

1.3%

Base Rent Growth

YoY  
Chg12-Mo.  
Forecast

18.9%

Vacancy Rate



28,100sqm

YTD New Completions

**SUPPLY: Mostly from Supporting Retail Center**

In the last quarter of 2019, 3 new retail centers were completed in Jakarta, namely Elysee, Citra Xperience, and Taman Anggrek HUBlife. These 3 supporting retail centers added approximately 21,100 sqm of retail space to the market.

Until the end of 2020, a further 246,500 sqm of retail space is expected to enter the market. All of these future supplies are retail centers for lease. Should these proposed new centers meet their completion schedules, the total supply within Jakarta will reach 4,720,500 sqm by the end of 2020.

**DEMAND: Modest Leasing Activity**

Occupancy rate stayed relatively stable at 81.1%, a decline by 0.5% since the last quarter due to general movement of tenants within retail centers. Occupancy level of retail centers in Jakarta is projected to remain stable in the year to come, as proposed retail centers scheduled to be completed in 2020 are expected to perform well upon completion.

Kawan Lama Group replaced the space left by Central Department Store in Neo Soho Mall by opening nine of their business units (comprising Ace Hardware, Informa, Toys Kingdom, etc.) at one time. Although some fashion retailers faced tough sales performance, Uniqlo still continued its rapid expansion in Jakarta with the opening of new stores in Neo Soho Mall, and Emporium Pluit Mall during the last quarter of 2019.

**PRICING: Asking Rents Remain Stagnant**

On a QoQ basis, no increment of the average rentals or service charge levels were seen within the Jakarta retail market. Rental rate remained at Rp 807,700 per sqm per month (/sqm/mo) for specialty retail space on the GF while the average service charge were unchanged at Rp 186,800/sqm/mo.

With a number of major projects undergoing refurbishment in Jakarta, rents are expected to remain relatively stable. However, with the continued moratorium on new development in Jakarta, rents may yet increase over the coming year.

**ECONOMIC INDICATORS  
Q4 2019**

5.0%

GDP Growth

YoY  
Chg12-Mo.  
Forecast

2.72%

Inflation Rate

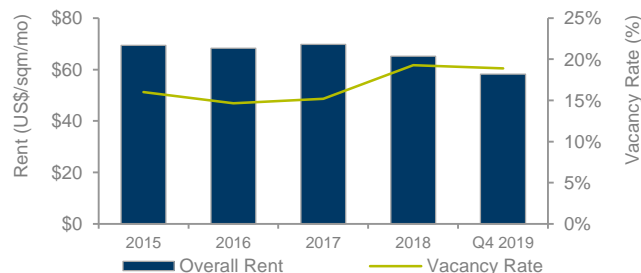
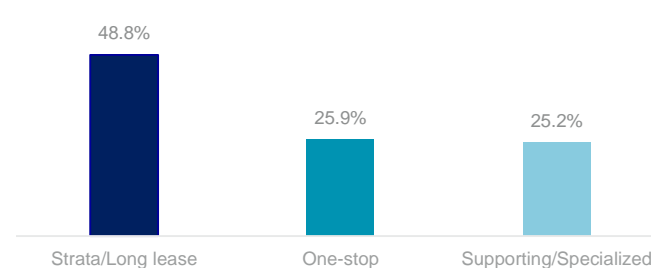


5.0%

Central Bank Rate



Source: Central Bank and Census Bureau

**RENT / VACANCY RATE****AVAILABILITY BY PRODUCT TYPE**

## MARKET STATISTICS

SUBMARKET	INVENTORY (SQ.M.)	VACANCY RATE	PRIME RETAIL UNIT BASE RENT		
			RP/SQM/MO	US\$/SF/MO	EUR/SQM/MO
Primary Location	1,270,000	18.1%	Rp 984,500	US\$ 6.59	€ 63.15
Secondary Locations	3,204,000	19.2%	Rp 681,400	US\$ 4.56	€ 43.71
<b>OVERALL JAKARTA RETAIL TOTAL</b>	<b>4,474,000</b>	<b>18.9%</b>	<b>Rp 807,700</b>	<b>US\$ 5.40</b>	<b>€ 51.81</b>

## DEFINITIONS:

The primary retail location is defined as major retail precinct that includes Kota, Pasar Baru, Blok M and CBD area (capturing the areas of Sudirman, Thamrin, Rasuna Said and corridor of Jl. KH. Mas Mansyur - Jl. Prof. Dr. Satrio). The secondary retail location covers all other areas outside the above retail areas in Jakarta.

