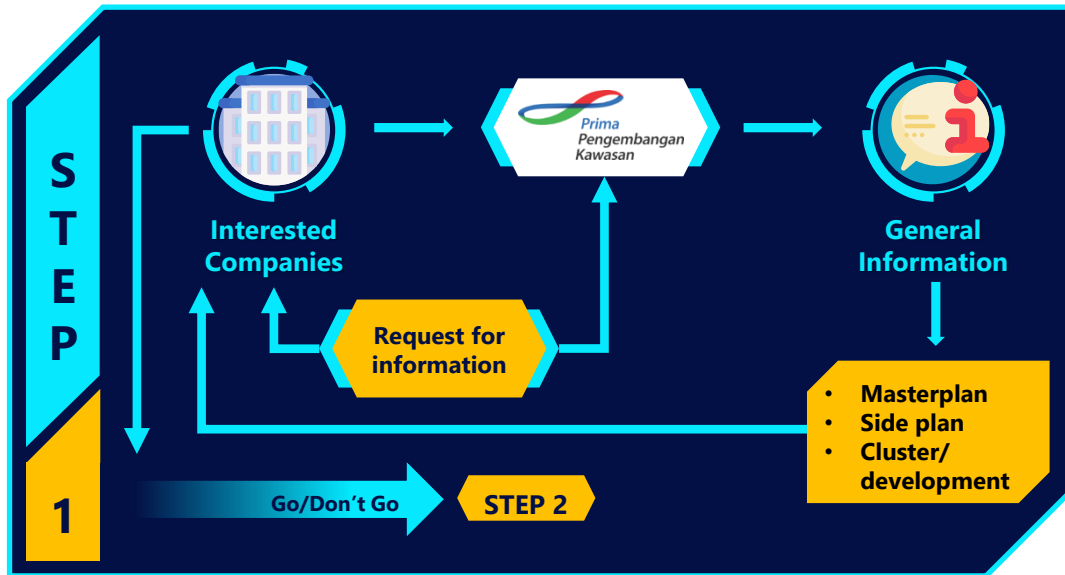
▶ Strong growth in neighboring markets automotive sales

▶ Presence of cheap labor

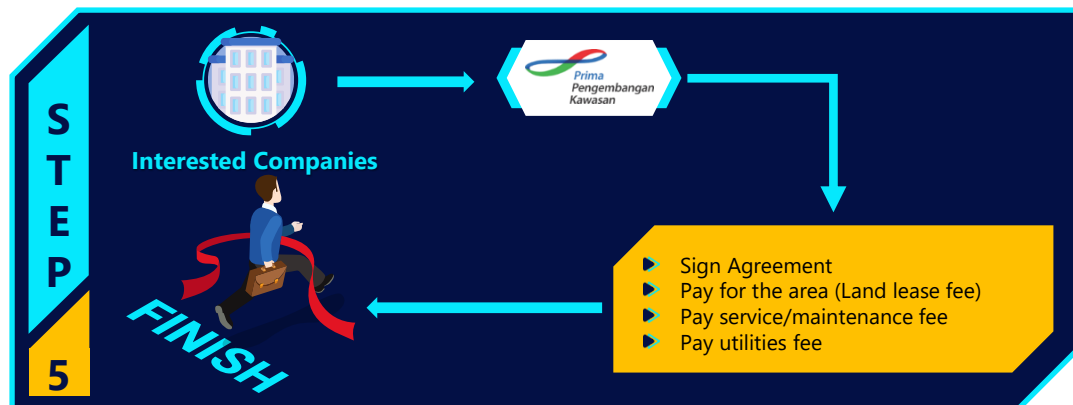
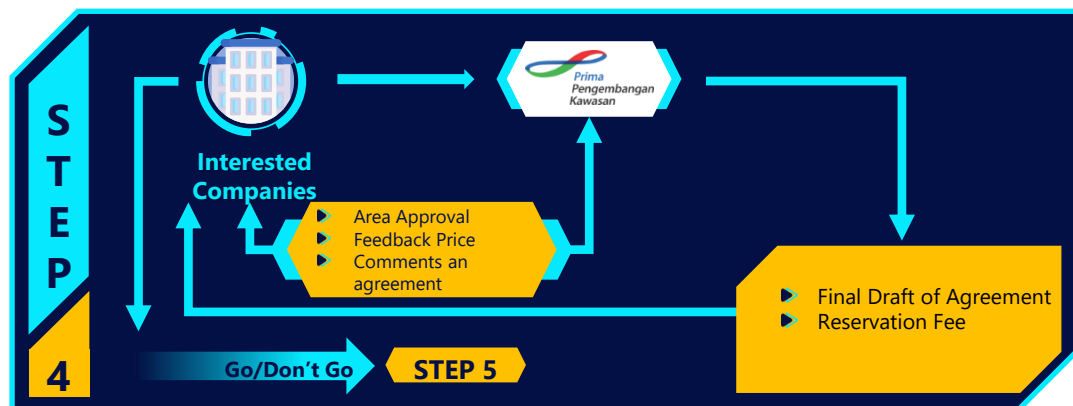
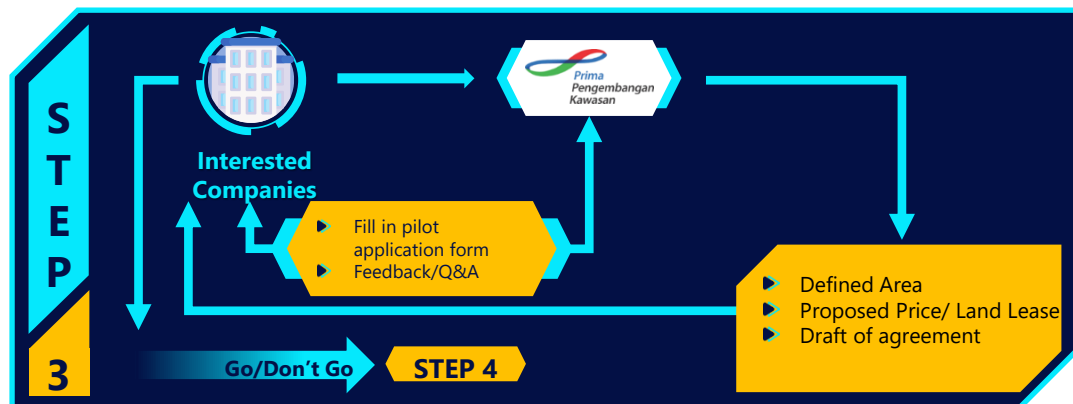
▶ Projects in Indonesia boosting car-sales growth

▶ Attractive business climate: possibility for 100% foreign / private ownership of tire manufacturing business











Kuala Tanjung Sea Port, Sei Suka, Batu Bara Regency

## CONTACT FOR DETAIL



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



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[www.pelindo1.co.id](http://www.pelindo1.co.id) / [northsumatrainvest.id](http://northsumatrainvest.id)



pelindo1



Pelindo 1



PT. PELINDO I (PERSERO)



Pelindo 1





*Medan Industrial Estate, Deli Serdang Regency*



## **MEDAN** INDUSTRIAL ESTATE





Medan Industrial Estate, Deli Serdang Regency



## Location

Pulau Batam Street Medan Industrial Estate Area



## Investment Value

IDR 359 Billion or equal to USD 25 Million



## Land

11.8 Ha and already clear by using its own land



## Sectors

Infrastructure and and manufacturing



## Mode of Offer

Direct Investment, Regional Budget, and State Budget



## Project Status

- Medan Industrial Estate is the most modern industry in North Sumatra
- With more than 500 tenants are already exist will become the best place for investment
- Concession period 20 years

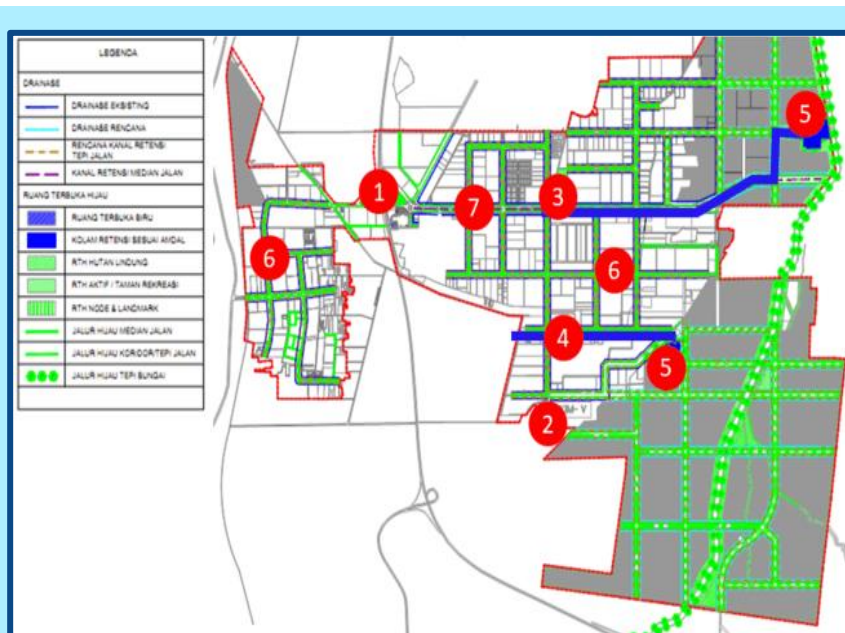


## Project Owner

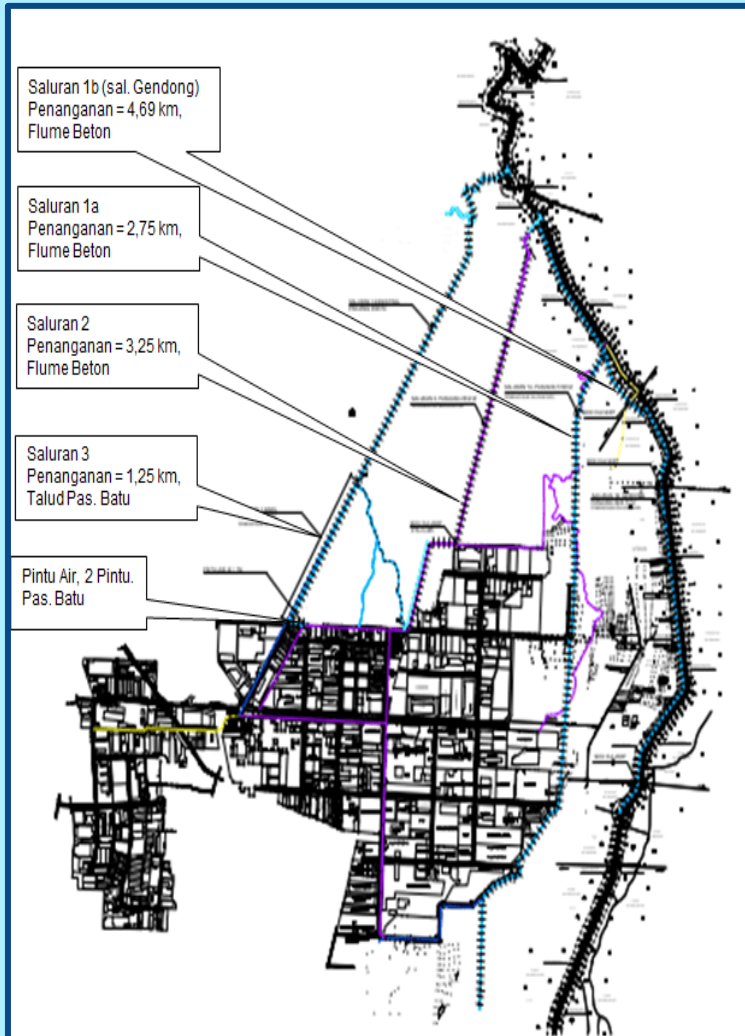
PT Medan Industrial Estate Company

Source: PT. Medan Industrial Estate Company

# A. INTERNAL FLOOD CONTROL SYSTEM



## B. SECONDARY & PRIMARY OF EXTERNAL DRAINAGE NETWORK FOR FLOOD CONTROL



**Investment Value**

**IDR 76 Billion**



**Budget Year Plan**

2021 to 2024 (Multiyears)



**Description**

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



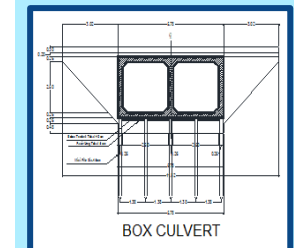
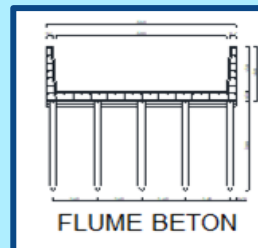
**Location**

In Medan Industrial Estate area at  
Pulau Batam Street



**Land Allocation**

It is scattered because according to its  
pipe and track plan





# C. OFFICE TOWER



## Hotel & Mice



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

## Business Information Center



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

## KIM Mart



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



Investment Value

**IDR 169 Billion**



Budget Year Plan

2021 to 2024 (Multiyears)



