





Indonesia, Why It Matters?

10th

Indonesia's economy is forecast to be the world's 10th largest by 2025



GDP of more than \$1 trillion (PPP)



The largest economy in ASEAN



Only ASEAN Member in the G20



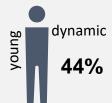
Indonesia is the fourth most populous country in the world



Population of 260 million, with more than 50 percent of the population reside in Java



"Consuming class' twice the size of the population of Australia



Young and dynamic people 44% of Indonesians are aged under 25 1st

Indonesia is a global leader in social media. It has:



More
Facebook and
Twitter users
than the
population of
Australia



The world's third largest market for Facebook



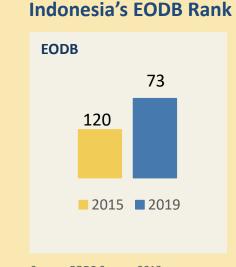
The most active city for Twitter in the world: Jakarta



more than 100 million internet users



Indonesia in Global Perspectives



In the World Bank's Ease of Doing Business, Indonesia jumped 47 positions in the last five years. Making it one of the top reforming countries

Source: EODB Survey, 2019

FitchRatings

BBB / Stable

S&P Global

BBB / Stable



Baa2 / Stable

Indonesia Sovereign Credit

per May 2019



BBB / Stable



BBB / Stable

JBIC Report 2018:

Promising Countries for Overseas Business Over the Medium-term



Source: JBIC, 2018

Global Potential FDI Inflow 2016 - 2018

Rank	Destination Countries	Capex (USD Bn)
1	USA	106.0
2	China	104.6
3	Egypt	70.4
4	India	55.2
5	Vietnam	43.5
6	Indonesia	38.5
Total (187	countries)	922.7

destination, Indonesia ranks
4th in the Asia Pacific
region, and the 6th position
in the world

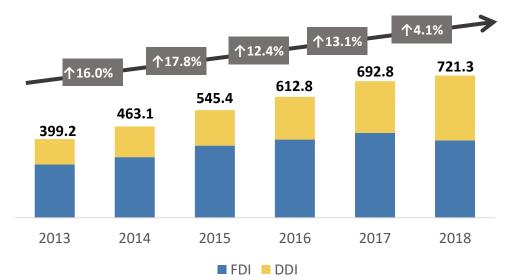
As an investment

Source: Financial Times, 2019

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Investment Realization in Indonesia

Investment Realization (IDR Trillion)



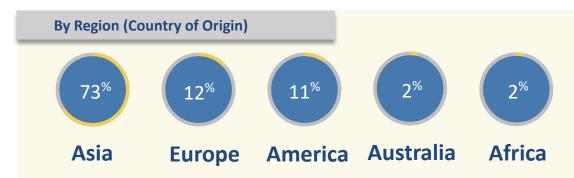
2018	Ү-о-у
DDI	+ 25.3%
FDI	- 8.8%

2018	Ү-о-у
Java	+ 4.0%
Outside Java	+ 4.3%

D

FDI Shares, 2013-2018

(in %, USD Bil.)



By Country of Origin (Top 5)



Singapore US\$ 43.22 Bil.



Malaysia US\$ 9.67 Bil.



Japan **US\$ 25.64 Bil.**



South Korea US\$ 9.24 Bil.



China **US\$ 10.13 Bil.**

*DDI and FDI accumulation, 2018

FDI Realization in Indonesia (2014 – 2019 Q1) By Country



(Excluding upstream oil, gas, and financial sectors)

(in USD Million)

