

THE KELOR'S GATEWAY HOTELS AND VILLAS

LABUAN BAJO PRIORITY TOURISM DESTINATION

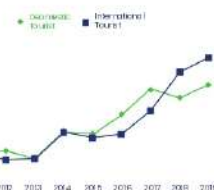
MANGGARAI BARAT REGENCY, NUSA TENGGARA TIMUR PROVINCE

WHY INVEST ?

MARKET OPPORTUNITY

THE DEVELOPMENT OF TOURISTS ARRIVALS

The number of tourist arrivals in West Manggarai Regency, especially in Labuan Bajo, continues to increase from year to year. In 2019, there were **184 thousand tourists**, 56% of them are **international tourists (102 thousand)**. This number increased by **11%** from previous year. International tourists generally come from Germany, England, Spain, Australia, and other European countries.



The projection of the number of tourist arrivals in West Manggarai Regency in 2020-2025 has to be supported with the addition of accommodation service businesses like hotel rooms. The number of existing rooms in 2018-2019 is **1,782**, while the projection of room demand in 2025 will reach **6,856 rooms**.

A total of **5,074 rooms** are required. With a **Length of Stay (LoS)** of **6.9 days**, the average room occupied is 1.6 and **occupancy rate of 60%**.

Year	Demand for Hotel Rooms	Construction of New Hotel Rooms	Total Target of Hotel Rooms
2022	3,684	2,000	5,000
2023	4,532	1,000	3,000
2024	5,576	1,000	4,000
2025	6,856	1,000	5,000

The target of providing **5,000 hotel rooms by 2025** is followed by the target of providing a workforce of **10,000 people** to support the turnover of the tourism business

PROJECT PROFILE

INVESTMENT VALUE
Estimated Total Investment Value
IDR 1.1 trillion

KBLI 55110
Star Hotel

PROJECT LOCATION
Macang Tanggar Village, Komodo District

CAPACITY
Total Capacity
619 Rooms
5-Star Hotel Capacity
304 Rooms

LAND OFFERED
Area of
28,308 m²



TECHNICAL ASPECT

SITEPLAN HOTEL



LAND AREA
28,308 m²

CAPACITY
304 Rooms

BUILDING AREA
22,828 m²



TOURISM PROJECT OF LABUAN BAJO, MANGGARAI BARAT, NTT

The development of tourist areas is carried out on dry land by building: 5-star hotels, 4-star hotels, villas, plazas, and culinary and shopping centers. The distance from Labuan Bajo City is 14.4 km, with a travel time of 36 minutes.

This village has several beautiful tourist attractions such as coast and hills views, views of small islands, the culture of the people of the tourist village of Mancang Tanggar, and the location is close to a natural Lake Dolat.



ACCESSIBILITY & INFRASTRUCTURE

- Availability of a dock in the planning area
- The access road to Labuan Bajo is in a good condition and it only takes 37 minutes
- There is a Landfill of Waloka with a large enough storage capacity
- Already connected to PLN for a power source
- It takes 37 minutes to the nearest hospital

TOURIST ATTRACTIONS

- The tourist attractions in Labuan Bajo are generally nature tourism which is classified into marine and beach tourism, hill tourism (trekking/hiking) and culinary tourism.
- Hiking and trekking offer beautiful natural scenery from the highest points in Labuan Bajo with views of the sea.
 - Nature tourism like Caving is also available in the north area, namely Batu Cermin Cave.
 - Culinary tourism offers a variety of seafood dishes, located in Kampung Ujung and spread around the coast

JURIDIC ASPECT ANALYSIS

Area Development Concept

Local Regulation of West Manggarai Regency Number 3 of 2014 concerning the Tourism Development Master Plan for West Manggarai Regency 2014-2025

Regional Tourism Development Areas (KPPD):

- KPPD Komodo-Rinca and its surroundings
- KPPD Labuan Bajo and its surroundings
- KPPD Waloka and its surroundings

Development Plan :

Cultivation of historical relics, marine, ecology, forest lakes.

Based on Local Regulation No. 9 of 2012 concerning Regional Spatial Plan (RTRW) of West Manggarai Regency 2012-2032, Designation of Tourism Zone :

- Traditional village tourism is scattered throughout the area.
- Marine Tourism Park is directed to Komodo National Park and its surrounding waters in the north and south part of the area
- Religious/spiritual tourism like caves of worship scattered in every district

FINANCIAL FEASIBILITY

Weighted Average Cost of Capital (WACC)

8.46%

NET PRESENT VALUE (NPV)

IDR 656.84 billion

INTERNAL RATE OF RETURN (IRR)

12.82%

PAYBACK PERIOD (PP)

7 years 9 months

ECONOMIC & FINANCIAL ASPECTS

PROPOSED FACILITIES :

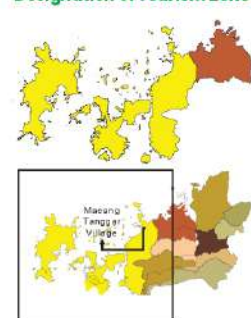
- 5-Star Hotel (1 unit), Total Capacity of 250 rooms
- 4-Star Hotel (1 unit), Total Capacity of 150 rooms
- Villa (1 unit), Total Capacity of 40 rooms
- Management Office
- PMK
- Plaza & Culinary and Shopping Center
- Street and Parking Lot

POTENTIAL TOURIST ATTRACTIONS:

- Natural Panorama
- Travel Activities
- Culinary
- Culture
- Fisher Village



Designation of Tourism Zone



GOVERNMENT SUPPORT

FISCAL INCENTIVE

Import duty exemption (masterlist)
MOF Regulation No. 176/PMK.011/2009
Ja. No. 188/PMK.010/2015)

NON-FISCAL INCENTIVE

Ease of business licensing
via Online Single Submission Risk-Based Approach (OSS-RBA)