Source of Funds /  
Funding Scheme

Direct Investment



Location

In Medan Industrial Estate area at  
Pulau Batam Street



Land Allocation

6.8 Ha



Description

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





Medan Industrial Estate, Deli Serdang Regency

## CONTACT FOR DETAIL



Jalan Pulau Batam Komp. KIM Tahap II



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ptkawasanindustrimedan



PT. KAWASAN INDUSTRI MEDAN



PT. Kawasan Industri Medan





Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



# SPORT CENTER





Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



## Location

Sena Village, Batang Kuis, Deli Serdang Regency



## Investment Value

IDR 10 Trillion or equal to USD 698.08 Million



## Land

300 Ha/ Land Management Rights



## Business's Scheme

Regional Government Budget, National Budget, Financing, Direct Investment, and other possibility



## Project Owner

Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



## Project Status

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

Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment Value**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Challenges**



**Land Allocation**



**Expected Endorsement**

**IDR 2.74 Trillion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

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

- Building area 12 ha
- Land area 6.55 ha

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

## MAIN FOOTBALL STADIUM DEVELOPMENT

**A**



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



**B**

**ISTORA BUILDING  
DEVELOPMENT**



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment  
Needs**



**Budget Year  
Plan**



**Source of Funds /  
Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected  
Endorsement**

**IDR 333.67 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

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

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



**Investment Needs**

**IDR 574.76 Billion**



**Budget Year Plan**

2020 s/d 2023 (*Multiyears*)



**Source of Funds / Funding Scheme**

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



**Location**

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

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



**Integration of**

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



**Land Allocation**

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

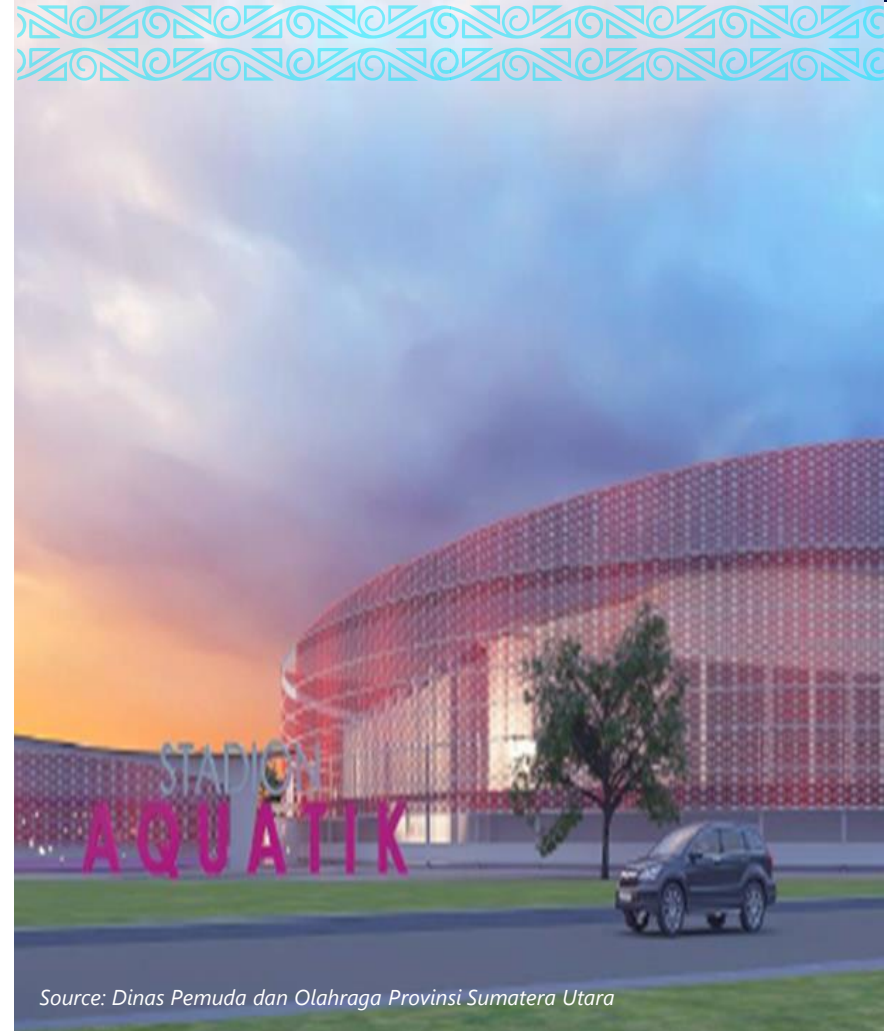


**Expected Endorsement**

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

## AQUATIC BUILDING DEVELOPMENT

**C**



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**D**

**VOLLEY BUILDING  
DEVELOPMENT**



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment  
Needs**



**Budget Year  
Plan**



**Source of Funds /  
Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected  
Endorsement**

**IDR 148.22 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

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

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



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 19.03 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

- Building area 0.13 ha
- Land area 1.66 ha

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

## VELODROME BUILDING DEVELOPMENT

**E**



*Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara*



**F**

## BOWLING AND SQUASH BUILDING DEVELOPMENT



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 83.96 Billion** (Bowling)

**IDR 89.24 Billion** (Squash)

2020 s/d 2023 (*Multiyears*)

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

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

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

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

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

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



**Investment Needs**

**IDR 207.88 Billion**

## ATHLETIC STADIUM DEVELOPMENT

**G**



**Budget Year Plan**

2020 s/d 2023 (*Multiyears*)



**Source of Funds / Funding Scheme**

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



**Location**

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

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



**Integration of**

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



**Land Allocation**

- Building area 0.4 ha
- Land area 6.48 ha



**Expected Endorsement**

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

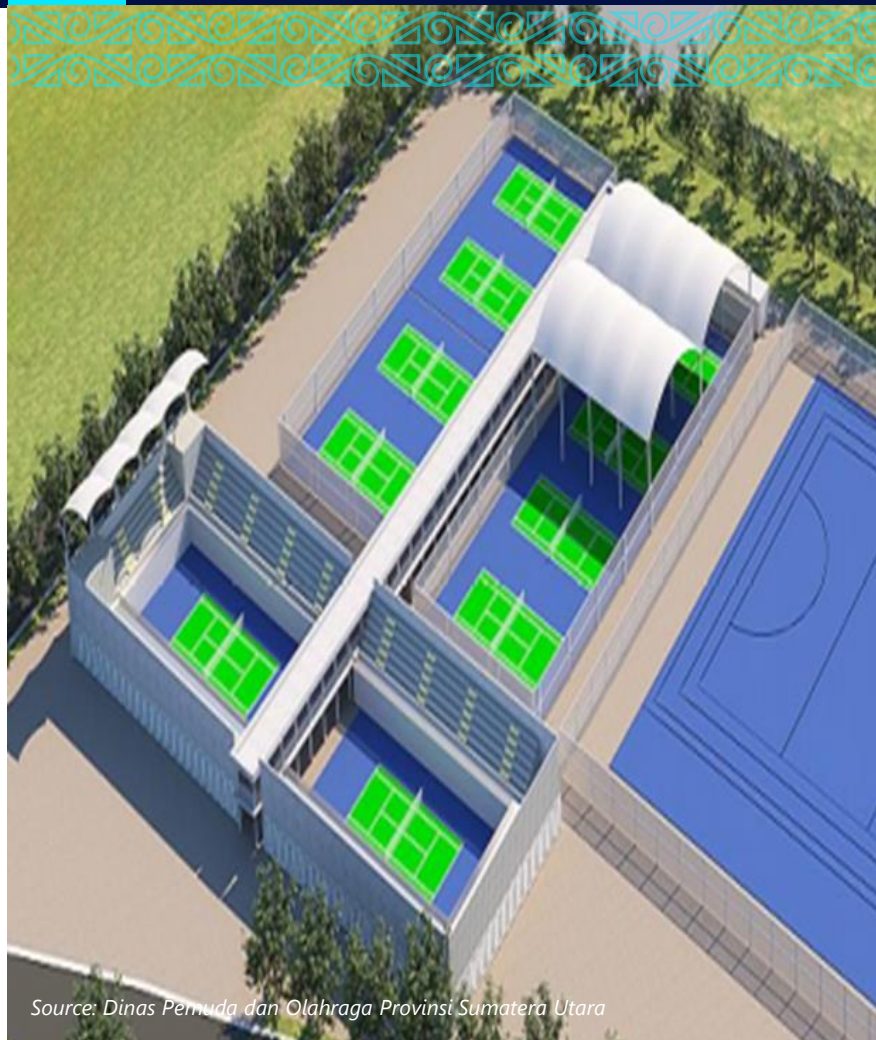


Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**H**

**TENNIS COURT DEVELOPMENT**



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 188.32 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

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

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



**Investment Needs**

**IDR 108.74 Billion**

## BADMINTON BUILDING DEVELOPMENT



**Budget Year Plan**

2020 s/d 2023 (*Multiyears*)



**Source of Funds / Funding Scheme**

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



**Location**

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

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



**Integration of**

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



**Land Allocation**

- Building area 0.5 ha
- Land area 1.65 ha



**Expected Endorsement**

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





**J**

**MARTIAL ART DEVELOPMENT**



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 100.32 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

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

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



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 74.93 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

- Building area 0.41 ha
- Land area 4.41 ha

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

## BASEBALL COURT BUILDING DEVELOPMENT

**K**



*Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara*

L

## SOFTBALL COURT DEVELOPMENT



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 33.36 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

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

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





**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 33.10 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

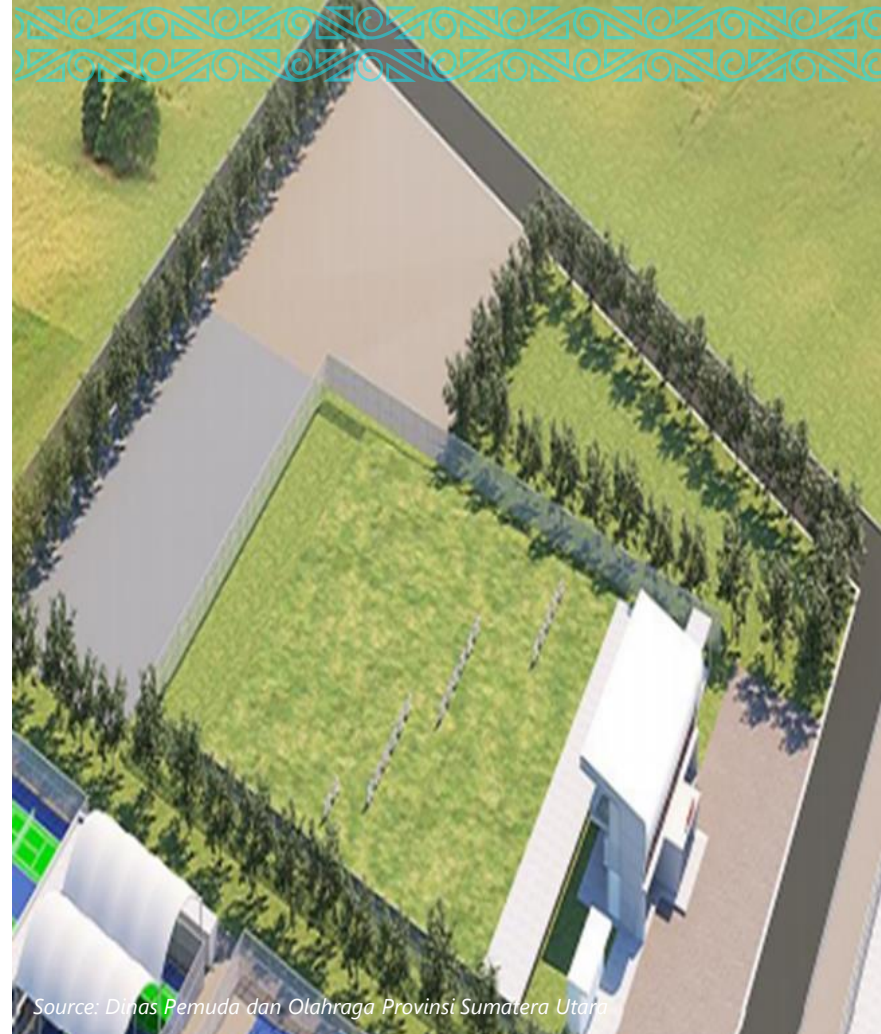
Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

- Building area 0.08 ha
- Land area 3.32 ha

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

## ARCHERY COURT DEVELOPMENT

**M**



*Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara*

**N**

## BASKETBALL BUILDING DEVELOPMENT



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 136.63 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

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

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



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 284.54 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

