



**BANK INDONESIA**  
BANK SENTRAL REPUBLIK INDONESIA



# **NORTH SUMATRA**

## INVESTMENT BOOK

YOUR INVESTMENT PARTNER TO PROVIDE BETTER TOMORROW  
**Quarter IV of 2023**



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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 29.52% and also makes investment sector as one of the largest economic drivers of North Sumatra in quarter III of 2023. Supporting infrastructures for the improvement aspect of doing business is also continuously developed by the Central and Regional Government.

Recently, North Sumatra has 7 (seven) clear and clean investment projects, which 3 (three) of them are National Strategic Projects. Those 7 (seven) projects are Toba Caldera Resort, Sei Mangkei Special Economic Zone (SEZ), Kuala Tanjung Industrial Estate, Medan Industrial Estate, Commercial Area of Sport Center, Airport City, and last but not least Bus Rapid Transit (BRT) Mebidang 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 and 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 through North Sumatra Invest Mapping Project and categorized ready next. It aims making easier for investors to choose projects that suit with their respective business profiles. Thus, North Sumatra Invest have done held North Sumatra Invest Day as an annual investment flagship program to promote investment projects in North Sumatra and also attract many potential investors. On the other hand, we are striving to make it simpler for investors in terms of online business licensing.

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

**Medan, December 2023**

**IGP Wira Kusuma**  
**Head of Bank Indonesia Representative Office of**  
**North Sumatra**



**IGP Wira Kusuma**  
 Head of Bank Indonesia  
 Representative Office of  
 North Sumatra

North Sumatra Province is one of the Indonesian economy pillars with historically economic growth above the nationals. GRDP per capita of North Sumatra Province in 2022 is around IDR 63.19 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 national economy outside Java island. It's still possible for North Sumatra to boost the national economy higher for whole year of 2023.

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 huge 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 one of the five national priority tourist destinations.

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 (two) international airport that have direct flights to Singapore and Malaysia and 5 (five) airports that serve domestic flights. Meanwhile, in the sea transportation mode, there are 6 (six) ports to strengthen the maritime side.

In line with our efforts to continue socio-economy development in North Sumatra, our 7 (seven) strategic investment projects are expected to generate a sustainable economy. The Regional Government of North Sumatra has never stopped providing support 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, 2023**

**Edy Rahmayadi**

**Governor of North Sumatra**



**Hassanudin**  
 Acting Governor of North Sumatra

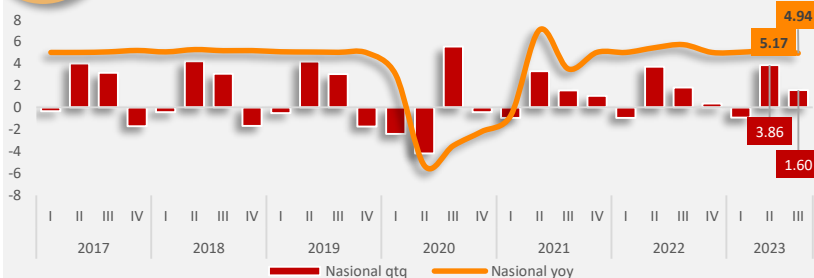


# INDONESIA ECONOMY AT A GLANCE





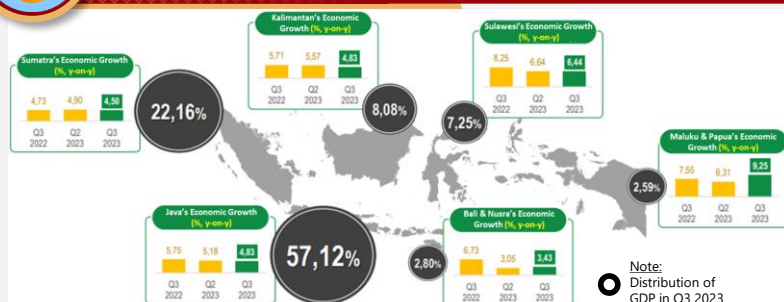
## Strong GDP Growth



Source: Central Bureau of Statistics of Indonesia (BPS)



## Distribution of GDP in Regional



Note:  
Distribution of  
GDP in Q3 2023



## Indonesia Growth Prospect in 2023

Institutions	GDP growth (%)
2023 Budget	5.3
Bank Indonesia	4.5-5.3
Consensus Forecast (October 2023)	5.0
World Bank (GEP, June 2023)	4.9
IMF (WEO, October 2023)	5.0
ADB (Asian Development Outlook, September 2023)	5.0

Amidst the global economic slowdown, climate change, and declining prices of leading export commodities, the Indonesian economy grew 4.94% (yoy) and 5.05% (ctc). Indonesia's economy is driven by maintained domestic activities. This is reflected in the people's purchasing power which tends to remain stable with a controlled inflation rate of 3.20% (yoy) in November 2023.

Production activity remains solid as can be seen from the Prompt Manufacturing Index (PMI) which is still in the expansion zone reaching 52.93%. This was also followed by an increase in mobility and the tourism sector. It was recorded that the number of foreign tourist visits grew by 64.87% (yoy) in the third quarter of 2023, while indicating that foreign tourist visits continued to increase and approached pre-pandemic levels. Then, domestic tourist visits grew by 13.35% (yoy) in the same period. This was also supported by Indonesia's active participation in organizing national and international events such as the 43rd ASEAN Summit during the third quarter of 2023.

Growth-driving economic policy responses were further strengthened to maintain Indonesia's positive economic growth. On the monetary side, Bank Indonesia maintained the BI 7-Day Reverse Repo Rate (BI7DRR) at 6.00% with the aim of stabilizing the Rupiah exchange rate as a pre-emptive and forward looking measure to keep inflation under control within the target of  $3.0 \pm 1\%$  by 2023.



## 2023 Economic Outlook

- Bank Indonesia projects economic growth in 2023 continue to accelerate to the range of 4.5-5.3% in 2023.
- Bank Indonesia is confident that inflation will remain under control with range 3.0%±1% target in 2023 and 2.5%±1% in 2024.
- Bank Indonesia projects Balance of Payment (BOP) performance in 2023 to remain sound, supported by a manageable current account maintained in the range of a 0.4% surplus to a 0.4% deficit of GDP.
- Bank Indonesia projects credit growth in 2023 will grow by 9.0-11.0%.



### Economic Growth



### Inflation



### CAD (% of GDP)



### Credit Growth

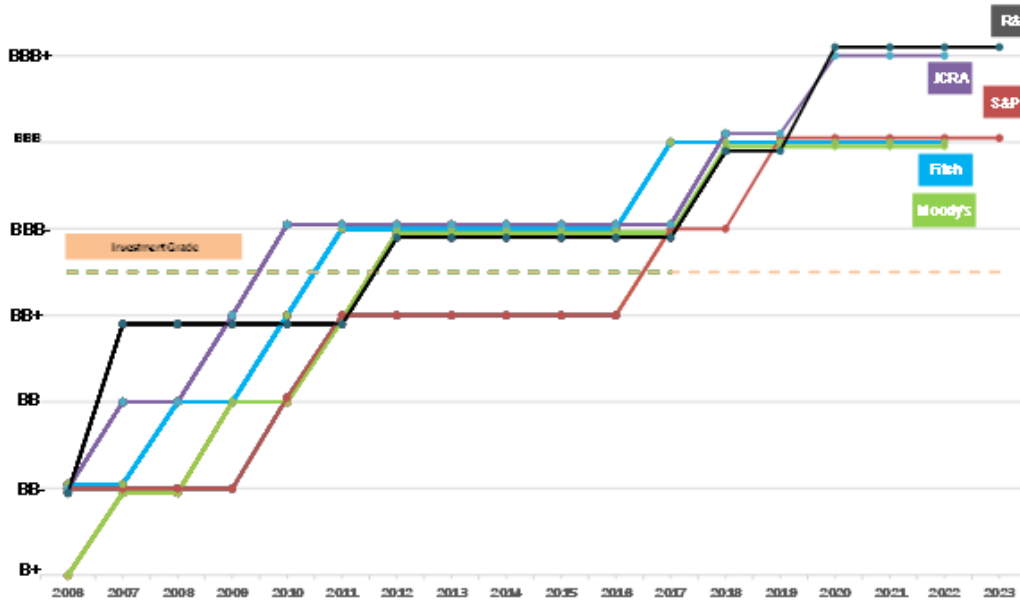
2018 Realization
2019 Realization
2020 Realization
2021 Realization
2022 Realization
Projection 2023

<b>5.17%</b>	<b>3.13%</b>	<b>2.98%</b>	<b>11.75%</b>
<b>5.02%</b>	<b>2.72%</b>	<b>2.71%</b>	<b>6.08%</b>
<b>-2.07%</b>	<b>1.68%</b>	<b>0.40%</b>	<b>-2.40%</b>
<b>3.69%</b>	<b>1.87%</b>	<b>Surplus 0.30%</b>	<b>5.24%</b>
<b>5.31%</b>	<b>5.51%</b>	<b>Surplus 1.00%</b>	<b>11.35%</b>
<b>4.50%-5.30%</b>	<b>3.0±1%</b>	<b>Surplus 0.40% - Deficit 0.40%</b>	<b>9% - 11%</b>

Source: Bank Indonesia (proceed)







## FitchRatings

BBB / Stable

September 2023, Rating Affirmed at BBB/Stable

*"Indonesia's rating balances a favourable medium-term growth outlook and low government debt/GDP ratio against weak government revenue and lagging structural features, such as governance indicators, compared with 'BBB' category peers."*

## S&P Global Ratings

BBB / Stable

July 2023, Rating Affirmed at BBB/Stable

*"The stable rating outlook reflects our expectation that Indonesia will achieve solid economic growth over the next two years. This will support prudent fiscal outcomes and stabilize debt."*



BBB+ / Positive

July 2023, , Outlook Revised To Positive; BBB+ Ratings Affirmed

*"In R&I view, Indonesia's economy has been showing strong performance even amid uncertainties of the global economic environment. With the inflation rate that has fallen within the target range in 2023, the price stability is being restored. The government has achieved its target level of fiscal deficit a year earlier than originally planned and the government debt ratio stays on a downward trajectory. The stability of financial system has been maintained and the economy has resilience to external shocks."*



BBB+ / Stable

July 2022, 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 accumulation of foreign exchange reserves. JCR holds that the debt will gradually decrease as the fiscal balance improves mainly increased revenue from economic growth and higher commodity prices."*

## MOODY'S

Baa2 / Stable

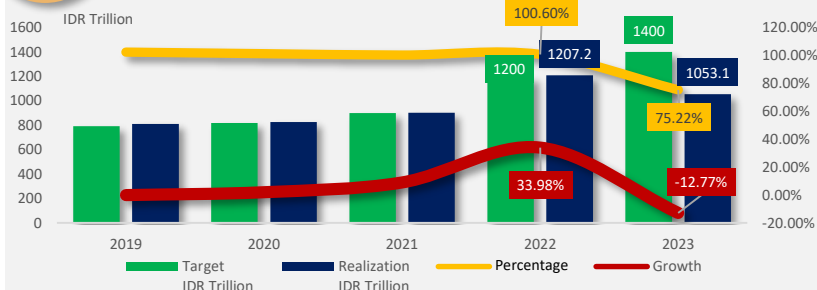
March 2023, Rating Affirmed at Baa2/Stable

*"Indonesia's credit profile is supported by its large economy, low fiscal deficits and modest debt burden, balanced against low revenue mobilization, reliance on external funding and some economic concentration that leaves the economy vulnerable to commodity cycles."*





## Investment Growth Toward Target



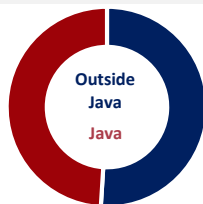
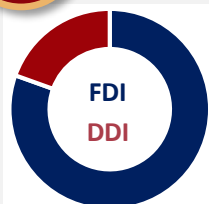
## Investment Realization by Geography



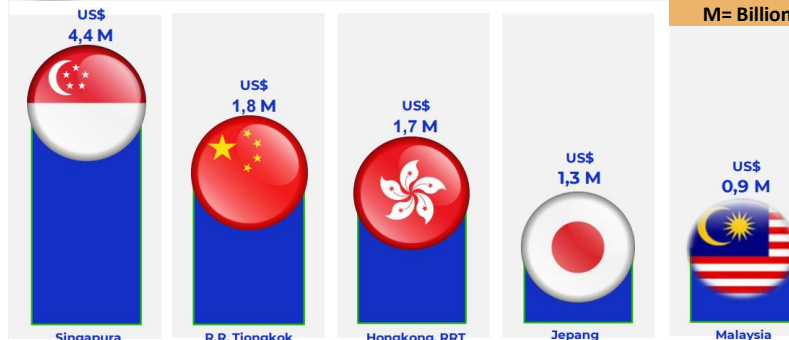
Note's:  
T= Trillion



## Investment Realization by Spatial



## Top 5 Investors by Country



Note's:  
M= Billion



## Investment Realization by Sector (IDR Trillion)

(#1)  
Basic metal industries, metal products, excluding machines and equipment  
**Rp 56,9 T**



(#3)  
Transportation, warehouse and telecommunication  
**Rp 40,9 T**



(#5)  
Housing, industrial estates and office buildings  
**Rp 25,5 T**



(#2)  
Mining  
**Rp 41,9 T**



(#4)  
Chemical & pharmaceutical industries  
**Rp 28,7 T**



Source: Investment Ministry/BKPM (processed)





## Improving investment quality to promote inclusive and sustainable economic growth



Source: Strategic Planning of Ministry of Investment/ BKPM (Renstra) 2020 – 2024



The Omnibus Law has been in effect since its promulgation on November 2, 2020. The Constitutional Court Decision No. 91/PUU XVIII/2020 dated November 25, 2021 which states that the Law of Job Creation is unconstitutional with the condition: remains in effect operational but must be formally revised within 2 years. The issuance of Ministerial Regulations/Regional Regulations/Regional Head Regulations which are technical in nature, operational can still be carried out, and the OSS System will continue to run as should be.



Under the Omnibus Law, **77 Indonesian Laws** have been revised through a single law which regulates various sectors.

**Has simplified into**



Complicated licensing issues with abundant central & local regulations (hyper-regulations) that regulate the sector, causing disharmony, overlapping, non-operational and sectoral.  
**186 Article** and **15 chapter**



**Investment Ecosystem and Business Activities**



**Research and Innovation**



**Government Investment & National Strategic Project (PSN)**



**Business Licensing**



**Land Acquisition**



**Public Administration**



**Employment**



**Economic Zones**



**Imposition of Sanctions**



**SME and Cooperatives**



**Ease of Doing Business**

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) already implemented since **August 9, 2021** in all regions of Indonesia



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

## TAX HOLIDAY

- The criteria are new investment, taxpayers including pioneer industries, and income received from the main business activities carried out.
- There are 18 eligible pioneer industries that consist of 169 KBLI. Pioneer industries are defined as industries possessing broad linkages, giving added value and high externality, introducing new technology, as well as possessing strategic value for the national economy.

### As of September 2022 (year to date):

- Total Investment: Rp116 Trillion
- Tax Payer: 16 Tax Payer
- Location: 7 provinces
- Origin of investment: domestic and 5 countries

## TAX ALLOWANCE

- To increase direct investment activities for certain business fields and / or in certain areas.
- The facilities include a reduction in net income of 30% of the total investment for six years, accelerated depreciation and amortization, imposition of income tax on dividends paid to foreign tax subjects of 10% or lower and compensation for losses of up to 10 years.
- The criteria are having a high investment value or for export, a large absorption of labor; or have a high local content.

