

INFORMATION MEMORANDUM · INVESTMENT OPPORTUNITY · 2026

Industrial & Port Estate Kariangau – Balikpapan

±43,047 m² on Balikpapan Bay · 2 quays · 5 warehouse/office lots
Priority: sale of the whole site · Letters of intent until 31 October 2026

Kelurahan Kariangau, Kecamatan Balikpapan Barat, East Kalimantan, Indonesia
kariangaubay.com · info@kariangaubay.com · WhatsApp +62 813 462 8435 · Confidential

01 · SUMMARY

Waterfront land with an estate plan already prepared

43,047 m²	2 quays	5 lots	$0.65M+
dry land, one continuous site	PORT 1 & PORT 2 (concept)	warehouses, workshop, offices	potential gross rent / year*

The owner offers a site of **±43,047 m²** in Kelurahan Kariangau, West Balikpapan – the main industrial and port district of East Kalimantan – running from **Jl. Sultan Hasanudin** to the **shore of Balikpapan Bay** on the Kariangau shipping lane. This is more than land: an **industrial-port estate site plan has been prepared** (2 quay zones, 5 warehouse/office lots, 10 m estate road), together with value, rental-market and construction-cost analysis.

Sale strategy: three stages, in order

Stage	What is offered	Notes
1. Priority – now	**The whole site**, 6 plots, ±43,047 m²	One transaction, with site plan, 3D model and documents. Letters of intent until 31 October 2026.
2. If stage 1 does not close	Sale plot by plot or by package	For example the waterfront package (±33,105 m²) or the roadside package (±9,942 m²).
3. If plots remain	Estate development, then sale or lease of units	The owner builds and sells or leases warehouses, offices, yards and quay space lot by lot.

Interest in stages 2 and 3 can be registered now; it will be answered after the whole-site round closes.

Key strengths

- **Direct sea frontage on the shipping lane** – suited to a private jetty (TUKS), logistics base, shipyard, oil & gas and mining services.
- **Documented title** – 4 Hak Milik (freehold) plots (NIB 02733, 02942, 02943, 02944) and 2 plots with 2004 BPN survey certificates recording dry land.
- **Seaward extension proven** – the neighbour has already reclaimed its frontage and increased its usable area.
- **Active industrial setting** – PT BUMA facility, shipyards, Kariangau ferry port, Kariangau Industrial Estate, Pertamina refinery.

** Estimated gross rent once the estate is built, based on 2026 Balikpapan market rents (section 07): US$0.65–0.86M (Rp11.5–15.3 bn). Not a guaranteed income.*

02 · LOCATION

On the Balikpapan Bay shipping lane



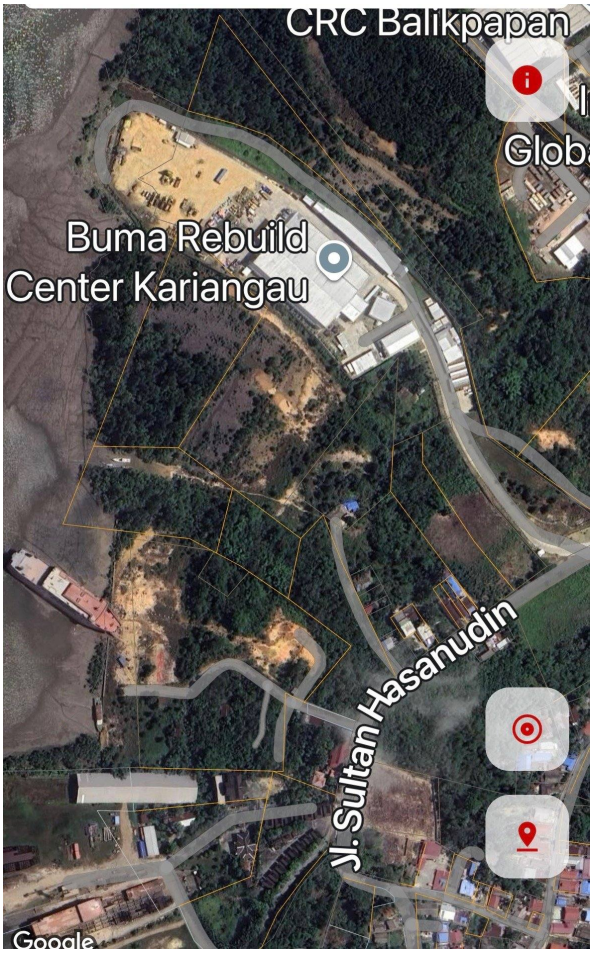
Wide view: Balikpapan Bay, the Kariangau shipping lane and the industrial district. Apple Maps imagery, owner annotations.



Close view: the site lies between the industrial estate (north), the shipping lane (west) and the shipyards (south). The circle is approximate; exact boundaries in sections 03–04.

02 · LOCATION (continued)

Position and surroundings



Satellite image with registered plot boundaries (official BPN app “Sentuh Tanahku”).