Rank	Country	2014	2015	2016	2017	2018	2019 Q1	Total
1	Singapore	5.832,1	5.901,2	9.178,7	8.441,6	9.193,2	1,723.2	40,270.0
2	Japan	2.705,1	2.877,0	5.400,9	4.996,2	4.952,8	1,133.6	22,065.5
3	China	800,0	628,3	2.665,3	3.361,2	2.376,5	1,159.5	10,990.9
4	Malaysia	1.776,3	3.077,0	1.115,6	1.213,6	1.774,9	705.5	9,662.8
5	Hong Kong	1.126,6	1.213,5	1.065,8	2.024,6	1.604,7	583.0	8,553.7
6	Netherlands	1.299,5	893,2	1.161,9	1.992,8	1.217,6	365.3	7,307.1
7	South Korea	657,3	937,2	2.248,3	2.116,5	2.011,4	269.5	7,304.7
8	United States of America	1.726,3	1.307,8	1.475,2	1.489,4	943,1	328.9	6,894.0
9	British Virgin Islands	624,0	730,5	1.157,3	844,8	1.043,3	199.4	4,599.3
10	United Kingdom	1.588,0	503,2	307,3	774,8	271,1	23.8	3,468.1
14	France	200.2	131.6	109.0	249.6	49.6	10.5	750.5
	TOTAL (144 countries)	28,529.7	29,275.9	28,964.1	32,239.8	29,307,9	7,194.6	155,511.9



6 (Six) Investment Priority Sectors

Regarding investment, 6 (six) priority sectors driven by the Indonesian Government are infrastructure, manufacturing industry, maritime, agriculture, tourism, and lifestyle industries



Infrastructure

Electricity, road, railway, airport, seaport, etc

Including



Special Economic Zone (SEZ)



Industrial Estate (IE)



Maritime

Including fisheries and cold storage



Agriculture



Tourism

"10 New Bali"



Lifestyle Industry

e.g: creative economy, digital industry



Manufacturing Industry

Labor intensive, export orientation, import substitution, and downstream industries

Digital economy and education will be the catalyst for pushing 6 (six) priority sectors towards Indonesia 4.0

Financing Infrastructure Development 2015-2019



	Government Budget: JS\$ 148.2Bn (41.3%)	Category Definition	Social Investment Investment that does not possess direct		ge Cost of Capital ACC) Special Commercial Investment	General Commercial Investment
otal Value of Investment	Budget: J S\$ 148.2Bn		Investment that does	PPP	ACC) Special Commercial Investment	
otal Value of Investment	Budget: J S\$ 148.2Bn		Investment that does		Investment	
otal Value of Investment		 		Investment which is	Ţ	
Investment	(41.3%)	Definition		economically viable but	Investment which is economically and	Investment which is more attractive hence
Required in			investment feedbackto the object.	less financially viable hence needing additional Government support.	financially viable but seen as less attractive or risky hence Government	the Government's role in regulating and promoting is
				Government support.	intervention is needed.	minimized.
frastructure*	SOE:	i e				
2015-2019: U	US\$ 79.8Bn					
JS\$ 359.2Bn DR 4,796.2Tn)	(22.2%)	Example	Social security;Education security;	Drinking water material;Mass public transportation.	Toll roads;Ports.	Electricity;Airports;Gas pine.
	Private articipation:		Health security.	ti ansportation.		Gas pipe.
U	JS\$ 131.1Bn	Source of	Government funding (APBN & APBD)	Government funding+ commercial funding	Commercial funding promoted by the	Commercial funding
	(36.5%)	Funding	(AI DIV & AI DD)	Commercialituding	Government	

^{*) 1 :} Calculation based on infrastructure investment (required) to be a middle income country by 2025.

Sources: Bappenas- JICA, 2014: Background Study for RPJMN 2015-2019, Analyst team of Ministry of National Development Planning (BAPPENAS)

RPJMN: National Medium-Term Development Planning

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Non-Government Budget investment Financing (PINA) For Projects with IRR > 13%



Strategy On Infrastructure Development 2015-2019

Basic Needs



water access



sanitation access



Electricity



Livable housing access



Border & underdeveloped regions accessibility



Transportation safety & security

Connectivity



Maritime & Highway



Intermodal



Broadband Development:

e-Government, e-Health, e-Education, e-Logistic, e-Commerce.



