



NUSANTARA
Capital City of Indonesia

MARKET BRIEFING SMARTCITY I
FUNDING SCHEME & PROCESS
FOR
SMART POLE AND EV CHARGING STATION (SPKLU)

Insyafiah

Director of Funding, Nusantara Capital Authority

04 MARCH 2024

CONTENT

1. SMART POLE – B2B

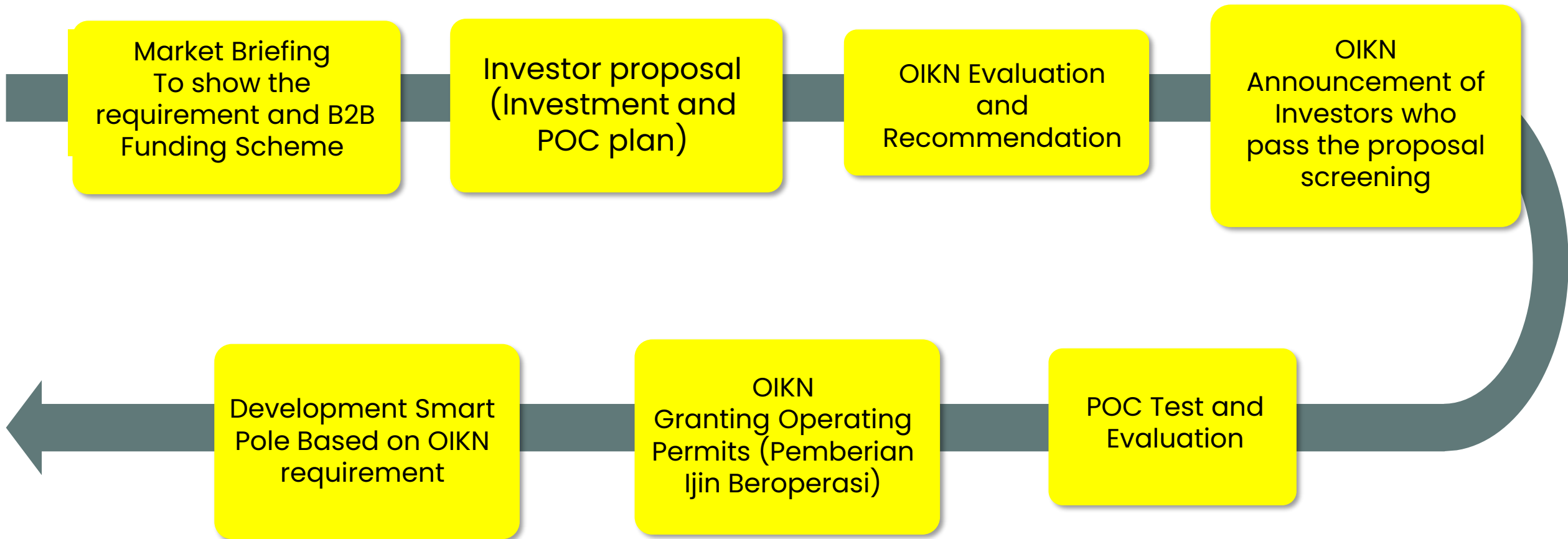
2. SMART POLE – PPP UNSOLICITED (AP)

3. EV CHARGING STATION (SPKLU) – B2B

01

SMART POLE – B2B

Smart Pole B2B - Process / Governance



Smart Pole B2B - Indicative Timeline

SMART POLE – B2B	2024																				2025		
	MAR				APR				MAY				JUN				JUL				AUG - DEC	JAN-JUN	JUL-DEC
	W2	W3	W4	W5	W1	W2	W3	W4	W1	W2	W3	W4	W1	W2	W3	W4	W1	W2	W3	W4	W1-W4	W1-W4	W1-W4
1 Market Briefing	█																						
2 Investor proposal (Investment and POC plan)		█	█	█																			
3 Evaluation and Recommendation				█	█																		
4 Announcement of Investors who pass the proposal screening				█																			
5 Preparation for POC test					█	█	█	█	█	█													
6 POC Test and Evaluation								█	█	█	█												
7 Granting Operating Permits (Pemberian Ijin Beroperasi)									█	█													
8 Preparation for 29 Smart Poles										█	█	█											
9 Development 29 Smart Poles											█	█	█	█	█	█	█	█	█	█			
10 Development Next 60 Smart Poles																					█	█	█
11 Development Next 222 Smart Poles (2025 onward)																						█	█

