

TOLL ROAD INVESTMENT OPPORTUNITIES

Presented by:

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Outline

- 1. About Indonesia Toll Road Authority
- 2. Indonesia Toll Road Masterplan
- 3. Scheme on Public Private Partnership
- 4. Toll Road Projects
- 5. Concluding Remarks

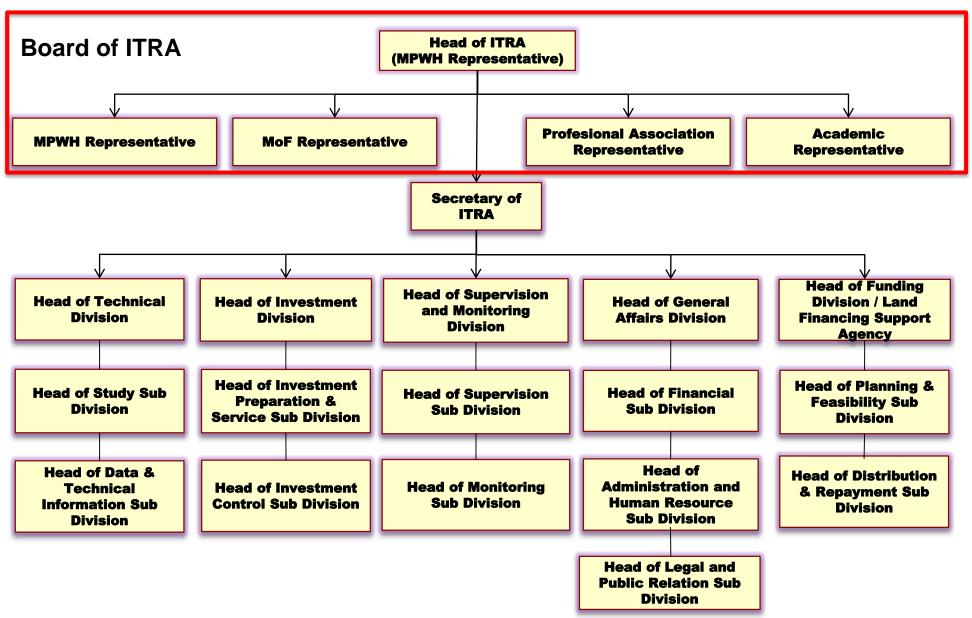




ABOUT BADAN PENGATUR JALAN TOL (BPJT) / INDONESIA TOLL ROAD AUTHORITY (ITRA)

- ITRA was established by Ministry of Public Works Regulation No. 295/PRT/M/2005 as amended by Ministry of Public Works Regulation No. 15/2014;
- ITRA is responsible directly to the Minister of Public Works and Housing;
- ITRA is responsible to:
 - Recommend the initial and adjustment of toll tariff to the Minister;
 - Conduct the toll road investment under PPP;
 - Monitor the construction of toll road;
 - Monitor the toll road operation;
 - Monitor the Toll Road Company during all phases of concession period (Design, Construction, Operation and Maintenance, Transfer).





MAP OF STRATEGY INDONESIA TOLL ROAD AUTHORITY 2015-2019





Stakeholders and Customers Expectation Through Internal Process: INTERGRATION OF PLANNING, PROGRAMMING **TOLL ROAD IMPLEMENTATION TOLL ROAD COMPLIANCE** DAN TOLL ROAD CONCESSION Construction of main corridor toll road and urban in Sumatera. Technical planning in Land Acquisition support toll road Java, Kalimantan and Sulawesi accordance with construction **Highway Standard** Reliable, safety and environmentally friendly toll road **Conducive Investment Climate** Effective and Efficient scheme Due diligence of toll Supervision of private sector Variation of investment scheme and delivery road obligation meet value for money Toll road existing that The continuity of land acquisition funding comply minimum service Good preparation of toll road project standard

Internal Process needed:



Internal Process

Toll Road Benefit and Objectives

- Equitable distribution and the balance of regional development
- Efficiency of services distribution
- To accelerate traffic/enhance mobility and accessibility of human, goods, and services
- To alleviate the burden of government funds



User Benefits Objectives

- Operating cost and time savings
- Enhancement on comfort level of non toll road user
- Better accessibility

- Affect the regional growth and economic improvement
- Government fund diversion for development of underdevelop areas / accessibility

