

Infrastructure in Indonesia

Sound decisions.
Sound investments.



Our experience

2 × 4,000 MW power plants in Mundra and Sasan, India

A private power company in India engaged PwC as lead financial advisor on the development of a 2 × 4,000MW coal-fired power plants in Mundra and Sasan (respectively), India.

Toll road project, Indonesia

A toll road concession company engaged PwC to develop a financial model for a toll road project.

Sports Hub PPP, Singapore

The Singapore Sport Council engaged PwC as the lead advisor on the development of a 35 ha Sports Hub using a Design-Build-Finance-Operate (DBFO) PPP. This site was envisaged to be an integrated lifestyle hub for world-class sports and entertainment events, a commercially viable business model and a national and global landmark to achieve the goal of Singapore becoming a top 10 sporting nation in Asia by 2010.

Bulk water supply PPP Project, Indonesia

A state-owned regional water company in Indonesia engaged PwC as a financial advisor on the development of a US\$ 100 million new water treatment facility with a net capacity of 41 million litres per day.

Development of a new deep water container port, Malaysia

Our client was invited by the government to develop a new deep water bulk cargo port which will serve a new 7,000 ha industrial park catering to energy-intensive industries and their supporting value chain. The client engaged PwC as an adviser to evaluate the cargo market of the port, the port layout options and development costs, tariff requirements, and financial viability of the port project.

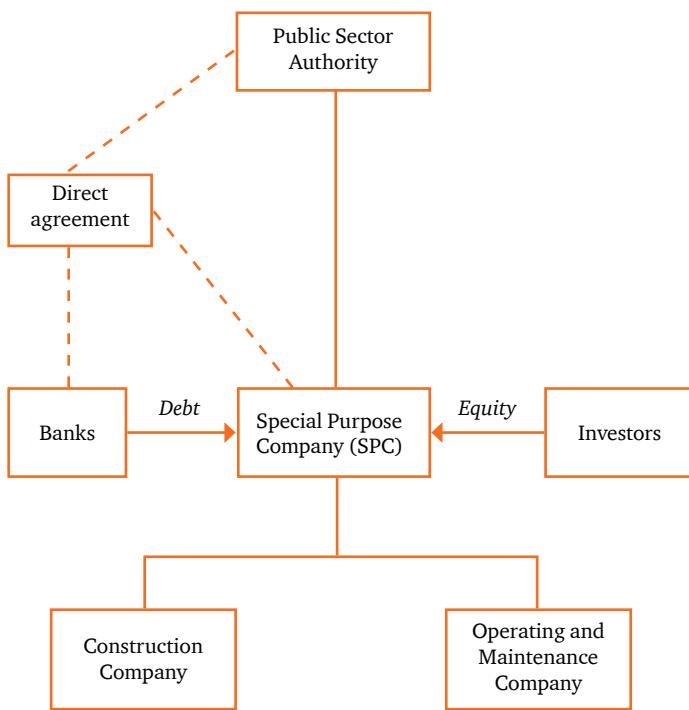
Expansion plan of the infrastructure company, Indonesia

An infrastructure company in Indonesia engaged PwC to develop a comprehensive business plan for its expansion plan in the infrastructure sector in Indonesia.

Two geothermal fields in Java, Indonesia

A state owned power and electricity provider in Indonesia engaged PwC as a lead advisor on tender preparation for the development of two geothermal fields in Java.

