



**NUSANTARA**  
Capital City of Indonesia

**MARKET BRIEFING SMARTCITY I**  
**FUNDING SCHEME & PROCESS**  
**FOR**  
**ICCC AND DATA CENTER**

**Insyafiah**

Director of Funding, Nusantara Capital Authority

04 MARCH 2024



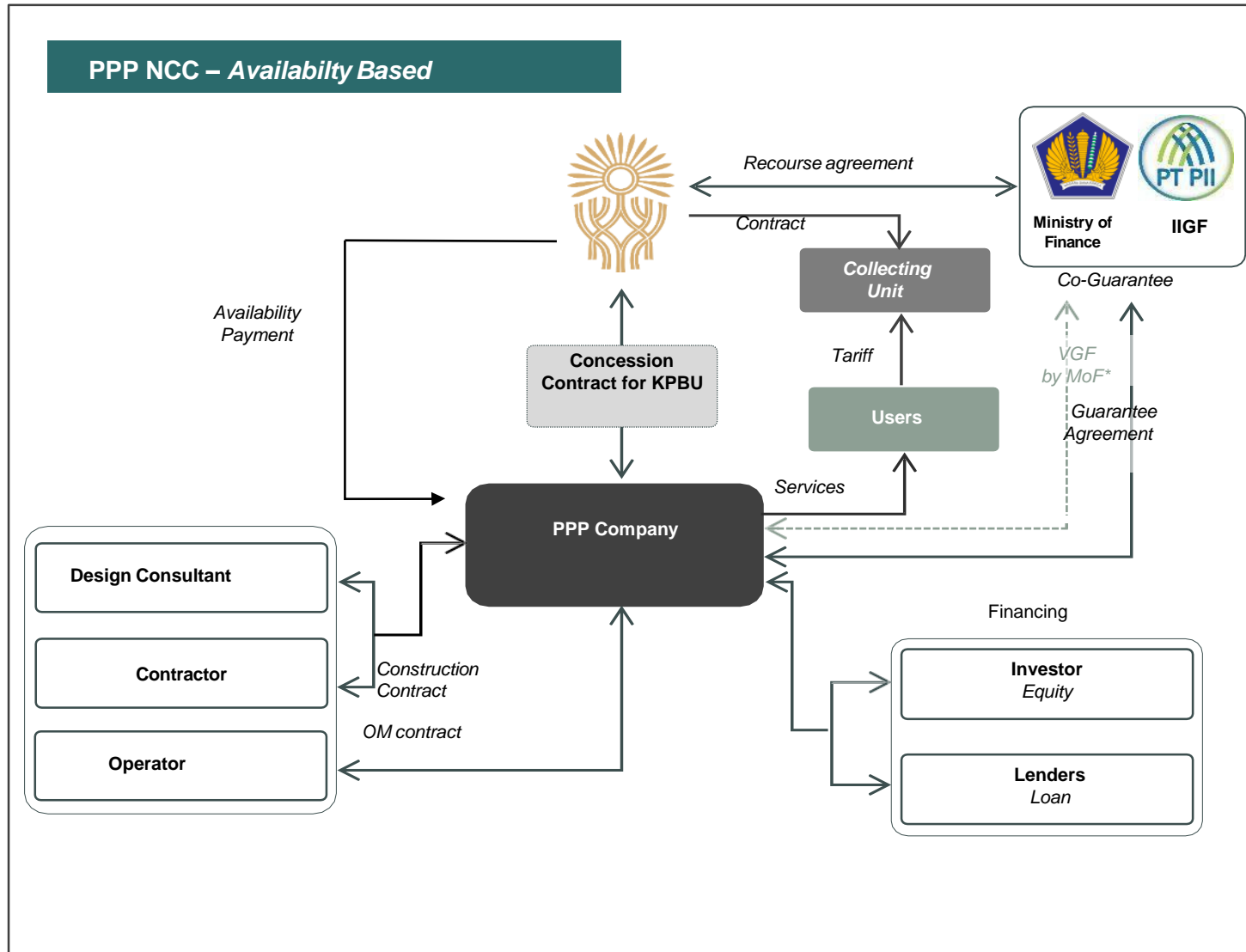
**1. ICCC (INTEGRATED COMMAND CONTROL CENTER) – PPP UNSOLICITED (AP)**

**2. DATA CENTER – PPP UNSOLICITED (AP)**

01

**ICCC (INTEGRATED COMMAND CONTROL CENTER)  
– PPP UNSOLICITED (AP)**

# ICCC PPP Unsolicited – Project Structure

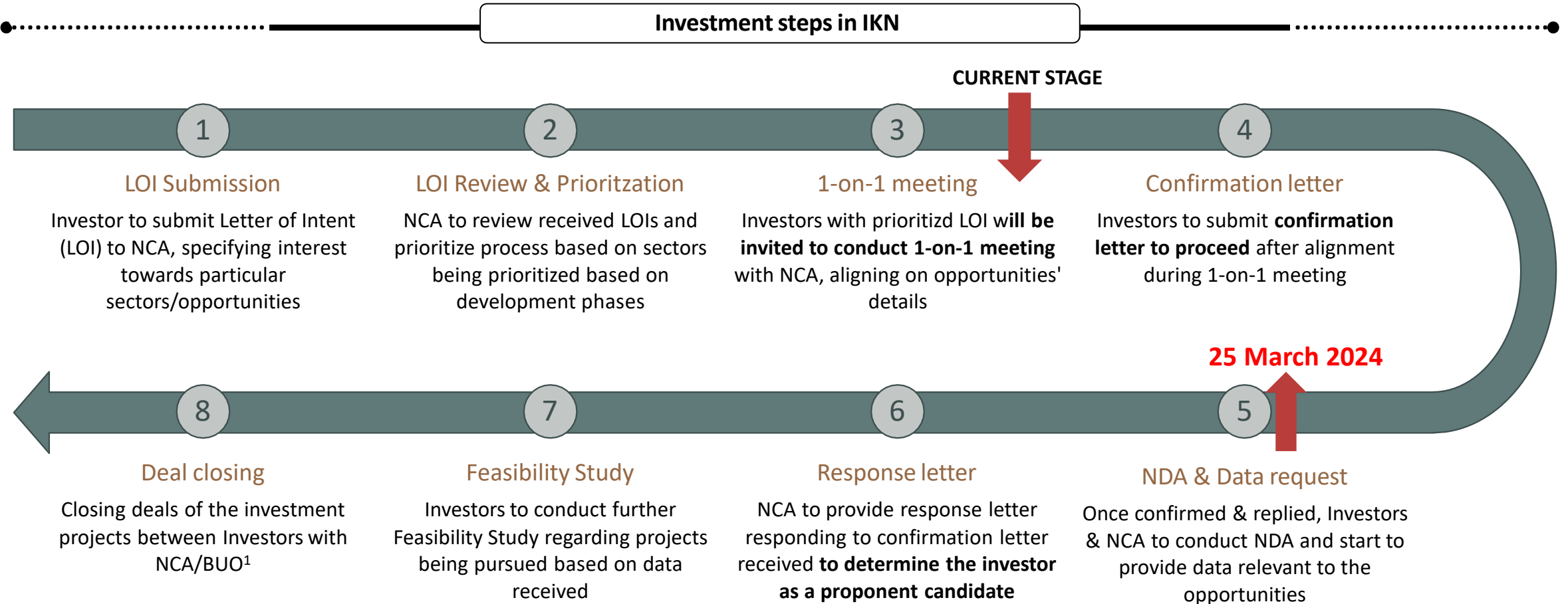


## Project Structure Key Highlights




- 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

# ICCC PPP Unsolicited - Process / Governance

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



# Incentives For Investors in Nusantara

 <p><b>Fiscal Incentives</b></p>	<b>Tax holiday</b>	Tax holiday up to 30 years for infrastructure sector with an investment value