A SUCCESS STORY OF TRISAKTI PORT, BANJARMASIN



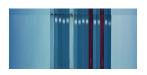
Location



Old Channel

- Managed by Indonesian's government
- Ships only can pass the channel 6 hours / day , depending on tidal window
- One way access channel
- High siltation rate (Maintenance dredging volume 2 3 million m3 / year)
- Sharp bend channel near the river mouth





Problems in the old channel

• High Maintenance cost of the channel being government burden





High number of vessel on queue → High congestion at outer bar

- Depending on tidal window -> Traffic not continuously for 24 hours
- High potential risk for ship collisions and grounding





Longer approaching time



High Cost for Port Services

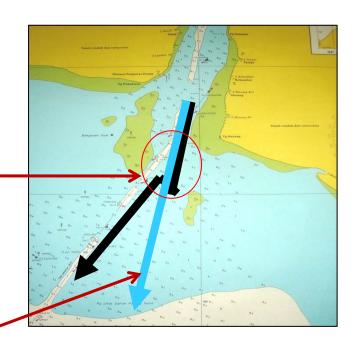


- Based on access channel final report studies at Banjarmasin Port by DETEC, 27 Feb 1998 that Old Channel was ineffective as mentioned below:
 - High Sedimentation (4.5 million m3/ yr).
 - Not straight alignment;
 - High maintenance cost.

Recommended by DETEC to develop a new channel with the advantages :

- Low sedimentation (2.5 million m3/ yr);
- Straight alignment;
- Lower maintenance cost.

(To optimize maintenance dredging)



Improvement Concept

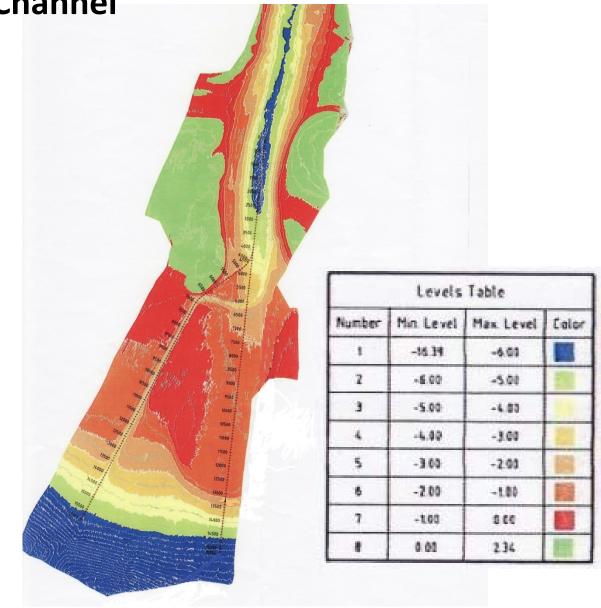
Based on: The Study to The Access Channel To The Port of Banjarmasin by MH. Detec; 1997 & 1998 **IMPROVEMENT CONCEPT** • 24 hours access channel operation • 2 way traffic Minimized siltation in Access Channel • Significant improvement on Navigational safety **ALTERNATIVE 1 ALTERNATIVE 2 ALTERNATIVE 3 Improve Access** New Alignment Submerged Wall & Improve Channel at **Access Channel** Access Channel at Present **Present Position** Position Shorter Execution Time due to Limited traffic hindrance • Flow direction parallel to Access Channel alignment → improve navigation safety & reduce siltation • Lower siltation rate reduce maintenance cost

