A definitive guide on macroeconomic condition, data & information, key contacts, and potential investment projects in North Sumatra
North Sumatra Invest (NSI) is a dedicated task force comprised of all North Sumatra’s policy makers, including the Government of North Sumatra and Bank Indonesia, with full cooperation of Kamar Dagang dan Industri Indonesia (KADIN).

Our mission is to attract Foreign Direct Investment (FDI) in North Sumatra to foster economic growth.
North Sumatra isn’t only a great market for your products, but also a perfect place for production base.

Indonesia’s Strong Performance
Indonesia is one of the fastest growing economy in the world. Find how we perform relative to our peers.

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

Investment Projects & Other Potential
Guaranteed by the government, potential projects are handpicked just for you. In addition, we also specifically collect potential tourism sites and products in North Sumatra.

Licensing in Indonesia
A quick guide on getting business license in Indonesia. It’s never been easier to do business here.
Indonesia’s Strong Performance

Indonesia is one of the fastest growing economy in the world. Find how we perform relative to our peers.
Solid national economic growth

Indonesia has maintained economic growth momentum against a backdrop of worsening global economic moderation. Our annual economic growth eased slightly to 4.97% in the fourth quarter of 2019. Cumulatively the national economic growth was recorded at 5.02% (yoy) in 2019.

<table>
<thead>
<tr>
<th>Institutions</th>
<th>2020 Growth (%YoY)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020 Budget</td>
<td>5.3</td>
</tr>
<tr>
<td>Bank Indonesia</td>
<td>5.1-5.5</td>
</tr>
<tr>
<td>IMF (WEO Jan 2020)</td>
<td>5.1</td>
</tr>
<tr>
<td>World Bank</td>
<td>5.1</td>
</tr>
<tr>
<td>ADB</td>
<td>5.2</td>
</tr>
</tbody>
</table>
Our concern to Business

Business has never been easier in Indonesia. In recent years, our government has put significant effort to boost business climate and we’re happy to tell you that our ease of doing business rank has improved significantly.

Our efforts to trim the licensing period gave an impact to the business player. And we plan to make it even easier. There is no better time than now to invest in Indonesia.
Investment grade approved!

Indonesia’s economy is growing at a solid pace. The fiscal deficit to GDP ratio narrowed from a year earlier, and the government debt to GDP ratio remains low. While the CAD somewhat widened, foreign reserves are ample relative to short-term external debts. Its economic resilience to external shocks is maintained, supported by the government and central bank’s policies emphasizing macroeconomic stability.

The rating mainly reflects the country’s solid domestic consumption-led economic growth, restrained budget deficit and public debt, as well as resilience to external shocks supported by a flexible exchange rate, credible monetary policies and accumulation of foreign exchange reserves.

The upgrade to Baa2 is underpinned by an increasingly credible and effective policy framework conducive to macroeconomic stability. Together with a build-up of financial buffers, prudent fiscal and monetary policy strengthens Moody’s confidence that the sovereign’s resilience and capacity to respond to shocks has improved.

The decision was supported by favorable GDP growth outlook on the back of resilient domestic demand and a small government debt burden compared with its peers. Indonesia’s sovereign credit fundamentals should be resilient to substantial exchange rate volatility.

"We raised the ratings to reflect Indonesia’s strong economic growth prospects and supportive policy dynamics, which we expect to remain following the re-election of President Joko Widodo recently.”
The Economist: Indonesia rounds out the top five of Asian economies that can look forward to increasing investment spending. (January 2019)  

Table: Indonesia Enjoys Large Investments Relative to Peers within the Region  

<table>
<thead>
<tr>
<th>Country</th>
<th>Total Investment / GDP (%)</th>
<th>2018</th>
<th>2019e</th>
<th>2020e</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indonesia</td>
<td></td>
<td>34.5</td>
<td>34.5</td>
<td>34.5</td>
</tr>
<tr>
<td>Malaysia</td>
<td></td>
<td>27.1</td>
<td>27.1</td>
<td>27.1</td>
</tr>
<tr>
<td>Vietnam</td>
<td></td>
<td>24.9</td>
<td>24.9</td>
<td>24.9</td>
</tr>
<tr>
<td>Thailand</td>
<td></td>
<td>23.1</td>
<td>23.1</td>
<td>23.1</td>
</tr>
<tr>
<td>Philippines</td>
<td></td>
<td>20.0</td>
<td>20.0</td>
<td>20.0</td>
</tr>
<tr>
<td>India</td>
<td></td>
<td>18.8</td>
<td>18.8</td>
<td>18.8</td>
</tr>
<tr>
<td>China</td>
<td></td>
<td>17.1</td>
<td>17.1</td>
<td>17.1</td>
</tr>
<tr>
<td>Indonesia (a)</td>
<td></td>
<td>58.3</td>
<td>58.3</td>
<td>58.3</td>
</tr>
</tbody>
</table>


