Kuala Tanjung Industrial Estate is managed by PT Prima Pengembangan Kawasan as member of PT Pelabuhan Indonesia (Persero).

1. Fully integrated with Kuala Tanjung International Hub Port to optimize the economic impact of the region & reducing the total logistic cost.

2. Well developed land connectivity & in the proximity of the Malacca Straits which allows global network.

3. Fully supported by national & local government.

4. Developed with international standards, smart & in harmony with environment.
THE DEVELOPMENT CONCEPT
“INTEGRATED ONE STOP SERVICE”

Integrated Port and Logistic Concept
Existing Condition

Long time and high logistic cost

Integrated with Industrial Estate Condition

Lower logistic time and cost

Connected and integrated with transportation facilities, especially supporting roads
OUR SERVICES

01 Land Lease and Management Services

02 Industrial Estate Development and Management Services

03 Consultant for Operation and Maintenance Management of Industrial Estate

04 Water Treatment Plant Services

05 Logistics Activities

06 Waste Water Treatment Plant Services

07 Provision of Electricity, Telephone, and Other Facilities dealing with Industrial Estate
Kuala Tanjung Industrial Estate will be connected to the Trans Sumatra Toll Road, so that the access road from Medan to KTIE and the surrounding area will be easier. Tebing Tinggi Toll Road – Kuala Tanjung is planned to start operating in 2024.
Its strategic location

- Its proximality 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 sea port and other infrastructures

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

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

### 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

### 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

### 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

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

### 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

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

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

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How to Invest in our area

**STEP 1**
- Go/Don’t Go
- STEP 2
  - Request for information
  - Interested Companies
  - General Information
    - Masterplan
    - Site plan
    - Cluster/development

**STEP 2**
- Go/Don’t Go
- STEP 3
  - Additional Information
  - Plot application form:
    a. Area Request
    b. Utilities Needed
    c. Other Requirement
    d. Preferred Area
  - Feedback/Q&A
  - Site visit
  - Interested Companies
**STEP 3**

- Go/Don’t Go

**Interested Companies**

- Fill in pilot application form
- Feedback/Q&A

**STEP 4**

- Go/Don’t Go

**Interested Companies**

- Area Approval
- Feedback Price
- Comments an agreement

**STEP 5**

**FINISH**

**Interested Companies**

- Final Draft of Agreement
- Reservation Fee

**FINAL AREA**

- Sign Agreement
- Pay for the area (Land lease fee)
- Pay service/maintenance fee
- Pay utilities fee
THANK YOU

CONTACT US

http://www.kikt.co.id/
(+62-61) 4200 3682
Grha Pelindo Satu lantai 6B, Medan 20411
primakawasan@ptppk.co.id

pelindo