Energy Development: 35 GW

 Target 1,200 kWh/Capita in 2019 (current facts: Vietnam 1,300 kWh/Capita, Malaysia 4,400 kWh/Capita)

Leading Sector



Agriculture



Manufacturing



Service and Tourism

Urban Transport



Development of road, rail-based mass transport system & intermodal



Improve the capacity and quality of the urban road network



Develop sustainable urban transport



Transportation institutional integration



19 Sectors Covered for PPP in Infrastructure

: Offered Project Sectors

CONNECTIVITY















Transportation

Road

Electricity

Oil, Gas, and **Renewable Energy**

Energy Conservation

Telecommunications and Informatics

URBAN FACILITIES



Water Supply



Management



Localized Waste Water Centralized Waste Water Management



Waste Management System



Water Resources and Irrigation



Public Housing



Urban Facility

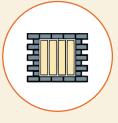
SOCIAL FACILITIES



Tourism



Education Facilities



Penitentiary



Sports, Art, and Culture **Facility**



Health



Zone

Foreign Participation in Infrastructure



(Negative Investment List/DNI and Business Classification/KBLI)

According to that Presidential Regulation, some infrastructure projects are opened 100% for foreign capital ownership, while some others are required to partner up with local investors. For instance are as below:

Infrastructure Sector	Max. FDI
Real estate activities with own or leased property	100%
Waste collection	100%
Waste treatment or disposal	100%
Toll Road Management	100%
Railway Project	100%
Power plant > 10 MW	95% 100% PPP
Water Supply	95%
Construction consultant of project valued at > IDR10 billion (USD800,000)	67%
Contractor of project valued at > IDR50 billion (USD4 million)	67%
Hospital (Max. 70% for ASEAN investors for all capital cities in Eastern Indonesia except Makassar & Manado)	67%
Basic and special medical clinics: specialized medical services clinic (CPC 9312), specialized dental service clinic (CPC 9312), nursing service with CPC 93191, other hospital service (medical rehabilitation clinic) (Max. 70% for ASEAN investors for all capital cities in Eastern Indonesia except Makassar & Manado)	67%
Air traffic support services	67%
Geothermal power plant with a capacity of ≤ 10 MW	67%
Mobile telecommunication network services	67%
Seaport Management	49%
Airport services	49%

Government develops Online Single Submission (OSS)

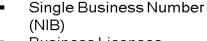
as integrated online system with data sharing

- 1. Simplify licensing process by deregulating uneccessary license/permit by line ministeries/agencies.
- NIB, Business License and Commercial License are issued on the same day with commitment and compliance.
- Permit and License that are not included in Government Regulation Number 24 Year 2018 will still be processed via SPIPISE PTSP BKPM

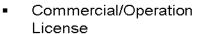




Obtaining Licenses/Permit Related to Investment Activity in Indonesia







Etc.





Ministry **Task Force**













Investment Fiscal Incentives: New Tax Holiday Policy

MINI TAX HOLIDAY TAX HOLIDAY MoF Regulation No. 150 of 2018 MoF Regulation No. 150 of 2018 Minimum investment of 100 to < 500 bn Rupiah Minimum investment of 500 bn Rupiah Subject Applied to industry groups **Industry Groups** Income Tax **50% Reduction Rate** (single rate) **100% Reduction Rate** (single rate) **Reduction Rate Concession Period** IDR 500 billion up to less than IDR 1 trillion 1. 5 years Year IDR 1 trillionup to less than IDR 5 trillion 2. 7 years Concession Period 3. 10 years IDR 5 trillion up to less than IDR 15 trillion 4. 15 years IDR 15 trillion up to less than IDR 30 trillion Minimum IDR 30 trillion 5. 20 years **Transition 50%** CIT Reduction for the next 2 years CIT Reduction for the next 2 years **HOW TO APPLY GENERAL CRITERIA**

- 1. The taxpayer (company) is incorporated in Indonesia
- 2. Fulfill Debt Equity Ratio for income tax purposes as stipulated on MoF Regulation No. 105/2018
- 3. Has never had its tax holiday application granted or rejected by the MoF
- 4. Obtain a tax clearance certificate (SKF) issued by DGT

- 1. Through OSS
- 2. Along with taxpayer's application for New Business License (NIB) to BKPM
- 3. Applying within 1 year after the NIB is issued by BKPM



Investment Fiscal Incentive: Tax Allowance

TAX ALLOWANCE Government Regulation No. 9 of 2016

30 % of investment value

Reduction of corporate net income tax for 6 years, 5% each year.

145 business fields

Eligible for tax allowance, expanded from 143 segments in the previous regulation with additional segment: clothing industry.