Regional Development Benefits

Private Sector Benefit

- Investment return through toll revenue
- Construction core bussiness

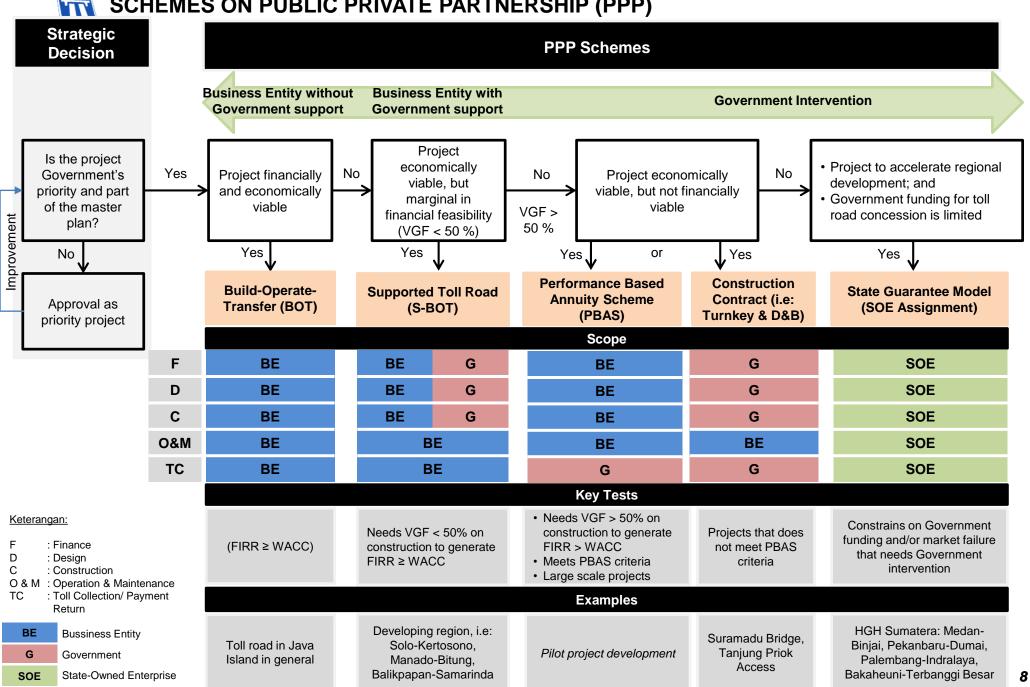


Strategic Transformation of the Toll Road

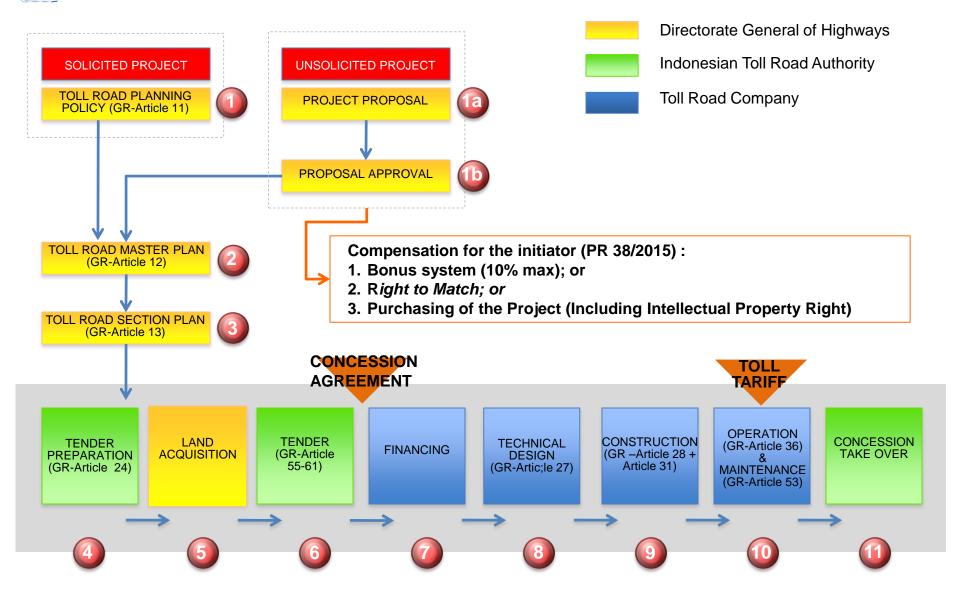




SCHEMES ON PUBLIC PRIVATE PARTNERSHIP (PPP)



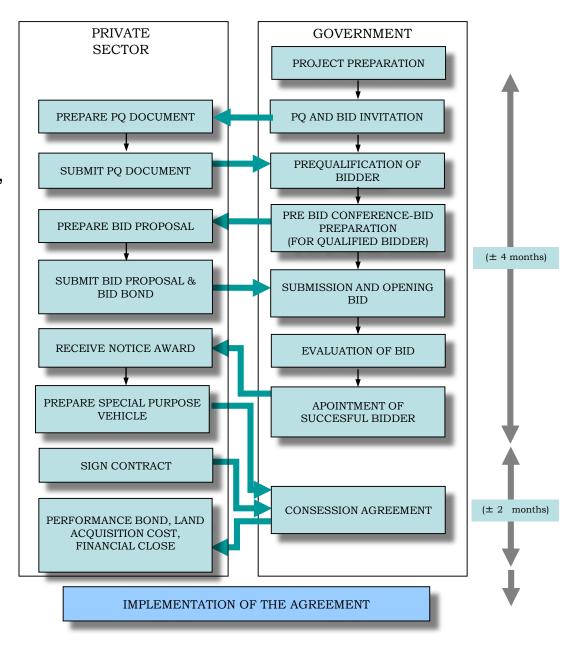
STAGES OF TOLL ROAD PROCUREMENT





TRANSACTION PROCESS

- 1. Law and Regulations:
- a. Law No. 38/2004 concerning Road
- b. Government Regulation No.15/2005 concerning Toll Roads, as amended by No. 43/2013,
- c. Presidential Regulation No. 38/2015 concerning PPP;
- d. Minister of Public Works
 Regulation No. 13/PRT/M/2010
 concerning Guidelines for
 Procurement of the Toll Road
 Companies, as amended by No.
 21/PRT/M/2012
- 2. Two stages of Tender:
 - a. Prequalification;
 - b. Limited tender.
- 3. Tender criteria:
- a. The lowest initial toll rates, or
- b. Minimum Government support