New Access Channel Alternatives



New Access Channel

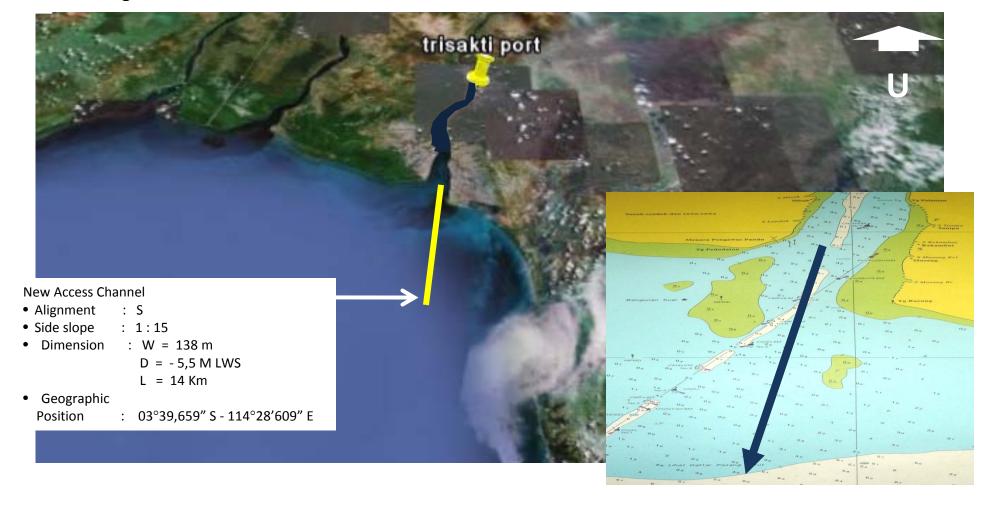
Selection





New Access Channel

- Managed and maintained by Private Company (JO) —> Start operation: Januari 1st 2009.
- Indonesian government not incurred maintenance cost
- Navigable 24 hour / day
- Two way access channel
- Straight Channel



Comparison Old and New Access Channel Operational & Technical Condition

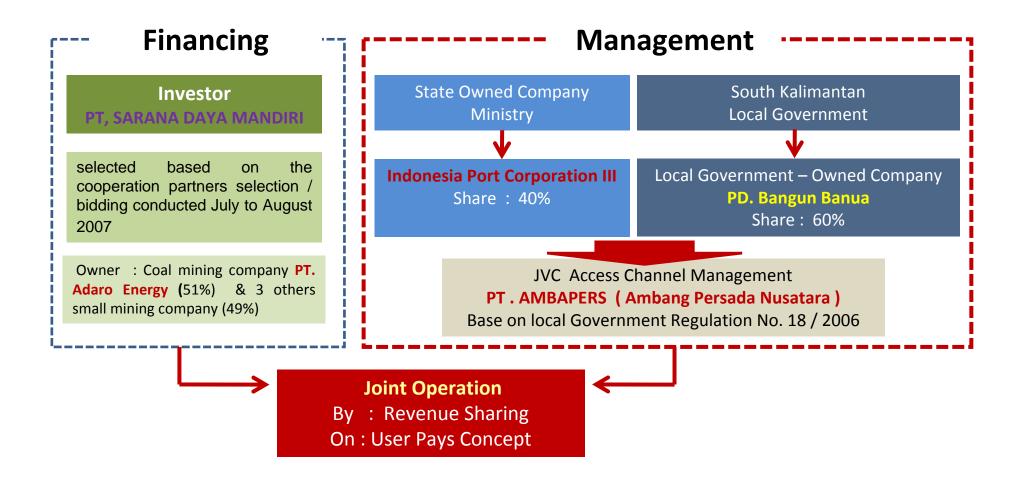
No.	Description	Old Channel	New Channel
1	Physical Condition: Length Width Depth Location	8,6 Nm, 70-80 m 3,5 M LWS 03°40,700" S - 114°45'00" E	8,1 Nm, 138 m 5,5 M LWS 03°39,659" S - 114°28'609" E
2	Accidents: Collisions Grounded	8 53	1 3
3	Service availability: Working Hour Traffic Scheme	6 Hours/day One way	24 Hours/day Two ways
4	Maintenance Dredging	4.5 Million M3/Yr	2.5 Million M3/Yr

Comparison Old and New Access Channel Management & Financing Scheme

No.	Description	Old Channel	New Channel
1	Management Model	By GovernmentNo Channel fee	- By Private Company - Channel fee
2	Maintenance Cost	Government burden	Not a Government burden Financed by channel users (User Pay Concept)

New Management & Financing Scheme

alternative funding source is needed to accelerate Barito River navigation channel improvement in order to anticipate the occurrence of service deceleration that can cause economic loss ——— Public Private Partnership (PPP)



"USER PAYS" Concept

ships carrying mining goods and forest products have to pay Channel Fee 0.3 US\$ / ton

This regulation is being enforced since January 1 $^{\rm St}$, 2009 under the Decree of South Kalimantan Governor No. 188.44/0463/KUM/2008 , December 24 $^{\rm th}$, 2008

Access Channel Manager: PT. AMBAPERS (PT. Ambang Barito Nusa Persada)

Responsibility:

- Access channel management
- •Collecting channel fee from channel users

Channel Fee 0.3 US\$ / ton

Only for ships carrying mining goods and forest products (They are main user of the Barito Access Channel) while the others are free of charge **Investor**: PT. SARANA DAYA MANDIRI

Responsibility:

Provides Navigation Aids

Joint Operation Conducting capital and maintenance dredging to assure channel navigability (depth: - 5,5 m