Position

- Kelurahan Kariangau, Kecamatan Balikpapan Barat, Kota Balikpapan, East Kalimantan.
- Access: Jl. Sultan Hasanudin, near the Kariangau village office. Access coordinates **-1.20922 / 116.81425**.
- The north-west side borders Balikpapan Bay directly, on the Kariangau–Penajam/Mamuju shipping lane.

Neighbours

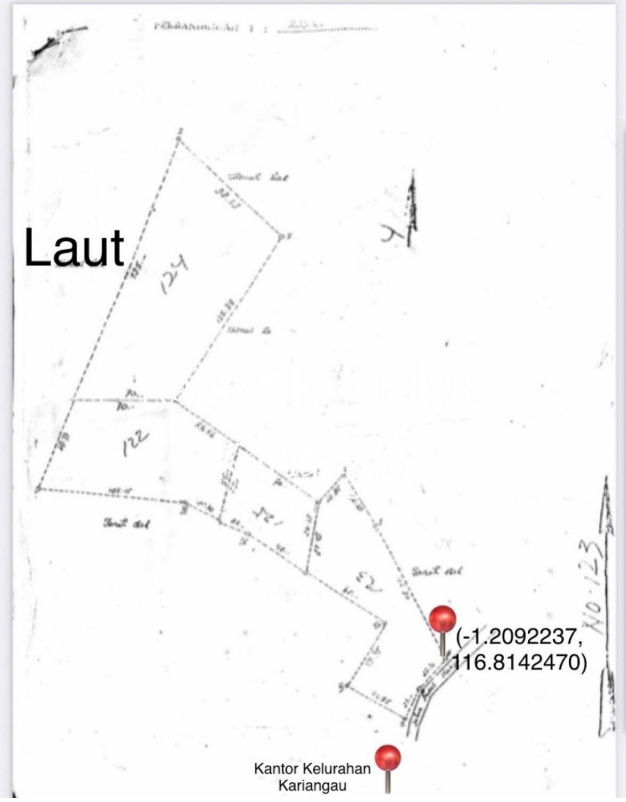
- **North:** PT BUMA Rebuild Center Kariangau (mining heavy-equipment maintenance).
- **South:** frontage already reclaimed by the neighbour and used for berthing; shipyards.
- **East:** Jl. Sultan Hasanudin, businesses and housing.
- **District:** Kariangau Industrial Estate (KIK), Kariangau Container Terminal (KKT), Kariangau ferry port.

03 · THE LAND

Six plots, one road-to-sea site

Plot	Document	Title	Area	Position / role in the plan
123	NIB 02733	Hak Milik	6,557 m²	Jl. Sultan Hasanudin frontage – entrance, offices (L1) and warehouse A
125	NIB 02944	Hak Milik	3,385 m²	Centre – warehouse B
122	NIB 02942	Hak Milik	8,270 m²	Waterfront – warehouse C and open storage
124	NIB 02943	Hak Milik	12,975 m²	Waterfront, next to PT BUMA – warehouses D–E and workshop
M.701 (Persil 7)	Survey cert. 14/Kariangau/2004	Dry land	5,930 m²	PORT 1 – quay and containers
M.703 (Persil 8)	Survey cert. 16/Kariangau/2004	Dry land	5,930 m²	PORT 2 – quay and general cargo
Total			**43,047 m²**	

Source: BPN certificates/NIB and survey certificates (Surat Ukur). Matching of plot numbers to plan lots is indicative. Final areas follow BPN measurement at transaction.



Plot plan 122–125 (“Laut” = sea, to the west).

Legal status for buyers

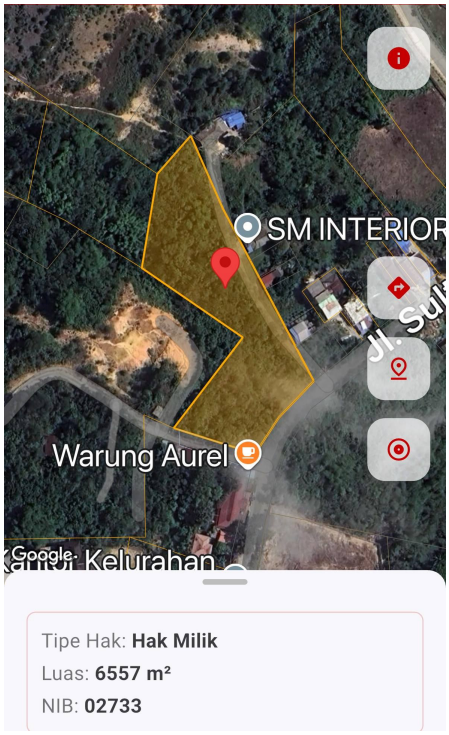
- Hak Milik can be transferred to Indonesian individuals.
- Companies (PT / foreign-owned PT PMA) obtain **HGB** (right to build) through release of rights – a standard BPN procedure.
- Transfer before a PPAT land notary; BPHTB transfer duty paid by the buyer, final PPh tax by the seller.
- For units/lots: certificate split per lot or a registered long-term lease.

Physical condition

- Dry land without buildings; vegetation and mangrove along the shore.
- Direct public road access on the south-east side.