- Total Investment: Rp13.4 Trillion
  - Tax Payer: 13 Tax Payer
  - Approval: 16 Minister of Finance Decree
- Source: OSS September 2022

## INVESTMENT ALLOWANCE

- To encourage investment in labor-intensive industries, support programs for job creation and absorption of Indonesian workers.
- Incentives in the form of facilities to reduce net income by up to 60% for labor-intensive sectors
- There are 45 labor-intensive industrial sectors and employ an average of 300 workers in 1 tax year.

- Total Investment: Rp363 Billion
  - Investment: 2 activities
  - Tax payer: 2 tax payers
- Source: OSS September 2022

## SUPER DEDUCTION TAX

### Super Deduction Vocational

- Engaging industry in vocational activities to provide knowledge and encourage the transfer of knowledge
- A maximum reduction of 200% gross income from costs in the context of providing work practice, apprenticeship, and / or learning activities.
- As per September 2022, there are 186 agreement for vocational activities (ytd)

### R & D Super Deduction

- Increase the role of industry in fostering innovation and the use of the latest technology in the production process
- Maximum gross income deduction of 300% over R&D costs carried out in Indonesia
- As per September 2022, there are 13 proposal for research and development activities (ytd), with estimated RnD cost up to Rp97.5 billions

Source: Coordinating Ministry for Economic Affairs

# WHY INVEST IN NORTH SUMATRA?



*Jumping Stone Tradition, Nias*



**NORTH SUMATRA is one of Indonesian economic proponent with economic growth above national's historically and frequently. With GRDP per capita of IDR 63.19 million/person in 2022**, 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 horticulture**. Rice production of 2.13 million ton in 2022 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. While, 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**. 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.





**HDI 2023**  
**75.13**

Higher than previous year of 74.51



Continues to be stable supported by the synergy in controlling inflation between Bank Indonesia and Provincial Government



**Employment Rate (Aug 2023)**  
**71.06%**

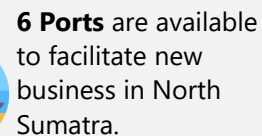
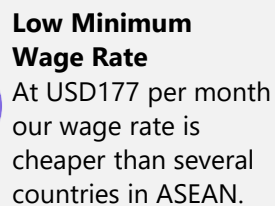
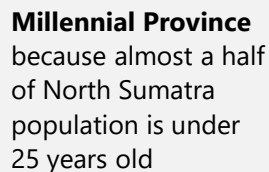
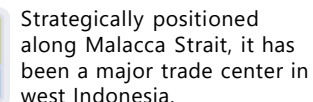
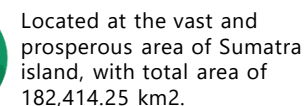
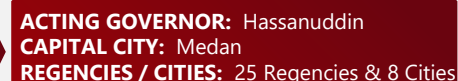
Adequate human resources for supporting new business



Increased 8.41% than previous month  
due to global demand shortage



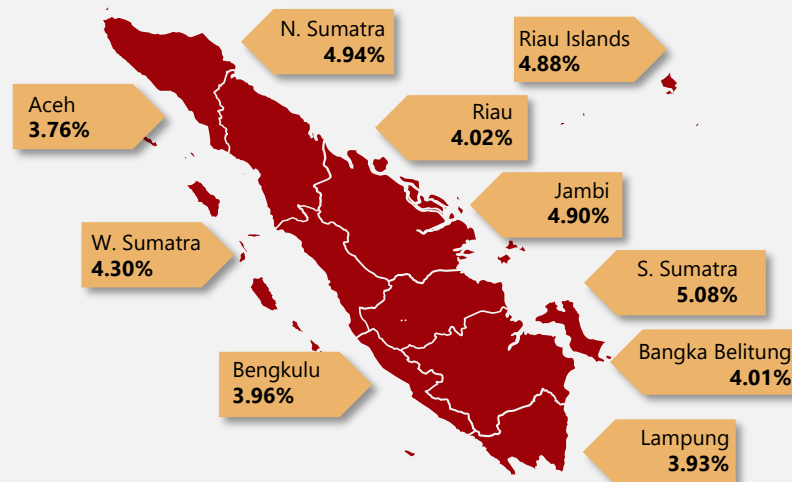
is geographically positioned between 1°-4° North and 98°-100° East.



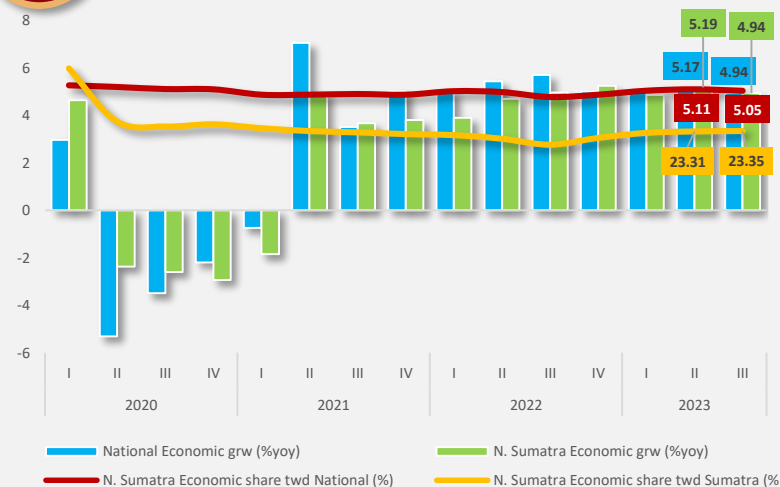
Source: BPS, processed



## Sumatra Economic Growth



## North Sumatra, national economic growth and north Sumatra gdrp share toward Sumatra & national

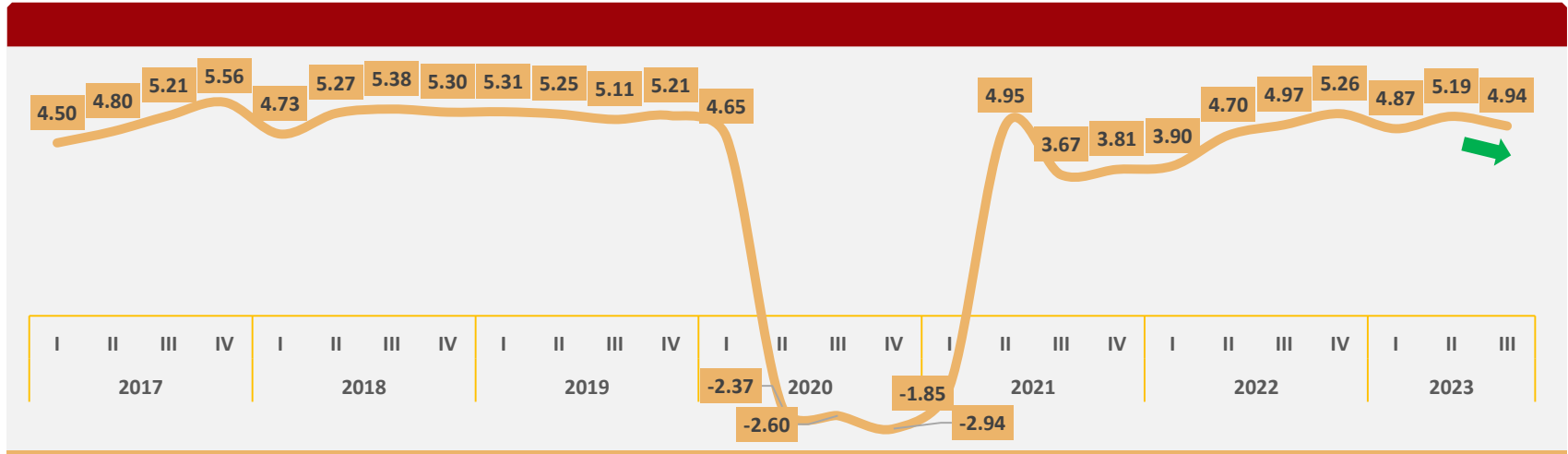


Source: BPS, processed

- **The economy of North Sumatra in the third quarter of 2023 grew 4.94% (yoy), slightly slower than the previous period which amounted to 5.19% (yoy).** North Sumatra's growth in this reporting period was similar to national growth (4.94%, yoy) and higher than Sumatra (4.5%, yoy).
- **From the expenditure side, moderated growth mainly came from weakening export performance in line with declining global commodity prices and declining government consumption due to contraction in the personnel expenditure component.** The contraction in government expenditure was in line with the 13th salary payment in the previous quarter. Exports contracted in line with the slow down prices of North Sumatra's main commodities in the international market. On the other hand, household consumption growth increased due to the purchase of property until the end of 2023 as indicated by the growth of mortgages and increased cement sales. Furthermore, the investment performance of Gross Fixed Capital Investment (GFCI) has increased along with the capital expenditure growth and is also reflected in the increase in cement sales.
- **In terms of business fields, the trade and construction sectors supported North Sumatra's economic growth amid moderating growth in the agricultural and industrial sectors.** Agriculture experienced a slowdown due to falling global commodity prices. Furthermore, the growth of the industrial sector was moderated as reflected in the Processing Industry which slowed down along with the decline in domestic demand and China's economic rebound which was not as high as expected had an impact on demand restraint. The trade sector showed improved performance as trade credit financing and trade MSMEs strengthened. In addition, the growth of the construction sector increased with the acceleration of the construction of National Strategic Projects including Trans Sumatra, Rantau Parapat - Duri Railway, and Tebing Tinggi - Kuala Tanjung Railway where the realization of these projects reached IDR4.7 trillion (Source: Regional Office of DJKN North Sumatra).



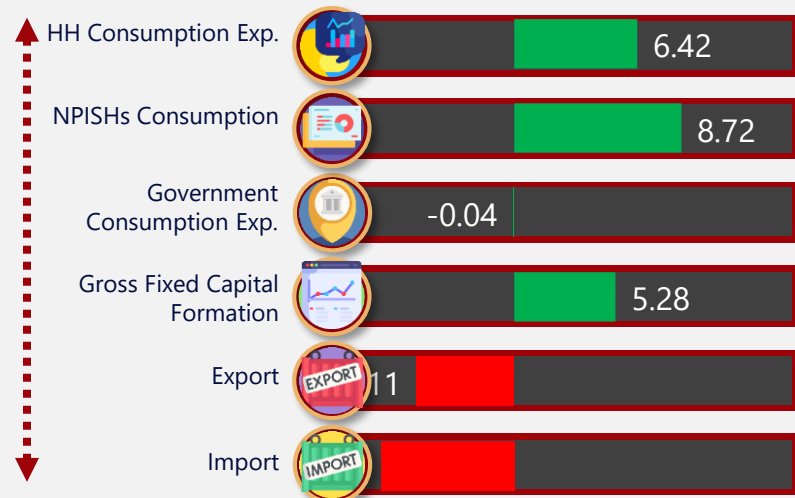
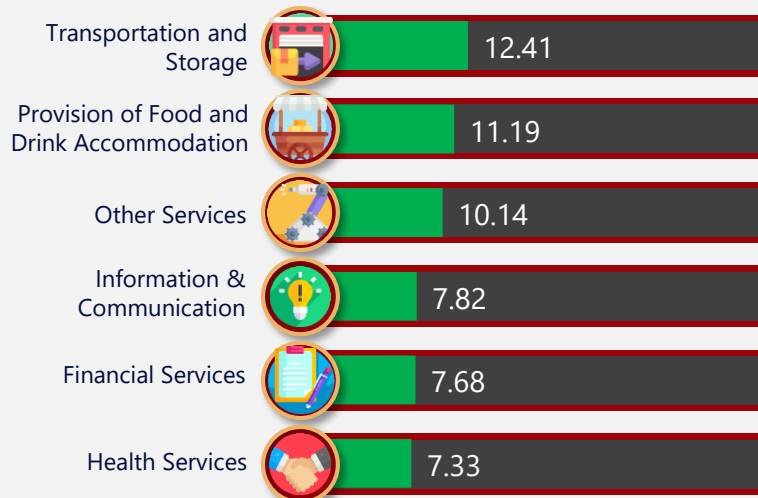
North Sumatra's economic is still growing positive even though slightly slower than the previous period. The accelerated growth is supported by improvements in almost all economic sectors, both in terms of business field and expenditure. Thus encouraging the optimization of household spending, the investment sector, and improving services that are getting better.



## GRDP Growth (Business, yoy)

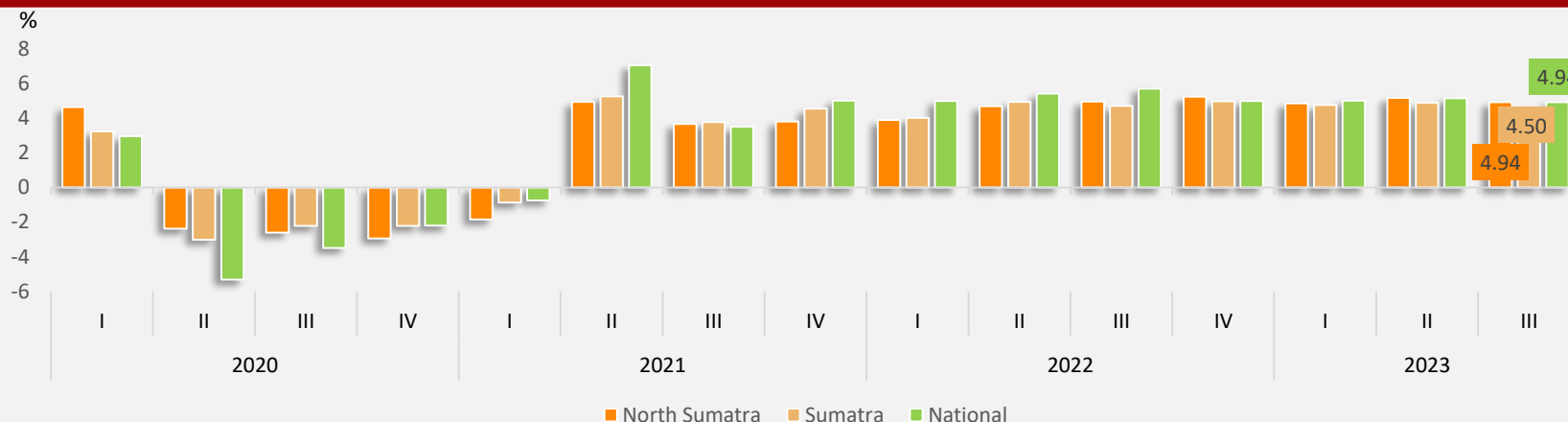
← Q3 2023 →

## GRDP Growth (Expenditure, yoy)





## Economic Growth of Indonesia, Sumatra and North Sumatra



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 resilient financial sectors.

## North Sumatra Financial System Overview



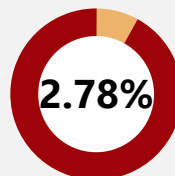
**Financing g. (%; yoy)**  
October 2023



Nominal October 2023 :  
**IDR 254.76 Trillion**  
Nominal October 2022 :  
**IDR 256.97 Trillion**



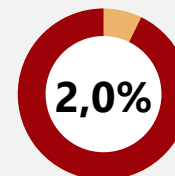
**Bank Deposit Account (%; yoy)**  
October 2023



Nominal October 2023 :  
**IDR 311.26 Trillion**  
Nominal October 2022 :  
**IDR 302.84 Trillion**



**People's Business Credit (%; yoy)**  
October 2023



Nominal October 2023 :  
**IDR 23.15 Trillion**  
Nominal October 2022 :  
**IDR 22.70 Trillion**

Source: Bank Indonesia



In November 2023, the Combined 5 North Sumatra CPI cities recorded inflation of 0.45% (mtm), higher than the previous period which experienced deflation of 0.07% (mtm). This was mainly triggered by the large supply of chilies leaving North Sumatra, especially Central Java and East Java which were experiencing drought with higher selling prices than North Sumatra.