JBIC: Among ASEAN countries, Indonesia is the most preferred place for business investment (November 2018)  

Graph: Investors are flocking to Indonesia  

Source: JBIC – Outlook for Japanese Foreign Direct Investment (30th Annual Survey)
Why North Sumatra?

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

Located in the vast and prosperous area of Sumatra island, with total area of 73,000 km². It is strategically positioned along the Malacca Strait and has long been a major trade center in west Indonesia.

A MILLENIAL PROVINCE
Almost half of North Sumatra population is under 25 years old.

LOW MINIMUM WAGE LEVEL
At $177 / month, our wage level is cheaper than several countries in ASEAN.

North Sumatra Profile

Governor: Edy Rahmayadi
Vice Governor: Musa Rajekshah
Capital City: Medan
Regencies/Cities: 25 Regencies and 8 Cities
Vigorous Economic Growth

- At 4th Quarter of 2019, North Sumatra’s economic growth increased by 5.21% (yoy) compared to growth at the 3rd quarter: 5.11%(yoy).
- North Sumatra economic growth was still stronger than Sumatra and Indonesia.
- This strong economic performance is driven by the rapidity of investment sector.

### Economic Growth of All Provinces in Sumatra

- **Sumut (23%)**: 5,21
- **Aceh (5%)**: 5,21
- **Riau (22%)**: 2,91
- **Jambi (6%)**: 3,59
- **Bangka Belitung (2%)**: 3,99
- **Sumbar (7%)**: 5,13
- **Bengkulu (21%)**: 4,79
- **Lampung (11%)**: 5,07
- **Kep. Riau (8%)**: 5,21

Note: Higher than Sumatra's growth - Lower than Sumatra's growth

### National, Sumatra, and North Sumatra Economic Growth

<table>
<thead>
<tr>
<th></th>
<th>Sumatra</th>
<th>North Sumatra</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>4.62</td>
<td>5.05</td>
</tr>
<tr>
<td>2018</td>
<td>4.49</td>
<td>5.02</td>
</tr>
<tr>
<td>2019</td>
<td>4.57</td>
<td>5.21</td>
</tr>
</tbody>
</table>

Note: amounts in parentheses indicate sectors distributions of GRDP at constant market price in the fourth quarter of 2019.
Growing Investment Realization

DEVELOPMENT OF INVESTMENT REALIZATION

2018

FDI & DDI: Rp 24,82 T

2019

FDI & DDI: Rp 25,44 T

INVESTMENT REALIZATION BY LOCATION AND SECTOR (JAN – DEC 2019)

TOP 5 LOCATIONS BASED ON FDI VALUE

<table>
<thead>
<tr>
<th>Location</th>
<th>FDI Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medan</td>
<td>2,207.34</td>
</tr>
<tr>
<td>Batubara</td>
<td>633.45</td>
</tr>
<tr>
<td>Madina</td>
<td>510</td>
</tr>
<tr>
<td>Deli Serdang</td>
<td>498.86</td>
</tr>
<tr>
<td>Tobasa</td>
<td>317.03</td>
</tr>
</tbody>
</table>

TOP 5 LOCATIONS BASED ON DDI VALUE

<table>
<thead>
<tr>
<th>Location</th>
<th>DDI Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medan</td>
<td>7,106</td>
</tr>
<tr>
<td>Batubara</td>
<td>2,616.92</td>
</tr>
<tr>
<td>Deli Serdang</td>
<td>2,165.28</td>
</tr>
<tr>
<td>Labuhan Batu</td>
<td>2,140.16</td>
</tr>
<tr>
<td>Tapanuli Utara</td>
<td>884.11</td>
</tr>
</tbody>
</table>

