Investment Opportunities in WEST SUMATERA

http://www.westjavainvest.com
E-mail: danangjati@yahoo.com
Table of content

A. Physical, Social, and Infrastructures
   Description of West Sumatra Province.
B. Proposed Investment:
   1. Energy
   2. Tourism
   3. Fishery
   4. Agro Industry
GEOGRAPHICAL LOCATION OF WEST SUMATRA
1. LOCATED IN THE WESTERN COAST OF THE SUMATRA ISLAND WITH AN AREA OF 42,000 Km²

2. CONSISTS OF 12 REGENCIES AND 7 MUNICIPALITIES.

3. INHABITED BY 4.9 MILLION PEOPLE (2012)

4. TOPOGRAPHICALLY HILLY with MOUNTAINS, VALLEYS, RIVERS, WATERFALLS, AND NARROW FLOODPLAIN

5. >45 % OF THE POPULATION WORK IN THE AGRICULTURE SECTOR.

6. HAS WORK FORCE ABOUT 1,9 MILLION PEOPLE
EXISTING INFRASTRUCTURES

1. ROAD NETWORKS
2. AIR TRANSPORTATION
3. SEA TRANSPORTATION
4. ENERGY
5. PADANG INDUSTRIAL PARK
WEST SUMATRA

National Road 1.200 Km
Provincial Road 1.154 Km
Municipality and Regency Road 15.200 Km
Padang in the middle of Sumatera.

<table>
<thead>
<tr>
<th>Route</th>
<th>Frequency</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Padang - Jakarta</td>
<td>16 x per day</td>
<td>85 menit</td>
</tr>
<tr>
<td>Padang - Malaysia</td>
<td>1 x per day</td>
<td>50 menit</td>
</tr>
<tr>
<td>Padang - Medan</td>
<td>2 x per day</td>
<td>55 menit</td>
</tr>
<tr>
<td>Padang - Batam</td>
<td>3 x per day</td>
<td>55 menit</td>
</tr>
<tr>
<td>Padang - Singapore</td>
<td>Will fly 1 des 2012 by Mandala</td>
<td>50 menit</td>
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</tbody>
</table>

Sibolga Port Capacity 8.000 Ton

Meulaboh Port Capacity 6.000 Ton

Teluk Bayur Port Capacity 40.000 Ton

Pulau Bay Bengkulu Port Capacity 9.000 ton

Tanjung Karang Port Capacity 19.000 Ton
Minangkabau International Airport (BIM) functioned as an International port of Indonesia’s western region and domestic linkage of air transportation for the west coast of Sumatra.
3. SEA TRANSPORTATION

- Sea Port: Teluk Bayur
- Status: International Port
- Area: 434 ha
- Depth: 12 m LWS
- Berth: 1,600 m
- Storage Buildings: 18,400 meter sq
- Open Storage: 202,000 meter sq
- Coal Storage: 15 ha (+ belt Conveyor 1000/h)
- Cement Storage: 9 Silos
- CPO: 44 Tanks
4. POWER PLANT AND ENERGY

**Ombilin**
Location: West Sumatra  
Operator: PT PLN  
Configuration: 2 X 100 MW  
Operation: 1996-1997  
Fuel: bituminous coal, oil  
Boiler supplier: Stein  
T/G supplier: GEC-Alstham

**Koto Panjang**
Location: Riau  
Operator: PT PLN  
Configuration: 3 X 38 MW Kaplan  
Operation: 1998  
T/G supplier: Boving, Elin
electricity

• Recent capacity (2012): 465.34 MW
• Under construction: South Solok Regency Geothermal Power Plant, 220 MW, will be ready 2014 and another 200 MW will be finally bid.
• Under construction: 30 MW Micro Hydro Power Plant in 3 Regencies, and 200 MW Steam Power Plant
Proposed Investment

A. ENERGY
B. TOURISM
C. FISHERY
D. AGRO INDUSTRY
A. ENERGY

RESOURCES AND DEVELOPMENT of Geo Thermal
# Resources and Development of West Sumatra Geo Thermal

