

New Priok Container Terminal One

Success of Indonesian PPPPorts Project

13 June 2018

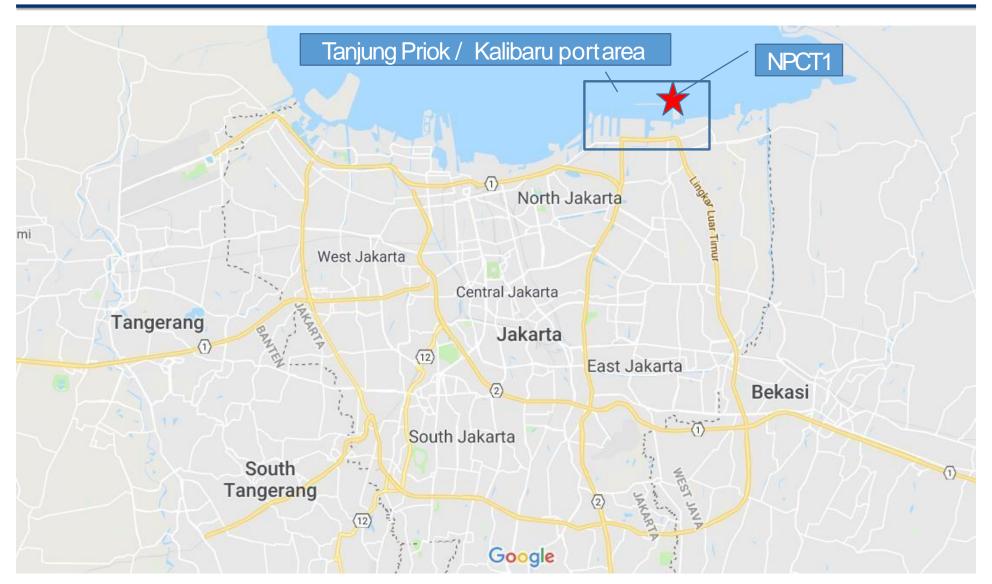


Background

- Tanjung Priok Port handles more than 50% of the international container throughput in Indonesia (6 m++TEU/year).
- Existing terminals had been operating at over 95% of capacity overthe past years.
- There was urgent need to buildnew and efficient container terminals to handle more volume with largerships.
- The President of Indonesia decided to launch the New Priok Development Project (Presidential Decree No. 36 of 2012 dated 5 April 2012).
- PTNew Priok Container Terminal One (NPCT1) is the first phase of New Priok Development Project, commenced its operation on 18 August 2016.