Annually, inflation in November 2023 of North Sumatra is recorded at 3.20% (yoy) and is still in national's target of inflation  $3 \pm 1\%$  towards the end of 2023. Spatially, almost all CPI cities in North Sumatra experienced inflation and the highest inflation rate occurring in Gunungsitoli City (0.69% mtm). Meanwhile, Sibolga City experienced deflation of 0.19% (mtm).



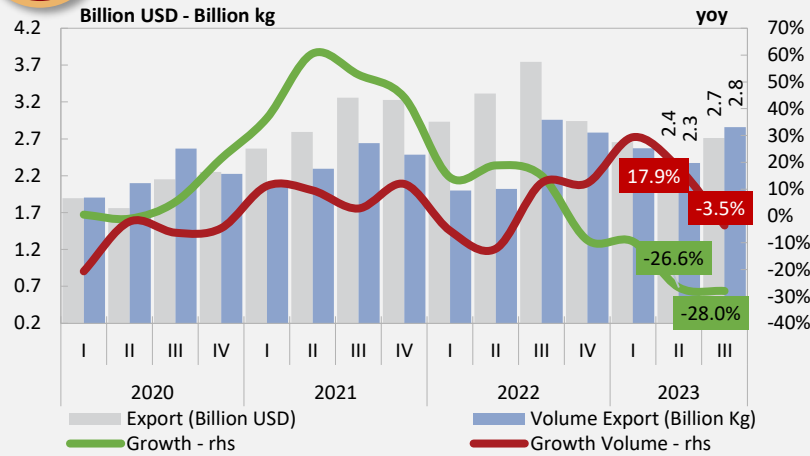
Source: BPS, processed



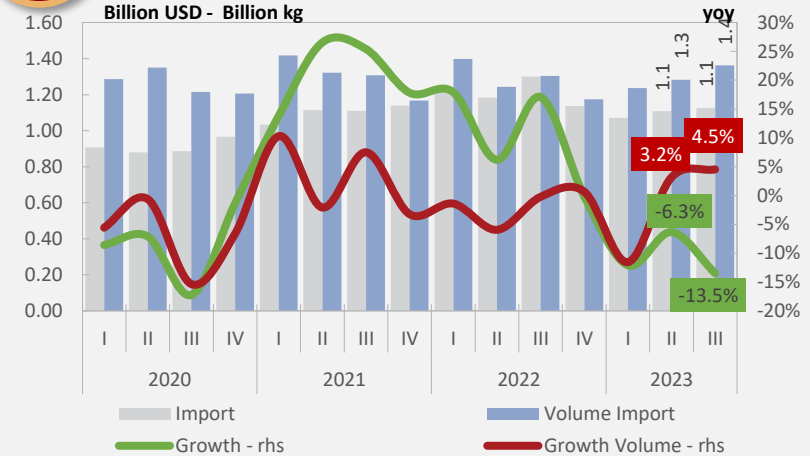
Adjacent to the world trade route, North Sumatra maintains its trade competitiveness among peer countries. Although the latest export volume of North Sumatra is moderating as a result of extreme weather factors that affect production and export activities.



## EXPORT



## IMPORT



## Export Shares Based on Countries



### USD Billion - Billion Kg

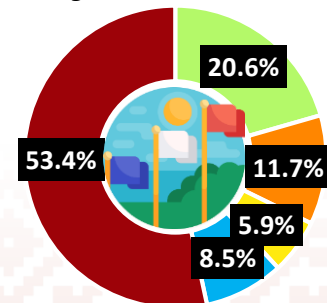
Tiongkok

USA

Euro Area

India

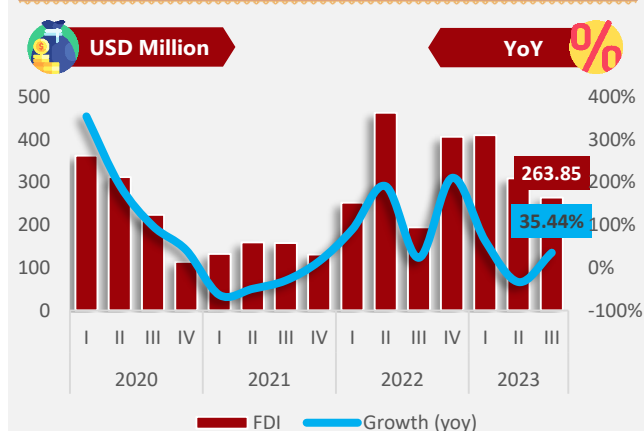
Other Countries



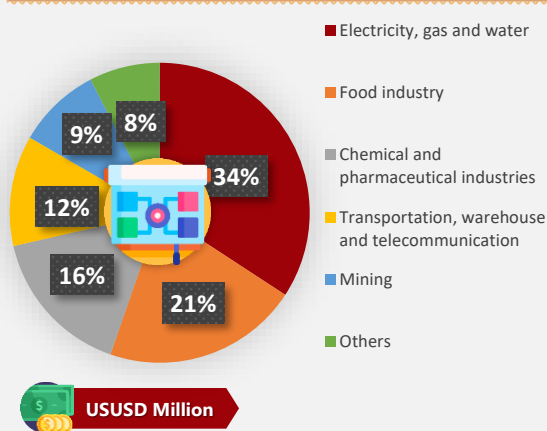


**North Sumatra's investment realization in this third quarter of 2023 has moderated.** North Sumatra investment realization was recorded at IDR9.19 trillion, dominated by domestic investment realization of IDR5.29 trillion, while foreign capital inflows amounted to IDR3.90 trillion. By sector, North Sumatra is in demand by investors related to the Electricity, Gas and Water sector by 34% and the Food Industries sector by 19%. Meanwhile, spatially, Simalungun and Medan City are still excellent for FDI and DDI investors investing in North Sumatra. Indeed, it's quite slow but according to the growing of North Sumatra economy projected that North Sumatra investment realization for next period would be higher.

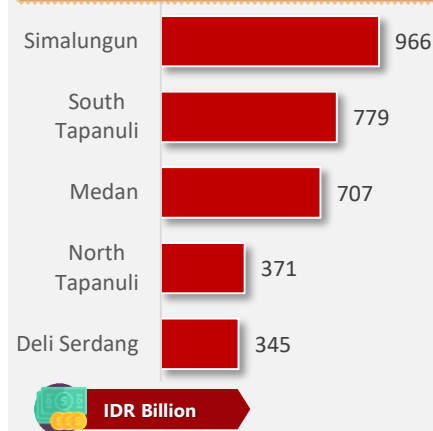
## FDI GROWTH 2020 – Q3 2023



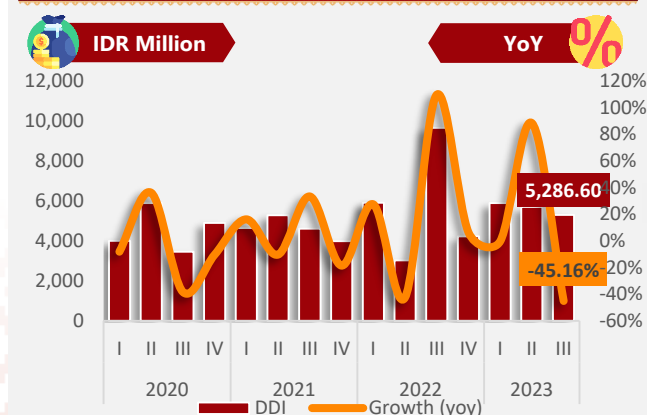
## TOP 5 FDI BY SECTOR



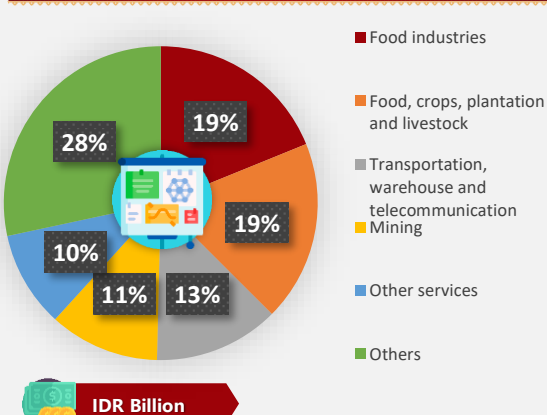
## TOP 5 FDI BY LOCATION



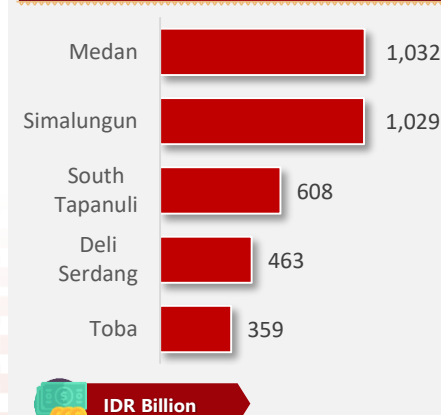
## DDI GROWTH 2020 – Q3 2023



## TOP 5 DDI BY SECTOR



## TOP 5 DDI BY LOCATION

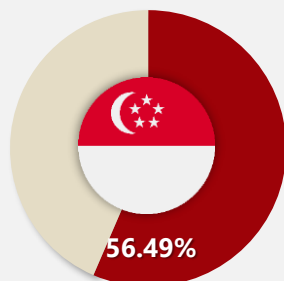


Source: Investment Ministry/BKPM

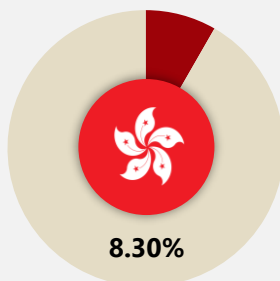


Investment realization by country in the third quarter of 2023, Singapore dominates investment realization in North Sumatra with share reaching 56.49% followed by Hong Kong 8.30% and Netherlands 8.18%. This also recorded an increase of 62.80% closer to the national investment target of IDR50 trillion by the Central Government.

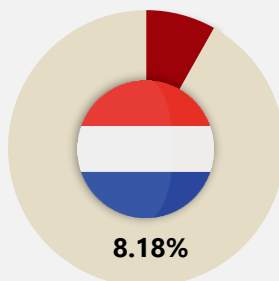
## FDI IN Q3 OF 2023 BY COUNTRY



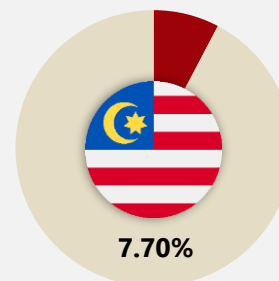
**Singapore**



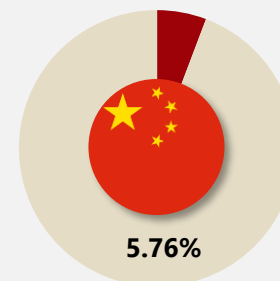
**Hong Kong**



**Netherlands**



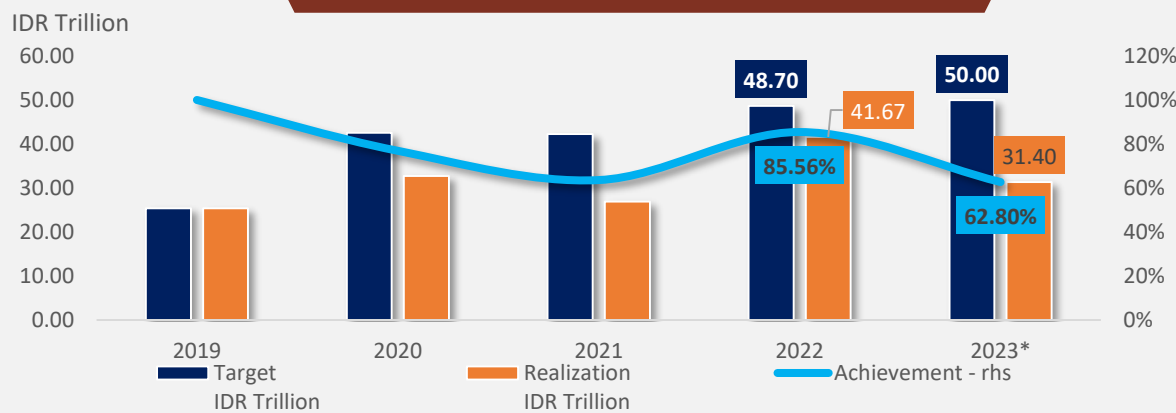
**Malaysia**



**China**

USD Million	149.06	21.91	21.58	20.31	15.19
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## North Sumatra Investment Realization Achievements



Source: Investment Ministry/BKPM

\*) Until Q2 2023





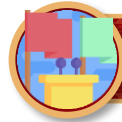
## Vision of North Sumatra:

Making North Sumatra Developed, Safe and Dignity



## Dignity in Life

Realizing a dignified society in life because it has faith and piety, the availability of sufficient clothing, a decent house, good education, excellent health, a pleasant livelihood, and affordable prices.



## Dignity in Politics

Realizing clean and green government, good governance, fair and trustworthy, ethical politics, a society that has a national perspective and has strong and harmonious social cohesion.



## Dignity in Education

Realizing a North Sumatran society that is educated, characterful, intelligent, collaborative, competitive and independent.



## Dignity in Association

Realizing a society free from gambling, drugs, prostitution and smuggling so that it becomes an example in Southeast Asia and the world.



## Dignity in Environmental

Realizing a society free from gambling, drugs, prostitution and smuggling so that it becomes an example in Southeast Asia and the world.



## Objective

Developing Village to Organize City





## Increasing Access to Education

1

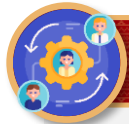
Fulfillment of human resources that are competitive and can meet the challenges of the times



## Increasing Public Health

2

Through increasing life expectancy, reducing maternal and child mortality, improving hospital service



## Increasing Employment Opportunities

3

Through workforce competency training that is integrated with the job market and expand employment opportunities to reducing poverty



## Increasing of Agriculture Sector

4

Increasing of agricultural and livestock facilities to drive the production and marketing process so that can compete globally



## Increasing Tourism Competitiveness

5

Increasing the competitiveness through the implementation of CHSE (Cleanliness, Healthy, Safety, and Environmental Sustainability) principles



## Increasing Bureaucratic Reform

6

Realized through good governance through established development priorities



## Increasing Social Society & Sports

7

Through increasing national insight in encouraging a democratic climate and to support for PON XXI 2024 in North Sumatra



## Environmentally Infrastructure Development

8

Optimization of irrigation networks, construction and management of waste, water and electricity for household electricity needs

Source: BAPPELITBANG of North Sumatra

# INVESTMENT PROJECTS





# **TOBA** **CALDERA** RESORT

1

*Lake Toba, Ajibata, Toba Regency*





### Location

Ajibata District, Toba Regency, North Sumatera



### Investment Value

Total Infrastructure; Landscape Feature; Office and Supporting Building; Public Facility IDR 26 Trillion or equal to USD 1.75 Billion (Excluding PPN) (USD 1 = IDR 14,800)



### Land

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



### Sectors

Tourism Attractions, Agro-Tourism, Hospitality & Property.