exceeding Rp 10 billion or micro, small, and medium-sized enterprises (UMKM) and government covers salary taxes for all employees residing in IKN
	<b>PPN Incentives<sup>1</sup></b>	Exemption of PPN <sup>1</sup> on specific strategic goods/services and several sectors (real estate, electric vehicles, property leasing services, construction services, and waste processing services)
	<b>Super tax deduction</b>	Super reduction of gross income by 200% for donations (donation expenses), 250% for vocational training (vocational training expenses), and 350% for R&D (research and development expenses)
	<b>Customs</b>	Customs duty exemption for 4-6 years (previously 2-4 years)
 <p><b>Ease of Doing Business</b></p>	<b>Land Ownership</b>	0% BPHTB <sup>2</sup> (Land and Building Acquisition Costs), land ownership/rights: i. Land use rights for 95 years, ii. Building use rights for 80 years, iii. Management rights for 80 years
	<b>Incentives for Foreign Workers</b>	Exemption from compensation costs for foreign labour for businesses/investors - covered by the government
	<b>Provision of Housing</b>	Authority to provide housing needs for investors and their employees
 <p><b>Government Guarantees</b></p>	<b>Readiness of PPP</b>	Availability payment of NCA off-taker agreement is guaranteed by Ministry of Finance through the Public-Private Partnership investment scheme
	<b>Technical Facilities</b>	Various technical assistance and support facilities from the government (such as project development facilities)
	<b>Joint investment</b>	Appointment of SWF <sup>3</sup> Indonesia (Indonesia Investment Authority - INA) as the investment vehicle in IKN

1. Value added Tax; 2. Bea Perolehan Hak atas Tanah dan Bangunan; 3. Sovereign Wealth Fund

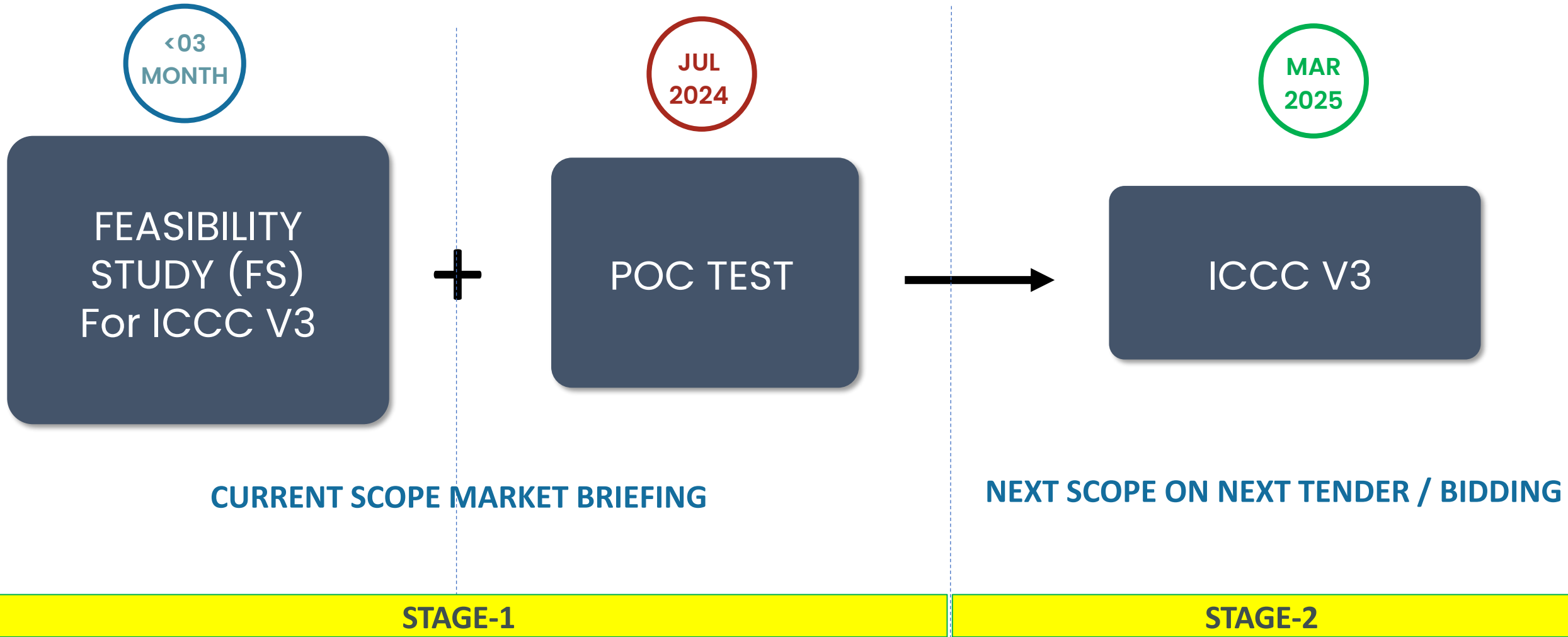
# ICCC PPP Unsolicited -Indicative Timeline

