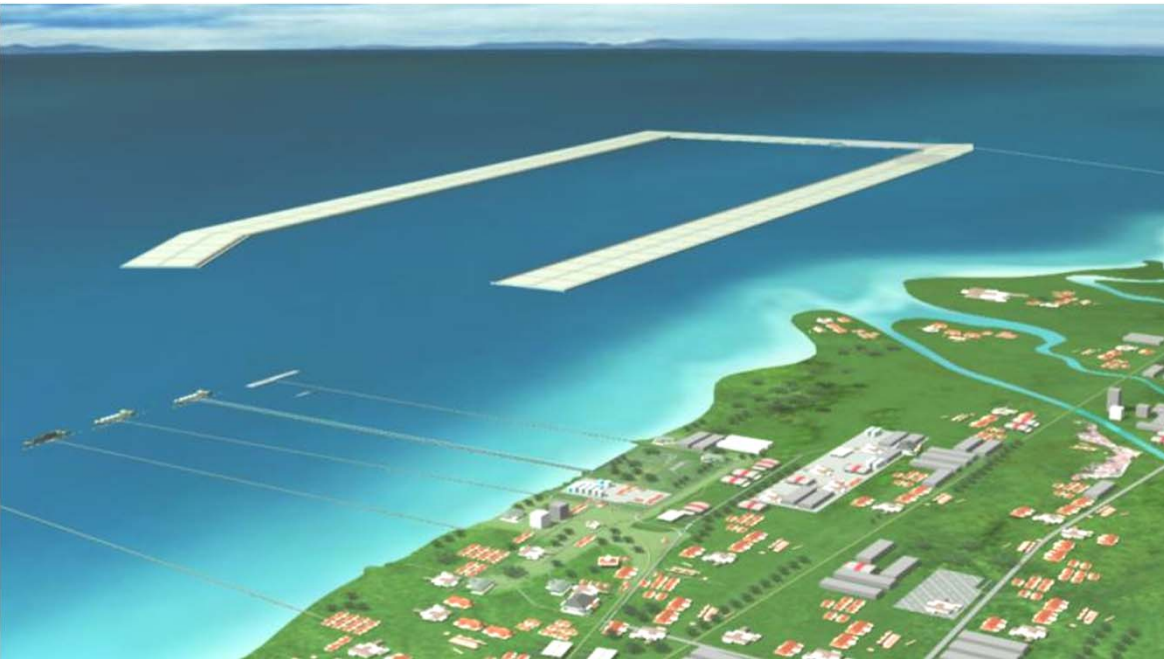




PORT DEVELOPMENTS IN PELINDO I

Business Opportunities on Seaport Infrastructure Investment



Presented By :

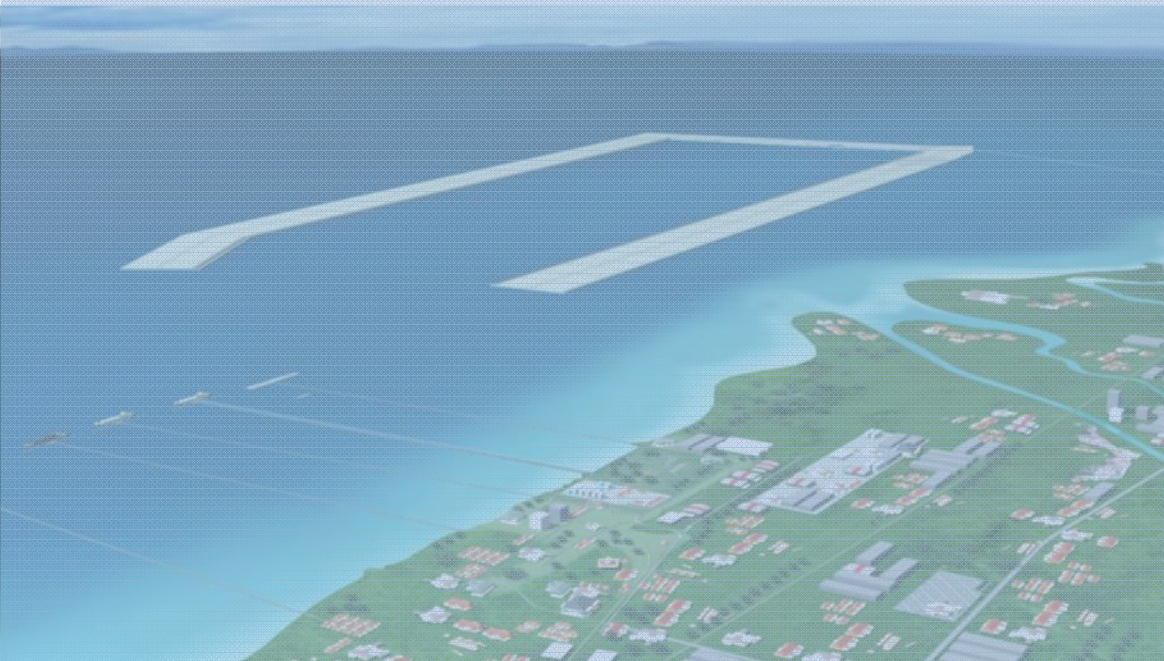
SAUT F SIAGIAN
PT Pelabuhan Indonesia I (Persero)

12th ASEAN Ports and Shipping, JW Marriot, Jakarta, Indonesia



CONTENTS

- PT PELINDO I AT A GLANCE
- MARKET AND BUSINESS OPPORTUNITIES
- PORT DEVELOPMENT IN PELINDO I
- NATIONAL LEVEL ROLE
- RESUME



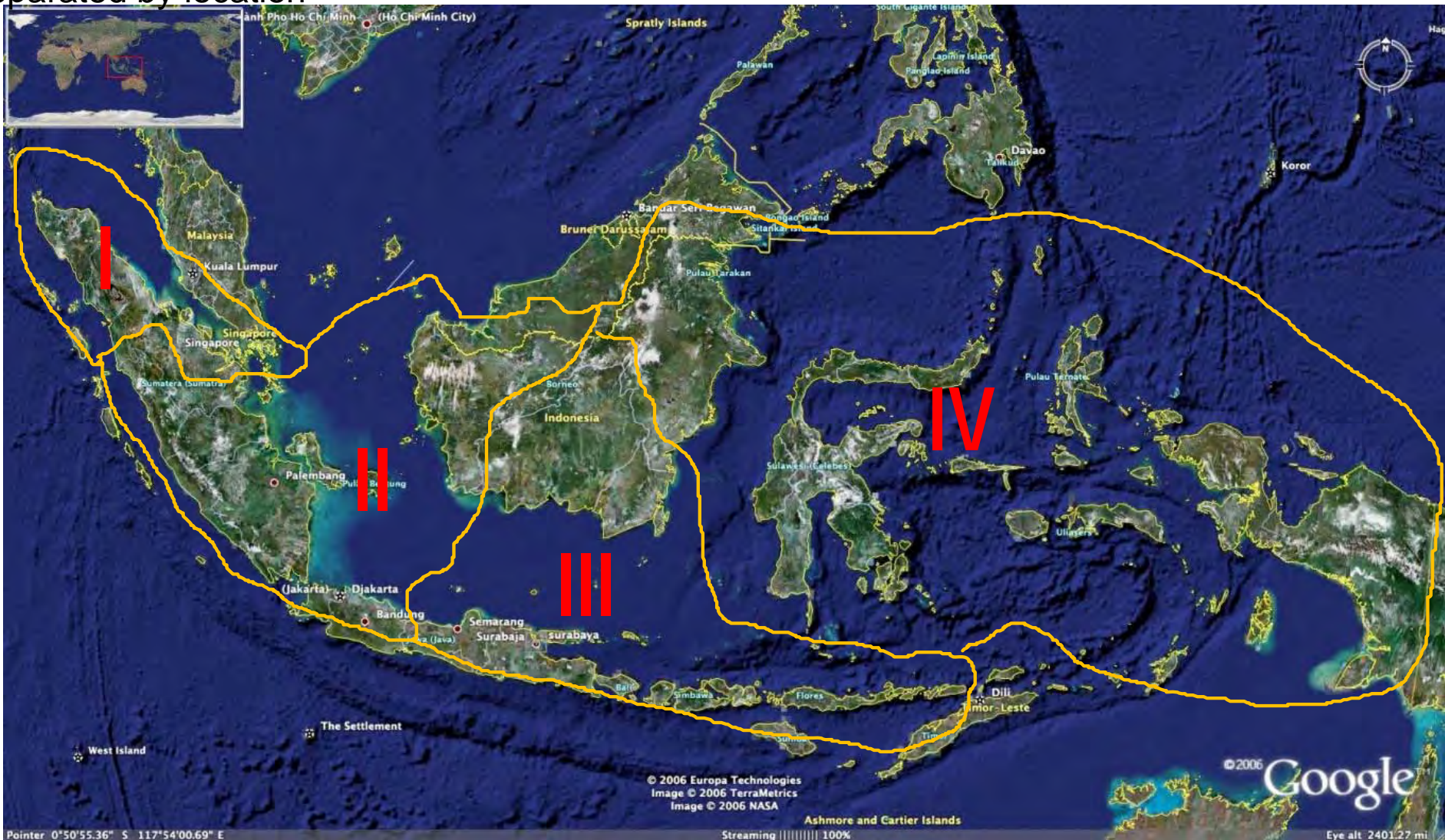
Towards Kuala Tanjung
Hub Port City

PELINDO I AT A GLANCE



PELINDO I-IV

“Currently Indonesia has four state owned companies focusing on port and terminal services separated by location”





