



MARINA DEWATA

PROJECT PROFILE



PT MARINA DEWATA MEGAH ARTHA

CONTENTS

- | | |
|---------------------------------|-------------------------------|
| 05. Project Objective | 16. Project Activity |
| 06. Vision | 19. Project Timeline |
| 07. Success Indicator | 20. Site Location |
| 08. Project Benefit | 21. Detail Zoning |
| 10. Tourism Trend | 22. Fast Catamaran |
| 11. Business Opportunity | 23. Master Plan |
| 13. Marina In Indonesia | 24. Project Cost |
| 15. Economic Development | 25. Financial Forecast |

PT MARINA DEWATA MEGAH ARTHA

PT. Marina Dewata Megah Artha innovates in elevating Indonesia's tourism sector by offering feasible planning and evaluation from development to economic aspects. In meeting market demands for new travel destinations, PT. Marina Dewata Megah Artha provides a concept of World-Class Marina Destination to equip Indonesia's growing marine tourism with world-class hotels and resorts, a global transit, as well as tourist destination for yachts tours.



LOCATED IN KLUNGKUNG, BALI

The district of Klungkung offers several valuable aspects for enhancing Indonesia's tourism in Bali. With one-third of the district located close to Nusa Penida, Nusa Lembongan, and Nusa Ceningan islands (112,16 km²), Klungkung is not only a strategic location for marine tourism but also the most feasible location to build the marina. Additionally, local and foreign tourists' familiarity with the island of Nusa Penida will escalate interest. According to the Data of BPS Klungkung district, Bali, the number of tourists visiting Nusa Penida in 2018 reached 133.848 from a total

of 6.070.473 visitors. With the current 2% of the estimated total of tourists already visiting Nusa Penida, the number will surely rise by building the connection to the marina, where we offer facilities supported by international standard infrastructure. Along with its convenient access, Klungkung's position by the Southern Indian Ocean extends its coastal plain to 90 km of beach length, which will contribute high value for the tourism industry and building the marina.

PROJECT OBJECTIVE

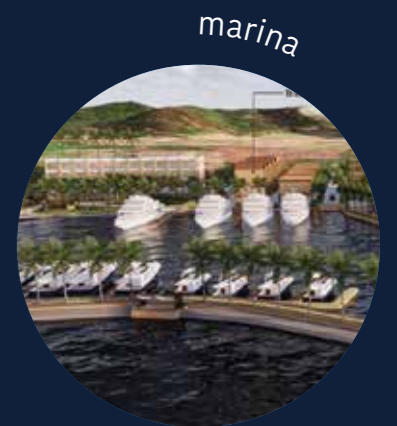
WITH ITS CONCEPT OF WORLD-CLASS MARINA DESTINATION, MARINA DEWATA BALI AIMS TO STRENGTHEN INDONESIAN TOURISM BY MAKING BALI A GLOBAL DESTINATION FOR LUXURIOUS VACATION AND MARINE TOURISM FOR THE YACHT COMMUNITY.

By developing both marina zone and waterfront, Marina Dewata Bali complements each development as the existence of the marina will not be sustainable without the presence of hotels, resorts, and other supporting facilities. With the initiative of the project, a future plan also considers a world-sailing competition to raise interest for the new marina destination.

VISION

To be a World-Class Marina Destination, Marina Dewata Bali has intricate planning that will contribute to elevating marine tourism, including:

1. World-Class Marina: as the heart of the development.
2. An Ocean Address for Everyone: by providing both luxurious and laid-back coastal lifestyle for its residents as well as a vibrant destination for visitors.
3. Iconic Landmark Development: as a new tourist attraction in Bali.
4. Creating a Community: by designing a harmonious coastal setting that will excel communities with its beautiful open spaces, activated plaza, and connected beachfront.

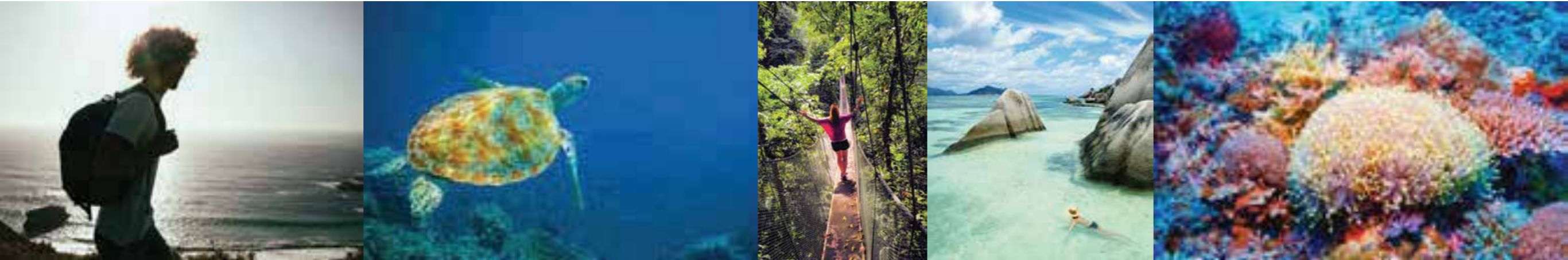


SUCCESS INDICATOR

By conducting an analysis with the SMART method (Specific, Measurable, Achievable, Relevant, and Time-bound), the indicators in succeeding Marina Dewata Bali to be a World-Class Marina Destination are for the project to be:

1. On schedule, from planning, preparation, implementation, to completion of work.
2. On a consistent budget, where the budget plan and execution are suitable.
3. The largest marine tourist destination in Indonesia.
4. Operating in a world-class standard procedure.

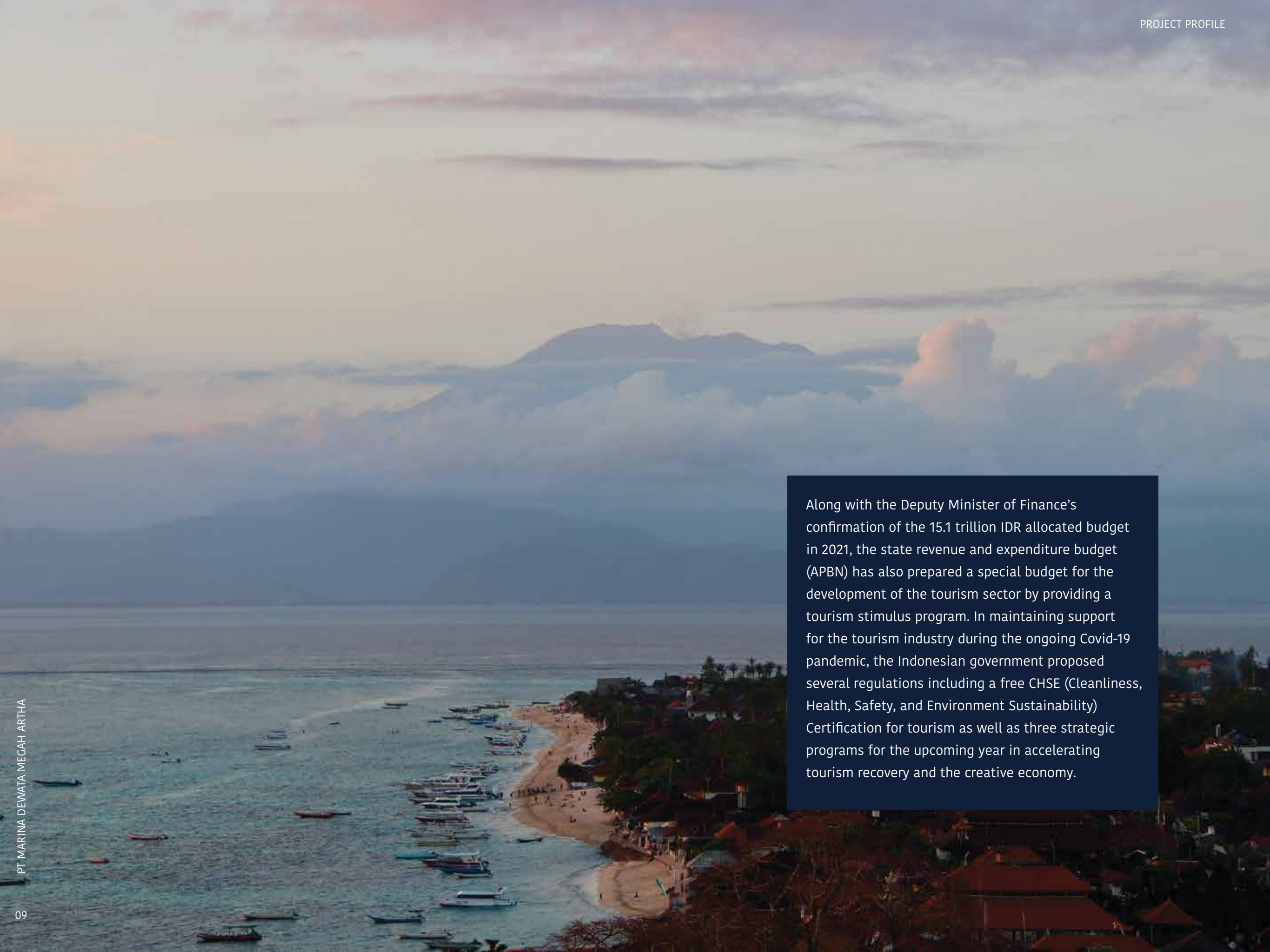
Project Benefit



Indonesian Government Support for Tourism Sector

In the last decade, Indonesian tourist visitors have more than doubled. The flourishing tourism industry plays an essential role in the government's strategy of economic growth. As Bali's tourism consistently generates employment and an important source for foreign exchange, the Indonesian government aims to replicate the success of Bali as a tourist destination in several other locations across Indonesia to facilitate further growth. The government's ambitious program in developing