04 · ACTUAL CONDITION

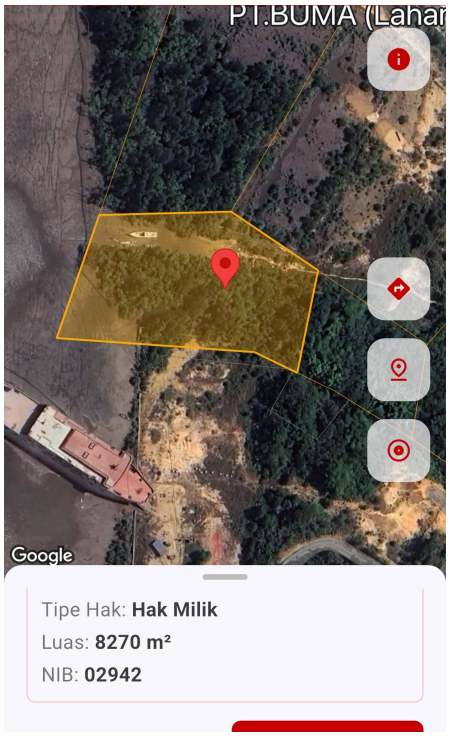
Titled plots on the official BPN map



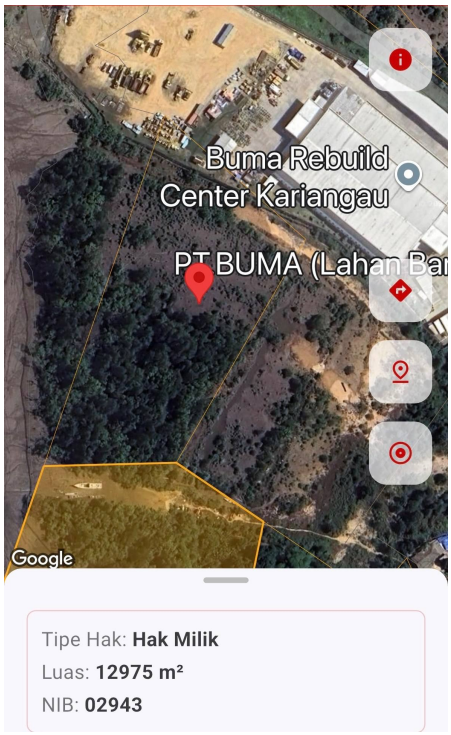
Plot 123 · NIB 02733 · 6,557 m² – roadside



Plot 125 · NIB 02944 · 3,385 m²



Plot 122 · NIB 02942 · 8,270 m² – waterfront



Plot 124 · NIB 02943 · 12,975 m² – waterfront

Field note: to the south, the neighbour has reclaimed its land towards the sea and now uses it for berthing – evidence that extension and maritime use are technically feasible on the same shoreline.

05 · SITE PLAN

An industrial-port estate already designed



Site plan sketch over satellite image (original labels in French): 10 m estate road (grey), buildings (dark grey), quays (blue), port platforms (beige), BPN plot boundaries and persil 7/8 per survey certificates (white lines). Entrepôt = warehouse, Bureaux = offices, quai = quay.

Lot	Programme	Lot area	Building (indicative)
L1	Offices + parking, gate on Jl. Sultan Hasanudin	2,257 m²	±2,000 m² floor area (2 storeys)
L2	Warehouse A	3,206 m²	±1,300 m²
L3	Warehouse B	2,615 m²	±1,200 m²
L4	Warehouse C + open storage	6,248 m²	±2,650 m² + ±2,000 m² open
L5	Warehouses D–E + workshop	11,054 m²	±5,400 m²
PORT 1 (M.701)	Quay + container yard + port office	4,436 m²	Platform and small office
PORT 2 (M.703)	Quay + general cargo + operations office	4,407 m²	Platform and small office
Total lots		**34,223 m²**	**±10,550 m² warehouses + ±2,000 m² offices**

The remaining ±8,800 m² is for the estate road, circulation and utilities. Building areas measured from the sketch (±10%). The plan can be adapted to the buyer's or tenant's needs.

