



**PAPARAN PUBLIK
PT Lippo Cikarang Tbk
22 Maret 2017**

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Struktur Korporasi dan Bisnis	1
Strategi Pertumbuhan	2
Kontribusi Pendapatan & EBITDA	3
Laporan Laba Rugi	4
Peta Kawasan Industri Koridor Timur Jakarta dan Lippo Cikarang	5 - 6
Tim Kepemimpinan	7 - 8
Proyek-Proyek Lippo Cikarang	9 - 12
Jasa Pendukung	13 - 15
Fasilitas Publik	16
Performa Keuangan	17 - 20
Lampiran	21 - 30

PT. Lippo Karawaci Tbk

54.40%

Public

45.60%

As of 31 December 2016
No. of outstanding share : 696,000,000
Code : LPCK.IJ



Lippo Cikarang

Orange County

Koridor Timur Jakarta

- Residential
- Trivium Terrace Apartment
 - Taman Simpruk Summer Bliss
 - Emerald Mansion
 - Le Freya Garden Homes

- Irvine Suites
- Westwood Suites
- Pasadena Suites
- Burbank Suites
- Glendale Park
- Newport Park

- Bekasi Barat

- Commercial
- Trivium Square
 - The Hall at Trivium
 - Magnetica Square
 - Delta Commercial Park

- Lippo Sixty One
- Maxxbox Orange County

- Bekasi Barat
- Martadinata
- Kalimalang
- Jababeka

- Industrial
- Delta Silicon 8
 - Delta Silicon Industrial Park
 - Japanese SMEs Center

- Town Management

- Water Treatment Plant
- Waste Water Treatment Plant

Lippo Cikarang**Residential**

- Meningkatkan “marketing sales” untuk mengkapitalisasikan trend positif demografi dan pertumbuhan kebutuhan perumahan di koridor timur Jakarta.
- Diferensiasi penawaran produk gun memenuhi kebutuhan pasar, termasuk konsep perumahan masal.

Commercial

- Penjualan “landbank” strategis untuk pengembangan produk komplementer.(e.g. Pengembangan AXIA Cikarang Serviced Apartment dengan Toyota Tsusho & Tokyu Land)

Industrial

- Pelaksanaan “Joint Operation”(KSO) dengan Mandiri Group, salah satu stakeholder dalam pengembangan Delta Silicon 8.

Service

Memperkuat pendapatan “recurring” dengan meningkatkan pendapatan jasa manajemen dari semua pengembangan yang telah diselesaikan

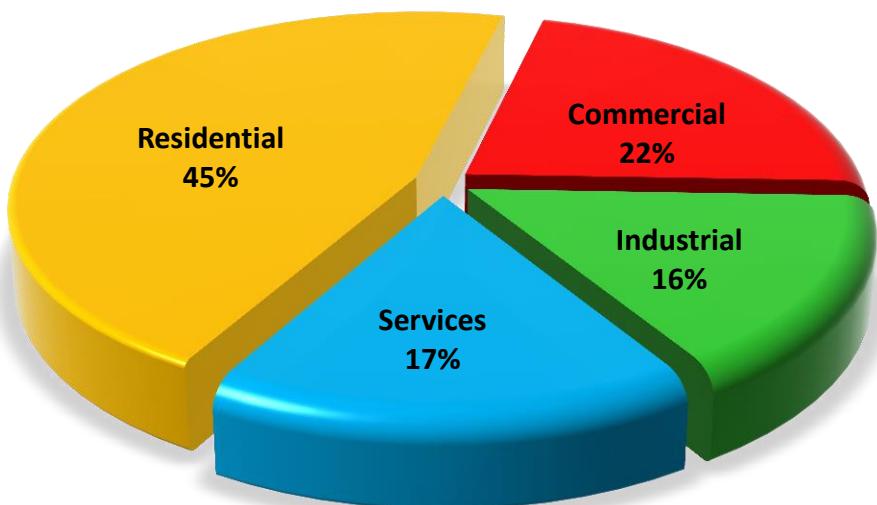
Orange County

- Peningakatan nilai “land bank” via masterplan visioner untuk mengembangkan sebuah kota pintar terdepan.
- Kerjasama dengan investor penting(Mitsubishi Corp) dalam mengembangkan proyek terintegrasi.

