



MULTI TERMINAL

IPCC TERMINAL KENDARAAN



BIMP-EAGA
MARITIME 2023

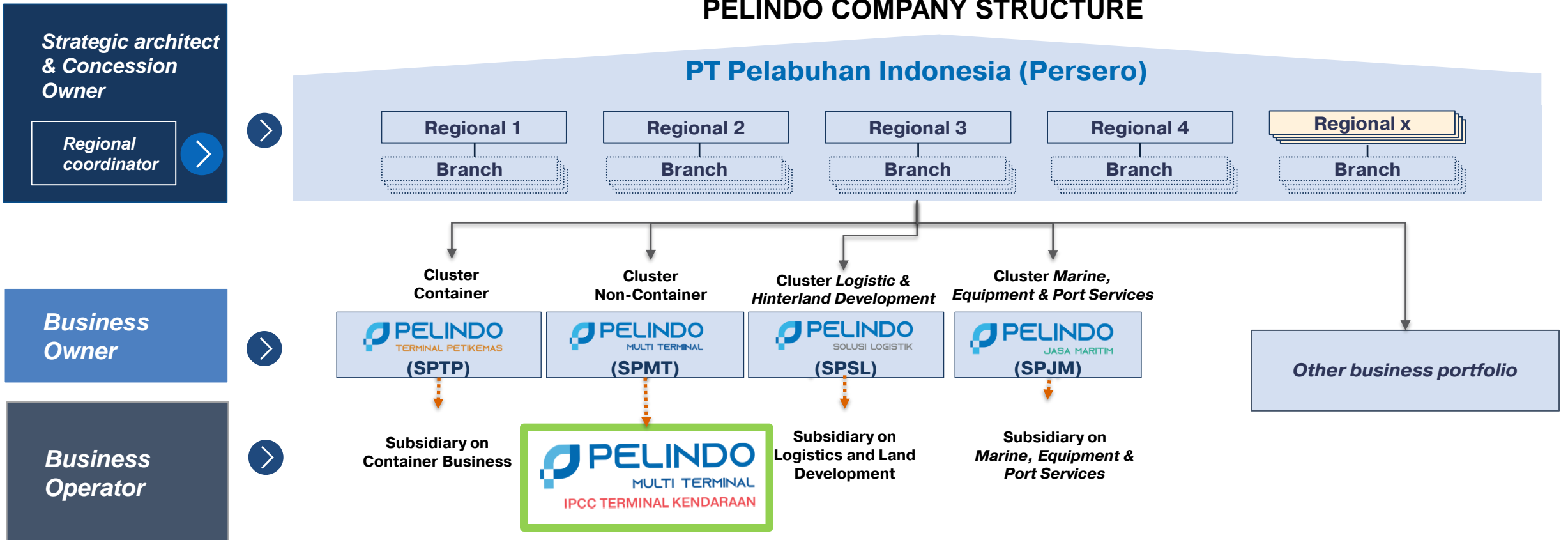


IPCC STRATEGY TOWARDS BUSINESS EXPANSION AND COLLABORATION

RIO T. N. LASSE

PRESIDENT DIRECTOR of IPCC

PELINDO COMPANY STRUCTURE



- **IPCC is categorized under non-container cargo service cluster**, with majority shares ownership by SPMT as non-container service sub-holding, along with PTP for multipurpose cargo service.
- **IPCC is the only terminal operator in Pelindo Group that handles vehicles**: cars, heavy equipment, electric vehicles **and RORO cargo**, including other business in automotive cargo chain.

