

enabling new business

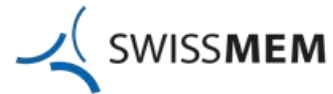
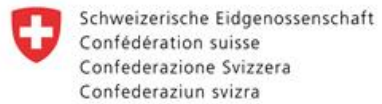
 SWITZERLAND
GLOBAL
ENTERPRISE



WEBINAR ON UPDATES FROM INDONESIA'S NEW CAPITAL CITY PROJECT



Team Switzerland Infrastructure



Agenda



- 10.05 Welcoming Remarks**
Indonesian Ambassador to Switzerland, Ngurah Swajaya
Switzerland Ambassador to Indonesia, Olivier Zehnder
- 10.15 Presentation of the New Capital City Nusantara Project (IKN)**
Mr. Agung Wicaksono, Deputy Head of IKN Authority
- 10.45 Presentation on 'Entering Indonesia through Nusantara Project**
Jennifer Halim, Dehzan Shira & Associates
Mathias Niffeler, Singapore-ETH Centre
- 11.15 Q&A**
- 11.30 End**

ABOUT S-GE



Switzerland Global Enterprise



The official Swiss consultancy, promotion and platform organization for export and investment promotion

Together with our partners at home and abroad, we support Swiss SMEs in their international business and help innovative foreign companies with potential that are interested in settling in Switzerland. In this way, we create added value for our clients and prosperity for Switzerland.

At a glance



Non-profit organization with over 2,000 members



Export promotion: On behalf of the Confederation (SECO) since 1927



Investment promotion: On behalf of SECO and all canton since 2008



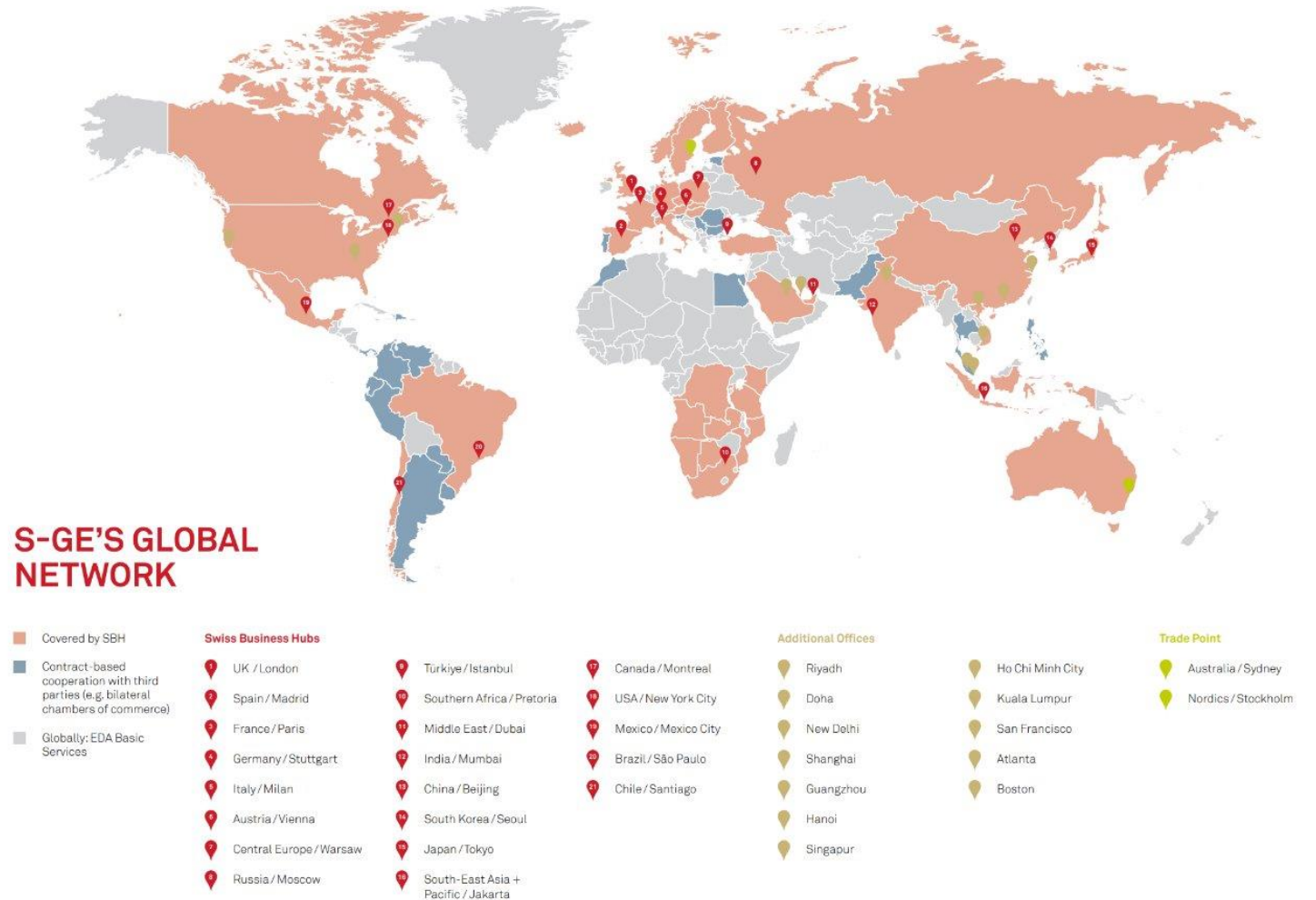
Swiss presence: Head office in Zurich, branch offices in Renens and Lugano



Global presence: 26 shared global offices with the DFA, other markets via partner networks

There for customers worldwide - our global presence

Together with the Federal Department of Foreign Affairs (FDFA), we currently operate offices in 31 countries. 22 Swiss Business Hubs are located in important markets and regions. We also operate four Trade Points, smaller offices in further markets.



Swiss Industry Strengths



Railroad



Sewage collection,
treatment &
disposal



Electricity
Generation



Hospitals



Roads, Bridges &
Tunnels



Urban Public
Transport



Water Treatment



Engineering
Services



Solid Waste Mgmt.

OPPORTUNITIES IN INDONESIA'S NEW CAPITAL CITY PROJECT



Speaker

Mr Ngurah Swajaya

Ambassador of the Republic of Indonesia to Switzerland

Speaker

Mr Olivier Zehnder

Ambassador of Switzerland to the Republic of Indonesia, Timor-Leste and ASEAN

Speaker

Dr. Agung Wicaksono

Deputy Head of IKN Authority



NUSANTARA
Capital City of Indonesia

Investment Forum

Opportunities in Nusantara, Indonesia's New Capital City

Dr. Agung Wicaksono, M.Sc., M.B.A.
Deputy of Funding and Investment, Nusantara Capital Authority



1992-1995
Senior High School



1995 - 2000
Bachelor of Engineering



1999
Student Exchange



1995 - 2000
▪ Master Of Science
▪ Master Business Administration



2004 - 2007
Doctor / PhD



A Journey..... From University, with Energy & Transport, to Building City



Dr. Agung Wicaksono, M.Sc., M.B.A.
Deputy of Funding and Investment
Nusantara Capital Authority

2007 - 2016



2009 - 2016



2016 - 2018



2018 - 2020



2020 - 2021



2021 - 2023



2022



Now



INTRODUCING NUSANTARA

Nusantara offers an unparalleled investment opportunity into the future of Indonesia.