10 new versions of Bali includes the ninth-century Buddhist temple at Borobudur in Central Java, Lake Toba in North Sumatra to be presented as the "Monaco of Asia", Bali's neighboring island of Lombok and Labuan Bajo, as well as a former fishing village in the west of Flores island



Along with the Deputy Minister of Finance's confirmation of the 15.1 trillion IDR allocated budget in 2021, the state revenue and expenditure budget (APBN) has also prepared a special budget for the development of the tourism sector by providing a tourism stimulus program. In maintaining support for the tourism industry during the ongoing Covid-19 pandemic, the Indonesian government proposed several regulations including a free CHSE (Cleanliness, Health, Safety, and Environment Sustainability) Certification for tourism as well as three strategic programs for the upcoming year in accelerating tourism recovery and the creative economy.

TOURISM TREND




TOURISM TREND

Although the pandemic has challenged the survival of the travel industry, it has provided a catalyst to the yacht industry. As boating offers a mode of exclusivity, it attracts an appeal for first-time buyers and first-time charterers. With an existing demand of Indonesian tourists seeking cruise tours to Singapore, there is a trend for marine tourism as a solution for an exclusive, safe, and comfortable holiday. Accordingly, developing Marina Dewata Bali will not only capitalize on recent travel trends, but also presents as a key factor contributing to the recovery of the Indonesian tourism industry.

BUSINESS OPPORTUNITY

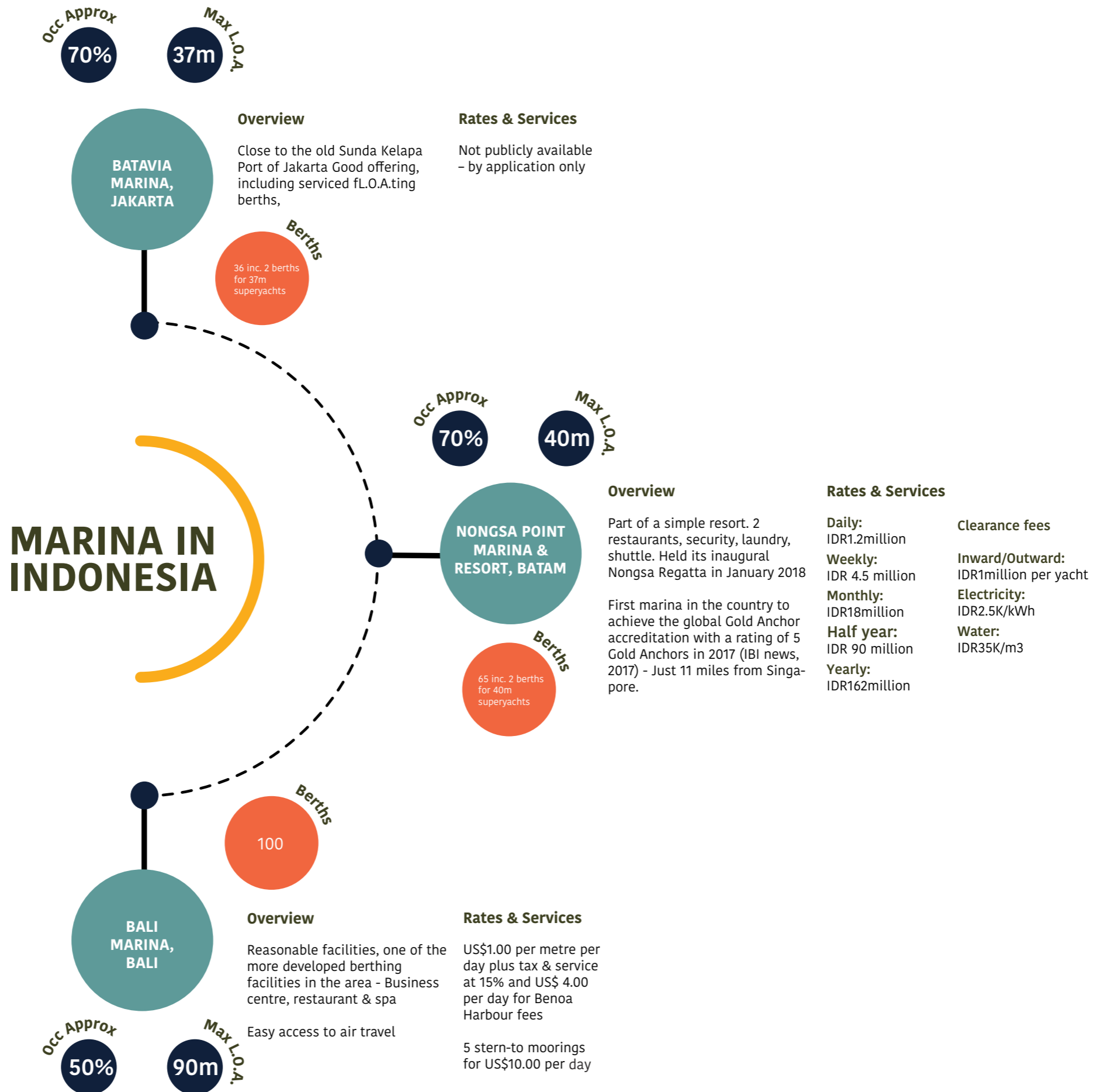
Southeast Asia's yachting industry is still in its infancy, in which growth in this market is well-anticipated. While there is an existing yacht market in South East Asia, the current market consists of mid-market 'committed cruisers' at the low-end and 'adventurous superyacht owners' at the high-end, placing younger charter customers in between. Due to the pandemic, intrigued yacht buyers are increasing as well, which elevated more interest than before. In the global yacht market, the striking spike in sales of yacht owners in 2020 clearly shows the apparent appeal for boat ownership. With an emerging market, the concept of a marina is becoming an alluring destination for a luxurious yachting lifestyle.