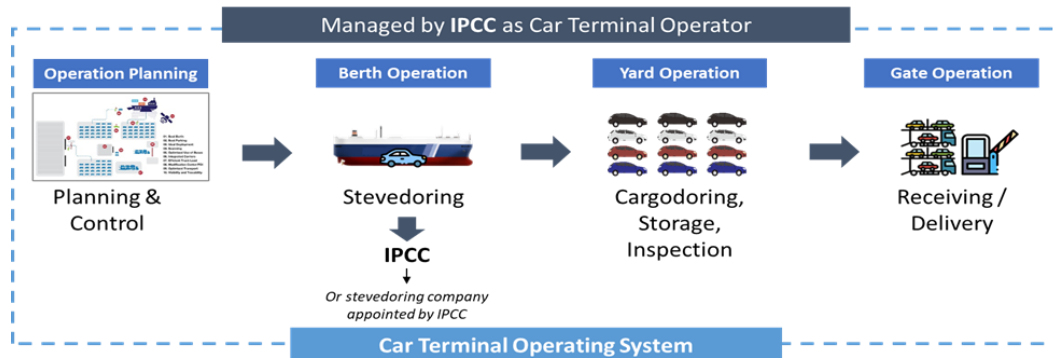
IPCC History at a glance



IPCC Business Lines

1. CAR TERMINAL OPERATOR

Car terminal development and operation



2. CAR TERMINAL HANDLING AND SUPPORTING

- Stevedoring, cargodoring (including Receiving and Delivery) for Car and Heavy Equipment.
- Vehicle Processing Service (VPC), Equipment Processing Service (EPC), Road Freight Services.

3. CAR DISTRIBUTION MANAGEMENT

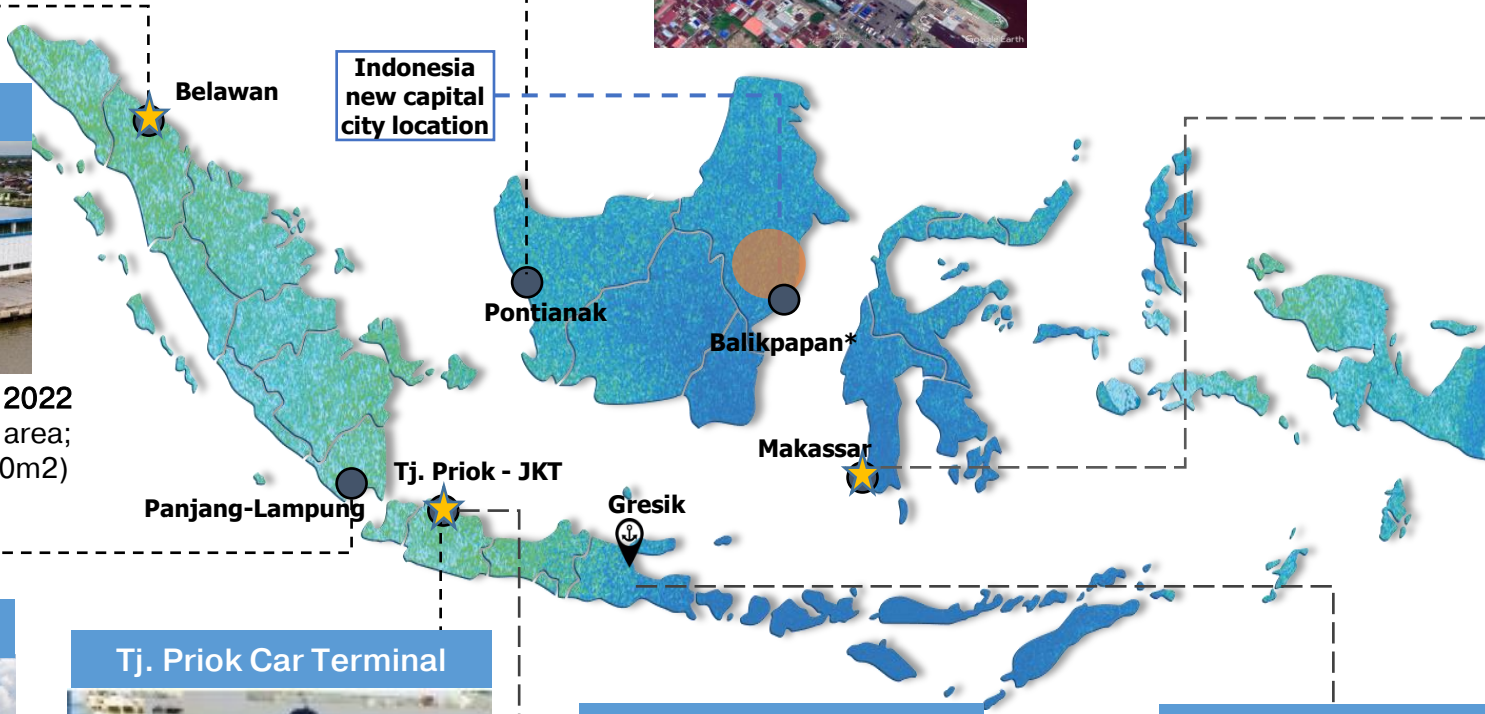
Providing integrated end-to-end service for car distribution

4. RORO Terminal Operator


Providing service for RORO and ROPAX cargo in IPCC terminals

IPCC Operation Area

Tanjung Priok Port, Belawan Port, Surabaya (Tanjung Perak Port), and Makassar Port are the 4 main ports in Indonesia, and IPCC has operated in 3 of those main ports.




