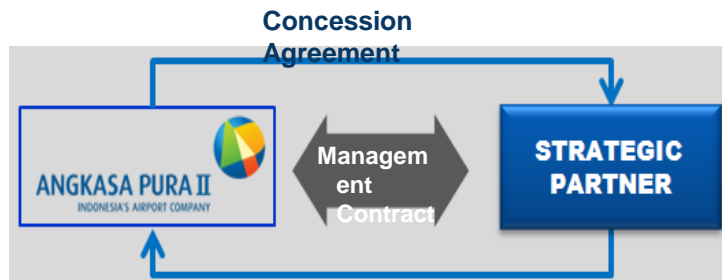


Concession Agreement for Advertising Management for AP II Airports

Transaction Overview

- PT Angkasa Pura II (“AP II”) is looking for a Strategic Partner to develop and manage the advertising business at AP II airports.
- AP II will sign concession agreement with the strategic partner to manage the advertising business for 10-15 years (Subject to Shareholder’s approval)



Upfront Payment

Revenue Sharing with minimum amount to be received by AP II

- Indicative partnership scheme:
 - Contract up to 15 years (subject to Shareholder’s approval).
 - Strategic Partner to provide Upfront Payment to AP II.
 - Revenue sharing scheme with minimum Guarantee to be received by AP II.
- The 2019 revenue received from advertising were IDR 215 billion (USD 15 million). The new partner is expected to improve the performance of AP II advertising business.

Project Overview

- Advertising management contract for strategic partner to manage the advertising business activities in AP II 17 airports, including Soekarno Hatta airport.
- In 2019, AP II airports served more than 90 million passengers, and Soekarno-Hatta Airport alone served more than 54 million passengers, indicating the potential for the advertising business in AP II airports .
- In 2019 the total advertising space in AP II airports were 112,385 sqm. Total terminal area for AP II airports are 935,185 sqm. The new partner is expected to utilize the terminal area and optimize value that can be extracted from AP II airports.

Key Investment Highlights

- Long-term advertising management contract for Partner
- Access to one of the busiest airport traffic in Indonesia and in the world as well
- Opportunity to unlock the big potential of advertising business in AP II airports

Existing Advertising Income

Airport	Terminal Capacity	No. of Pax 2019	Adv. Space (m ²)	AP II Revenue 2019 (IDR 000)
CGK				
- Terminal 1	9 mio	12 mio	18,826	20,929,954
- Terminal 2	9 mio	18 mio	30,602	47,752,048
- Terminal 3	25 mio	24 mio	34,349	131,432,337
HLP	3,2 mio	6,2 mio	2,461	2,144,870
PLM	3,4 mio	4 mio	3,907	4,526,102
PNK	3,8 mio	3,2 mio	1,827	1,646,224
BDO	4 mio	2,3 mio	2,385	1,605,815
PKU	4 mio	3 mio	3,688	1,880,513
PDG	2,7 mio	3 mio	2,298	1,034,435
DJB	1,6 mio	1,3 mio	3,677	743,556
PGK	1,5 mio	1,6 mio	754	537,582
BTJ	1,2mio	1 mio	442	292,188
PKY	2,2 mio	600 thou	2,225	253,229
DTB	0,5 mio	380 thou	3,816	325,843
BWX	0,5 mio	280 thou	892	17,545
TNJ	1 mio	300 thou	236	105,684
TKG			-	
TJQ			-	
BKS			-	
Total			112,385	215,227,837
Total Terminal Area: +935,185 sqm				USD 15 mn



Airport Passenger Breakdown

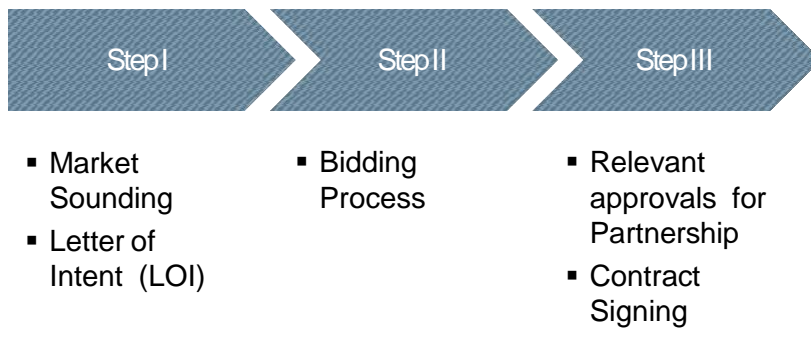
Overview

AIRPORT	CODE	PASSENGER 2019
Soekarno-Hatta - Jakarta	CGK	54,496,625
Halim Perdanakusuma - Jakarta	HLP	6,209,227
SM Badaruddin II - Palembang	PLM	4,021,639
Supadio - Pontianak	PNK	3,268,779
SS Kasim II - Pekanbaru	PKU	3,160,082
Minangkabau - Padang	PDG	3,073,710
Husein Sastranegara - Bandung	BDO	2,299,943
Depati Amir - Pangkal Pinang	PGK	1,645,440
Sultan Thaha - Jambi	DJB	1,395,993
S Iskandar Muda - Aceh	BTJ	1,106,782
Tjilik Riwut - Palangkaraya	PKY	617,559
Silangit - Sumatera Utara	DTB	376,797
RH Fisabilillah - Tanjung Pinang	TNJ	307,614
Banyuwangi - Jawa Timur	BWX	277,101
Raden Inten - Lampung	TKG	-
HAS Hanandjoedin - Tanjung Pandan	TJQ	-
Fatmawati - Bengkulu	BKS	-
TOTAL PASSENGER		82,257,291



Process Overview

Contact Detail



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