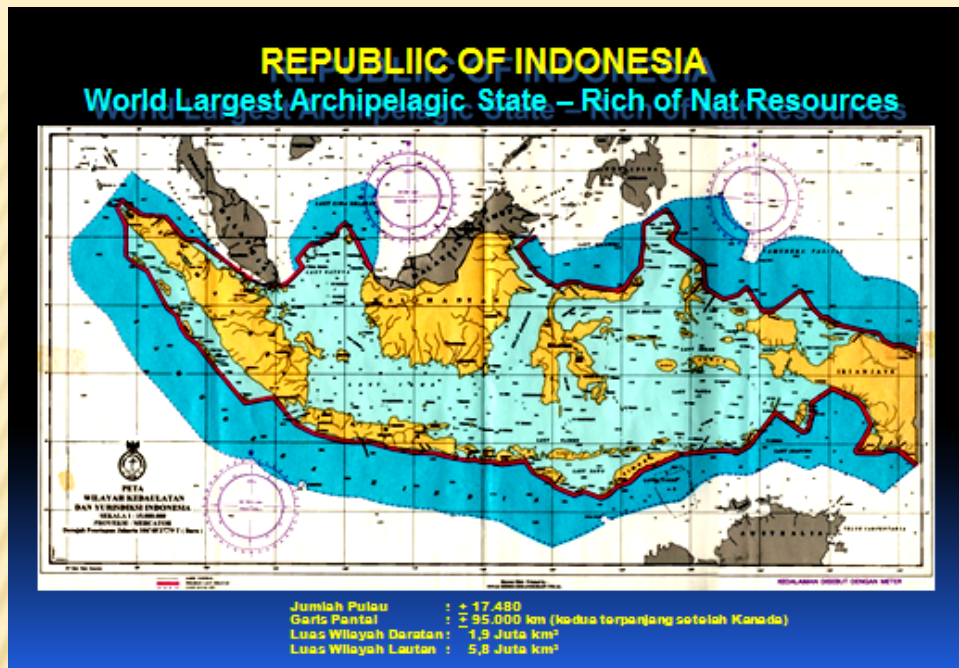


PUBLIC PRIVATE PEOPLE PARTNERSHIP 4P

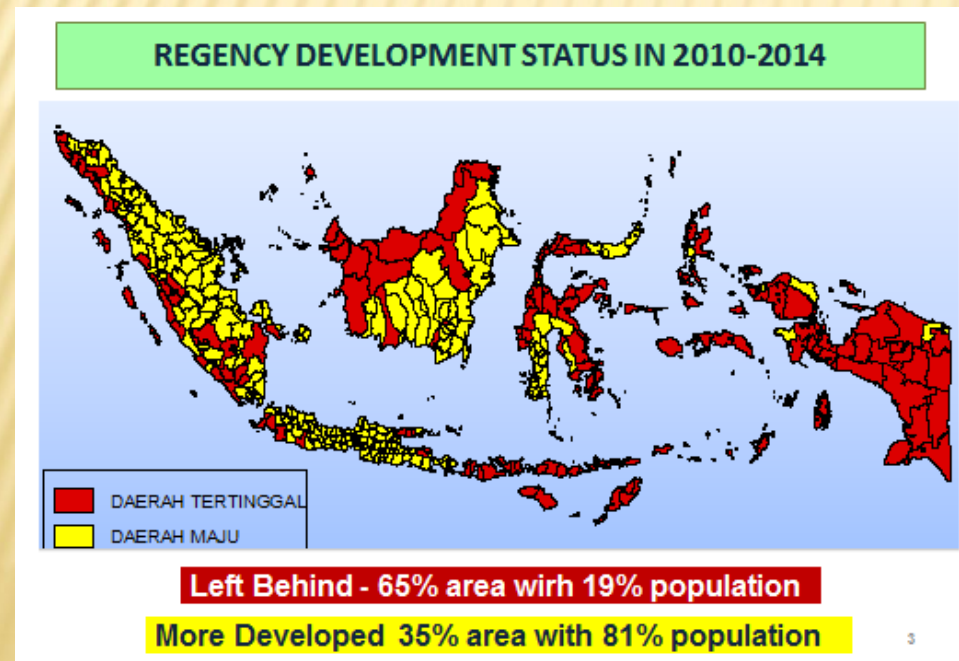
**An Alternative Way
To Growth, Equality, and Sustainability**

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BACKGROUND

- Indonesia is the world largest Archipelagic State. It has rich of Natural Resources (NR). But 30 Mil people living in poverty and 183 of 500s Regencies are left behind.
- Most NR based economy are owned by foreign companies.
- Devt using land / NR remove out existing people unfairly. People release the land in unawareness of “expected future values” of the land, which may become future problems.
- Land are mostly delaying factor to the devt, even though it could have been converted into capital.
- Fair benefit for indigeneous / local people become an aspiration.



IF ECONOMIC DEVELOPMENT FOCUSES ON

Natural Resource-Based and Maritime Industries

POVERTY FINISH IN 10 YEARS

1. Industrial forestry, 2 mil Ha
2. Food crops, 2 mil Ha
3. Industrial crops 2 mil Ha
4. Fishery: 5.000 ships, 50.000 boats, 100.000 Ha marine culture
5. Life stocks : each 2 mil
6. Oil, gas, and minerals: optimal, Electricity 60% renewable, mostly marine based
7. Tourism: 8 world class, contribute 10% to world class world class, 5% yachts
8. Processing and manufacturing industry, trade, and services, local, natl, and internat;
9. Maritime: Shipping 100% cabotage, 20% exim, traditional fleet for natl logistic, shipbuilding 60% within the state
10. Urban real estate, 700.000 Ha

CREATE 60 MIL JOBS FOR 180 MIL POPULATION

TOWARDS MARITIME STATE

TO FACILITATE INTERNATIONAL INDUSTRIES, TRADE, AND MARITIME ACTIVITIES



Sources: Bappenas, Study on Archipelagic Coastal Urban Development, 2009

HOW TO MAKE IT HAPPEN?