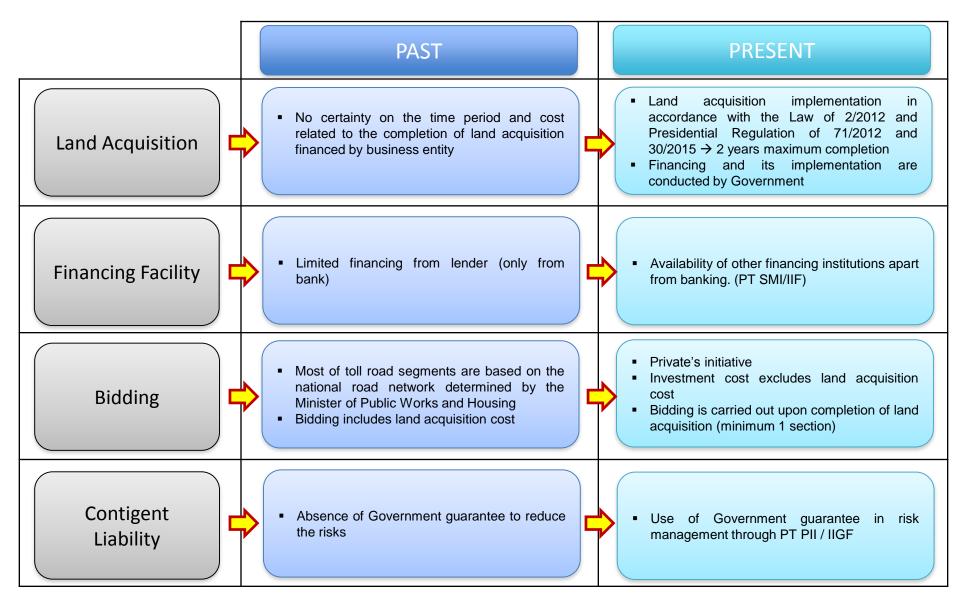


No	Type of Risk	Allocation					
140	Type of Kisk	Government	Toll Road Company				
1.	Land Acquisition *)						
2.	Engineering Planning						
3.	Toll Road Construction	(SBOT)					
4.	Operation and Maintenance						
5.	Tol Tariff						
6.	Traffic Volume						
7.	Law Amandment						
8.	Force Majeur						

^{*)} Law No. 2 Year 2012



CONSTRAINT AND EXPECTED CONDITION OF TOLL ROAD BUSINESS IN INDONESIA





PROCUREMENT PROCESS

1

Pre-Qualification (PQ) Process

Tender Process

2

- PQ process will be announced in national mass media (both in Bahasa and English).
- PQ criteria will be set out in the pre-qualification document.
- Participants who meet the requirement and eligible criteria will be announced as shortlisted bidders and will be invited to tender.
- Participants who meet the requirement and eligible will be announced as shortlisted bidders and will be invited to tender.
- Should there is one tender participant, the tender process will be conducted by negotiation after the Minister's approval.

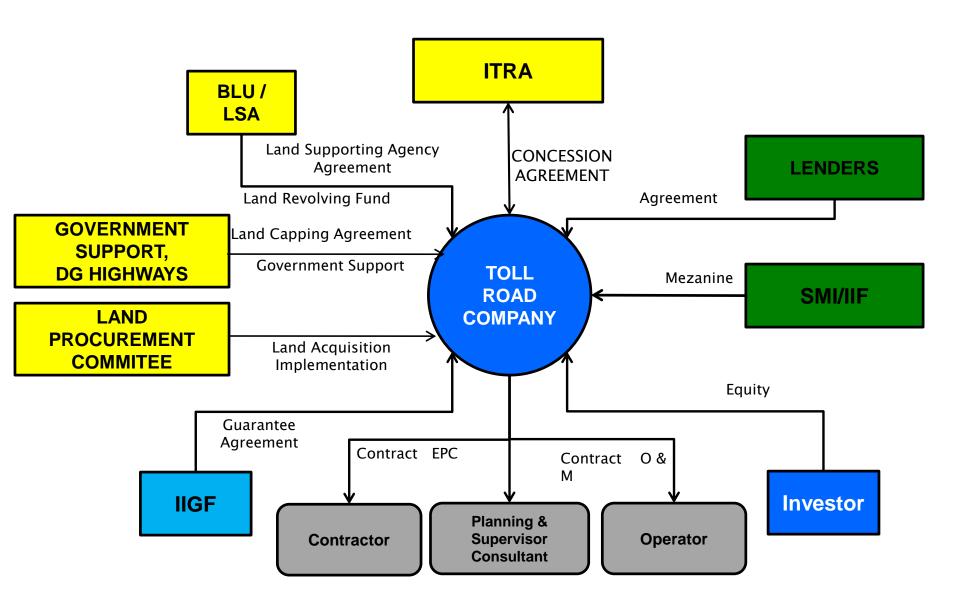
Evaluation Criteria For PQ

- 1. Compliance with submission requirements in the prequalification document and eligibility to participate in Indonesian PPP Procurement;
- **2. Financial capacity** to raise the required finance for the Project;
- Track record in financing, designing, constructing and operating projects similar to this Project, particularly in Indonesia and / or South East Asia and experience in fulfilling PPP projects.