Addressing the different needs of the public and private sectors

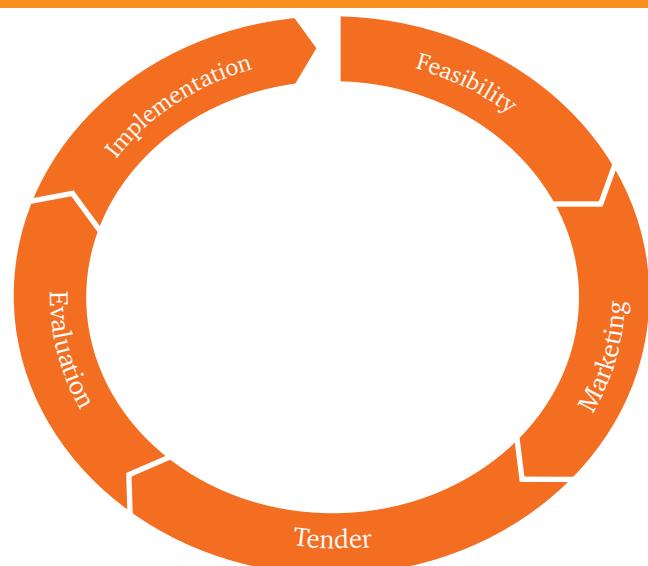


PPP arrangements are complex to structure and implement. Pursuing PPP projects requires a significant investment of time and money. Careful project selection is therefore key to success. The needs of public sector entities are also different from those of the private sector and the process for each can vary greatly. Understanding these disparities is vital to tailoring an approach to meet the needs of the public or private entities.

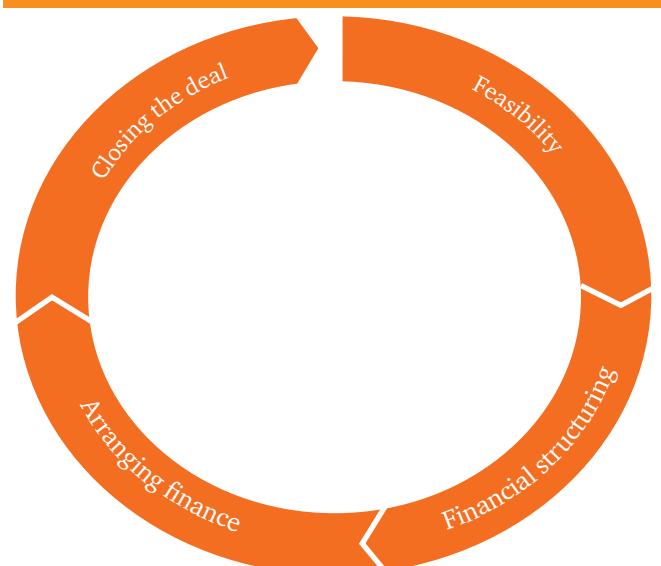
With a range of project opportunities available in Indonesia, careful project selection is key. Investors need to consider:

- the extent of the public sector's commitment;
- the status of the legal and regulatory frameworks supporting PPPs and concessions;
- the effectiveness and transparency of the tender processes;
- the capacity of the government authorities responsible for project implementation;
- subsequent supervision, pricing, and the opportunity for partnerships with credible players; and
- sustainability management which may become a requirement or bidding differentiator.

