

DUKUNGAN BADAN USAHA DALAM INVESTASI CHARGING STATION

Acara:

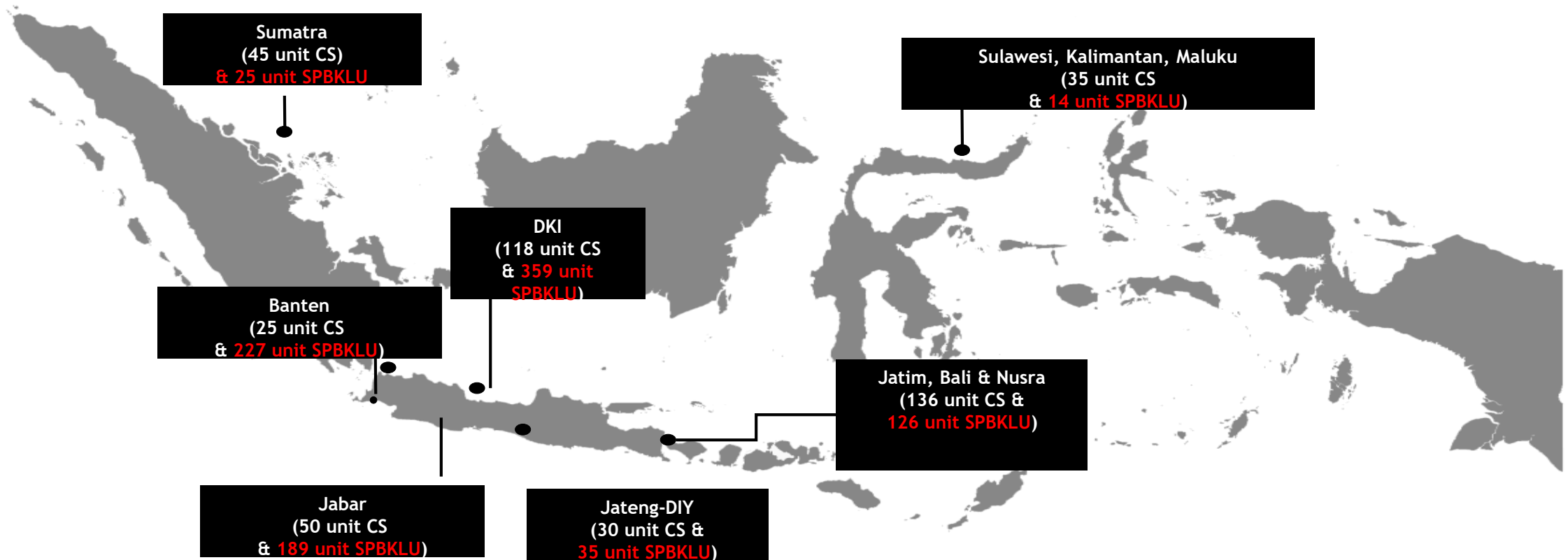
Sosialisasi Tarif dan Biaya Layanan untuk percepatan
pengembangan Charging Station

Jakarta, 31 Juli 2023

KONDISI SAAT INI

- Jumlah mobil listrik masih sedikit, dibawah target Pemerintah
- EV yang ada di pasar masih cukup mahal, khususnya mobil listrik
- Panjangnya antrian indent mobil listrik
- Keraguan publik akan ketersediaan infrastruktur pendukung EV seperti SPKLU dan SPBKLU

Sebaran SPKLU dan SPBU existing Desember 2022



Total pada Tahun 2022 telah dibangun 439 unit
Charging Station pada 328 Lokasi pada area diantaranya

