

THE MANDALIKA

INVESTMENT OPPORTUNITY



wonderful indonesia



ITDC BUSINESS LINE



THE
MANDALIKA

BUMN UNTUK
INDONESIA

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In Journey
Discover and
Enjoy

itdc
Creating Destinations

ITDC VISION

“To become a world-class tourism destination developer”





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**“Premiere Destination for Sport
& Entertainment”**

With over 48 years of experiences in building and developing The Nusa Dua, ITDC is currently developing an integrated tourism area in West Nusa Tenggara (NTB) with the theme of Sport & Entertainment Tourism and entrusted to hold MotoGP event as the main attraction starting in 2021.

Lombok – a 4,725 km² island with over 3.5 million people, has great accessibility and in 2016 has welcomed over 3 million visitors, a growth of over 20.0% year on year.

- 1h 45 min flight from Jakarta
- 30 min flight from Bali
- 25 min away from the international airport in Praya
- Connected regionally [Australia, Singapore and Malaysia]
- Captive sea traffic from yachts and cruise liners connecting Australia to the rest of the region
- A new bypass road has been budgeted and approved providing even better connection from the airport to The Mandalika

GROWING EMERGING DESTINATION

A GROWING INTERNATIONAL DESTINATION

2 hours – Australia
2 hours – Malaysia
2 hours – Singapore
17 hours – UK
15-18 hours – Europe