Capital city to promote equitable wealth and social development
“World-class city for all” – IKN as a superhub

Vision of Nusantara:



The World's Sustainable City



A Symbol of National Identity



Economic Driver for Indonesia's Future

Nusantara Highlights

Location:

East Kalimantan, Indonesia¹

Total Area:

252,660 ha
divided into 3 zones²

Population³

~4 Million

Across the tri-city ecosystem surrounding Nusantara³

Governance:



Nusantara Capital Authority⁴ (NCA)

Investment required:

USD 32 Billion

for infrastructure & economic drivers (technology, renewables, energy, EV, etc.)



NUSANTARA
Capital City of Indonesia

Nusantara: *Smart Sustainable Forest City*

Dari 252,660 Ha Total Area Ibu Kota Nusantara

65%

Forest

(**55%** Tropical Forest + **10%**
Green Area)

10%

**Agriculture and
Park**




25%

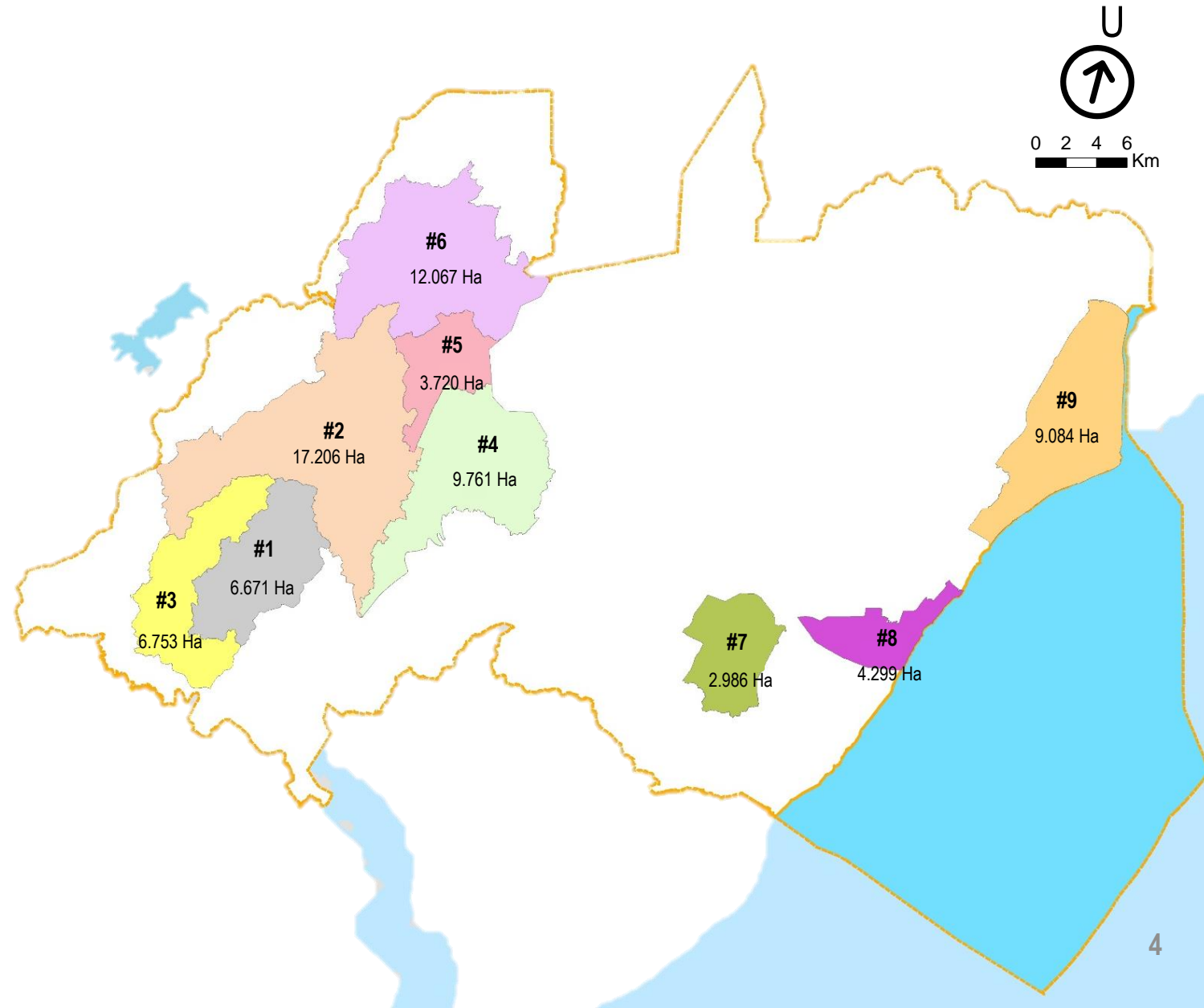
Urban Area

Net Zero by 2045

“Reforestation, not Deforestation”

Nusantara's 9 Main Development Zones (*Wilayah Perencanaan*)

- | | |
|---|--|
| <p>1 Core Government </p> | <p>2 Financial Center </p> |
| <p>3 Renewable Energies </p> | <p>4 Tourism & Ent. </p> |
| <p>5 Education Zone </p> | <p>6 Innovation and R&D </p> |
| <p>7 Commodity & Trade </p> | <p>8 Agriculture Industry </p> |
| <p>9 Fishery and Agriculture </p> | |



The incentives are built around the **12 fundamental sectors** of Nusantara to ensure the achievement of the vision