### Business's Scheme

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



### Financial Feasibility

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



### Key Project Highlights

- 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)



Lake Toba, Ajibata, Toba Regency



Lake Toba, Ajibata, Toba Regency



Lake Toba, Ajibata, Toba Regency

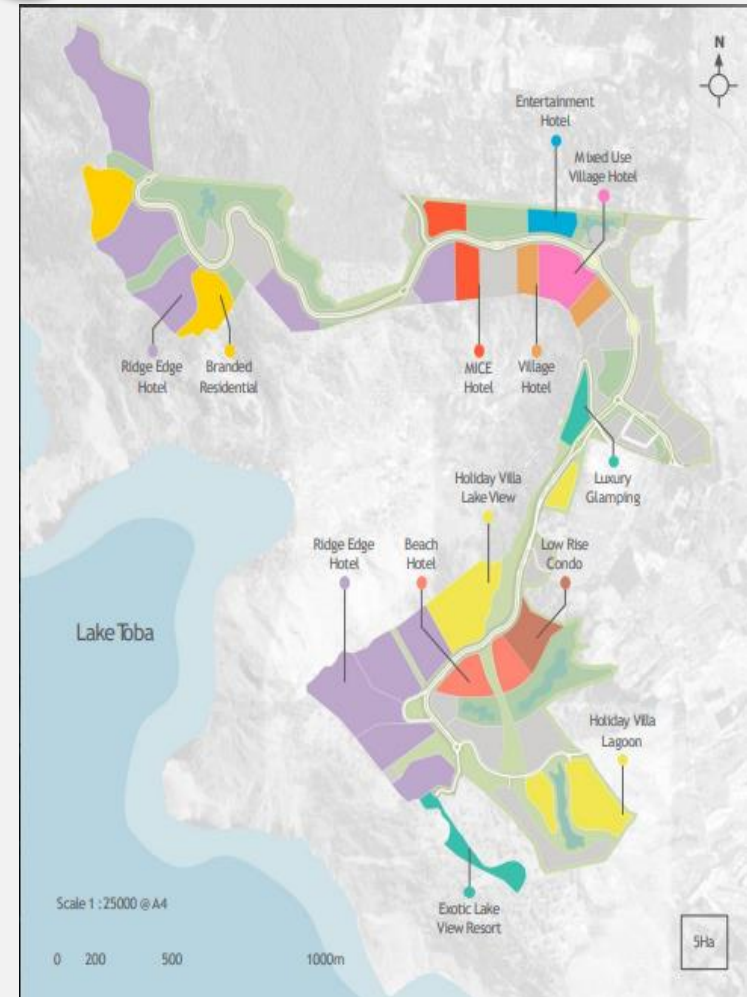
Source: Lake Toba Tourism Authority/BPODT



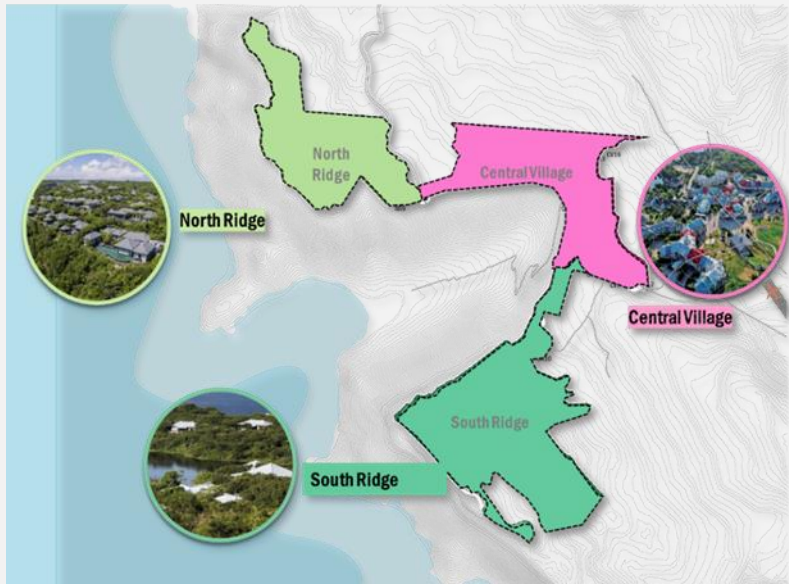
## Accessibility



## Development Plan Program



## 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 Southeast Asia.**



**One out of ten deepest lakes in the world**, reaching around 500 meters deep.



The distinctive geographical of Lake Toba reserves several 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



	<b>Name of Project</b>	International Five-star Hotel & Luxury Resort
	<b>Managed By</b>	Lake Toba Tourism Authority
	<b>Sector</b>	Property Development
	<b>Business Scheme</b>	<ul style="list-style-type: none"> <li>• Joint Operation / Land-lease agreement (30+15 years)</li> <li>• Rate starts from USD 1 / m2 / year</li> <li>• Other agreeable cooperation form</li> </ul>
	<b>Key Project Highlight</b>	<ul style="list-style-type: none"> <li>• Investor will be provided with ease of permit approval from both central and regional government through online single submission (OSS)</li> <li>• The estimated projection of the 10 years IRR for mid-class hotel investment in Lake Toba Area is between 10%-12% (subject to further financial analysis)</li> </ul>
	<b>Investment Size</b>	<ul style="list-style-type: none"> <li>• Subject to discussion with potential investors</li> <li>• Example : estimated IDR 500 Billion (equals to USD 37 Million) for a Typical 250-300 Rooms of 5-Star Hotel Development</li> </ul>

## Brief Project Profile - COMMERCIAL FACILITIES



	<b>Name of Project</b>	Supporting Amenities <ul style="list-style-type: none"> <li>• 3 lots of outdoor adventure / entertainment</li> <li>• International MICE Facility</li> </ul>
	<b>Managed By</b>	Lake Toba Tourism Authority
	<b>Sector</b>	Commercial & Facility Development
	<b>Business Scheme</b>	<ul style="list-style-type: none"> <li>• Joint Operation / Land-lease agreement (30+15 years)</li> <li>• Rate starts from USD 1 / m2 / year</li> <li>• Other agreeable cooperation form</li> </ul>
	<b>Key Project Highlight</b>	<ul style="list-style-type: none"> <li>• Located in Toba Caldera Resort of total 386,72 Ha</li> <li>• Allocated area :</li> <li>• 16.5 Ha for 3 lots of outdoor adventure / entertainment</li> <li>• 5.1 Ha for an International MICE facility</li> </ul>
	<b>Investment Size</b>	Subject to discussion with potential investors

## Brief Project Profile - GEO-CULTURAL PARK



	<b>Name of Project</b>	Geo-Cultural Park
	<b>Managed By</b>	Lake Toba Tourism Authority
	<b>Sector</b>	Property Development
	<b>Business Scheme</b>	<ul style="list-style-type: none"> <li>• Joint Operation / Land-lease agreement (30+15 years)</li> <li>• Rate starts from USD 1 / m2 / year</li> <li>• Other agreeable cooperation form</li> </ul>
	<b>Key Project Highlight</b>	Investor will be provided with ease of permit approval from both central and regional government through online single submission (OSS)
	<b>Investment Size</b>	Subject to discussion with potential investors

## Brief Project Profile - BASIC INFRASTRUCTURE



	<b>Name of Project</b>	Basic Infrastructure Within Sibisa Integrated Resort
	<b>Managed By</b>	Lake Toba Tourism Authority
	<b>Sector</b>	Lake Toba Tourism Authority
	<b>Business Scheme</b>	<ul style="list-style-type: none"> <li>• Joint Operation / Land-lease agreement (30+15 years)</li> <li>• Rate starts from USD 1 / m2 / year</li> <li>• Revenue sharing</li> <li>• Other agreeable cooperation form</li> </ul>
	<b>Key Project Highlight</b>	<p>Located in 386,5 Ha Sibisa Integrated Resort</p> <p>Total Investment for Basic Infrastructure Development IDR 1.6 Trillion (equals to USD 118.5 Million ) including road infrastructure, street furniture &amp; landscape, etc</p> <ul style="list-style-type: none"> <li>• Electrical, ICT and Gas Network IDR 145 Billion (equals to USD 10.8 Million)</li> <li>• Clean Water Network IDR 154 Billion (equals to USD 11.4 Million)</li> <li>• Wastewater Network IDR 251 Billion (equals to USD 18.6 Million)</li> </ul> <p>*subject to further study</p>
	<b>Investment Size</b>	



1



## PT. Bobobox Indonesia

The construction of comfortable accommodation through cabin has been present in Toba Caldera Resort since 2021. Currently, there are 11 cabins that are always full and have received enthusiasm from the community widely.

2



## PT. Labersa Hutahaeen

Offering the concept of residential development and star hotels as a support for amenity in the Toba Caldera Resort.

3



## PT. Toba Nauli Indah

Offering the concept of residential development and star hotels as a support for amenity in the Toba Caldera Resort.



## Other Prospective Companies





Lake Toba, Ajibata, Toba Regency

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Baru Kota Medan Provinsi Sumatera Utara  
Kode Pos 20153



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otorita.danautoba



www.bpodt.id /  
northsumatrainvest.id



otorita.danautoba



Otorita Danau Toba



**CONTACT FOR DETAIL**



# **SEI MANGKEI** SPECIAL ECONOMIC ZONE

**2**

*Sei Mangkei SEZ, Bosar Maligas, Simalungun Regency*





*Sei Mangkei SEZ, Bosar Maligas, Simalungun Regency*

#### Location

Bosar Maligas, Simalungun Regency



#### Project Developer

PT. Kawasan Industri Nusantara  
(subsidiary of PT. Perkebunan Nusantara III)



#### Investment Value

Infrastructure : IDR 5,1 Trillion  
Investor/Tenant : IDR 129 Trillion  
Or equal to 9.36 Billion



#### Main Industries

- Palm Oil & Downstream Industries
- Rubber & Downstream Industries



#### Total Area / Land Status

1933,80 Ha/ Land Management Rights



#### Financial Feasibility

- IRR: 15%
- Concession: 30 years and extendable to 20 years



#### Business Scheme

PT. Perkebunan Nusantara III



#### Project Owner

PT. Perkebunan Nusantara III





## Available Land Scheme



### Land



Capacity **1.933 Ha**



Utilized **610,83 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



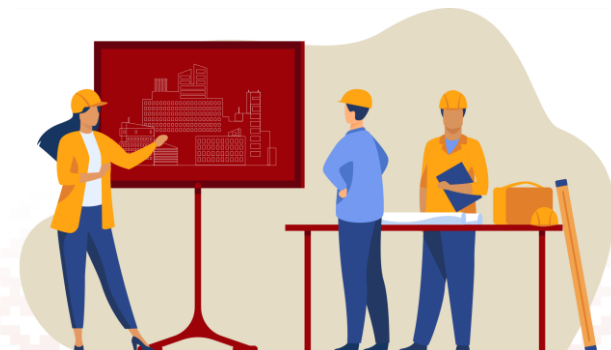
Finalizing & Agreement Signing

- 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)





## 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



**Railway**



**International Airport**



**Highway**



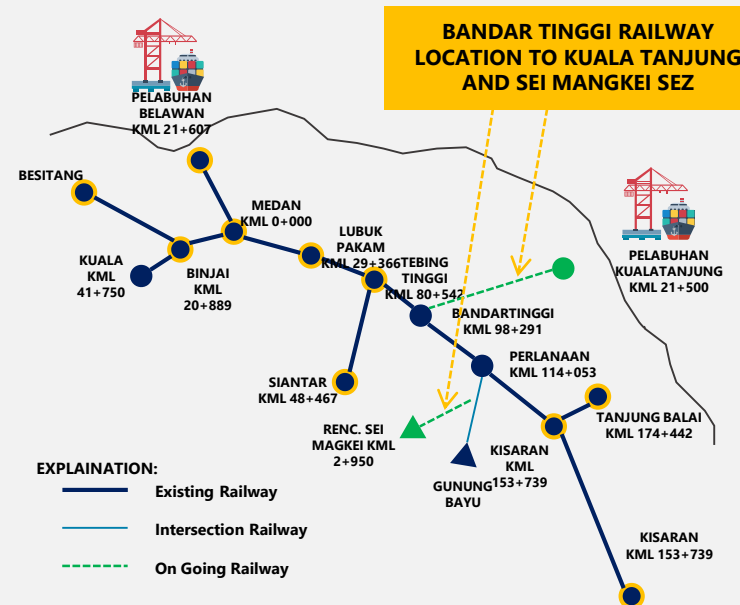
- Medan – Tebing Tinggi
- Tebing Tinggi – Kisaran
- Tebing Tinggi – Pematangsiantar



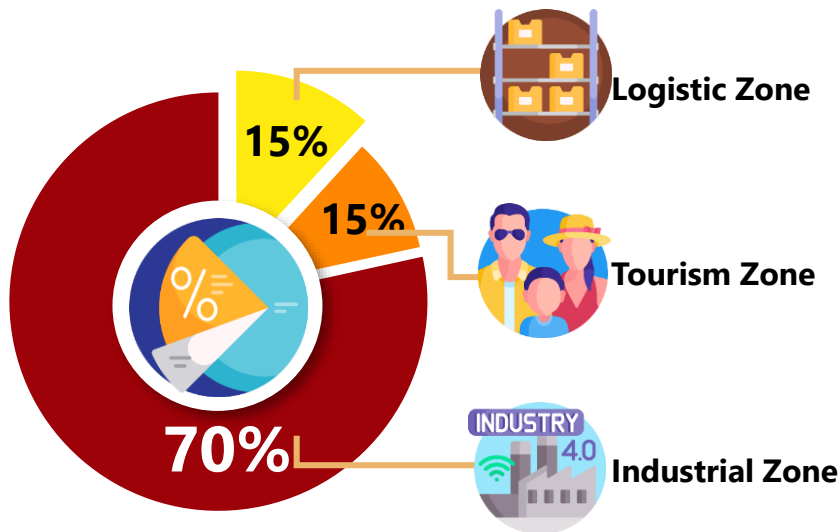
**Kuala Tanjung Port**



## Access to Sei Mangkei SEZ







## 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 ZONE

- 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  
Lubrications  
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.)



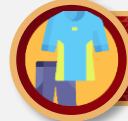
Chemical Industry (medicine, pharmacy)



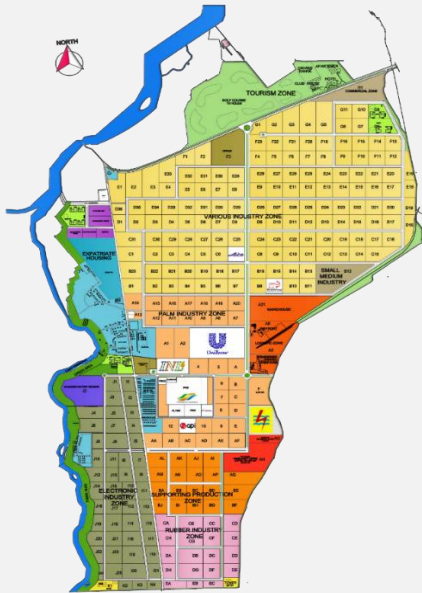
Food Industry (wheat, sugar, tea, coffee, salt, packed food)



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
<b>Total Area (Ha)</b>		<b>1.933,80</b>				



Occupied Land by Tenant:

**31.6%**

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:

- › TAX BREAKS
- › FREE EXPORT AND IMPORT TAX
- › CONVENIENT IN LICENSING
- › 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 ≥ 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





1

## PT Unilever Oleochemical Indonesia

One of the world's oleochemical companies which located in North Sumatera is welcoming high caliber professionals to come onboard as part of this management team.

2

## PT Industri Nabati Lestari

Industri Nabati Lestari ( I N L ) established on December 23, 2015 is a subsidiary of PTPN III & PTPN IV which operates a Palm Oil Refining & Fractionation plant with a capacity of 600,000 Mt per year. Having strong raw materials and being located in an integrated facility in the Sei Mangkei Special Economic Zone makes our product prices more competitive. PT. INL is committed to developing and promoting sustainable raw materials into all of our product lines.