Belawan Car Terminal




Operated by IPCC since 1 Jan 2022
 CBU Hub of northern Sumatra area;
 4 story car park building (3,600m²)
 Quay 1: 84 m / -7 mLWS
 Quay 2: 86 m / -7 mLWS

Panjang Branch

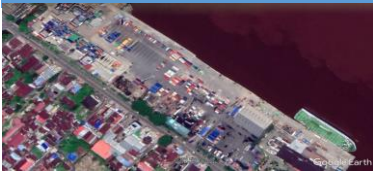


Quay Length: 279 m / -9 mLWS
 Yard Area: 13 Ha.

Tj. Priok Car Terminal




Pontianak Branch




Quay 1: 125 m / -4.5 mLWS
 Quay 2: 75 m / -4.5 mLWS

Makassar Car Terminal




Operated by IPCC since 1 May 2022
 CBU Hub of Sulawesi area;
 3 story car park building (1,500m²)
 Quay 1: 204 m / -7 mLWS
 Yard Area 1: 6.950 m²
 Yard Area 2: 4.050 m²

PDC Jakarta



MKO MTKI Gresik



IPCC joint venture with Maspion since 2017
 Quay 1: 200 m / -10 mLWS
 Yard Area : 3 Ha

Indonesia new capital city location

Belawan, Pontianak, Balikpapan*, Makassar, Tj. Priok - JKT, Panjang-Lampung, Gresik

*full operation by IPCC 1st March 2023

IPCC innovation in terminal service standardization and performance

IPCC Branches transformation:

Belawan Car Terminal (Belawan Port – Medan)

Standard Layout dan blocking numbers on park building

Before



After



Lighting and CCTV addition in terminal area

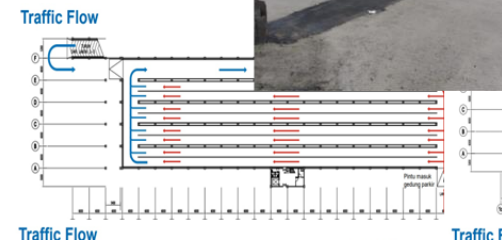


Infrastructure improvement for access and safety

Before



After



Cardom implementation and Planning Control room



IPCC innovation in terminal service standardization and performance

IPCC Branches transformation:

Makassar Car Terminal (Makassar Port)

Dedicated lane for in & out access to Car Terminal,
Standard operating procedure implementation



Before



After



Gate installation and safety improvement within car park building



Before



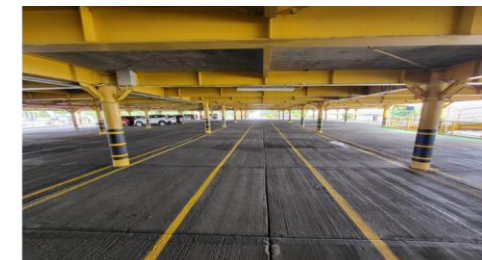
After



Before



After



Company Main Programs

To capture all business opportunities outside the terminal business, both on the sea and land transportation, by focusing on these aspects:

- Port operations and customer relationship management
- Automotive distribution management and ecosystem
- IPCC Big Data for future business

Digitalization



- Horizontal: other potential car/ro-ro terminals
- Vertical: other businesses inside automotive ecosystem
- Global: Collaborate with global players

Expansion



- Integrated “Beyond The Gate” end-to-end services
- Data integration for continuity of Flow of Goods-Data-Money
- Business Process (order to cash, procure to pay, etc)

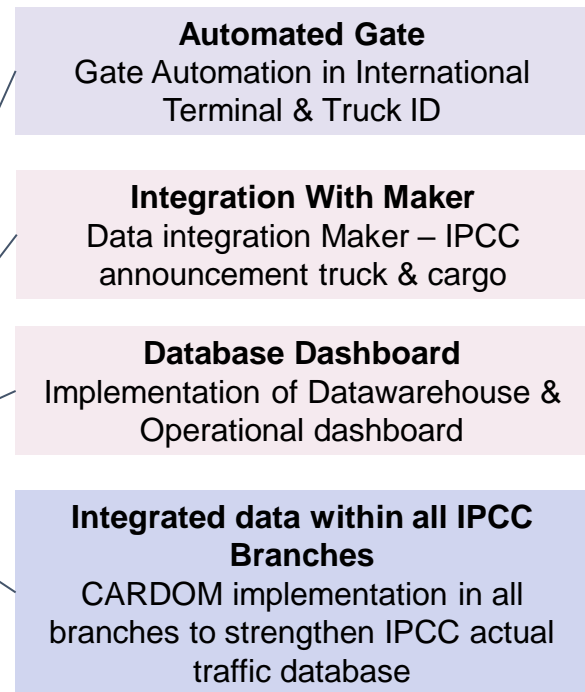
Integration



Digitalization:

The development and implementation of digitalization programs at IPCC:

- Integrating stakeholders (regulators and customers)
- Increasing the speed and transparency of data exchange for higher productivity and efficiency of business processes.
- Managing and minimizing potential risks in operational activities.



Automated gate and inspection process



Control Room Facility improvement



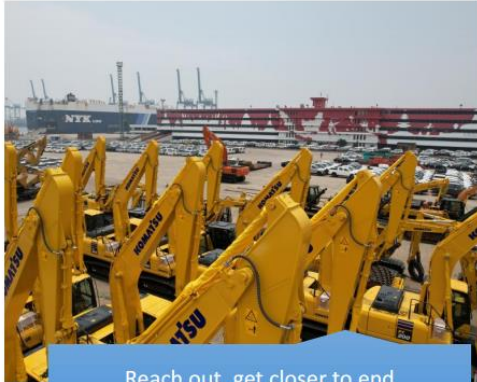
Database Dashboard in IPCC branches



IPCC Main Programs

Integration:

Grabbing the opportunity outside the gate terminal with new spirit **“Beyond The Gate”**



Reach out, get closer to end customers/cargo owners
(EXPAND value propositions)



Collaborate with parties along the automotive supply chain
(EXTEND cooperation beyond terminal)



Simplify the process of end to end business with digitalization to capture larger share
(ENLARGE the coverage and capacity)

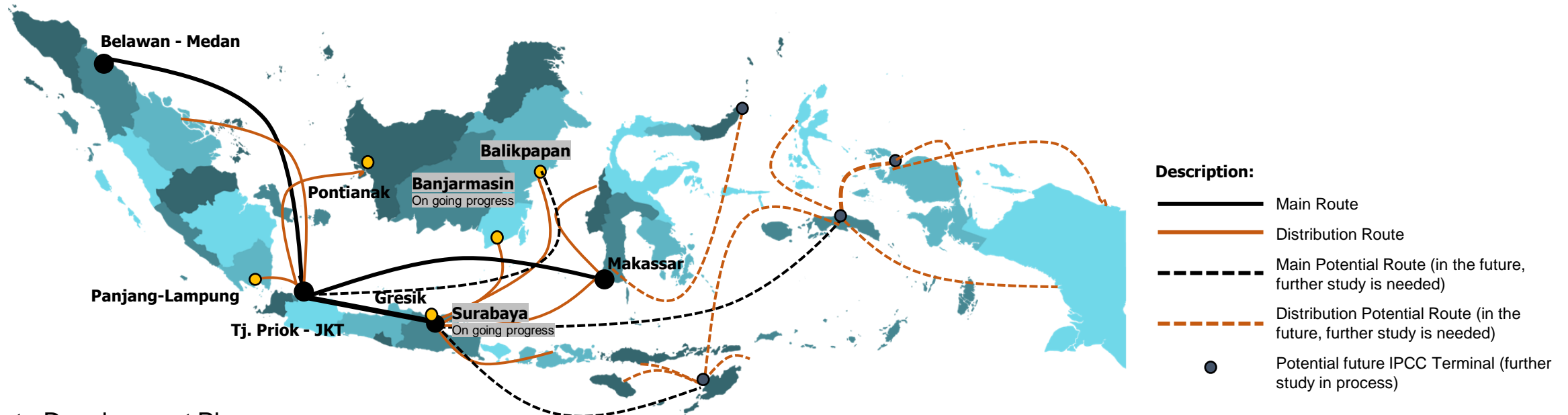
New service launched in 2022: Pre-Delivery Cargo (PDC) with Primary Customer: Hyundai Motor Indonesia



Expansion: IPCC as the only subsidiary of Pelindo specialized in handling Car and RORO terminals

IPCC started its expertise as car terminal, however in order to unlock the capacity in each terminals operated by IPCC and to enhance the connectivity in Indonesia, IPCC extended its expertise and service in operating RORO (and ROPAX) terminals in Indonesia, mainly in Makassar, Panjang, and Pontianak Port.