Renewable Energy



Telecommunications
Network



Transportation



Housing



Water Treatment



Waste Management



Technology
Infrastructure



Commercial
Infrastructure



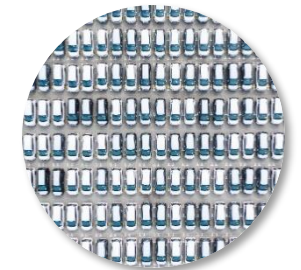
Medical Facilities



Social & Public
Facilities

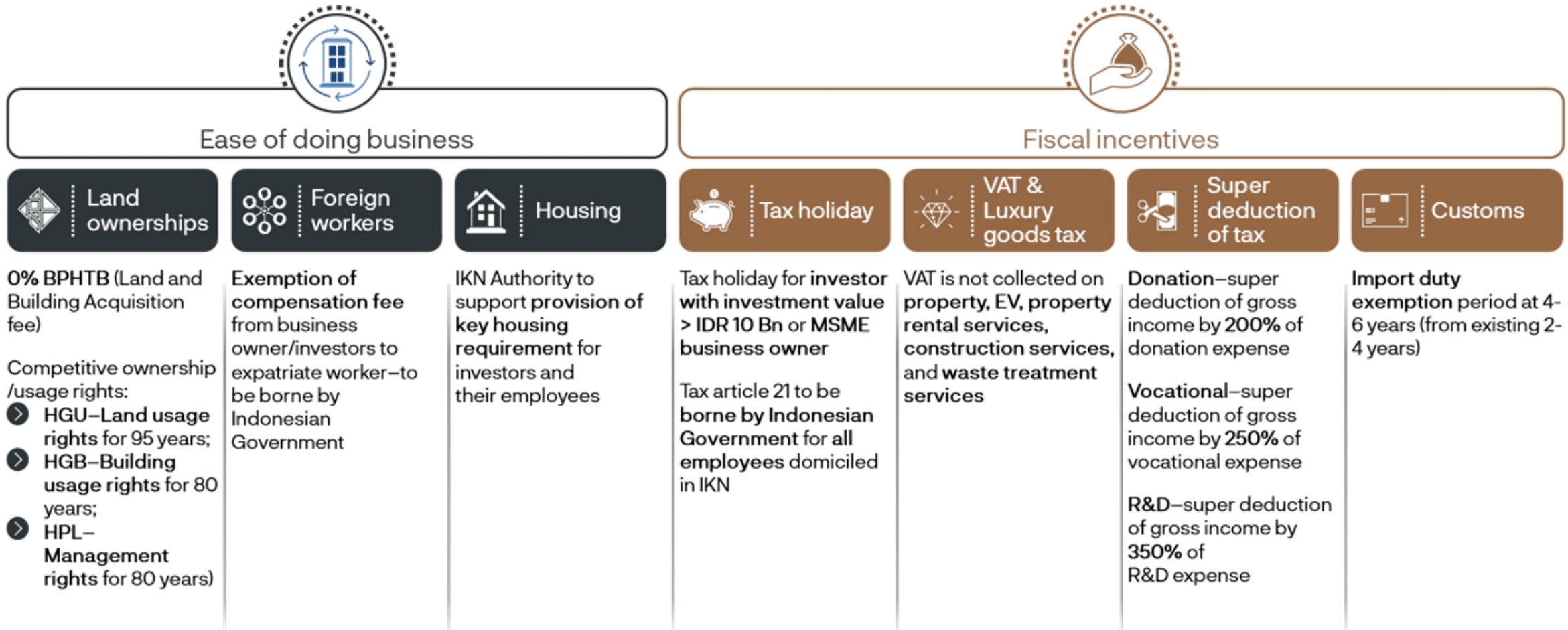


Education Facilities

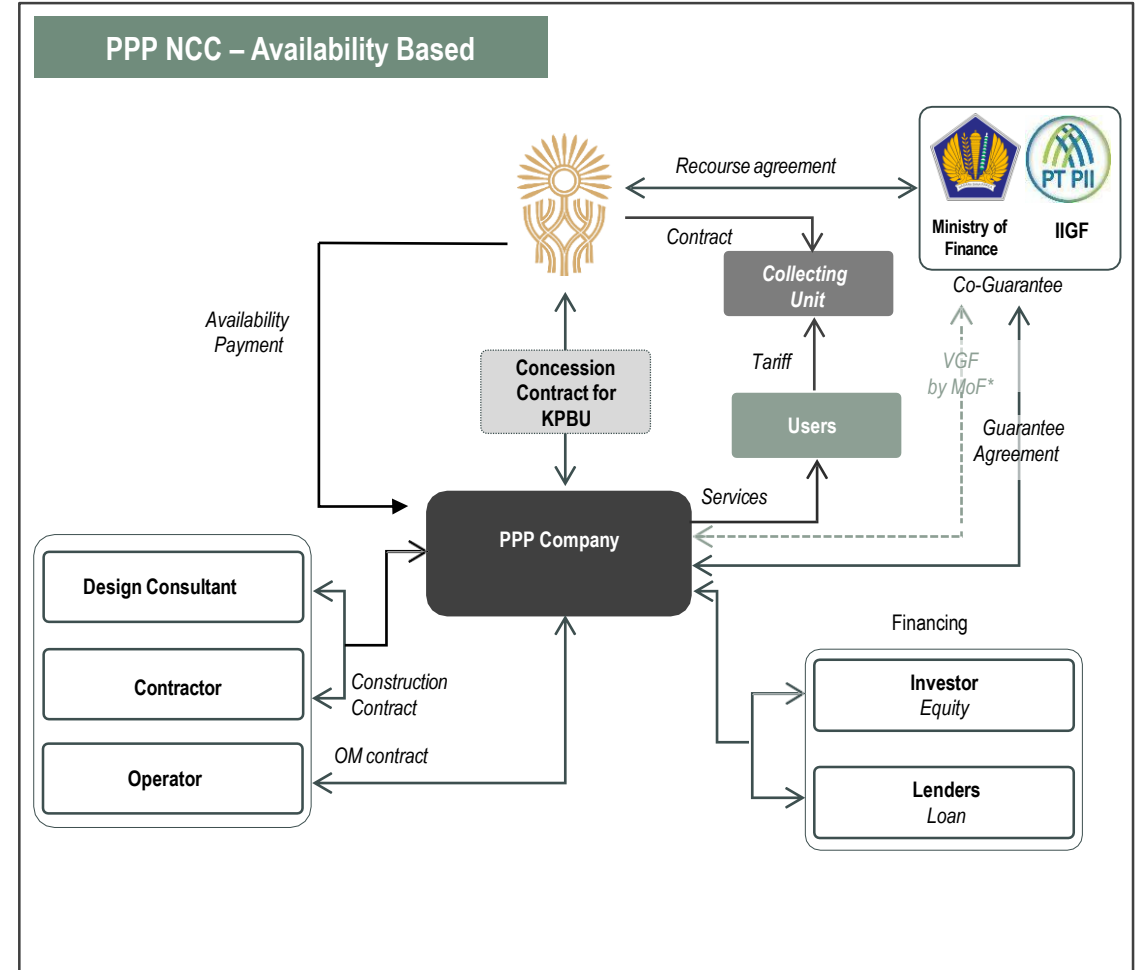
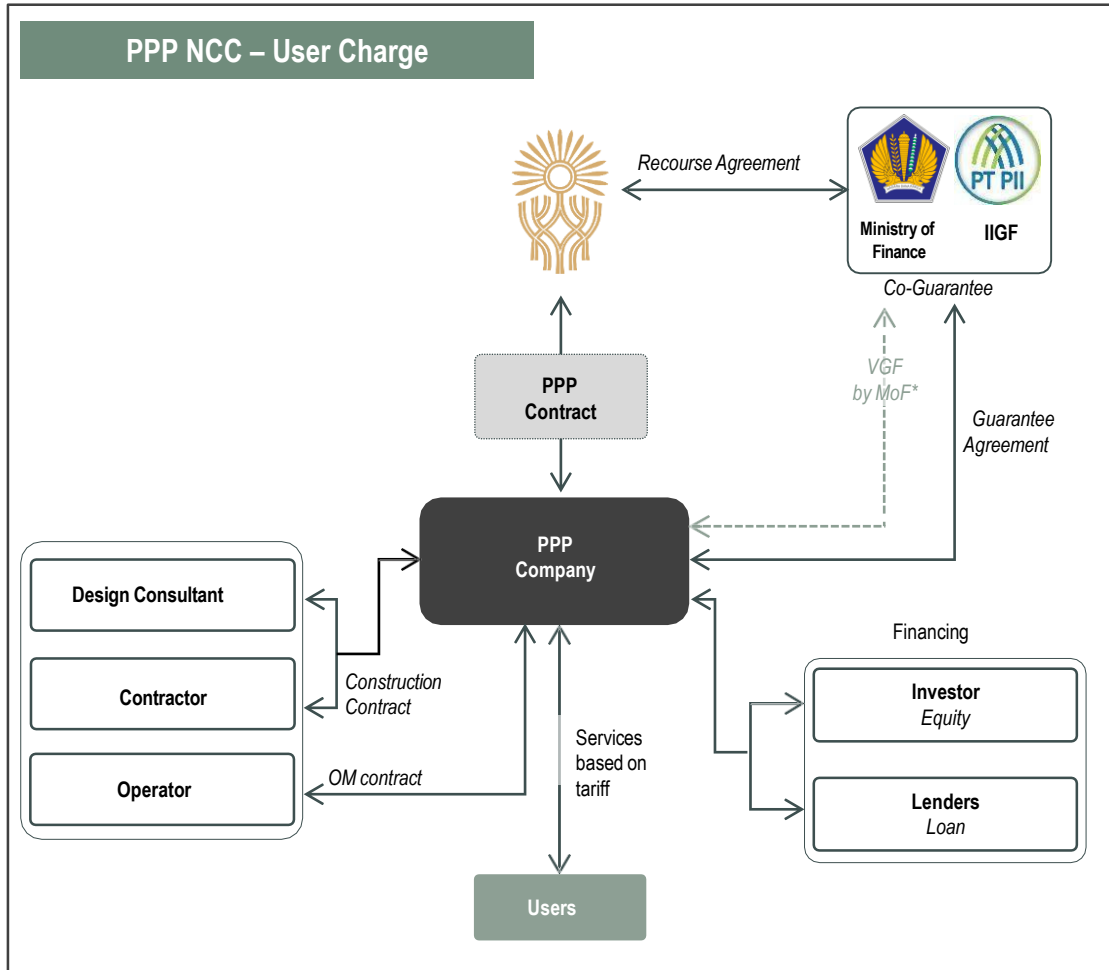