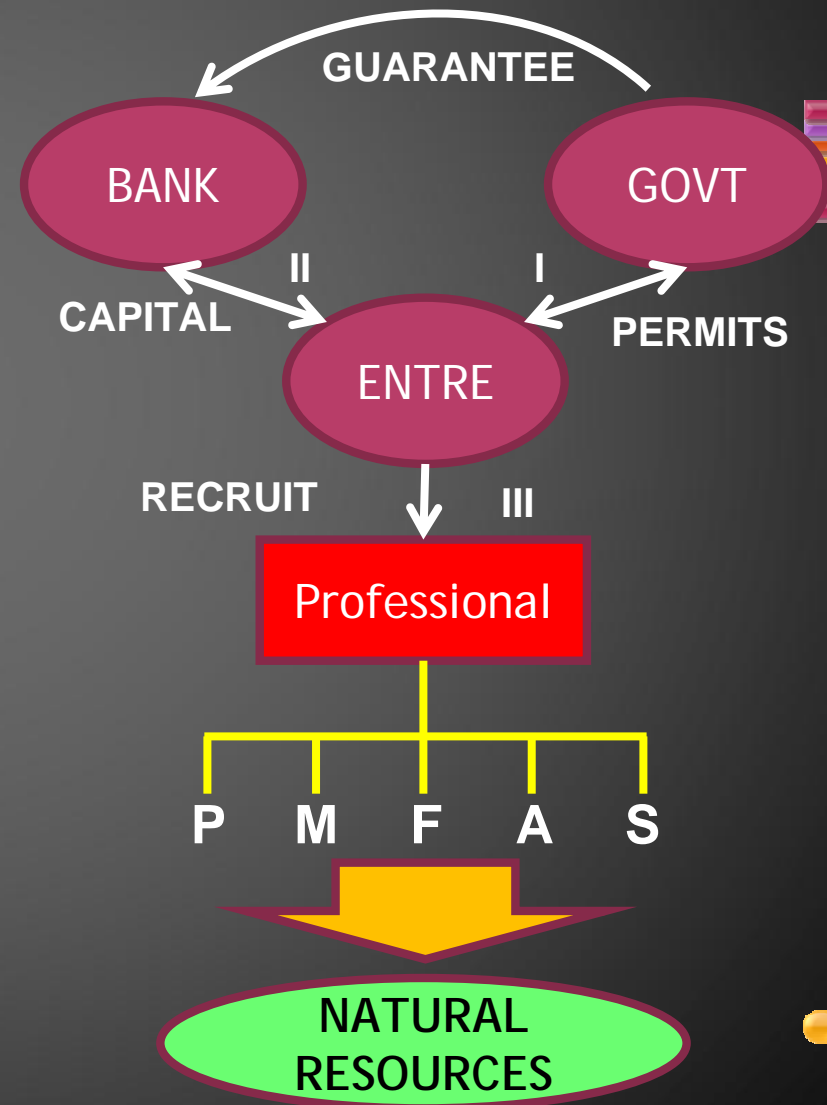
WHAT PRODUCTION FACTORS
NEEDED?



1. NATURAL RESOURCE
2. CAPITAL
3. HUMAN CAPITAL
4. ENTREPRENEUR
5. INFRASTRUCTURE
6. LEGAL BASE

GOVT SHOULD MAKE THESE
AVAILABLE

DEVT PROCESS?



4P OWNED COMPANY

Public Private People Partnership (4P)

WHY 4P OWNED COMPANY?

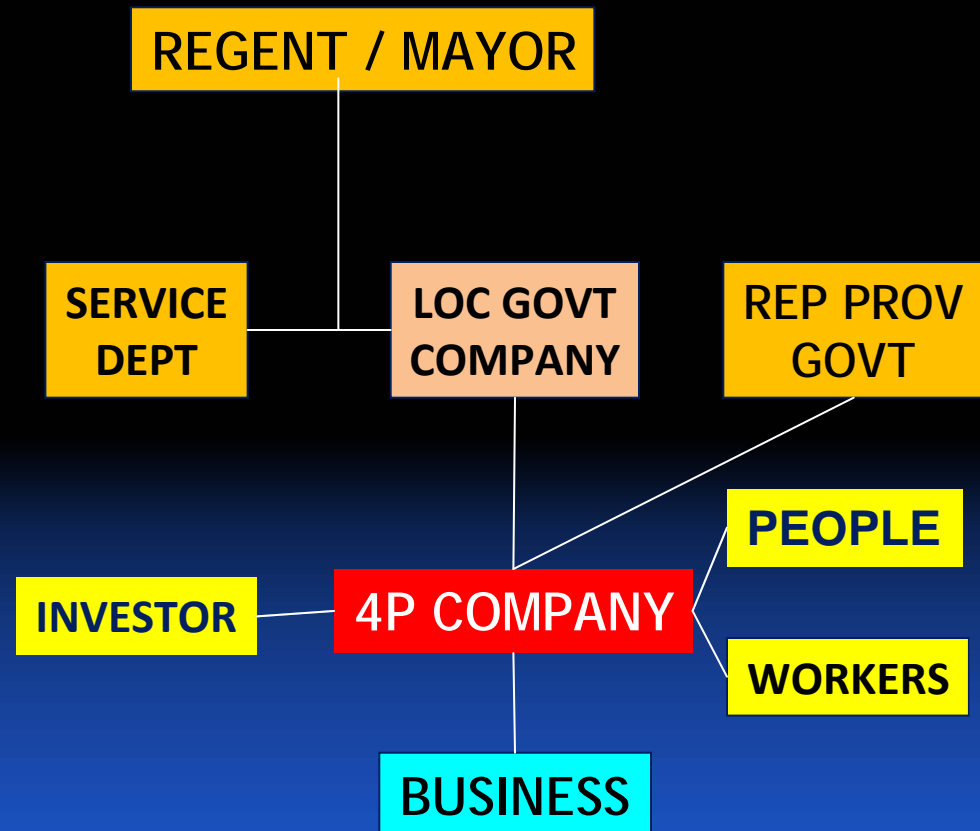
1. Indonesian Constitution (UUD 1945) Article 33: NR is controlled by the State, Economy is developed to the maximum extent to prosperity of people.