Evaluation Criteria For Tender

Tender process are evaluated using two methods:

- 1. Lowest tariff; or
- 2. Lowest government support;



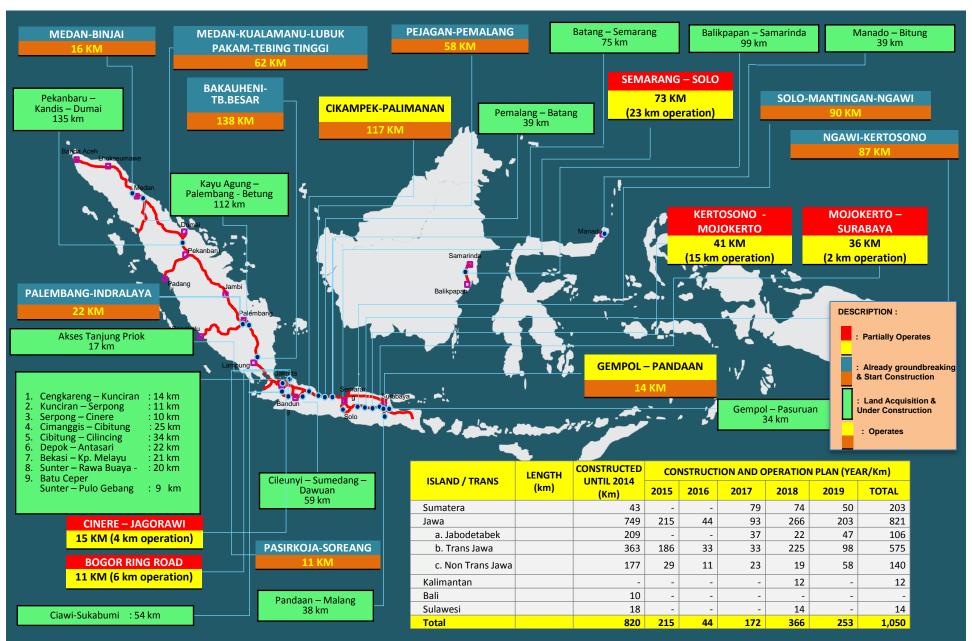


INDONESIA'S INFRASTRUCTURE FUND FUNDING STRUCTURE





TOLL ROAD OPERATION TARGET (MIDTERM 2015 – 2019)



TOLL ROADS MASTERPLAN



No	Toll Road	OPERATION	CONSTRUCTION	PROGRAM	TOTAL
140	Toli Rodu	(until June 2015)	(until 2019)	(2015 - 2025)	IOIAL
	SUMATRA ISLAND	43	496	2,301	2,865
	A. Trans Sumatra	43	346	2,451	2,840
	I. Main	43	324	1,681	2,048
	a. Banda Aceh-Medan		- 16	4 55	471
	b. Medan-Pekanbaru	43	3 197	335	575
1	c. Pekanbaru- Palembang		- 111	556	667
1	d. Palembang-Bakauheni		- 150	185	335
	II. Connector		- 22	770	792
	a. Tebing Tinggi-Sibolga			200	200
	b. Pekanbaru-Padang			240	240
	c. Palembang-Bengkulu		- 22	330	352
	B. Non Trans Sumatra			25	25
	JAVA ISLAND	878	950	988	2,815
2	A. Trans Java (Merak-Banyuwangi)	479	538	170	1,187
2	B. Jabodetabek	209	250	71	530
	C. Non Trans Java and Non Jabodetabek	189	162	747	1,098
3	KALIMANTAN ISLAND		- 99	-	99
4	BALI ISLAND	10	-	219	229
5	SULAWESI ISLAND	18	39	50	107
	TOTAL	948	1,584	3,583	6,115