CHARTER



Denpasar
Sumbawa
Benete

DOMESTIC



Garuda Indonesia
4x Jakarta
4x Denpasar
2x Bima
2x Sumbawa
1x Surabaya



Lion Air
3x Jakarta
2x Denpasar
3x Jogja
7x Surabaya



Citilink
3x Jakarta
2x Surabaya



NAM AIR
1x Denpasar
1x Bima



Wings Air
3x Bima
2x Denpasar
2x Sumbawa
1x Labuan Bajo



Batik Air
2x Jakarta

INTERNATIONAL



Air Asia
2x Kuala Lumpur
1x Perth

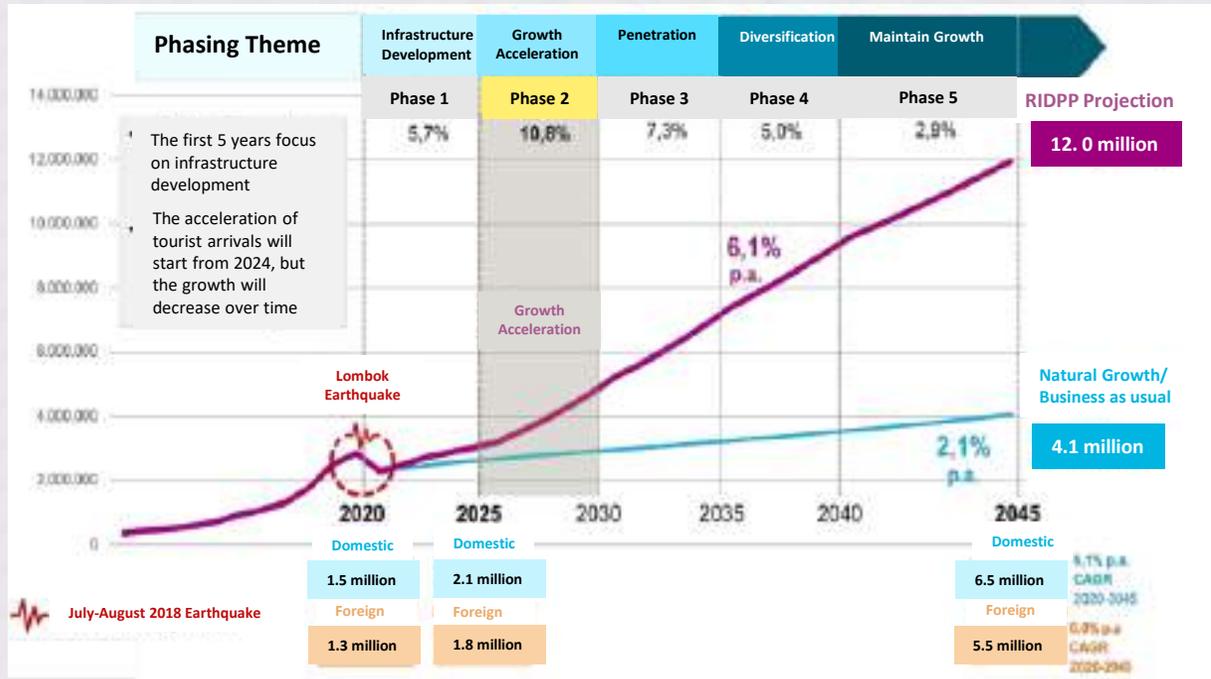


SILK AIR
2x Singapore

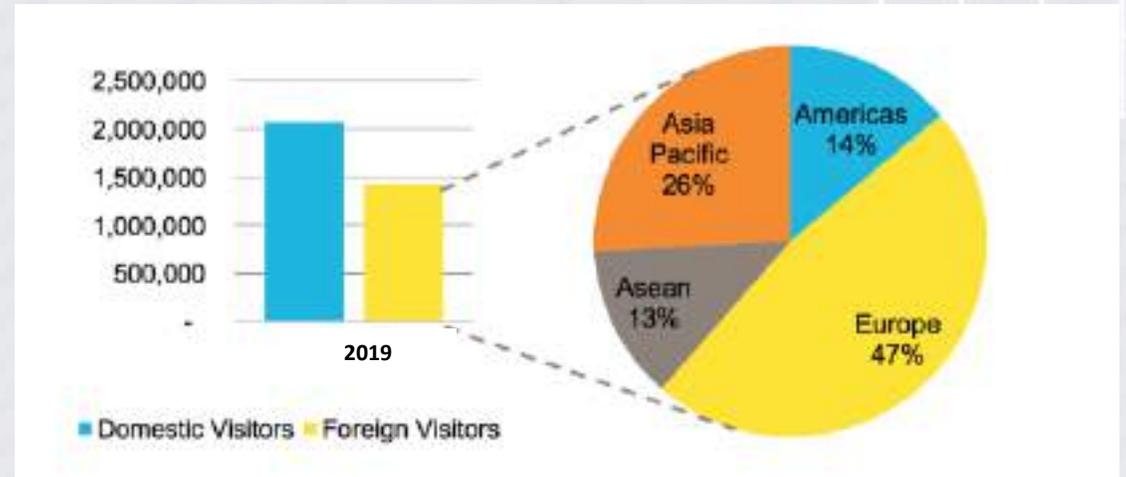