Land area 2.3 ha

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

## EQUESTRIAN COURT DEVELOPMENT

0

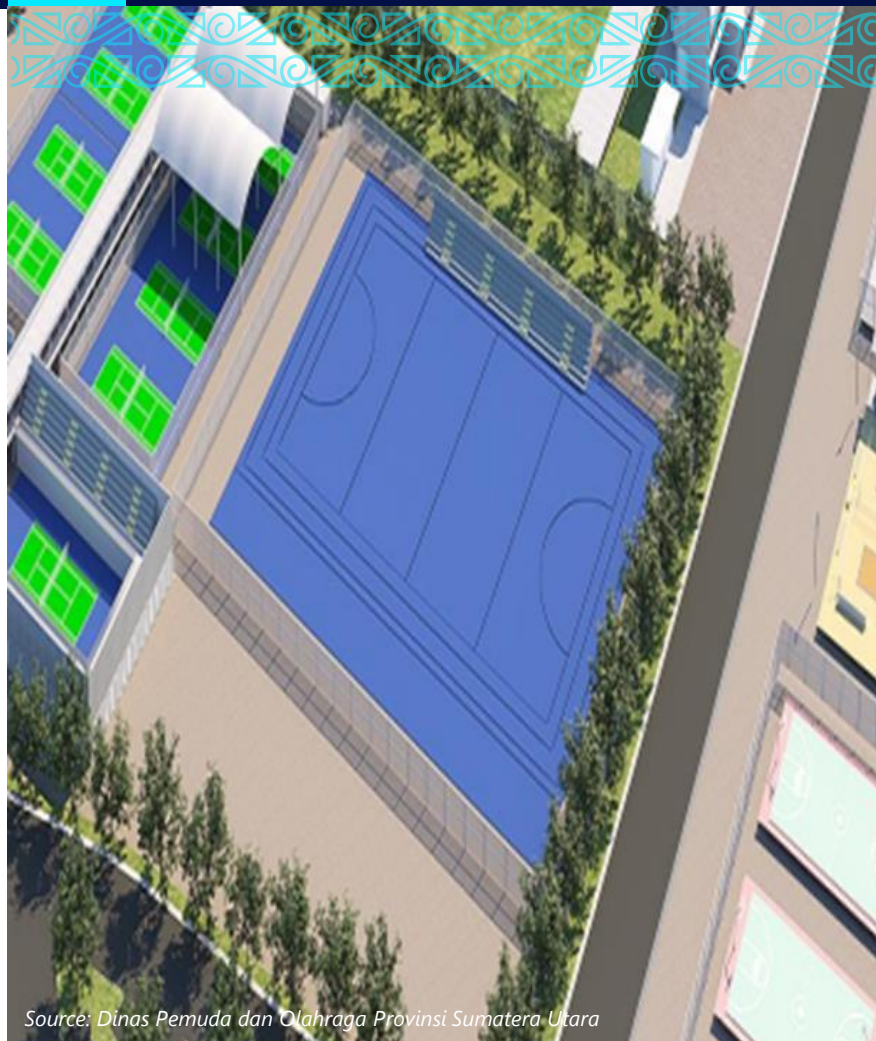


Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



P

## HOCKEY INDOOR & OUTDOOR DEVELOPMENT



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 100.57 Billion**

(Indoor)

**IDR 16.49 Billion**

(Outdoor)

2020 s/d 2023 (*Multiyears*)

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

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

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

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

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

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



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 16.52 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

Land area 0.42 ha

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

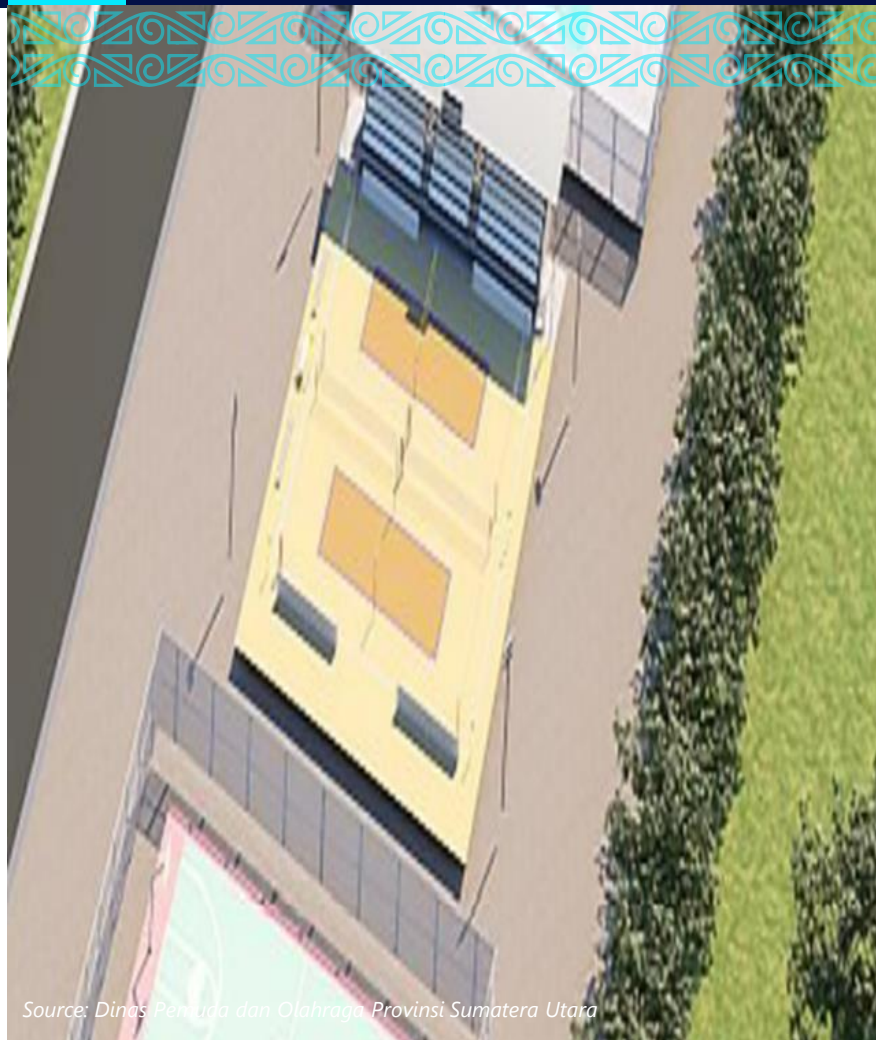
## BMX TRACK DEVELOPMENT

Q



**R**

## PETANQUE COURT DEVELOPMENT



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 14.72 Billion**

2020 s/d 2023 (*Multiyears*)

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

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

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

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

Land area 0.08 ha

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





**Investment Needs**

**IDR 1.15 Trillion**

## ATHLETES' HOMESTEAD DEVELOPMENT (Male and Female)

**S**



**Budget Year Plan**

2020 s/d 2023 (*Multiyears*)



**Source of Funds / Funding Scheme**

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



**Location**

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

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



**Integration of**

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



**Land Allocation**

- Building area 5 ha
- Land area 6.3 ha



**Expected Endorsement**

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



*Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara*

T

## COMMERCIAL AREA DEVELOPMENT (International Hospital)



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment  
Needs**



**Budget Year  
Plan**



**Source of Funds /  
Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected  
Endorsement**

**IDR 1.81 Trillion**

2020 s/d 2023 (*Multiyears*)

Stakeholders, investors, third parties

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

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

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

10 ha

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



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 433.75 Billion**

2020 s/d 2023 (*Multiyears*)

Stakeholders, investors, third parties

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

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

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

99.19 ha

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

## COMMERCIAL AREA DEVELOPMENT (Office Center Development)

U



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**V**

**COMMERCIAL AREA  
DEVELOPMENT**  
(Shopping Center Development)



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment  
Needs**



**Budget Year  
Plan**



**Source of Funds /  
Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected  
Endorsement**

**IDR 323.47 Billion**

2020 s/d 2023 (*Multiyears*)

Stakeholders, investors, third parties

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

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

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

99.19 ha

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



**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 524.76 Billion**

2020 s/d 2023 (*Multiyears*)

Stakeholders, investors, third parties

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

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

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

99.19 ha

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

## COMMERCIAL AREA DEVELOPMENT (Hotel Development)

**W**



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara

**X**

## COMMERCIAL AREA DEVELOPMENT (Entertainment Development)



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**Investment  
Needs**



**Budget Year  
Plan**



**Source of Funds /  
Funding Scheme**



**Location**



**Integration of**



**Land Allocation**



**Expected  
Endorsement**

**IDR 854.86 Billion**

2020 s/d 2023 (*Multiyears*)

Stakeholders, investors, third parties

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

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

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

99.19 ha

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





**Investment Needs**



**Budget Year Plan**



**Source of Funds / Funding Scheme**



**Location**



**Venues**



**Integration of**



**Land Allocation**



**Expected Endorsement**

**IDR 11.34 Trillion**

2020 s/d 2023 (*Multiyears*)

Stakeholders, investors, third parties

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

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

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

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

99.19 ha

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

## COMMERCIAL AREA DEVELOPMENT (Business & Entertainment Center with unsolicited scheme)

**Y**



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara

## CONTACT FOR DETAIL



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[spora.sumutprov.go.id](http://spora.sumutprov.go.id) / [northsumatrainvest.id](http://northsumatrainvest.id)



disporaprovsu



Disporasu Channel





Source: Dinas Perumahan dan Kawasan Permukiman, Provinsi Sumatera Utara

6

## **MIXED USE RENTAL** APARTMENT



## PROJECT DESCRIPTION:

- Railway has become essential to offset the mobility of communities from one area to another as it will drive economic growth. Employment of labor in SEZ Sei Mangkei has reached 1800 labors and has the opportunity to keep increasing considering this area is the fifth biggest investment location in Indonesia. However, 45% of the labors still lives in rental houses while 35% of them lives in dormitories. This issue is the background to initiate integrated flat project.
- The Apartment in Sei Mangkei SEZ is not only targeting for labors (both domestic and foreign workers), but also low-income communities in the areas of Simalungun, Batubara, and Asahan.
- With convenience access of both highway and railway, integrated apartment in Sei Mangkei will be a prospective project.
- This project aims to increase accessibilities especially to national tourism strategic area of Lake Toba.
- Siantar-Parapat train track is an addition of existing railway lane in North Sumatra that crosses Langkat Districts, Medan City, and Rantau Parapat (Labuhanbatu Districts).

Perdagangan II Village, Bandar, Simalungun Regency

**Location**



IDR 1.13 Trillion or equal to USD 79.16 Million

**Investment Value**



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

**Financing**



Governor of North Sumatra

**Project Owner**



Dinas Perumahan dan Kawasan Permukiman Provinsi Sumatera Utara

**Project Developer**



Land 3.33 Ha which consist Building Apartment and Commercial Area

**Main Activities**



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

**Project Scope**



20 years and exclude 2 years for construction

**Contract Period**



IRR 11.14%, NPV IDR 59,022 Billion with Payback Period as long 8 years

**Financial Indicator**



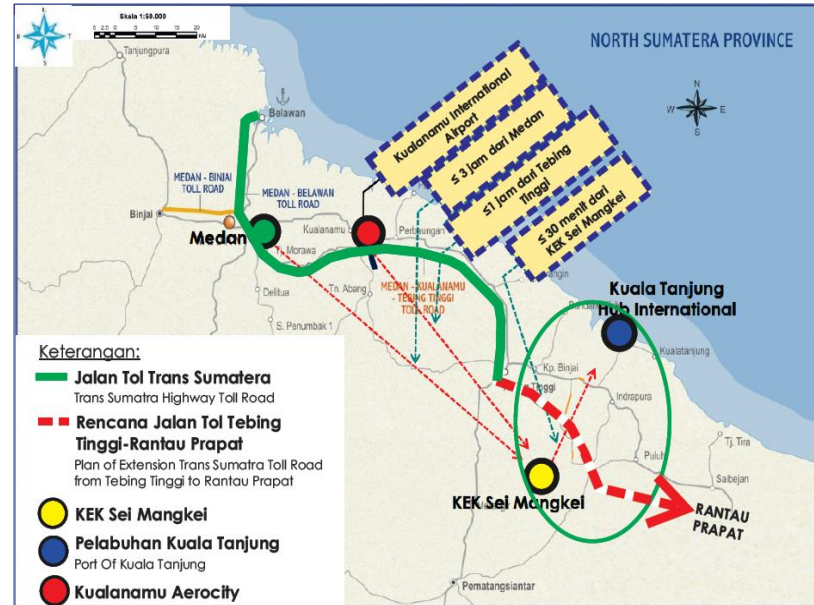
- OBC and FBC completed in 2020
- 1st market sounding has been done in June 2020

**Project Status**



Source: Dinas Perumahan dan Kawasan Permukiman Provinsi Sumatera Utara

## Construction Planning (siteplan)



Source: Dinas Perumahan dan Kawasan Permukiman Provinsi Sumatera Utara



## Building Details :



Consisted of  
3 towers (672 unit)



1 tower capacity : 224 unit

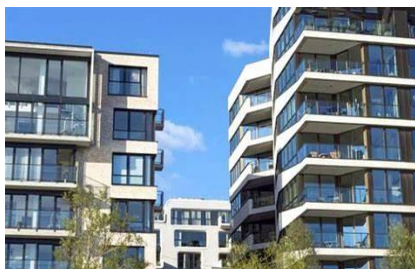


Number of floors: 18



14 residential floors and 4 parking floors

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



### Facilities:

#### 1. Apartment

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

#### 3. COMMERCIAL UNIT/ HYPERMART

Total Floor: 4  
1<sup>st</sup> – 3<sup>rd</sup> floor: Hypermart and other retail store  
4<sup>th</sup> floor: service