Highlight:

- ✓ Deadline for submission of investor proposals – **Friday, 22 March 2024** Time: 11:00 PM (GMT+7)
- ✓ 29 smart poles integrated before end of Jul 2024
- ✓ All smart poles location based on OIKN design
- ✓ All POC smart poles will keep at least 3 months after Grant Operating Permits announcement
- ✓ Investor who have the Granting Operating Permits, can buy the POC smart pole other investor

 **29 smart poles integrated**

Smart Pole B2B - Investor Proposal

Document should be submitted:

- Non-Disclosure Agreement (NDA): *signed and stamped*
- Letter of Confirmation (LOC): *signed and stamped*
- Company Profile: *signed or stamped*
- Annual Financial Reports for the last 3 (three) years which have been audited by a Public Accountant including Financial Report summary: *signed or stamped*
- Experience Project for Smart Pole: *signed or stamped*
- Investment Interest Proposal: *signed or stamped*
- Technical Design and Solution, POC Proposal and Standardization: *signed or stamped*

Submission

- Softcopy: on Friday, 22 March 2024, Time 11.00 PM (GMT+7)
 - insyafiah@ikn.go.id
 - hariandjaenb@gmail.com
- Hardcopy: postmarked by Saturday, 23 March 2024
 - To: Ibu Insyafiah
Director of Funding NCA (OIKN)
Menara Mandiri Building 2, 17th floor,
Jl. Jendral Sudirman, Kav.54-55, Senayan,
Kecamatan Kebayoran Baru, Kota Jakarta Selatan,
Daerah Khusus Ibukota Jakarta (12190), Indonesia

Smart Pole B2B - Selection Criteria for Investor

- Legality Compliance
- Financial Ability

Total assets for each fiscal year during 2 (two) out of the last 3 (three) years $> 0.75x$ total estimated capital expenditures for the Project.

Total net worth for each fiscal year during 2 (two) out of the last 3 (three) years $> 1.5x$ total estimated equity for the Project.

Current ratio > 1 for each fiscal year in 2 (two) out of the last 3 (three) years.

Total EBIT > 0 for each fiscal year during 2 (two) out of the last 3 (three) years.

Total/Ending Balance cash flow > 0 for each fiscal year during 2 (two) out of the last 3 (three) years.

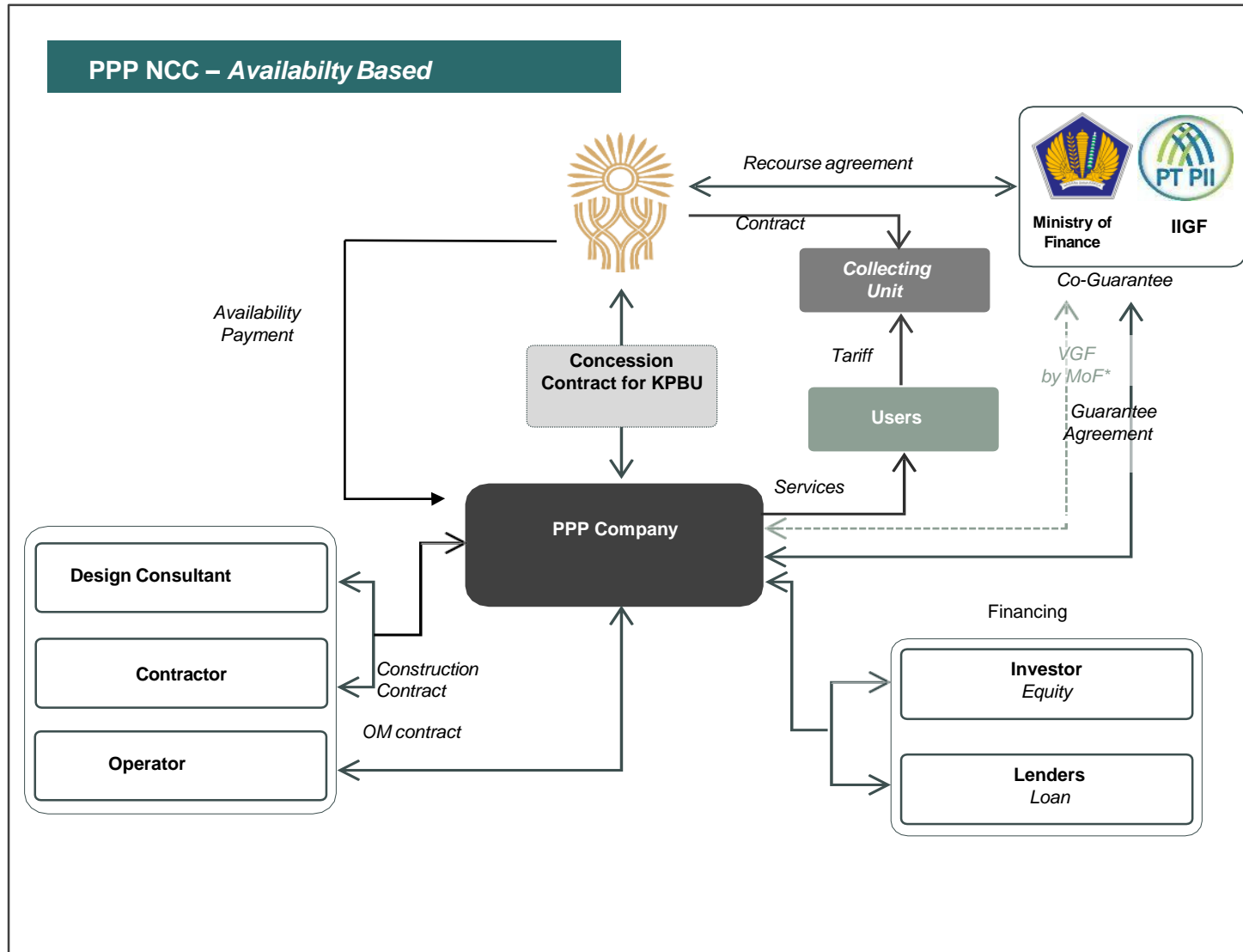
Gearing ratio < 3 for each fiscal year in 2 (two) out of the last 3 (three) years.