TOP 5 SECTORS BASED ON FDI VALUE

<table>
<thead>
<tr>
<th>Sector</th>
<th>FDI Billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services</td>
<td>1,402.40</td>
</tr>
<tr>
<td>Electricity, Gas</td>
<td>1,144.22</td>
</tr>
<tr>
<td>Food Industries</td>
<td>905.39</td>
</tr>
<tr>
<td>Mining</td>
<td>587.51</td>
</tr>
<tr>
<td>Plantation</td>
<td>413.86</td>
</tr>
</tbody>
</table>

TOP 5 SECTORS BASED ON DDI VALUE

<table>
<thead>
<tr>
<th>Sector</th>
<th>DDI Billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transportation, Storage</td>
<td>4,439.58</td>
</tr>
<tr>
<td>Food Industries</td>
<td>2,692.32</td>
</tr>
<tr>
<td>Construction</td>
<td>2,372.77</td>
</tr>
<tr>
<td>Plantation</td>
<td>2,146.17</td>
</tr>
<tr>
<td>Real Estate</td>
<td>2,043.54</td>
</tr>
</tbody>
</table>

Source: Promotion and Licensing Division Government of North Sumatra
Infrastructure Acceleration

Ports
- Port of Belawan - Medan
- Port of Kuala Tanjung – Batu Bara
- Port of Tanjung Balai Asahan – Tanjung Balai
- Port of Pangkalan Susu - Langkat
- Port of Sibolga - Sibolga
- Port of Gunung Sitoli – Gunung Sitoli (Nias Island)

Airports
- Lasondre Airport – Batu Islands
- Binaka Airport – Gunung Sitoli
- Kualanamu International Airport – Deli Serdang
- Aek Godang Airport – North Padang Lawas
- Ferdinand Lumban Tobing Airport – Central Tapanuli
- Sibisa Airport – Toba Samosir
- Silangit International Airport – Siborong-Borong

Train
- Sribilah (Medan ↔ Rantau Prapat)
- Putri Deli (Medan ↔ Tanjung Balai)
- Siantar Ekspres (Medan ↔ Pematang Siantar)
- Airport Railink (Medan ↔ Kualanamu)
- Sri Lelawangsa (Medan ↔ Binjai)

Existing and Planned Toll Roads in North Sumatra

Trans Sumatra Highway
A grand scale project to bring connectivity among provinces in Sumatra island. Everything will be more connected, not less.
Guaranteed by the government, potential projects are handpicked just for you. In addition, we also specifically collect potential tourism sites and products in North Sumatra.
# SPECIAL ECONOMIC ZONE SEI MANGKEI

**Location**
- Simalungun

**Investment Value**
- Infrastructure: IDR 5.1 Trillion
- Investor/Tenant: IDR 129 Trillion

**Total Area / Land Status**
- 1933.80 Ha / Rights to Manage and Build (HPL)

**Mode of Offer**
- Financing and Investment

**Project Owner**
- PT. KINRA

**Main Industries**
- Palm Oil & Downstream Industries
- Rubber & Downstream Industries
- Various Industry

**Project Status**
1. Infrastructure availability.
2. Government provisions and support.
3. Land used: 283 Ha / 14.63% from total area (updated January, 2019).
5. Foreign companies are entitled to construct and own buildings or other structures on the land (max. 30 years and extendable for another 20 years).

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**Project Description**

- **Sei Mangkei** is an industrial area located in the center of raw materials based on agro that are not owned by other industrial area in Indonesia.

- **SEZ Sei Mangkei** is divided to 3 zones:
  - **Industrial Zone**: Palm Oil Downstream Industry Zone (oleochemical, refinery, biodiesel), Rubber Downstream Industry Zone, Production Supporting Facilities, Various Industry Zone (electronic, electricity), Small & Medium Industries.
  - **Logistic Zone**: Dry Port, Tank Farm, Warehousing, Packaging.
  - **Tourism Zone**: Hotel, Golf Course, Commercial Area, MICE (Meeting, Incentives, Convention & Exhibition).

