

JAKARTA

Retail Q4 2020



ECONOMIC INDICATORS Q4 2020



Source: Central Bank and Census Bureau

SUPPLY: Incoming One Supporting Retail Center in CBD Jakarta

After 3 retail centers commenced operations in the Q3-2020, ASHTA at District 8, in Sudirman Central Business District, which was initially scheduled for opening in the beginning of 2020, finally opened its door to public on 11 November 2020. The opening of ASHTA added approximately 14,400 sqm of retail space to the market. This latest retail project by ASRI (Agung Sedayu Group) offers more open spaces, which is expected to become a new retail development trend in the future, as open retail areas enable and encourage social distancing during the pandemic.

With a total additional of 4 new projects in 2020, the total full year new supply of Jakarta retail centers in 2020 reached 55,500 sqm. Over 149,700 sqm of retail space is expected to enter the Jakarta retail market by 2021. More than 80% of these future supplies were initially scheduled to open in 2020, but have been postponed to the following year because of the pandemic. Should all these proposed new centers meet their completion schedules, the total supply will reach 4,723,700 sqm by the end of 2021.

DEMAND: Exponential Growth of Omnichannel Retailing During the Pandemic

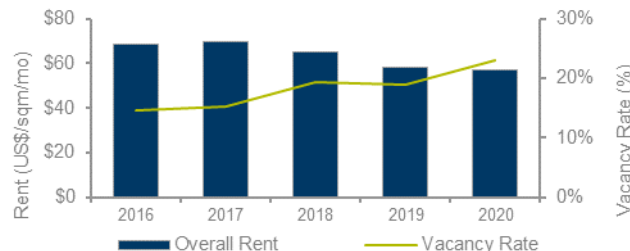
Due to the opening of in-premises dining during the reinstatement of Transitional PSBB (in the beginning of last quarter of 2020), some of the retailers started to enjoy slight recovery of their business. Despite the high number of daily COVID-19 cases in Indonesia, traffic has started to pick up at malls across Jakarta, though it has not returned to the pre-pandemic level yet. By the end of 2020, the occupancy rate of Jakarta retail centers was recorded at 77.1%, significantly dropped by 4.0% since in the last year.

Regardless of the pandemic, Sociolla, the first beauty omnichannel retailer in Indonesia, has opened 6 new stores in Jakarta during the past 6 months, marking a significant growth since the opening of their first flagship store in the third quarter of 2019. Another omnichannel retailer, POMELO, a Thailand-based fashion tech startup, has also expanded its offline footprint to Jakarta, with the opening of its first flagship store of approximately 350 sqm, in Central Park, West Jakarta.

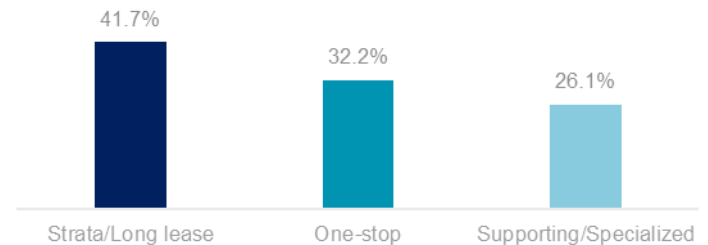
PRICING: Price Remained Unchanged Since the First PSBB Restrictions

Average rental and service charge levels remained unchanged since the first PSBB restrictions were imposed in Jakarta until the end of the year 2020, and this situation is expected to continue into 2021, or at least until the pandemic shows signs of stabilizing. Some rental abatement or an agreed payment deferment due to the pandemic have been gradually reduced in the last quarter of 2020 and is expected to be totally lifted along with the improved performance of tenants and general market conditions.

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	1,313,400	22.2%	Rp. 984,500	US\$ 6.46	€ 57.24
Secondary Location	3,260,300	23.0%	Rp. 681,400	US\$ 4.47	€ 39.62
OVERALL JAKARTA RETAIL TOTAL	4,573,700	22.9%	Rp. 807,700	US\$ 5.30	€ 46.96

DEFINITIONS:

The Primary retail location is defined as the major retail precinct that includes Kota, Pasar Baru, Blok M and the 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 Primary retail areas of Jakarta.

KEY LEASE TRANSACTIONS 4Q 2020

PROPERTY	DISTRICT	TENANT	SQM
Ashta at District 8	CBD Jakarta	Flix Cinema	1,000
Mall Kelapa Gading	North Jakarta	Foek Lam	930
Lotte Shopping Avenue	CBD Jakarta	Hyundai City Store	450
Central Park Mall	West Jakarta	Pomelo	350
Grand Indonesia	CBD Jakarta	Sociolla	100
Central Park Mall	West Jakarta	Sociolla	100
Senayan Park Mall	CBD Jakarta	Sociolla	100

*Renewals not included in leasing statistics

KEY CONSTRUCTION COMPLETIONS DURING 4Q 2020

PROPERTY	DISTRICT	SIZE (SQM)	OPENING DATE
ASHTA @ District 8	CBD Jakarta	14,400	November 2020

SIGNIFICANT UNDER-CONSTRUCTION PROJECT

PROPERTY	DISTRICT	APPROX SIZE (SQM)	COMPLETION DATE
Aeon Mall Southgate @ Tanjung Barat	South Jakarta	35,000	2021
Pondok Indah Mall 3	South Jakarta	55,000	2021
Lippo Mall East Side @ Holland Village	Central Jakarta	50,000	2021

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