<table>
<thead>
<tr>
<th>No</th>
<th>Site</th>
<th>Regency</th>
<th>Potential (MWe)</th>
<th>Resource (MWe)</th>
<th>Stock (MWe)</th>
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</thead>
<tbody>
<tr>
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<td></td>
<td>Spekulatif</td>
<td>Hipotetis</td>
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<tr>
<td>1</td>
<td>SIMISIOH</td>
<td>Pasaman</td>
<td>100</td>
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<tr>
<td>2</td>
<td>CUBADAK</td>
<td>Pasaman</td>
<td>-</td>
<td>73</td>
<td>-</td>
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<tr>
<td>3</td>
<td>TALU</td>
<td>Pasaman Barat</td>
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<td>-</td>
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<tr>
<td>4</td>
<td>PANTI</td>
<td>Pasaman</td>
<td>150</td>
<td>-</td>
<td>-</td>
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<tr>
<td>5</td>
<td>LUBUK SIKAPING</td>
<td>Pasaman</td>
<td>100</td>
<td>-</td>
<td>-</td>
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<tr>
<td>6</td>
<td>SITUJUH</td>
<td>50 Koto</td>
<td>25</td>
<td>-</td>
<td>-</td>
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<tr>
<td>7</td>
<td>BONJOL</td>
<td>Pasaman</td>
<td>-</td>
<td>-</td>
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<tr>
<td>8</td>
<td>KOTA BARU MERAPI</td>
<td>Agam</td>
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<td>9</td>
<td>MANINJAU</td>
<td>Agam</td>
<td>25</td>
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<td>-</td>
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<tr>
<td>10</td>
<td>SUMANI</td>
<td>Solok</td>
<td>25</td>
<td>-</td>
<td>-</td>
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<tr>
<td>11</td>
<td>PRIANGAN</td>
<td>Tanah Datar</td>
<td>25</td>
<td>-</td>
<td>-</td>
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<tr>
<td>12</td>
<td>BUKIT KILI</td>
<td>Solok</td>
<td>-</td>
<td>-</td>
<td>58</td>
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<tr>
<td>13</td>
<td>SURIAN</td>
<td>Solok</td>
<td>75</td>
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<td>-</td>
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<td>14</td>
<td>G. TALANG</td>
<td>Solok</td>
<td>-</td>
<td>-</td>
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<td>15</td>
<td>MUARALABUH</td>
<td>Solok Selatan</td>
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<td>16</td>
<td>LIKI - PINANGAWAN</td>
<td>Solok Selatan</td>
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<td>-</td>
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<td>17</td>
<td>PINCURAK</td>
<td>PASAMAN BARAT</td>
<td>50</td>
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</table>

Geothermal sites = 17. Total Resource = 1556 Mwe
RESOURCES AND DEVELOPMENT of
OIL AND GAS
OIL AND GAS SITE WORK AND SITE WORK PLAN OF WEST SUMATERA

<table>
<thead>
<tr>
<th>NO</th>
<th>SITE WORK AND SITE WORK PLAN</th>
<th>AREA (KM²)</th>
<th>PHASE</th>
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<tbody>
<tr>
<td>1</td>
<td>SOUTH WEST BUKIT BARISAN BLOK (BLOK SINGKARAK)</td>
<td>3930.00</td>
<td>DEVELOPED BY PT RADIANT NUSA INVESTAMA</td>
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<tr>
<td>2</td>
<td>NORTH KUANTAN BLOCK</td>
<td>3694.00</td>
<td>PREPARATION</td>
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<tr>
<td>3</td>
<td>SW SUMATERA I BLOK</td>
<td>7999.09</td>
<td>PREPARATION</td>
</tr>
<tr>
<td>4</td>
<td>SW SUMATERA II BLOK</td>
<td>8.003.17</td>
<td>PREPARATION</td>
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<tr>
<td></td>
<td><strong>TOTAL</strong></td>
<td><strong>23626.26</strong></td>
<td></td>
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</table>
RESOURCES AND DEVELOPMENT of HYDRO POWER

West Sumatera has 45 sites located sparsely within all region with total catchment area of 37121.5 km² and potential energy of 383.83 MW
B. Tourism

- West Sumatra is considered as one of tourist destinations in Indonesia after Bali and Yogya.
- West Sumatra lays on tropical climate region and has varieties of geological and geomorphological landforms. The scenery is amazing, so do its culinary, and unique culture.
- Opportunities to invest in tourism sector: hotels, resort, golf course, MICE, travel agent.
Twin lakes, Solok Regency

Sianok Canyon, Agam Regency and Bukittinggi
Surfing in Mentawai Islands

Rumah Gadang in Tanah Datar
COW RACE, TANAH DATAR REGENCY
UNIQUE AND SPECIAL CULTURE
Hotel rate in West Sumatra

• 5 star hotel in Padang and Bukittinggi: 80 - 100 $ Singapore

• Ticket price Padang – Singapore vary from 50 $ Singapore in low season to 100 $ Singapore in peak season.
Mandeh Tourism Resort Development

Distance from the location to:
- **Padang**: 50 km
- **International Minangkabau Airport, Ketaping**: 74 km
- **Seaport, Teluk Bayur**: 30 Km