Green Industrial Zone

Competitive Investment Incentives Have Been Set for Investment Related to IKN Development

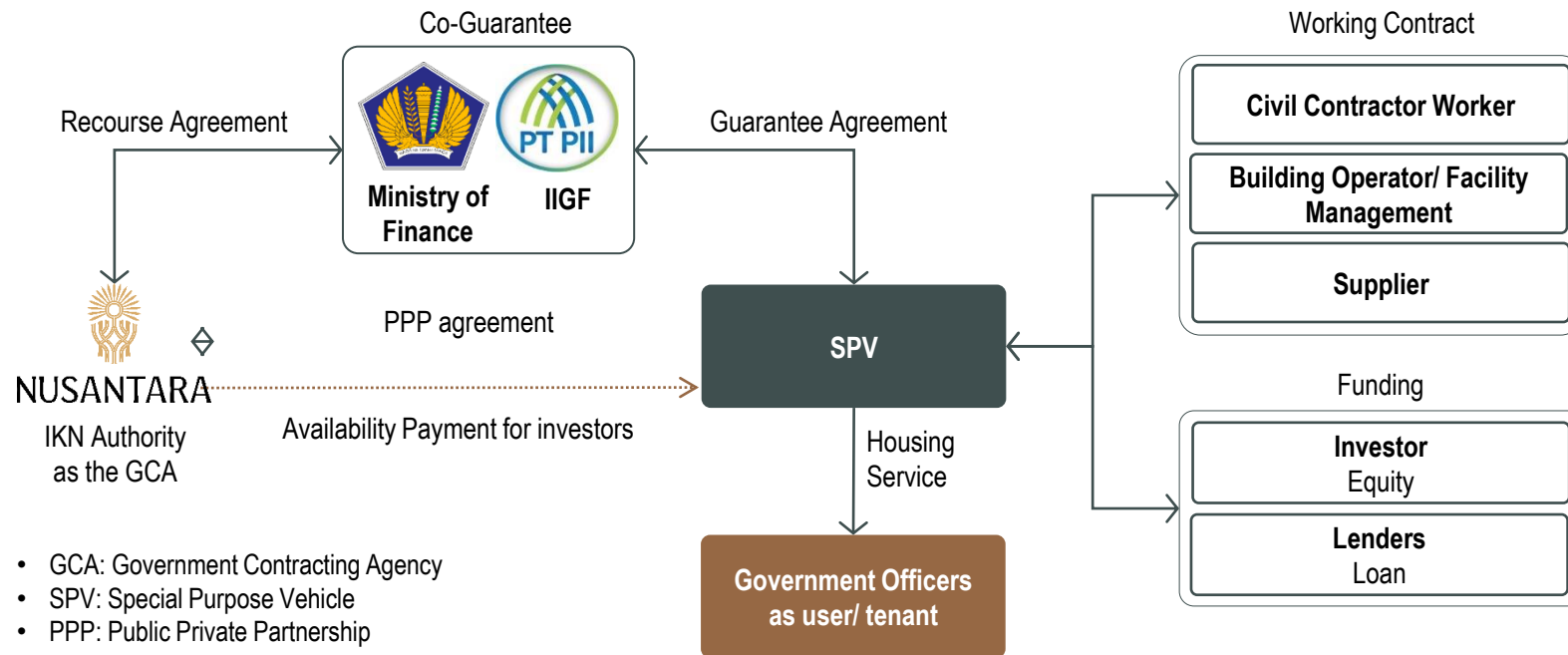


Public Private Partnership (PPP) Scheme



Two modalities in housing sector: PPP and land allocation/ utilization (1 of 2)