#### 2. HOTEL

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

#### 4. SWIMMING POOL





## Other Supporting Facilities



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



Source: Dinas Perumahan dan Kawasan Permukiman Provinsi Sumatera Utara

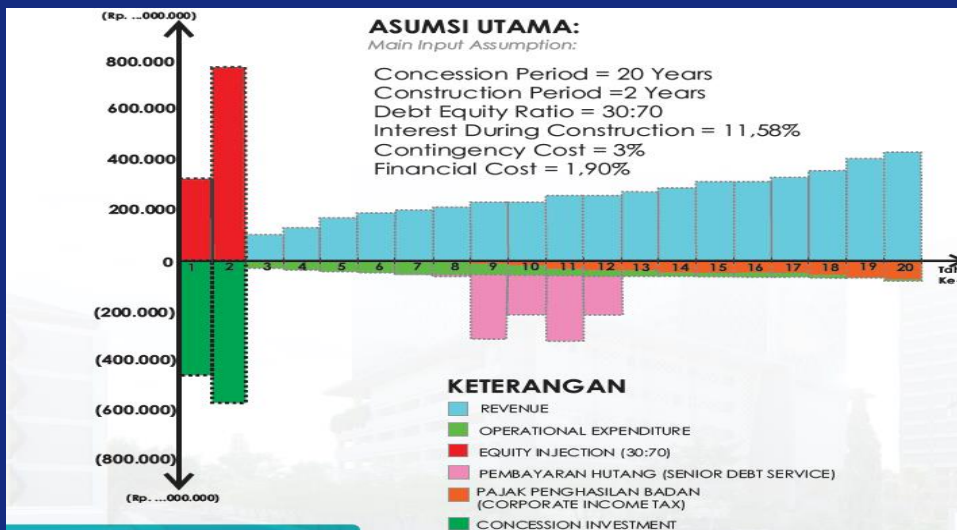
### 1. Playground area of $\pm 1050 \text{ m}^2$



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



## Financial Summary



### CAPEX

Rp1,134 Trillion



### OPEX

Rp1,014 Trillion

\*During cooperation period



### IRR/WACC

11,14%/10,336%



### NPV

RP59,022 Billion



### PAYBACK PERIOD

8 years 7 months

## CRITERIA

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

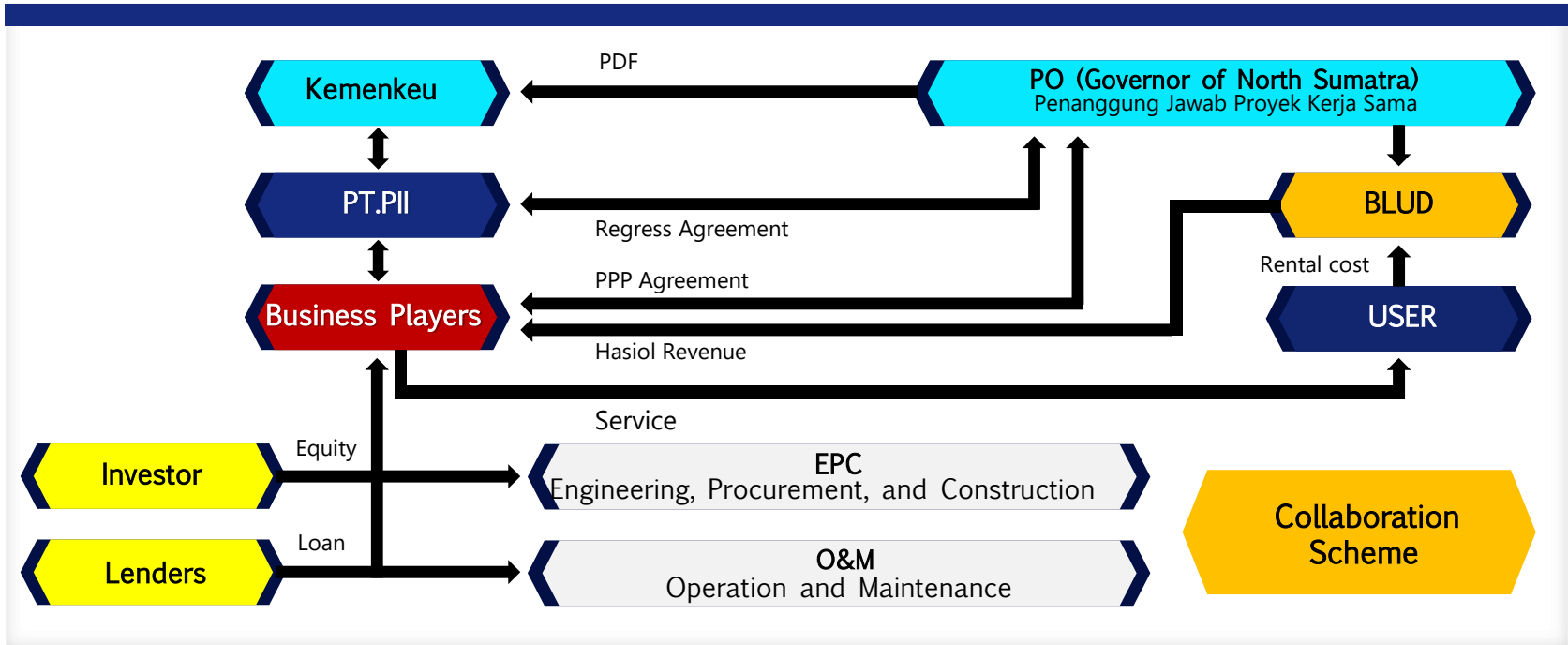
## NOTES

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

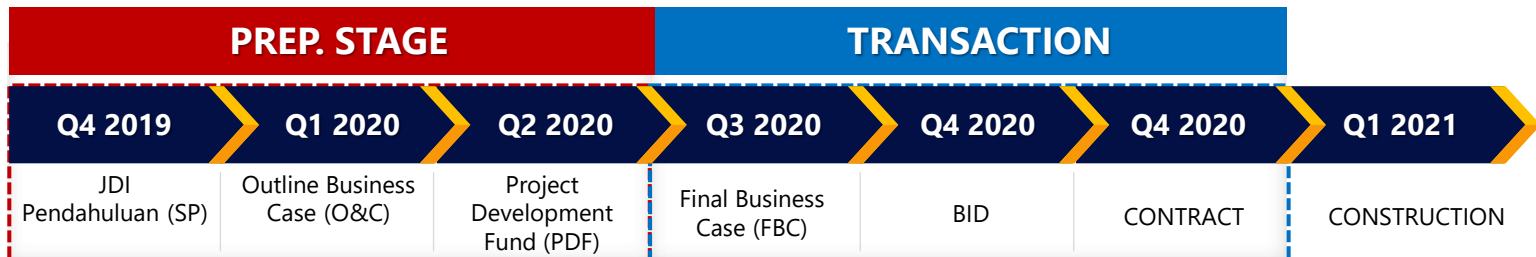




## Partnership Scheme



## Project Timeline



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



PPP PROCESS BY PROJECT OWNER



PPP PROCESS BY MINISTRY OF FINANCE



Source: Dinas Perumahan dan Kawasan Permukiman Provinsi Sumatera Utara

## CONTACT FOR DETAIL



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Kualanamu International Airport, Deli Serdang Regency



**AIRPOT CITY**



## Location

Jalan Bandara Kualanamu, Deli Serdang



## Investment Value

- Airport City: IDR 3.9 Trillion or equal to USD 338.38 Million
- E-Commerce Center Warehouse: IDR 100 Billion or equal to USD 6.98 Million
- Integrated Commercial Area: IDR 824 Billion or equal to 57.52 Million



## Land

135 Ha



## Concession Period

Divided per each projects with BOT period up to 32 years



## Equity IRR

Divided per each projects



## Project Owner

PT Angkasa Pura II and PT Angkasa Pura Aviassi



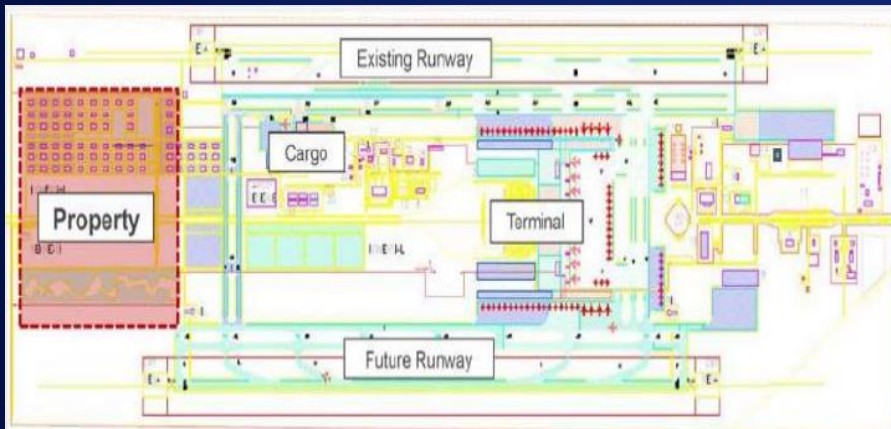
## Business's Scheme

Direct Investment



## Project Status

- Feasibility completed in 2020.
- Market sounding of auction in August 2021.



Source: PT. Angkasa Pura II dan PT. Angkasa Pura Aviassi



## A

### HOTEL MARKET

### HOSPITAL

## B

#### Location

Jalan Bandara Kualanamu, Deli Serdang

#### Investment Value

IDR 3.6 Trillion

#### Land

2.3 Ha

#### Business's Scheme

Stakeholders, investor, third parties

#### Discount Rate and IRR

11.36% and 13.49%

#### NPV and BCR

IDR 30.822.765 million and 1.18

#### Payback Period

11 years 1 month



#### Location

Jalan Bandara Kualanamu, Deli Serdang

#### Investment Value

IDR 388.5 Billion

#### Land

3.3 Ha

#### Business's Scheme

Stakeholders, investor, third parties

#### Discount Rate and IRR

10.97% and 16.71%

#### NPV and BCR

IDR 323.762.724 million and 1.16

#### Payback Period

9 years 2 months



C

## THEME PARK

## RETAIL

D

### Location

Jalan Bandara Kualanamu, Deli Serdang

### Investment Value

IDR 2 Trillion

### Land

40 Ha

### Business's Scheme

Stakeholders, investor, third parties

### Discount Rate and IRR

11.28% and 15.52%

### NPV and BCR

IDR 1.123.803.651 million and 1.35

### Payback Period

10 years 5 months

### Location

Jalan Bandara Kualanamu, Deli Serdang

### Investment Value

IDR 470 Billion

### Land

3 Ha

### Business's Scheme

Stakeholders, investor, third parties

### Discount Rate and IRR

10.52% and 16.48%

### NPV and BCR

IDR 458.250.787 million and 1.15

### Payback Period








9 years 8 months

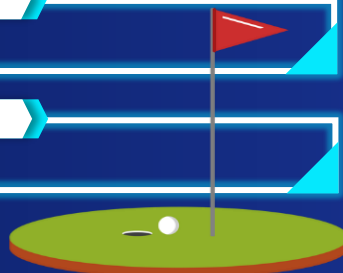




## E

## GOLF PARK

	<b>Location</b>
	Jalan Bandara Kualanamu, Deli Serdang
	<b>Investment Value</b>
	IDR 127 Billion
	<b>Land</b>
	40 Ha
	<b>Business's Scheme</b>
	Stakeholders, investor, third parties
	<b>Discount Rate and IRR</b>
	12.23% and 13.80%
	<b>NPV and BCR</b>
	IDR 72.815.809 million and 1.04
	<b>Payback Period</b>
	12 years