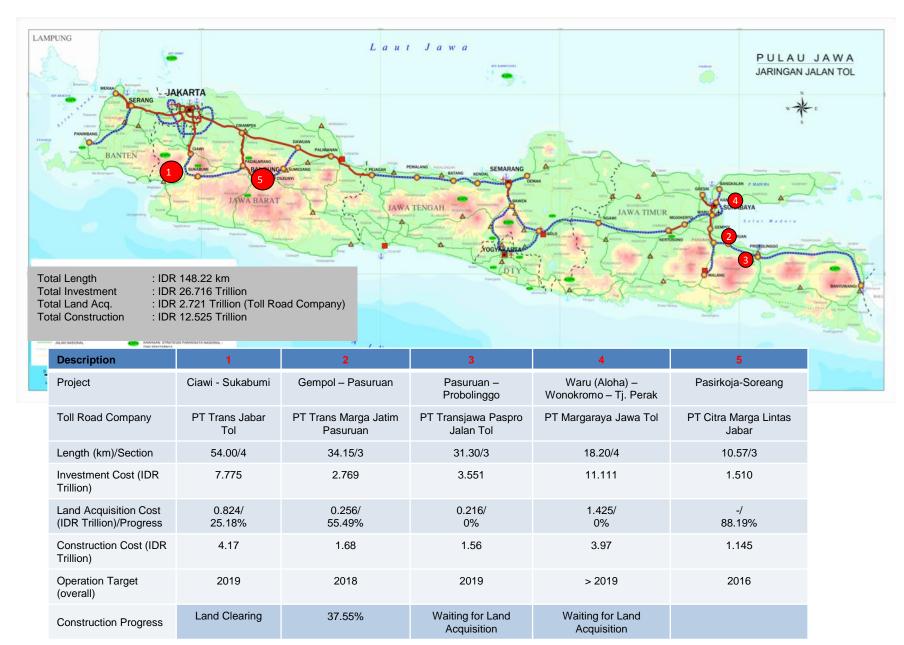
TRANS JAVA TOLL ROAD



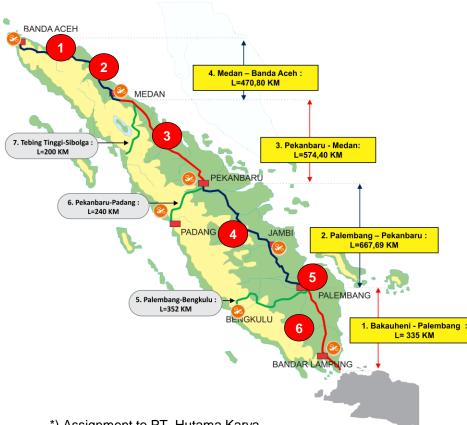
Description	1	2	3	4		5			6		7	8		
Project	Pejagan - Pemalang	Pemalang - Batang	Batang – Semarang*)	Semarang - Solo	Solo - Ngawi		Solo - Ngawi		Solo - Ngawi		lgawi - Ke	rtosono	Mojokerto-Jombang- Kertosono	Mojokerto - Surabaya
Toll Road Company	PT Pejagan Pemalang Tol Road	PT Pemalang Batang Tol Road	PT Marga Setiapuritama	PT Transmarga Jateng	PT Solo Ngawi Jaya		PT Solo Ngawi Jaya		PT Solo Ngawi Jaya		T Ngawi Ke Jaya		PT Marga Harjaya Infrastruktur	PT Marga Nujayasumo Agung
Length (km)/Section	57.50/4	39.20/2	75.00/5	72.64/5		90.10/4		87.02/4		' 4	40.50/4	36.27/5		
Investment Cost (IDR Trillion)	5.52	4.08	7.23	7.30	5.14		3.83			3.48	3.79			
Land Acquisition Cost (IDR Trillion)/Progress	1,026/42.04%	0,803/1.86%	1,575/20.17%**)	0,927/62.21%	1,778/90.24%			1,084/67	56%	0,485/90.95%	0,557/83.62%			
Construction Cost (IDR Trillion)	3.21	2.27	4.21	3.11***)	3.20		3.20 2.36		2.38	1.83				
Operation Target (overall)	2018	2018	2019	2019	2018			2018		2017	2017			
Construction Progress	17.58%	-	-	31.43% (Section I and II operated)	Total 15.20%	48%	TRC 6,15%	0%		TRC Preparation	66,10% (Section I Operated (Bandar- Jombang))	35,49% (Section IA Operated)		

						TE PROSE	Akses Tanjung Priok			
			Kab. Tangerang TOL MERAK - TANGER TELIK NAGA - SEDIYA Kenso		Kemayoran 4	Sunter 2 Melayu	Pulo Gebang	No Projec	t Length (Km)	Investmen t Cost (IDR. Billion)
			7 { TOURUN	2	6 TM	8	22	Semanan - Sunter	20.23	11,060
Remarks :	: Operation	10	3-6	TOUSEPONT - ON 3	Ps.Minggu			Sunter – Pu Gebang	lo 9.44	4,918
Total United	: Land Acquisition: Land Acquisition: Procurement Pre	Preparation	{	ANTASAN - DEP	7 4	5	SAMPLE - CHAMPER	Duri Pulo – Kampung Melayu	12.65	8,167
Total length Total investment Total land acquisition Total construction	: 232.92 Km : IDR 72.07 T : IDR 12.93 T (Toll : IDR 35.59 T	Road Company)	5	m /	TOL SACCRASES	25	7 1	Kemayoran Kampung Melayu	- 9.60	4,934
*) Land Acquisition Suppor	rt IDR 35 <mark>0 Billion</mark>	3	Z Z	1	9 040	and the same		Ulujami – Ta Abang	anah 8.70	6,114
Description	Description 1 2		3 4 5 6 7		7	Pasar Mingg Casablanca		5,981		
Project	Cengkareng – Batu – Ceper – Kunciran	Kunciran – Serpong	Serpong – Cinere	Cinere – Jagorawi	Cimanggis – Cibitung	Cibitung – Cilincing	Depok – Antasari	TOTAL Cawang – Kp. Melayu *)	69.77	41,174 Projects DKI Jakarta
Toll Road Company	PT Marga Kunciran Cengkareng	PT Marga Trans Nusantara	PT Serpong Cinere Jaya	PT Translingkar Kita Jaya	PT Cimanggis Cibitung Tollways	PT MTD CTP Expressway	PT Citra Waspphutowa	PT Kresna Kusuma Dyandra Marga	PT Marga Sarana Jabar	PT Jakarta Toll Road Development
Length (km)/Section	14.19/4	11.19/2	10.14/2	14.64/3	25.39/4	34.02/4	21.54/5	21.04/2	11.00/3	69.77/6
Investment Cost (IDR Trillion)	3,507	2,623	2,219	2,621	4,524	4,22	2,999	7,200	0,983	41,174
Land Acquisition Cost (IDR Trillion)/Progress	1.219/ 18.87%	0.989/ 27.65%	0.712/ 0%	0.930/ 63.71%	1.314/ 0.3%	0.288/ 10.56%	0.769/ 26.42%	0.449**/ 30.14%	0.983/ 61.76%	5.28/ 0%
Construction Cost (IDR Trillion)	1.34	0.76	0.88	1.11	1.61	2.50	1.46	4.78	0,53	20.62
Operation Target (overall)	2019	2019	2019	2018	2019	2019	2019	2019	2019	2021
Construction Progress	Waiting for Land Acquisition	Waiting for Land Acquisition	Waiting for Land Acquisition	39.55% (Section I Operated 3rd February 2012)	Waiting for Land Acquisition	Waiting for Land Acquisition	2.49%	5.08%	38.67% (Operation Section I 29 Nov 2011 and Section IIA 28 May 2014)	Waiting for Land Acquisition