PPP Modality

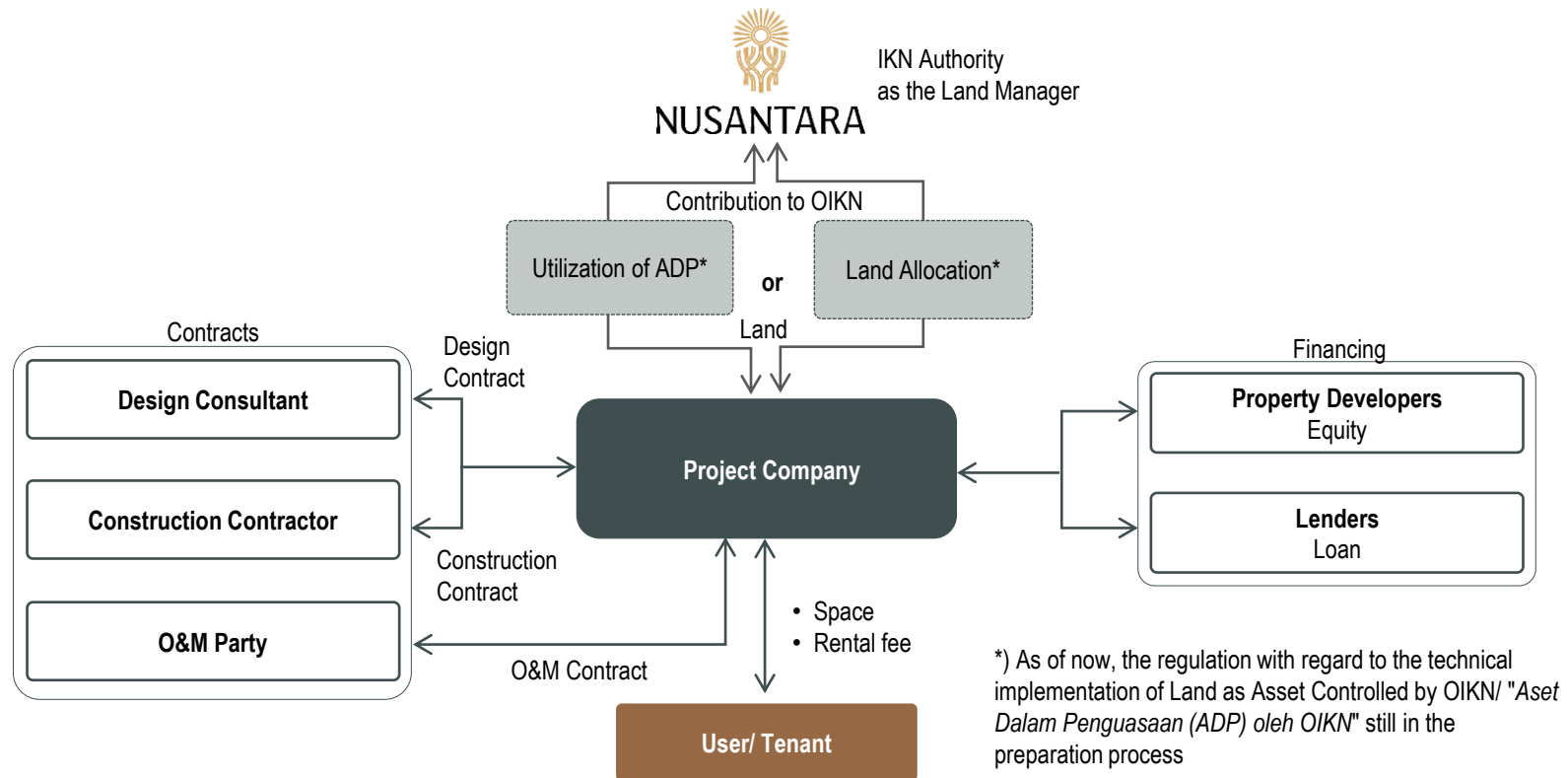


Project Structure Key Highlights

- 1 Public party retain demand risk with availability payment scheme
- 2 Total AP for PPP investment in IKN is 0,1% (2024-2029) up to 0,15% (2030-onwards) of GDP
- 3 The project is under government guarantee (Co-guarantee MoF and IIGF)

Two modalities in housing sector: PPP and land allocation/ utilization (2 of 2)

Land Allocation/ Utilization Modality



Project Structure Key Highlights

- 1 Private party (Project Company) retain demand risk
 - 2 Utilization of ADP:
 - Applicable for BOT/optimization cooperation
 - Asset could not be used as a collateral
 - 3 Land allocation:
 - OIKN could create land right in the form of right to build to project company
 - Asset can be used as a collateral
- The project company must pay contribution to OIKN

Domestic Investments: 5 Groundbreakings Participated by 32 Domestic Investors, Total Investment Value: IDR 49,6T

GB 1 (22,9 Triliun)

Konsorsium Nusantara – Mixed use



VASANTA INNOPARK
Hotel

RS ABDI WALUYO
Hospital

FIFA
International Football Training Center

GB 2 (15,57 Triliun)



Hospital

Mixed use

International School

Hospital

Public School Revitalization

VVIP Airport

Central Bank

Solar Power Plant 50 MW

GB 3 (4,78 Triliun)



Miniature tropical forest

Reforestation & Rehabilitation

Hospital

Mixed use

Mixed use

Mixed use

Green transport service]

Police Office for IKN

Military District Command Office

GB 4 (4,26 Triliun)



Headquarters

Warehouse Park

Warehouse

Hotel

Broadcast Studio

Green Pesantren

Logistics Hub

NCA Office + Town Hall

Mesjid Negara, Beranda Nusantara, Memorial Park

GB 5 (2,1 Triliun)

Core Government Area's Banking Service Center



Smart Office

Nusantara's Mini Studio

Service Office

Foreign Investment Happening: Collaboration of Domestic and International Partnership through Groundbreakings

Foreign Investment Realization (GB)



JV in Solar Power Plant 50 MW with PLN Nusantara Power



Operatorship Cooperation with Pakuwon in the hotel development



Operatorship cooperation of Hotel Nusantara with Konsorsium Nusantara¹





















Operatorship Cooperation of Hospital with Mayapada Hospital

Foreign Investments: Interest in the Glance

156 LOI

Of total foreign investors submitted Letter of Intent

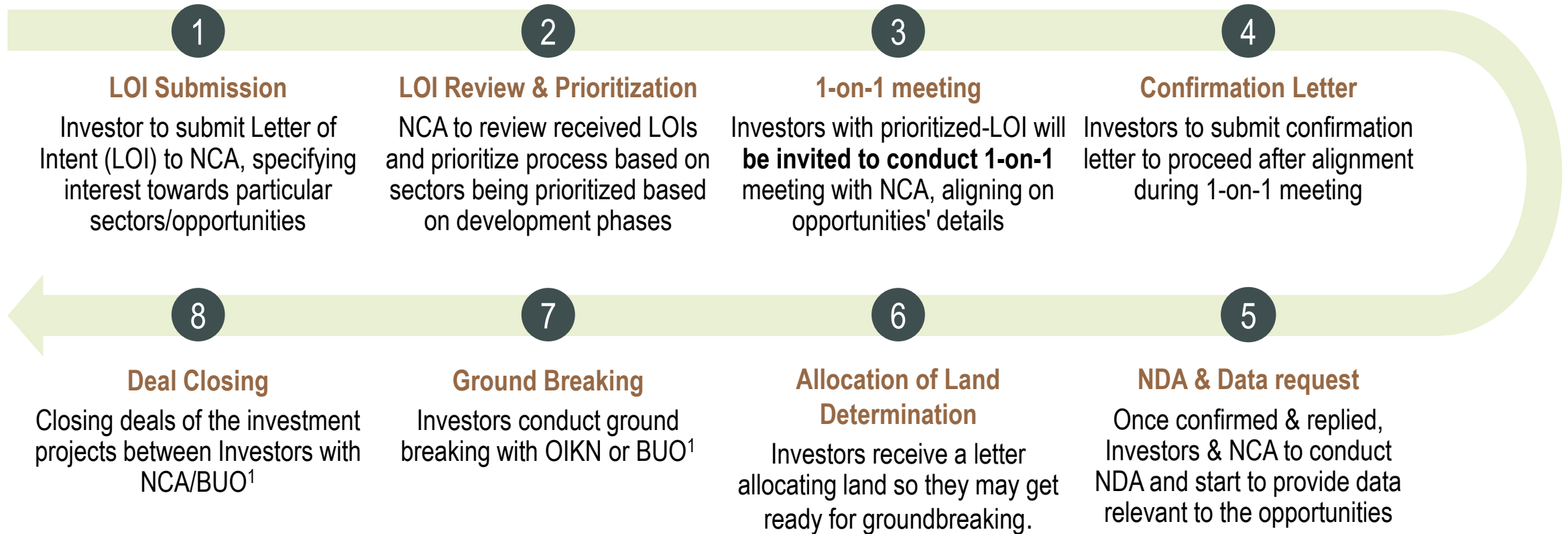
Total Country								
	29	25	22	20	11	9	2	2