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- **Mobile**: +62811633721
- **Email**: yaniindri3@yahoo.com
INVESTMENT PROJECT

KUALA TANJUNG INDUSTRIAL ESTATE

<table>
<thead>
<tr>
<th>Location</th>
<th>Batubara</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Value</td>
<td>IDR 28.87 Trillion</td>
</tr>
<tr>
<td>Total Area / Land Status</td>
<td>±3400 Ha</td>
</tr>
<tr>
<td>Mode of Offer</td>
<td>Financing and Investment</td>
</tr>
<tr>
<td>Project Owner</td>
<td>PT Pelabuhan Indonesia I (Persero)</td>
</tr>
<tr>
<td>Project Developer</td>
<td>PT Prima Pengembangan Kawasan</td>
</tr>
<tr>
<td>Main Activities</td>
<td>Processing Industries</td>
</tr>
<tr>
<td>Project Status</td>
<td>1) Land Acquisition is on progress</td>
</tr>
<tr>
<td></td>
<td>2) Existing Industries : Inalum (Aluminium &amp; Derivative Industry), PT Wilmar (CPO), PT Bakrie (CPO).</td>
</tr>
</tbody>
</table>

Project Description

- Kuala Tanjung Industrial Estate is intended for processing industries such as:
  - Petroleum
  - Liquified Natural Gas
  - Automotive
  - Electricity
  - Palm Oil
  - Aluminium
  - Rubber
  - Cement

PROJECT’S OWNER PROFILE:

PT Pelindo I is a leading port service provider in Sumatera. It operates 24 ports and has a strong footprint in Aceh, North Sumatera, Riau and Riau Islands.

PT. PELINDO I through its subsidiary (PT Prima Pengembangan Kawasan) is in charge to develop and manage Kuala Tanjung Industrial Estate.

Contact Person:

Asih Kurnia
(Stakeholder Manager)
Mobile: +6281585671500 Email: akurnia@pelindo1.co.id

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SIBISA INTEGRATED RESORT – LAKE TOBA

Project Description

- Business Overview & Objectives:
  5-Star International Hotel and Resort, Leisure and Entertainment, Commercial and Fine Dining, Luxury Residential Villa, Golf Course and Facilities.
  Resort Concept that incorporate nature, culture, and technology into an Integrated Eco Resort.
- Competitive Advantage
  ✓ World’s largest volcanic lake and stunning landscape in nature (formed by 3 major volcanic eruptions)
  ✓ Accessibility (Air Connectivity) : Kualanamu Airport, Silangit Airport and Sibisa Airport.

Location
- Ajibata District, Toba Samosir Regency, North Sumatera

Land
- 386.72 Ha

Sectors
- Tourism

Utilities & Infrastructure
- 1. Hospitality 121.67 Ha
- 2. MICE 2.72 Ha
- 3. Commercial 8.36 Ha
- 4. Small and Medium Enterprise Center 0.9 Ha
- 5. Geo Cultural Park 9.78 Ha
- 6. Cultural Center 1.35 Ha
- 7. Supporting Facilities 2.06 Ha
- 8. Healthcare 1.66 Ha
- 9. Botanical Garden 14.54 Ha
- 10. Agro Farm 21.47 Ha
- 11. Sustainable Golf 71.53 Ha
- 12. Green Space 127.43 Ha

Investment Value
- Total Infrastructure; Landscape Feature; Office and Supporting Building; Public Facility IDR 1,8 Trillion (Excluding PPN)

Business’s Scheme
- • Long lease Agreement (30 to 80 years)
- • Other Agreeable Cooperation Form

Project Status
- Managed by Lake Toba Tourism Authority

Contact Person
- Name: M. Rommy Fauzi
- Occupation: Director
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As one of the biggest cities in Indonesia, Medan’s limited public transportation and vast growing number of cars are predicted to generate gridlocks on many major roads in Medan by 2022.

The integrated Light Rail Transit (LRT) and Bus Rapid Transit (BRT) scheme is the government’s solution and will become an important infrastructure to the city.

**Project Description**

<table>
<thead>
<tr>
<th>Location</th>
<th>Medan, Binjai and Deli Serdang</th>
</tr>
</thead>
<tbody>
<tr>
<td>Track Length</td>
<td>41.3 Km</td>
</tr>
<tr>
<td>Sectors</td>
<td>Mass Transportation</td>
</tr>
<tr>
<td>Investment Value</td>
<td>IDR 21 Trillion</td>
</tr>
<tr>
<td>Business’s Scheme</td>
<td>Public Private Partnership</td>
</tr>
<tr>
<td>Project Status</td>
<td>Compilation of Feasibility Study and Final Business Case (FBC) completed in 2019</td>
</tr>
</tbody>
</table>

GCA: Mayor of Medan City

**Contact Person**

- **Name**: Rahmad Ziady
- **Occupation**: Head of sub-sector of Finance, Investment & Assets Planning and Development Body
- **Mobile**: +62 823-6411-6083
- **Email**: rahmadziady@gmail.com
As one of the biggest cities in Indonesia, Medan’s limited public transport and huge growth of private car ownership are predicted to lead to gridlocks in major roads in Medan by 2022.