Perhotelan



SPBU dan SPBG
Pusat Perbelanjaan

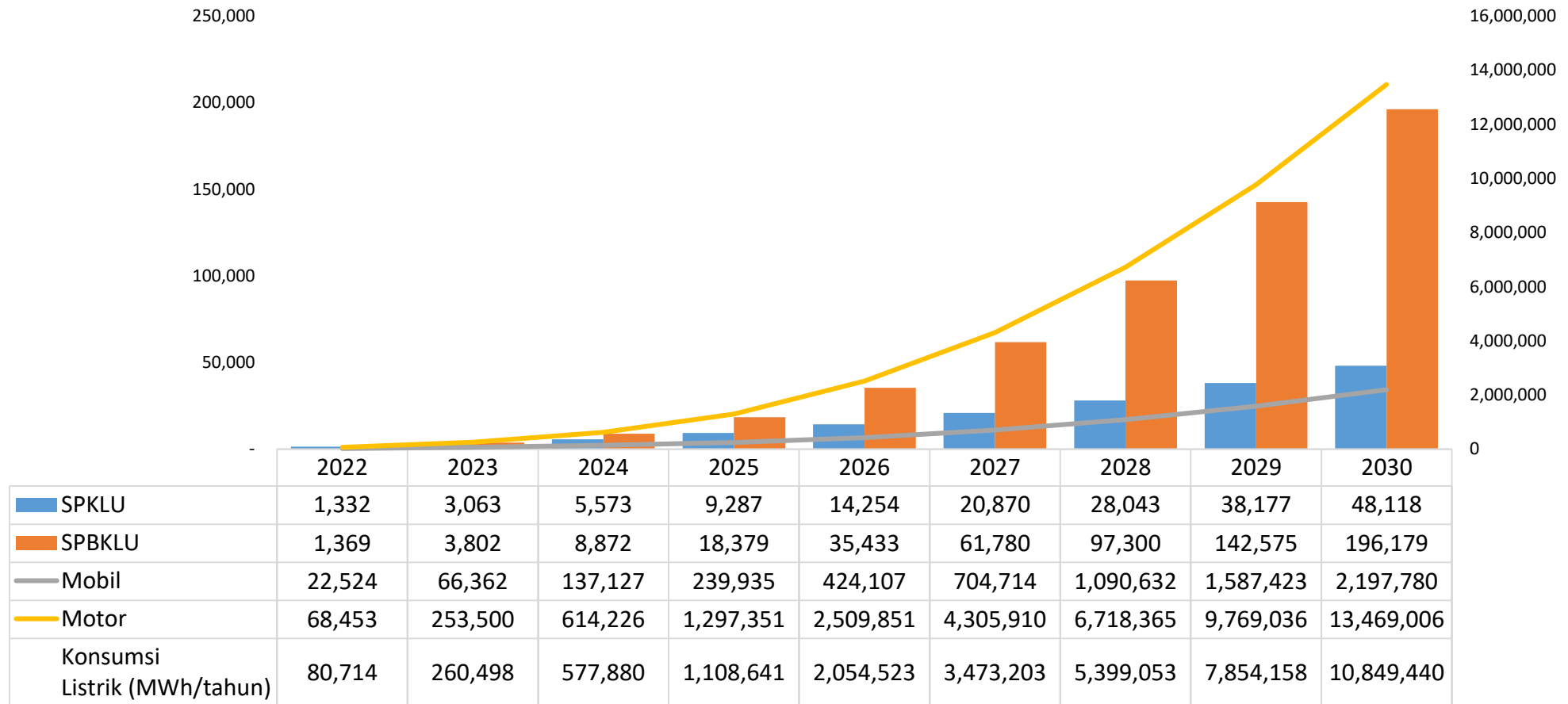


Perkantoran
Area Parkir



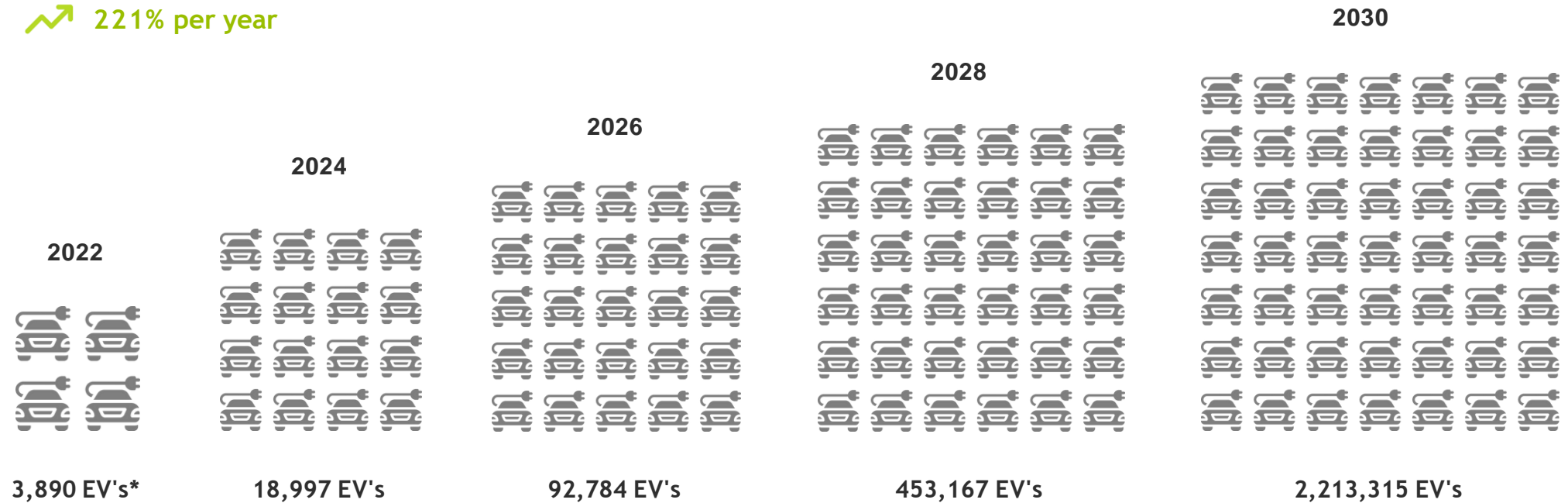
SPKLU & SPBKLU (unit)

MOTOR & MOBIL LISTRIK (unit)



EV CARS Growth in Indonesia

 221% per year



EV growth in Indonesia is rising by 221% each year, targeted to reach 2.2 million by 2030

There will be a need of 220,000 charging stations, and we currently have 439 available

KEBUTUHAN INVESTASI & ROI – TANPA BIAYA LAYANAN TARIF JUAL Rp.2466

								Fast Charger (50kwh)	Fast Charger (100kwh)
Toll Road Scenario	1st 4 Year			Split of Gross Margin	1st 4 Year	2nd 4 Year	3rd 4 Year	0	0
EVs at location	5	Units		Operator	20%	25%	25%		
Avg Battery / Vehicle	50	kWh		Building	10%	15%	20%	Electricity Cost from PLN	
Avg Charge Requirement	80%			Investor	70%	60%	55%	1600	
% Charged at Public	100%							1.644,52	
Fast Surcharge	-							PJU	
Assumed Gross Revenue	2466	Rupiah		177.552.000	GTV / Annum (IDR)				
Assumed Gross Margin	866	Rupiah	Only less Electricity						
Revenue to Operator	34.640	Rp/day		12.470.400					
Rev to Building Owner	17.320	Rp/day		6.235.200					
Rev. to Charger Investor	121.240	Rp/day		43.646.400					
				62.352.000					
Requirements									
Level 2 Charger	-	Chargers	7 & 22kW						
Level 3 Charger	1	Chargers	Ultra fast >120kW						
Costs									
Level 2 Charger	70.000.000	Rp/unit		-	Rupiah	Investor ROI			
Level 3 Charger	800.000.000	Rp/unit*		800.000.000	Rupiah	18,3291176 Year			
Level 2 Charger	17.000.000	Rp/unit							
Cables + Kit	3.000.000	Rp/unit							
Installation	10.000.000	Rp/unit							
	30.000.000								
		*Include installation costs							