3

## PT Aice Sumatera Industry

Focuses to present ice cream that prioritizes innovation, quality, deliciousness and spreads a healthy and trendy lifestyle to make the day more beautiful, to achieve the dream of becoming the Most Popular Ice Cream Brand in Southeast Asia.

4

## PT Perkebunan Nusantara III

Integrated and synergistic plantation resource-based business groups in providing value creation for stakeholders.

## As Well As Several Other Companies





Sei Mangkei SEZ, Bosar Maligas, Simalungun Regency

Jalan Kelapa Sawit II No. 1 Kawasan Ekonomi  
Khusus Sei Mangkei Kec. Bosar Maligas Kab.  
Simalungun Provinsi Sumatera Utara Kode  
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+62 811 6097 271



kekseimangkei



www.seimangkeisez.com  
/ northsumatrainvest.id



KEK Sei Mangkei



KEK Sei Mangkei



PT Kawasan Industri  
Nusantara



@kekseimangkei



**CONTACT FOR DETAIL**

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Go to Settings





3

Sei Mangkei SEZ, Bosar Maligas, Simalungun Regency

# KUALA TANJUNG INDUSTRIAL ESTATE





### **Location**

Sei Suka Sub-District, Batubara Regency



### **Investment Value**

IDR 28.87 Trillion or equal to USD 1.95 Billion (USD 1 = 14,800)



### **Total Area / Land Status**

150 ha already available and will be expanded up to 3400 Ha



### **Business's Scheme**

Direct Investment



### **Project Owner**

PT. Prima Pengembangan Kawasan



### **Main Industries**

Industrial Estate



### **Financial Feasibility**

IRR 12%, NPV IDR 336 trillion with Payback Period 14 years. Has been a dertermination of land procurement area of 1,128 Ha together with local government



Source: Lake Toba Tourism Authority/BPODT

# 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:



- ① Multipurpose Terminal Development (2015 – 2019)
- ② Industrial Estate Development (2015 – 2030)
- ③ International Hub Development (2030 – 2040)
- ④ Kuala Tanjung Development as Integrated Urban Area (2040 – 2050)



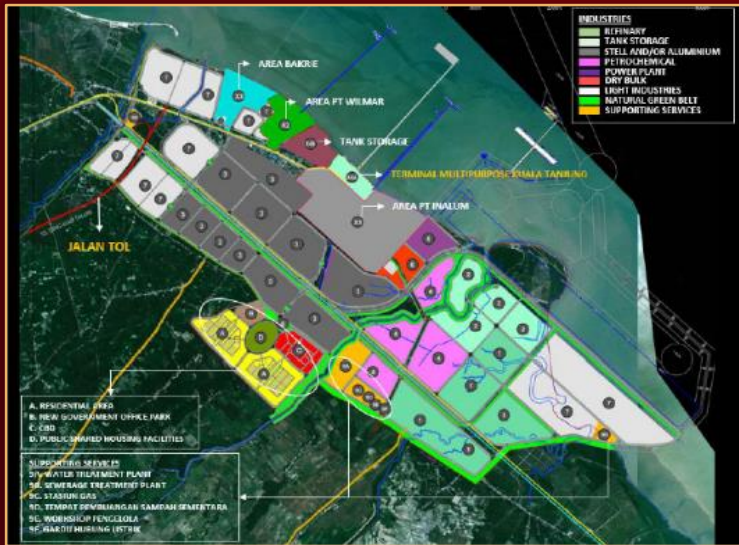
Basic infrastructure development (highway network, electrical installation, drainage, and raw and waste water processing) is planned to be initiated in 2021.



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 Mollaca Straits
- It has natural water depth up to 23 m LWS
- 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



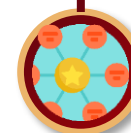
### Strong Government Support

- 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



## 2. 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





## 3. 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



## 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



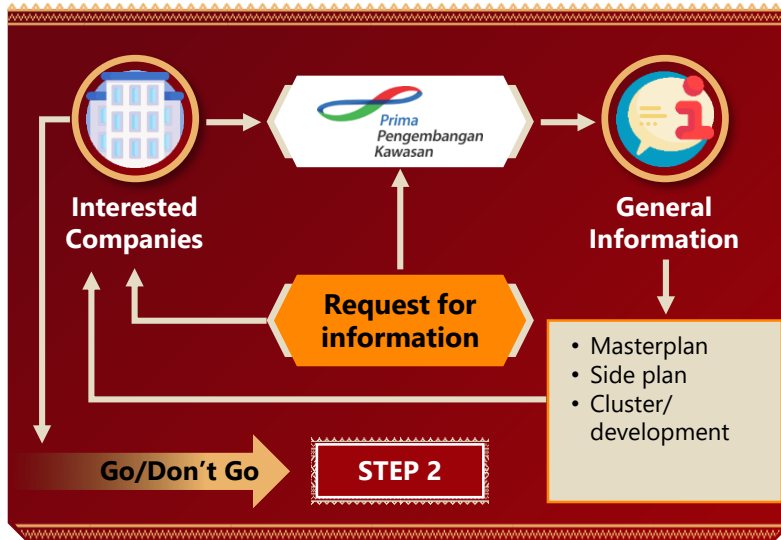


## 5. RUBBER PRODUCTS

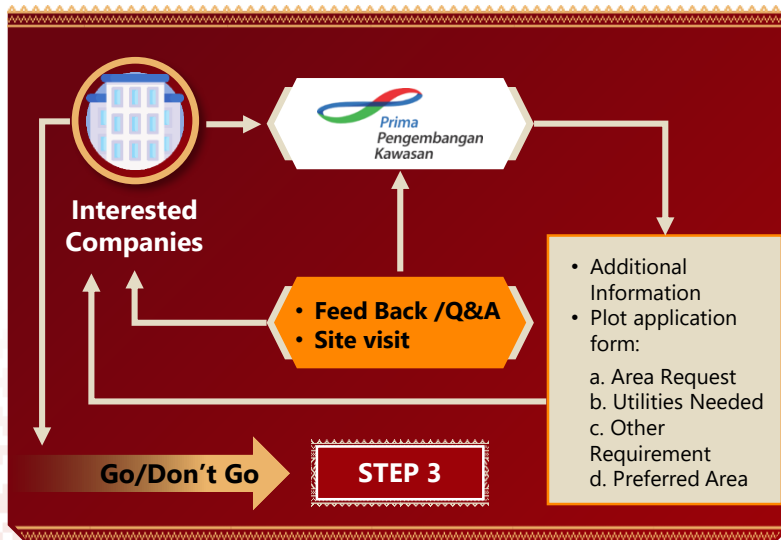
- Presence of an abundant, natural rubber in North-Sumatra: Significant natural rubber production in North Sumatra
- Rising middle class throughout the entire country. This is allowing more and more people the ability for vehicle ownership
- Strong growth in neighboring markets automotive sales
- Presence of cheap labor
- Projects in Indonesia boosting car-sales growth
- Attractive business climate: possibility for 100% foreign / private ownership of tire manufacturing business



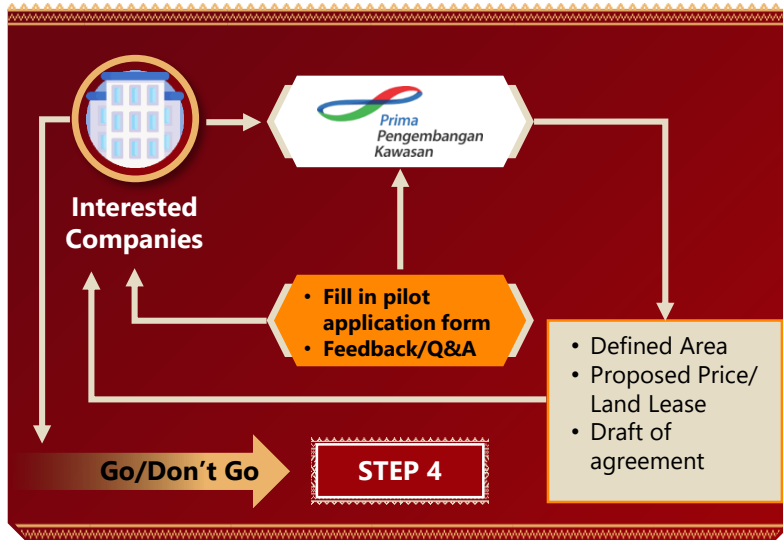
## STEP 1



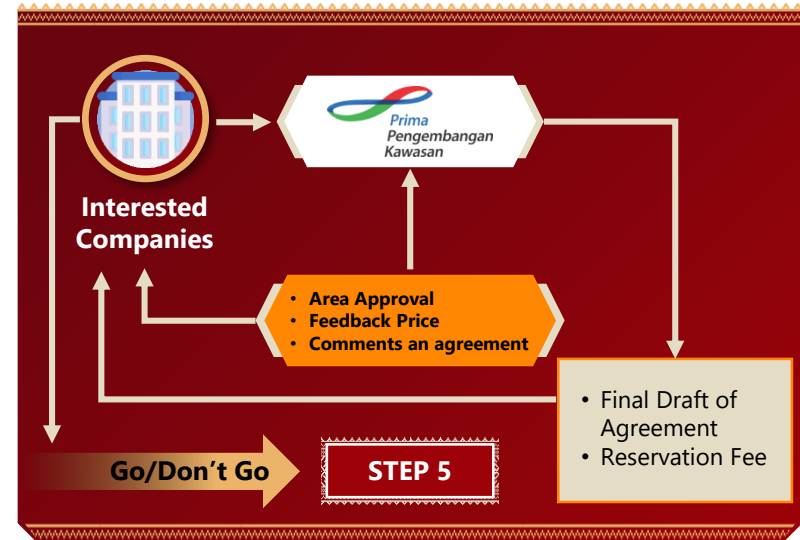
## STEP 2



## STEP 3



## STEP 4



## STEP 5





Kuala Tanjung Sea Port, Sei Suka, Batu Bara Regency

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20411



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Pelindo 1



PT. Prima  
Pengembangan  
Kawasan



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**CONTACT FOR DETAIL**





# **MEDAN** INDUSTRIAL ESTATE

4

*Medan Industrial Estate, Deli Serdang Regency*



Medan Industrial Estate, Deli Serdang Regency

## Location

Pulau Batam Street Medan Industrial Estate Area



## Business's Scheme

150 Ha is still available and already clear by its existing land



## Investment Value

IDR 359 Billion or equal to USD 23.64 Million



## Sectors

Infrastructure and and manufacturing



## Land

150 Ha is still available and already clear by its existing land



## Project Owner

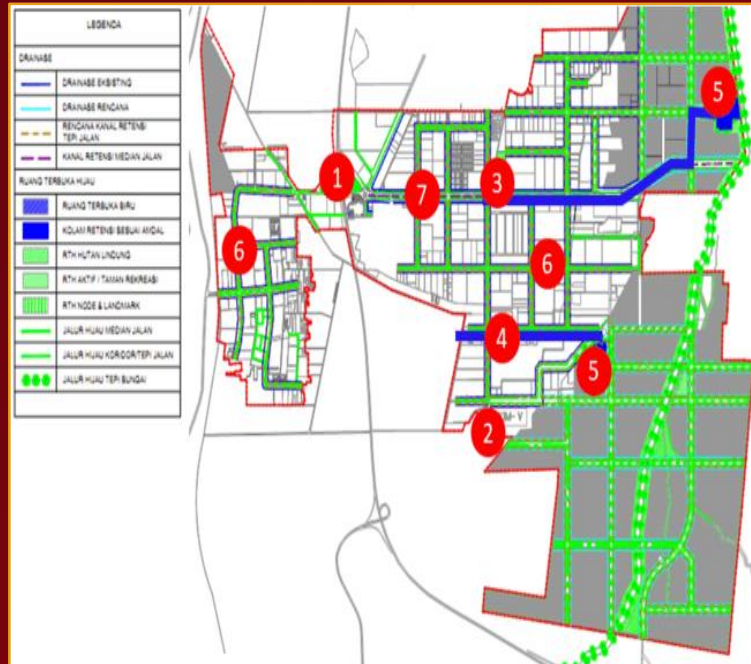
PT Medan Industrial Estate Company



Source: PT. Medan Industrial Estate Company



## A INTERNAL FLOOD CONTROL SYSTEM



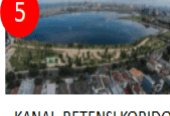
RTH AKTIF TAMAN TOL



HUTAN LINDUNG



KOLAM RETENSI



KANAL RETENSI



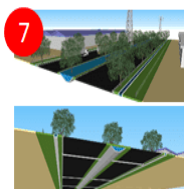
TAMAN REKREASI



TEROWONGAN AIR & POMPA PENDORONG



KANAL RETENSI KORIDOR



### IRON & STEEL

**IDR 114 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

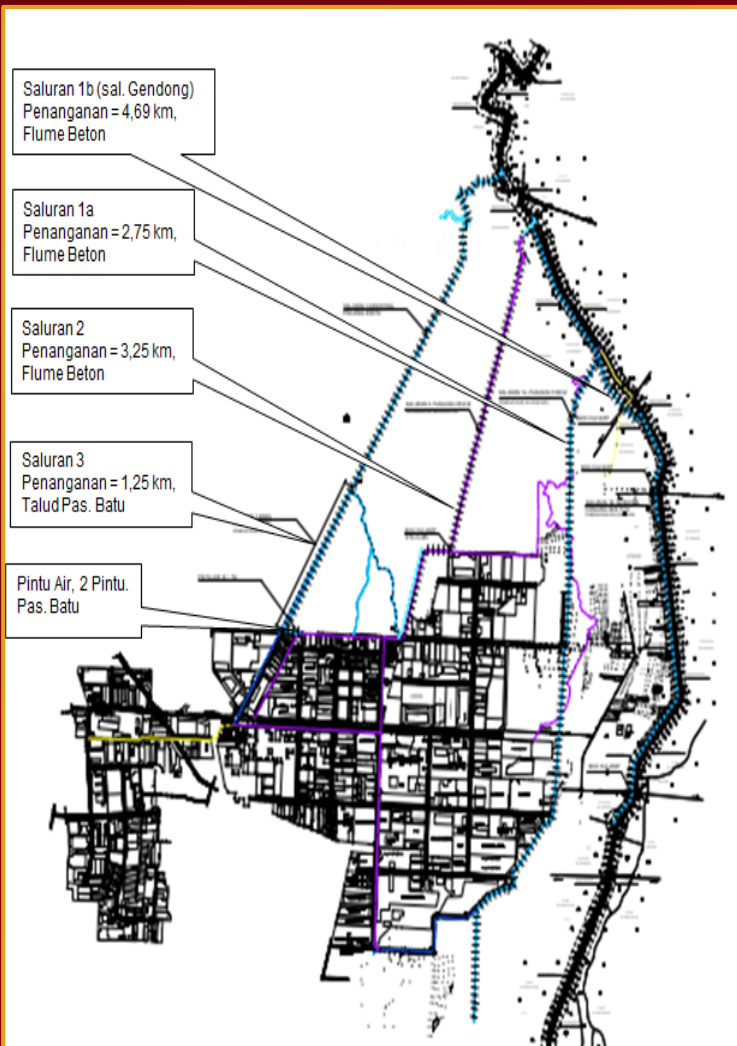
It is scattered because according to its pipe and track plan

### Description

- Existing canal repair (11,012 m)
- Addition of existing capacity (7,341 m)
- New canal (5,900 m)
- Sedimentation / drainage control (15,015 m)
- Transfer pump (4 units)
- Median retention canal (2,900 m)
- Drainage cell (36,707 m)
- Retention pool (5 Ha)



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



### IRON & STEEL

**IDR 76 Billion**

### Budget Year Plan

2021 to 2024 (Multiyears)

### Description

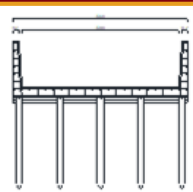
- National Government (PUPR Ministry)
- Provincial Government
- Regency (Deli Serdang) Government
- Government of Medan City

### Location

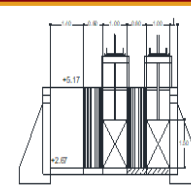
In Medan Industrial Estate area at Pulau Batam Street

### Land Allocation

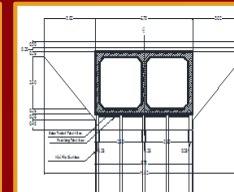
It is scattered because according to its pipe and track plan



FLUME BETON



BANGUNAN PINTU AIR



BOX CULVERT

**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,  
Patent, Hukum, Ketenagakerjaan, DLL  
Kementerian dan Dinas Ternak  
**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, Pengual  
Produk F&B, Kesehatan, Kecantikan,  
Pakaian, UMRM, 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





1

## PT Musim Mas

One of the largest integrated palm oil companies in the world. Located in 13 countries, our main operations in Indonesia, from cultivation to refining and manufacturing.