The integrated Light Rail Transit (LRT) and Bus Rapid Transit (BRT) scheme is the government’s solution to it and will become an important infrastructure to the city.
SPORTS CENTER

Main facilities & Infrastructure:
- Main stadium
- Hockey field (indoor/outdoor) and gateball field
- Aquatic facilities
- Velodrome
- Racing circuit
- Building for gym, bowling, squash
- Kurash
- Sambo

Supporting Facilities:
- Homestay
- Business center: mall, hotel, mass transportation
- Electricity, water, accessibility

Location
Deli Serdang

Land
300 Ha

Sectors
Infrastructure

Investment Value
IDR 8 Trillion
Exc.commercial area

Business’s Scheme
- APBN (construction of sports facilities and infrastructure)
- PPP/ B to B (construction of commercial area)

Project Status
- The Master Plan was completed in 2019
- Land acquisition and compensation will be completed in early 2020
- The construction of boundaries, gates and security posts will be carried out in 2020
- DED is on progress

Contact Person
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Occupation: Head of sub-sector of Finance, Investment & Assets Planning and Development Body
Government of North Sumatra
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OPPORTUNITIES
**Project Description**

The Project is expected to improve the quality of medical services to the people of North Sumatra and its surrounding areas.

### Location

Deli Serdang

### Land

6 Ha (Land Area)

### Sectors

Health Care

### Investment Value

IDR 1.8 Trillion

### Business’s Scheme

APBN / PPP

### Project Status

- Feasibility Study and Master Plan in 2020
- The construction of cardiac operating rooms in 2021
- DED of Tower in 2021
- The construction of Tower will be carried out in 2022
- The procurement of Medical Equipment will be carried out in 2022

### Contact Person

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**Government of North Sumatra**

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**Email:** rahmadziady@gmail.com
This project is intended to support National Strategic Area (Medan, Deli Serdang and Karo) and Lake Toba as National Tourism Strategic Areas.

**Project Description**

**Location**
Deli Serdang, Karo

**Track Length**
2 Km

**Sectors**
Transportation

**Investment Value**
IDR 600 billion

**Business’s Scheme**
PPP

**Project Status**
- Support by cantilevers on Medan - Berastagi road in 2020
- It has been proposed to the Indonesian Parliament and the Ministry

**Contact Person**

<table>
<thead>
<tr>
<th>Name</th>
<th>Rahmad Ziady</th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupation</td>
<td>Head of sub-sector of Finance, Investment &amp; Assets Planning and Development Body Government of North Sumatra</td>
</tr>
<tr>
<td>Mobile</td>
<td>+62 823-6411-6083</td>
</tr>
<tr>
<td>Email</td>
<td><a href="mailto:rahmadziady@gmail.com">rahmadziady@gmail.com</a></td>
</tr>
</tbody>
</table>
INTEGRATED WASTE MANAGEMENT SITE

This project is intended to support National Strategic Area (Medan, Binjai, Deli Serdang and Karo).

**Project Description**

**Location**
- STM Hilir, Deli Serdang Regency

**Land**
- 100 Ha

**Sectors**
- Infrastructure

**Investment Value**
- IDR 300 Billion

**Business’s Scheme**
- APBN/PPP

**Project Status**
- Feasibility Study was completed in 2017
- Master Plan in 2020
- DED, Land Acquisition, Environmental Impact Analysis (EIA) Study in 2021
- The construction will be carried out in 2022-2023

**Contact Person**

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Botanical Garden Project’s Image

This project is expected to support the National Strategic Area in North Sumatra (Medan, Binjai, Deli Serdang, and Karo).