KEBUTUHAN INVESTASI & ROI – TANPA BIAYA LAYANAN TARIF JUAL Rp.5000

								Fast Charger (50kwh)	Fast Charger (100kwh)
Toll Road Scenario	1st 4 Year			Split of Gross Margin	1st 4 Year	2nd 4 Year	3rd 4 Year	0	0
EVs at location	5	Units		Operator	20%	25%	25%		
Avg Battery / Vehicle	50	kWh		Building	10%	15%	20%	Electricity Cost from PLN	
Avg Charge Requirement	80%			Investor	70%	60%	55%	1600	
% Charged at Public	100%							1.644,52	
Fast Surcharge	-							PJU	
Assumed Gross Revenue	5000	Rupiah		360.000.000	GTV / Annum (IDR)				
Assumed Gross Margin	3400	Rupiah	Only less Electricity						
Revenue to Operator	136.000	Rp/day		48.960.000					
Rev to Building Owner	68.000	Rp/day		24.480.000					
Rev. to Charger Investor	476.000	Rp/day		171.360.000					
				244.800.000					
Requirements									
Level 2 Charger	-	Chargers	7 & 22kW						
Level 3 Charger	1	Chargers	Ultra fast >120kW						
Costs									
Level 2 Charger	70.000.000	Rp/unit		-	Rupiah	Investor ROI			
Level 3 Charger	800.000.000	Rp/unit*		800.000.000	Rupiah	4,66853408 Year			
Level 2 Charger	17.000.000	Rp/unit							
Cables + Kit	3.000.000	Rp/unit							
Installation	10.000.000	Rp/unit							
	30.000.000								
		*Include installation costs							

KEBUTUHAN INVESTASI & ROI – TANPA BIAYA LAYANAN TARIF JUAL Rp.6000

	1st 4 Year		Split of Gross Margin	1st 4 Year	2nd 4 Year	3rd 4 Year	Fast Charger (50kwh)	Fast Charger (100kwh)
Toll Road Scenario							0	0
EVs at location	5	Units	Operator	20%	25%	25%		
Avg Battery / Vehicle	50	kWh	Building	10%	15%	20%	Electricity Cost from PLN	
Avg Charge Requirement	80%		Investor	70%	60%	55%	1600	
% Charged at Public	100%						1.644,52	
Fast Surcharge	-						PJU	
Assumed Gross Revenue	6000	Rupiah	432.000.000	GTV / Annum (IDR)				
Assumed Gross Margin	4400	Rupiah	Only less Electricity					
Revenue to Operator	176.000	Rp/day	63.360.000					
Rev to Building Owner	88.000	Rp/day	31.680.000					
Rev. to Charger Investor	616.000	Rp/day	221.760.000					
			316.800.000					
Requirements								
Level 2 Charger	-	Chargers	7 & 22kW					
Level 3 Charger	1	Chargers	Ultra fast >120kW					
Costs								
Level 2 Charger	70.000.000	Rp/unit	-	Rupiah	Investor ROI			
Level 3 Charger	800.000.000	Rp/unit*	800.000.000	Rupiah	3,60750361 Year			
Level 2 Charger	17.000.000	Rp/unit						
Cables + Kit	3.000.000	Rp/unit						
Installation	10.000.000	Rp/unit						
	30.000.000							
		*Include installation costs						