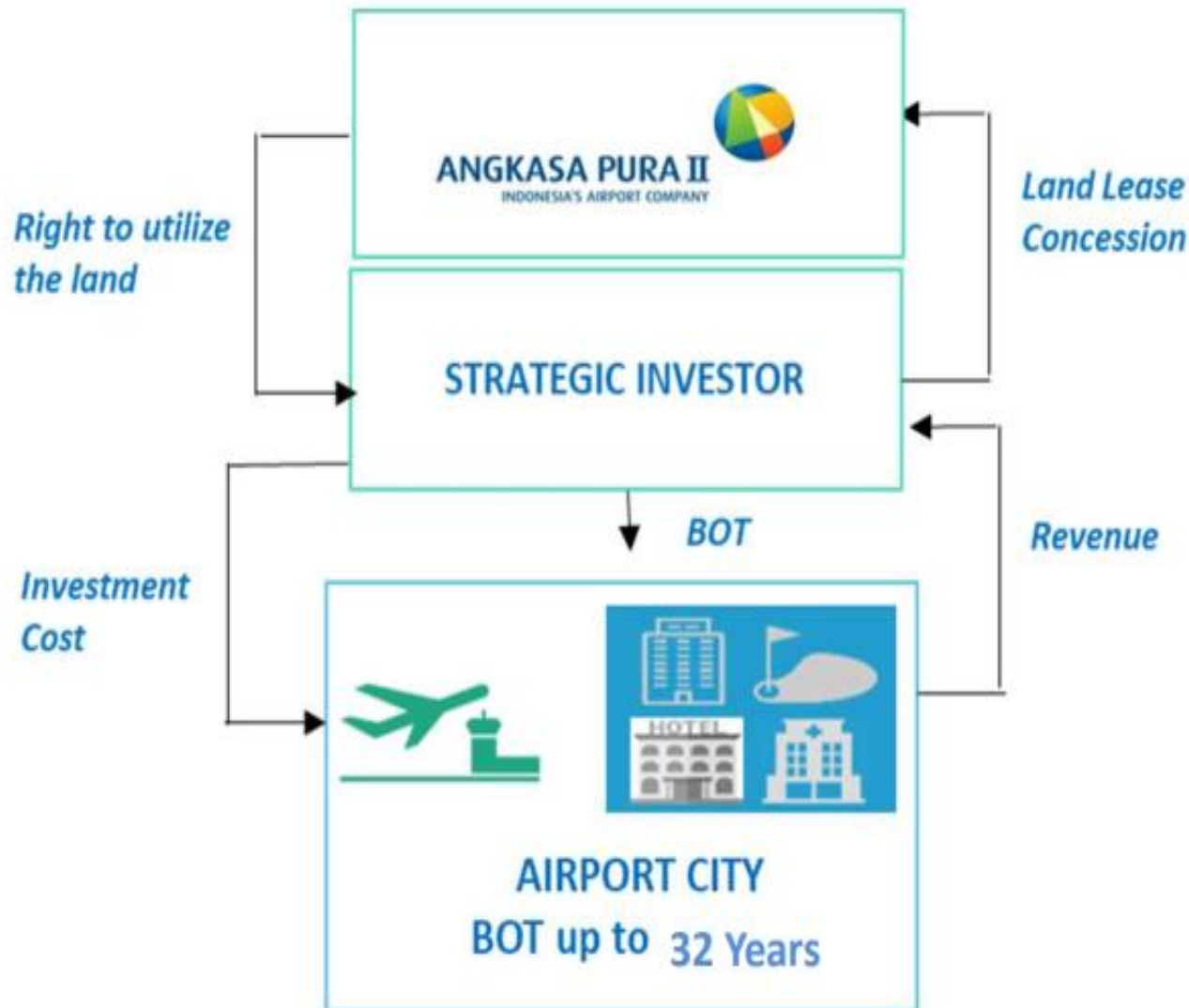
View from the Kualanamu Airport



View to the Kualanamu Airport



## TRANSACTION SCHEME FOR PROJECTS ABOVE





## F

### E-COMMERCE CENTER WAREHOUSE

#### Location

Jalan Bandara Kualanamu, Deli Serdang

#### Investment Value

IDR 100 Billion

#### Land

2 Ha

#### Business's Scheme

Stakeholders, investor, third parties

#### NPV and IRR

IDR 52 billion and 20%

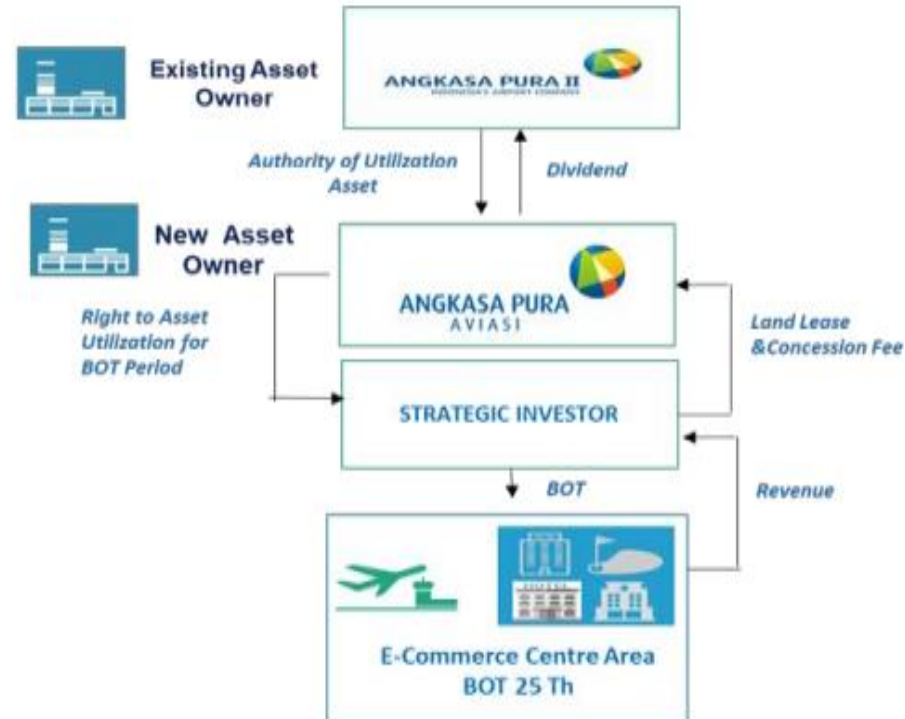
#### Concession

25 years

#### Payback Period

7 years

### TRANSACTION SCHEME










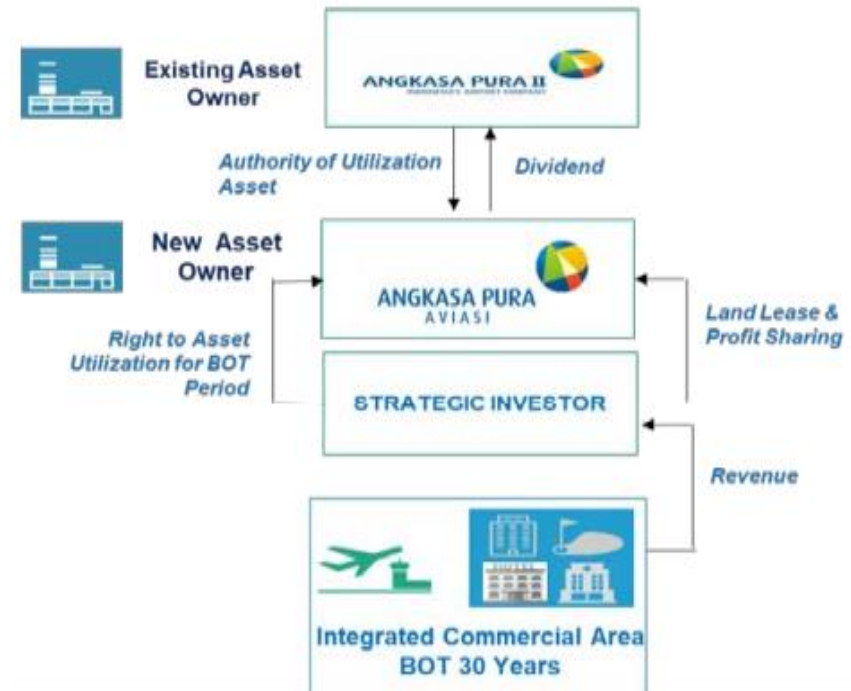
- Located at the front of the airport, with clean and clear status and has distance 39 km from Medan, the capital city of North Sumatra.
- A very strategic location and there is no E-Commerce Center Warehouse in Sumatra.
- Property is surrounded mostly by local housing and few commercial buildings. The nearest commercial development is located in Lubuk Pakam ( $\pm 10$  km from the property). So this is very good visibility from the airport main road.

## G

### INTEGRATED COMMERCIAL AREA – FACTORY OUTLET & MICE

### TRANSACTION SCHEME

	<b>Location</b>
	Jalan Bandara Kualanamu, Deli Serdang
	<b>Investment Value</b>
	IDR 834 Billion
	<b>Land</b>
	20 Ha
	<b>Business's Scheme</b>
	Stakeholders, investor, third parties
	<b>NPV and IRR</b>
	IDR 196 billion and 20%
	<b>Concession</b>
	30 years
	<b>Payback Period</b>
	8 years



- Integrated to the e-commerce center warehouse makes this project will cut the logistic cost.
- Near to the Kualanamu International Airport and Medan City, this place will create a new promising economic market in North Sumatra.





Kualanamu International Airport, Deli Serdang Regency

## CONTACT FOR DETAIL



Jalan Bandara Kualanamu, Deli Serdang



[angkasapura2.co.id](http://angkasapura2.co.id)



[contact.center@angkasapura2.co.id](mailto:contact.center@angkasapura2.co.id)



[@angkasapura2](https://www.instagram.com/angkasapura2)



138 / 0878-8743-4864



## **LIGHT RAIL TRANSIT** MEBIDANG





## Location

Medan – Binjai – Deli Serdang (MEBIDANG) Regency



## Track Distance

41.3 Km



## Capacity

4.473.996 people/year



## Concession Period

11.63 %



## Equity IRR

11.63 %



## OBJECTIVE

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



## TARGET

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



## SCOPE OF PROJECT

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



## OUTPUT

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



## Government Contracting Agency (GCA)

Medan – Binjai – Deli Serdang (MEBIDANG) Regency



## Return of Investment Mechanism

Availability payment



## Investment Value

- LRT : IDR 20,3 Trillion
- Capsule Metro : IDR 10,8 Trillion



## Business's Scheme

Public Private Partnership and Economic Development Partnership Facility



## Project Status

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



Source: Dinas Perhubungan Provinsi Sumatera Utara

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

## Binjai City

Population (lives)  Population (lives/Km2)  
**273.892** **4.627,34**

Total Area (Km2)  Road Length (Km)  
**59,19** **369,63**

## Medan City

Population (lives)  Population (lives/Km2)  
**2.264.145** **8.543,94**

Total Area (Km2)  Road Length (Km)  
**265** **3.317,05**

## Karo Regency (Dolat Rakyat District, Merdeka District, Berastagi District, Barusjahe District)

Population (lives)  Population (lives/Km2)  
**102.010** **2.547,23**

Total Area (Km2)  Road Length (Km)  
**234,96** **214,55**

## Total Mebidangro

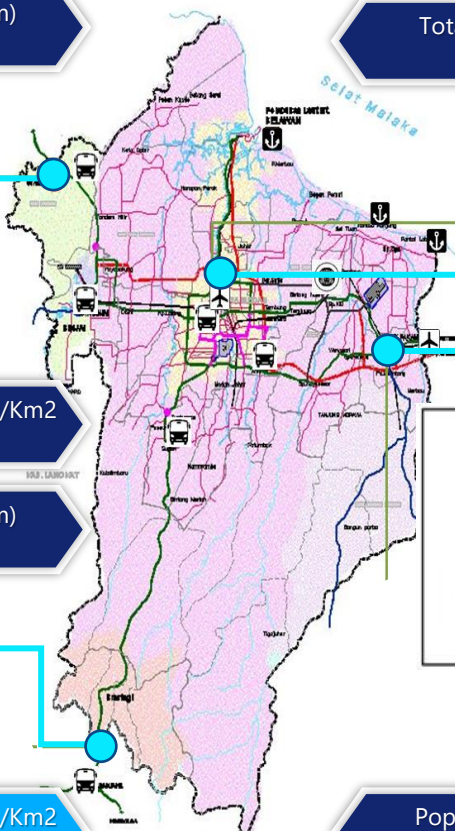
Population (lives)  Population (lives/Km2)  
**4.795.672** **16.680,12**

Total Area (Km2)  Road Length (Km)  
**2.800,83** **7.718,81**

## Deli Serdang Regency

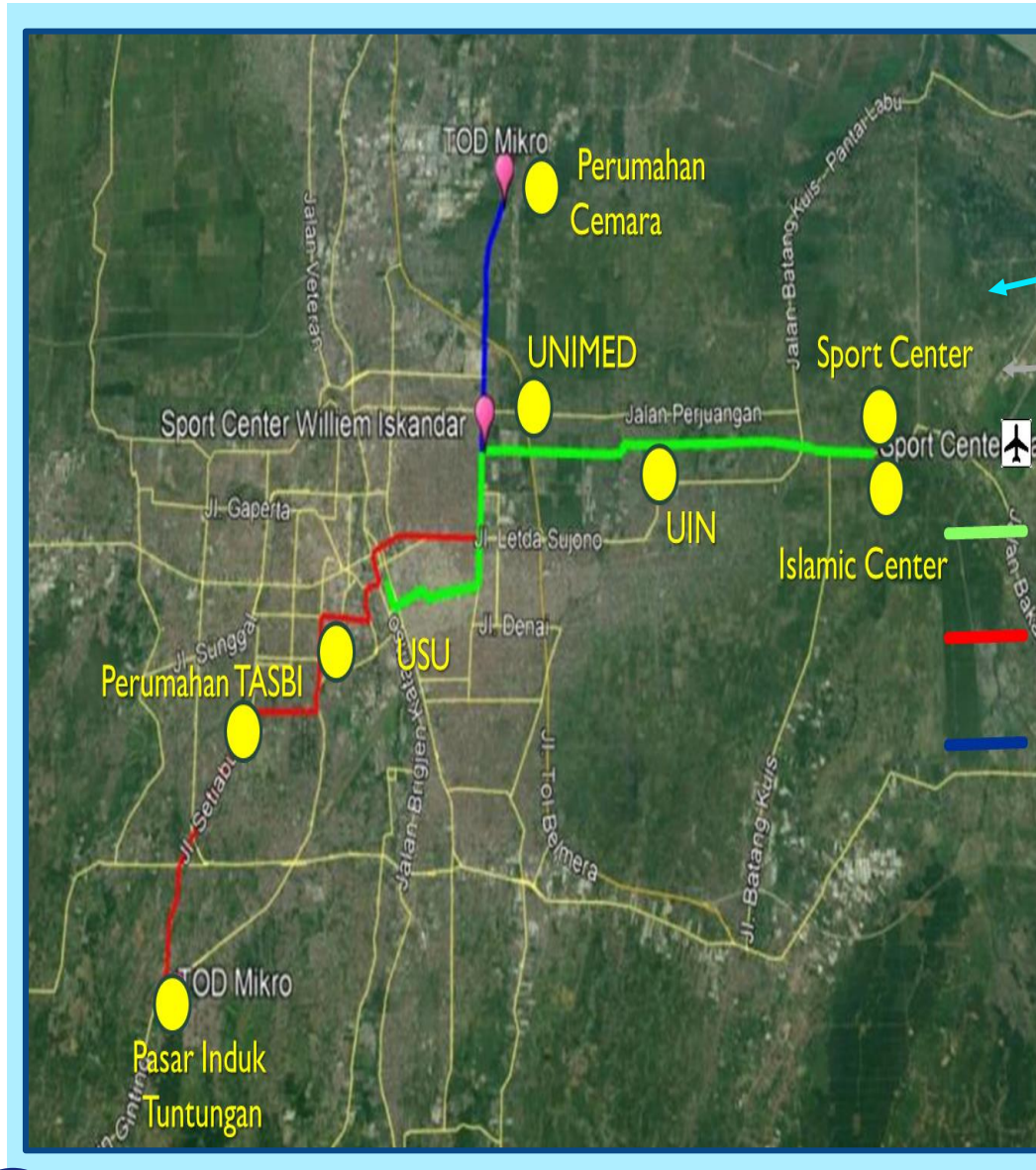
Population (lives)  Population (lives/Km2)  
**2.155.625** **961,61**