06 · VISUALISATION

What the estate looks like once built



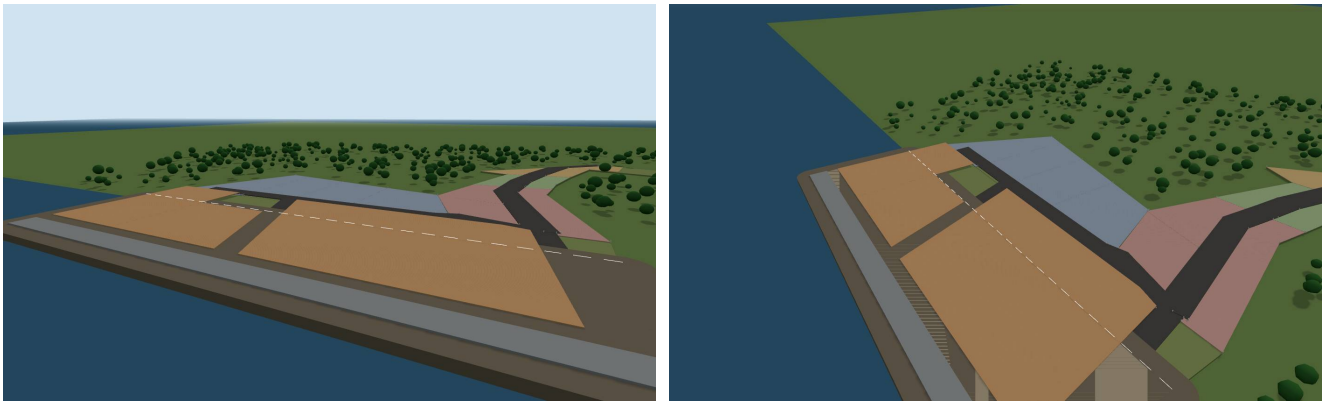
Quay zone PORT 1 / PORT 2 – loading, containers, warehouses behind the quay. Concept illustration (AI visualisation), not a photograph of current conditions.



10 m estate road lined with warehouses. Concept illustration (AI visualisation), not a photograph of current conditions.

06 · VISUALISATION (continued)

3D model of the prepared land (no buildings)



Early 3D model: waterfront platform, quay and lots – seen from the sea (left) and above the extension area (right).



Alternative layout: 16 lots in 5 zones with a ±80 m waterfront platform. Shows the flexibility of the site.

07 · BUSINESS MODEL

From land to units and rental income

Balikpapan rental market 2026 (asking prices)

Type	Rent	Example
Modern warehouse (Kariangau industrial zone)	Rp65,000–85,000 /m²/month	330 m² warehouse in Kariangau: Rp300 M/year (≈Rp75,800/m²/month)
Standard warehouse (city)	Rp45,000–60,000 /m²/month	1,920 m² warehouse, Projakal: Rp2.18 bn/year
Open land / laydown yard	Rp25,000–35,000 /m²/month	—
Logistics / 3PL, full facilities	≥Rp75,000 /m²/month	—

Potential rental income per lot (estate built, fully let)

Lot	Basis	Gross rent / year
L2 Warehouse A	1,300 m² × Rp65–85k	Rp1.01–1.33 bn
L3 Warehouse B	1,200 m² × Rp65–85k	Rp0.94–1.22 bn
L4 Warehouse C + open	2,650 m² warehouse + 2,000 m² open	Rp2.67–3.54 bn
L5 Warehouses D–E + workshop	5,400 m² × Rp65–85k	Rp4.21–5.51 bn
PORT 1	4,436 m² yard × Rp25–35k	Rp1.33–1.86 bn + quay services
PORT 2	4,407 m² yard × Rp25–35k	Rp1.32–1.85 bn + quay services
L1 Offices	±2,000 m² offices	additional (office market rate)
Total		**Rp11.5–15.3 bn (≈US$0.65–0.86M)**

Indicative construction cost (excluding quays)

Item	Basis	Estimate
Steel warehouses (PEB) ±10,550 m²	Rp3.0–4.2M/m² structure in Kalimantan + foundations/MEP	Rp42–58 bn
Offices ±2,000 m²	Rp6–8M/m²	Rp12–16 bn
Estate road, drainage, utilities	±8,800 m²	Rp6–9 bn
Total excluding quays		**Rp60–83 bn**
Quays and port platform	Depends on bathymetric survey and vessel type	Separate study

Indicative return: gross rent of Rp11.5–15.3 bn/year against land + building investment (excluding quays) of ±Rp125–190 bn gives a **gross yield of about 7–10%** in rupiah, before quay-service and office income. Units (warehouse + lot) can be sold in phases to finance construction.

Price sources: Brighton.co.id listings (Balikpapan warehouse rents), Pebsteel – 2026 steel warehouse cost guide. All figures indicative; a feasibility study is required.

08 · LAND VALUE

What it is worth today, what it will be worth – and why

Market comparables (asking prices, Kariangau / West Balikpapan, 2026)

Land	Area	Price/m²	Notes
Waterfront industrial land	30,000 m²	Rp2.5M	Industrial zone, waterfront
Ready-to-build land	12,462 m²	Rp2.9M	Flat, ready to build
Premium land, warehouse potential	25,000 m²	Rp3.3M	Premium
Strategic land KM 13	19,000 m²	Rp1.8M	Main road access
Land near port & industry	45,090 m²	Rp1.0M	Not on the waterfront
Large-scale industrial land	270,000 m²	Rp0.6M	Very large site

Source: Brighton.co.id listings, West Balikpapan (accessed 25 September 2026). Asking prices, not transaction prices.