Under certain requirements among others: investment value or export orientation, manpower absorption, local content, and project location (especially outside Java island).

SOP to process TA facility is 25 working days

Equitable and Non discriminatory treatment against country of origin

For those taxpayers who have:

- Principal licenses (IP) and its changes issued by BKPM;
- •Principal Licenses for Expansion (IP-PL) and its changes issued by BKPM; or
- Investment licenses issued by other authorized agency

These three types of license must be issued after 5 May 2015

Taxpayers who have applied for import duty facility or corporate income tax reduction according to Article 29 of Government Regulation No. 94 of 2010 is rejected by Ministry of Finance.

Manufacturing Industry

- Iron and Steel
- Clothing
- Semi conductors
- Electronic components
- Computer
- Communication devices
- Television
- Wheel
- Pharmaceutical
- Cosmetics
- Fish and Shrimp processing

Transportation and Warehouse

- Urban transportation
- Cargo handling

Power Generation

- Geothermal
- Renewable energy

Oil and Gas Industry

- Oil refineries
- Liquefied Natural & Petroleum Gas
- Lubricants

Notes:

Certain business fields and location are based on on Attachment I and II of Government Regulation No. 18 of 2015 Jo. No. 9 of 2016

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NOTE

- The Government under Ministry of Finance is now finalizing the new regulation for tax allowances, tax holidays, tax deductions for small and medium enterprises (SMEs), as well as incentives for companies that carried our research and development (R&D) activities.
- The government would expand the number of business sectors that would be eligible for the incentives.
- There will be simpler procedures to obtain the incentives.

Import Duty Exemption



IMPORT DUTY FACILITY

(MoF Regulation No.110/PMK.011/2005 MoF Regulation No.76/PMK.011/2012, MoF Regulation No.66/PMK.010/2015 and Chairman of BKPM Regulation No. 16/2015)

- Exemption of import duty on imported capital goods (machines) for 2 years during construction period.
- Exemption of import duty on imported goods and material for production for 2 years during initial production (or 4 years for companies using locally-produced machines min.30% from total value of machines for production).
- Equitable and Non discriminatory treatment against country of origin

GREEN LINE ACCELERATION FACILITY

Four customs checking status:

 Red line is for new companies.
 Physical & document checks before transported from ports.

Yellow line

Document check before goods transported from ports.

Green line

Document check after goods transported from ports.

 Main Partner Priority for companies with proven track record. No checking required. Acceleration and certainty in custom clearance process

Faster & Certain

- •Capital goods **do not** require screening.
- •Cutting the processing time from 3-5 days to only **30 minutes**.

Simple requirements

- Projects under construction
- •Obliged in reporting quarterly investment activities (LKPM)
- Recommendation from BKPM

New Facility: Status upgrade

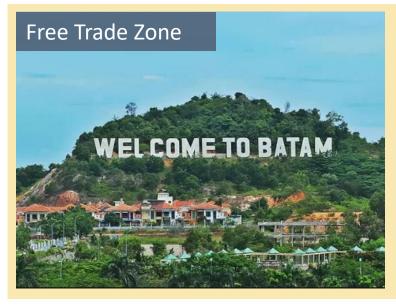
From **RED** to **GREEN** line for new companies under construction



Area Proposed for Investment













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Economic Zone Development Concept in Indonesia

Industrial Estate	Bounded Zone	Bounded Logistic Centre	Free Trade Zone	Special Economic Zone
87 Industrial Estate	1.360 Bounded Zone	91 bounded logistic centre in 131 location	4 FTZ	12 SEZ
Centralized industrial activities equipped with supporting facilities and infrastructure	Bonded stockpiling sites for imported goods and / or goods originating from other places in the customs area to be processed or combined	Bonded stockpiling sites for stockpiling goods originating outside the customs area and / or from other places in the customs area, it can be accompanied by 1 (one) or more simple activities within a certain period of time to be reissued (Bonded warehousing, it can be accompanied by 1 or more simple activities (packaging (return), sorting, QA, combining, packing, installation / repair, other)	Specific Zone/Region within the legal territory of the Indonesia which treated as separate zone from the customs area and cover some business activities (Processing activities, design engineering, sorting, initial or final inspection, packing, repackaging, repairing / rebuilding machinery)	Zone/Region with specific boundary within the Indonesia which set up to carry out economic functions (Export processing activities, logistics (storage, assembly, sorting, packing, distributing, repairing / rebuilding machinery), engineering, industrial engineering)
Export Oriented and Domestic Industry	Export oriented, import substitution, downstream industries	Supports industrial activities	Export Oriented	Export (and flexible for domestic market)