KEBUTUHAN INVESTASI & ROI – DENGAN BIAYA LAYANAN TARIF JUAL Rp.2466

								Fast Charger (50kwh)	Fast Charger (100kwh)
Toll Road Scenario	1st 4 Year			Split of Gross Margin	1st 4 Year	2nd 4 Year	3rd 4 Year	25000	57000
EVs at location	5	Units		Operator	20%	25%	25%		
Avg Battery / Vehicle	50	kWh		Building	10%	15%	20%	Electricity Cost from PLN	
Avg Charge Requirement	80%			Investor	70%	60%	55%	1600	
% Charged at Public	100%							1.644,52	
Fast Surcharge	285.000							PJU	
Assumed Gross Revenue	2466	Rupiah		177.552.000	GTV / Annum (IDR)				
Assumed Gross Margin	866	Rupiah	Only less Electricity						
Revenue to Operator	91.640	Rp/day		32.990.400					
Rev to Building Owner	45.820	Rp/day		16.495.200					
Rev. to Charger Investor	320.740	Rp/day		115.466.400					
				164.952.000					
Requirements									
Level 2 Charger	-	Chargers	7 & 22kW						
Level 3 Charger	1	Chargers	Ultra fast >120kW						
Costs									
Level 2 Charger	70.000.000	Rp/unit		-	Rupiah	Investor ROI			
Level 3 Charger	800.000.000	Rp/unit*		800.000.000	Rupiah	6,92842247 Year			
Level 2 Charger	17.000.000	Rp/unit							
Cables + Kit	3.000.000	Rp/unit							
Installation	10.000.000	Rp/unit							
	30.000.000								
		*Include installation costs							

KEMUDAHAN INVESTASI YANG DIBUTUHKAN

- Tarif Listrik yang dapat memberikan margin yang menguntungkan
- Tersedianya model bisnis yang fair
- Regulasi perizinan yang mudah dan cepat
- Insentif (perpanjangan masa waktu UJL, abodemen, gratis/pengurangan biaya penyambungan sekitar 50%)

KEGIATAN ASOSIASI UTK MEDUKUNG INVESTASI CHARGING STATION

April	Mei	Juni	Juli	Agustus	September	Oktober	November	Desember
Audiensi DJK	Sosialisasi Permen #1 2023 sekaligus deklarasi asosiasi	Silaturahmi dan introduction ke berbagai lembaga pemerintahan: Marves, Menhub, dll	Silaturahmi dan introduction ke berbagai ATPM nasional	Musyawarah nasional pertama organisasi diikuti oleh semua anggota membahas tentang iklim kendaraan ekosistem kendaraan listrik	Roadshow daerah terdekat: Jabodetabek Bandung bersama gubernur Jabar, silaturahmi dan introduction	Mengadakan sesi pelatihan dan/atau coaching clinic tentang ekosistem kendaraan listrik cakupan Jabodetabek	Konferensi pers tentang existensi asosiasi sejakr berdiri di bulan April 2023; summary program kerja, akselerasi bersama pemerintah untuk program ekosistem KBLBB	Year end gathering yang disertakan dengan edukasi, literasi tentang ekosistem kendaraan listrik melibatkan semua stakeholders pemerintah dan swasta
Rapat pengurus setelah audiensi Persiapan rundown acara di mei	Rapat besar semua anggota asosiasi, gathering saling mengenal satu sama lain	Silaturahmi dan introduction ke berbagai lembaga non pemerintahan: DEN, BRIN, IBC, IMI, dll	Gathering bersama club komunitas kendaraan listrik: mobil, motor			Pembuatan program kerja & anggaran asosiasi untuk 2024		

TERIMA KASIH

BIAYA PENYAMBUNGAN – SLO - ABONEMEN

No	Daya (VA)	Biaya Penyambungan (Rp)	Biaya UJL (Rp)	SLO (Rp)	Materai (Rp)	Total Biaya (Rp)
1	23.000	22.287.000	3.795.000	575.000	10.000	26.667.000
2	33.000	31.977.000	5.445.000	660.000	10.000	38.092.000
3	41.500	40.213.500	6.847.500	830.000	10.000	47.901.000
4	53.000	51.357.000	8.745.000	1.060.000	10.000	61.172.000
5	66.000	63.954.000	10.890.000	1.320.000	10.000	76.174.000
6	82.500	79.942.500	13.612.500	1.237.500	10.000	94.802.500
7	105.000	81.375.000	17.325.000	1.575.000	10.000	100.285.000
8	131.000	101.525.000	21.615.000	1.965.000	10.000	125.115.000
9	147.000	113.925.000	24.255.000	2.205.000	10.000	140.395.000
10	164.000	127.100.000	27.060.000	2.460.000	10.000	156.630.000
11	197.000	152.675.000	32.505.000	2.955.000	10.000	188.145.000