**Project Description**

<table>
<thead>
<tr>
<th>Location</th>
<th>Marendal, Patumbak, Deli Serdang Regency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td>200 Ha</td>
</tr>
<tr>
<td>Sectors</td>
<td>Recreation</td>
</tr>
<tr>
<td>Investment Value</td>
<td>IDR 100 Billion</td>
</tr>
<tr>
<td>Business’s Scheme</td>
<td>APBN/PPP</td>
</tr>
<tr>
<td>Project Status</td>
<td>Feasibility Study and Master Plan will be carried out in 2020</td>
</tr>
</tbody>
</table>

**Contact Person**

- Name: Rahmad Ziady
- Occupation: Head of sub-sector of Finance, Investment & Assets Planning and Development Body, Government of North Sumatra
- Mobile: +62 823-6411-6083
- Email: rahmadziady@gmail.com
This project is expected to support Kuala Tanjung Industrial Estate and SEZ Sei Mangkei.

**Project Description**

**Location**  
Batu Bara Regency and Simalungun Regency

**Land**  
400 Ha

**Sectors**  
Infrastructure

**Investment Value**  
IDR 1.2 Trillion

**Business’s Scheme**  
APBN/PPP

**Project Status**  
- Feasibility Study and Detail Engineering Design will be carried out in 2021

**Contact Person**

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Email: rahmadziady@gmail.com
### Project Description

This project is expected to support North Sumatra Tourism Area (Berastagi and Lake Toba) and National Strategic Area (Medan, Binjai, Deli Serdang, and Karo).

<table>
<thead>
<tr>
<th><strong>Location</strong></th>
<th>Deli Serdang Regency and Karo Regency</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Track Length</strong></td>
<td>75 km</td>
</tr>
<tr>
<td><strong>Sectors</strong></td>
<td>Transportation</td>
</tr>
<tr>
<td><strong>Investment Value</strong></td>
<td>IDR 13 Trillion</td>
</tr>
<tr>
<td><strong>Business’s Scheme</strong></td>
<td>PPP</td>
</tr>
</tbody>
</table>

### Contact Person

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- **Occupation**: Head of sub-sector of Finance, Investment & Assets Planning and Development Body, Government of North Sumatra
- **Mobile**: +62 823-6411-6083
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**MEDAN - BAHOROK - TANGKAHAN TOLL ROAD**

**Project Description**

This project is intended to support priority tourism area (Tahura, Bahorok, and Tangkahan).

<table>
<thead>
<tr>
<th><strong>Location</strong></th>
<th>Langkat Regency</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Track Length</strong></td>
<td>40 km</td>
</tr>
<tr>
<td><strong>Sectors</strong></td>
<td>Transportation</td>
</tr>
<tr>
<td><strong>Investment Value</strong></td>
<td>IDR 6 Trillion</td>
</tr>
<tr>
<td><strong>Business’s Scheme</strong></td>
<td>PPP</td>
</tr>
</tbody>
</table>

**Contact Person**

- **Name**: Rahmad Ziady
- **Occupation**: Head of sub-sector of Finance, Investment & Assets Planning and Development Body Government of North Sumatra
- **Mobile**: +62 823-6411-6083
- **Email**: rahmadziady@gmail.com
With 14 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.
Batang Toru forest is home to one of the oldest orang utan, Pongo Tapanuliensis, the almost-extinct creature.
The awesome scenery and its authentic wilderness have attracted the world. Proudly present Mursala Island, where King Kong movie (2005) production took place.
Imagine an island with a beautiful landscape, and the blue ocean. Where the water so clear you can see everything underneath. That’s exactly what Poncan Island offers you.
“Where Nature meets culture”

Natural beauty, cultural experience and religious pilgrimage, Silahi Sabungan is a majestic place like no other to find inner peace.
TANGKAHAN

Langkat regency
136 km away from Kualanamu International Airport

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

“The Hidden Paradise”
North Sumatra has several SMEs that have great potential to enter larger markets. Here you can see some products from North Sumatra SMEs that are ready to compete in the international market.

“Meet the Magnificent North Sumatra”
Indonesia is known by many local races and ethnic that reflected by our fashion style. Sumatra Utara could offer and fulfil your ethnical desire with Songket and Ulos, which identical with Batak People.

**ULO 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
- +6281265846702
- galeryulos_sianipar

**RAKI TENUN**

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

- Iwanurwahidah@gmail.com
- 081375437933
- 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.