2

## PT Growth Asia

one of the world's leading manufacturing foundries. We are part of the Growth Steel Group that was established in 1989 to manufacture wear parts for Steel Mill operations. Since 1996, Growth commenced supplying wear parts to the mining industry.

3

## PT Charoen Pokphand Indonesia

Companies that produce and sell feed, day-old chicks and processed foods that are of high quality and innovate.

4

## PT Feedmill Indonesia

Public companies engaged in the livestock industry in the production and sale of animal feed, and processed food products. It has more than 4,000 employees and has a very rapid growth of the company.

As Well As Several Other Companies







Medan Industrial Estate, Deli Serdang Regency

Jalan Pulau Batam Komp. KIM Tahap II



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medan



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northsumatrainvest.id



PT. KAWASAN  
INDUSTRI MEDAN



PT. Kawasan Industri  
Medan



**CONTACT FOR DETAIL**





# **SPORT** CENTER

5

Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara

#### Location

Sena Village, Batang Kuis, Deli Serdang Regency



#### Project Owner

Provincial Government (Dinas Pemuda dan Olahraga Provinsi Sumatera Utara)



#### Investment Value

IDR 3.94 Trillion or equal to USD 266.67 Million



#### Business's Scheme

Financing, Direct Investment, and other possibility



#### Land

99.19 Ha/ Land Management Rights



The Sport Center project includes the development of a promising commercial area as a support system for integrated sports venues.

Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



## A

### COMMERCIAL AREA DEVELOPMENT (Office Center Development)

#### Investment Needs

**IDR 433.75 Billion**

#### Budget Year Plan

2020 s/d 2023 (Multiyears)

#### Source of Funds / Funding Scheme

Stakeholders, investors, third parties

#### 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

99.19 ha

#### Expected Endorsement

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



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara

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

### **Investment Needs**

**IDR 323.47 Billion**

### **Budget Year Plan**

2020 s/d 2023 (Multiyears)

### **Source of Funds / Funding Scheme**

Stakeholders, investors, third parties

### **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**

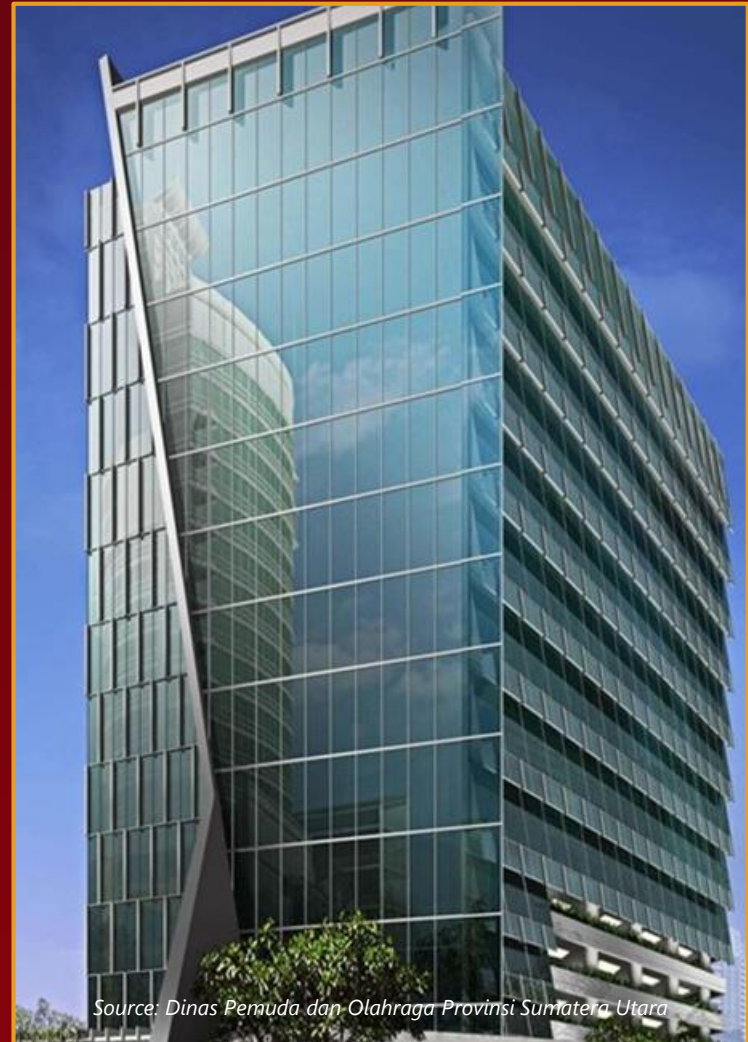
Preparations to support the holding of PON XXI in 2024 and SEA GAMES in 2025 as well as the 2032 Olympics

### **Land Allocation**

99.19 ha

### **Expected Endorsement**

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



*Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara*



## C

### COMMERCIAL AREA DEVELOPMENT (Hotel Development)

#### Investment Needs

**IDR 524.76 Billion**

#### Budget Year Plan

2020 s/d 2023 (Multiyears)

#### Source of Funds / Funding Scheme

Stakeholders, investors, third parties

#### 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

99.19 ha

#### Expected Endorsement

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



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara



**D**

**COMMERCIAL AREA DEVELOPMENT**

(Entertainment Development: Waterpark Theme Park, etc)

**Investment Needs**

**IDR 854.86 Billion**

**Budget Year Plan**

2020 s/d 2023 (Multiyears)

**Source of Funds / Funding Scheme**

Stakeholders, investors, third parties

**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**

99.19 ha

**Expected Endorsement**

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



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara

## **E** **COMMERCIAL AREA DEVELOPMENT** (International Hospital)

### **Investment Needs**

**IDR 1.81 Trillion**

### **Budget Year Plan**

2020 s/d 2023 (Multiyears)

### **Source of Funds / Funding Scheme**

Stakeholders, investors, third parties

### **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**

10 ha

### **Expected Endorsement**

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



Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara





Source: Dinas Pemuda dan Olahraga Provinsi Sumatera Utara

Jalan Williem Iskandar No. 9 Medan Provinsi  
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Disporasu Channel



**CONTACT FOR DETAIL**





# AIRPORT CITY

6

*Kualanamu International Airport, Deli Serdang Regency*



### 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
- Rest Area at Kualanamu International Airport IDR 85 Billion or equal to USD 5.67 Million



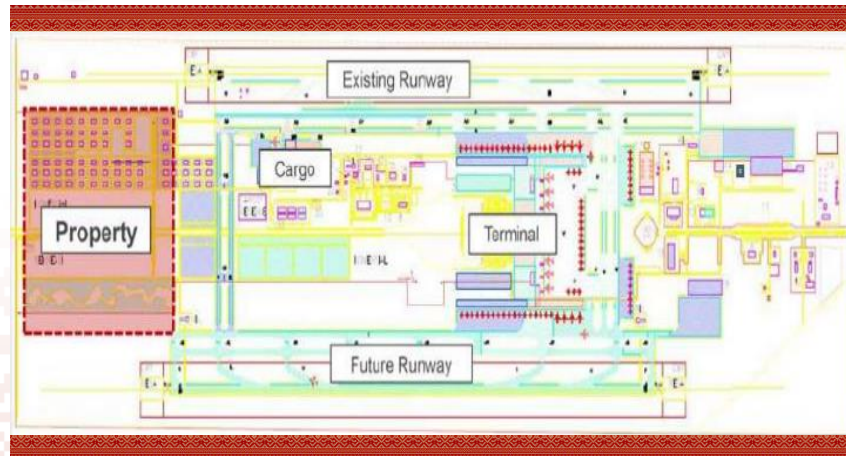
### Land

- Airport City 135 Ha
- E-Commerce Center Warehouse 2 Ha
- Integrated Commercial Area 20 Ha
- Rest Area at Kualanamu International Airport 1 Ha



### Concession Period

BOT period up to 32 years with the right to develop and operate



### Project Owner

PT Angkasa Pura II and PT Angkasa Pura Aviassi



### Business's Scheme

Direct Investment



### Financial Feasibility

IIR divided per each project but at least 13.49% with payback period as long 11 years



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



## HOTEL MARKET

**A**

### 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

9 years 1 month



**B**

## HOSPITAL

### 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





## THEME PARK

**C**

### 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



**D**

## RETAIL

### 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



## GOLF PARK

E

### Location

Jalan Bandara Kualanamu, Deli Serdang



### Investment Value

IDR 127 Billion



### Land

40 Ha



### Business's Scheme

Stakeholders, investor, third parties



### Discount Rate and IRR

11.36% and 13.49%



### NPV and BCR

IDR 72.815.809 million and 1.04



### Payback Period

12 years



## View from The Kualanamu Airport



## View to The Kualanamu Airport







## E-COMMERCE CENTER WAREHOUSE

**F**

### Location

Jalan Bandara Kualanamu, Deli Serdang

### Investment Value

IDR 127 Billion

### Land

40 Ha

### Business's Scheme

Stakeholders, investor, third parties

### Discount Rate and IRR

11.36% and 13.49%

### NPV and BCR

IDR 72.815.809 million and 1.04

### Payback Period

12 years



## TRANSACTION SCHEME



**Existing Asset Owner**



Authority of Utilitization

Dividend



**Existing Asset Owner**



Right to Asset Utilization for BOT Period

Land Lease & Concession Fee



**Strategic Investor**

BOT

Revenue



**E-Commere Centre Area BOT 25Th**

- 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.

## INTEGRATED COMMERCIAL AREA – FACTORY OUTLET & MICE

**G**

### Location

Jalan Bandara Kualanamu, Deli Serdang

### Investment Value

IDR 834 Billion

### Land

20 Ha

### Business's Scheme

Stakeholders, investor, third parties

### Discount Rate and IRR

IDR 196 billion and 20%

### NPV and BCR

30 years

### Payback Period

8 years



## TRANSACTION SCHEME



**Existing  
Asset  
Owner**



Authority of  
Utilitization

Dividend



**Existing  
Asset  
Owner**



Right to Asset  
Utilization for  
BOT Period

Land Lease &  
Profit Sharing



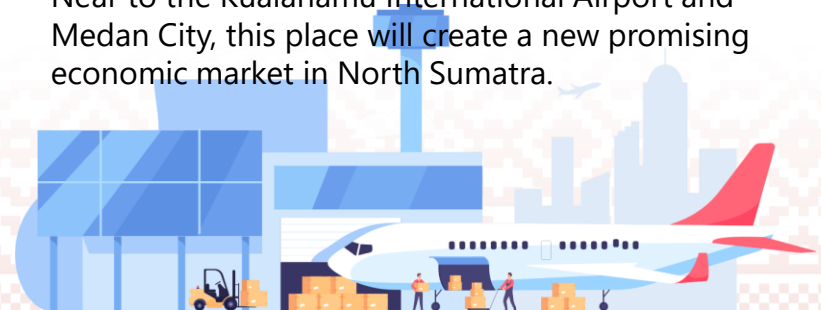
**Strategic  
Investor**

Revenue



**Integrated  
Commercial  
Area BOT 30th**

- 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*

**Jalan Bandara Kualanamu, Deli Serdang**



**contact.center@angkasapura2.co.id (for project Airport City)**

**contact.center@angkasapuraaaviasi.co.id (for project E-Commerce Center Warehouse and Integrated Commercial Area)**



**138 / 0878-8743-4864 (for project Airport City)**

**138 / +62 813-9113-3899 (for project E-Commerce Center Warehouse and Integrated Commercial Area)**



**@angkasapura2  
@angkasapuraaaviasi**



**angkasapura2.co.id**



**CONTACT FOR DETAIL**





# **BUS RAPID TRANSIT MEBIDANG**

**7**



## Location

Medan Ciy – Binjai City – Deli Serdang Regency



## Investment Value

USD 1.56 Billion or equal to IDR 2.31 Trillion  
(USD1 = IDR14,800)



## Track Distance

179 Km



## Capacity

153.000 people/day



## Business's Scheme

Direct Investment, and Other Possibilities



## Project Owner

Transportation Agency of North Sumatra



## Financial Feasibility

Still in the stage of compiling the study

## Benefit Cost Analysis

With the congestion situation and increasing private vehicle ownership, the reduction in emissions and the number of accidents can increase