Incentives in Economic Zones

	Industrial Estate	Bounded Zone	Bounded Logistic Centre	Free Trade Zone	Special Economic Zone
Tax Holiday (TH)	Tax Holiday (TH) Applying general provisions of TH (18 pioneer industries)		ovisions of TH (18 pioneer industries)		TH is applicable (for SEZ's primary activities)
Tax Allowance (TA)		Applying general provi	sions of TA (certain sectors and locations)	TA is applicable (for activities outside SEZ's primary activities)	
VAT or VAT and Luxury Goods Tax	General provision is applicable	VAT or VAT and Luxury Goods Tax is not collected	VAT or VAT and Luxury Goods Tax is not collected (Entry comes from PLB, TPB other than PLB, and other area inside custom area)	Exemption of VAT or VAT and Luxury Goods Tax	- VAT or VAT and Luxury Goods Tax is not collected (import/goods entry to SEZ) - VAT return (foreign passport holder) - Exemption of Luxury Goods Tax (Handover property/residence)
Custom	- General provision is applicable - Master list is decided by One –Stop Service BKPM	Deferred Import Duty	Deferred Import Duty	- Exemption of Import Duty - Master list is decided by One –Stop Service BKPM	 Exemption of Import Duty for Developer and Investors/Business Players Master list is decided by SEZ Administrator Import Duty Tariff 0% upon products with 40% local content
Excise	Applying excise's provisions	Excise Exemption	Excise exemption (for consumption needs of people living in free zones)	Excise Exemption	Excise Exemption (raw materials or auxiliary materials in the manufacturing of finished goods which are not subject to excise)
Income Tax Art 22 Import	-	not collected	not collected	not collected	Exemption
Inland FTA	_	Applicable	i -	Applicable	Applicable (Local content/TKDN min 40%)
Goods Traffic	Provisions on prohibitions and restrictions on imports and exports are applied	Provisions for the entry of goods prohibited from being imported and the export of goods prohibited from export are applied	Provisions for the entry of goods prohibited from being imported and the export of goods prohibited from export are applied	Provisions for the entry of goods prohibited from being imported and the export of goods prohibited from export are applied	Goods subject to provisions on import and export restrictions can be given exemptions and / or relaxation.



Non-Fiscal Incentives in Economic Zones (1)

No	Aspects	Other Zones (inc. Industrial Estate)	Bonded Zones (Kawasan Berikat)	Bonded Logistics Center (PLB)	Free Trade Zone (KPBPB)	SEZ
1	Negative Investment List (DNI)	Applicable	Applicable	Applicable	Applicable	Not Applicable, except for closed business fields and reserved for SMEs
2	Workforce	 Approval of Foreign Worker Plan Permit (RPTKA) by Ministry of Work Force in BKPM onestop service Approved RPTKA acts as foreign worker permit (IMTA) Extension of RPTKA by Minister of Work Force 	 Approval of Foreign Worker Plan Permit (RPTKA) by Ministry of Work Force in BKPM onestop service Approved RPTKA acts as foreign worker permit (IMTA) Extension of RPTKA by Minister of Work Force 	 Approval of Foreign Worker Plan Permit (RPTKA) by Ministry of Work Force in BKPM onestop service Approved RPTKA acts as foreign worker permit (IMTA) Extension of RPTKA by Minister of Work Force 	 Approval of Foreign Worker Plan Permit (RPTKA) by Ministry of Work Force in BKPM onestop service Approved RPTKA acts as foreign worker permit (IMTA) Extension of RPTKA by Minister of Work Force 	 Formed Wage Council and and Special Tripartite Cooperation Council Only 1 (one) labour union in each company Approval and extension of RPTKA in SEZ Extension of IMTA in SEZ
3	Immigration	Applying general provisions	Applying general provisions	Applying general provisions	Applying general provisions	 Visitor Visa on Arrival for 30 days and can be extended 5 times (30 days each) Multiple entry visa for Indonesian citizens and their families Special Visa or residence permit for foreigners who own property in the tourism SEZ Special Visa or residence permit for elderly foreigners who live in the tourism SEZ