Indicative value of this site (43,047 m²)

Stage	Price/m²	Total	USD equivalent*
Today – waterfront land, complete documents	Rp1.5–2.5M	Rp65–108 bn	US$3.6–6.0M
Port-ready – zoning and sea-space permits secured, pre-study	Rp2.5–3.5M	Rp108–151 bn	US$6.0–8.5M
Estate built – income value (rent Rp11.5–15.3 bn, cap rate 8–10%)	—	Rp115–190 bn**	US$6.5–10.7M

** Exchange rate Rp17,800/USD. ** Value of the completed property (land + buildings), before deducting construction cost.*

Why the value will rise

- **Scarcity:** titled land with direct frontage on the Kariangau shipping lane is increasingly rare; most of the shoreline is already held by industry.
- **Permits add value:** each step (zoning, sea-space approval, quay permit) turns “land” into a “port asset”.
- **Neighbour precedent:** seaward extension on the same shoreline has already happened, adding usable area.
- **Structural demand:** Balikpapan refinery upgrade (RDMP), oil & gas and mining logistics, downstream processing, and Balikpapan's role as the logistics gateway to IKN.
- **Today's entry price:** weaker investor sentiment and a soft rupiah make 2026 an attractive entry point before a recovery.

09 · ECONOMIC CONTEXT

World, Indonesia, Balikpapan (2026–2028)

Global context

- **Energy & geopolitics:** tensions in the Middle East (Strait of Hormuz) pushed oil close to US$96/barrel in mid-2026 – supportive of oil & gas activity in Balikpapan.
- **Supply-chain relocation:** US–China rivalry is moving manufacturing to Southeast Asia; Indonesia leads in nickel, batteries and downstream processing.
- **Energy transition:** over the long term, East Kalimantan is diversifying from coal into logistics, processing and new energy, raising demand for waterfront industrial estates.

Indonesia

Indicator	Situation 2026	Implication for investors
GDP growth	±5.0–5.6% (IMF: 5.1% for 2026)	Demand for industrial and logistics land keeps growing
Rupiah	Record low ±Rp17,600–18,000/USD (June 2026)	Local acquisition and construction costs are cheap for foreign-currency investors
Foreign investment	Down ±26% yoy (Q1 2026)	Less competition between buyers today – an entry window
Policy	Large fiscal programmes, Danantara, export-proceeds rules	A local partner and a clear structure are needed
Ratings	Moody's & Fitch lowered outlook	Higher expected property yields

Balikpapan & Kariangau

Driver	Description
Pertamina Balikpapan refinery (RDMP)	One of Indonesia's largest refineries; attracts supporting industry and logistics
Kariangau Industrial Estate & KKT	Industrial estate and container terminal in the same district
Gateway to IKN	Balikpapan–Samarinda toll road; Balikpapan remains the main logistics gateway to the new capital (2026 IKN budget ±Rp6.3 trillion)
Investor interest	Interest in Kariangau from investors, including from China, reported in early 2026

Scenarios 2027–2028

Scenario	Impact on this asset
Stabilisation – rupiah recovers, investment returns	Waterfront land values and rents rise; early entrants benefit
Stagnation – ±5% growth, confidence recovers slowly	Logistics rental income continues; land value stable in rupiah
Pressure – rupiah stays weak	USD entry price stays low; real assets act as a hedge

10 · SALE STRATEGY & PROCESS

How to take a position

Sale order set by the owner

Stage	Scope	Notes
1. Whole site (priority)	6 plots · ±43,047 m² + site plan, 3D model, documents	One road-to-sea site in a single transaction. Letters of intent until **31 October 2026**.
2. Plot by plot	Individual plots or packages: waterfront (122, 124, M.701, M.703 · ±33,105 m²) or roadside (123 & 125 · ±9,942 m²)	Opened only if stage 1 does not lead to an agreement.
3. Developed units – sale or lease	Lots L1–L5, PORT 1/2: warehouses, offices, yards, quays	The owner builds the estate; unit sales, long-term lease or pre-lease.

Interest in stages 2 and 3 (including joint-venture proposals) can be registered now and will be answered after stage 1 closes.

Content of the Letter of Intent (LOI)

- Identity (individual/company, country, responsible person) and the stage of interest (1, 2 or 3).
- **Offered price** (total and per m²); for stage 2, the plots of interest; for stage 3, units, rent and duration.
- Payment structure, source of funds and proof of funds.
- Intended use, timetable, conditions (due diligence, permits) and validity of the offer.

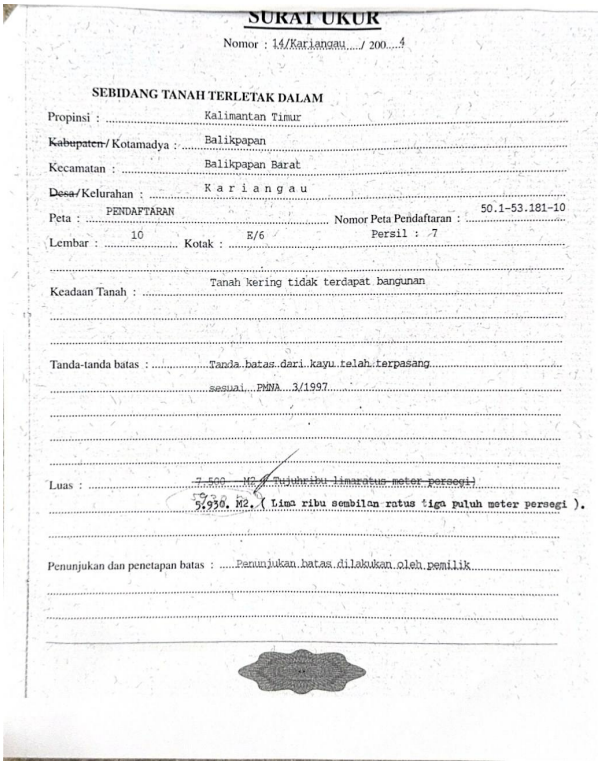
Step	Activity
1	Letters of intent received until **31 October 2026**
2	Site visit and access to full documents (certificates, survey certificates, site plan, 3D model) for shortlisted parties
3	Negotiation; signing of the sale and purchase agreement (PPJB) / lease / partnership agreement
4	BPN and zoning due diligence; deed before a PPAT land notary