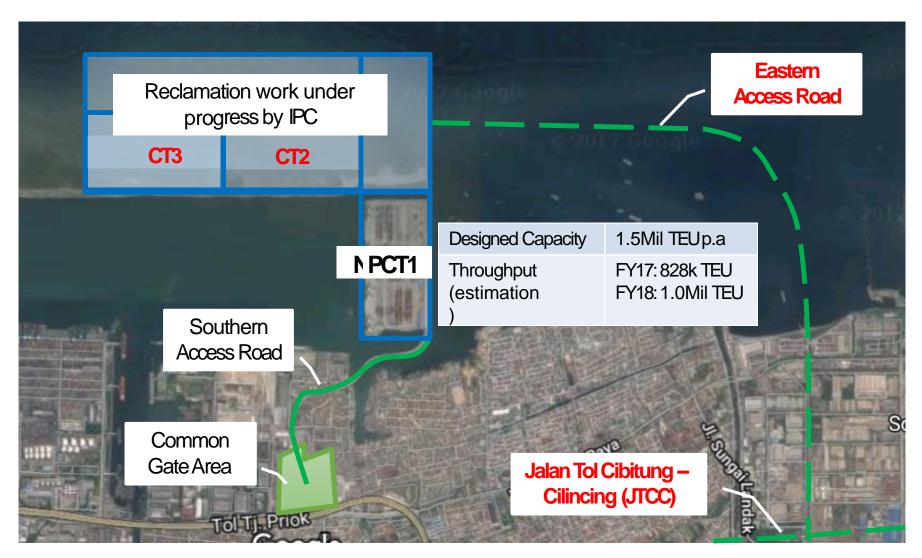


NPCT1 Location





New Priok Development Project Overview





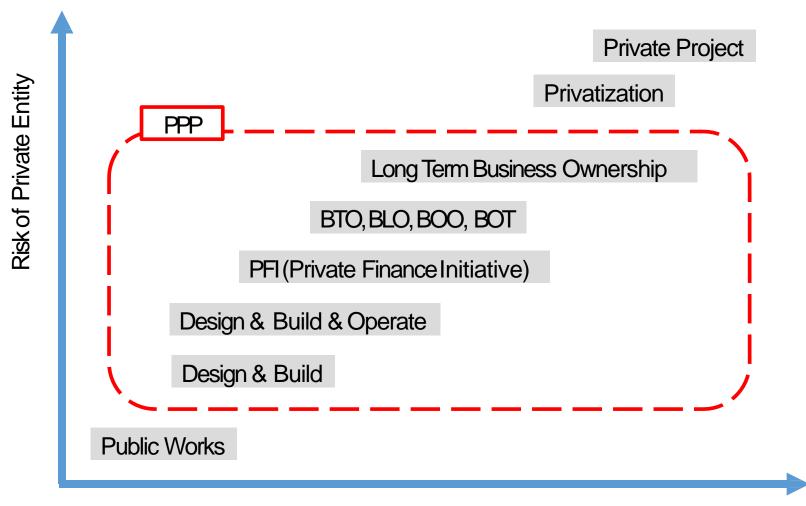
Project Chronicles and NPCT1 Startup Milestone

Chronicles	Who	When
Master Plan	Indonesian and Japanese Gov	2011 ~
Feasibility Study (incl. Biz structure)	Indonesia Ports Corporation ("IPC")	Mid / 2012 ~
CT1 Operator Tender	IPC	Beg/ 2013~
Terminal Construction (infrastructure)	IPC	Beg/ 2013~End/2015
Contract	IPCand Foreign Shareholders	Mid / 2014
Terminal Construction (superstructure)	NPCT1	Beg/ 2015 ~ Mid / 2016





Positioning of PPP



Involvement of Private Entity



Types of PPP

Responsibility		Cas	se1	Ca	se2	Ca	se3	Ca	ase4	Ca	se5
		Public	Private *1	Public	Private						
Master Plan / Co	oncession	~		✓		✓		~			✓
Construction	Infrastructure	✓		✓		✓		✓			✓
	Superstructure	✓		✓		~			✓		✓
	Equipment	✓		✓		~			✓		~
Ownership	Land	✓		✓		~		~			✓
	Infrastructure	✓		✓		~		✓			✓
	Superstructure	✓		✓		~			✓		✓
	Equipment	✓		✓			~		✓		✓
Operation		✓			~		✓		✓		✓

Case1	Case2	Case3	Case4	Case5
South Africa, Israel, small ports, etc	Japan, etc	·	ope, US, Hong Kong, nem Chabang, India,	



Structure of NPCT1 Project - PPP/BOT

Ministry of
Transportation /
Port Authority

IPC

Concession

Construction & Operation Agreement

NPCT1 (JV of IPC and Foreign Shareholders)

	Public (IPC)	Private (NPCT1)	
Master Plan / 0	Master Plan / Concession		
Construction	Terminal & Concession Area Infrastructure (dredging, access road, etc.)	~	
	Superstructure (office bldg., workshop, terminal gate, etc.)		~
	Equipment (Quay Crane, Yard Crane, Prime Movers, etc.)		~
Ownership	Terminal	~	
	Concession Area Infrastructure	~	
	Superstructure		✓
	Equipment		~
Operation			✓



Key to Success

- Clear segregation of responsibility between Public and Private
- Risk vs Reward among Public and Private is well balanced
- Joint / close progress monitoring



Successful Role Sharing

IPC

- Local Authorities / Regulators
- Global Marketing

Foreign Investors

- Operation / IT
- Commercial
- Finance
- Administration



Shareholding Structure



IPC:

- 100% Indonesian Government owned enterprise.
- The largest port operator in Indonesia with 12ports located in the fastest growing provinces, including Tanjung Priok, the primary gateway port to Jakarta













NPCT1 Overview

Commencement Date	18 Aug 2016
Operation	24/7
Designed Capacity	1.5Mil TEU
Berth Length	850m
Size / Space	32Ha
Depth	16m
Maximum Vessel Size	Post New Panamax (LOA: 400m, Vessel Capa: 14,000TEU)
Quay Crane	8 QCs
Yard Crane	20 RTGs (4 additional RTGs will be delivered in 2019)