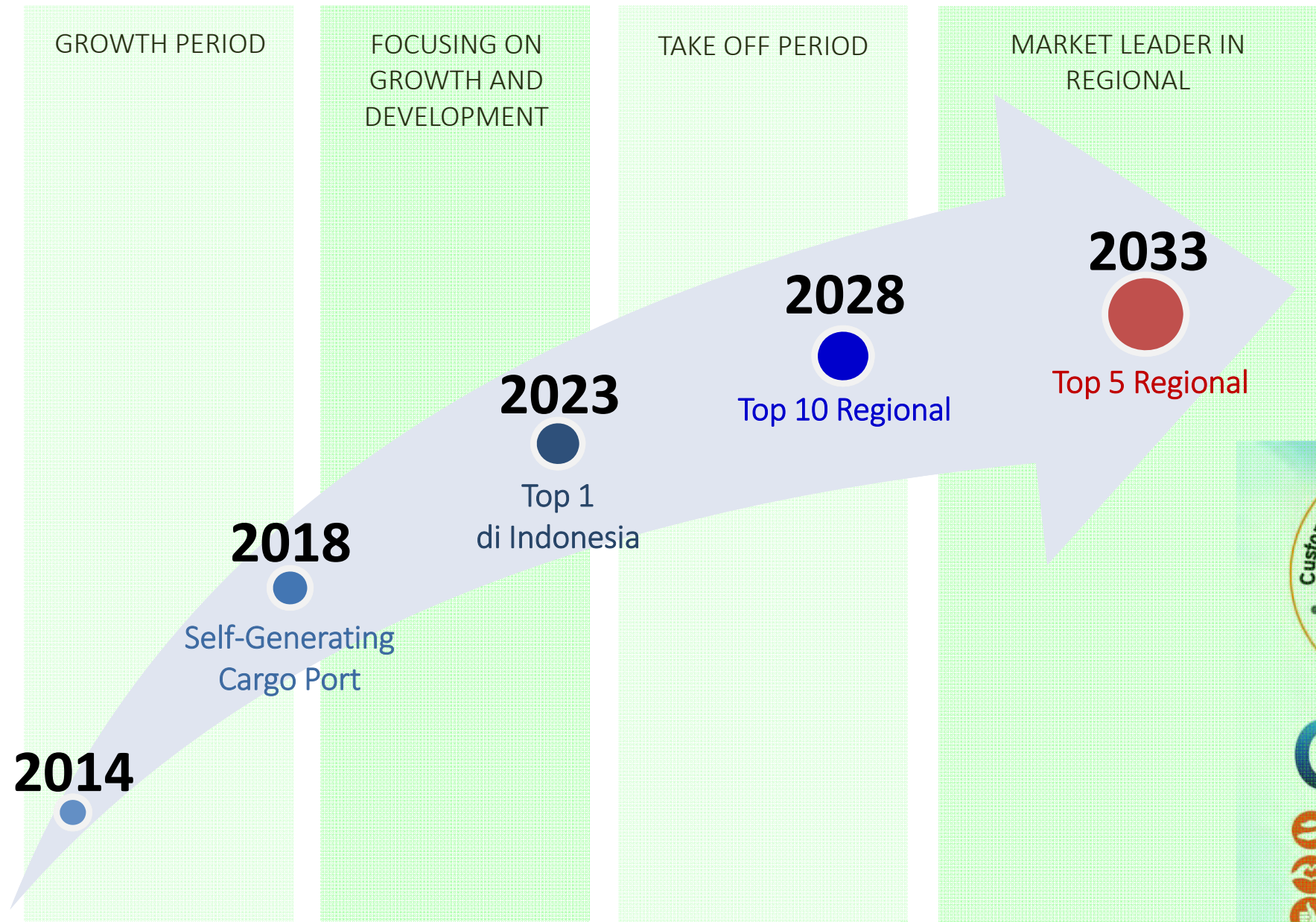
COMPANY'S AREA OF WORK

- Covers four provinces, Aceh, North Sumatra, Riau and Riau islands
- More than 15 branches in the proximity of the Malacca Straits





CORPORATE GROWTH LIES ON STRONG VISION AND VALUES



CIPTa

- Customer Focus
- Integrity
- Professionalism
- TeamWork



HUMAN RESOURCE DEVELOPMENT IS OUR CONCERN



- ❑ More than 1,200 employees
- ❑ Diversity of educational background and skills
- ❑ From senior high school to master level
- ❑ Reschooling people to master level