		2024										2025					
ICCC (PPP Unsolicited -AP)		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Stage-1	1 Market Briefing	█															
	2 Proposal and Evaluation Process for the prospective initiating Investors	█	█														
	3 Determination & Implementation of POC		█	█	█	█											
	4 Penetapan Pemrakarsa (Determination of the prospective initiating Investor)					█											
	5 FS Development					█	█	█									
	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 Proposal and Evaluation Process for Investors								█	█							
	12 Pemenang Tender (Winning Bidder)									█							
	13 Preparation for Development ICCC V.3										█	█	█				
	14 Development ICCC V.3 at OIKN Office											█	█	█			
	15 Training OIKN Team														█	█	█

Highlight:

- ✓ Deadline for submission of investor proposals – **Monday, 25 March 2024** Time: 11:00 PM (GMT+7)
- ✓ Announcement POC Investors – 15 April 2024
- ✓ Announcement winner stage 1 – 9 Jul 2024

# ICCC PPP Unsolicited - Project Scope







### STAGE 1 : FS + POC

- Feasibility Study for ICCV V3:
  - 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
  
- **POC TEST**
  - POC Test => (Apr-Jul) 2024



### **STAGE 2: ICCC V3 (Jan-Mar 2025)**

- Establish Command Center V3 at OIKN Office
- Training OIKN Team
- Support all use case for new integration or expansion
- Warranty HW & SW during PPP-AP

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

- **DISADVANTAGE:**
  - No Commercial Benefit on the FS project+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

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 ICCC and Data Center: *signed or stamped*
- Investment Interest Proposal: *signed or stamped*
  - Feasibility Study Development
  - POC Test
  - ICCC V3 Include Opex (manage service, license, etc)
  - Expansion EOY 2025-2026 (KIPP 1B and KIPP 1C) Include Opex (manage service, license, etc)
- Technical Design and Solution Proposal and Standardization: *signed or stamped*

### Submission

- Softcopy: on Monday, 25 March 2024, Time 11.00 PM (GMT+7)
  - [insyafiah@ikn.go.id](mailto:insyafiah@ikn.go.id)
  - [hariandjaenb@gmail.com](mailto:hariandjaenb@gmail.com)
- Hardcopy: postmarked by Tuesday, 26 March 2024
  - To: Ibu Insyafiah  
Director of Funding NCA (OIKN)  
Menara Mandiri Building 2, 17<sup>th</sup> floor,  
Jl. Jendral Sudirman, Kav.54-55, Senayan,  
Kecamatan Kebayoran Baru, Kota Jakarta Selatan,  
Daerah Khusus Ibukota Jakarta (12190), Indonesia