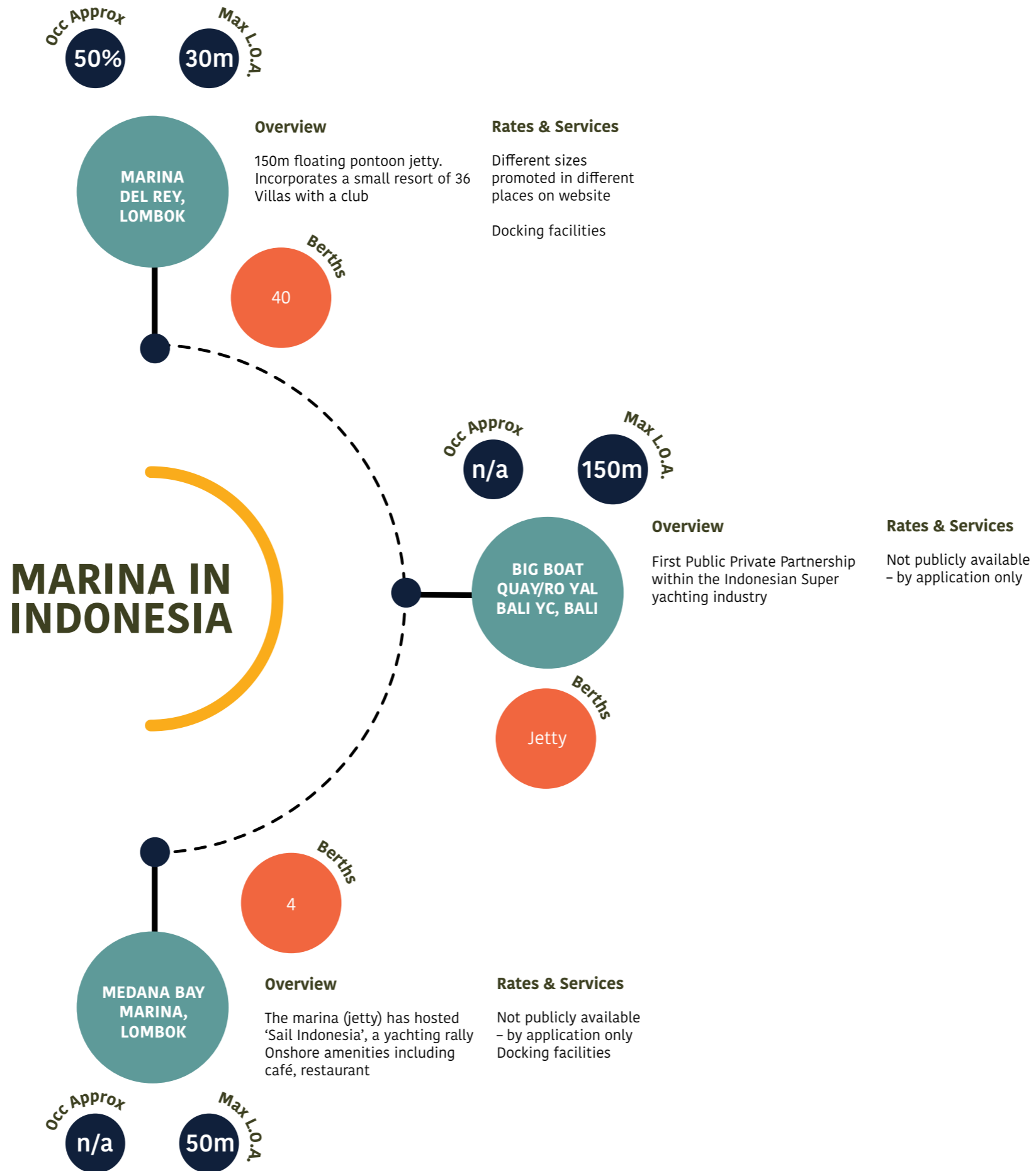


Moreover, Bali's cultural attractions and coastlines present more opportunities for travelers seeking remote beaches and exclusive travel destinations that have yet to be explored, which can attract potential customers to set a base at the marina as well as boost tourism in nearby areas.