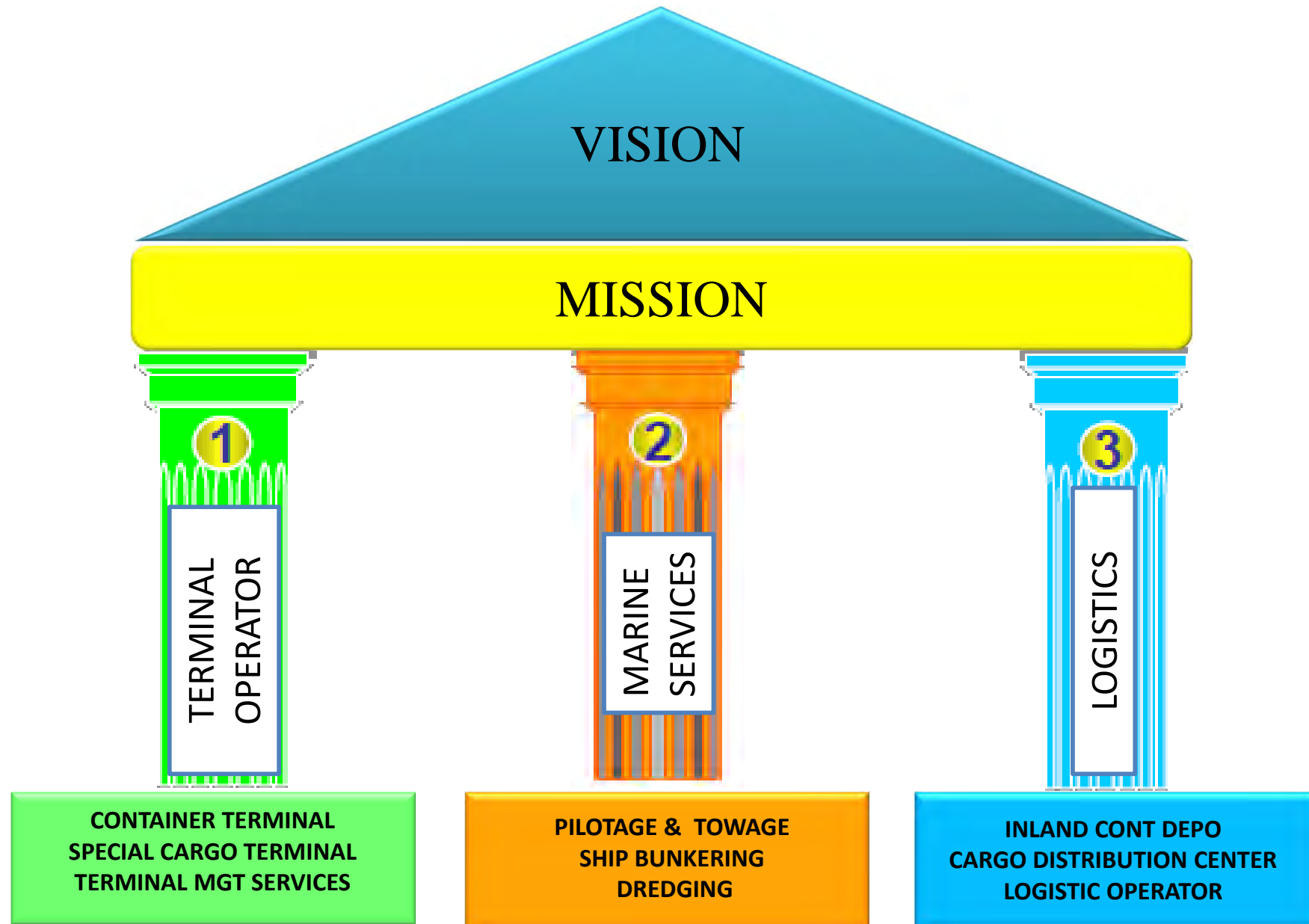


World Partner in Port Training



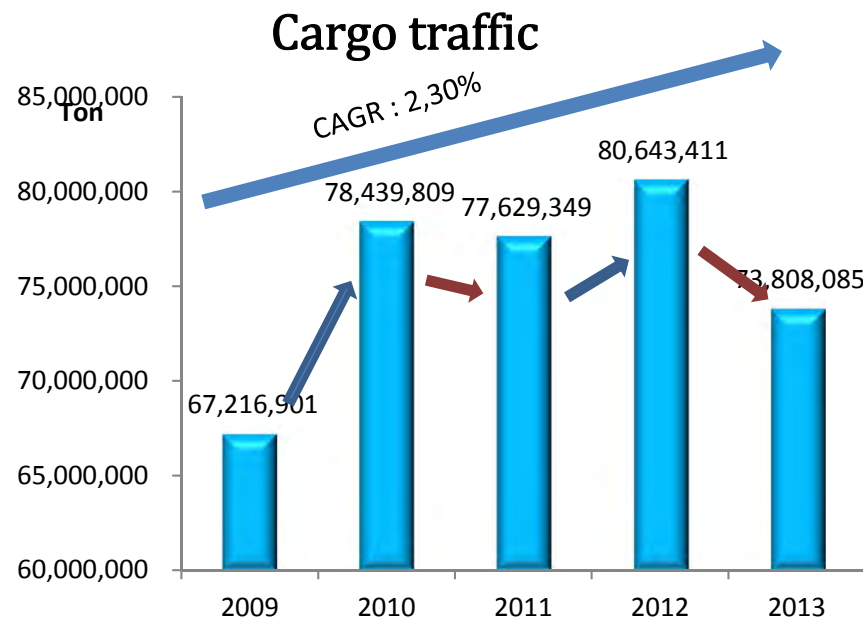
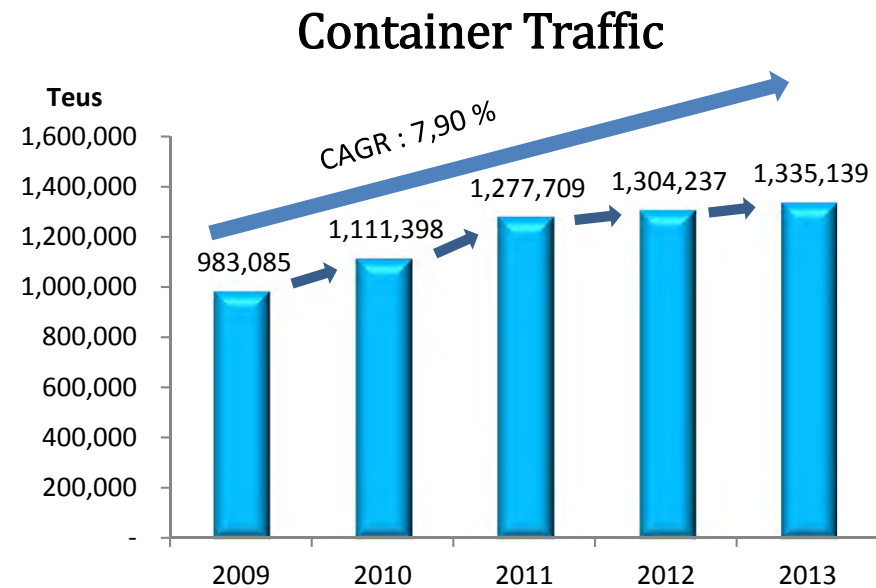
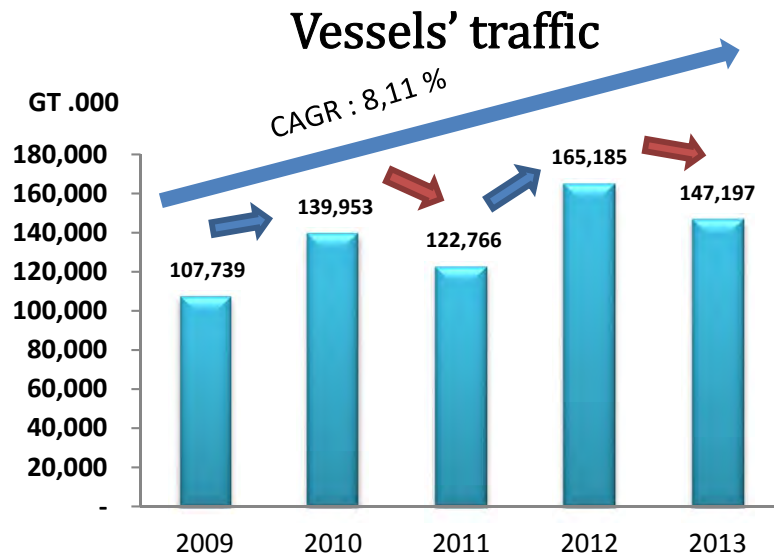


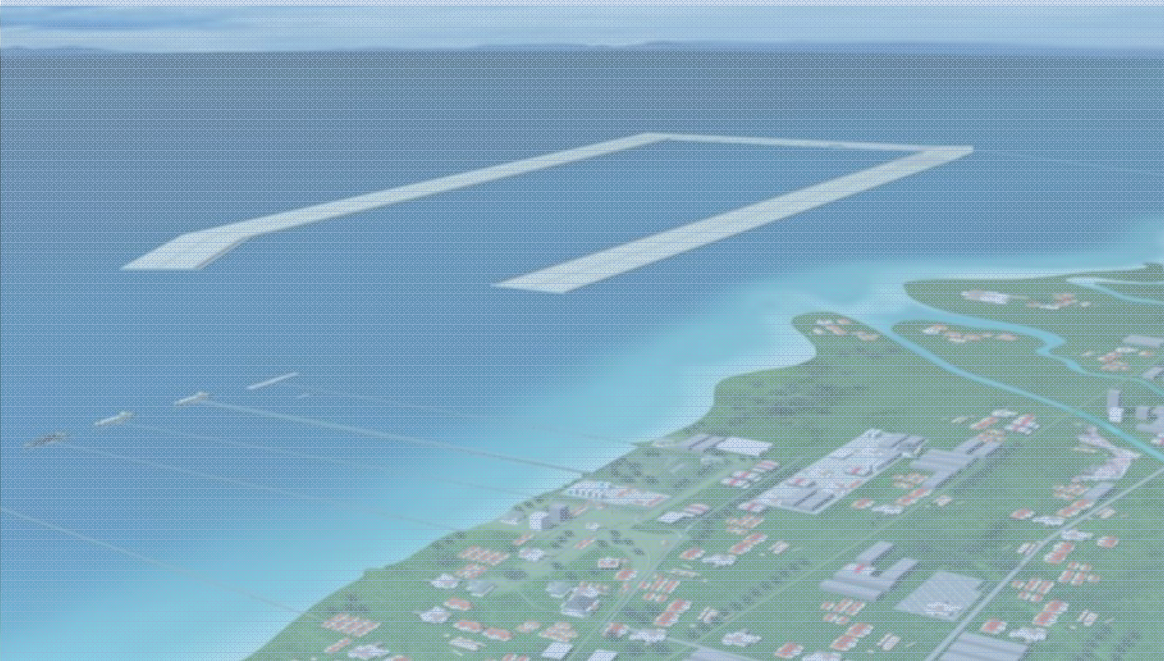
COMPANY'S BUSINESS FOCUS





COMPANY'S OPERATIONAL PERFORMANCE





Towards Kuala Tanjung
Hub Port City

MARKET & BUSINESS OPPORTUNITIE

STRONG HINTERLAND CREATE HUGE OPPORTUNITIES

The Malacca Straits

± 200 vessels passing through every day

± 600 vessels' activities in this region every day

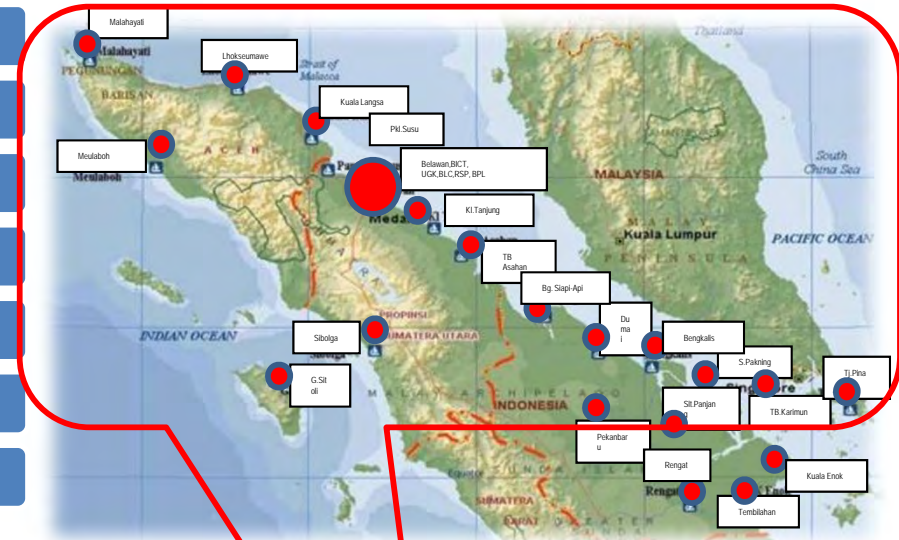
90% oil is transported to Japan via this straits.

50% crude oil trading passing through this straits.

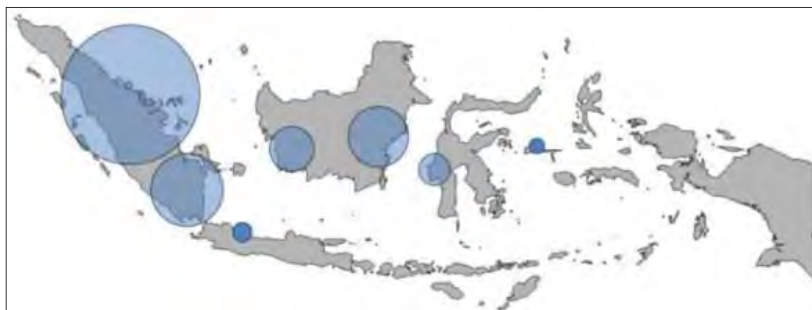
25 % world trade is flowing from this straits