- Investment Interest Proposal
- Technical Design and Solution Proposal

02

SMART POLE – PPP UNSOLICITED (AP)

Smart Pole PPP Unsolicited – Project Structure

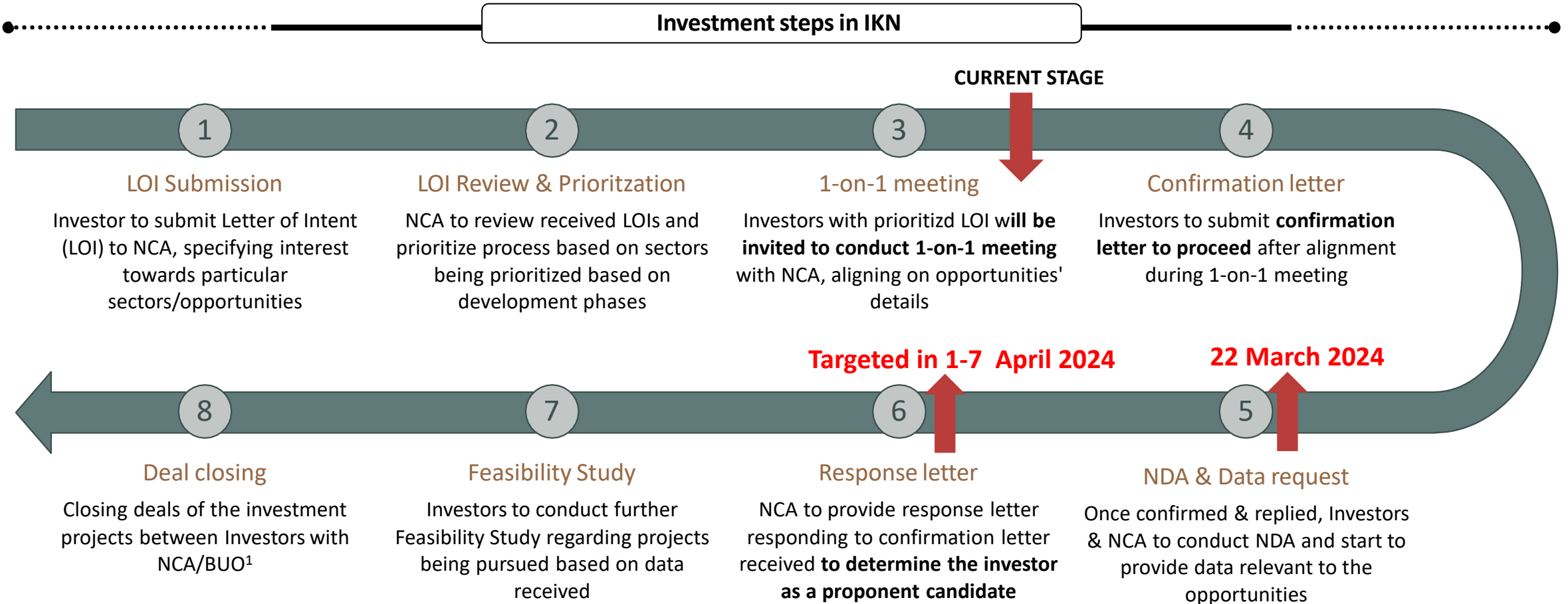


Project Structure Key Highlights

- OIKN will become the Government Contracting Agency and off-taker for any services delivered by the projects
- Project return will be paid through availability payment scheme
- The proposed timeline for this modality will be 2025 onwards
- For PPP project, it would be eligible for government guarantee under IIGF and MoF

Smart Pole PPP Unsolicited – Process / Governance

Investing in Nusantara follows 8 steps process – that can be further specified depending on investment schemes being pursued



Smart Pole PPP Unsolicited - Indicative Timeline

		2024										2025					
		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN to DEC
		SMART POLE - PPP Unsolicited (AP)															
Stage-1	1	Market Briefing	█														
	2	Proposal and Evaluation Process for the prospective initiating Investors	█														
	3	Penetapan Pemrakarsa (Determination of the prospective initiating Investor)		█													
	4	FS Development		█	█	█											
	5	Development Show Case 29 Smart Poles				█	█										
	6	Request project development facility to MOF		█	█												
	7	PDF Contract				█											
	8	FS Completion & Review with FPP Team					█	█									
Stage-2	9	Tender Preparation					█	█									
	10	Pelaksanaan Tender (Bidding Tender)							█	█							
	11	Pemenang Tender (Winning Bidder)								█							
	12	Preparation for Development Smart Pole									█	█	█				
	13	Development Smart Poles												█	█	█	█
	14	Migration 29 Smart Poles (Show Case)													█	█	

Highlight:

- ✓ Deadline for submission of investor proposals – **Friday, 22 March 2024** Time: 11:00 PM (GMT+7)