The Concept Plan of IPCC Expansion in Indonesia Automotive and RORO cargo Distribution



Route Development Plan:

- Mid-Term and Long-Term Plan: Optimizing the shipping route from each main nodes (Tj. Priok, Belawan, Surabaya, and Makassar)
- Collaboration between land & sea route distribution mode
- Considerations: Cost-efficiency, time, and cargo volume

BIMP Countries Future Collaboration Opportunities with IPCC



Expansion: Potential market and vast opportunity for collaboration in RORO service within BIMP area

Potential addition to Distribution Main Nodes for BIMP Region: Balikpapan Port



Collaboration potential within BIMP Area

01

IPCC is operating RORO Terminals in 3 of 4 main ports in Indonesia as Distribution Main Nodes

02

Distribution from Main Nodes to BIMP Area → Vast Regional Hinterland

03

Standardized Services in every RORO / Car Terminal → reaching smaller and peripheral ports

04

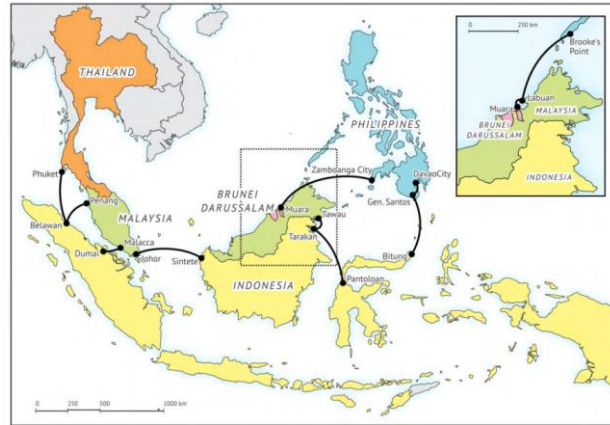
IPCC Services Improvement to the Customer by collaboration: end-to-end service for RORO cargo

- Located +/- 120 km to the new Capital City of Indonesia (Nusantara)
- Located in East Kalimantan, the central of Indonesia and strategically located near to Brunei, Malaysia and Philippines
- Close access to current and future industrial area in East Kalimantan

Nusantara as Indonesia's new Capital City and possible RORO Future route in Indonesia

- In 2012, JICA's feasibility The Master Plan And Feasibility Study On The Establishment Of An Asean RORO Shipping Network and Short Sea Shipping proposed these following RORO routes:

- Davao City – Gneral Santos – Bitung
- Tawau – Tarakan – Pantoloan
- Brooke's Point – Labuan – Muara
- Muara – Zamboanga City
- Sintete – Johor
- Dumai – Malacca
- Belawan – Penang
- Belawan – Phuket



- And based on the study, ASEAN Members States agreed to focus on the three priority routes:

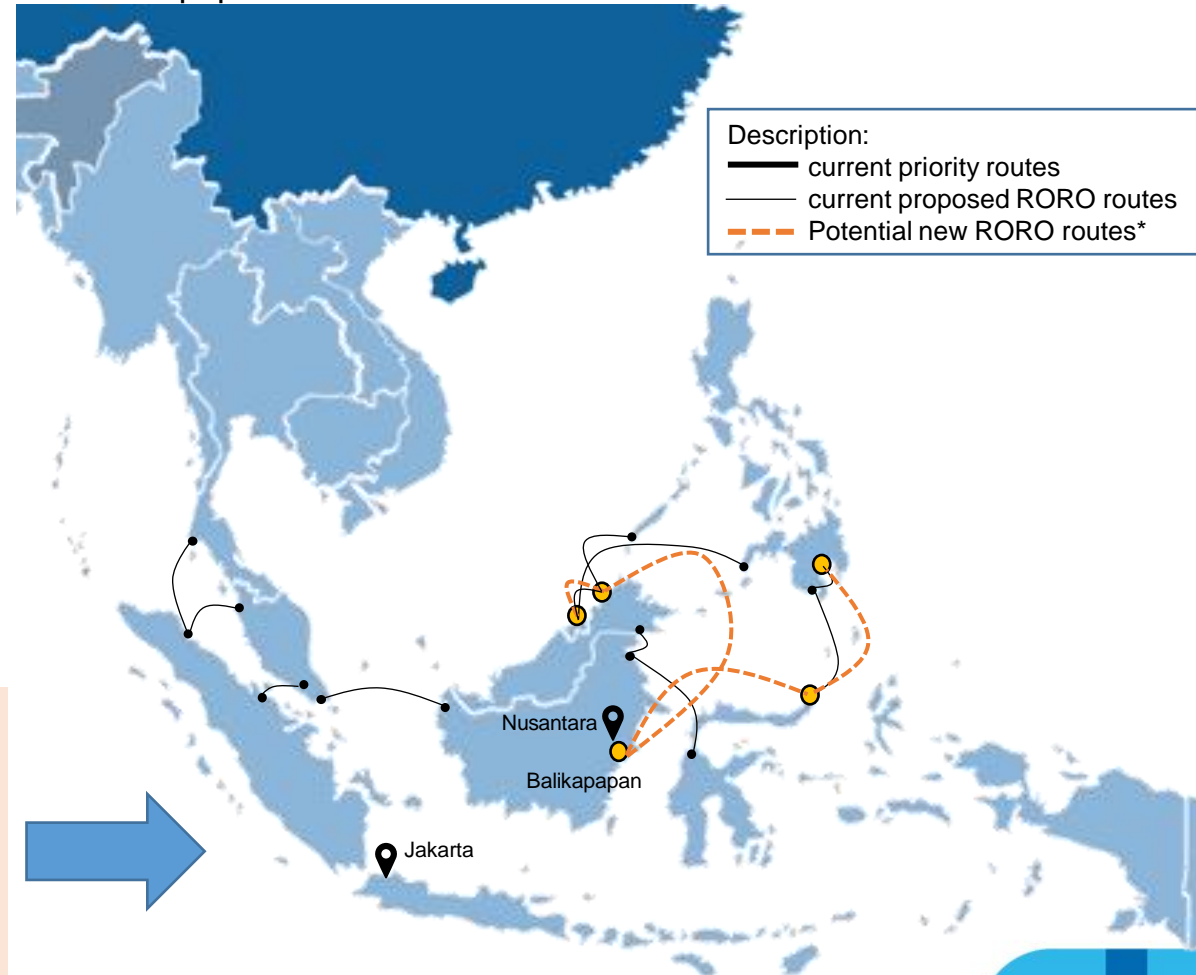
- Dumai-Melaka,
- Belawan-Penang-Phuket,
- Davao / General Santos - Bitung

• **Balikpapan (Terminal Semayang) as one of the cargo distribution main gate to the new Capital City (IKN) Nusantara**, especially for vehicles and other RORO Cargo

• **Industrial area around Nusantara:** Kariangau, KIE, KIK, etc. to strengthen the economic growth condition in Kalimantan and Capital City area

• Opens **a new perspective for shipping and RORO route in BIMP:** possibility to add Balikpapan as new proposed terminal for BIMP RORO routes.

- Potential new route for RORO in BIMP Area taking IKN into consideration:
 - Balikpapan – Bitung – Davao city*
 - Balikpapan – Sabah – Brunei*