166 million ton shipment from/to Korea

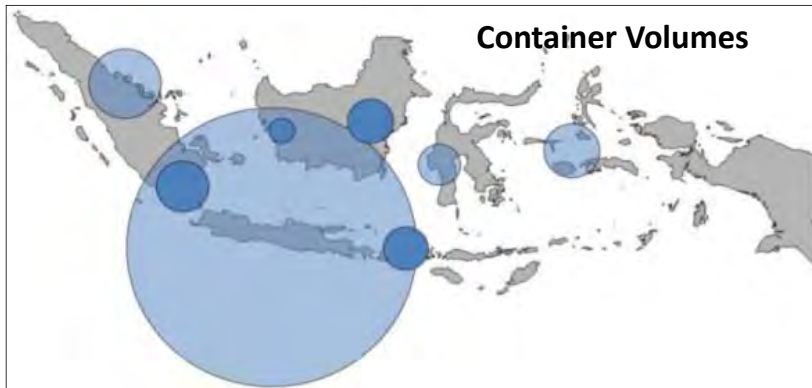
Strategic location for hub port



Crude Palm Oil Dominan Commodity



Container Volumes



MAJOR SHIPPING ROUTE AND TRANSHIPMENT HUB



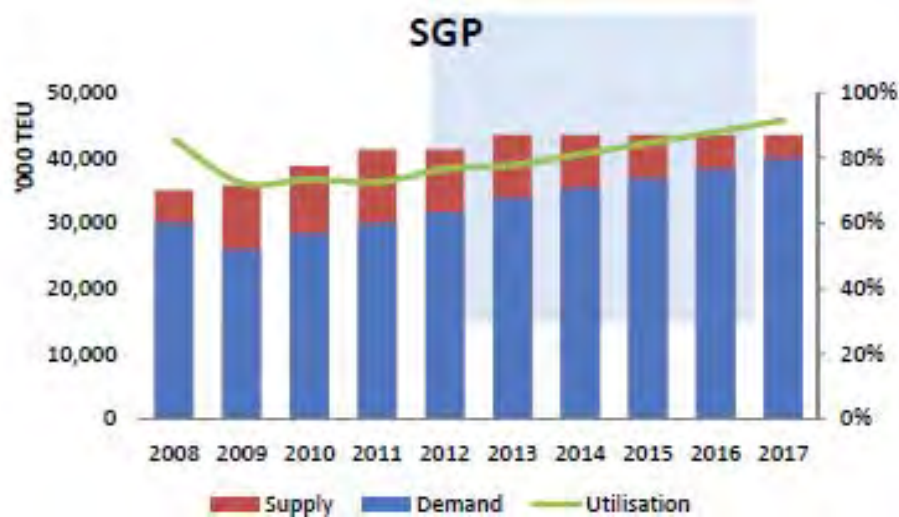
Our area is lied on the Malacca Straits with Abundant Renewable Resources/Agro Industri



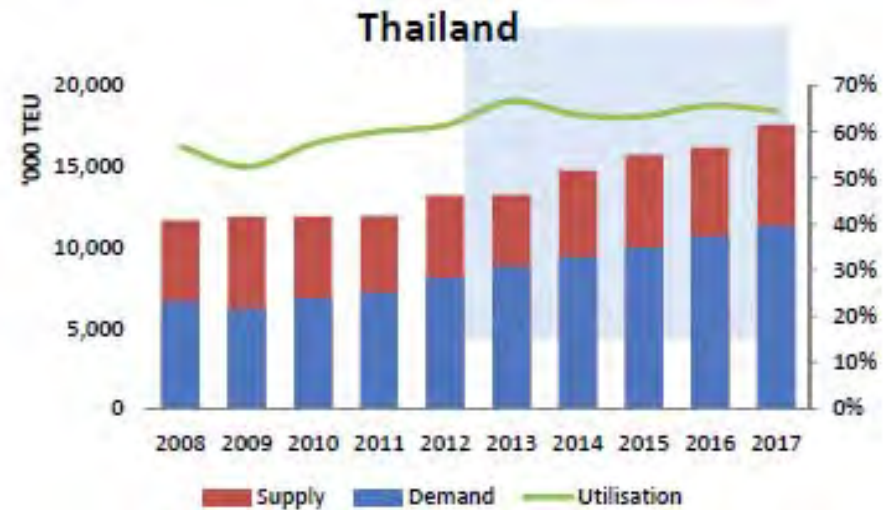
ASEAN PORT DEVELOPMENT OUTLOOK

Considering the existing capacity, ASEAN ports must be developed

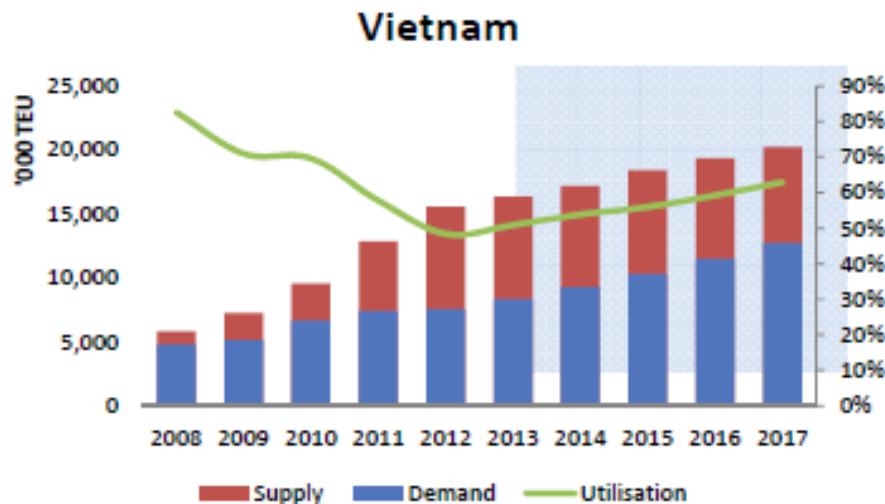
Utilisation of Singapore's ports 2008 - 2017



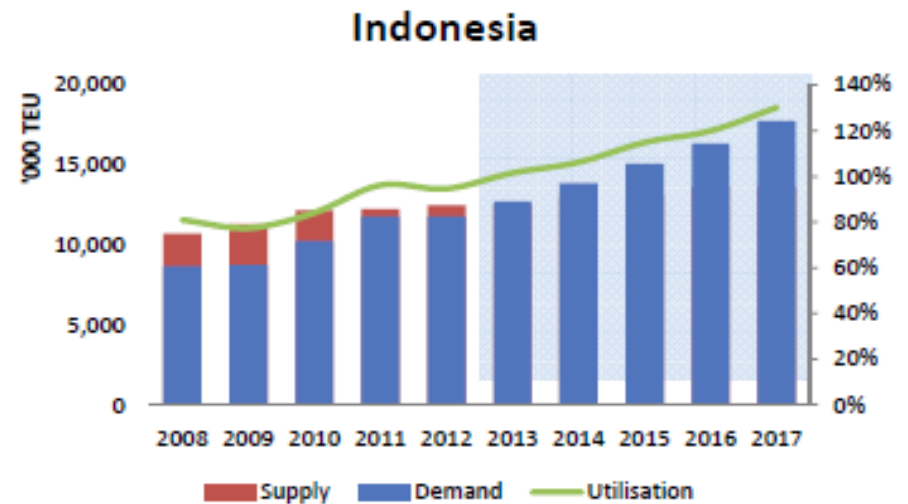
Utilisation of Thailand's ports 2008 - 2017