2. Stakeholders involved are according to “roles” and “rights”; i. governments have to control the NR, fiskal, provides regulations, permits, and infrastructures, II. Private sector contributes skills, III workers contributes as human capital and as citizens have the rights upon benefits of state assets, IV. community/indigeneous have the rights upon benefits of state assets.

3. The 4P company to apply principles of “inclusive” and “fair”, “stakeholders to be shareholders”.

4. The 4P company ensures “fair benefits” through shares stated on the document: each for private investor, provincial, regency, and city government, land community, and workers.

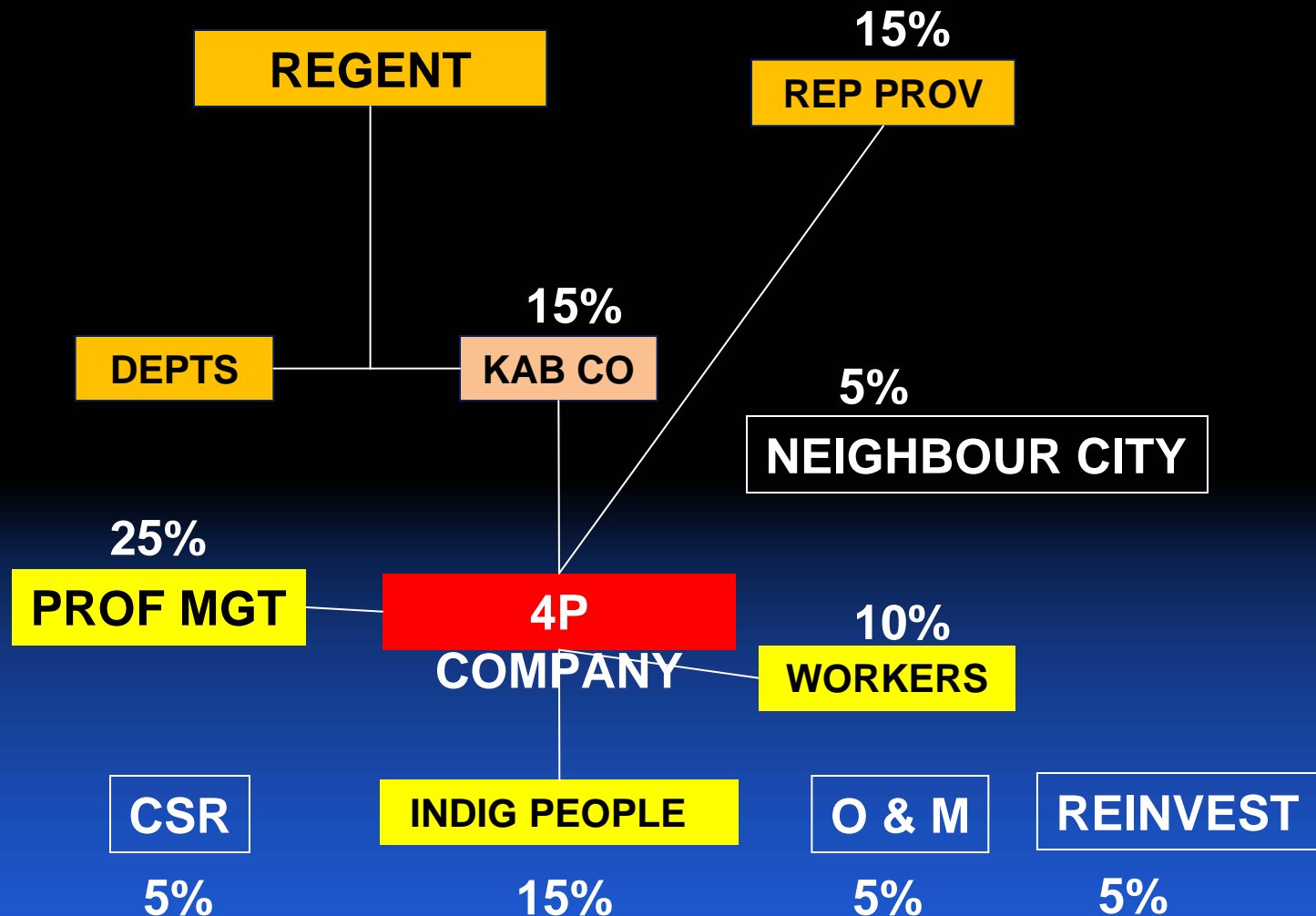
ORGANIZATION:



4P COMPANY
WORLD CLASS MARINE TOURISM AREA
RAJA AMPAT WEST PAPUA

20 Resorts, Cruise Ship Port, Traditional Phinisi Fleet, and 500
Yachts

ORGANIZATION:



**Monoreil will
Increase in land
value/price at
area around stations**

Devt impact:

**5-50 Ha =
50.000 M –
500.000 M**

**If margin
USD 500/sq M
Then**

**Profit total
USD 25 MIO –
USD 250 MIO**

**CAN'T FINANCE
MONOREIL ? INCREASE PEOPLE
ASSETS TOO?**

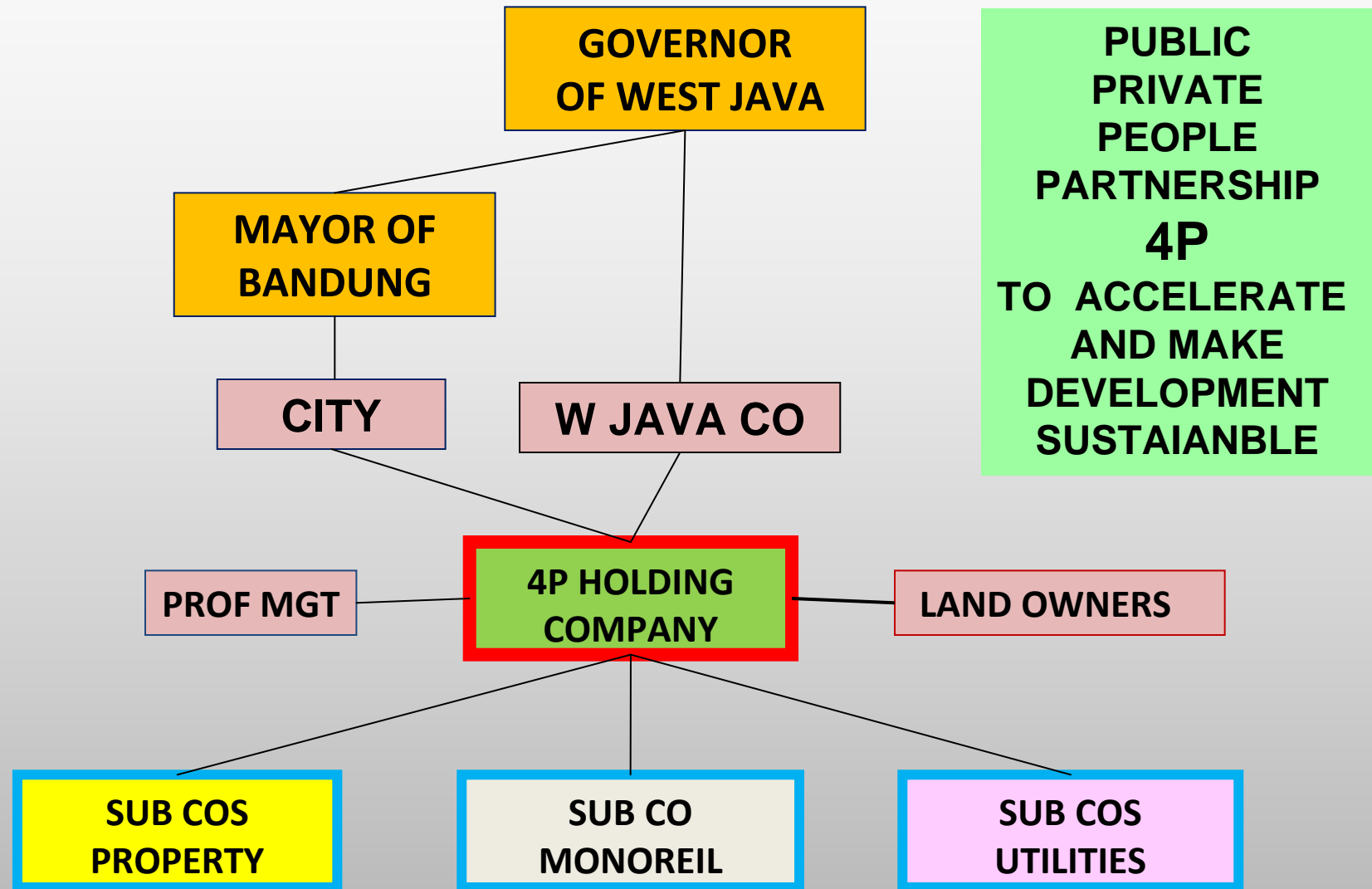
**BANDUNG CITY Redevelopment
To boost productivity
create jobs, increase people
Income WITH NO State Budget**

**LOADING PROFILE
CORIDOR 1 (PAX/DAY)**

**EXPECTED
FUTURE
VALUES...
USE IT...**

| No | Nama Stasiun | Kelurahan | Kecamatan |
|----|-------------------|-----------------|-----------------|
| 1 | Babakan Siliwangi | Lebak Siliwangi | Coblong |
| 2 | Simpang Dago | Lebak Siliwangi | Coblong |
| 3 | UNPAD | Lebak Gede | Coblong |
| 4 | Panatatayuda | Lebak Gede | Coblong |
| 5 | Dukonsel | Citarum | Bandung Wetan |
| 6 | Sultan Agung | Citarum | Bandung Wetan |
| 7 | BIP | Citarum | Bandung Wetan |
| 8 | Balaikota | Babakan Ciamis | Sumur Bandung |
| 9 | Braga | Braga | Sumur Bandung |
| 10 | Tamblong | Kebon Pisang | Sumur Bandung |
| 11 | Asia Afrika | Balong Gede | Regol |
| 12 | UNPAS | Cikawao | Lengkong |
| 13 | Karapitan | Paledang | Lengkong |
| 14 | Tegal Lega | Ciateul | Regol |
| 15 | Immanuel | Situsaeur | Bojongloa Kaler |
| 16 | Leuwipanjang | Situsaeur | Bojongloa Kaler |