Potential Opportunities:

1. The finest cruising grounds in the world.
2. Unique experiences and diverse multi-cultural attractions.
3. Dynamic economies.
4. An influx of new marinas being developed.
5. Active participation of Government officials from Malaysia, Thailand, and Indonesia at the APYC.
6. Government and industry dedication to building a 'yacht tourism' industry.
7. Positive initiatives to encourage international vessels.
8. Trends towards superyacht charter in Asia.
9. Yachting destination trends as millennial travel trends.
10. Emerging middle classes.





ECONOMIC DEVELOPMENT

In contributing to the economic recovery, the Marina Dewata Bali project will help regrow the economy both on the regional and national scale by creating more jobs and inquiring about extensive human resources. As a new tourist destination, it will escalate business opportunities in the surrounding area. Along with these aspects, the development aligns with the Indonesian government's plan in attaining economic growth where the project will optimistically thrive.

PROJECT ACTIVITY

Type of Project

With its objective in making Bali a World-Class Marina Destination, the megaproject development of Marina Dewata Bali in the Klungkung district will facilitate access to other tourist destinations. The project consists of two supporting development points: marina and waterfront. The Waterfront Development are composed of yacht clubs, fast ferry terminal, as well as beach clubs, and yet the waterfront will also host hotels, apartments, and private villas.

WATERFRONT



1. Yacht Club

The yacht club will encompass

- Club Room
- Observation Deck - Event Spaces
- Sailing School
- Gym
- Pool
- Bar
- Restaurant
- Helipad

The yacht club concept and design will start its development in August 2021.

2. Beach Club

The beach club will be built as vast as 3.838 m² and planned to be rented out to the public. Its concept and design will begin development in September 2021.

3. Commercial retail

Commercial retail such as shopping arcades and restaurants will be built in an area of 11.744 m² and will begin development in 2021.



5-STAR HOTEL & RESORT, AND RESIDENTIAL

Designed with a unique characteristic, Marina Dewata Bali will build several hotels, apartments, and villas with an area of ±29,592 m². In the project plan, we will also build a conference facility to accommodate national and international events.