Utilisation of Vietnam's ports 2008 - 2017

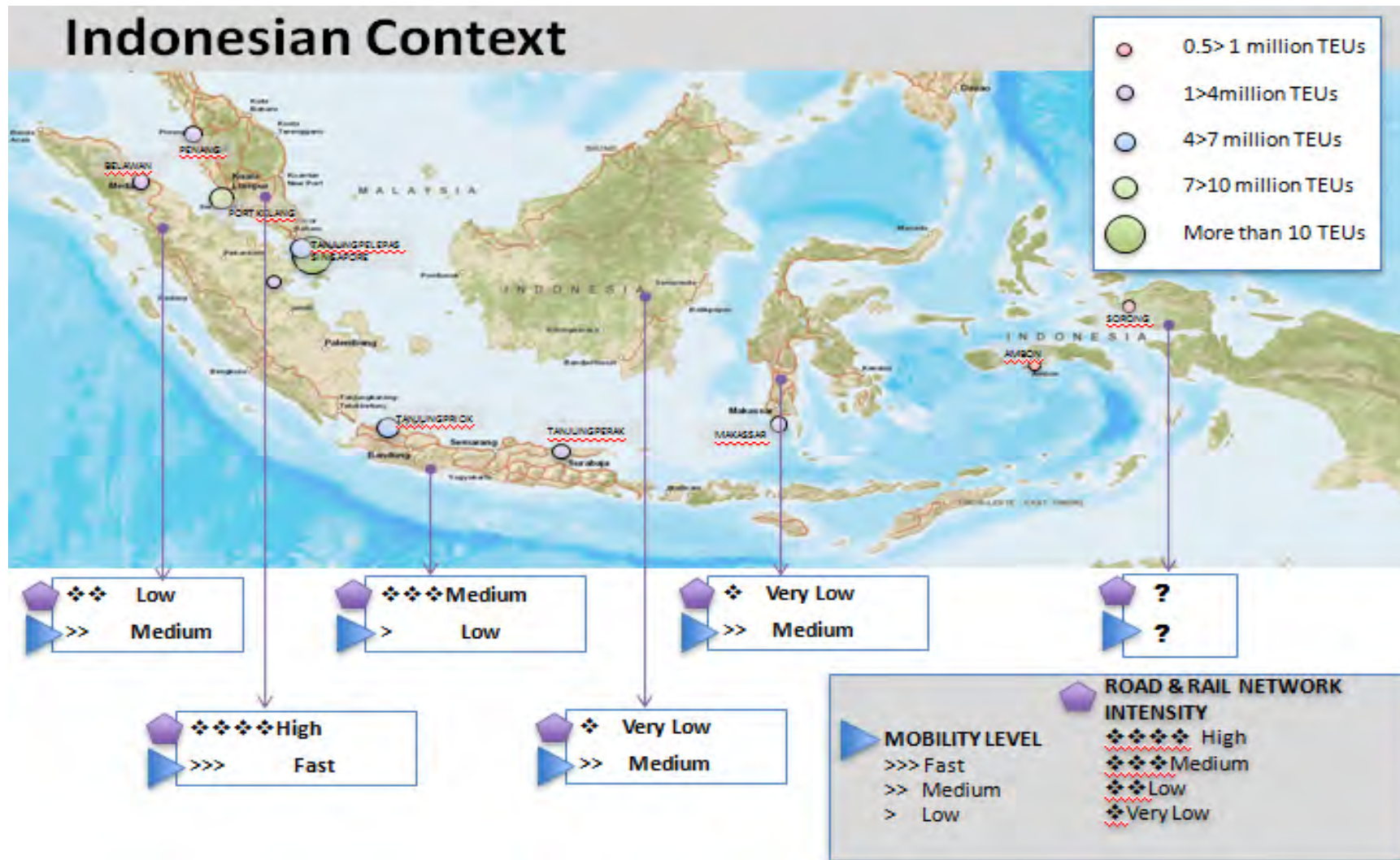


Utilisation of Indonesia's ports 2008 - 2017



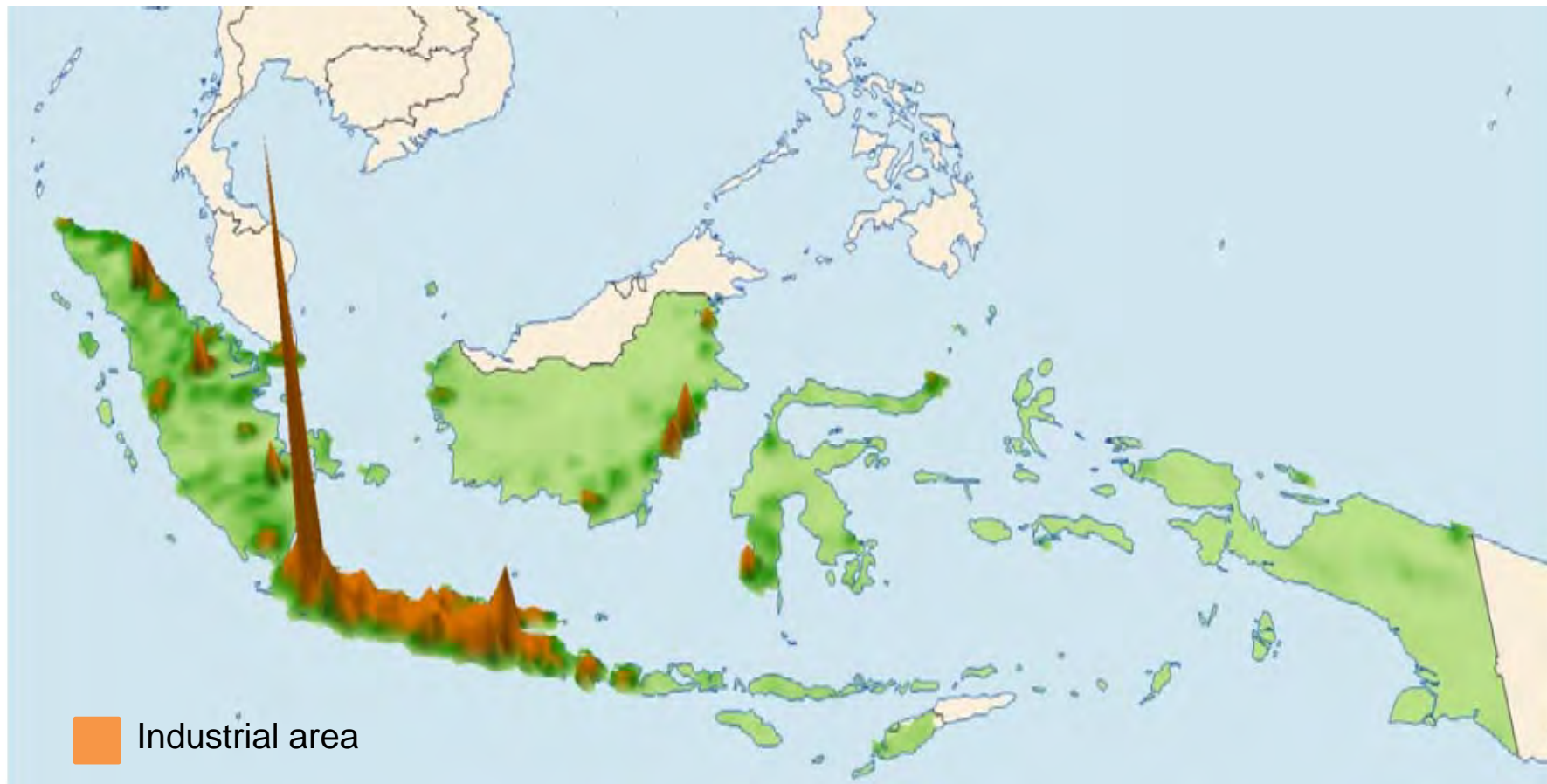
INDONESIA LOGISTIC PROFILE

- Poor in Infrastructure and connectivity
 - it results in long delivery time and high inventory cost



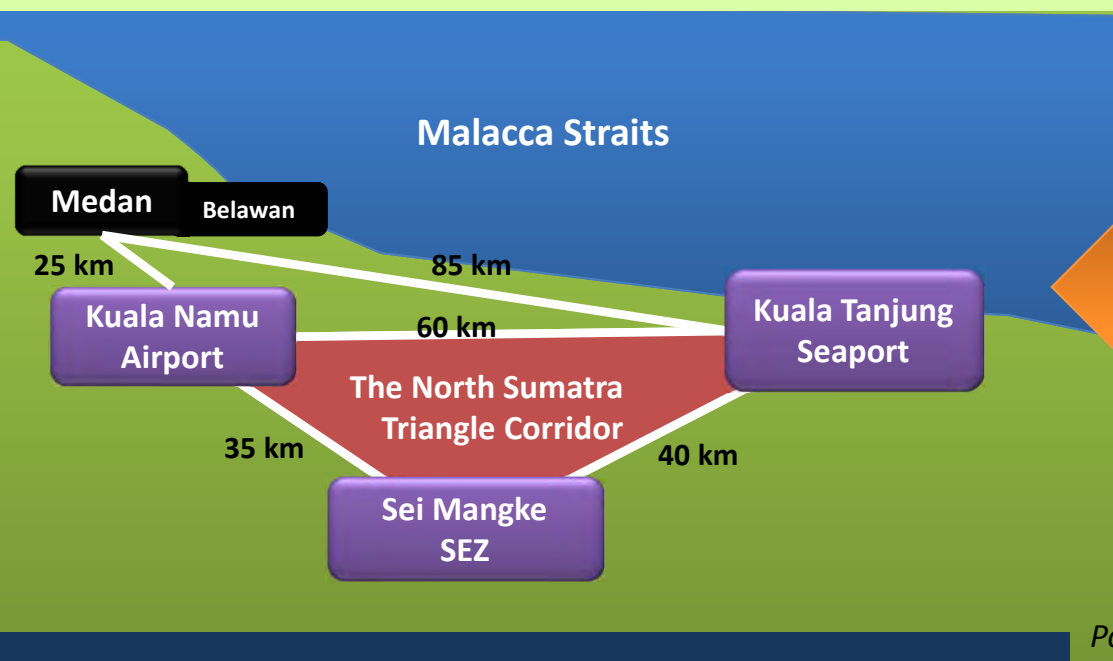
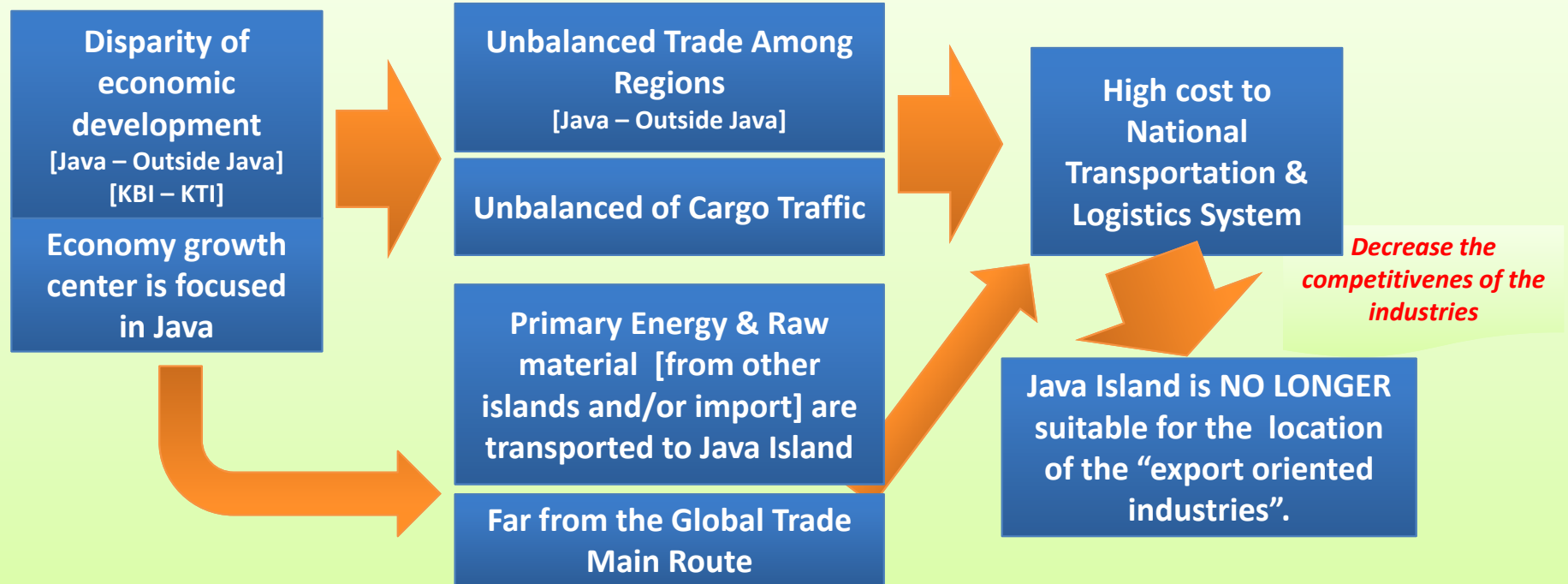
INDONESIA LOGISTIC PROFILE

