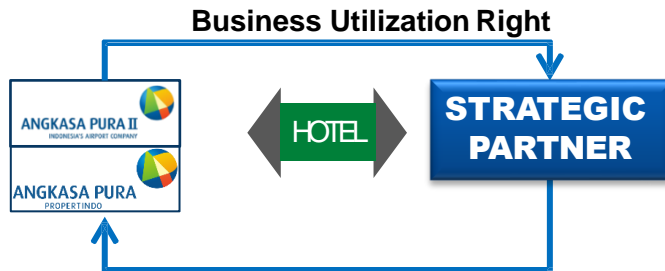


# ***4 Stars Hotel at Soekarno Hatta Airport International Terminal***

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### Transaction Overview

- PT Angkasa Pura II (“AP II”) is looking for a Strategic Partner develop and manage hotel located at Soekarno-Hatta Terminal 3 International
- The hotel construction already completed, the new Partner will be able to operate the hotel immediately.
- Below is the proposed transaction structure between AP II and investor:



#### Revenue Sharing (%) with Minimum Minimum guarantee to AP II Upfront Payment in 2020

- Indicative partnership scheme:
  - Contract up to 20 years (subject to negotiation and Shareholder’s approval)
  - Upfront payment to APII.
  - Revenue sharing to AP II from hotel revenue (With minimum annual contribution from Partner to AP II).

### Project Overview

- Integrated 4 star hotel located within Soekarno-Hatta Airport, Terminal 3. In 2019, Soekarno-Hatta Airport served more than 54 million passengers and is the 18<sup>th</sup> busiest airport worldwide.
- Hotel Rooms: 147
- Facilities: 4 Meeting Rooms, Restaurant, Gym & Spa
- Land Area: ±3,000 sqm
- Building Area: ±16,000 sqm (7 Floors)
- Capital Expenditure: IDR 290 Billion (USD 22 million)
- Construction: Civil project is already completed.
- Target COD: August 2020

### Key Investment Highlights

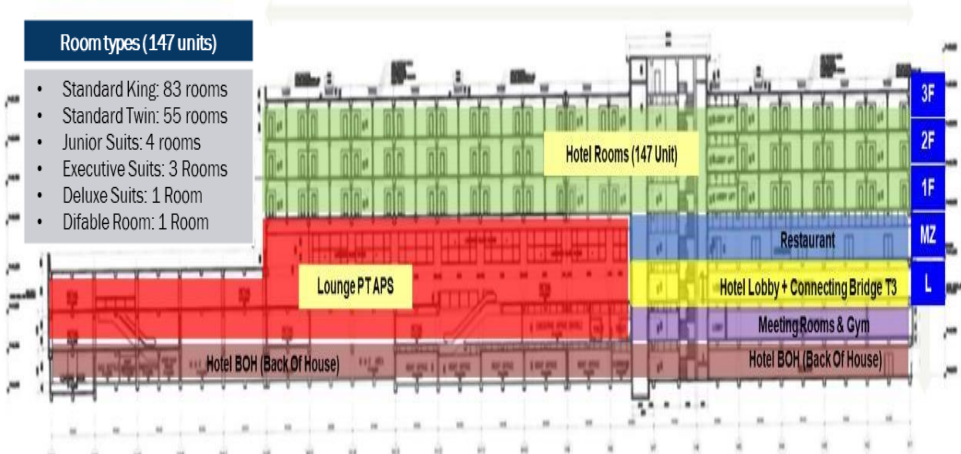
- Strategically located, integrated with Airport with easy direct access to highway
- High demand area with potentially high occupancy rate ranging between 85-90% (pre COVID-19)
- Cooperation with AP II will bring value, such as access to market and other potential cooperations
- Hotel construction is already completed and ready to operate

### Location and Layout



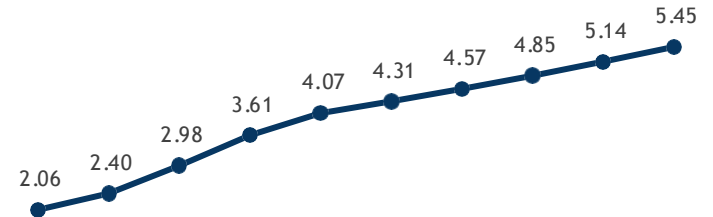
#### Room types (147 units)

- Standard King: 83 rooms
- Standard Twin: 55 rooms
- Junior Suites: 4 rooms
- Executive Suites: 3 Rooms
- Deluxe Suites: 1 Room
- Difiable Room: 1 Room



### Indicative Revenue and Occupancy Rate

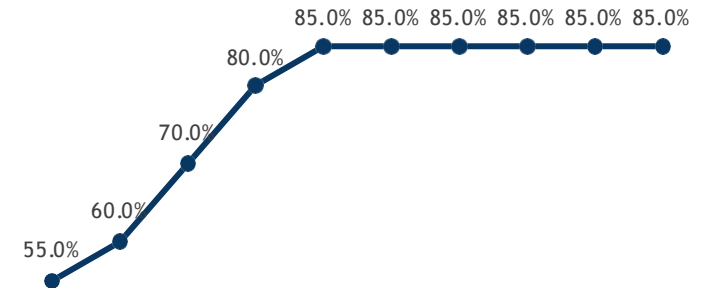
#### Indicative Revenue (USD mn)



Year 1 Year 2 Year 3 Year 4 Year 5 Year 6 Year 7 Year 8 Year 9 Year 10

1 USD = 14,886 IDR (15 May 2020)

#### Indicative Occupancy Rate



Year 1 Year 2 Year 3 Year 4 Year 5 Year 6 Year 7 Year 8 Year 9 Year 10

### Hotel Overview



### Target Market

- Airlines Passengers:
  - Total 54 million passengers in 2019, consist of:
  - International passengers: 15 million
- Domestic passengers: 39 million
  - Airlines and Airport community:
  - Greeters
  - Airlines Employees, etc
  - Corporate Stakeholders

### Contact Detail

**Name:** Agung Sedayu  
**Position:** Director PT Angkasa Pura Propertindo  
**E-Mail:** [agungsedayu@angkasapura2.co.id](mailto:agungsedayu@angkasapura2.co.id)