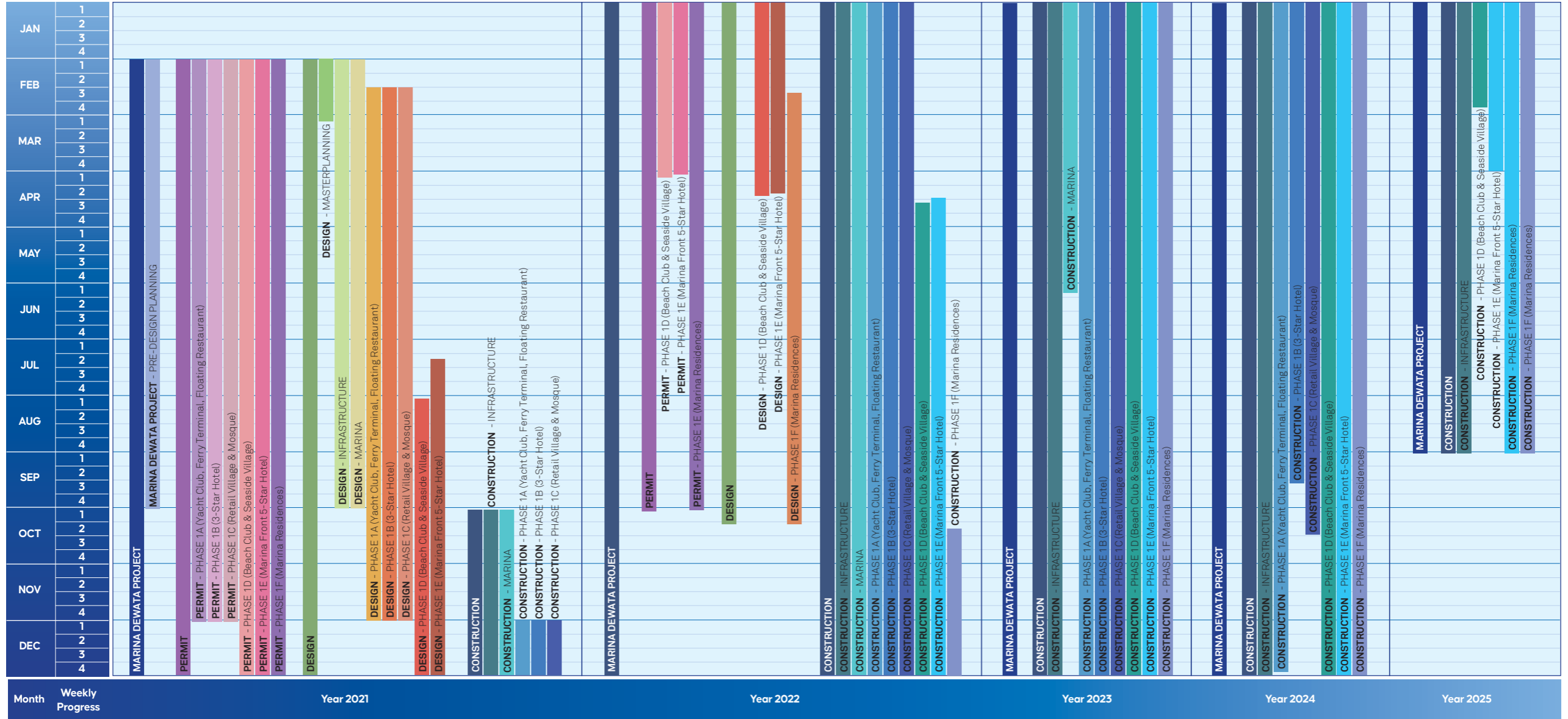


TERMINAL BAY COMPLEX

The terminal bay will serve as a terminal for fast ferries, a retail village, as well as a transit hotel. The complex will offer a comfortable stay for tourists in transit, complete with facilities for visitors to relax and rest.

PROJECT TIMELINE

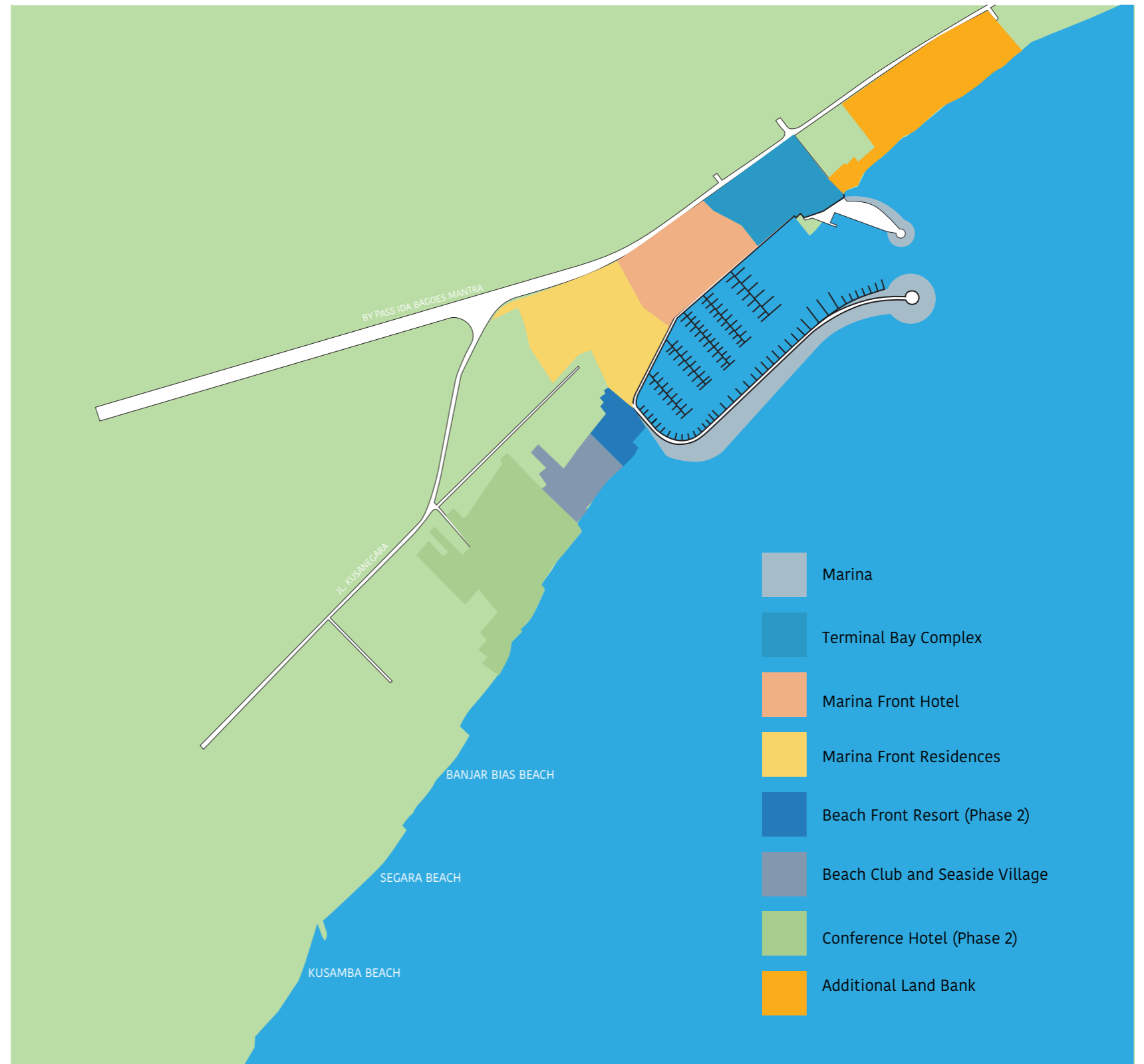
Project planning has been implemented since 2021, and each stage of work will continue until it reaches the completion target in 2027. Here is the time frame of the project work and its completion target.