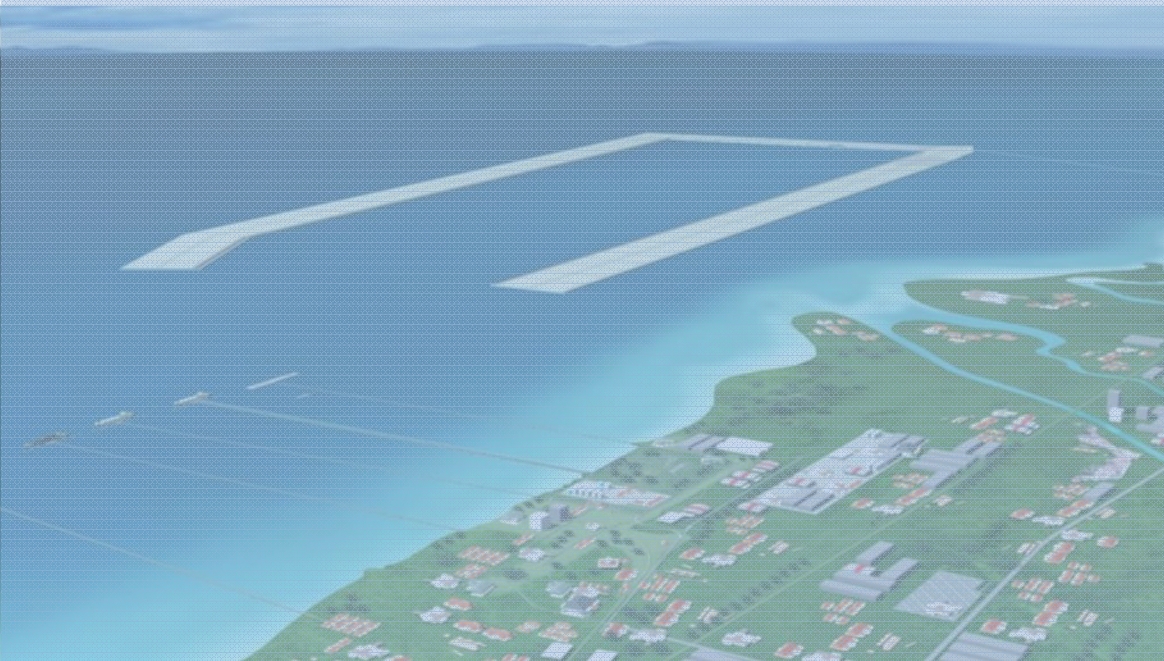
2. Imbalance trade among areas from eastern to western part of Indonesia
- most of industries are concentrated in Java
 - full-loaded ship when going out from Java
 - empty-loaded ship when going back to Java