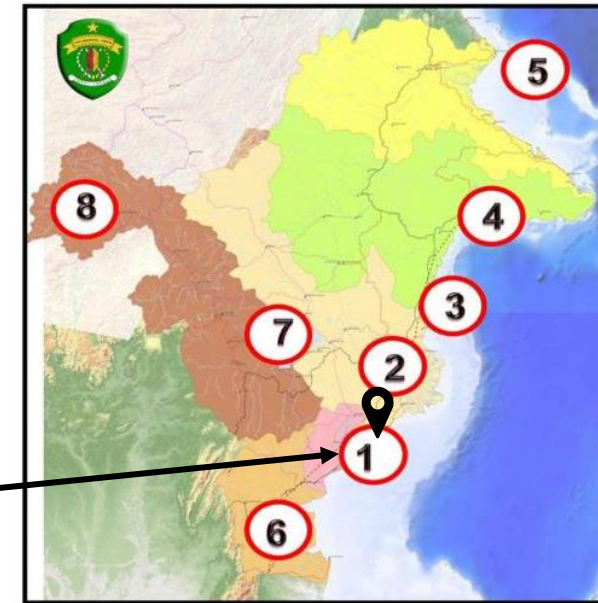
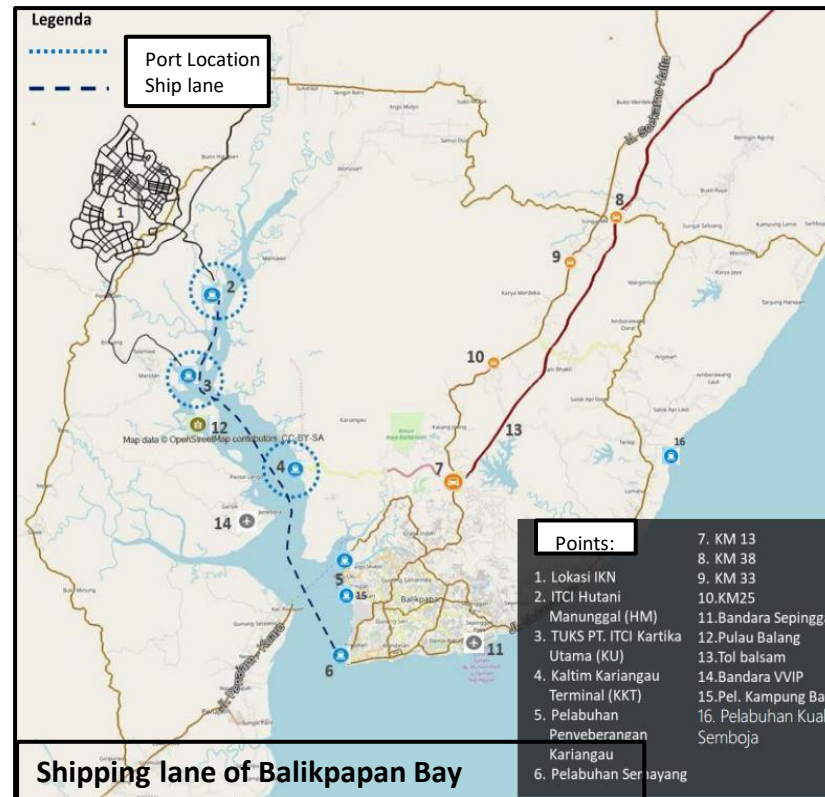
*subject to further review and study

Nusantara as Indonesia's new Capital City and possible RORO Future route in Indonesia

Balikpapan Port Location Overview

- Balikpapan Port (Semayang Terminal), is located right at the estuary, along the shipping lanes of Balikpapan Bay, with high potential to be the cargo main gate towards IKN.
- Balikpapan also has good land access to IKN and Samarinda (Capital city of East Kalimantan), and other industrial area in East Kalimantan.

Balikpapan Port location and access to Samarinda dan IKN



- Description:**
- Kariangau, Biluminung, Balikpapan and PPU Industrial Area
 - Timber, shipyard, service and industry area of Samarinda
 - Oil and Gas industry area around Bontang
 - SEZ Maloy
 - Tourism area Derawan
 - Farm industry Kab. Paser and PPU
 - Farm industry Kukar and Kubar
 - Strategic location of Mahakam Ulu

IPCC Towards Greener Future Car Terminal Ecosystem In Indonesia

Sustainability in Car and RORO Terminal ecosystem



Green initiatives in Port (in this case, RORO terminal ecosystems)

- Environmental Protection
- Energy Conservation
- Community Development
- Port Economic Growth

Related regulations of Indonesia Government Plan towards Net Zero Emission by 2060:

Shifting from New and Renewable Energy to Renewable and Carbon-Neutral Energy:



Shifting to solar power, hydropower, wind power, biomass energy, etc.

Encouraging use of Electric vehicles (EV) in transportation sector



- Key Point :
- Supporting the acceleration of the implementation of battery electric vehicle program
 - Increasing the use of Battery Electric Vehicle especially for State-owned Companies operation

New regulations for Acceleration in domestic electric vehicles industry (Battery Electric Vehicles / BEV)

- Targets:
- 400,000 BEV cars and 1.7M BEV motorcycle in 2025
 - 600,000 BEV cars and 2.45M BEV motorcycle in 2030

How IPCC participates and contributes to those initiatives?