4P COMPANY BANDUNG CITY REDEVELOPMENT



BANDAR KAYANGAN



New “Global Hub” Town In North Lombok



**An empty field...
With beauty surrounds it...
To be a modern but green
and cultural place
of global
Industry, trade, and maritime
Activities...**



LOCATION:

In the North coastal area of Lombok island.....

On the strait between Bali and Lombok Islands,
one of most strategic locations on the Archipelagic
Sea Lanes of Indonesia....

Arround 50 Km to Senggigi tourism area,
and 70 Km from Lombok International Airport...

2 hours speed boat distance to Bali...

BANDAR KAYANGAN



NEW “GLOBAL HUB” TOWN – 7000 Ha

A Special Economic Zone, to facilitate
International industry, trade, and maritime
activities...

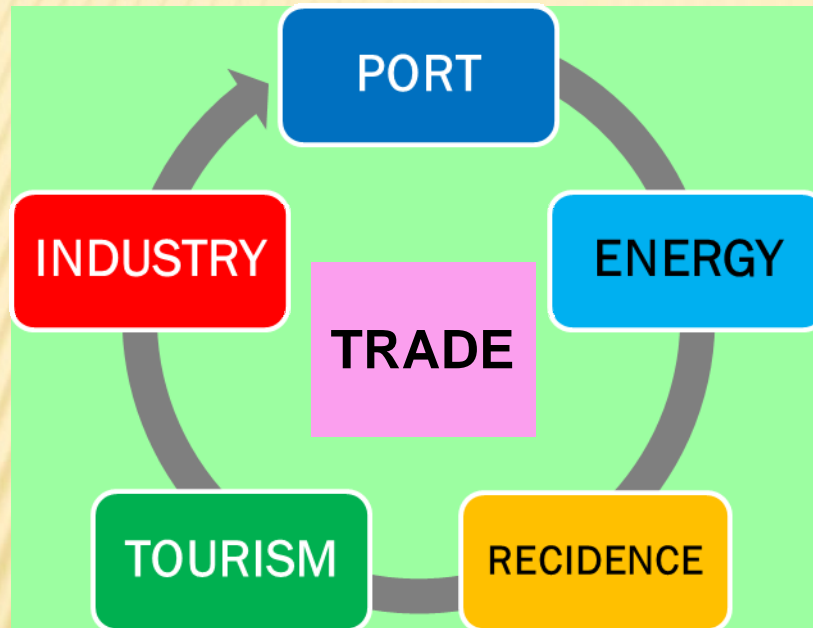
With modern sea port...

With modern industrial parks, commercial and
recidential areas, and urban facilities...

Innitial investment of USD 1.75 B for port,
and 2.5 B for urban development.

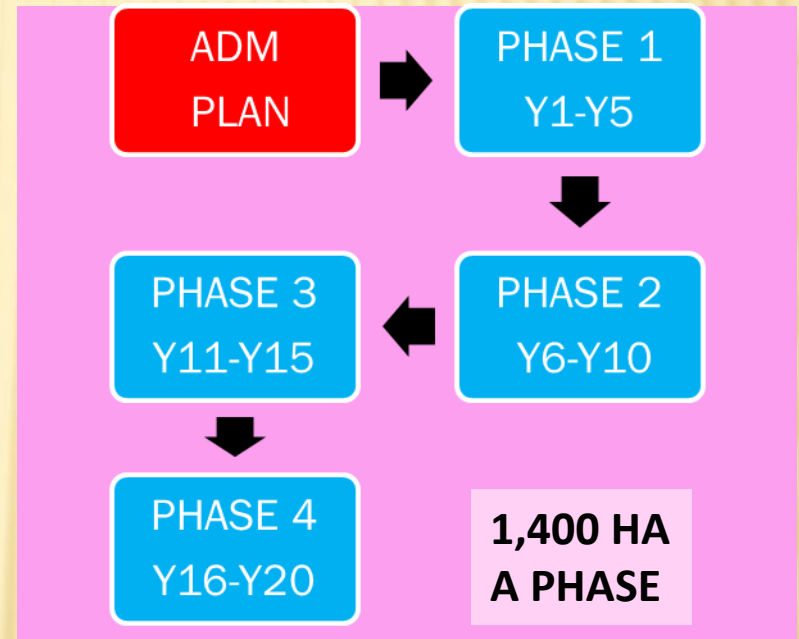
BANDAR KAYANGAN New International Town

CORE BUSINESS



PORT 600 Ha, CBD 600 Ha
INDUSTRIAL Parks 1800 Ha
ENERGY 1000 Ha, UNIV 300 Ha
TOURISM and SPORT 200 Ha
RECIDENCIAL 2500 Ha,
TOTAL 7.000 Ha