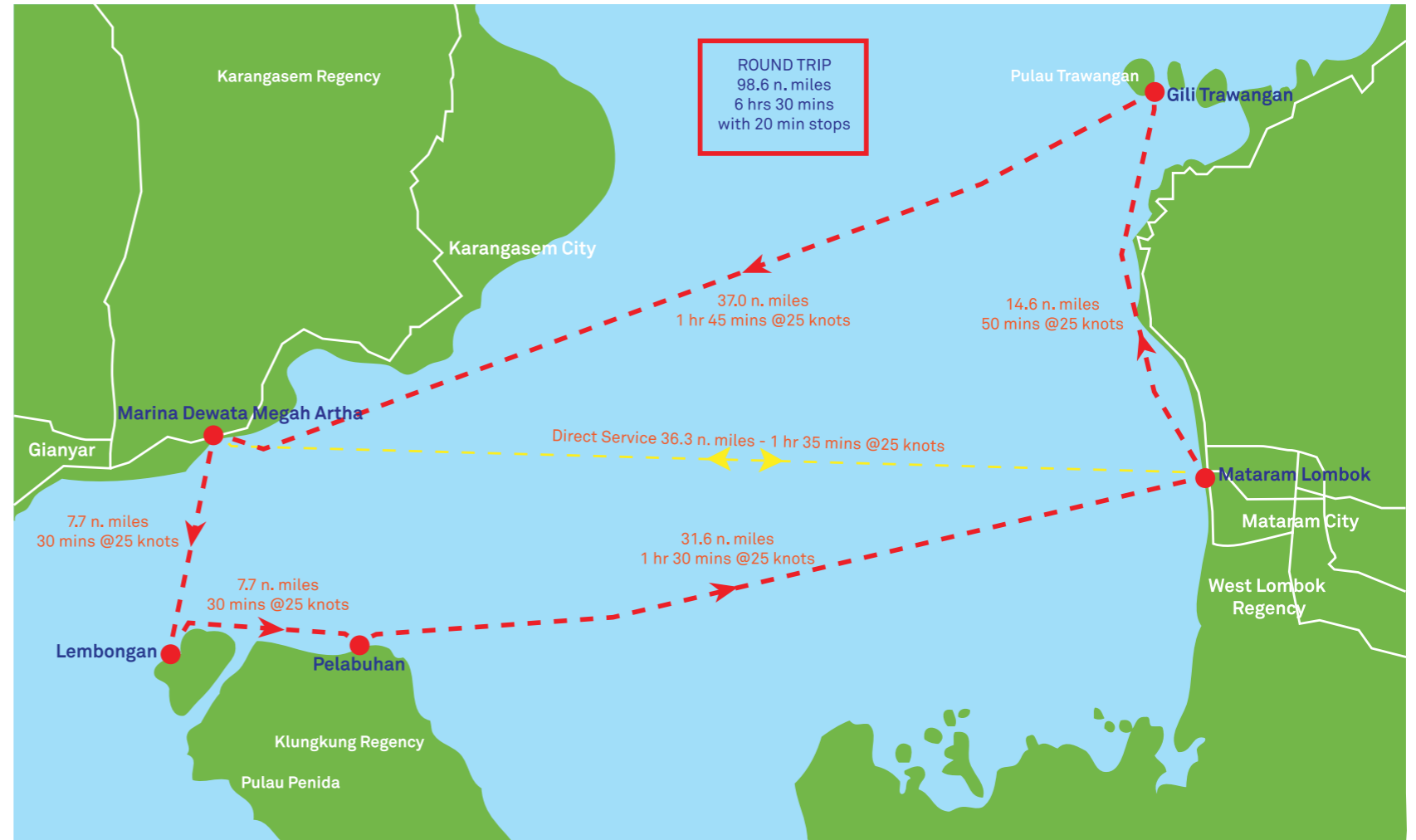
SITE LOCATION



DETAIL ZONING



FAST CATAMARAN



- The ferry terminal will attract an increasing number of visitors and generate traffic through the MDMA.