*) Assignment to PT. Hutama Karya

**) Unsolicited Project

Total Length : 504,59 km

Total Investment Cost : IDR 56.417 Trillion

Total Land Acquisition Cost : IDR 3.712 Trillion (Government)

Total Construction Cost : IDR 35,591 Trillion

Description	1	2	3
Project	Medan – Binjai *)	Medan – Kualanamu – Tebing Tinggi	Pekanbaru – Kandis – Dumai *)
Toll Road Company	PT. Hutama Karya	PT. Jasamarga Kualanamu Toll	PT. Hutama Karya
Length (km)/Section	16.72 / 3	61.70 / 6	135.00 /-
Investment Cost (IDR Trillion)	1.604	4.072	17.347
Land Acquisition Cost (IDR Trillion)/Progress	495/ 70%	441/ 85.98	974/ 7.72%
Construction Cost (IDR Trillion)	1.294	1.759	9.532
Operation Target (overall)	2018	2017	2019
Construction Progress	1.28%	7.27%	Preparation
Description	4	5	6
Project	Palembang – Indralaya *)	Kayu Agung – Palembang – Betung **)	Bakauheuni – Terbanggi Besar *)
Toll Road Company	PT. Hutama Karya	PT Sriwijaya Markmore Persada	PT. Hutama Karya
Length (km)/Section	24.48 / 3	111,69 / 3	155,00/ 3
Investment Cost (IDR Trillion)	3.301	14,435	16,795
Land Acquisition Cost (IDR Trillion)/Progress	205/ 48.74%*)	450/ Section I 100%	1.196/ 0,19%
Construction Cost		0.040	40.000
(IDR Trillion)	2.631	9.843	12.220
	2.631 2018	9.843 2018	2019



ONGOING AND UPCOMING PROJECTS (READY TO OFFER)



No.	1	2	3	4	5	6	7
Project	Serpong-Balaraja *) **)	Manado-Bitung *)	Balikpapan-Samarinda *)	Pandaan-Malang *)	Cileunyi-Sumedang- Dawuan	Panimbang-Serang	Batu Ampar-Muka Kuning-Bandara Hang Nadim
Length (km)/Section	30.00/ 3	39.00/ 2	99.02/ 5	37.62/ 3	58.50/ 6	83.90/ -	25.00/ -
Investment Cost (IDR Trillion)	5,177	8,745	13,086	2,968	10,033	6,738	2,200
Land Acquisition Cost (IDR Trillion)/Progre ss	1,751/ Section I : 85%	1,200/ Section 88.92%	1,200/ 85%	294/ 22.35%	1,295/ 31.28%	1,006/0%	-/-
Status	On tender process	PQ finished	PQ Evaluation	PQ Evaluation	Tender Preparation	Tender Preparation	Tender Preparation

Project Background

- Malang is the second largest cities in East Java Province after Surabaya. The city is a tourist destination visited by many residents of East Java. Malang connects the eastern and southern regions of East Java and Surabaya (the capital city of East Java Province).
- To the north, Malang directly adjacent to Pasuruan which is administratively Pandaan included in its territory. Population mobility between Malang and Pandaan is quite high due to the access between a location nearby and fairly easy.
- Pandaan is one of the industrial area in East Java. To encourage and support the development of economy and industry in East Java, it needs adequate infrastructure support.

Project Brief

- The Pandaan-Malang toll road will connect Pandaan and Malang in East Java Province. Due to the recent increase in economic activity, regional development, and consequent increase in traffic, the need for this toll road network has become urgent.
- The toll road route runs across three administrative areas Pasuruan Regency, Malang Regency and Malang Municipal. The planned toll road is parallel with the existing national road, starting from Pandaan going southward to Purwosari, Purwodadi, Lawang, singosari, Karanglo, and ends at Malang;
- The toll road will connect to Surabaya Gempol and Gempol Pandaan that has been operated.

Project Objective

- To Improve and strengthen the road network in East Java Province, Surabaya Malang section
- To Support development projects in the Surabaya Malang corridor
- To Promote the expansion of urbanization and industrialization in the region; and
- To Handle heavy traffic and cargo movement outside the urban area along the route
- To serve the huge commuter movement from Surabaya to Malang

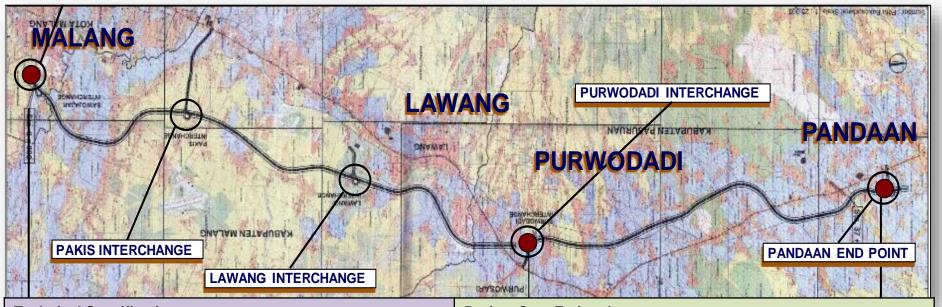


PANDAAN – MALANG TOLL ROAD:





PANDAAN – MALANG TOLL ROAD : PROJECT SPECIFICATION



Technical Specification

Length : 37.62 km
Design Speed : 120 km/hour

Number of lane : 2 x 2 lane (initial) 2 x 3 lane (final)