Non-Fiscal Incentives in Economic Zones (2)

No	Aspects	Other Zones (inc. Industrial Estate)	Bonded Zones (Kawasan Berikat)	Bonded Logistics Center (PLB)	Free Trade Zone (KPBPB)	SEZ
4	Land	 Business players obtain land titled Right to Build (HGB murni), HGB on top of Right to Utilize/Hak Pengelolaan (HPL), or Right to Use/Hak Pakai (HP) HGB for 30 years, can be extended for 20 years HP for 25 years, can be extended for 20 years Purchase system for Right of Lands/Lease 	 Business players obtain land titled Right to Build (HGB murni), HGB on top of Right to Utilize/Hak Pengelolaan (HPL), or Right to Use/Hak Pakai (HP) HGB for 30 years, can be extended for 20 years HP for 25 years, can be extended for 20 years Purchase system for Right of Lands/Lease 	 Business players obtain land titled Right to Build (HGB murni), HGB on top of Right to Utilize/Hak Pengelolaan (HPL), or Right to Use/Hak Pakai (HP) HGB for 30 years, can be extended for 20 years HP for 25 years, can be extended for 20 years Purchase system for Right of Lands/Lease 	 Business players own HGB or Right to Use on top of Right to Utilize Leasing system according to Tarif Uang Wajib Tahunan (UWT) / Annual Mandatory Money Rates 	 Land acquisition can use land for public interest scheme using National/Region State Budget HPL is given to SEZ which is proposed by Ministries/Institutions, Provincial Government, Regency/City, S/ROEs Business Entity/Business Players which own Right to Build (HGB) or Right to Use (Hak Pakai) can extend for 80 years after commercial production (decided by SEZ Administrator) Related to property/residence, extension of Right to Use (Hak Pakai) can be given for 80 years after the property is legally owned.

D

Non-Fiscal Incentives in Economic Zones (3)

No	Aspects	Other Zones (inc. Industrial Zone)	Bonded Zones (Kawasan Berikat)	Bonded Logistics Center (PLB)	Free Trade Zone (KPBPB)	SEZ
5	Direct Construction (KLIK)	Applicable in 48 Industrial Estates, decided by Government	-	-	Applicable in 5 Industrial Estates inside Batam's FTZ	Applicable
6	Licensing and Non-Licensing	Conducted by One-Stop Service in BKPM, Province, Regency/City, through Online Single Submission (OSS)	Conducted by One-Stop Service in BKPM, Province, Regency/City, through Online Single Submission (OSS)	Conducted by One-Stop Service in BKPM, Province, Regency/City, through Online Single Submission (OSS)	 Conducted by One-Stop Service in BKPM, BP KPBPB, Province, Regency/City, through Online Single Submission (OSS) Including investment, immigration, workforce, and land 	 Conducted by One-Stop Service in BKPM, Administrator KEK, Province, Regency/City, through Online Single Submission (OSS) Including investment, immigration, workforce, and land
7	Property ownership for foreigners inside SEZ Tourism					 Foreigners/Foreign business entities can own residency/property in SEZ (home or flat) under Right to Use (Hak Pakai) or Right of Ownership (Hak Milik) Owner of residency/property in SEZ can obtain Permanent Stay Permit with SEZ Management Entity acting as a guarantor.
8	Tourism			-	-	Shops in SEZ Tourism can participate in VAT return scheme for foreign passport holder (<i>Duty Free Shop</i>).



Indonesia Investment Coordinating Board Badan Koordinasi Penanaman Modal (BKPM)

Jl. Jenderal Gatot Subroto No. 44 Jakarta 12190 - Indonesia

Tel: (+6221) 525 2008 Fax: (+6221) 525 4945

Contact Center: 0807 100 2576

E-mail: info@bkpm.go.id

www.bkpm.go.id

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