The public sector process

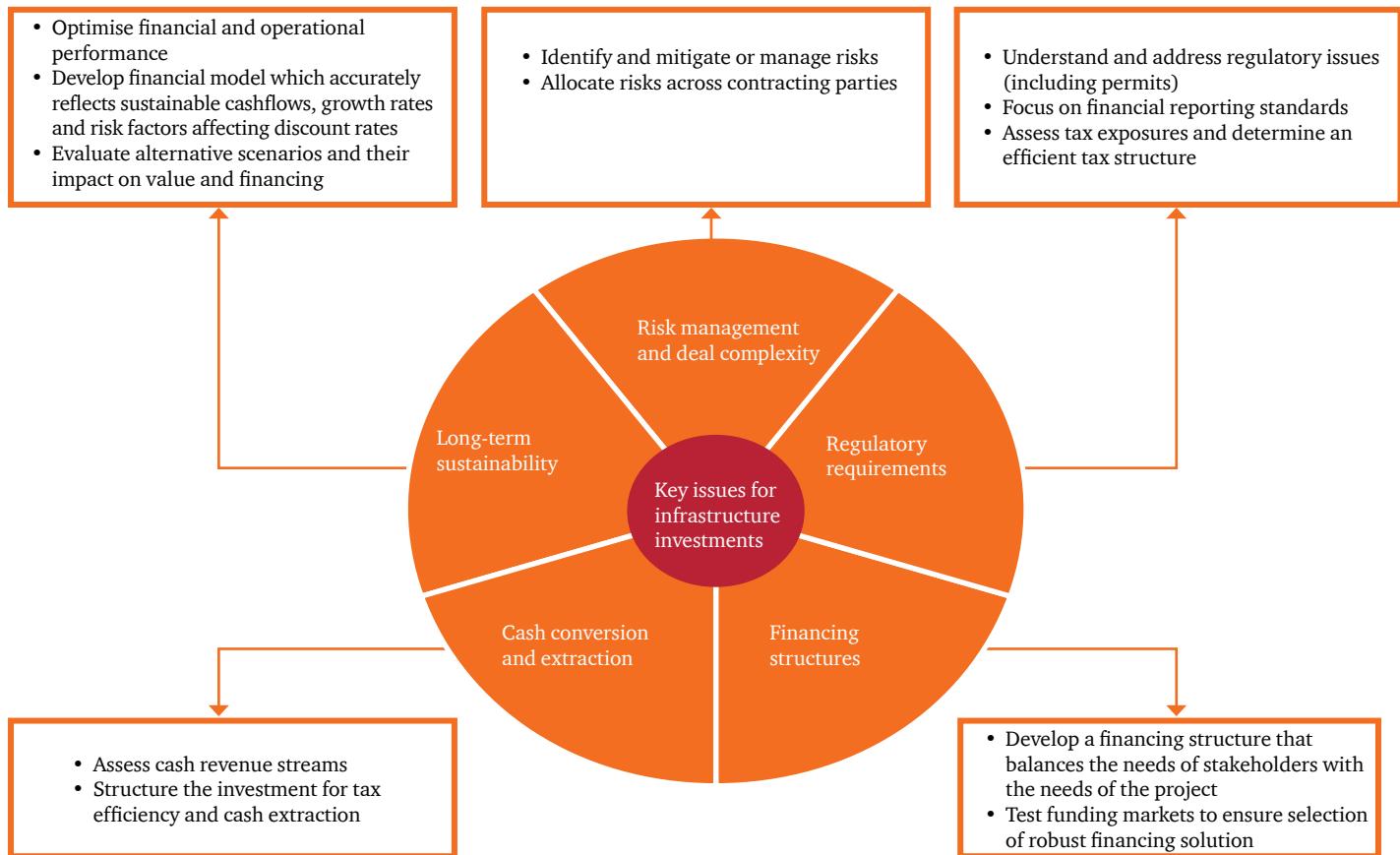


The private sector process



Key issues for infrastructure investments

Investment in infrastructure involve unique financial and tax issues that must be addressed prior to the execution of the deal. It also involves many inherent risks and complexities which require careful due diligence and structuring to align the deal dynamics with investors' business objectives. The following graphic contains the key issues for infrastructure investments and the relevant action points.



How PwC can help?

The PwC Indonesia infrastructure team brings together functional and industry expertise to help clients solve the complex issues related to infrastructure investing.