- lr.songket@gmail.com
- +62 811-6517-766
- songketdeli
North Sumatra is very famous for its specialty coffee such as Lintong, Mandheling, and Sidikalang. These kind of coffee are among the best and most sought after coffee in the world.

<table>
<thead>
<tr>
<th>No.</th>
<th>COFFEE</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>01</td>
<td>MAGA COFFEE</td>
<td>Arabica Mandheling Lake Toba Organic</td>
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<tr>
<td></td>
<td></td>
<td>green beans and roasted beans, wild civet, wine coffee, etc.</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:maga.arabica.coffee@gmail.com">maga.arabica.coffee@gmail.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>0821-6745-8276</td>
</tr>
<tr>
<td></td>
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<td>@magacoffee</td>
</tr>
<tr>
<td>02</td>
<td>ALOYA COFFEE</td>
<td>Mandheling, Lintong, Longberry, Gayo</td>
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<td></td>
<td></td>
<td>green beans and roasted beans, cascara, coldbrew</td>
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<tr>
<td></td>
<td></td>
<td><a href="mailto:aloya.coffee@gmail.com">aloya.coffee@gmail.com</a></td>
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<td></td>
<td>0821-6745-8276</td>
</tr>
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<td><a href="http://www.aloyacoffee.com">www.aloyacoffee.com</a></td>
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<td>03</td>
<td>ASTARI COFFEE</td>
<td>Arabica Lintong, Arabika Sigordang, Arabika Mabulang, Robusta Sidikalang</td>
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<tr>
<td></td>
<td></td>
<td><a href="mailto:aciptakarsa@gmail.com">aciptakarsa@gmail.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>082279779352</td>
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<td></td>
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<td>Astari Coffee</td>
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<tr>
<td>04</td>
<td>DRIP COFFEE</td>
<td>Arabica Lintong, Arabica Samosir, Arabica Sidikalang, Arabica Mandailing, Arabica Karo, Arabica Blue Batak</td>
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<tr>
<td></td>
<td></td>
<td>coldbrew coffee, wine coffee, and beauty products</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:welovecoffee@dripkoffie.com">welovecoffee@dripkoffie.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>0821-1758-8175</td>
</tr>
<tr>
<td>05</td>
<td>SINERGI COFFEE</td>
<td>Arabica Karo</td>
</tr>
<tr>
<td></td>
<td></td>
<td>green beans and roasted beans</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:sinergifajarharapan@gmail.com">sinergifajarharapan@gmail.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>0813-7558-8774</td>
</tr>
<tr>
<td>06</td>
<td>CIMBANG COFFEE</td>
<td>Arabica Coffee</td>
</tr>
<tr>
<td></td>
<td></td>
<td>green beans and roasted beans, and powder</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:imamsyukrisyah@gmail.com">imamsyukrisyah@gmail.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>082160550726</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Kopi Cimbang Sinabung</td>
</tr>
</tbody>
</table>
### Others

#### Gula Semut Aren
**Palm Sugar**
- Made from pure palm sugar
- Has a lot of nutrients
- Practical to use as a sweetener

*Contact Information:*
gulasemutbuluhawar@gmail.com  
081397610484

#### Gula Aren Alam Makmur
**Palm Sugar**
- Produced packaged brown and palm sugar
- Produced bandrek palm Sugar
- Produced Choco palm sugar

*Contact Information:*
tanyayudialma@gmail.com  
0811602211

gulaarenmedan

desridatokenta@gmail.com  
08116502012

#### Nata De Coco Sapo Durin
**Dessert**
**Nata De Coco**

*Contact Information:*
desridatokenta@gmail.com  
08116502012

#### Zack Krezz
**Snacks**
- Potato chips
- Banana crackers
- Cassava chips
- Tempe Chips
- Crispy mushroom

*Contact Information:*
jack_bang77@yahoo.com  
085296661433

#### Pop Corn Brontak
**Snacks**
Crunchy caramel popcorn wrapped in 5 unique flavors: Caramel Chocolate, Caramel Cheese, Caramel Tiramisu, Caramel Mango and Caramel Strawberry.