Total Area (Km2)  Road Length (Km)  
**2.241,68** **3.817,58**





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



**Corridor 1 : Stasiun Medan – Sport Centre Batang Kuis**

Length : 20.072 km



**Corridor 2 : Aksara – Pasar Lau Cih**

Length : 17.211 km



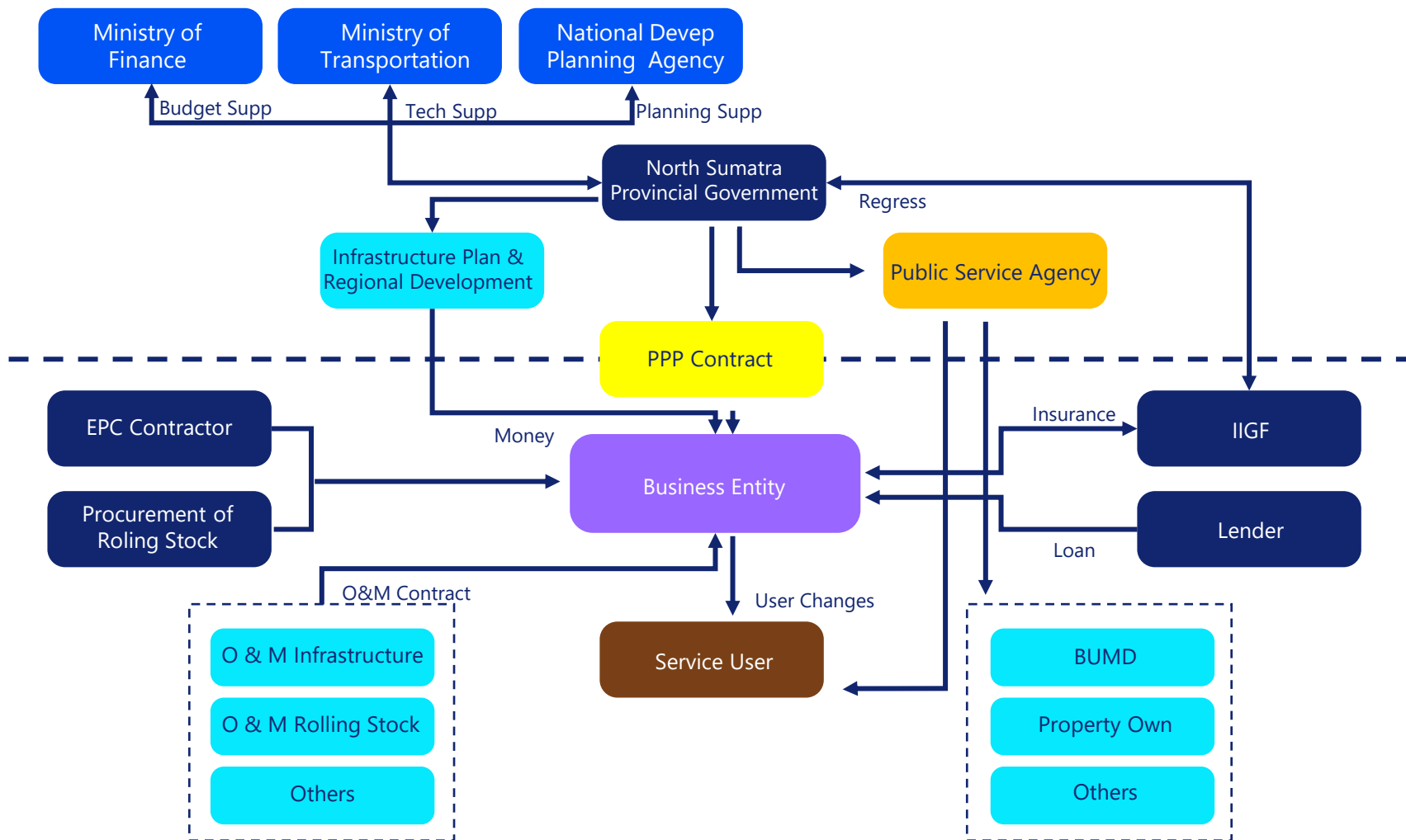
**Corridor 3 : Stasiun Pancing – Stasiun Cemara**

Length : 3.37 km



**Total Length : 41.3 km**





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

## TIMELINE

2019 Q4  
OBC

2020 Q1  
FBC

2020 Q3  
PQ

2021 Q1  
RFP

2021 Q3  
Sign Contract

2021 Q4  
Financial Close

2021 Q1 - 2023 Q4  
Construction

2024 Q1  
Operation

## Financial Profile

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



**Total Project Funding:**  
**IDR 20.303.779.125.670**

## Description

## Price

## Qty

## Unit

## IDR Amount

Rolling Stock	IDR 24.400.800.000	20	unit	IDR 488.016.000.000
Track per km	IDR 400.000.000.000	41,3	km	IDR 6.520.000.000.000
Station	IDR 20.000.000.000	17	unit	IDR 340.000.000.000
Depot	IDR 66.831.925.670	1	unit	IDR 66.831.925.670
Operation Facilities	IDR 2.931.200.000	1	unit	IDR 52.931.200.000
<b>Total</b>				<b>IDR 17.467.779.125.670</b>

## Additional Capital

## Amount

Pre Operational Cost	IDR 210.635.769.000
Interest During Construction	IDR 55.607.843.000
Working Capital	IDR 2.569.756.388.000
<b>Total</b>	<b>IDR 2.836.000.000.000</b>

Availability studies and documents :

- FS of LRT Medan City (2018) facilitated by the Ministry of Finance of Indonesia
- OBC MEBIDANG Railway Project (2019) facilitated by the Ministry of Transportation of Indonesia

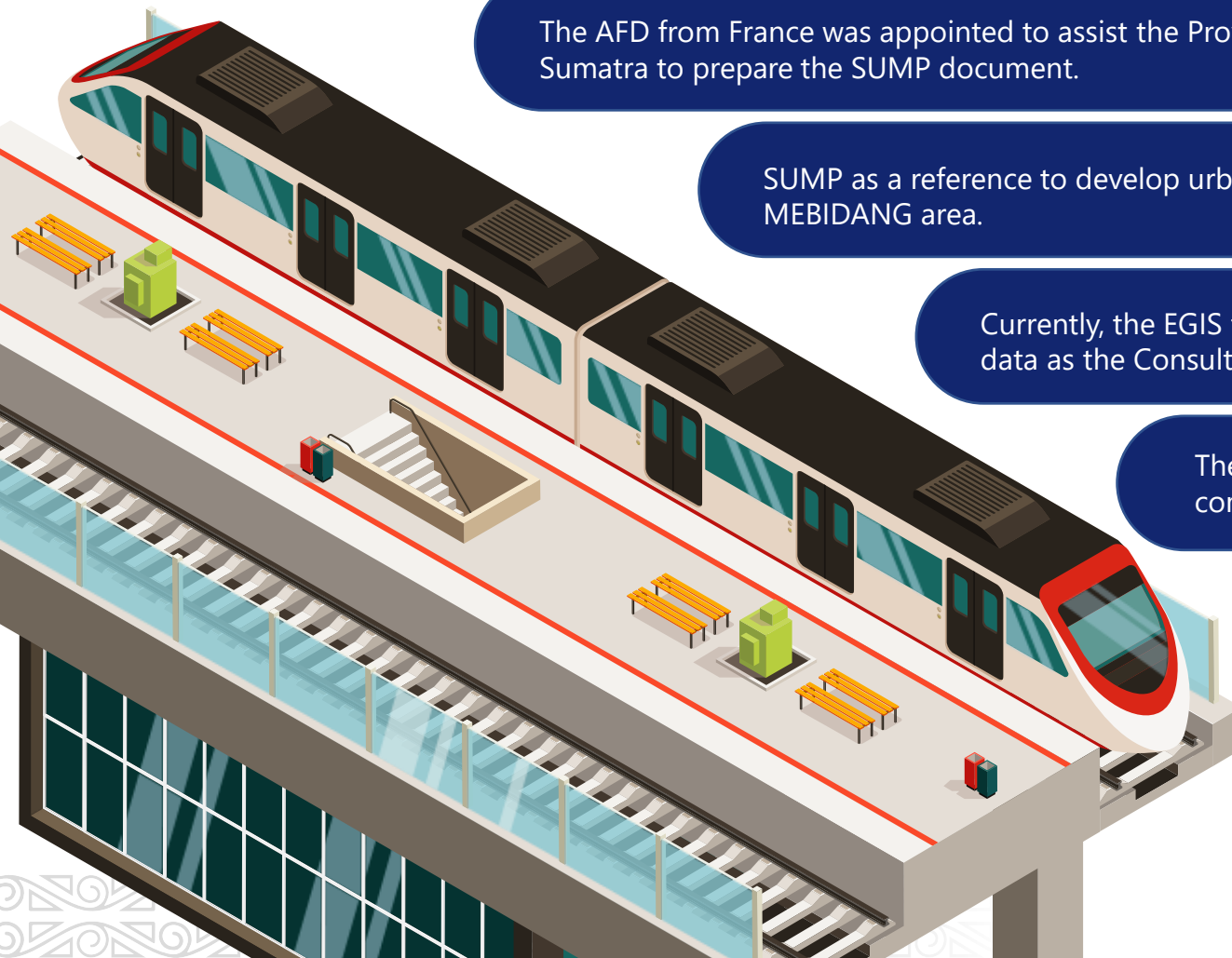
Accordance to BAPPENAS directives, the Provincial Government required to have a Sustainable Urban Mobility Plan (SUMP) as the basis for developing MEBIDANG urban mobility.

The AFD from France was appointed to assist the Provincial Government of North Sumatra to prepare the SUMP document.

SUMP as a reference to develop urban mass transportation in MEBIDANG area.

Currently, the EGIS team from France is still collecting data as the Consultant of this project.

The document is targeted to be completed in September 2021.