- Aside from the Landmark Gateway on land, the MDMA will become a Gateway Landmark on the ocean towards Nusa Penida, Nusa Ceingan, Lombok, and Gili Trawangan.

MASTER PLAN

- | | | | |
|------------------------|--------------------------|--------------------------|-------------------------|
| 1. Beach Resort | 7. Seaside Village | 13. Marina Residences | 19. Ferry Terminal |
| 2. Water Villas | 8. Beach Pool | 14. Marina Hotel | 20. Floating Restaurant |
| 3. Conference Facility | 9. Crystal Lagoon Resort | 15. Riverfront Residence | 21. Lookout Points |
| 4. Beach Club | 10. Salt Production | 16. Service Apartments | 22. Event Space |
| 5. Resort | 11. Marina | 17. Retail Village | 23. Boat Yard / Parking |
| 6. Temple Arrival | 12. Yacht Club | 18. Helipad | 24. Active Beach |



PROJECT COST

NO	LAND USE	LAND AREA M2	DEVELOPMENT COST (USD)		TOTAL (USD)
I	HARDCOST				USD 186.300.000
1	PHASE 1A	11.706			
	a. Yatch Club		USD	1.400.000	
	b. Ferry Terminal		USD	8.500.000	
	c. Floating Restaurant		USD	2.800.000	
			USD	12.700.000	
2	PHASE 1B	4.349			
	a. 3-Star Hotel		USD	12.300.000	
			USD	12.300.000	
3	PHASE 1C	11.865			
	a. Retail Village & Mosque		USD	13.500.000	
			USD	13.500.000	
4	PHASE 1D	9.176			
	a. Beach Club		USD	1.400.000	
	b. Seaside Village		USD	4.000.000	
			USD	5.400.000	
5	PHASE 1E	14.193			
	a. Marina Front 5-Star Hotel		USD	42.500.000	
			USD	42.500.000	
6	PHASE 1F	41.921			
	a. Marina Residences		USD	45.200.000	
			USD	45.200.000	
7	OCEANSIDE				
	a. Marina Complex		USD	33.400.000	
	b. Dry Dock Facilities		USD	6.900.000	
			USD	40.300.000	
8	INFRASTRUCTURE				
	a. Infrastructure		USD	7.150.000	
	b. Cut & Fill		USD	1.900.000	
	c. Lanscape		USD	5.350.000	
			USD	14.400.000	
II	LAND ACQUISITION		USD	15.000.000	USD 15.000.000
III	PERMIT		USD	20.000.000	USD 20.000.000
IV	SOFTCOST (Management and Design Consultants)		USD	15.000.000	USD 15.000.000
GRAND TOTAL					USD 236.300.000

FINANCIAL FORECAST

Marina Dewata Megah Artha -10 Years' Business Plan

Cashflow & IRR (All Figures in 000's US Dollars)

Items	USD 000'S										
	Yr 0	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
IRR Calculation											
Cash Flow	(20,686)	3,858	4,372	4,779	5,079	5,437	5,738	5,986	6,271	6,444	7,066
Total Cash Flows	(20,686)	3,858	4,372	4,779	5,079	5,437	5,738	5,986	6,271	6,444	7,066
IRR =	21%										
Cashflow											
Revenues		8,170	8,929	9,387	9,816	10,338	10,711	11,023	11,383	11,617	12,341
Cost of Sales		3,077	3,223	3,322	3,396	3,501	3,531	3,558	3,590	3,611	3,675
Gross Margin		5,093	5,706	6,065	6,419	6,837	7,180	7,465	7,793	8,006	8,667
Total Operating Expenses		1,234	1,334	1,286	1,340	1,400	1,442	1,479	1,522	1,562	1,601
EBITDA		3,858	4,372	4,779	5,079	5,437	5,738	5,986	6,271	6,444	7,066
Depreciation Costs		777	777	777	777	777	777	777	777	777	777
EBIT		3,081	3,595	4,002	4,302	4,660	4,961	5,209	5,494	5,667	6,289
Add back depreciation		777	777	777	777	777	777	777	777	777	777
Deduct Capex	(20,686)										
Deduct Tax at 0%		0	0	0	0	0	0	0	0	0	0
Cashflow	#####	3,858	4,372	4,779	5,079	5,437	5,738	5,986	6,271	6,444	7,066
Cumulative Taxable Profit											
Operating Profit before Interest & Tax	0	3,081	3,595	4,002	4,302	4,660	4,961	5,209	5,494	5,667	6,289
Cumulative Pre-tax Profit	0	3,081	6,677	10,678	14,980	19,640	24,601	29,809	35,303	40,971	47,260
Cumulative Tax Payable	0	0	0	0	0	0	0	0	0	0	0

*Exclude Waterfront Development

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THANK YOU

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