Reducing CO2 emissions up to

**29.240 tons**



Reducing the number of driving accidents

**6%**

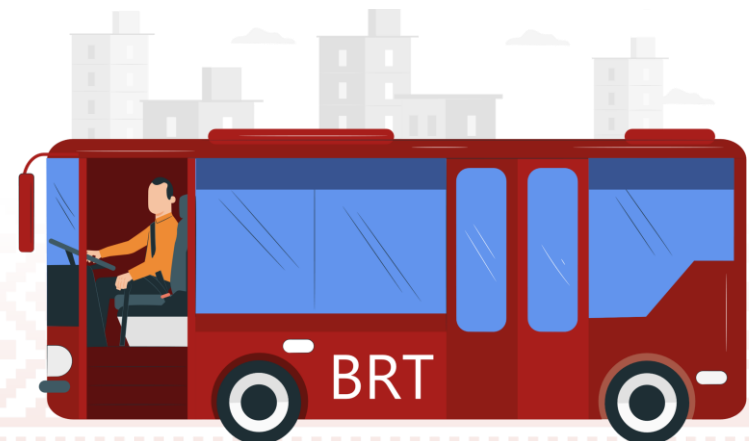


Reduces travel time of increasing efficiency

**29%**

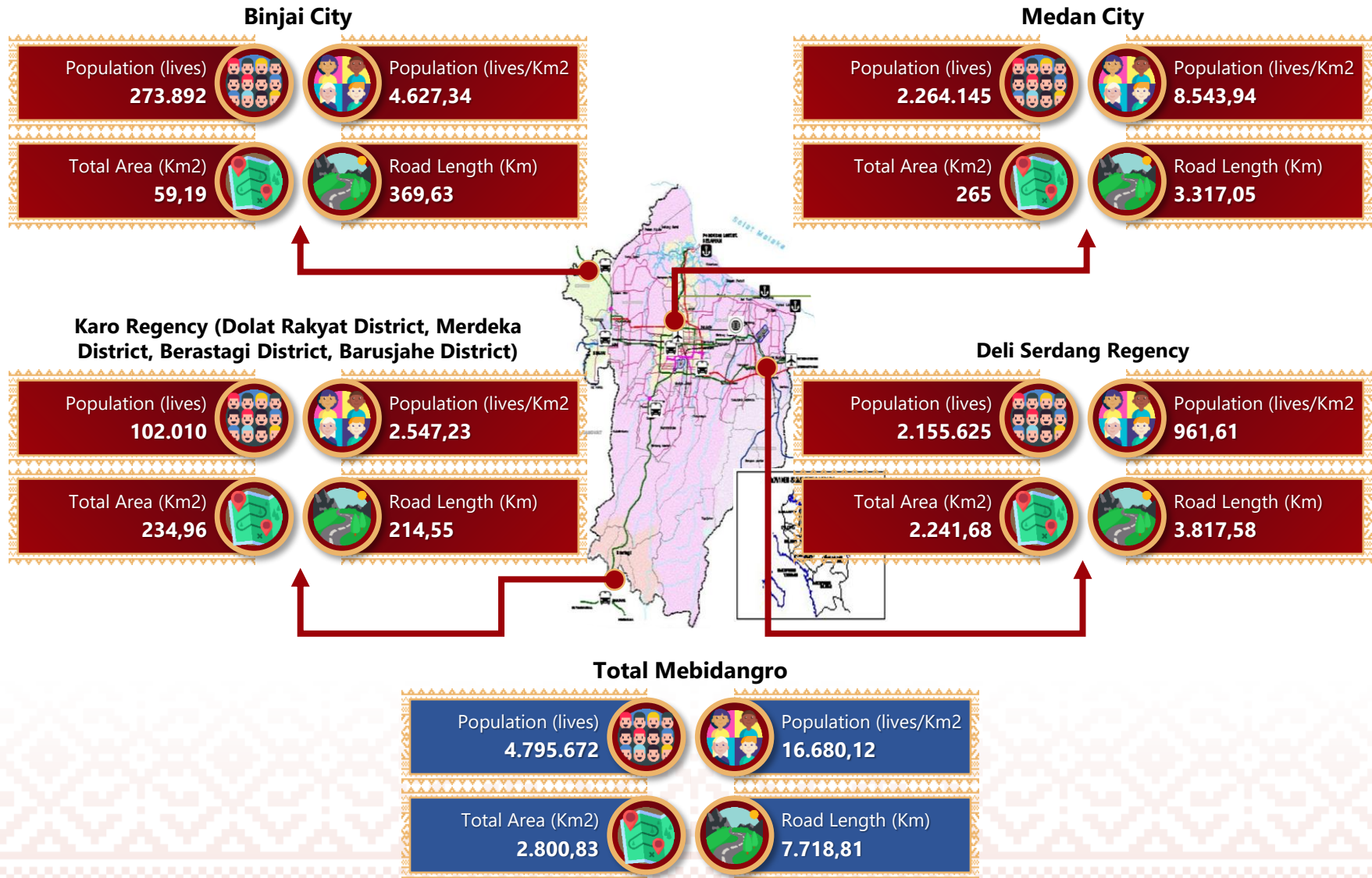


Create new jobs and improve human resources



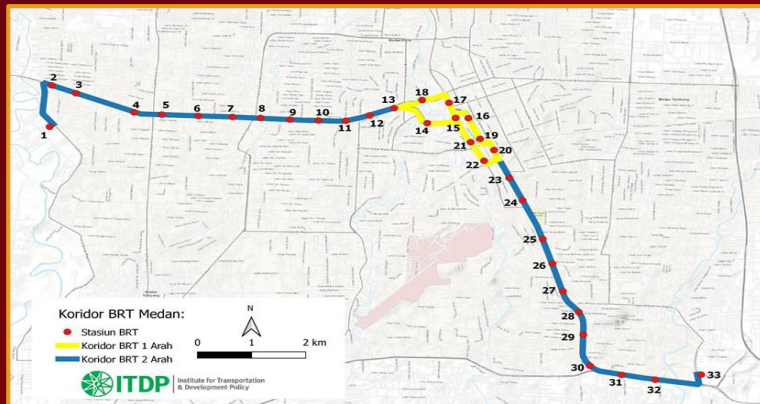
Source: Dinas Perhubungan Provinsi Sumatera Utara

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

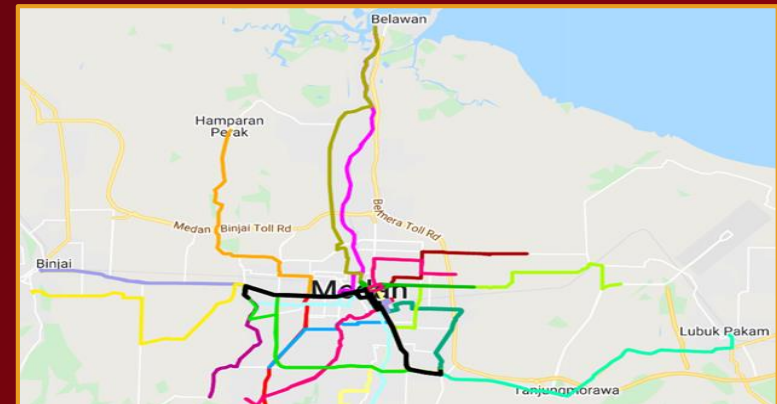




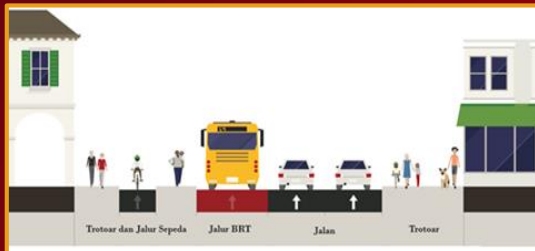
**BRT Mebidang is the first stage to realize the gradual development of the LRT Mebidang, while looking at the prospective community mockups which include Medan-Binjai-Deli Serdang**



**1 BRT Special Line Corridor (21 km, 33 stops) with Medan City coverage**

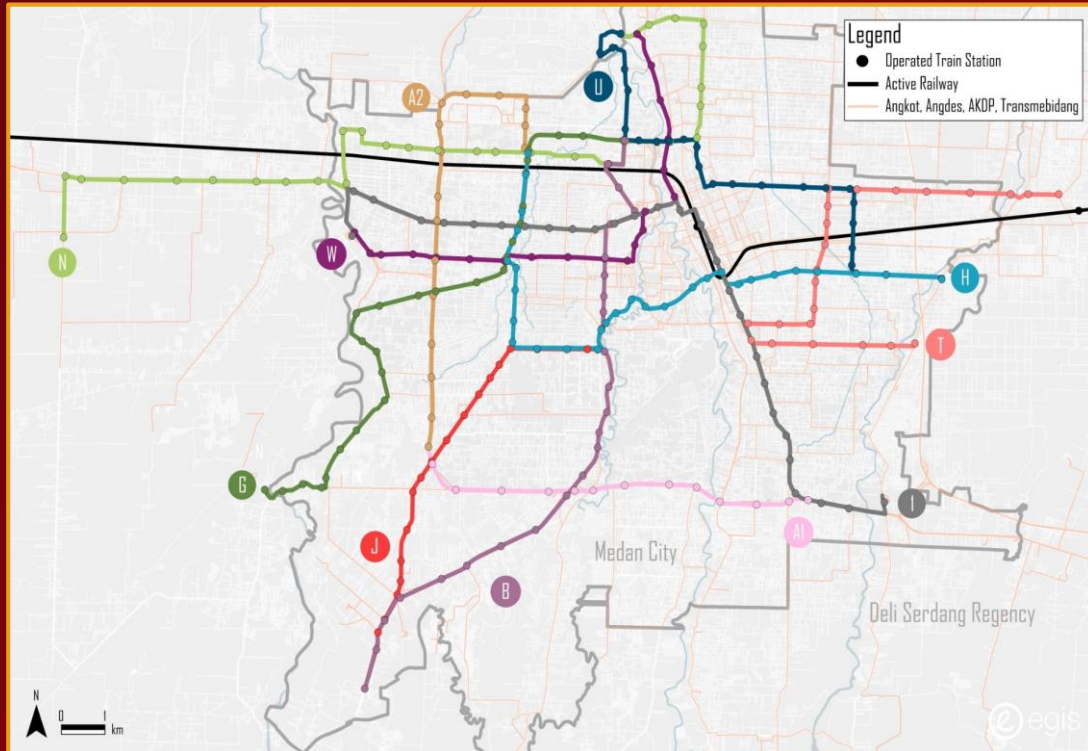


**16 Corridor Direct Services (179 km and stops) Mebidang track**



**Estimation of the required bus is 515 unit**

**2023, the first mass transit line will be built is BRT Mebidang**



**to 2023**

## **BRT Mebidang Line 1**

**Corridor** : Pinang Baris - Amplas

**Length** : 18 km

**Station** : 23 stations

**Ridership** : 210.000 pax/day

**to 2028**

## **Corridor H**

**Corridor** : Helvetia – Denai

**Service** : Level 1 (for example BRT)

**Line** : 15 km – 29 stations

**Ridership** : 202.000 pax/day

**CAPEX** : IDR 1,5-1,9 T (USD 105-130 million)

**Year** : 2026

## **Corridor U**

**Corridor** : Sumarsono – Denai

**Service** : Level 2 (for example Tramway)

**Line** : 13 km – 25 stations

**Ridership** : 187.000 pax/day

**CAPEX** : IDR 3,3 – 4,1 T (USD 230-280 million)

**Year** : 2026

**to 2035**

## **Corridor G**

**Corridor** : Bunga Sakura - Jl. T. Amir Hamzah

**Service** : : Level 2 (for example Tramway)

**Length** : 15 km

**Station** : 27 stations

**Ridership** : 222.000 pax/day

**CAPEX** : IDR 3,5-4,3 T (USD 240-295 million)

**Year** : 2030

**to 2035**

## **Corridor T**

**Corridor** : Denai - Batang Kuis

**Service** : Level 1 (for example BRT)

**Length** : 14 km

**Station** : 23 stations

**Ridership** : 197.000 pax/day

**CAPEX** : IDR 1,4-1,8 T (USD 98-120 million)

**Year** : 2030

**to 2035**

## **Corridor B**

**Corridor** : Simalingkar - Jl. T. Amir Hamzah

**Service** : Level 3 (for example LRT)

**Length** : 16 km

**Station** : 25 stations

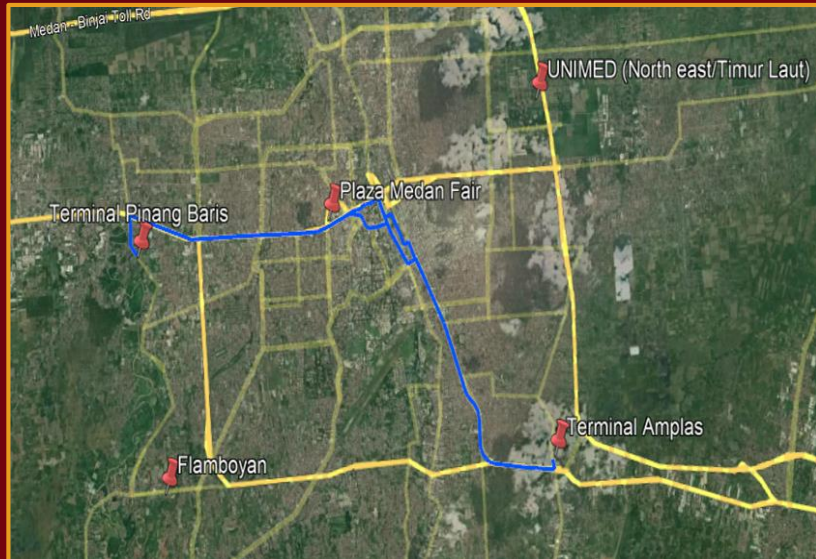
**Ridership** : 260.000 pax/day

**CAPEX** : IDR 9,9-12,1 T (USD 680-830 million)

**Year** : 2030



## BRT Depot Plan in Medan City



Depot 1 and 2 can accommodate 50% of the total bus demand for the entire BRT network system in Medan. For another 50% gap and the development of a larger public transportation system, an additional depot location belonging to the Regional/City Government is required.



Location	Capacity	Luas	Information
<b>Depot 1 :</b> Pinang Baris	67	0.74 Ha	Medan City Government land, has received a depot construction permit
<b>Depot 2 :</b> Amplas	178	1.96 Ha	Medan City Government land, has received a depot construction permit
<b>Depot 3 :</b> Flamboyan	-	26.00 Ha	Belongs to Medan City
<b>Depot 4 :</b> Plaza Medan Fair	-	2.8 Ha	Belongs to Medan City
North East UNIMED	-	-	Alternative land that needs to be acquired



Location options for land owned by the Regional Government that can be used as depots





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



agustinuspanjaitan@gmail.com



+62 812 6067 538



dishubsu



dishub.sumutprov.go.id  
/ northsumatrainvest.id



**CONTACT FOR DETAIL**

# 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.

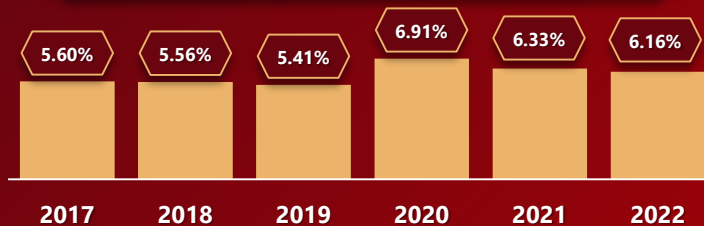
Besides that, due to its strategic location which is supported by world trade route, makes investment and trading flows are accelerated in North Sumatra.



## 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.

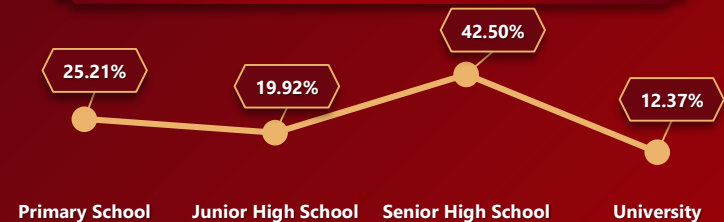
### Unemployment Rate



EMPLOYMENT RATE (AGT 2023)

# 71.06%

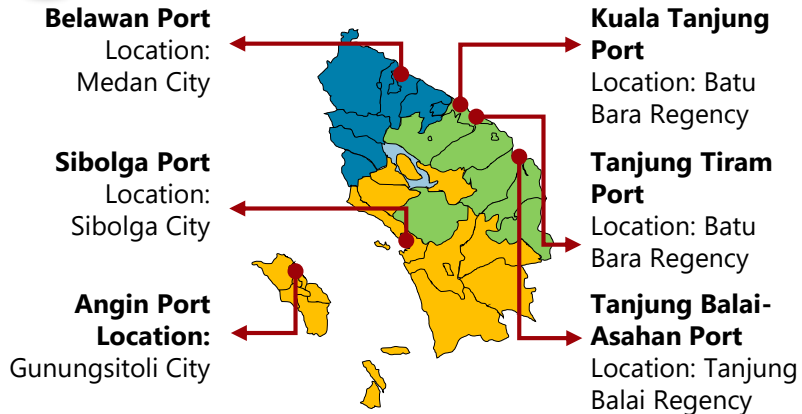
### Population at the age 15 and over that are employed based on education level



—●— 2022



## 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



## III Port Connectivity

### Int. Silangit Airport

Location: North Tapanuli Regency

### Bandara Dr. Ferdinand Tobing

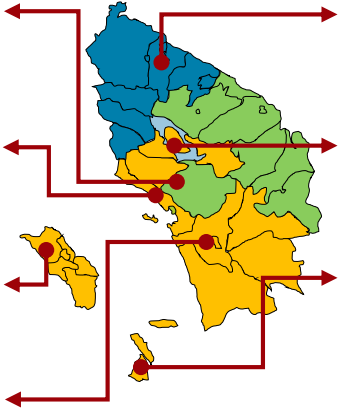
Location: Central Tapanuli Regency

### Binaka Airport

Location: Gunungsitoli City

### Aek Godang Airport

Location: South Tapanuli Regency



### Kualanamu International Airport

Location: Deli Serdang Regency

### Sibisa International Airport

Location: Toba Regency

### Bandara Lasondre

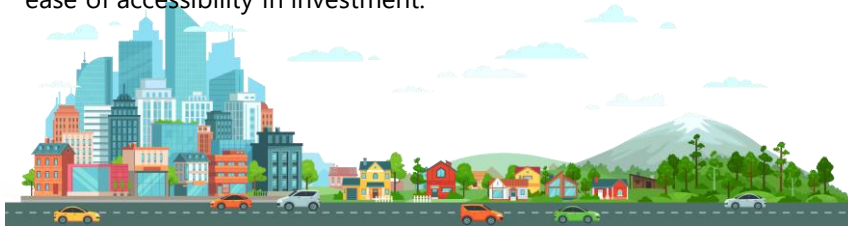
Location: South Nias Regency



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.