## CONTACT FOR DETAIL



Jalan Imam Bonjol No. 61 Kec. Medan Polonia  
Kota Medan Provinsi Sumatera Utara Kode  
Pos 20157



agustinuspanjaitan@gmail.com



+62 812 6067 538



[dishub.sumutprov.go.id](http://dishub.sumutprov.go.id) / [northsumatrainvest.id](http://northsumatrainvest.id)



dishubsu





Source: Dinas Perhubungan Provinsi Sumatera Utara

9

## **SIANTAR** PARAPAT RAILWAY



Source: Dinas Perhubungan Provinsi Sumatera Utara



## Location

Pematangsiantar City – Parapat (Simalungun)



## Track Length

64.7 Km (Divided into 3 segment)



## Capacity

4.473.996 people/year



## Contract Period

20 years



## Investment Value

IDR 12,1 Trillion



## IRR

14 %



## Project Status

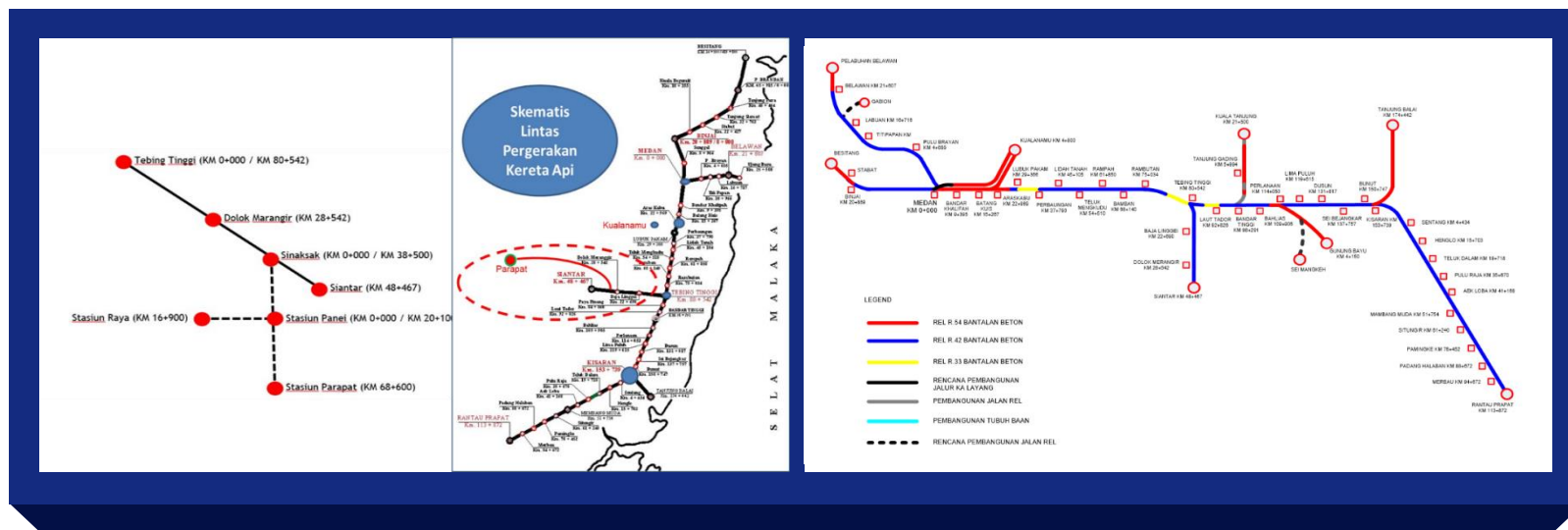
- Feasibility Study completed in 2016
- Outline Business Case completed in 2017
- Survey Investigation Design in 2018
- Detail Engineering Design in 2019

## PROJECT DESCRIPTION:

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

Source: Dinas Perhubungan Provinsi Sumatera Utara





### Siantar – Parapat train tracks will be divided into 3 segments:

- 01 Siantar Martoba – Jorlang Hataran (26.5 km)
- 02 Jorlang Hataran – Girsang S. Bolon (27.5 km)
- 03 Girsang S. Bolon – Parapat (10.7 km)

## Financial Feasibility



- 01** Total CAPEX: IDR 12.1 Trillion
- 02** OPEX: IDR 120.6 Billion/year
- 03** Availability Payment: IDR 1,057 Billion/year (concession period: 20 years)
- 04** IRR: 14%

## Timeline

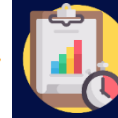
2016



### Feasibility

Conducted by the Ministry of Transportation

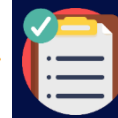
2017



### Outline Business Case

Conducted by the Ministry of Transportation

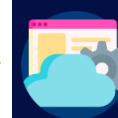
2018



### Survey Investigation Design

Conducted by the Ministry of Transportation

2019



### Detail Engineering Design

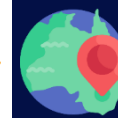
Conducted by the Ministry of Transportation

2021



### Environmental Impact Assessment

2021-  
2022



### Land Acquisition and Resettlement Action Plan

2023-  
2024



### Construction and Rolling Stock





Source: Dinas Perhubungan Provinsi Sumatera Utara

## CONTACT FOR DETAIL



Jalan Imam Bonjol No. 61 Kec. Medan Polonia  
Kota Medan Provinsi Sumatera Utara Kode  
Pos 20157



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+62 812 6067 538



[dishub.sumutprov.go.id](http://dishub.sumutprov.go.id) / [northsumatrainvest.id](http://northsumatrainvest.id)



dishubsu





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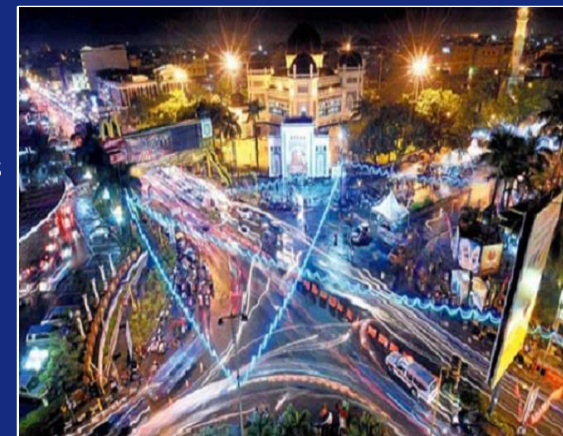
# **INVESTMENT**

## SUPPORTING FACTORS



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

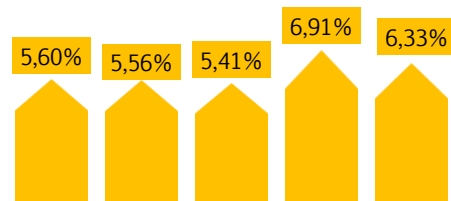
Besides that, due to its strategic location which is supported by world trade route, makes investment and trading flows are accelerated in North Sumatra.



## I. High Quality Human Resources

North Sumatra is known as one of the regionals in Indonesia with the most and highly qualified human resources. More than 50% of total population in North Sumatra are in productive age of 15-64 years old or it can be called as millennial. It shows that we have creative, innovative, and competitive human resources. Through that number also indicates that North Sumatra is really capable to supply local labors for regional development.

**Unemployment Rate**

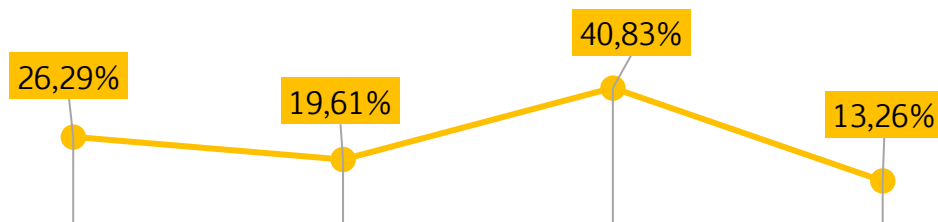


**2017 2018 2019 2020 2021**

EMPLOYMENT RATE (FEB 2022)

**70.45%**

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



**Primary School**

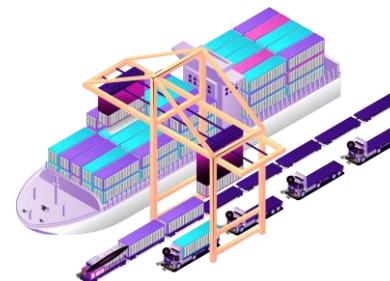
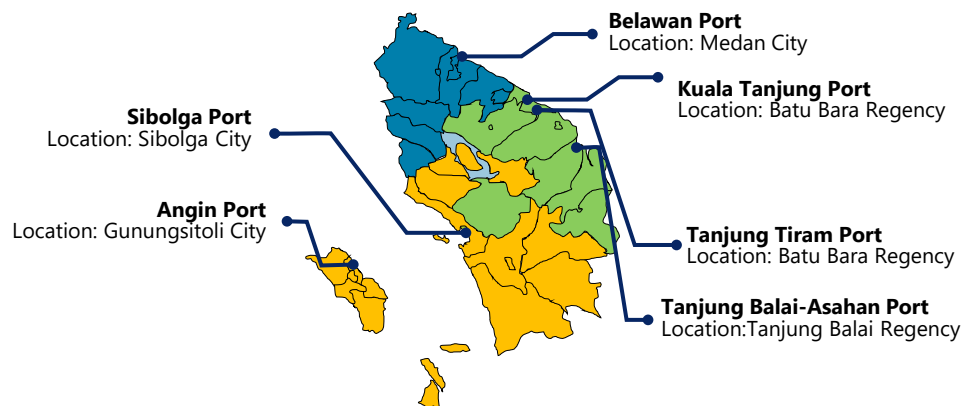
**Junior High School**