Sector	Potential Investor / Foreign Partners	Project
Housing	 Konsorsium Nusantara ²  CITIC  中國建築  maxim 	➔ PPP for civil servant housing
Basic Infra. (MUT)	   中國中铁  中國鐵道 	➔ Basic Infrastructure for roadway and MUT
Smart City	      Total 24 companies from 11 countries	➔ Project consists of command & data center, EV charging, smart poles
Education, Research, and Innovation	 KING'S College LONDON  Stanford Doerr School of Sustainability	➔ Research Hub and/or tenancy in the research center shared hub

1. Konsorsium Nusantara for *mixed use* project consist of 10 private investors in Indonesia
 2. Konsorsium Nusantara for PPP Housing (CCFG, CITIC, dan RBN)

Investing in Nusantara follows 8 steps process – that can be further specified depending on investment schemes being pursued

Investment steps in IKN



¹Badan Usaha Otorita

Education | Investment already happen and more to go in upcoming groundbreaking

Investment Already Happening through Groundbreaking



Nusantara International School (NIS)



Revitalization of SDN 02 Sepaku

Upcoming Groundbreaking 6

	Entity	Project
Higher Education	Universitas Multimedia Nusantara	University
	Universitas Gunadarma	University
K-12 Education	Pertamina & Bakrie	Shared Hub Research Center, Stanford University and King's College London as potential tenants
	Summarecon	Al-Azhar School



Switzerland is prominent for its **vocational study and polytechnique institutions**. Switzerland may play a significant role by capturing the needs of high-quality vocational and polytechnique institutions in the new capital city.



The Foundation of Switzerland's Vocational Institute in Indonesia



Politeknik Mekanik Swiss – Institut Teknologi Bandung was founded in 1973 as part of the cooperation between Indonesia and Switzerland

Healthcare | 4 private and state-owned Hospitals already participated in Grounbreakings to provide healthcare facility in Nusantara



Abdi Waluyo Hospital

Private hospital with sub-specialist service focus on **sport medicine & research**



Mayapada Hospital

Private **Multidisciplinary Hospital** focus on emergency, stroke, orthopedic services



Hermina Hospital

Private hospital for **mother and children healthcare** for emergency and trauma center



Ministry of Health Hospital

State-owned Hospital focus on **stroke dan heart**



Healthcare investors from Switzerland can collaborate with existing groundbreaking hospitals to provide services in certain medical specialization, i.e., Mayapada Hospital with Apollo Hospital India



Agung Sedayu Group



President Joko Widodo officiated groundbreaking mall, hotel, and commercial buildings (~410 Ha, est. total investment ~**USD 2.6 Miliar**)

21 September 2023

Physical Progress | **Hotel Nusantara**



PAKUWON GROUP



MARRIOTT



President Joko Widodo officiated groundbreaking hotel Four Points in partnership with Marriott Group (~7 Ha, est. total investment ~**USD 325 Juta**)

1 November 2023

With PPP scheme, Switzerland business and investments could contribute in the development of mixed-use area in Nusantara

Housing | Vertical Housing Development is on Pipeline with state-budget, Opportunity for high-demand housing sector still open from Private Investors

Vertical Housing for Civil Servant I



Vertical Housing for Civil Servant II



Vertical Housing for Civil Servant III



Vertical Housing for Civil Servant IV



Progress **34,602%**

Progress **27,393%**

Progress **29,458%**

Progress **34,24%**

Switzerland real-estate companies can participate through PPP Scheme to fulfill the demand in housing sector.

Transportation | Green Transportation as the backbone of Nusantara's Mobility Sector to Support Smart Sustainable Forest City



Groundbreaking of **Bus Rapid Transit and Electrical Taxi** in IKN as green transportation by Bluebird Group.



Trolleybus from Switzerland can be a potential solution for integrated electrical public transport in Nusantara.

Nusantara on Progress | Presidential Palace Area

Presidential Palace



Progress **58,531%**

Presidential Office Building



Progress **78,648%**

Presidential Secretariat Office



Progress **65,195%**

Coordinating Ministry I



Progress **50,74%**

Coordinating Ministry II



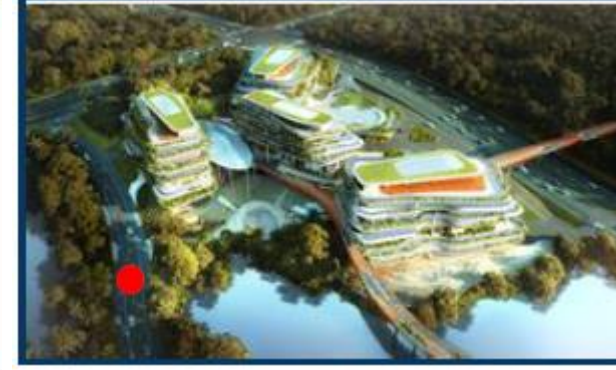
Progress **23,013%**

Coordinating Ministry III



Progress **54,876%**

Coordinating Ministry IV



Progress **56,441%**

Nusantara on Progress | Ministerial Townhouses



Progress **82,981%**





Submitting Letter of Intent | Guidelines



The letter is addressed to the Chairman of the Nusantara Capital Authority:

Chairman of the Nusantara Capital Authority (NCA)
Dr. Bambang Susantono
Menara Mandiri Tower II
Jl. Jenderal Sudirman 54-55, Jakarta
email: bsusantono@ikn.go.id
CC to Deputy of Funding and Investment



At least contain the following information:

- Brief Company Profile
- Overview of the Investment Plan
- Location of interest and the required land area
- Indication of the amount of investment
- Latest Technology (if any)



The details of the IKN development plan can be accessed through the following document:

<https://ikn.go.id/one-map-one-planning-one-policy-1-mpp>

Thank you | Danke

“Some people make things happen,
some watch things happen,
while others wonder what has happened.”