Lane width : 3.6 m
Outer Shoulder Width : 3.0 m
Inner Shoulder Width : 1.5 m

Median Width : 9.7 m (including inner shoulder)

Number of Interchange : 5 Interchange (Sawojajar, Asrikaton, Pakis, Lawang, Purwodadi)

Number of overpass : 16 overpass Number of underpass : 23 underpass

Traffic Volume Estimation

Traffic Volume : 23,850 vecs/day (2017)

Land Acquisition Progress : 22.35%

(Funded by National Budget)

Project Cost Estimation

Investment Cost : IDR 2,968 Billion (USD 228.45 Million)
Land Acquisition Cost : IDR 294 Billion (USD 22.63 Million)

FIRR : 16.78 % Concession Period : 35 years

Project Implementation

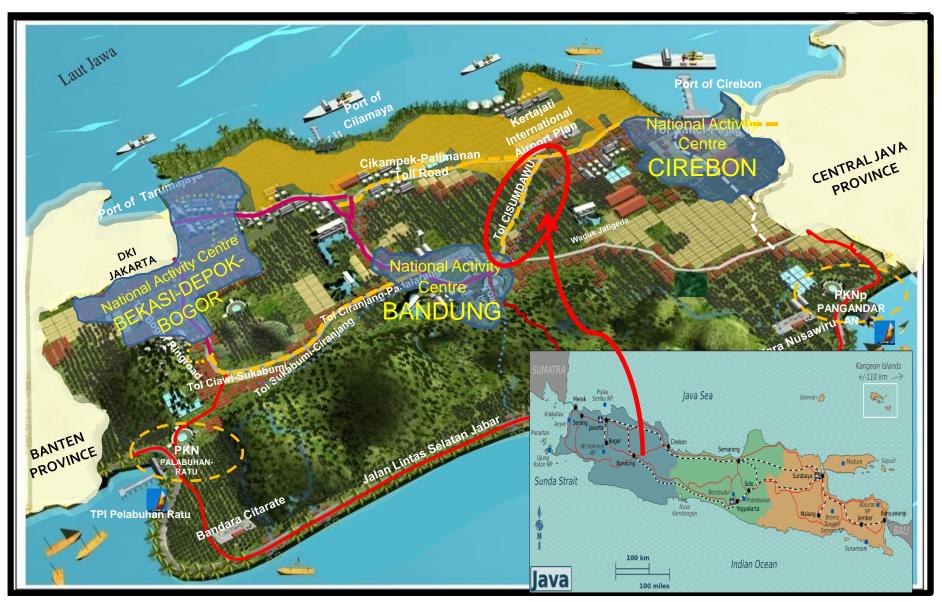
Project Preparation : 2013-2015

Tender

Project Construction : 2 years Operation (year) : 2018

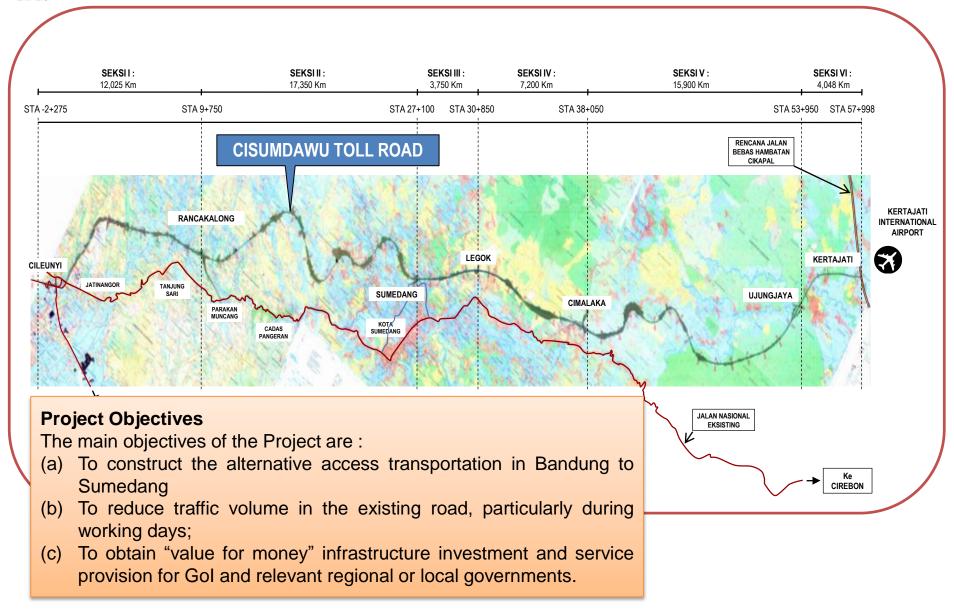


CISUMDAWU: PROJECT LOCATION





CISUMDAWU: PROJECT OBJECTIVES





LAND ACQUSITION (by GOVERNMENT)

LAND ACQUSITION (by JASA SARANA)

Private's Portion (30.89 Km)

Government Portion (29.37Km)