## 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.

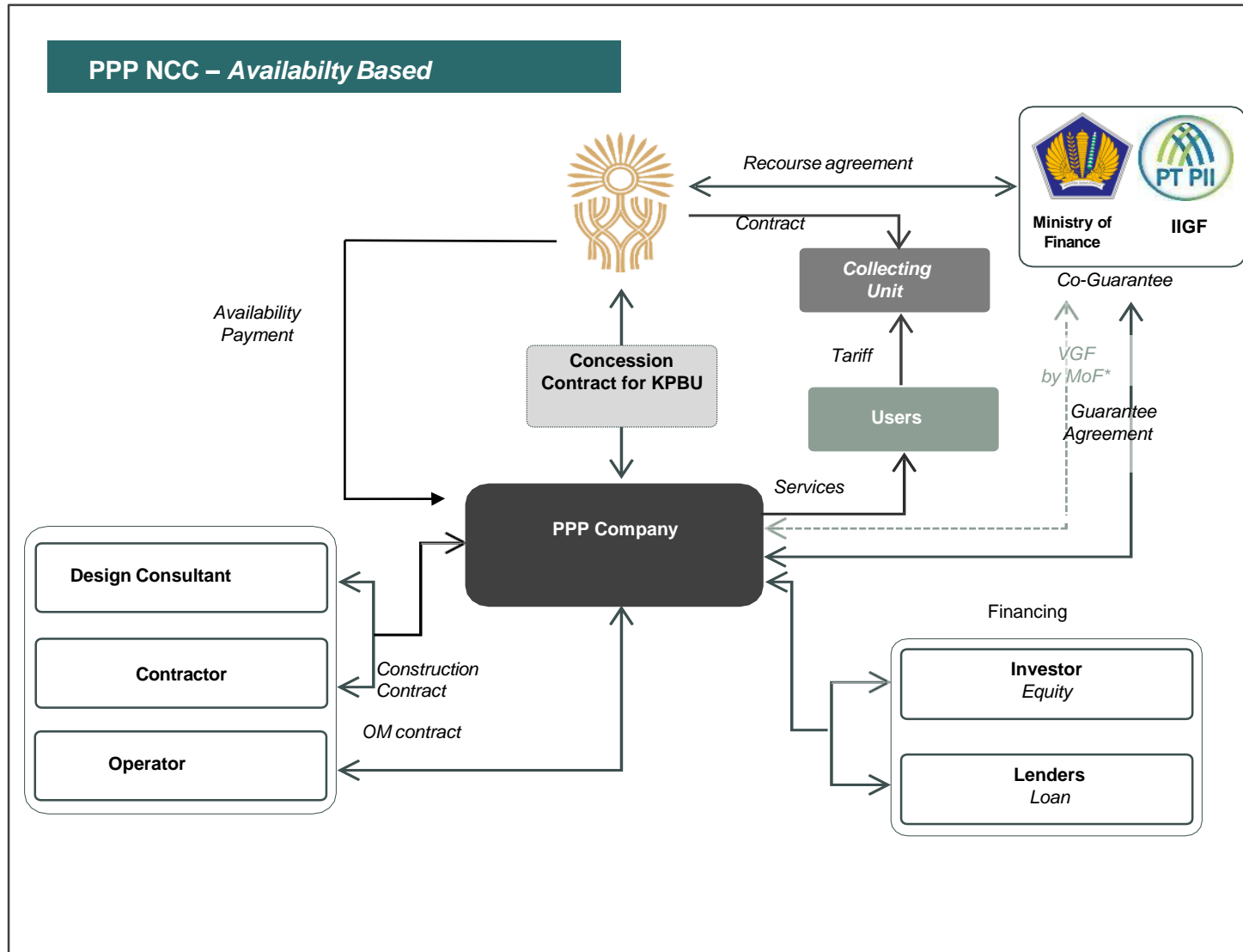
Gearing ratio  $< 3$  for each fiscal year in 2 (two) out of the last 3 (three) years.