INVESTMENT OPPORTUNITIES:
- Hotels
- Cottages
- Golf Course
- Marina and Seaside Plaza
Distance from the location to:
- Capital city of West Sumatra Province, Padang: 70 km
- International Minangkabau Airport, Ketaping: 94 km
- Seaport, Teluk Bayur: 77 Km

INVESTMENT OPPORTUNITIES:
- Hotels
- Cottages
- Golf Course
- Amenity Plaza
- Fishing Area
- Viewing Points
- Country Club

Development of The Twin Lakes Resort
Cable Car Track in Tourist Destination Area in Lake Maninjau, Bukittinggi Anai Valley, and Sawahlunto

Distance from Padang to Maninjau:
- Capital city of West Sumatra, Padang: 70 - 114 km
- Minangkabau International Airport, Ketaping: 60 - 94 Km

INVESTMENT OPPORTUNITIES:
- Cable Car Track Development
- Cable car terminal buildings
- Parking area
- Shopping/food centre
- Resort
POTENTIAL OF FISH

- Blue Marlin
- Big Eyes
- Snip Jack
- Yellow Fin
- Grouper/Demersal
- Pelagish

• FISHING ZONE:

West Sumatra has been declared to be a Tuna Centre by the central government for western part of Indonesia facing the Indian Ocean as fishing ground

INVESTMENT OPPORTUNITIES:

• Long Line and Purse Seine
• Boat with tonnage above 60-200 GT
• Cultivation of grouper
• Cultivation of Seaweed
• Fish canning
FISHING GROUNDS AND TRADING ROUTES OF TUNA IN THE SOUTHEAST ASIA

- **Phuket** (6 Tons)
- **General Santos** (15 Tons)
- **Muara Baru**
- **Denpasar**

**Critical potential**: Phuket

**Huge potential**: General Santos

**Low potential**: Muara Baru

**Fishery Center**: Denpasar

Map highlights fishing grounds and trading routes of tuna in Southeast Asia, indicating critical, huge, and low potential areas.
FISH EXPORT

FRESH TUNA
42,300 Ton/Tahun

Padang
US$ 3,5/kg

Jakarta
US$ 5,1/kg

Japan
US$ 15/kg

LIVE RAT GROUPER
± 40,000 Ton/Tahun

Padang
US$ 12/kg

Jakarta
US$ 35/kg

Singapore/ Hongkong
US$ 50,5/kg

LIVE TIGER GROUPER
± 20,000 Ton/Tahun

Padang
US$ 35/kg

Jakarta
US$ 35/kg

Singapore/ Hongkong
US$ 50,5/kg
D. AGRO INDUSTRY

- West Sumatra has more than 117,000 ha of cocoa plantation
- Plan to establish up to 200,000 ha within the next 5 years
- Cocoa bean Production 2011: 42,200 ton
Investment Opportunities

• Singaporean consume more than 5 kg chocolate/person/year
• Indonesian consume less than 0.6 kg/person/year

We invite you to process the West Sumatra’s cocoa bean massive production into cocoa butter, cocoa cake, cocoa powder, and other chocolate products.
Cacao

- Unfarmented
- Farmented
- Powder
Uncaria Gambier

**Gambier extract** is a unique commodity from West Sumatera. Processed from the dried sap extracted leaves and stems...
Gambier facts

• 80 % of world Gambier supplied by Indonesia; 90% from West Sumatra.
• West Sumatra plantation 2012: 21,400 ha
• Production 2011: 14,000 ton
GAMBIER AGRO INDUSTRY

GAMBIER COIN

GAMBIER BOOTCH

SPLIT BETELNUT / PINANG BELAH

GAMBIER BOOTCH PAKISTAN

GAMBIER LUMPANG
Market Segment for Organic Farm Products

PRODUCTS:
- Rice
- Crops
- Organic vegetables
- Fruits

PROPOSED INVESTMENT:
- Market Share
1. Crude Palm Oil (CPO)
2. Cinnamon
3. Crumb Rubber
4. Phatcaolin Oil
5. Nutmeg

- Meat
- Skin
6. **Coffee (Arabica & Robusta)**

- Unskinned bean
- Skinned bean
- Fried bean
- Powder
7. Betel Nut
8. Corn
West Sumatera Contact Point

WEST SUMATERA INVESTMENT COORDINATING BOARD

BKPM SUMATERA BARAT

Jl. Setiabudi 15 Padang

Phone (0751) 37626 Fax. (0751) 31549

www.sumbarprov.go.id

To assist you with convenience contact and communication within the proximity of your domicile please do not hesitate to contact The Republic of Indonesia representatives world wide. The complete point of contact of Indonesia representatives world wide can be accessed from:

Thank you