National Economic Development : The new paradigm





Towards Kuala Tanjung
Hub Port City

PORT DEVELOPMENT IN PELINDO I

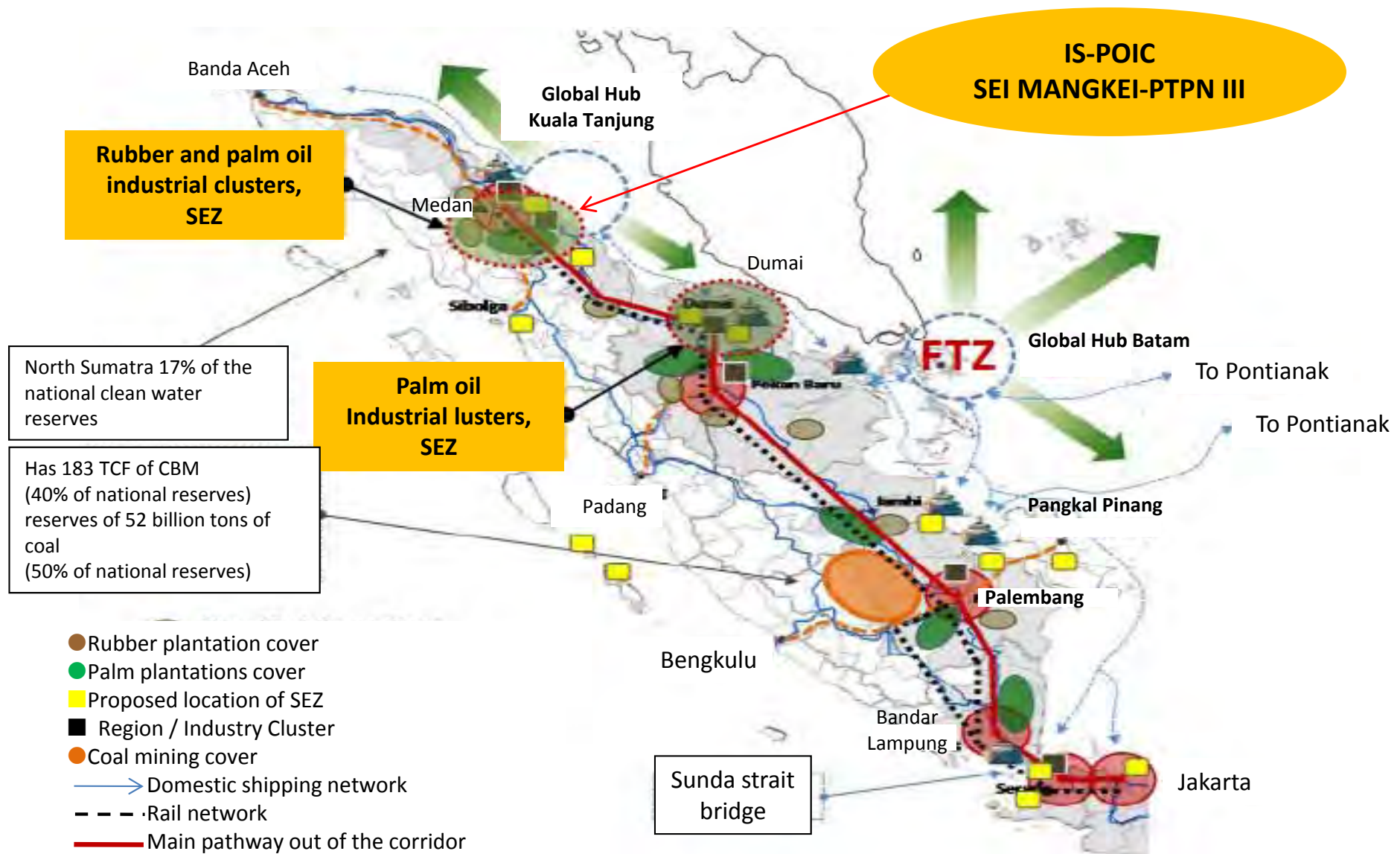


Kuala Tanjung Hub Port Development: Beyond Port, Beyond Logistics



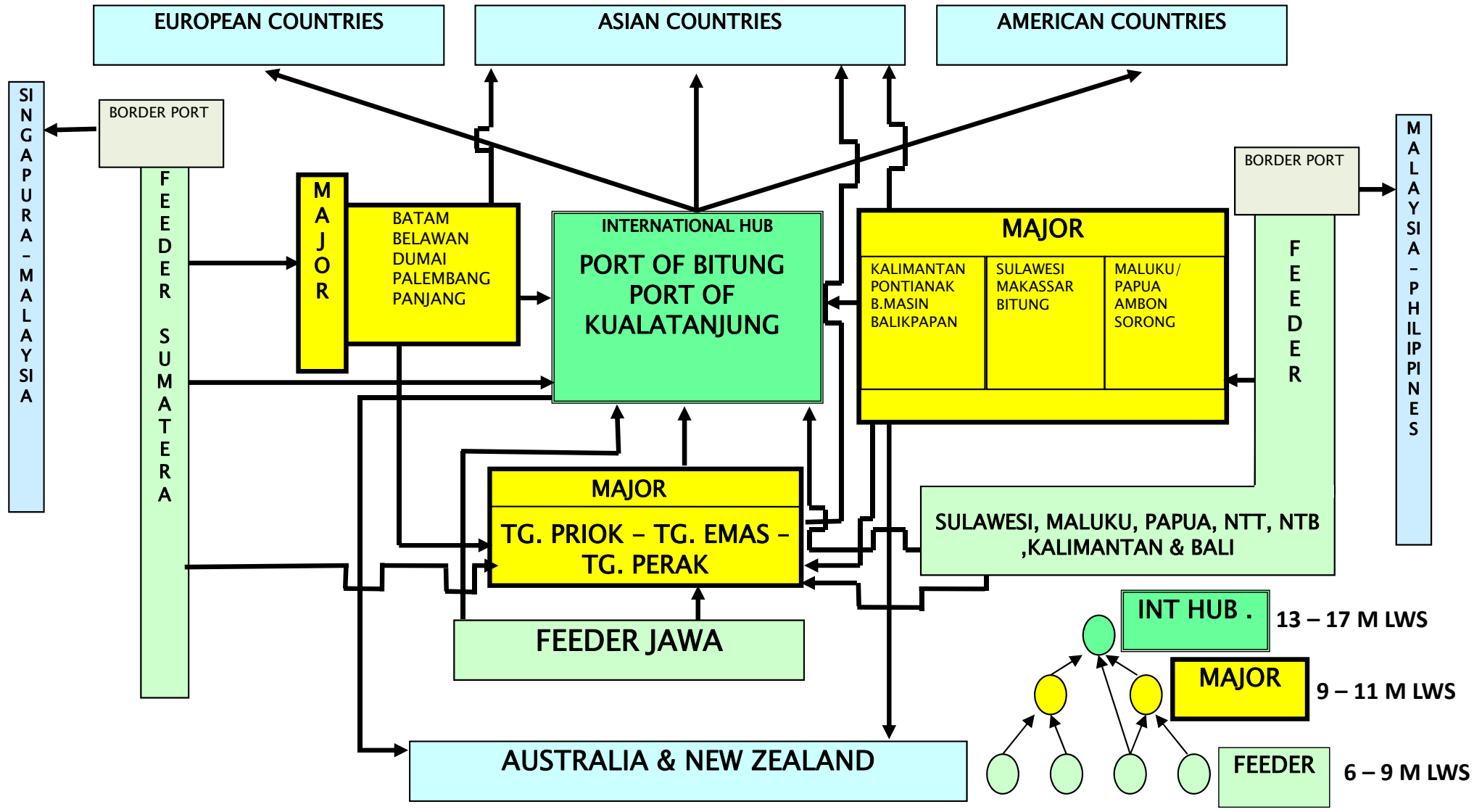
Sumatera Economic Corridor I

Center of Production and Processing of Crops and Granaries National Energy



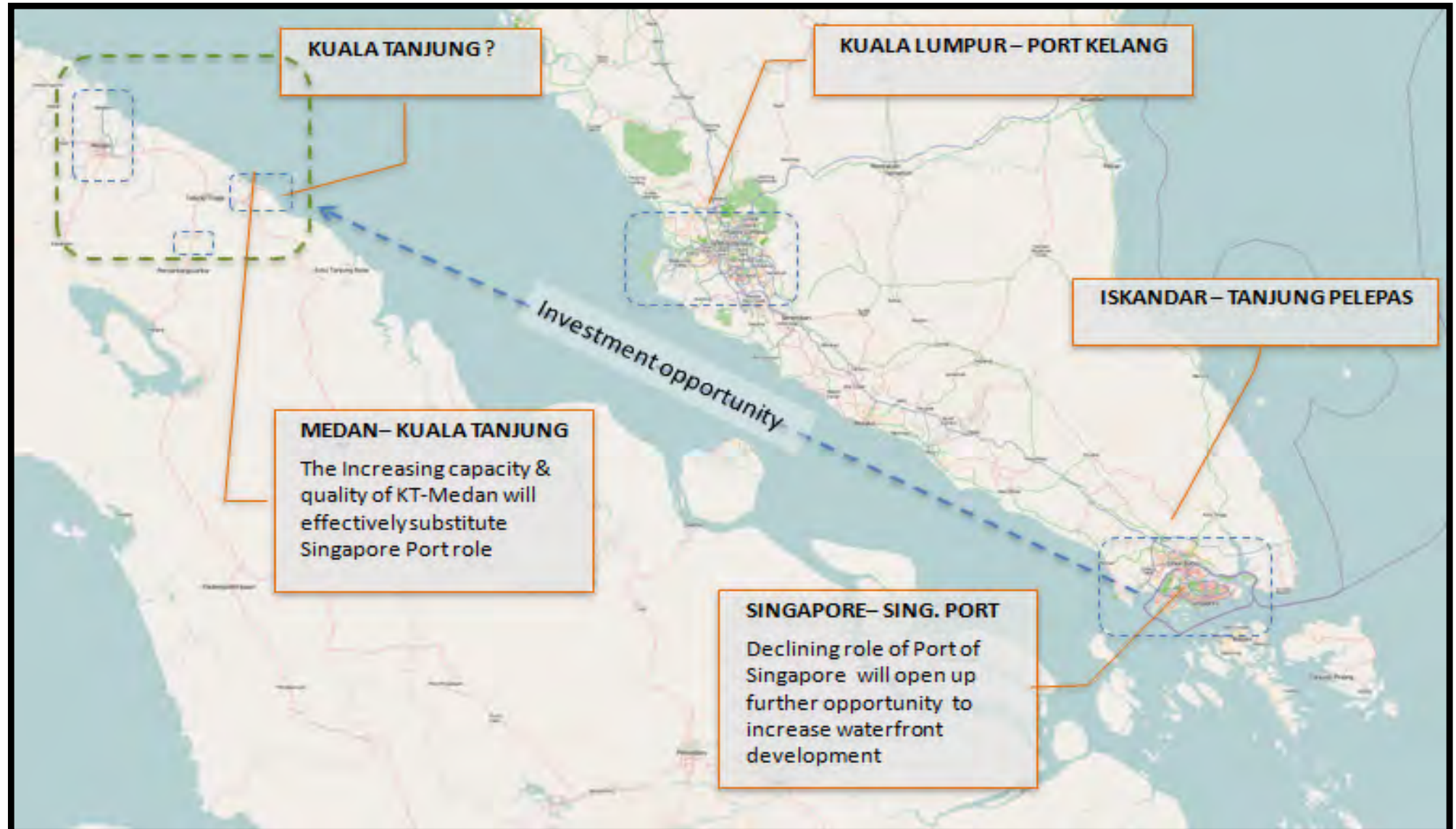
1. PORT HIERARCHY

HIERARCHY OF PORT





2. COO-PETITION OPPORTUNITY KUALA TANJUNG





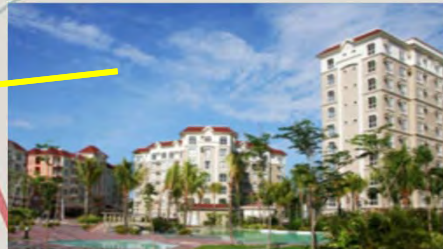
3. VISION: New Kuala Tanjung - Special District

Introduction of appropriate Personal transit system will increase mobility, avoid sprawl,



Develop high Capacity Port to capture major cargo traffic at Mallaca straits

Transforming Tanjung Gading Residential enclave to become Tanjung Gading Baru a New Urban Township



Rejuvenation & extending railway services for goods movement ensure punctuality & avoid ribbon development



Rejuvenation of intercity railway services will increase mobility and proximity to Medan Metropolis



Secure land availability to increase processing industry capacity

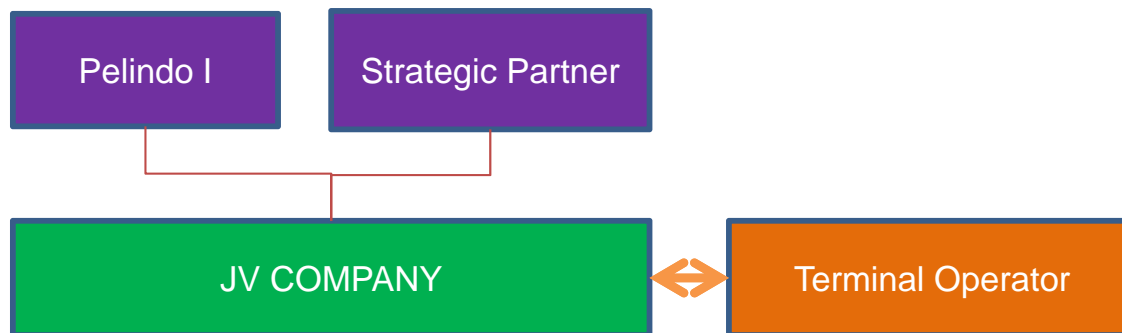


4. KUALA TANJUNG HUB PORT DEVELOPMENT PLAN

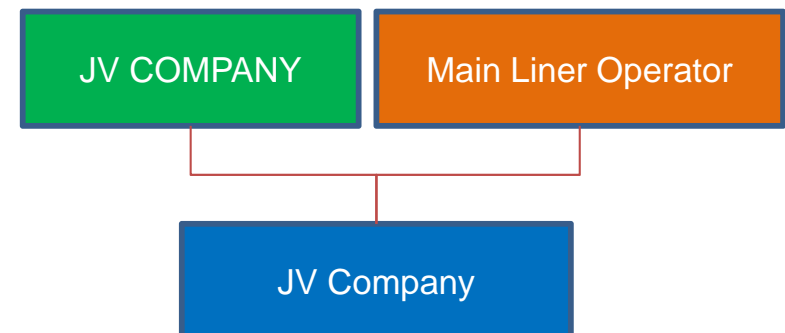


- A. Goal : Indonesia Hub Container Port
- B. Program 2013 -2015 :
 - Consists of 21 Module, each of which is as follows :
 - 1000 m' quay length, Depth 17 m' LWS.
 - Container Yard 40 Ha.
 - 10 units Container Crane (Post Panamax Size).
 - 30 units Transtainer (one over six) .
 - Annual capacity 1 million TEUs.
- C. Progress :
 - Port Masterplan has been approved by Minister of Transportation No. PM 20 Year 2012 on 3 April 2012.
 - Environmental Impact Assessment in progress.
 - Review Design by International Consultant.