DEVT PHASES



POPULATION 1- 1.2 Million

CASHFLOWS SUMMARY

CONSERVATIVE CASH FLOWS PROJECTION

In Billion of Rp, constant price, 10% inflation per year

| | | PHASE 1 | PHASE 2 | PHASE 3 | PHASE 4 |
|-----------------------------|---|---------|---------|---------|----------|
| CASH IN | | 109500 | 71800 | 112300 | 162000 |
| Investment on Port | Land 600 Ha 25b/Ha, 3 phase construction | 22000 | 7000 | 7000 | |
| Loan for Land Acqtn 7000 Ha | 1b/Ha, once, up front | 7000 | | | |
| Land Sale | Starts 25 b/Ha Port & Oil, 50 b/Ha others | 80500 | 64800 | 105300 | 162000 |
| CASH OUT | | 63327.5 | 46722.5 | 52797.5 | 40402.5 |
| Loan Installment | Used for Land Acq & Devt, | | 12600 | | |
| Land Acquisition | 1 b/Ha, once, year 1-2 | 7000 | | | |
| Land Works | 5 B/Ha, 1600Ha Port & Oil Ph1, 1350 Ha/ph | 14750 | 6750 | 6750 | 6750 |
| International Port | 3 phases, | 22000 | 7000 | 7000 | |
| Main Roads | 120 Km 50 M row, 20 b/Km | 600 | 600 | 600 | 600 |
| Railways | 30 Km, 30000 b, 2 phases | | 15000 | 15000 | |
| Electricity | 4 mw/cap/y, 480 mw, 50b/ww, 4 phases | 6000 | 6000 | 6000 | 6000 |
| Water | 36 m3/cap/y, 1200 l/sec, 1b/l/sec, 4 phases | 1200 | 1200 | 1200 | 1200 |
| Sanitation | 1200 b/phase, 4 phases | 1200 | 1200 | 1200 | 1200 |
| Gas | 1000 b/phase, 4 phases | 1000 | 1000 | 1000 | 1000 |
| Public Buildings | Govt offices, others | 200 | 200 | 200 | 200 |
| SUBTOTAL | | 53950 | 38950 | 38950 | 16950 |
| Taxes | | 9377.5 | 7772.5 | 13847.5 | 23452.5 |
| NET FLOW | | 46172.5 | 25077.5 | 59502.5 | 121597.5 |
| TOTAL NPV | | 252350 | | | |

DEVELOPMENT STEPS:

1. Plans and admins.
2. Land acqui, const of port and basic infras.
3. Land works and main infras
4. Site land devt, and building const by sub developer.

INVESTMENT NEEDS:

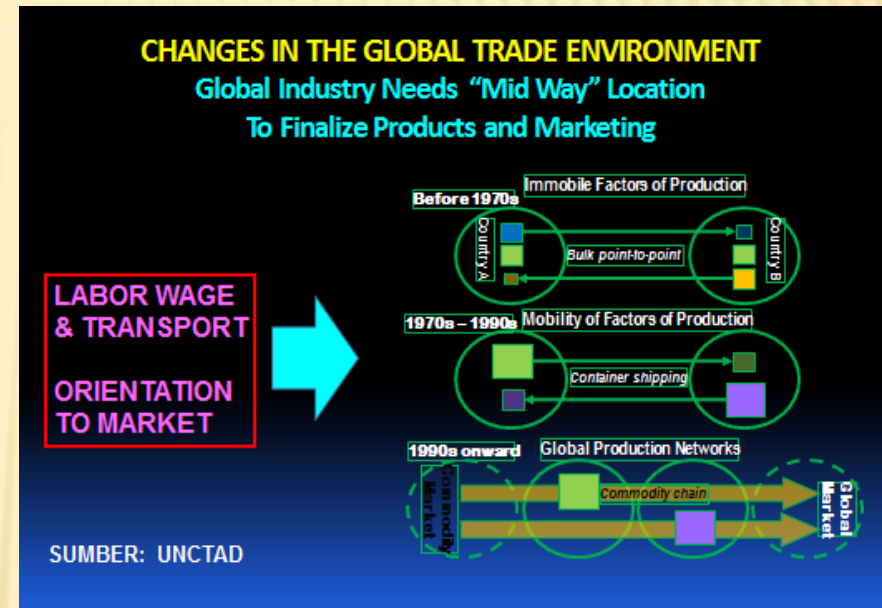
- a. USD 1.75B for port, phase 1.
- b. USD 2.5B, for land acqui and parts of basic infras ifollowed by roolling over up to USD15B for20 years..

YIELDS OF 20Y:

- a.NPV of USD 20B
- b. Govt Tax of USD 4B

CONSERVATIVE, UP TO BASIC LAND DEVELOPMENT

OPPORTUNITY FOR INDONESIA TO SERVE THE WORLD

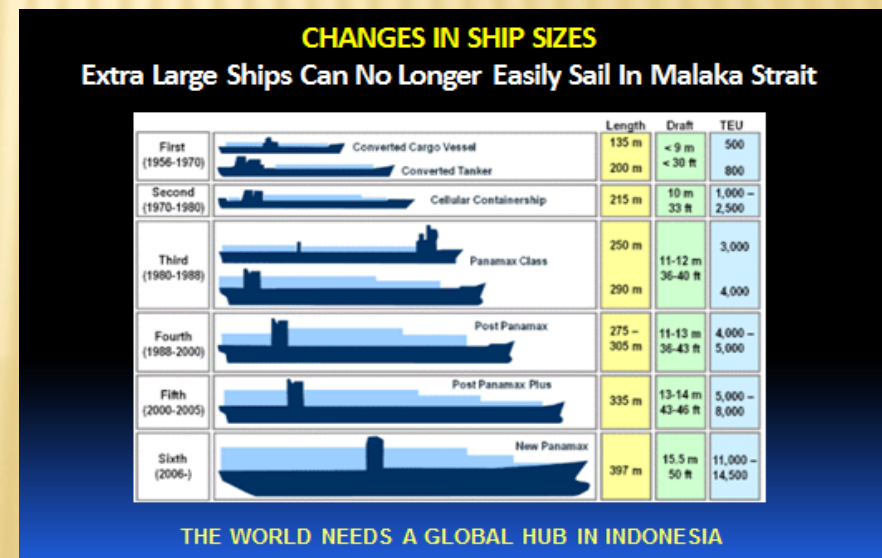


The world extra large ships need a port on a deep sea lane... on the strategic passage...