LOMBOK TOURISM PROFILE

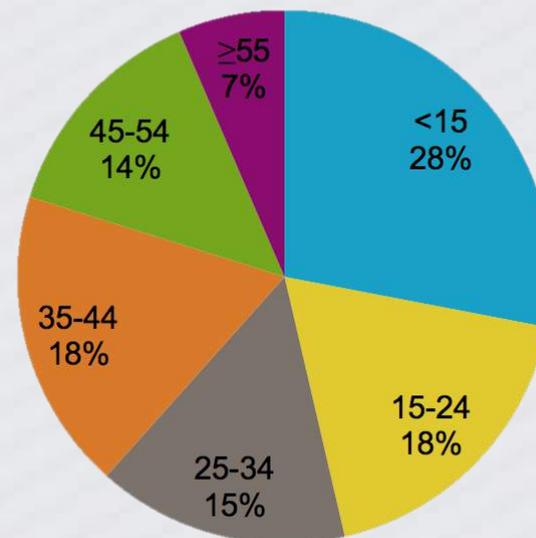
The Integrated Tourism Masterplan Lombok projects that the number of tourists visiting Lombok Island in 2045 will reach 12 million people consisting of the following :



Origin Profile of Foreign Tourist



Based on 2019 data, around 47% of the 1.4 million foreign tourists came from Europe, followed by foreign tourists from Asia-Pacific (26%), America (14%), and ASEAN (13%).