**Senior High School**

**University**

**2021**

## I. Port Connectivity



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

## II. Healthcare Facilities

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

**Hospital**

**179** Unit

**Maternity Hospital**

**19** Unit

**Polyclinic**

**813** Unit

**Public Health Center**

**624** Unit

**Supporting Public Health Center**

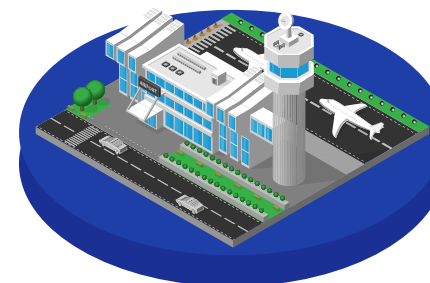
**1.822** Unit



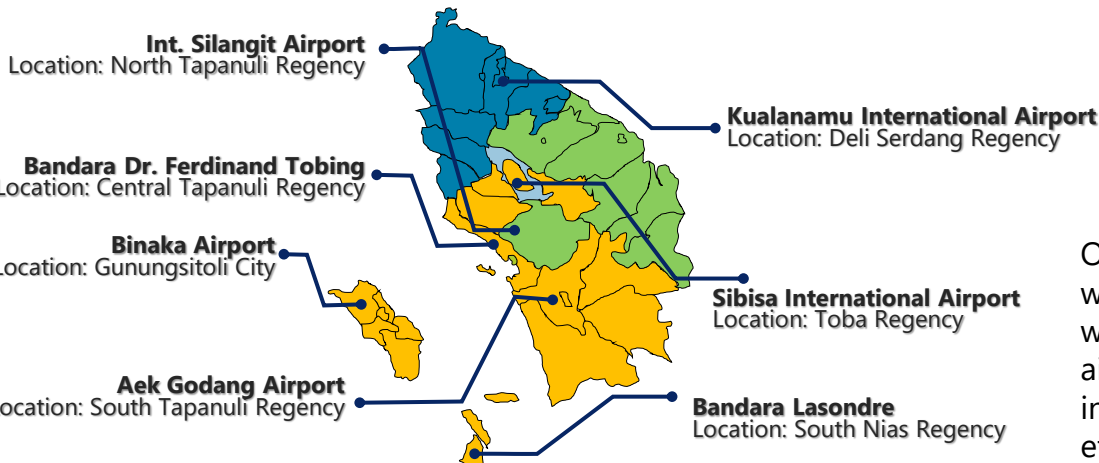
Source: BPS, proceed



## III. Airport



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



## IV. Highway



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



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

Sumber: Balai Besar Pelaksana Jalan Nasional II Medan

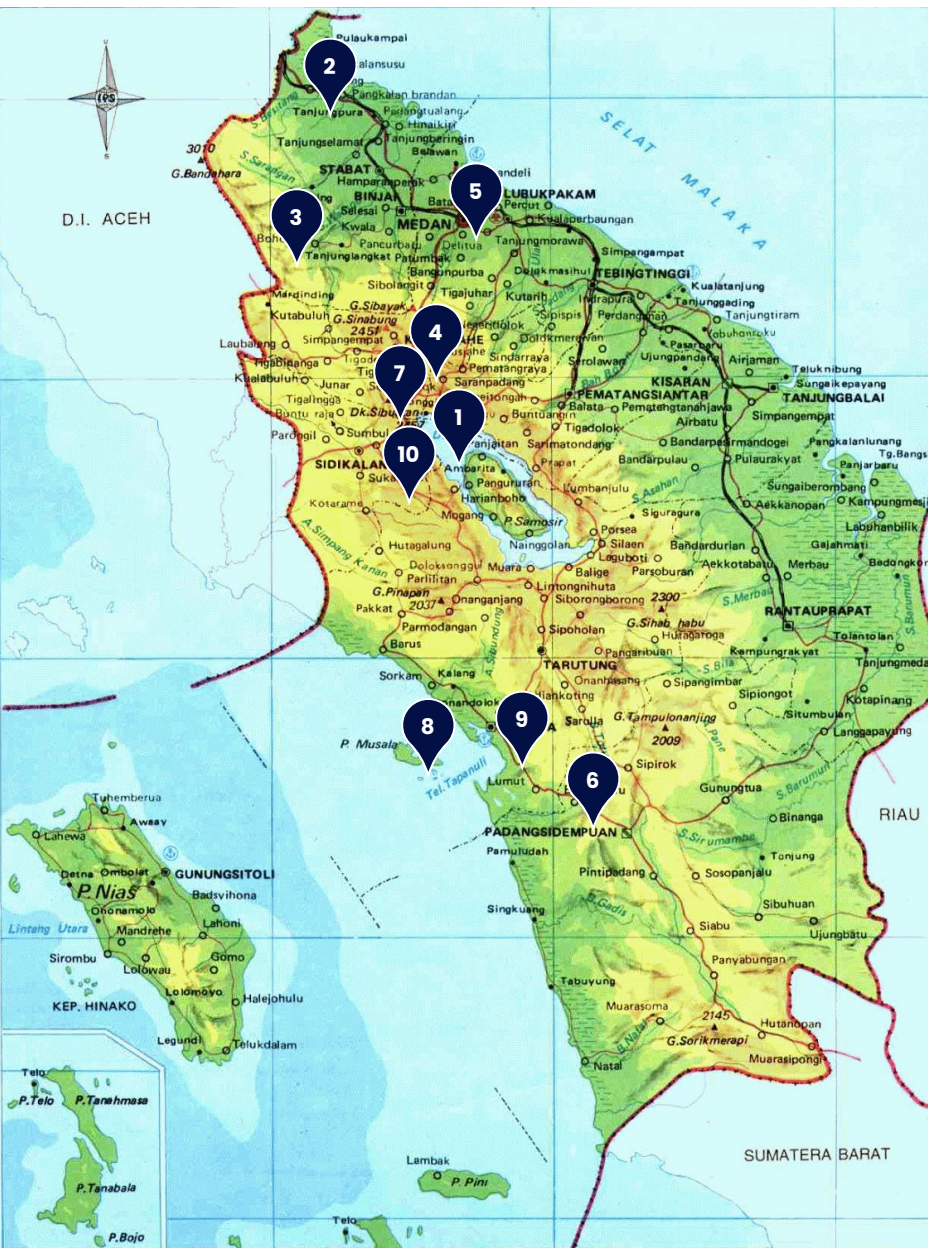


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# **TOURISM** SITE





## Super Priority **Tourism Site**



**Lake Toba & Resort**  
Samosir Regency

## Priority **Tourism Site**



**Tangkahan**  
Langkat Regency



**Bukit Lawang**  
Langkat Regency



**Berastagi**  
Karo Regency

## Attractive **Tourism Site**



**Maimoon Palace**  
Medan City



**Muara Opu Beach**  
South Tapanuli Regency



**Simalem Resort**  
Dairi Regency



**Mursala Island**  
Central Tapanuli Regency



**Poncan Island**  
Sibolga City



**Silahisabungan**  
Dairi Regency





## Parapat, Toba Regency

*The Largest Volcanic Lake in The World*



- 71,4 km away from the Silangit International Airport
- 1 – 2 hours from the Kualanamu International Airport
- 3 - 4 hours from Medan City by using public transportation / personal vehicle



### Offers you:

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



Lake Toba is an immense volcanic lake covering an area of 1,707 km<sup>2</sup> (1,000 km<sup>2</sup> bigger than Singapore) with an island in its center. Lake Toba Caldera is one of the five super priority destinations in Indonesia and had designed as the Global Geopark by UNESCO in 2020.



Source: [laketoba.travel](http://laketoba.travel)



**Batang Serangan, Langkat Regency**



*The Hidden Paradise in North Sumatra*



- 3 - 4 hours from the Kualanamu International Airport
- 2 - 3 hours from Medan City by using public transportation / personal vehicle



**Offers you:**

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



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

Source: [gunungleuser.or.id](http://gunungleuser.or.id)





## Bahorok, Langkat Regency

### Conservation Site for Orangutan



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



#### Offers you:

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



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



Source: [gunungleuser.or.id](http://gunungleuser.or.id)





**Berastagi, Karo Regency**

*The Beauty and Cultural Experiences are Providing Here*



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



### **Offers you:**

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



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

Source: [wisatasumatera.wordpress.com](http://wisatasumatera.wordpress.com)





## The Heart of Medan City

### *The Heritage of Melayu Deli Kingdom*



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

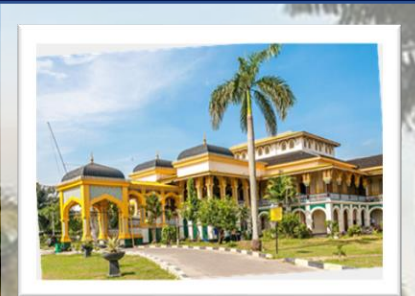


#### **Offers you:**

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



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



Source: datawisata.com





Source: akhirmh.blogspot.com



## Muara Batang Toru, South Tapanuli Regency



*The Home for Turtles*



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



### Offers you:

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



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





**Merek, Karo Regency**

*The Sunrise Highland*



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



**Offers you:**

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



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



Source: tamansimalem.com





## Tapian Nauli, Central Tapanuli Regency



*The King Kong Island*



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



### Offers you:

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



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

Source: [disbudpar.sumutprov.go.id](http://disbudpar.sumutprov.go.id)





## Sibolga City

### *The Exotic Island*



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

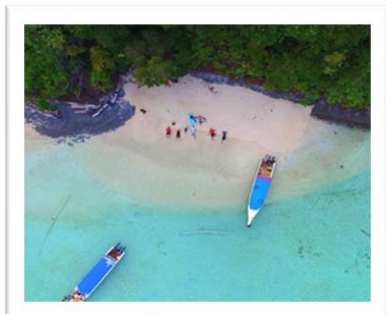
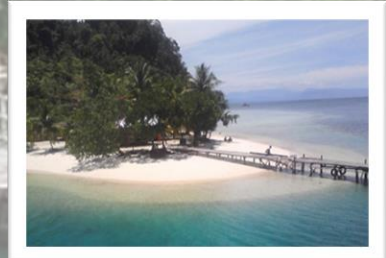


#### **Offers you:**

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



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



Source: [pariwisatasumut.net](http://pariwisatasumut.net)





Source: laketoba.travel



## Dairi Regency



*Where Nature meets culture*



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



### Offers you:

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



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





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# **SMALL MEDIUM ENTERPRISE**

## WOVEN FABRIC

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



### ULOS SIANIPAR

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

 [sianiparulos@gmail.com](mailto:sianiparulos@gmail.com)

 +62 812-6584-6702

 [galleryulos\\_sianipar](https://www.instagram.com/galleryulos_sianipar)



### RAKI TENUN

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

 [iwanurwahidah@gmail.com](mailto:iwanurwahidah@gmail.com)

 +62 813-7543-7933

 [iwah\\_rakitenun](https://www.instagram.com/iwah_rakitenun)



### IR & IR SONGKET DELI

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

 [ir.songket@gmail.com](mailto:ir.songket@gmail.com)

 +62 811-6517-766

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



### LANGGAM BATIK

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

 [langgam.souvenir@gmail.com](mailto:langgam.souvenir@gmail.com)

 +62 812-6364-6436

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



**COFFEE**

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

▶▶▶ **MAGA COFFEE**

**Arabica Mandailing Lake Toba Organic**

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

✉ maga.arabica.coffee@gmail.com ☎ 0821-6745-8276 📷 @magacoffee



▶▶▶ **ALOYA COFFEE**

**Mandheling, Lintong, Longberry, Gayo**

green beans and roasted beans, cascara, coldbrew

✉ aloya.coffee@gmail.com ☎ 0821-6745-8276 📷 www.aloyacoffee.com



▶▶▶ **ASTARI COFFEE**

**Arabica Lintong, Arabika Sigordang, Arabika Mabulang, Robusta Sidikalang**

✉ aciptakarsa@gmail.com ☎ 0822-7977-9352 📷 Astari Coffee



## COFFEE

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



### DRIP COFFEE ◀ ● ▶ ◀ ◀ ◀

**Arabica Lintong, Arabica Samosir, Arabica Sidikalang, Arabica Mandailing, Arabica Karo, Arabica Blue Batak**  
 coldbrew coffee, wine coffee, and beauty products

✉ [welovecoffee@dripkoffie.com](mailto:welovecoffee@dripkoffie.com)

☎ 0821-1758-8175



### SINERGI COFFEE ◀ ● ▶ ◀ ◀ ◀

**Arabica Karo**  
 green beans and roasted beans

✉ [sinergifajarharapan@gmail.com](mailto:sinergifajarharapan@gmail.com)

☎ 0813-7558-8774



### CIMBANG COFFEE ◀ ● ▶ ◀ ◀ ◀

**Arabica Coffee**  
 green beans and roasted beans, and powder

✉ [imamsyukrisyah@gmail.com](mailto:imamsyukrisyah@gmail.com)

☎ 082160550726

📷 [Kopi Cimbang Sinabung](#)



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

## OTHER PRODUCT



### GULA SEMUT AREN

#### Palm Sugar

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

✉ gulasemutbuluhawar@gmail.com

☎ 081397610484

📷 gulasemutarenberkahbuluhawar



### GULA AREN ALAM MAKMUR

#### Palm Sugar

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

✉ tanyayudialma@gmail.com

☎ 0811602211

📷 gulaarenmedan



### NATA DE COCO SAPO DURIN

#### Palm Sugar

Nata De Coco

✉ desridatokenta@gmail.com

☎ 08116502012

📷 Sapodurin



### ZACK KREZZ

#### Palm Sugar

Potato chips  
Banana crackers  
Cassava chips  
Tempe Chips  
Crispy mushroom

✉ jack\_bang77@yahoo.com

☎ 085296661433

📷 Zack Krezz



### POP CORN BRONTAK

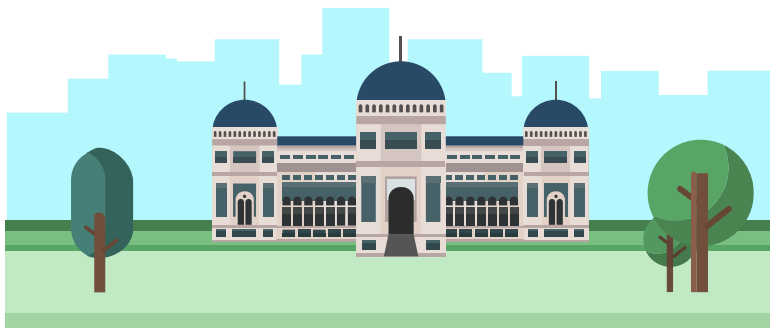
#### Palm Sugar

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

✉ rizkymiftahur15@gmail.com

☎ 081388054676

📷 popcornbrontak





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# **INVESTMENT** INCENTIVE



## I. Import Duty Facilities

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

- |                         |                |                     |
|-------------------------|----------------|---------------------|
| 1 Tourism and Culture   | 4 Mining       | 6 Telecommunication |
| 2 Public Transportation | 5 Construction | 7 Ports             |
| 3 Public Health Service |                |                     |



### Requirements

Importing machineries, goods and raw materials

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



## II. 30% of Investment Value

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

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

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

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



### III. Tax Holiday Policy

Ministry of Finance of Republic of Indonesia has issued a new regulation related to Tax Holiday policy: Minister of Finance Regulation No. 150/PMK.010/2018 on 27 November 2018. "Deduction of Corporate Income Tax is to be granted within 5-20 years period"

- ➊ Base metal upstream industry (steel or non-steel) with or without its integrated derivative
- ➋ Oil and natural gas refinery industry with or without its integrated derivative
- ➌ Coal, natural gas, or crude oil based petrochemical industry with or without its integrated derivative
- ➍ Organic-based chemical industry obtained from Agriculture, plantation, or forestry with or without its integrated derivative
- ➎ Inorganic-based chemical industry with or without its integrated derivative
- ➏ Pharmaceutical main raw materials industry with or without its integrated derivative
- ➐ Irradiation, electromedical, or electrotherapy equipment manufacturing industry
- ➑ Electronics or telematics main components manufacturing industry such as semiconductor wafer, backlight for Liquid Crystal Display (LCD), electrical driver, or display
- ➒ Machineries and machineries components manufacturing industry
- ➓ Robotics components manufacturing industry to support machinery manufacturing industry
- ➔ Power plants main components machinery manufacturing industry
- ➕ Vehicles and vehicles main components manufacturing industry
- ➖ Ships main components manufacturing industry
- ➗ Trains main components manufacturing industry
- ➘ Aeroplane main components manufacturing and aerospace supporting activities industry
- ➙ Agriculture, plantation, or forestry based pulp production industry with or without its derivative
- ➚ Economic Infrastructure
- ➛ Digital economy including data processing, hosting, and other related activities





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# **HOW TO INVEST IN** NORTH SUMATRA

## HOW TO INVEST IN NORTH SUMATRA?

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

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

**MEMPEROLEH NOMOR INDUK BERUSAHA (NIB)**

Nomor Induk Berusaha (NIB) adalah identitas Pelaku Usaha dalam rangka pelaksanaan kegiatan berusaha sesuai bidang usahanya. NIB wajib dimiliki pelaku usaha yang ingin mengurus perizinan berusaha melalui OSS.

- 1.** Login pada Sistem OSS menggunakan User-ID dan Password.
- 2.** Mengisi data-data yang diperlukan, seperti : data perusahaan, pemegang saham, kepemilikan modal, nilai investasi, rencana penggunaan tenaga kerja, rencana permintaan fasilitas perpajakan dan kepastian.
- 3.** Pelaku usaha akan menerima notifikasi dari OSS untuk mengubah jenis bidang usahanya, jika bidang investasi yang diinput tidak memenuhi ketentuan Daftar Negatif Investasi (DNI).

**Output:** NIB, NPWP, RPTKA, BPJS KES & NAKER, FASILITAS FISKAL, IZIN USAHA.

**Catatan:** Khusus untuk BPJS Ketenagakerjaan dan BPJS Kesehatan, nomor kepesertaan yang diperoleh hanya akan diaktifkan menjadi Sertifikat Kepesertaan BPJS setelah dilakukan pembayaran premi bulan pertama berdasarkan pemberitahuan virtual account dari BPJS kepada pelaku usaha.





# CONTACT US



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