## KEY LEASE TRANSACTIONS 4Q 2019

PROPERTY	DISTRICT	TENANT	SQM
Neo Soho Mall	West Jakarta	Informa	7,000
Neo Soho Mall	West Jakarta	Uniqlo	3,200
Mall Taman Anggrek	West Jakarta	Ace Hardware	3,800
Neo Soho Mall	West Jakarta	Ace Hardware	3,000
Neo Soho Mall	West Jakarta	Foodhall	2,600
Emporium Pluit Mall	North Jakarta	Uniqlo	2,400

\*Renewals not included in leasing statistics

## KEY CONSTRUCTION COMPLETIONS DURING 4Q 2019

PROPERTY	DISTRICT	SIZE (SQM)	OPENING DATE
Elysee	CBD Jakarta	7,100	October 2019
Citra Xperience	Central Jakarta	4,000	November 2019
Taman Anggrek HUBlife	West Jakarta	10,000	December 2019

## SIGNIFICANT UNDER-CONSTRUCTION PROJECT

PROPERTY	DISTRICT	APPROX SIZE (SQM)	COMPLETION DATE
The Market Place @ District 8	CBD Jakarta	15,000	2020
Pondok Indah Mall 3	South Jakarta	55,000	2020
Aeon Mall Southgate @ Tanjung Barat	South Jakarta	35,000	2020
Senayan Park	Central Jakarta	33,000	2020
Mall @ Green Sedayu	West Jakarta	11,000	2020

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## A CUSHMAN &amp; WAKEFIELD RESEARCH PUBLICATION

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 51,000 employees in 400 offices and 70 countries. In 2018, the firm had revenue of \$8.2 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services.

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## DEBOTABEK

Retail H2 2019

CUSHMAN &amp; WAKEFIELD

2.3%

Base Rent Growth

YoY  
Chg12-Mo.  
Forecast

18.7%

Vacancy Rate



137,000sqm

YTD New Completions

ECONOMIC INDICATORS  
Q4 2019

5.0%

GDP Growth

YoY  
Chg12-Mo.  
Forecast

2.72%

Inflation Rate



5.0%

Central Bank Rate



Source: Central Bank and Census Bureau

## SUPPLY: Incoming Two Retail Centers in Bekasi

To close out the year, the Debotabek area saw the addition of three new retail centers, two are located in Bekasi, namely Pollux mall @Chadstone Apartment, Living Plaza Jababeka, and one in Tangerang, Transpark Bintaro. The completion of these three new retail centers, brought the total supply of retail center space in Debotabek area to 2,450,400 sqm.

A few major retail centers will be completed in the first half of 2020, including Vivo Mall Sentul, Boxies 123 Mall, Aeon Mall Sentul City and The Park Sawangan. If these retail centers are completed within the expected time, they will bring the cumulative retail space in Debotabek area to 2,639,300 sqm by the end of 2020.

## DEMAND: Rapid Expansion of Fast Fashion Retailers

The overall market remained relatively stable over second semester 2019. The modest occupancy rates of newly completed retail centers in Debotabek area have brought down the occupancy rate in Debotabek area to 81.3%, a decrease by 0.9% since in the last semester.