- Investment Interest Proposal
- Technical Design and Solution Proposal

02

## DATA CENTER – PPP UNSOLICITED (AP)

# Data Center PPP Unsolicited – Project Structure



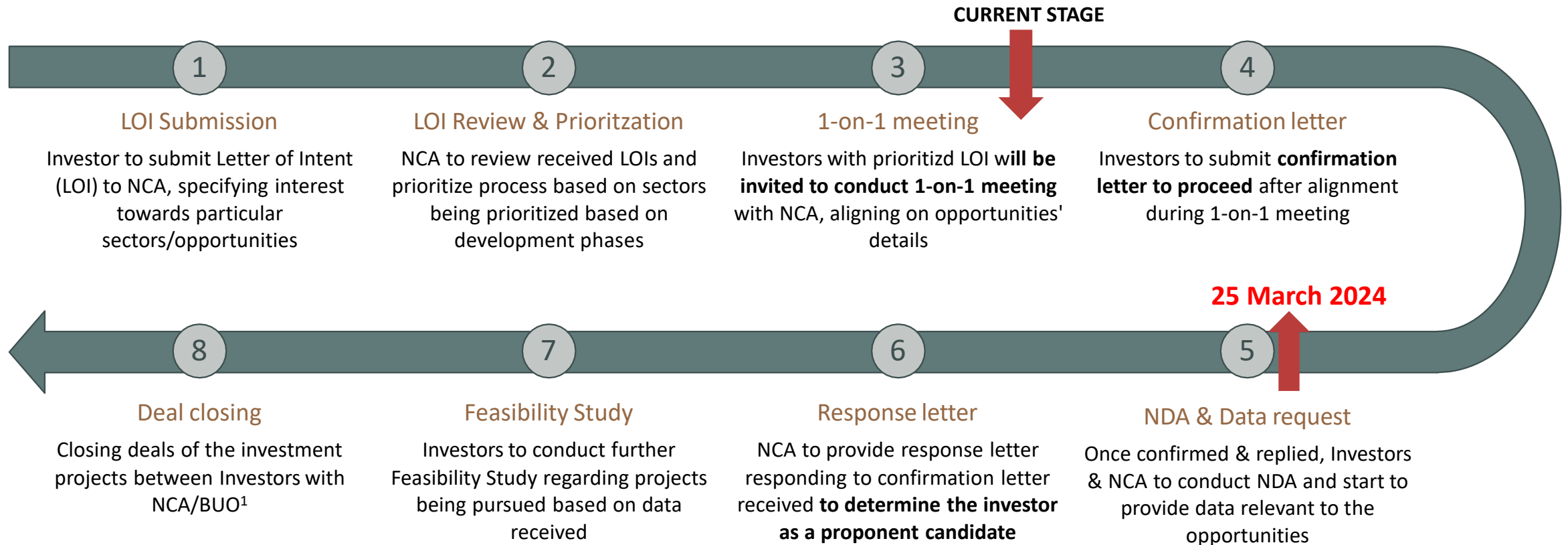
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### Investment steps in IKN