Domestic Tourist by Age (2019)
 Source: Tourism Ministry, 2019

6,5 million domestic tourist
(54%)



5,5 million foreign tourist
(46%)

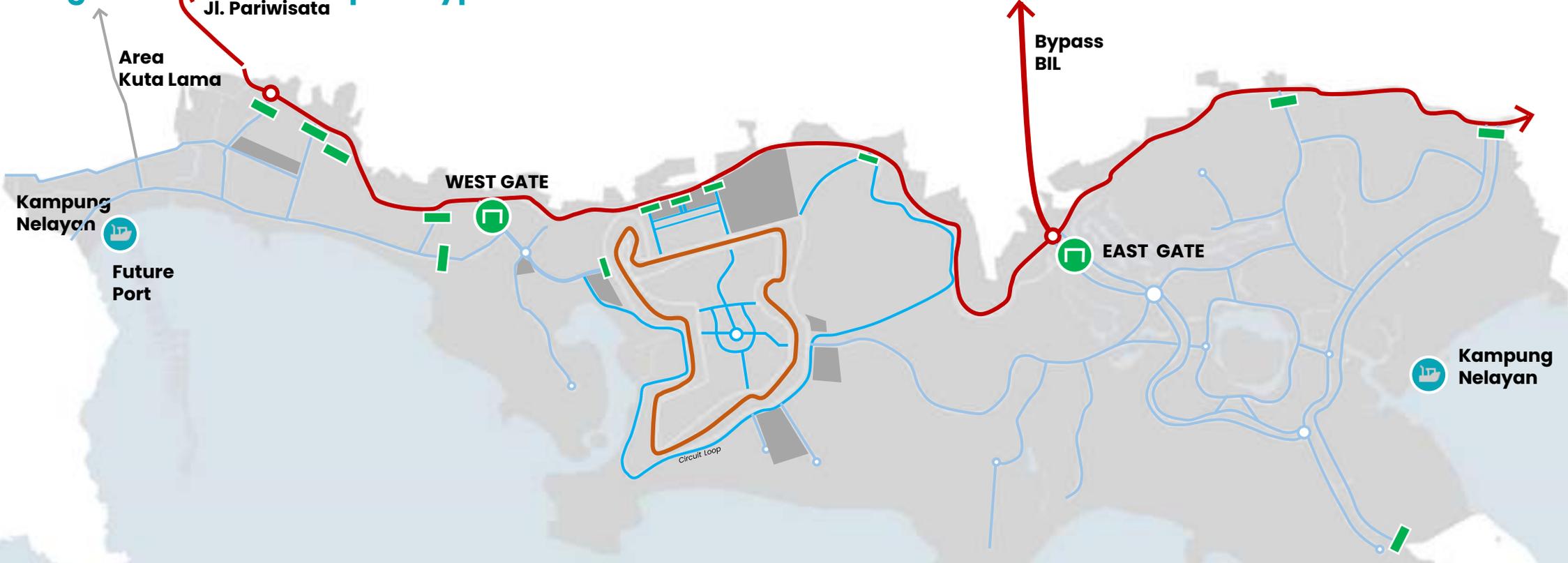




INFRASTRUCTURE & UTILITIES

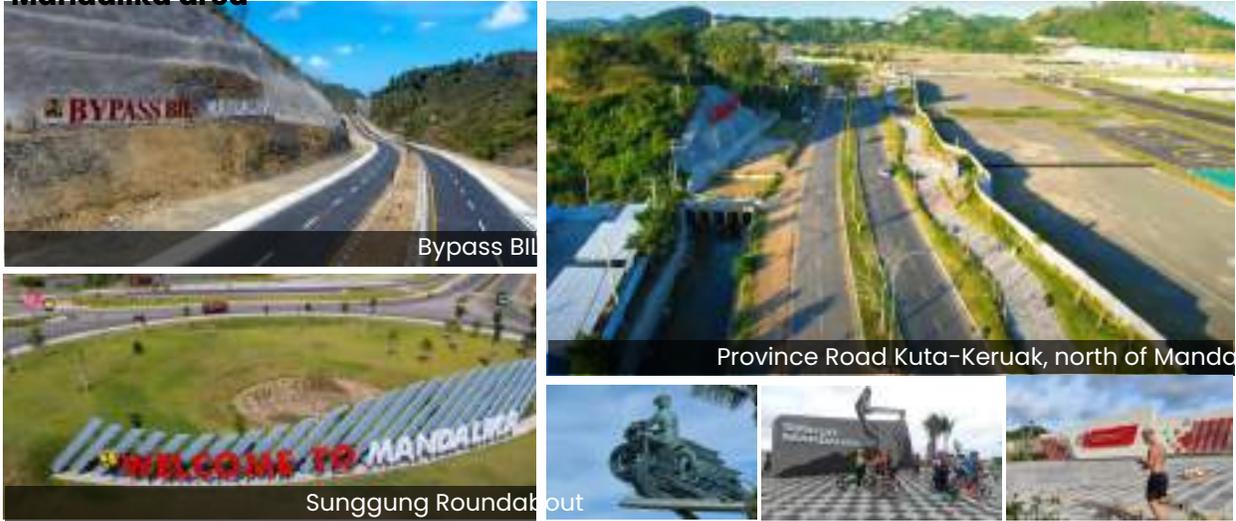


The Mandalika road and access system that is protected and directly integrated with the Airport bypass



- Province Road**
- Road inside Mandalika**
- Circuit Loop**
- Parking Area**
- Gate**

Construction of BIL bypass and widening of the Kuta-Keruak road to support the Mandalika area



The construction of access road is targeted for completion in 2023



Construction of drainage channels and ground water tanks



Facilities





CURRENT DEVELOPMENT



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CURRENT DEVELOPMENT

Current & planned hotel rooms by 2022:

Total ~2.398 room keys

Existing
Hotel

Under
Construction

Confirmed
Development

**Coco Plaza
Mandalika**
42 room keys

Lazah Hotel
104 room keys

**Mandalika Retail
Village**
42 room keys

Jambuluwuk Hotel
120 room keys

Bencoolen Hotel
300 room keys

Casa Baio Raja Hotel
200 room keys

The Beachwalk Hotel
150 room keys

Harper Kuta Hotel
150 room keys

Grand Aston Hotel
200 room keys

Puri Rinjani Bungalows
31 room keys

Segara Anak Hotel
26 room keys

Tastura Beach Hotel
20 room keys

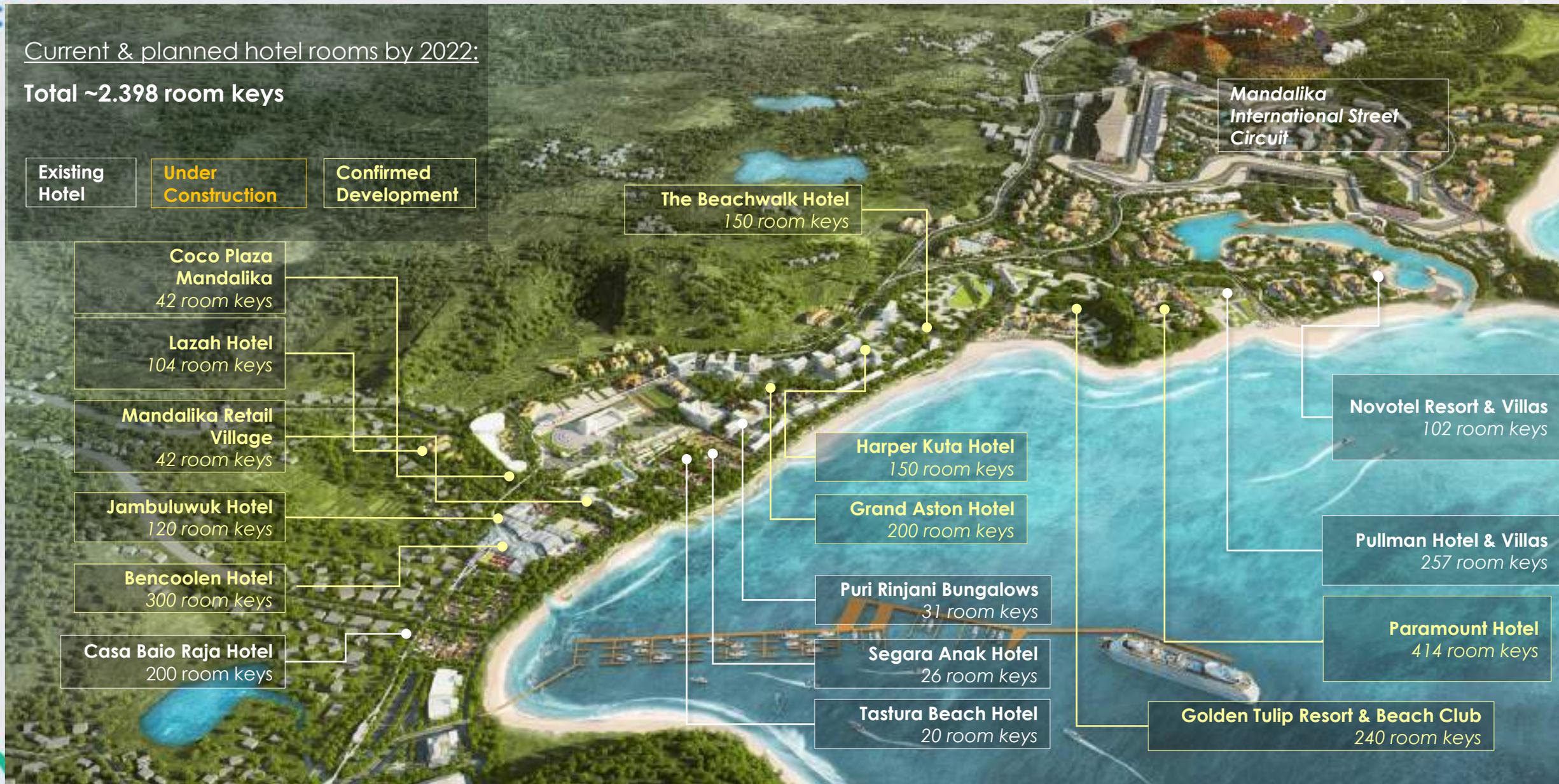
**Mandalika
International Street
Circuit**

Novotel Resort & Villas
102 room keys

Pullman Hotel & Villas
257 room keys

Paramount Hotel
414 room keys

Golden Tulip Resort & Beach Club
240 room keys



Pullman Mandalika Beach Resort



Mandalika Beach Club



Mandalika Retail Village



Retail Village Design Illustration

Ref. Retail Village : Samasta Bali

Retail Village Design Illustration

Food Gallery



Food Gallery Development Plant

Ref. Food Gallery

Ref. Food Gallery

Ref. Food Gallery

Boutique Villa at WG5



Ref. Boutique Villa

Ref. Boutique Villa

Ref. Boutique Villa

Ref. Boutique Villa

Podium by SIWA



SIWA Cliff

SIWA Cliff

Utilization of building assets in Bukit 360 to collaborate with the SIWA group into a restaurant area managed by the SIWA group.