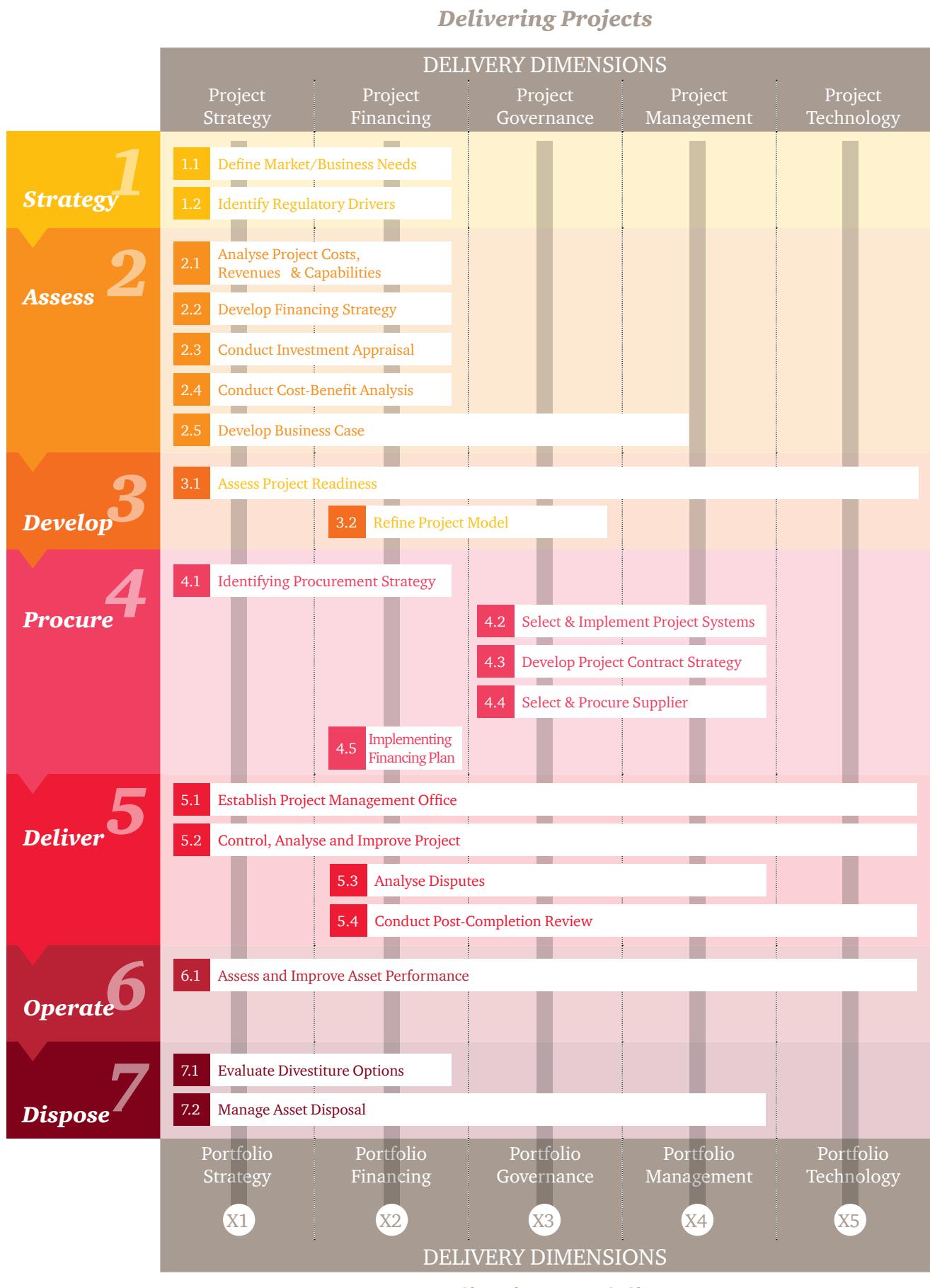
The PwC Indonesia infrastructure team is part of PwC's broader Capital Projects and Infrastructure integrated global network. The combination of our experienced infrastructure investment professionals and our presence in key regions enables us to assemble multidisciplinary and multinational teams with a wealth of industry experience in various markets to meet our clients' specific needs.

We have robust experience and a global network to provide services in the area of toll roads, ports, power and utilities, railways, and other type of infrastructure. We will support our clients from the structuring process until asset disposal, including:

- **Strategy:** Defining market/business needs and identifying regulatory drivers.
- **Assessing projects:** Analysing project costs, revenues and capabilities; developing a financing strategy; conducting an investment appraisal; conducting a cost-benefit analysis; and, developing a business case.
- **Developing projects:** Assessing project readiness; refining project model; and reviewing contracts and risks.
- **Procuring projects:** Identifying procurement strategy; selecting and implementing project systems; developing a project contract strategy; selecting and procuring suppliers; and, implementing a financing plan.
- **Delivering projects:** Establishing project management office; controlling, analysing and improving projects; assuring project costs; analysing disputes; and, conducting a post-completion review.
- **Operating projects:** Assessing and improving asset performance.
- **Disposing of projects:** Evaluating divestiture options and managing asset disposal.

PwC Capital Projects Global Delivery Framework

Our services cover all the stages in life cycle of a project (or portfolio of projects).



PwC Indonesia

The PwC network is the world's largest professional network of services firms. Drawing on the knowledge and skills of more than 196,000 people in 157 countries, PwC firms build relationships by providing services based on quality and integrity.

PwC Indonesia is comprised of KAP Tanudiredja, Wibisana, Rintis & Rekan, PT Prima Wahana Caraka, PT PricewaterhouseCoopers Indonesia Advisory and PT PricewaterhouseCoopers Consulting Indonesia each of which is a separate legal entity and all of which together constitute the Indonesian member firm of the PwC global network, which is collectively referred to as PwC Indonesia.

PwC Indonesia has been operating in Indonesia since 1971 as a member firm of PricewaterhouseCoopers International Limited. We have over 1,600 professional employees in Jakarta who are trained in providing various assurance, tax and advisory services to Indonesian and international companies, state owned companies, and non-profit organisations. Our employees are bilingual and have in-depth knowledge of the local business environment.

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