# Incentives For Investors in Nusantara

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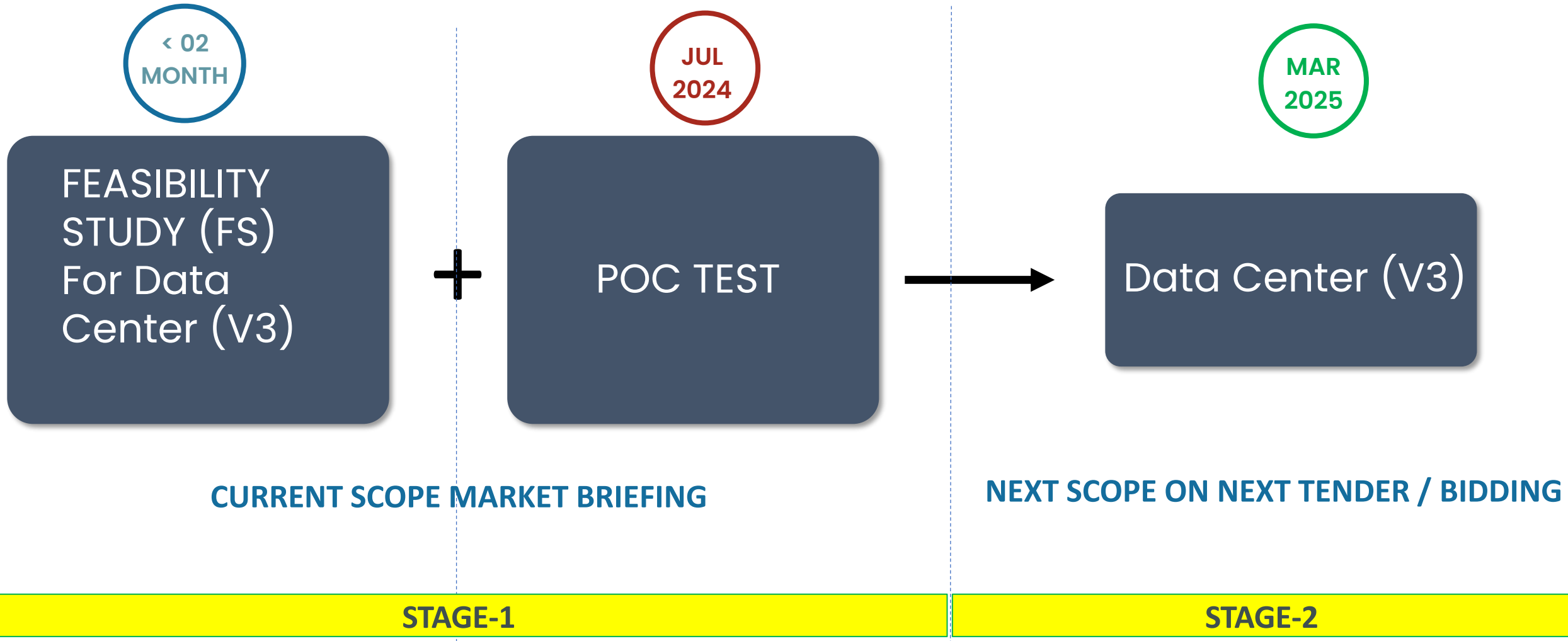
# Data Center PPP Unsolicited - Indicative Timeline

		2024											2025					
DATA CENTER		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL - OCT
Stage-1	1	Market Briefing	█															
	2	Proposal and Evaluation Process for the prospective initiating Investors	█	█														
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	13	Preparation for Development Data Center V3											█	█	█			
	14	Development Data Center V3 at OIKN Office												█	█	█	█	
	15	Training OIKN Team													█	█	█	
	16	Certification Data Center																█

Highlight:

- ✓ Deadline for submission of investor proposals – **Monday, 25 March 2024** Time: 11:00 PM (GMT+7)
- ✓ Announcement POC Investors – 1 May 2024
- ✓ Announcement winner stage 1 – 1 Aug 2024

## Data Center PPP Unsolicited - Project Scope





### STAGE 1 : FS + POC

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  - Scheme Modality Form
  - Outstanding Issue and Action Plan
  - Summary FS Reporting
  
- **POC TEST**
  - POC Test => (May – Aug) 2024



### **STAGE 2: Data Center V3 (Feb-May 2025)**

- Establish Data Center V3 at OIKN Office
- Training to OIKN Team
- Certification Data Center
- Support all use case for new integration or expansion
- Warranty HW & SW during PPP-AP

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## Submission of the Proposal

### Submission

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  - [insyafiah@ikn.go.id](mailto:insyafiah@ikn.go.id)
  - [hariandjaenb@gmail.com](mailto:hariandjaenb@gmail.com)
- Hardcopy: postmarked by Tuesday, 26 March 2024
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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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