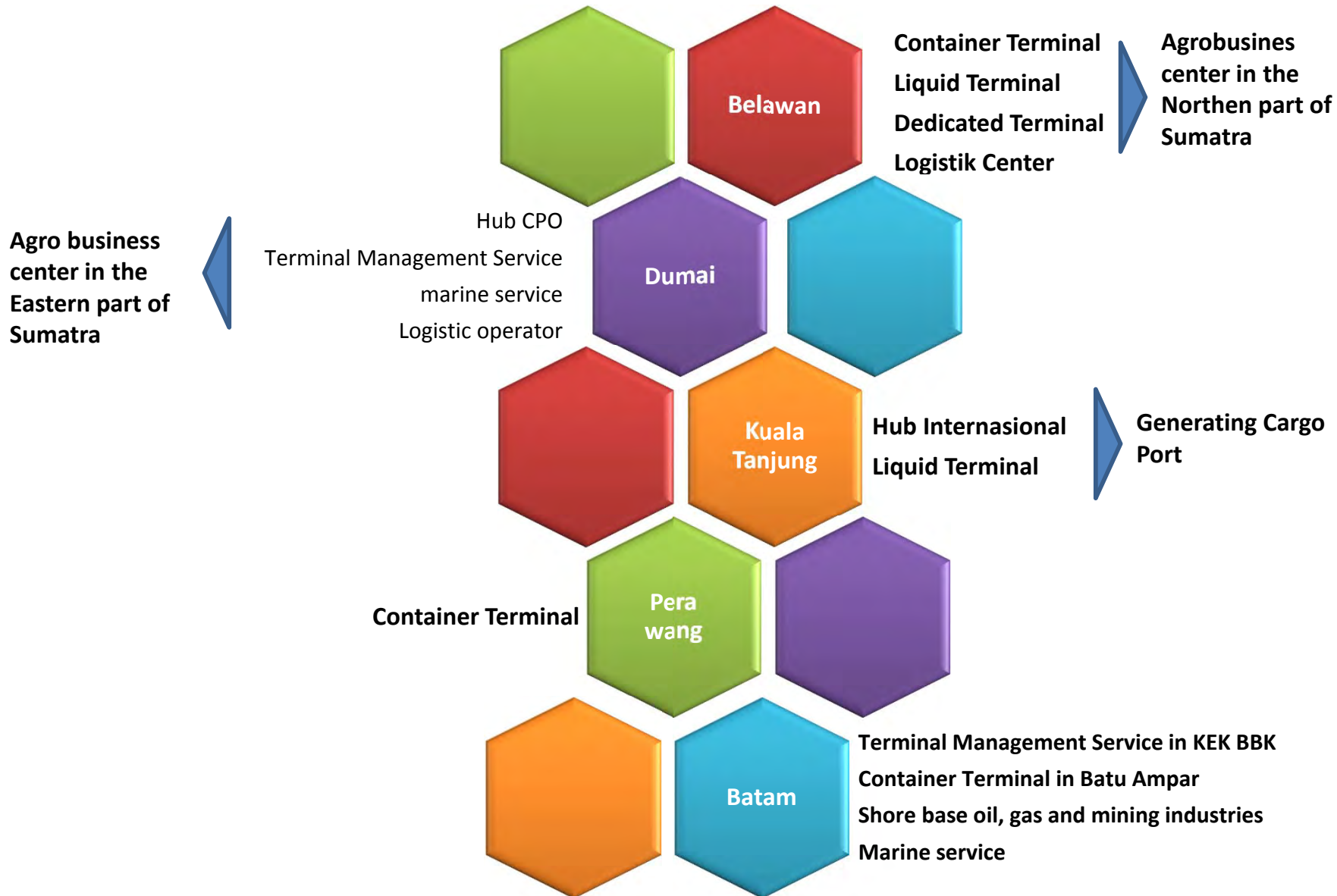
MODULE 1 :

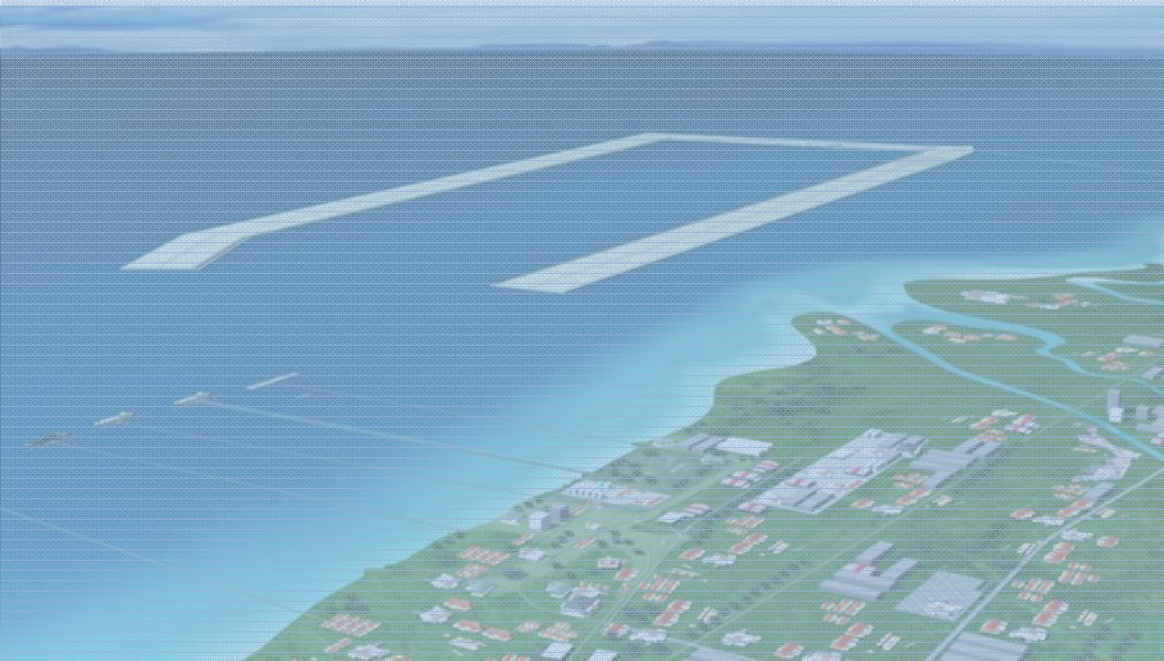


MODULE 2 :



OTHER DEVELOPMENT PLANS



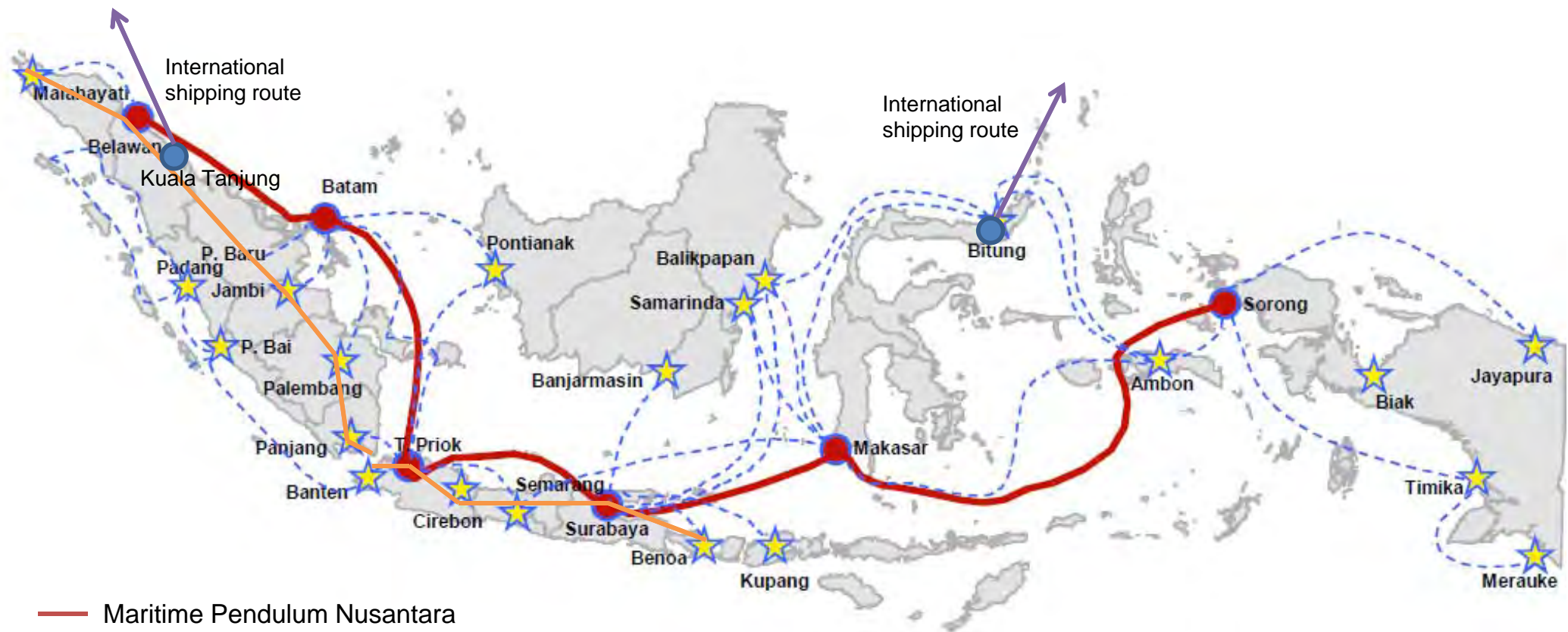


NATIONAL LEVEL ROLE

STRATEGIC ACTION PLAN (FACILITATING TRADE)

NATIONAL LEVEL

“Indonesian infrastructure has to be developed simultaneously both in the maritime and land transport to improve Indonesian connectivity both locally and globally through maritime pendulum nusantara, trans-sumatra, trans-java and benoa highway, and international hub port in Kuala Tanjung and Bitung”



- Maritime Pendulum Nusantara
- Trans-Sumatra, Trans-Java and Benoa Highway
- International Hub Port in Kuala Tanjung and Bitung



RESUME

- ❑ Lots of business opportunities in seaport infrastructure in Pelindo I, one of which is Kuala Tanjung Port
- ❑ We are more than welcome to have strategic partners who have competence, market and funds to accelerate these development plans



THANK YOU