FUTURE DEVELOPMENT



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Golf District



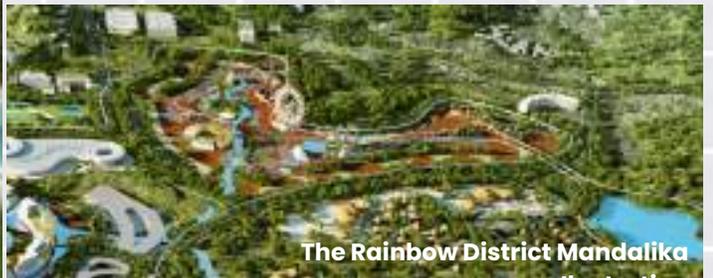
MANDALIKA GOLF DISTRICT AREA



Theme Park



The Rainbow District



The Rainbow District Mandalika Illustration



Motorsport Theme Park
Ref: Ferarri World Dubai



Thematic Amusement Park
Ref: Hogsmeade Village, Universal Studios Japan



Water Theme Park
Ref: Dubai

MICE Area



East Circle Hub District, Mandalika



East Circle Hub District Mandalika Illustration



Referensi : Art-preneur Ciputra



Referensi : Art-preneur Ciputra



Mangrove Area



Mangrove area existing at East of Mandalika



Ref Mangrove Plantation



Ref Mangrove Tour



Mangrove education area development illustration

Amenity Core



WEST AMENITY CORE



EAST AMENITY CORE, MANGROVE AREA, THE SANCTUARY





COMMERCIAL TERMS & SEZ INCENTIVES



SPECIAL ECONOMIC ZONE INCENTIVES & COMMERCIAL TERMS



COMMERCIAL TERMS



Land Lease Rate:
Approx. USD 3,7-5,8/m²/year
12% increment every 3 year



Approx. 3% Gross Revenue Sharing



Service Charge: Approx. 15% of Land Lease Rate

INDICATIVE TAX INCENTIVES

	01	02	03
Investment Value	100 Billion IDR - < 500 B IDR	500 Billion IDR - < 1 Trillion IDR	Minimum of 1 T IDR
Tax Incentive Period	10 years	15 years	20 years

CASE STUDY : TAX BENEFIT GRANTED FOR MANDALIKA INTERNATIONAL CIRCUIT PROJECT



Special-Purpose Road Facilities or Mandalika International Circuit Project has been granted tax benefit in accordance to the Special Economic Zone Regulation as follows:

1. **Import Duty Exemptions** for:
 - The total value of the imported goods are in excess of **€ 5.5 million**.
 - Construction material **Hauraton** and **Geobugg**.
 - In total, there were **32 types** of material that have been imported from countries such as; **Germany, France, Taiwan, Switzerland, dan Vietnam**.
2. **VAT Exemptions** for the contract value of PT Perusahaan Perumahan (Persero) as the general contractor of this project.





AVAILABLE LOTS



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INVESTMENT PROCESS

LOI

1



DUE DILIGENCE &
BASIC PLAN REVIEW

3



LUDA

5



CONSTRUCTION &
OPENING

7



2

AANWIJZING

4

TERM SHEET

6

DESIGN
COMMITTEE

Letter of Intent to Invest

Investment Offering by ITDC (Beauty Contest)

Processing Fee

Term Sheet offering with Bank Guarantee provided by Investor + 3 year Lease Fee

Discussion & Signing about Land Utilization & Development Agreement

Commence Design Development & Business Plan Refinement up to 6 months
Design Committee cost paid by Investor



MANDALIKA CALENDAR OF EVENTS 2022

11 - 13
Februari
2022



MOTOGP PRE-SEASON TEST
DORNA Sports

20
Februari
2022



L'ETAPE INDONESIA by TOUR DE FRANCE
Rocca Indonesia

20
Februari
2022



FESTIVAL BAU NYALE
Pemerintah Daerah

18 - 21
Maret
2022



IDEMITSU ASIA TALENT CUP
DORNA Sports

18 - 21
Maret
2022



FIM MOTOGP™ WORLD CHAMPIONSHIP
DORNA Sports

21 - 22
May
2022



MANDALIKA TRACK DAY
MGPA & Komunitas Otomotif

3 - 4
September
2022



THE MANDALIKA 100 ULTRA TRAIL RUN
F-One Sports

7 - 16
October
2022



SHELL ECO-MARATHON
Shell

12 - 14
November
2022



FIM WORLD SUPER BIKE
DORNA Sports

FOR INQUIRIES

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Thank You