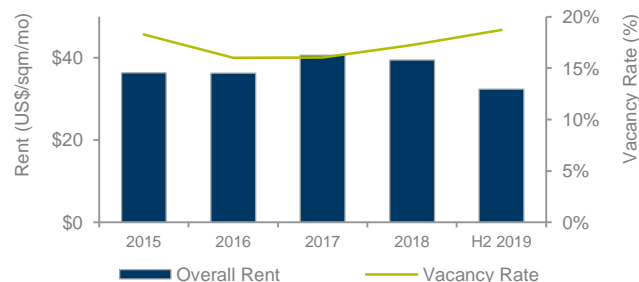
Targeting at the millennials, Trans Property continued to open Trans Studio Theme Park in Cibubur, and their second Trans Snow World in Bintaro. Fast fashion retailers still dominated the retail market as H&M and Uniqlo, continues their expansion in Debotabek area with the opening of new stores in Cinere Bellevue and Grand Galaxy Park respectively.

## PRICING: Minor Rental Increment

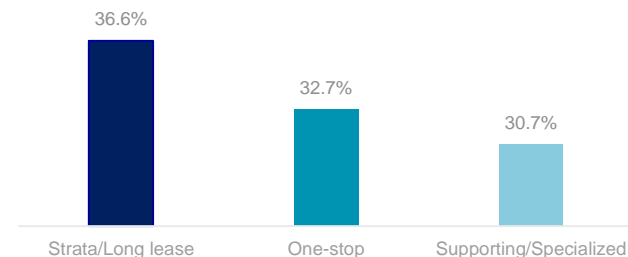
Average base rental rate of Debotabek retail space experienced a 1.7% increase from that in the last semester or 2.3% increase year-on-year, standing at Rp 450,300/sqm/mo, for specialty retail space on the GF. Service charge also experienced an increase of 1.1% from that in the last semester or 2.2% increase year-on-year, landing itself at Rp129,800/sqm/mo.

With few major retail centers completed in 2020, rental rate and service charge in Debotabek area are expected to remain relatively stable.

## RENT / VACANCY RATE



## AVAILABILITY BY PRODUCT TYPE



## MARKET STATISTICS

SUBMARKET	INVENTORY (SQ.M.)	VACANCY RATE	PRIME RETAIL UNIT BASE RENT		
			RP/SQM/MO	US\$/SF/MO	EUR/SQM/MO
Depok	304,600	17.0%	Rp 500,000	US\$ 3.35	€ 32.07
Bogor	389,000	13.7%			
Tangerang	1,088,200	20.3%	Rp 464,286	US\$ 3.11	€ 29.78
Bekasi	670,600	19.8%	Rp 400,833	US\$ 2.68	€ 25.71
<b>OVERALL DEBOTABEK RETAIL TOTAL</b>	<b>2,450,400</b>	<b>18.7%</b>	<b>Rp 450,300</b>	<b>US\$ 3.01</b>	<b>€ 28.89</b>

## KEY LEASE TRANSACTIONS 2H 2019

PROPERTY	DISTRICT	TENANT	SQM
Trans Park Bintaro	Tangerang	Trans Snow World	6,000
Living Plaza Jababeka	Bekasi	Ace Hardware	4,000
Living Plaza Jababeka	Bekasi	Informa	4,000
Trans Park Cibubur	Depok	Trans Studio Theme Park	3,500
Grand Galaxy Park	Bekasi	Uniqlo	2,000
Cinere Bellevue	Depok	H&M	1,600

\*Renewals not included in leasing statistics

## KEY CONSTRUCTION COMPLETIONS DURING 2H 2019

PROPERTY	DISTRICT	SIZE (SQM)	OPENING DATE
Pollux Mall @ Chadstone Apartment	Bekasi	30,000	October 2019
Living Plaza Jababeka	Bekasi	24,000	November 2019
Transpark Bintaro	Tangerang	20,000	December 2019

## SIGNIFICANT UNDER-CONSTRUCTION PROJECT

PROPERTY	DISTRICT	APPROX SIZE (SQM)	COMPLETION DATE
Vivo Sentul Mall	Bogor	31,000	2020
Boxies 123 Mall	Bogor	27,700	2020
Aeon Mall Sentul City	Bogor	71,000	2020
The Park Sawangan	Depok	39,200	2020

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