CONSTRUCTION COST

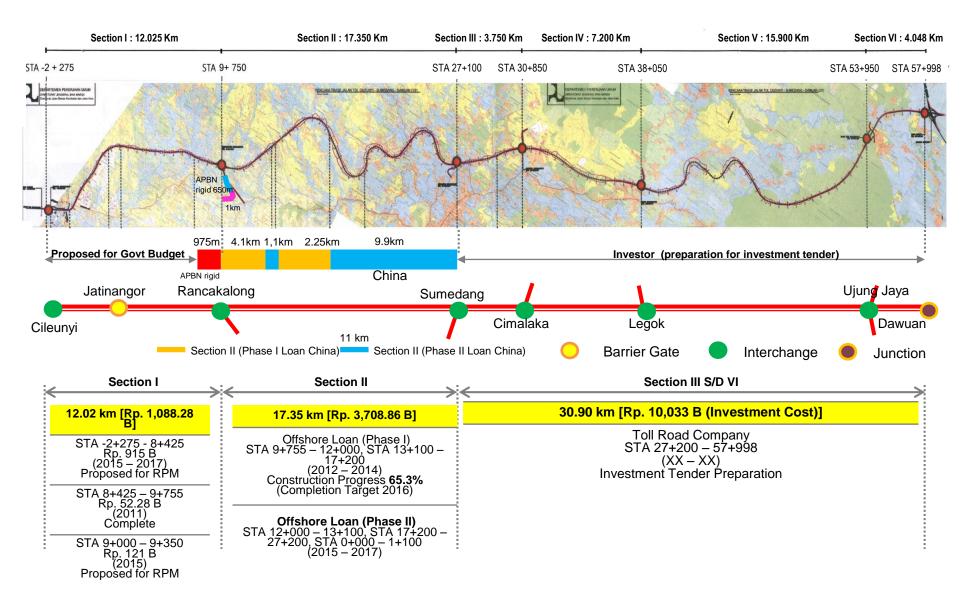
OPERATION (BY PRIVATE)

Elements	Characteristics				
Length	58.50 Km				
Design Speed	100 Km/hr				
Number of lane	2x2 lanes (start), 2x3 lanes (final)				
Lane width	3.6 m				
Outer Shoulder width	3.0 m				
Inner shoulder width	1.5 m				
Median width	13 m				

Elements	Characteristics
Land Acquisition Cost	IDR 1,295 Billion (USD 99.68 Million)
Investment Cost	IDR 10,033 Billion (USD 772.24 Million)
FIRR	11.07% (Without Government Support)
Concession Period	35 Years
Land Acquisition Progress	Section I (Cileunyi – Tanjungsari): 27.41 %, Section II (Tanjungsari-Sumedang): 80.39%, Section III (Sumedang – Cimalaka): 45.68%, Section IV (Cimalaka-Legok): 0%, Section V (Legok – Ujung Jaya): 0%, Section VI (Ujung Jaya – Kertajati): 0% Total: 28.18%
Construction Progress	Section I (Cileunyi – Tanjungsari) : 8.06% %, Section II (Tanjungsari-Sumedang)
(Government Portion)	: 3.74% Total 5.51%
Construction period	± 2 Years (2018-2019)
Operation (year)	± 2018 (Partial)

CILEUNYI-SUMEDANG-DAWUAN TOLL ROAD WEST JAWA





CILEUNYI-SUMEDANG-DAWUAN TOLL ROAD WEST JAWA



TECHNICAL DATA PARAMETER DESCRIPTION Length 58,50 Km Design speed 80 Km/hr 2x2 lanes (initial), Number of lane 2x3 lanes (final) Width of lane 3.6 m Outer shoulder 3.0 m width Inner shoulder 1.5 m width Median 13 m

FINANCIAL DATA							
PARAMETER	DESCRIPTION						
Investment Cost	Rp 10,033 M						
Land Acquisition Cost	Rp 1,295 M						
FIRR	11.07%						
Consession Period	35 years						
Tariff (Gol. I, 2017)	Rp 800 /Km						
Construction Progress	8.42 km (Section I & II)						
Construction Period	2 years (2014-2016)						
Operation Target	2019						

OFFSHORE LOAN

LOAN CONTRACT INFORMATION (Section II Phase I)

• Contractor : Shanghai Construction Group Co. Ltd.

Consortium of WIKA-WASKITA Jo.

• Contract Value : Rp. 1,102,025,742,503

• Length : 6.35 km

• Date of contract : 8th November 2011

• Completion : 26th November 2015 (planned to be

extended until March 2016)

• Government budget: Rp.110.2 B (loan companion fund)

• Progress : 65.3 %

TOLL ROAD INVESTMENT PROJECT STATUS

- Supported Build Operate Transfer (SBOT),
- Exertion (part of construction, O&M) by Toll Road Company
- Under pregualification process

Land Acquisition Progress

Section I (Cileunyi-Ranca Kalong),12.025 Km : 31.56% Section II (Ranca Kalong-Sumedang),17.35 Km : 89.03% Section III (Sumedang-Cimalaka), 3.75 Km : 40.88% Section IV (Cimalaka-Legok), 7.2 Km : 1.36% Section V (Legok-Ujung Jaya), 15.9 Km : 0% Section VI (Ujung Jaya-Dawuan), 4.048 Km : 0% Total : 31.28%

Whole government budget : Rp. 90 B

LOAN CONTRACT INFORMATION (Section II Phase II)

Loan China from CEXIM

Contractor : MCC-WIKA-Nindya Karya-Waskita

Karya Jo.

• Contract value : Rp. 3.485.999.660.965

• Length : 11 km

Notive to award : 21st Agustus 2015
 Date of contract : 15th September 2015

• Completion target: 2018 (3 years of construction period

since Instruction to Work)

• Government budget: Rp. 348. 6 B (loan companion fund)

• Progress : 0%

- Government facilitating land availability before the start of toll construction;
- Government is committed to continuously improve the PPP scheme;
- PPP scheme with Government support is more viable, such as Government support for land acquisition and part of the toll construction.

THANK YOU

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