- ✓ Winner Announcement – 1-7 April 2024

STAGE 1 : FS + SHOW CASE (POC)

- Feasibility Study for : (311 smart poles)
 - Kajian Hukum (Legal Study)
 - Kajian Teknis (Technical Study)
 - Kajian Lingkungan & Sosial (Environmental & Social Study) - AMDAL
 - Kajian Ekonomi & Financial (Economic & Financial Study)
 - Kajian Resiko (Risk Assessment)
 - Bidding Tender document
 - Scheme Modality Form
 - Outstanding Issue and Action Plan
 - Summary FS Reporting

- **SHOW CASE**
 - SHOW CASE (29 smart poles) => Jul 2024

STAGE 2: (Jan-Dec 2025)

- Migration 29 smart poles (POC) integrated from Kemenko to OIKN Office
- Development 282 smart poles in 2025 onward

Investor Who Do Feasibility Study (FS) Development +Show Case

- **DISADVANTAGE:**
 - No Commercial Benefit on the FS project+Show Case (POC)
 - No Commitment/No Warranty as winner for new bidding (stage-2)

- **ADVANTAGE:**
 - Fully understand the project requirement, can provide better best offering (technical and commercial solution)
 - Bonus addition 10% at criteria investor selection ranking
 - If the offering financial bigger than other investor candidate, have a option right to match to the benchmark of the lowest offering

Smart Pole PPP Unsolicited - Investor Proposal

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- Experience Project for smart pole: *signed or stamped*
- Investment Interest Proposal: *signed or stamped*
 - Feasibility Study Development
 - Show case (29 smart poles)
 - 282 smart poles Expansion on 2025 include opex (connectivity and manage service)
 - Migration of 29 smart poles integrated from Kemenko to OIKN Office include opex (connectivity and manage service)
- Technical Design and Solution Proposal and Standardization: *signed or stamped*

Submission

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Smart Pole PPP Unsolicited - Selection Criteria for Investor