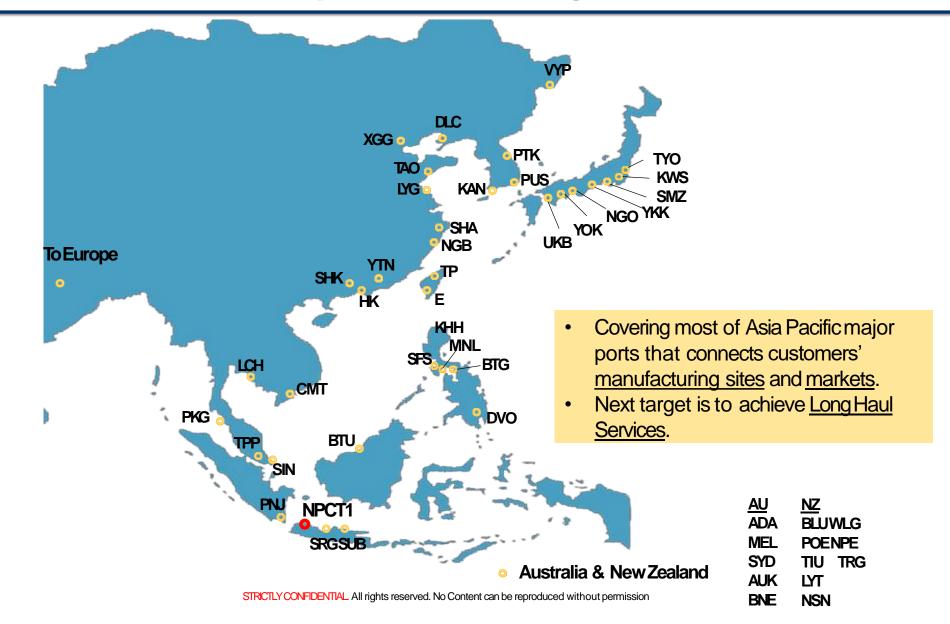


NPCT1 Location and Hinterland Access





Weekly Service Calling Ports





We Care Safety and Security at Terminal



Clear Visitor Protocol for Security



Strict requirement to wear Personal Protective Equipment on all mandatory Area



Emergency Response Team (ERT) supported by own Fire Engines



Security Terminal Gate Screening (unauthorized personnel, weapons, etc.)



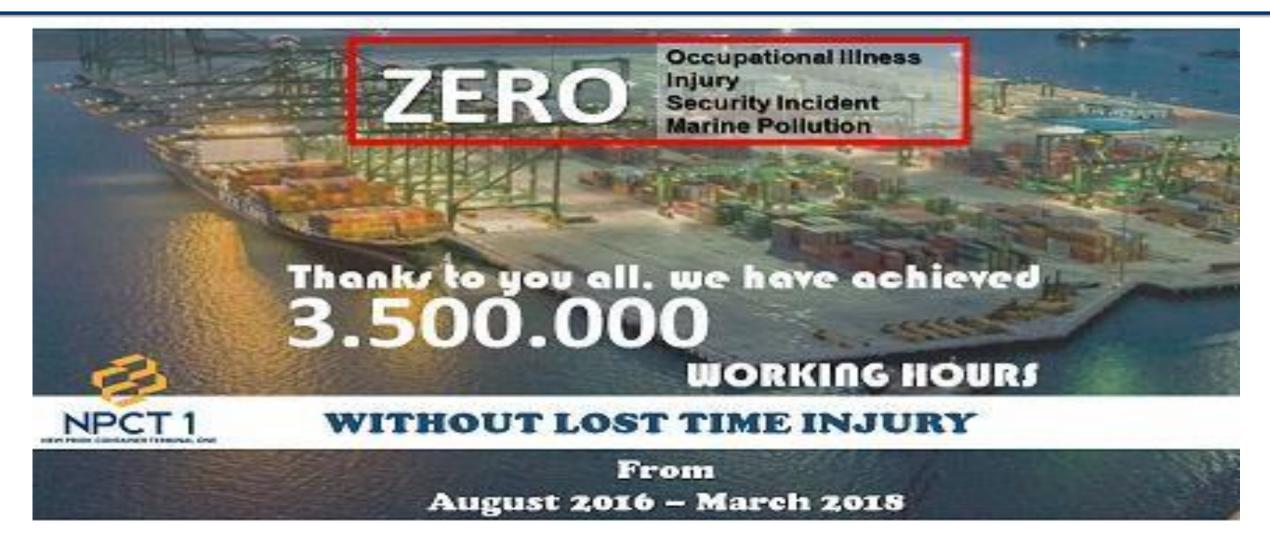
Provide Safety Induction and Flyer/Brochure for Haulier Safety Protocol



Regular Security Patrol at Yard



We Care Safety and Security at Terminal





Thank You!