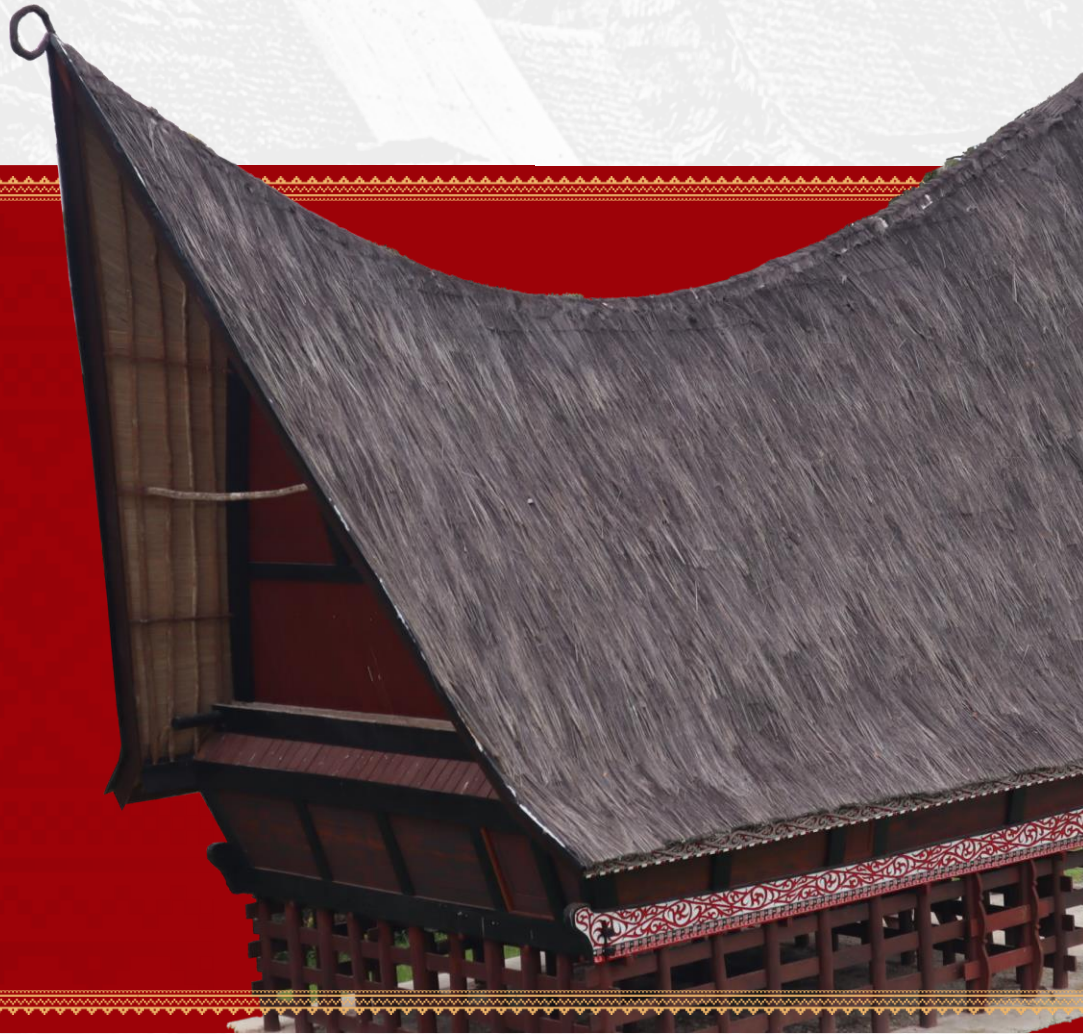


Province	Highway length (km)	State Roads (km)	Provincial Roads (km)	Regional Roads (km)	Bridge (unit)
North Sumatra	40,737.18	2,630.37	3,005.65	35,101.16	880

Sumber: BPS Sumut (processed)



# TOURISM SITE







**Super Priority Tourism Site**



**Lake Toba**

**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





## Balige, Toba Regency

*The Largest Volcanic Lake in The World*



- 20,2 km away or only 38 minutes from the Silangit International Airport
- 3 - 4 hours from the Kualanamu International Airport
- 4 - 5 hours from Medan City by using public transportation / personal vehicle



### Offers you:

- The beauty of the largest Caldera Lake in the world
- Batakese culture: villages, museums, palaces of the Batakese people
- Camping
- Traditional & modern souvenir shops
- Culinary
- F1H2O International Power Boat Event in Balige



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. In 2023, Lake Toba was chosen as the Venue of world's foremost international series of single-seater inshore circuit powerboat racing, F1 Powerboat (F1H2O) and it is planned that the location will still be developed for the next 5 years.

*The Hidden Paradise in North Sumatra*

**Batang Serangan, Langkat Regency**



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



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



**Offers you:**

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





## 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



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!



### Offers you:

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



*The Beauty and Cultural Experiences are Providing Here*

**Berastagi, Karo Regency**



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



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



## **Offers you:**

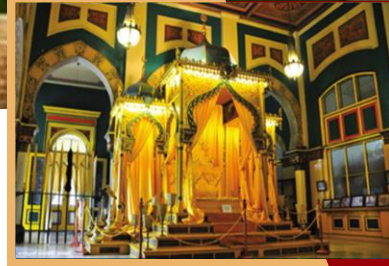
- Traditional and cultural exhibition
- Sinabung hills resort
- Kubu and Gundaling hills
- Cool and fresh air
- Waterfall, lake and hot water spots
- Culinary and plantation experience





## The 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



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



### Offers you:

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



*The Home for Turtles*

**Muara Batang Toru, South Tapanuli  
Regency**



- 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



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



**Offers you:**

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





## 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



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



### 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 King Kong Island*

**Tapian Nauli, Central Tapanuli Regency**



- 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



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



### **Offers you:**

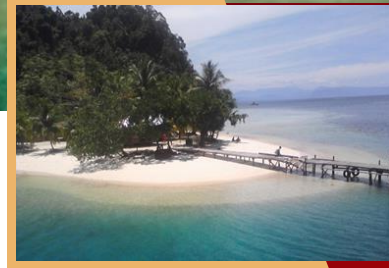
- The beauty of the waterfall
- One of the waterfalls in the world that plunge directly into the sea
- The combination between fresh water and sea water
- Snorkeling and diving experience





## Sibolga City

*The Exotic Island*



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



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



### Offers you:

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



*Where Nature meets culture*

**Dairi Regency**



- 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



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



## **Offers you:**

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

# 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



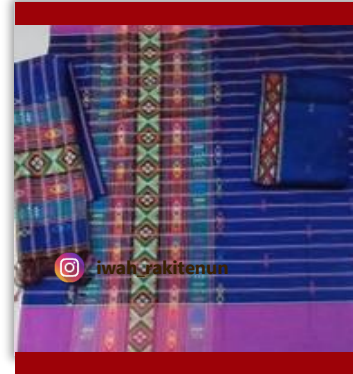
### ULOS SIANIPAR

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

 [galeryulos\\_sianipar](https://www.instagram.com/galeryulos_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 Coffe

green beans and roasted bean, and powder

✉ [imamsyukrisyah@gmail.com](mailto:imamsyukrisyah@gmail.com) ☎ 082160550726 📷 Kopi Cimbang Sinabung

## Other Product



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



### **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



### **Mata De Coco** **Sapo Durin**

**Palm Sugar**  
Nata De Coco

desridatokenta@gmail.com

08116502012

Sapodurin



### **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



### **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



# 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"

- 1 Base metal upstream industry (steel or non-steel) with or without its integrated derivative
- 2 Oil and natural gas refinery industry with or without its integrated derivative
- 3 Coal, natural gas, or crude oil based petrochemical industry with or without its integrated derivative
- 4 Organic-based chemical industry obtained from Agriculture, plantation, or forestry with or without its integrated derivative
- 5 Inorganic-based chemical industry with or without its integrated derivative
- 6 Pharmaceutical main raw materials industry with or without its integrated derivative
- 7 Irradiation, electromedical, or electrotherapy equipment manufacturing industry
- 8 Electronics or telematics main components manufacturing industry such as semiconductor wafer, backlight for Liquid Crystal Display (LCD), electrical driver, or display
- 9 Machineries and machineries components manufacturing industry
- 10 Robotics components manufacturing industry to support machinery manufacturing industry
- 11 Power plants main components machinery manufacturing industry
- 12 Vehicles and vehicles main components manufacturing industry
- 13 Ships main components manufacturing industry
- 14 Trains main components manufacturing industry
- 15 Aeroplane main components manufacturing and aerospace supporting activities industry
- 16 Agriculture, plantation, or forestry based pulp production industry with or without its derivative
- 17 Economic Infrastructure
- 18 Digital economy including data processing, hosting, and other related activities

# 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.

KEMENTERIAN KOORDINATOR  
BIDANG PERENCANAAN  
REPUBLIK INDONESIA

www.oss.go.id

### 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.

- Login pada Sistem OSS menggunakan User-ID dan Password.
  - Mengisi data-data yang diperlukan, seperti : data perusahaan, pemegang saham, kepemilikan modal, nilai investasi, rencana penggunaan tenaga kerja, rencana permintaan fasilitas perpajakan dan kepastian.
- Pelaku usaha akan menerima notifikasi dari OSS untuk mengubah jenis bidang usahanya, jika bidang investasi yang diinput tidak memenuhi ketentuan Daftar Negatif Investasi (DNI).
- Sistem OSS menerbitkan Nomor Induk Berusaha (NIB) untuk pelaku usaha. Pelaku usaha dapat memperoleh dokumen pendaftaran lainnya bersamaan dengan penerbitan NIB (jika diperlukan).

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.



## A. The requirements for applying/confirming a Limited Stay Visa are :

- 1 Visa applications can be made online via <https://www.imigrasi.go.id/en/>
- 2 The required documents include: 1) Application letter and guarantee (for corporations signed by the Board of Directors / Commissioners / Chairman) on stamp duty, 2) Cover of a valid and valid national passport, 3) 6 months min biodata page or travel document min 12 months, 4) Return Ticket, and 5) Savings account book of guarantor / foreigner with min balance. Equivalent USD 1.500.
- 3 The required documents will then be verified and will be given a notification of payment from the Ministry of Law and Human Rights of the Republic of Indonesia Directorate General of Immigration.
- 4 As for the guiding application for a visa as stated in the <https://visa-online.imigrasi.go.id/> and the file can be downloaded.
- 5 Limited Stay Visa holders must be made ID card no later than 30 days from the time the entry mark is given.

## B. The requirements for submitting/inaugurating ID card (substitute for foreigners' ID cards) are :

- 1 Documents that need to be prepared in the submission of ID card :
  - a. Limited Stay Visa application form;
  - b. Statement and guarantee letter from the sponsor (stamped Rp. 10.000,-);
  - c. Limited Stay Visa application letter from the sponsor;
  - d. Sponsor's ID card;
  - e. Original passport and photocopy;
  - f. Certificate of domicile from Hamlet Head or hotel or apartment;
  - g. Recommendations from the Investment Coordinating Board Manistry and other company documents;
  - h. Plan for the Use of Foreign Workers from authorized agencies;
  - i. Valid entry application.
- 2 Currently, ID card submissions can only be made through the Immigration Office where the sponsoring company is registered and the document processing process can be represented by the company's internals through a power of attorney. However, the process of taking photos can only be done by the name concerned.



**C. The requirements for submitting / inaugurating Taxable Entrepreneurs (PKP) are :**

- 1** Has gross income (turnover) in 1 financial year reaching Rp 4.8 billion.
- 2** Passing the survey process conducted by KPP or KP2KP (Tax Service Office) where registration.
- 3** Complete the documents and requirements for submitting PKP or inaugurating PKP. Required documents (source: <https://www.online-pajak.com/tentang-ppn-efaktur/pengukuhan-pkp-cara-syarat-pengajuan-pkp#>) including :
  - a. Individual taxpayers / corporate taxpayers / corporate taxpayers form of joint operation).
  - b. Proof of lease / ownership of the place of business
  - c. Photo of the room / place of business
  - d. Location map
  - e. Specimen of invoice signer (form provided by KPP) & photocopy of invoice signer
  - f. List of treasures / office inventaris
  - g. Financial statements (profit/loss balance)
  - h. Last annual tax return
- 4** Currently, PKP submissions can only be made through the KPP where the taxpayer is registered. Within 3-5 days after all requirements are completed and submitted, the verification officer will conduct a survey or verification. If approved, then about 1-2 days from the survey, the PKP confirmation letter can be taken at the KPP where the PKP submission requirements are given. The decision on the PKP Application is issued no later than 5 to 10 working days after the Proof of Receipt of the Letter is issued.
- 5** The creation of PKP cannot be represented by other agencies, but can be represented by the company's internals through a power of attorney.

## D. The requirements for submitting / confirming the NPWP (Taxpayer Identification Number) are :

- 1 KPP applications can be made online via [ereg.pajak.go.id](http://ereg.pajak.go.id)  
(source: [https://www.online-pajak.com/tentang-pajak-pribadi/cara-membuat-npwp-pribadi#:~:text=Syarat%20membuat%20NPWP%20pribadi%20untuk%20karyawan%2Fpekerja%20kantoran&text=Warga%20Negara%20Asing%20\(WNA\)%3A,Mengisi%20formulir%20pengajuan%20NPWP.](https://www.online-pajak.com/tentang-pajak-pribadi/cara-membuat-npwp-pribadi#:~:text=Syarat%20membuat%20NPWP%20pribadi%20untuk%20karyawan%2Fpekerja%20kantoran&text=Warga%20Negara%20Asing%20(WNA)%3A,Mengisi%20formulir%20pengajuan%20NPWP.))
- 2 Requirements for making a personal NPWP for employees / office workers
  - a. Indonesian Citizen (WNI): photocopy of KTP.
  - b. Foreign Nationals (WNA): bring a photocopy of passport/residence permit card.
  - c. Certificate of employment from the company where you work.
  - d. For civil servants can bring a decree.
  - e. Fill out the NPWP application form.
- 3 Requirements for making a personal **Taxpayer Identification Number** for entrepreneurs
  - a. Indonesian Citizen (WNI): photocopy of KTP.
  - b. Foreign Nationals (WNA): bring a photocopy of passport/residence permit card.
  - c. Business Certificate at least issued by Head of Hamlet / proof of electricity bill.
  - d. An affidavit that has been signed on the seal. This letter explains that the Taxpayer actually owns a free business or worker.





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