Global industries need industrial complex located in the “middle way” or “junction” on the way of international trade...

The world needs alternative hub for industry, trade, and maritime activities...

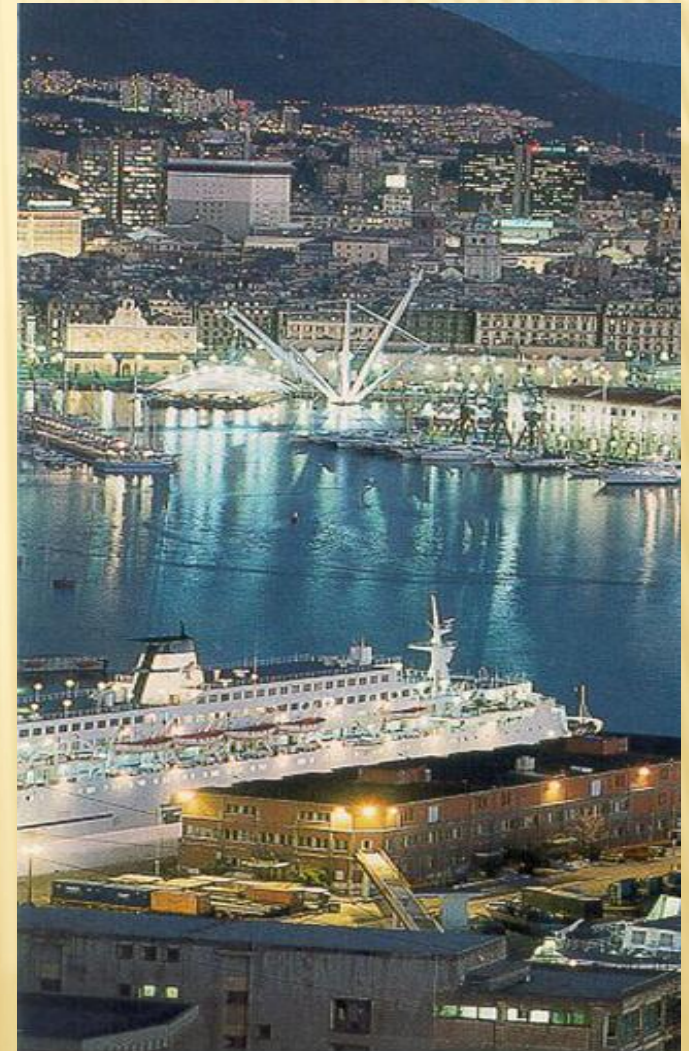
THE WORLD MARITIME AXIS ... IS LOMBOK



WHY NORTH LOMBOK?

New “Global Hub” Town BANDAR KAYAANGAN is located partly in Kecamatan Kayangan. The area meets necessary criteria:

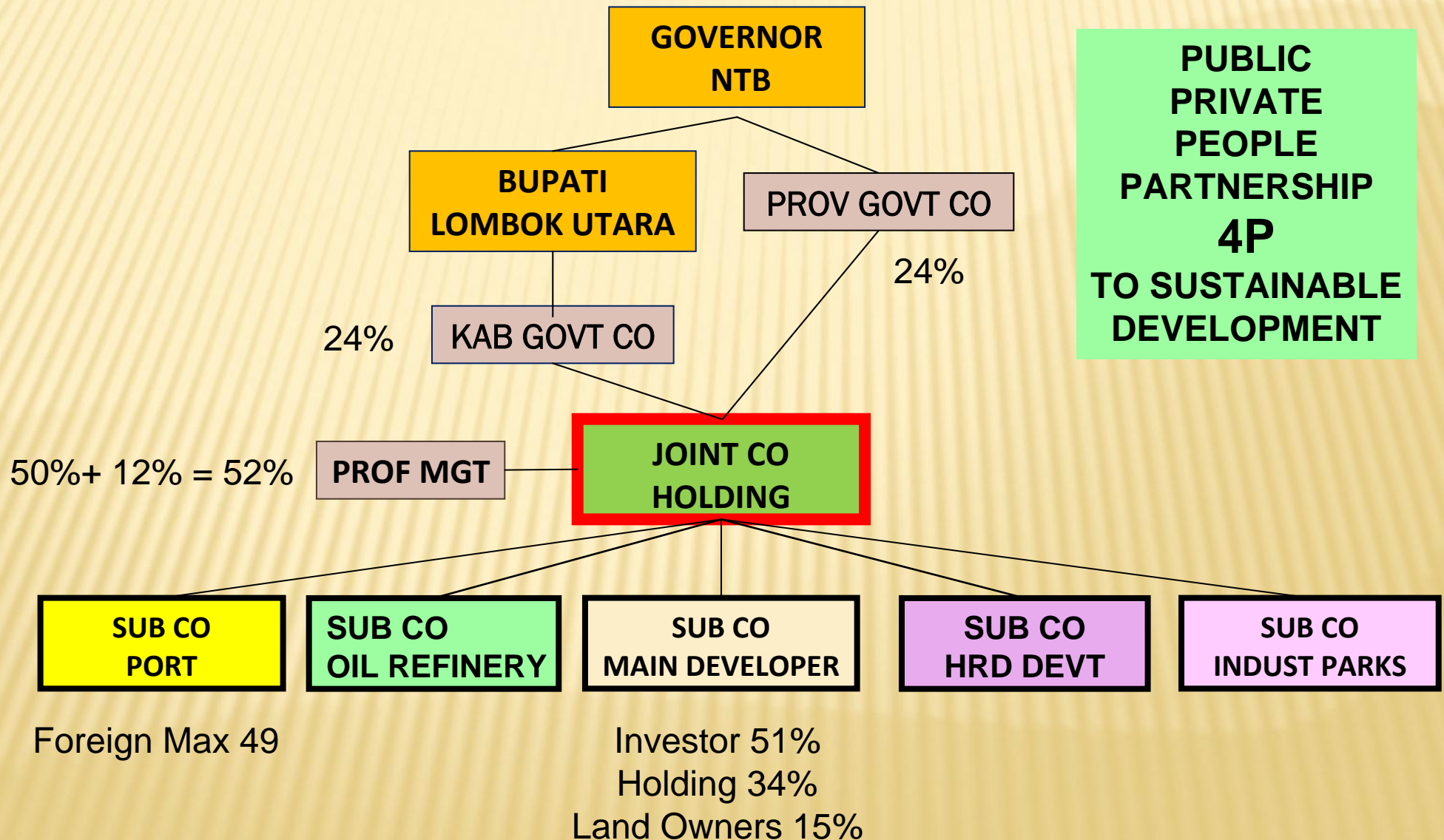
1. Sufficient depth, that may accommodate ships of the extra large and of future generation.
2. Close by the Indonesia Archipelagic Sea Lane (ALKI II) which is strategic according to analysis of the United Nations Conference on Trade and Development (UNCTAD).
3. Available land up to 10,000 Ha suitable for urban development.
4. Having “beauty” with a background of Mount Rinjani, and only 1 hour driving to Senggigi international tourism area.
5. On the “branded” international tourism area BALI-LOMBOK.



SWOT MATRIX STRATEGY

| | | |
|---|--|---|
| <p>BANDAR KAYANG</p> <p>To be modern and most attractive Global Hub town to facilitate international industry, trade, and maritime activities.</p> | <p>Opportunities :</p> <ol style="list-style-type: none"> 1. Located on "highway" (ALKI II) of international strategic passages. 2. Archipelagic rich natural resources, and tourism objects. 3. Potential buyers: FTZ, industry maritime, world class tourism 4. Regultns: subject to changes 5. Competitors lack capacity for extra large and future ships | <p>Threats :</p> <ol style="list-style-type: none"> 1. Competitors dominate marketing, finance, and information 2. Intenational and national capitalists tend to dominate shares. 3. Geopolitic competitions 4. Poverty 5. Sea security |
| <p>Strengths :</p> <ol style="list-style-type: none"> 1. Infrastrctrs "just ok", to develop 2. Land, water, and "beauty" available 3. Potential HR, quantity 4. Existing SME 5. Branded tourism area | <p>S-O :</p> <ul style="list-style-type: none"> • Free Trade Zone (internatl) • Adding values (national) • World Class Tourism • Shipping/Shipbuilding • "Most Liveable" City • Local Business | <p>S-T :</p> <ul style="list-style-type: none"> • Stratgc alliance in marketing, finance, & Infomation • Empowerment of local community to participate in business • Public Private People Partnership for town devt |
| <p>Weaknesses :</p> <ol style="list-style-type: none"> 1. Lack of capital 2. Insufficient system and procedure on fiscal, finance, and asset mgt 3. World class mgt not available 4. Lack of experts/ trained workers 5. Lack of "business wise" of local com | <p>W-O :</p> <ul style="list-style-type: none"> • Shipowners Investment • Land/property Devt Investment • Special Economic Zone • Hire Quality HR/Mgt | <p>W-T :</p> <ul style="list-style-type: none"> • Training to match incoming industry • SME devt with BPR, Jamkrida, mentoring • Improve system and priocedure for coastguard |

BUSINESS ENTERPRISES BANDAR KAYANGAN



SOME NOTES ON THE ECONOMY

JOBS OPPORTUNITY

| | CONSTRUCTION | POST CONST |
|------------------------|-------------------|----------------|
| PORT, Const 3x2 Y | 20.000 Worker / Y | 20.000 Worker |
| INDUSTRY, Const 4x2 Y | 15.000 Worker / Y | 180.000 Worker |
| COMMERCE, Const 4x2 Y | 15.000 Worker / Y | 60.000 Worker |
| RECIDENCE, Const 4x3 Y | 75.000 Worker / Y | 60.000 Worker |

GROSS REGIONAL DOMESTIC BRUTO

| | CONSTRUCTION | POST CONST |
|------------------------|--------------|--------------|
| PORT, Const 3x2 Y | Rp 16 T / Y | Rp 20 T / Y |
| INDUSTRY, Const 4x2 Y | Rp 15 T / Y | Rp 180 T / Y |
| COMMERCE, Const 4x2 Y | Rp 15 T / Y | Rp 120 T / Y |
| RECIDENCE, Const 4x3 Y | Rp 60T / Y | Rp 60 T / Y |

THANK YOU

TERIMA KASIH

LEBIH KURANG MOHON DIMAAFKAN