*Contact Information:*
rizkymiftahur15@gmail.com  
081388054676

gulasemutbuluhawar@gmail.com  
081397610484

tanyayudialma@gmail.com  
0811602211

gulaarenmedan

desridatokenta@gmail.com  
08116502012

Sapo Durin
Zack Krezz
Pop Corn Brontak
Licensing in Indonesia

A quick guide on getting business license in Indonesia. It’s never been easier to do business here.
FDI PROCEDURES (For Non-Industrial Zone)

01 PREPARATION

- BKPM
  - Obtaining principal license
- Ministry of Law and Human Rights (with the help of notary)
  - Establishing of limited liability company
  - Researching about the sectors for investment under the negative investment list

02 PRE-ORIENTATION

- BKPM
  - Obtaining import identification number (API-P) for manufacturing companies, if needed
  - Submitting investment activities report (LKPM) every 3 months
- DG of Taxation, Ministry of Finance
  - Obtaining facilities such as machinery import duty exemption and approval of tax facilities
- Local Government
  - Obtaining licenses from local government, such as building permit, domicile certificate.
- Sectoral Ministries
  - Obtaining permits from relevant sectoral ministries, such as plantation permits

03 COMMERCIAL OPERATION

- BKPM
  - Obtaining business license (IU) before the start of commercial operation
  - Obtaining general import identification number (API-U) and material import duty exemption, if needed
  - Submitting investment activities report (LKPM) every 6 months
- Sectoral Ministries
  - Obtaining periodic operational permits, such as construction services permits
01 Fulfill of 3 Criteria for Investing in Indonesia

1) Investment plan minimal IDR 100 billion or absorbing 1,000 local workers
2) Submitted directly by Investor
3) The company project is located in certain industrial zone nor bounded zone

02 Registering Your Business at One Stop Service BKPM

1) One stop service BKPM is providing in-house notary
2) Registration deed of establishment & maintenance of Tax ID number
3) By on-line through OSS BKPM

03 Get License For Making A New Business

1) Principle License
2) Deed of Incorporation
3) Tax ID number (TIN)

04 Direct Construction

05 Submit Your License Simultaneously

1) One Stop Service BKPM
2) Regional/District Investment Agency (BPMPTSP)
**TAX HOLIDAY**
MoF Regulation No.150 of 2018

Minimum investment of **IDR 500 billion**

Applied to **18 industry groups**

100 % Reduction Rate (single rate)

<table>
<thead>
<tr>
<th>No</th>
<th>Time Period</th>
<th>Investment Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>5 years</td>
<td>IDR 500 bn up to less than IDR 1 tn</td>
</tr>
<tr>
<td>2</td>
<td>7 years</td>
<td>IDR 1 tn up to less than IDR 5 tn</td>
</tr>
<tr>
<td>3</td>
<td>10 years</td>
<td>IDR 5 tn up to less than IDR 15 tn</td>
</tr>
<tr>
<td>4</td>
<td>15 years</td>
<td>IDR 15 tn up to less than IDR 30 tn</td>
</tr>
<tr>
<td>5</td>
<td>Up to 20 years</td>
<td>Minimum IDR 30 tn</td>
</tr>
</tbody>
</table>

50% CIT Reduction for the next 2 years

1. The taxpayer (company) is incorporated in Indonesia
2. Fulfill Debt Equity Ratio for income tax purposes as stipulated on MoF Regulation No.150/2018
3. Has never had tax holiday application granted or rejected by the MoF
4. Obtain a tax clearance certificate (SKF) issued by DGT

**MINI TAX HOLIDAY**
MoF Regulation No.150 of 2018

Minimum investment of **IDR 100 to < 500 billion**

50 % Reduction Rate (single rate)

5 Year Concession Period

25% CIT Reduction for the next 2 years

1. Through OSS
2. Along with taxpayer’s application for New Business License (NIB) to BKPM
3. Applying within 1 year after the NIB is issued by BKPM
Key Contacts

Who to contact if you want to invest and grow your business in North Sumatra?
INVESTING IN THE JEWEL OF NORTH SUMATRA

WE ARE FULLY COMMITTED TO HELP YOUR INVESTMENT

OUR TEAM

Bank Indonesia
Rizki Rahmawati
Investor Relation
r_rahmawati@bi.go.id
+6287722887165

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+6281361116407

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rommyfauzi@yahoo.com
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+6281808686886

Sei Mangkei SEZ
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+6282364116083

Kuala Tanjung Port
PT. Prima Pengembangan Kawasan
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+6281284347000

Saut F. Siagian
Business Director
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+6281298556132
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