LWS, width 138 m)

Revenue Sharing Contract for 15 years

Revenue sharing after the gross revenue being deducted 6 % (in year 11th becoming 10%) for local government royalties

Share:

- Investor (PT. Sarana Daya Mandiri) 87.5%
- Access Channel Manager (PT. AMBAPERS)

Year 1-5 : 12.5% Year 6-10 : 13 % Year 11-15 : 13.5%

Dredging Implementation

Capital / Maintenance dredging carried out by contractor s hired by Investor: PT. Sarana Daya Mandiri

Contractor for Capital Dredging:

PT. PENKONINDO

(Van Oord's Netherlands Representative in Indonesia)

Conducted : June 2008 – December 2008

Cost : 44 million US\$ (Rp. 450 billion)

Dredged volume : ± 6 million m3

Dredging Equipment: * Cutter Suction Dredger (CSD) / HAM 291

* Trailer Hopper Suction Dredger (THSD) / HAM 312

* Water Injection Dredger (WID) / HAM 922

* Motor Launch (ML) / HAM 814

Maintenance dredging: by other contractor

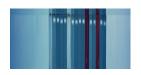
Conducted : August - December 2009

Cost : Rp. 100 billion

Dredged volume : ± 3 million m3 (silting ± 30 cm for 15 km)

Dredging Equipment: Mesuun Ship; Honduras flagship

(TSHD / Trailer Hopper Suction Dredger)



- Increase Access Channel Navigation Safety
- Increased Ship & barge Dimension with draft up to 5,5 m Lws

Coal barge:

2008 : capacity 6.000 – 7.000 ton
2009 : capacity 12.000 – 14.000 ton

Container ship:

- 2008 : capacity 200 containers- 2009 : capacity 500 containers

Increased Ship & barge Traffic

Container Ship Traffic per day 2008: average 10 ships / month 2009: average 15 ships / month

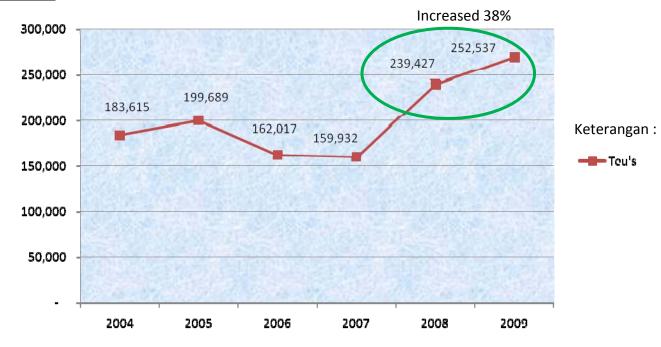
Coal Barge Traffic per month

2008: average 347 units / month 2009: average 480 units / month



Increased Cargo Traffic

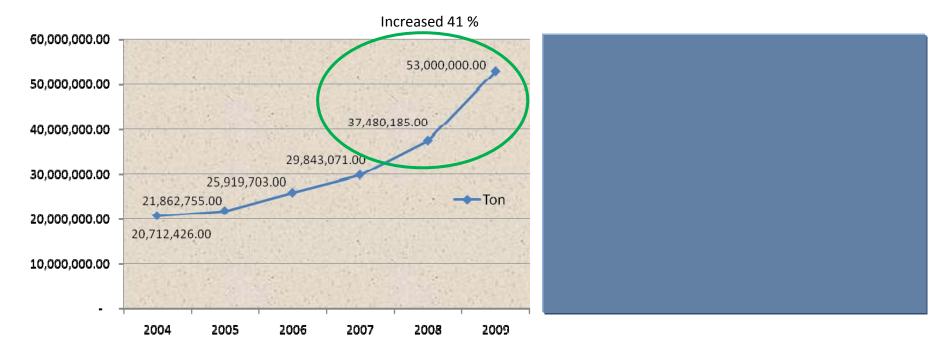
Container

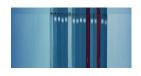


In 2010 forecasted to reached 300.000 Teu's



<u>Coal</u>





Additional Revenue from channel fee

Part of the revenue is use to financed the maintenance dredging cost

Channel Fee Revenue:

Target in 2009 (comodity : coal) : Rp. 150 Billion Realization in 2009 (comodity : coal) : Rp. 162 Billion

Target in 2010 (comodity : coal) : Rp. 180 Billion

(Optimistic about the increasing market demand for coal prices and the world)

Stimulate economic growth and accelerate local / national development

THANK YOU