Eleanor Roosevelt

Contact Us



Menara Mandiri 2, Lt.5,
Jl. Jenderal Sudirman, Senayan, Jakarta Selatan



+6282210007860



investasi@ikn.go.id



@investnusantara

Speaker

Ms. Jennifer Halim

Dezan Shira & Associates



DEZAN SHIRA & ASSOCIATES

Your Partner for Growth in Asia



ASEAN BRIEFING

From Dezan Shira & Associates

Entering Indonesia Through Nusantara: The New Capital and Incentives for Foreign Business



Presented by:
Jennifer Halim
Manager, International Business Advisory
Dezan Shira & Associates

In collaboration with:

 **SWITZERLAND
GLOBAL
ENTERPRISE**

enabling new business

As a corporate services firm, we help **businesses invest in Asia.**



DEZAN SHIRA & ASSOCIATES

Your Partner for Growth in Asia



CELEBRATING

1992	Founded in Shenzhen and Hong Kong, 30 years ago. Privately owned group of companies.
35	Offices: 29 in Asia, 4 in Europe and 2 in North America.
500	Services professionals with expertise in legal, tax, accounting, audit, human resources and technology.
80+	Countries served by our international business advisory and professional services in Asia.
5000+	Multinational clients that have already chosen us.

[Click here to learn more about us.](#)



[Click here to see our Corporate Services in detail.](#)

image



DEZAN SHIRA & ASSOCIATES

Your Partner for Growth in Asia



- Dezan Shira & Associates Offices
- Dezan Shira Asian Alliance Members



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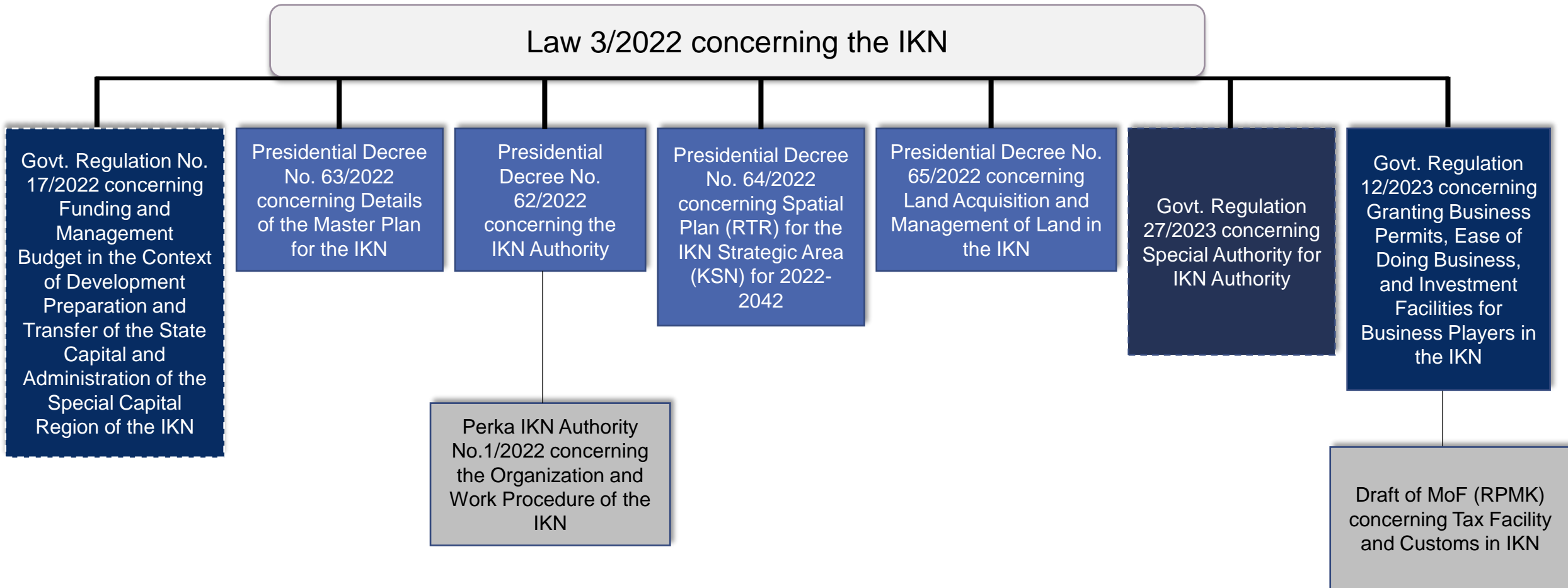
- Italy**
italiandesk@dezshira.com
- South America**
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- United States**
usa@dezshira.com



Legal Basis

The development of the IKN is based on several laws and regulations:



Corporate Establishment Options in Indonesia

	RO Representative Office (KPPA)	LLC Foreign Limited Liability Company (PT PMA)
Setup timeline	2 ~ 6 weeks	4 ~ 8 weeks
Activities Permitted	<ul style="list-style-type: none"> Market research Scouting for business Marketing 	<ul style="list-style-type: none"> No limitation of business conduct
Suitable for	<ul style="list-style-type: none"> Liaison activities for overseas HQ 	<ul style="list-style-type: none"> Full or partial ownership allowed to operate without any limitation of time unless otherwise regulated within the deed of establishment
Restrictions	<ul style="list-style-type: none"> No income-generating activities 	<ul style="list-style-type: none"> Some sectors are still closed or limited
Minimum capital	<ul style="list-style-type: none"> None 	<ul style="list-style-type: none"> Minimum paid-up capital above IDR 10 billion (approx. USD 640,000)
Pros	<ul style="list-style-type: none"> Limited activities but no capital requirements Easier and faster setup procedure 	<ul style="list-style-type: none"> Full ownership Can conduct business locally (sign contracts, generate revenue, etc.) Can partake in government tenders
Hiring foreign workers	<ul style="list-style-type: none"> Unwritten rule only 1-2 foreigners per RO 	<ul style="list-style-type: none"> 10:1 ratio for hiring foreign employees (except for directors/chief representatives of LLC/RO)

Business Licensing for Business Actors Operating Within IKN and Partner Regions

Fulfill Basic Business Licensing Requirements:

1. Conformity of Spatial Utilization Activity;
2. Environmental Approvals; and
3. Building Approvals and Building Function Worthiness Certificates

Secure Sectoral Business Licenses

What's new?

Exemption from Foreign Ownership Limitations for Some Sectors, with the requirement to have a partnership with micro, small or medium enterprises



In IKN

Right to Cultivate (HGU) over Right to Manage (HPL)

95 years in 1st cycle, extendable for another cycle of 95 years.

80 years in the first cycle, extendable for another cycle.

Right to Build (HGB) over Right to Manage (HPL)

Right to Use (Hak Pakai) over Right to Manage (HPL)

80 years in the first cycle, extendable for another cycle.