The owner may accept, reject or negotiate any offer without being obliged to give reasons.

Contact
Email: **info@kariangaubay.com**
WhatsApp: **+62 813 462 8435**
Website: **kariangaubay.com**
Subject: “Kariangau 43,047 m² – LOI”.

ANNEX A · SURVEY DOCUMENTS

Survey certificates M.701 & M.703 (2004)



SURAT UKUR

Nomor : 14/Kariangau / 2004

SEBIDANG TANAH TERLETAK DALAM

Propinsi : Kalimantan Timur

~~Kabupaten~~ / Kotamadya : Balikpapan

Kecamatan : Balikpapan Barat

~~Desa~~/Kelurahan : K a r i a n g a u

Peta : PENDAFTARAN Nomor Peta Pendaftaran : 50.1-53.181-10

Lembar : 10 Kotak : E/6 Persil : 7

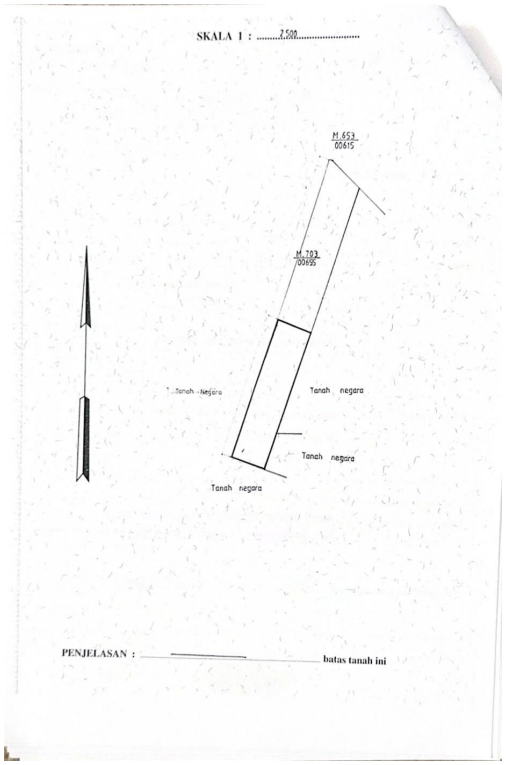
Keadaan Tanah : Tanah kering tidak terdapat bangunan

Tanda-tanda batas : Tanda batas dari kayu telah terpasang sesuai PMNA 3/1997

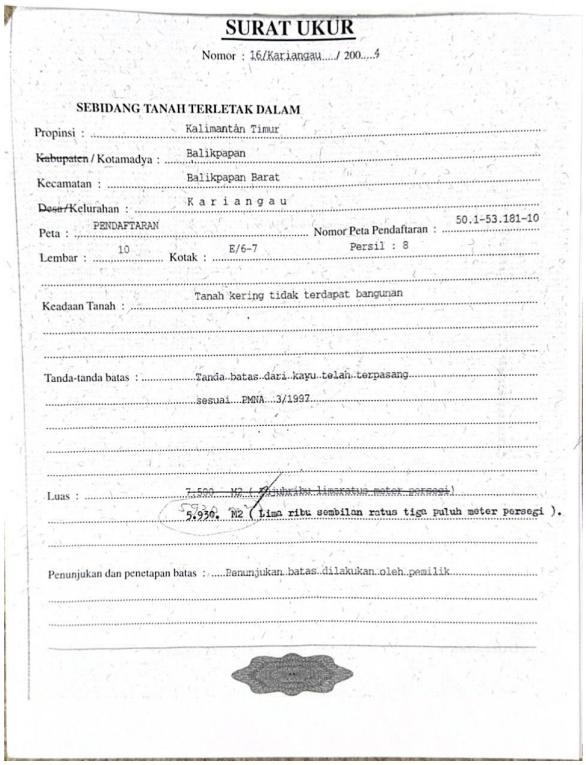
Luas : ~~7.500 M2 (Tujuhribu limaratus meter persegi)~~ 5,930. M2. (Lima ribu sembilan ratus tiga puluh meter persegi).