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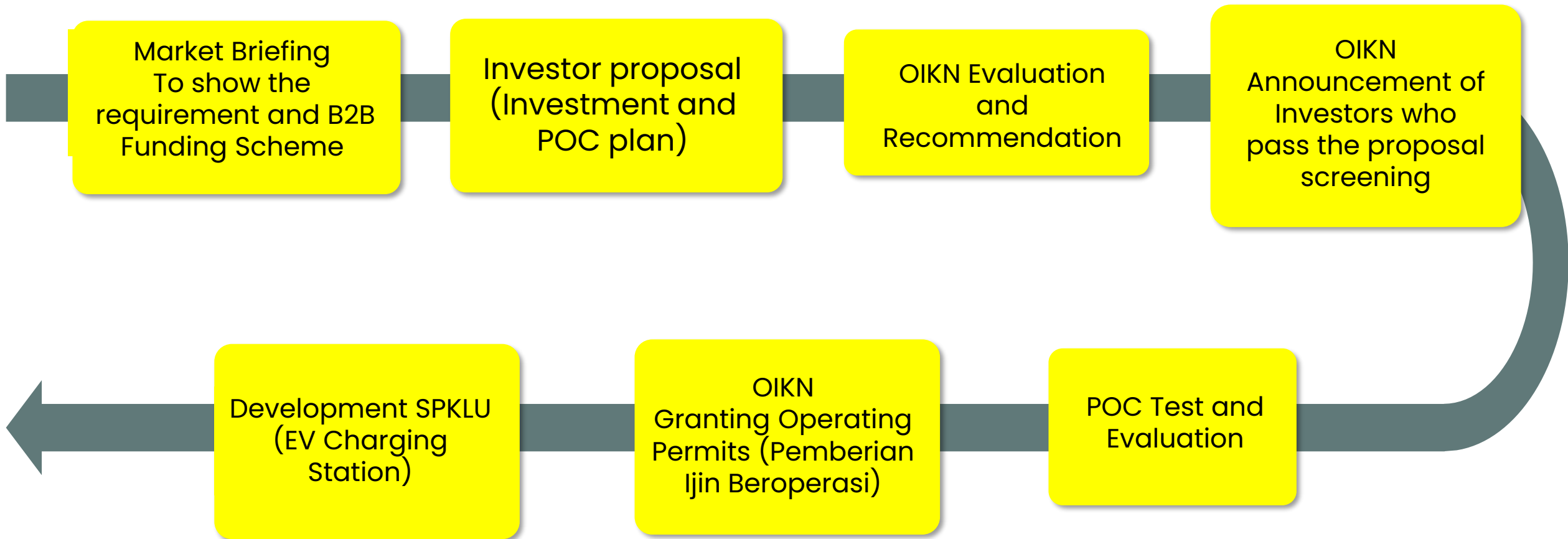
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- Investment Interest Proposal
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03

EV CHARGING STATION (SPKLU) – B2B

SPKLU B2B - Process / Governance



SPKLU B2B - Indicative Timeline

SPKLU (EV CHARGING STATION) – B2B	2024																			
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1 Market Briefing	█																			
2 Investor proposal (Investment and POC plan)		█	█																	
3 Evaluation and Recommendation				█	█															
4 Announcement of Investors who pass the proposal screening					█															
5 Preparation POC Test						█	█	█	█	█	█									
6 POC Test and Evaluation									█	█	█	█	█							
7 Granting Operating Permits (Pemberian Ijin Beroperasi)											█	█	█	█	█					
8 Development SPKLU (EV Charging Station)													█	█	█	█	█	█	█	█

Highlight:

- ✓ Deadline for submission of investor proposals – **Monday, 18 March 2024** Time: 11:00 PM (GMT+7)
- ✓ Grant Operating Permits apply on IKN area and no special zone arrangement or limitation
- ✓ Electricity source will be provide by PLN as owner WILUS of Electricity
- ✓ Investor who have the Granting Operating Permits:
 - ✓ can do B2B with OIKN, PLN, The owner of Persie/Apartment/Housing complex/Private Business;
 - ✓ should report to OIKN to get approval for apply on new investment location; OIKN should do monitoring & controlling for demand vs supply. OIKN have a right to refuse the request if demand < supply.
- ✓ OIKN have a right to process new investors if the current investor cannot support the current investment requirement

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- Investment Interest Proposal: *signed or stamped*
- Technical Design and Solution, POC Proposal and Standardization: *signed or stamped*

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- Investment Interest Proposal
- Technical Design and Solution Proposal

Terima Kasih

“Some people make things happen,
some watch things happen,
while others wonder what has happened.”

Eleanor Roosevelt

Contact Us



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