Sustainable source of energy in terminals

- Implementation of Environmental Management System based on ISO14001:2015
- In 2023 IPCC will start installing and using solar panels to supply electricity certain area as pilot project → possibility to use for parking building in the future

Preparation for electric vehicles market and EV ecosystem in Indonesia

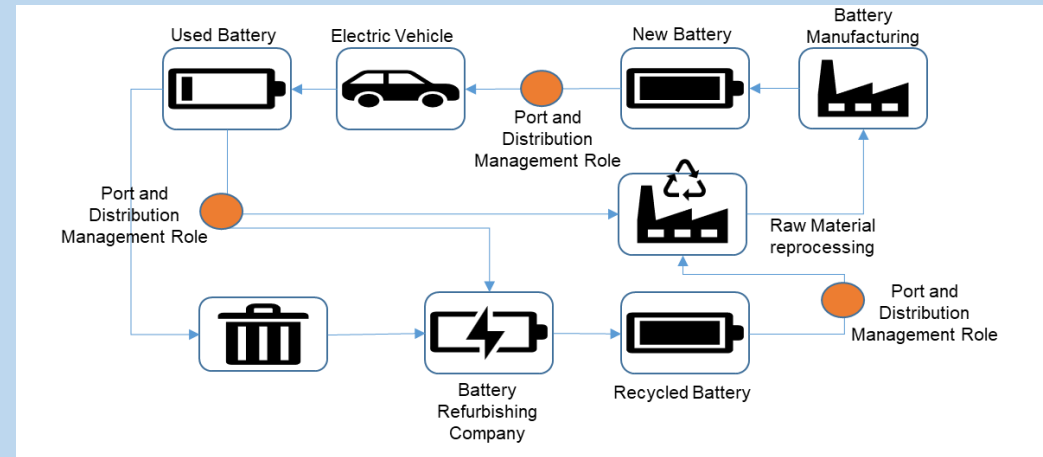
- Electric Plugging for EV
Currently available in Tanjung Priok Port, other branches will be equipped as well.
- Skillful operators for EV cargos
- IPCC preparation to support the distribution chain for EV in Indonesia as Port and Distribution Management for EV cargo and spare parts

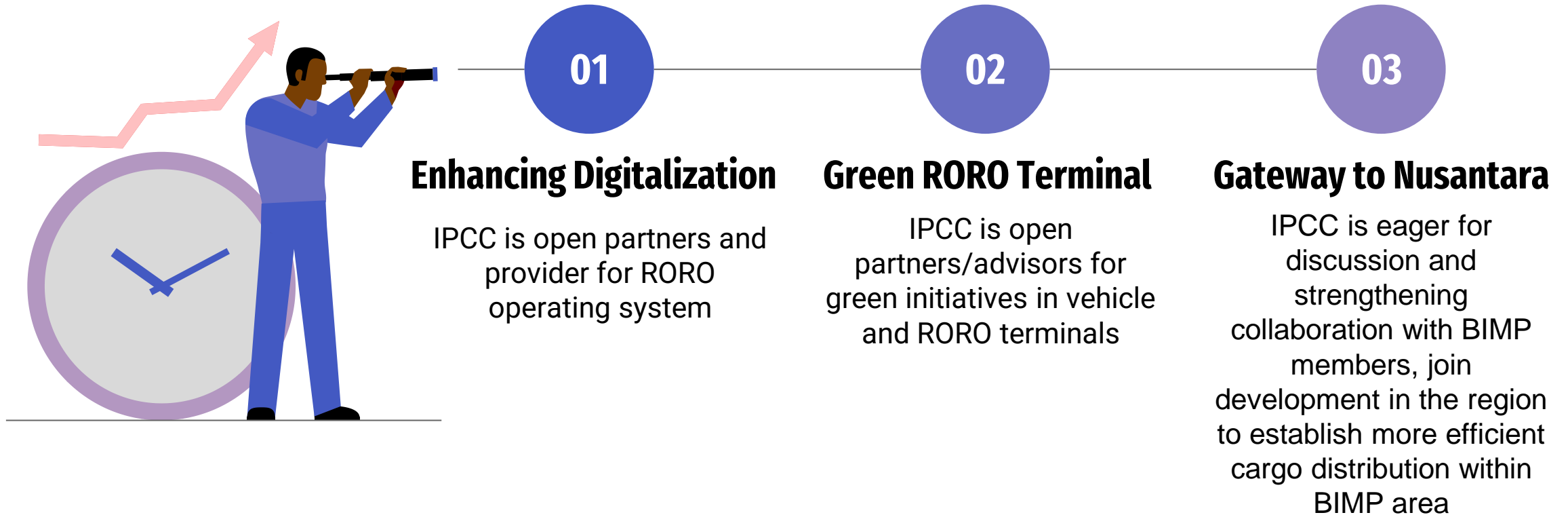
Next steps:

Green attitude of IPCC Employee

Smart Terminal Implementation

Community & Environment based development





Thank you