Penunjukan dan penetapan batas : Penunjukan batas dilakukan oleh pemilik

Survey cert. 14/Kariangau/2004 – Persil 7 – 5,930 m² – dry land



Plot drawing M.701, scale 1:2,500



SURAT UKUR

Nomor : 16/Kariangau / 2004

SEBIDANG TANAH TERLETAK DALAM

Propinsi : Kalimantan Timur

~~Kabupaten~~ / Kotamadya : Balikpapan

Kecamatan : Balikpapan Barat

~~Desa~~/Kelurahan : K a r i a n g a u

Peta : PENDAFTARAN Nomor Peta Pendaftaran : 50.1-53.181-10

Lembar : 10 Kotak : E/6-7 Persil : 8

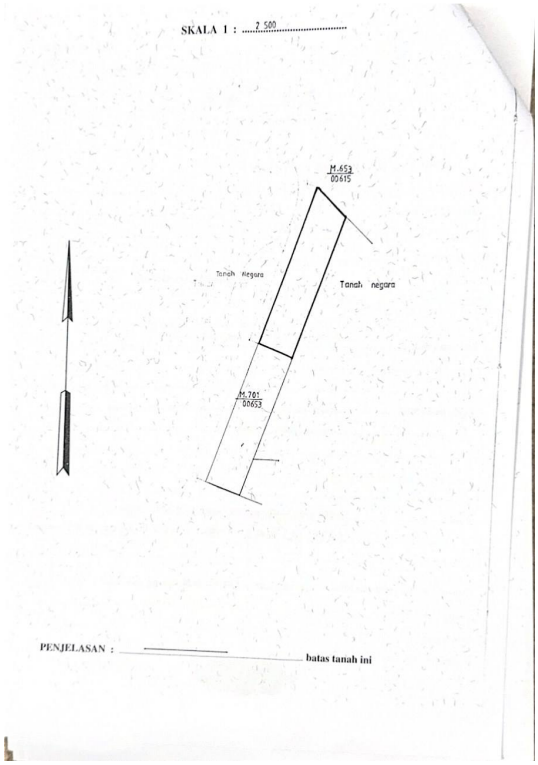
Keadaan Tanah : Tanah kering tidak terdapat bangunan

Tanda-tanda batas : Tanda batas dari kayu telah terpasang sesuai PMNA 3/1997

Luas : ~~7.500 M2 (Tujuhribu limaratus meter persegi)~~ 5,930. M2 (Lima ribu sembilan ratus tiga puluh meter persegi).

Penunjukan dan penetapan batas : Penunjukan batas dilakukan oleh pemilik

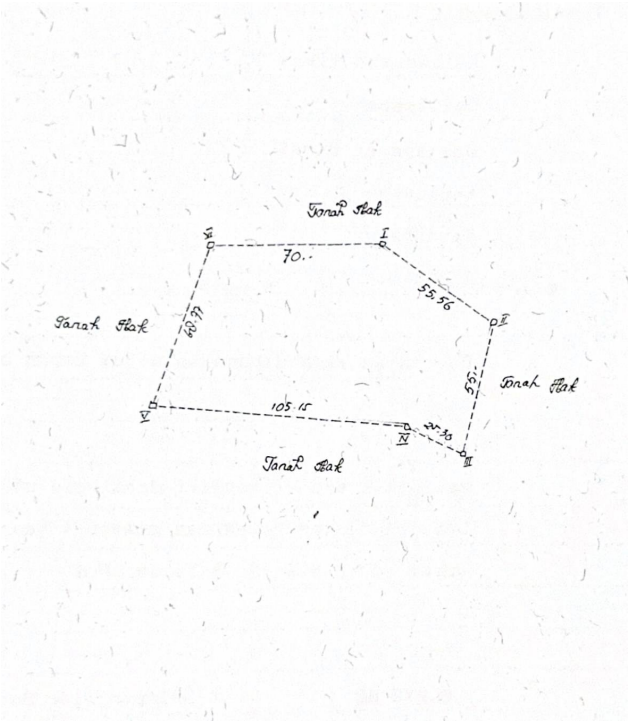
Survey cert. 16/Kariangau/2004 – Persil 8 – 5,930 m² – dry land