General Scheme (outside IKN)

In IKN

1

Tax Rate on Land and Building Rights (BPHTB)

5%

0%

5%

0%

Income Tax on the Transfer of Land and Building Rights (PPhPHTB)

Case Study

Land Area : 2,000 M2
 Price of Tax Object Sales Value (NJOP)/M : IDR 1,000,000 (~EUR 58,9)
 Non-Taxable Acquisition Value (NPOPTKP) : IDR 160,000,000 (~EUR 9,420)
 PPh = 5% x 2,000 M2 x IDR1 mio = IDR 100mio (~EUR 5,890) **>> in IKN you'll save EUR 5,890**
 BPHTB = 5% x ((2,000 M2 x IDR 1mio) – (IDR 160mio)) = IDR 92 mio (~EUR 5,416) **>> in IKN you'll save EUR 5,416**



2

Tax Holiday

General Scheme (outside IKN)

- Offer to certain sector
- Min. investment threshold: IDR 100 B (~EUR5,89 mio)
- Max. period up to 20 years

In IKN

- Offer to:
 - (a.)** domestic corporate taxpayers on certain sectors in IKN
 - (b.)** relocation of MNE HQ, and
 - (c.)** financial activities in the financial center in IKN
- Min. investment threshold: IDR 10 B (~EUR589k)
- Max. period up to 30 years

Domestic Corporate Taxpayer: Sector Classification and Eligibility

Assessment based on the strategic value to support the construction and development of IKN

①

Infrastructure & Public Facility

- a. Renewable energy power plant
- b. Toll/highways
- c. Sea Port
- d. Airport
- e. Clean water supply
- f. Education
- g. IT Infrastructure
- h. Residential and office building infrastructure
- i. Waste management
- j. Public Transportation
- k. Construction and operation of terminals for passenger or goods transportation vehicles
- l. Construction and operation of stadiums/sports facilities

②

Economic Revival

- a. Construction and operation of shopping malls
- b. Tourism infrastructure and star hotels
- c. MICE facility
- d. EV charging station

③

Other Business Sectors

- a. Agriculture and fishery
- b. Value-adding industry
- c. Hardware and software industry
- d. Trading activity***
- e. Construction service***
- f. Real estate broker***
- g. Tourism and creative economy

*) Must be located in IKN; and Income derives from business activities in IKN

Requirements:

- a. Tax facility application must be submitted before the commercial activities are being carried out
- b. Investment realization must be fulfilled max. 2 years upon the approval of the Tax Holiday

100% CIT Reduction:
1 = up to 30 years
2 = up to 20 years
3 = up to 10 years

*) For a. – e. tax holiday is also provided for infrastructure in the Partner Regions

Establishment of Relocation of Head Quarter/Regional Office in IKN

Eligibility Criteria

- a. Has minimum 2 affiliated units or related business entities outside Indonesia
- b. Affiliation = subsidiary, branch office, JV
- c. Has economic substance in IKN
- d. Form a PT PMA in Indonesia

Requirement

Realization of office relocation max. 1 year upon the approval of tax holiday facility

**100% CIT reduction
for 10 years, and
50% in the coming
10 years**

Financial Activities in the Financial Centre of IKN

Domestic corporate taxpayers or permanent establishment who conduct financial business activity in the IKN financial center

100% CIT reduction for investment or financing the construction, development & economic activities in IKN & region partners

Banking

insurance

Syariah finance



Can carry out transactions in foreign currency.

85% of CIT reduction in IKN

TAX INCENTIVES & FACILITIES



General Scheme (outside IKN)

In IKN

Tax deductible **up to 200%** of the expenditures incurred for vocational activities such as training and internship

Tax deductible **up to 250%** of the expenditures incurred for vocational activities such as training and internship provided until 2035

Super Tax Deduction for Vocational Activity

3

4

Super Tax Deduction for R&D

Tax deductible **up to 300%** of the expenditure incurred for research conducted in Indonesia

Tax deductible **up to 350%** of the expenditure incurred for research conducted in IKN provided until 2035

- Tax deductible **up to 100%** of the actual donation
- Not exceeding 5% of net income from the previous year

- Tax deductible **up to 200%** of the actual donation provided until 2035
- May be deducted if not the net income of the current year

Super Tax Deduction for Donations

5



6

MSMEs Tax
Incentives

General Scheme (outside IKN)

In IKN

Unincorporated (Individual) MSME:

- 0% tariff for gross income up to IDR 500 mio per year
- 0,5% for gross income more than IDR 500 mio up to IDR 4,8 B per year

- 0% tariff for gross income up to IDR 50 B per year

Incorporated MSME:

- 0,5% for gross income up to IDR 4,8 B per year

7

Individual Income Tax

- Max salary threshold less than IDR 200 mio per year

- Applicable for all employees resided in IKN
- No salary threshold
- Granted until 2035

8

VAT

- VAT exempted for certain strategic goods/services
- VAT is not collected for limited sectors (transportation, public goods, and SEZs)

Expansion of sectors exempted on top of existing schemes, namely:
property transfer, property leasing, EV purchase, construction project in IKN, waste treatment services



9

Customs Duty

General Scheme (outside IKN)

In IKN

Import tax exempted for the public good, and for investment projects for a **period of 2 – 4 years**

- Import tax is exempted for the public good, and for investment projects for a **period of 4 – 6 years**

Import tax exemption includes 7 service sectors: tourism, public transportation, public health, mining, construction, telecommunication, and seaport

- Expansion of service sectors tailor-made for IKN

FOREIGN WORKER UTILIZATION

WORK PERMIT
PERIOD

General Scheme (outside IKN)

Maximum of 2 years (extendable), or 5 years (extendable).

Obligated to pay DKP-TKA,
USD100/month

In IKN

Valid for 10 years and is extendable following the period of employment contract/shareholder' tenure.

Exempted from the obligation to pay mandatory compensation funds for the utilization of foreign workers (DKP-TKA).

COMPENSATION
FUND



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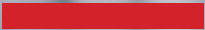
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Speaker

Mr. Mathias Niffeler

Singapore-ETH Centre

Questions?





Aussenwirtschaftsforum 2024

Forum du commerce international 2024

Forum del commercio internazionale 2024

International trade forum 2024

23. April 2024, Kongresshaus Zürich

International trade forum

23 April 2024, Kongresshaus Zürich | 12:30 – 19:00

Sustainability as a driver for growth: from trend to competitive advantage in international business

KEY SPEAKERS



Albert Rösti
Federal Councillor



Stefan Paul
Kühne+Nagel



Simon Michel
Ypsomed



Simone Rieder
Rytec

- + 3 Impulsessions
- + Networking with worldwide market experts
- + Export Award

Actively contribute to the Swiss export community as a member and set an example for Global success

5 Reasons to become a S-GE member

1. Dialogue with an export community comprising more than 2,000 members
2. Exclusive Member Special events
3. Attractive pricing perks
4. Contribution to making Switzerland an even better business location
5. Opportunity to position your own company

Get in touch and become a member now



«Internationally active companies often deal with similar issues. As an association, S-GE creates a valuable platform for exchange among peers.»

Chris Zurbrugg, CEO aumico AG

Your contacts



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