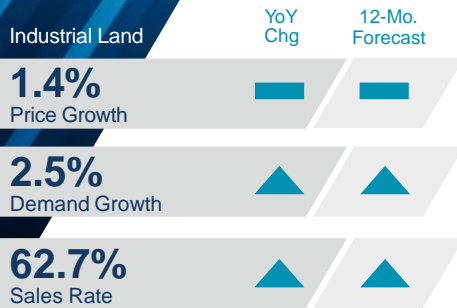


GREATER JAKARTA

Industrial Q3 2020



Source: Cushman and Wakefield Indonesia

INDONESIA ECONOMIC INDICATORS Q3 2020



Source: Central Bank and Census Bureau

SUPPLY: Land Supply Inventory Remains Unchanged YTD

No new industrial land supply has been added to the market YTD 2020, such that the cumulative supply in the Greater Jakarta remained unchanged at 14,990 hectares. To the future, the locations where potential expansion is more likely to occur is to eastern area of Greater Jakarta, in Karawang, Purwakarta and further to Subang, in line with the support facilities also being developed around the area.

The total supply of warehouses for lease in the Greater Jakarta area reached 1.9 million sqm as of the third quarter 2020. This market sector continues to be attractive for local and international developers targeting the logistics players, with a further 112,000 sqm forecast to enter the market until 2021.

DEMAND: High Occupancy for Warehouses, but Land Market Still Struggling During the Pandemic

Land sales transactions during this review quarter were recorded at 26 hectares, some 23% below the previous quarter, with the impact of COVID-19 also clearly affecting industrial land demand. These deals (coming from the automotive, F&B, and logistics sectors) were mainly in the eastern corridor as well as one smaller deal in Serang.

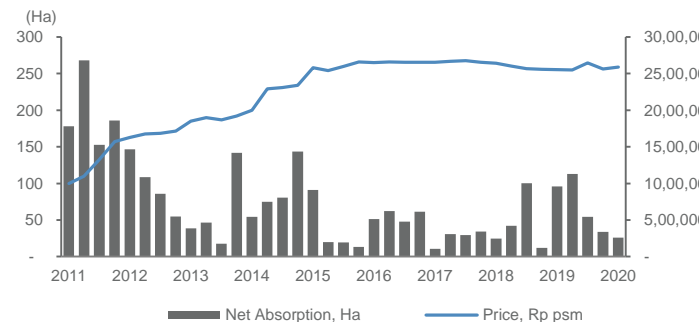
For warehouses, occupancy stood at 89.5% of total inventory as at the end of September. Since the onset of the pandemic, the shift to working from home, restricted movement within Greater Jakarta and earlier mall closures, caused warehouse demand from logistics related firms including e-commerce to increase. Other industry sectors such as F&B and automotive also contributed to the healthy level of warehouse occupancy.

PRICING: Land Prices Remained Unchanged

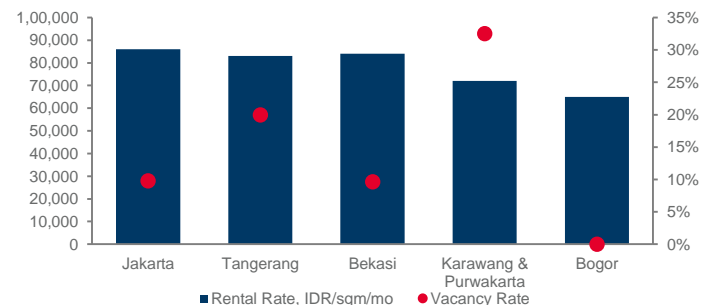
Average industrial land prices remained unchanged in the third quarter (as has been the case for several quarters), perhaps suggesting that prices within the existing estates are currently somewhat 'saturated'. A slight increment of 1.0% QoQ, to Rp. 2,590,000 per sqm was recorded, but this was only due to the strengthening of the Rupiah against the US Dollar over the quarter.

The average asking rental rate for warehouses in the Greater Jakarta area reached Rp. 80,000 per sqm / month (ranging from Rp. 65,000 to Rp.86,000), with the lowest rentals in the Bogor area and the highest in Jakarta.

NET ABSORPTION & LAND PRICE – INDUSTRIAL LAND



VACANCY & RENTAL RATE – WAREHOUSE



MARKET STATISTICS – INDUSTRIAL LAND

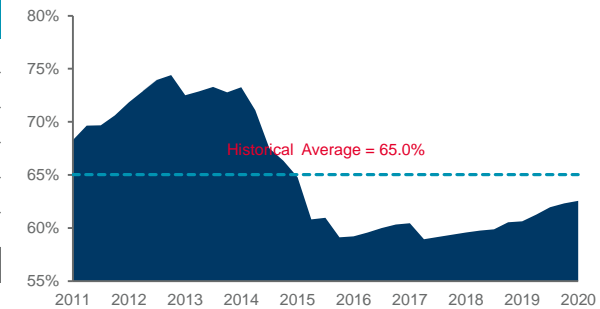
SUBMARKET	INVENTORY (HA)	CURRENT QTR OVERALL NET ABSORPTION(HA)	YTD OVERALL NET ABSORPTION (HA)	OVERALL SALES RATE (%)	OVERALL AVG LAND PRICE (IDR/SQM)
Jakarta	1,089	0.0	0.0	86.5%	5,750,000*
Tangerang	784	0.0	0.0	67.5%	2,600,000
Bekasi	5,056	19.0	71.5	77.6%	2,492,000
Karawang & Purwakarta	4,885	6.0	21.0	49.3%	2,030,000
Serang	3,095	1.0	21.9	49.6%	1,675,000
Bogor	80	0.0	0.0	84.8%	2,000,000
GREATER JAKARTA TOTALS	14,990	26.0	114.4	62.7%	2,590,000

* Secondary Market Price

MARKET STATISTICS – WAREHOUSE

SUBMARKET	INVENTORY (SQM)	VACANCY RATE (%)	OVERALL AVG RENTAL RATE (IDR/SQM)
Jakarta	390,222	9.80%	86,000
Tangerang	118,042	20.00%	83,000
Bekasi	897,868	9.67%	84,000
Karawang & Purwakarta	299,580	32.52%	72,000
Bogor	206,525	0.00%	65,000
GREATER JAKARTA TOTALS	1,912,237	10.50%	80,000

OVERALL SALES RATE – INDUSTRIAL LAND

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