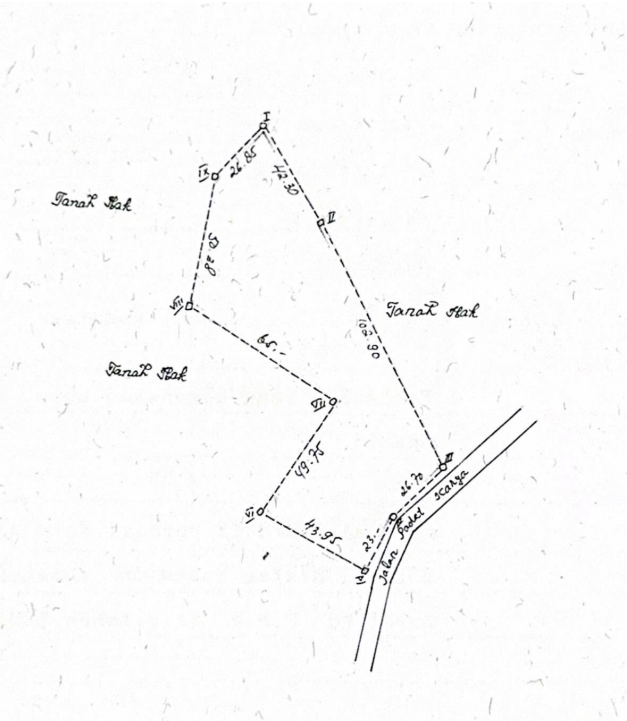
Plot drawing M.703, scale 1:2,500

ANNEX B · PLOT PLANS

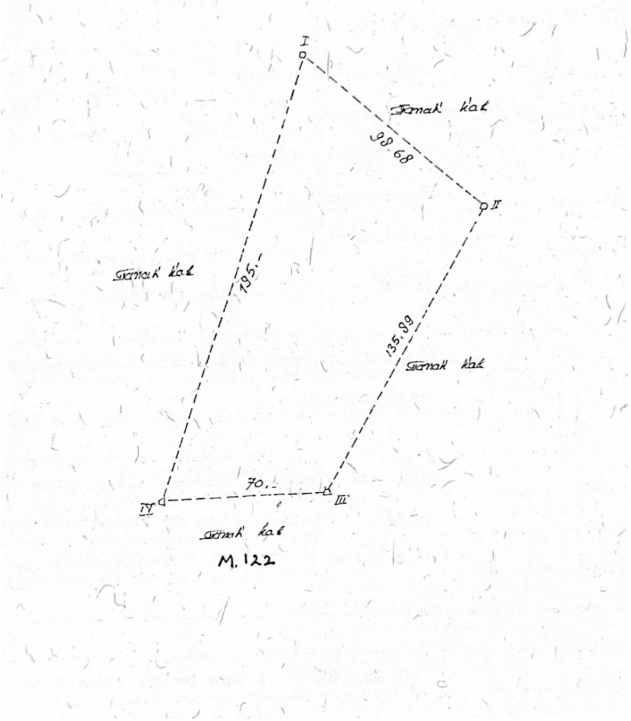
Plots 122, 123, 124, 125



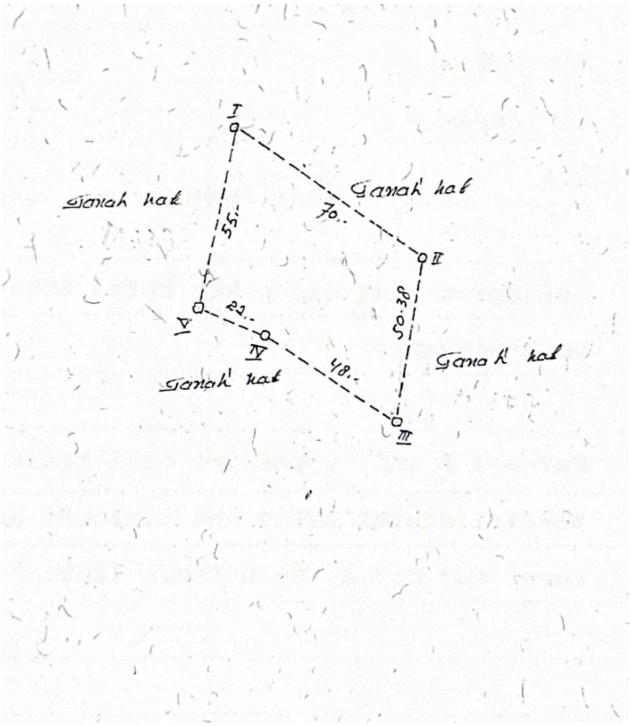
Plot 122



Plot 123 – Jl. Sultan Hasanudin side



Plot 124



Plot 125

Copies for information; originals are shown to shortlisted parties.

SOURCES & DISCLAIMER

Sources

IMF via Jakarta Globe (2026) · ADB Asian Development Outlook April 2026 · Krungsri Research “Indonesia 2026” · Asia Times (June 2026) · Indonesia Business Post (2026 IKN budget) · Pertamina KPB (RDMP) · Balikpapan City Government (KIK) · Fokus Borneo (5 Jan 2026) · Brighton.co.id (land prices and warehouse rents, accessed 25/09/2026) · Pebsteel (2026 steel warehouse costs) · Owner documents: survey certificates 14 & 16/Kariangau/2004, plot plans 122–125, BPN NIB, site plan and 3D model. Imagery: Apple Maps, Google (via BPN).

Disclaimer

This memorandum is preliminary, non-binding information. Areas, legal status, comparable prices, rental estimates, costs and values are indicative and are not an official valuation (KJPP), legal or investment advice. Images marked “AI” and the 3D model are concept illustrations, not current conditions. Permits (KKPR, PKKPRL, reclamation/AMDAL, TUKS/Tersus, PBG) are the developer's responsibility. Prospective buyers must carry out their own due diligence. Confidential document; not to be distributed without the owner's permission. In case of discrepancy, the Indonesian version prevails.