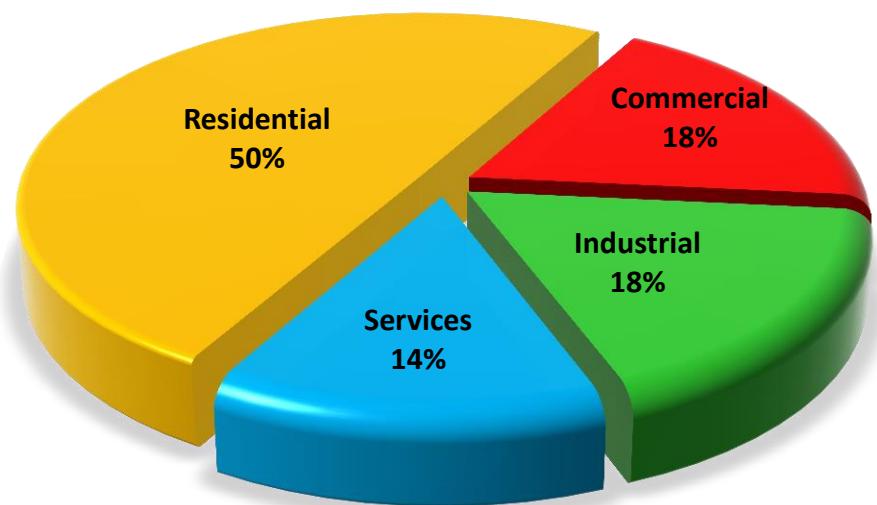
East Jakarta Corridor

- Mengembangkan proyek “Intergrated Mixed Use” di atas “landbank” yang strategis di tengah area dengan kepadatan tinggi di koridor timur Jakarta.
- Mendaur ulang modal dengan divestasi aset kepada REIT’s sesuai dengan strategi aset ringan perusahaan.

REVENUE FY 2016: RP 1.545 Triliun

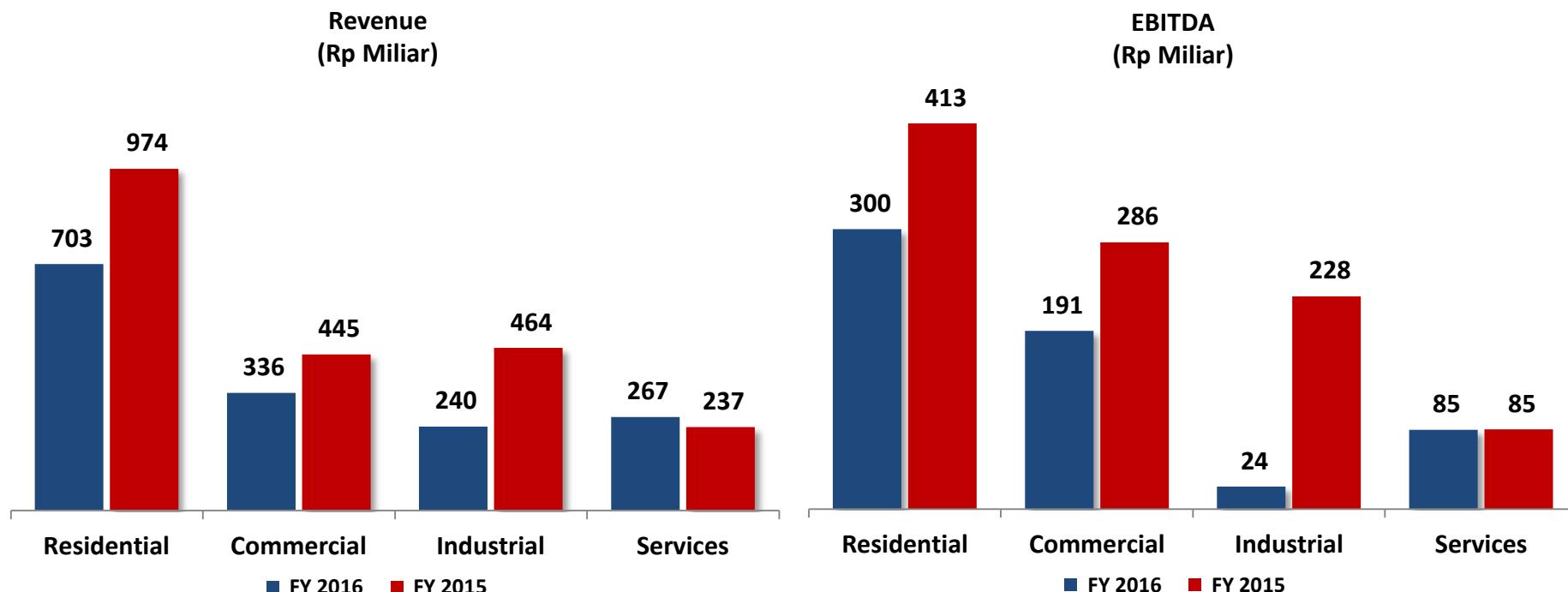


EBITDA FY 2016: RP 600 Miliar



REVENUE FY'16: RP 1.545 TRILIUN
 REVENUE FY'15: RP 2.121 TRILIUN

EBITDA FY'16: RP 600 MILIAR
 EBITDA FY'15: RP 1.012 MILIAR

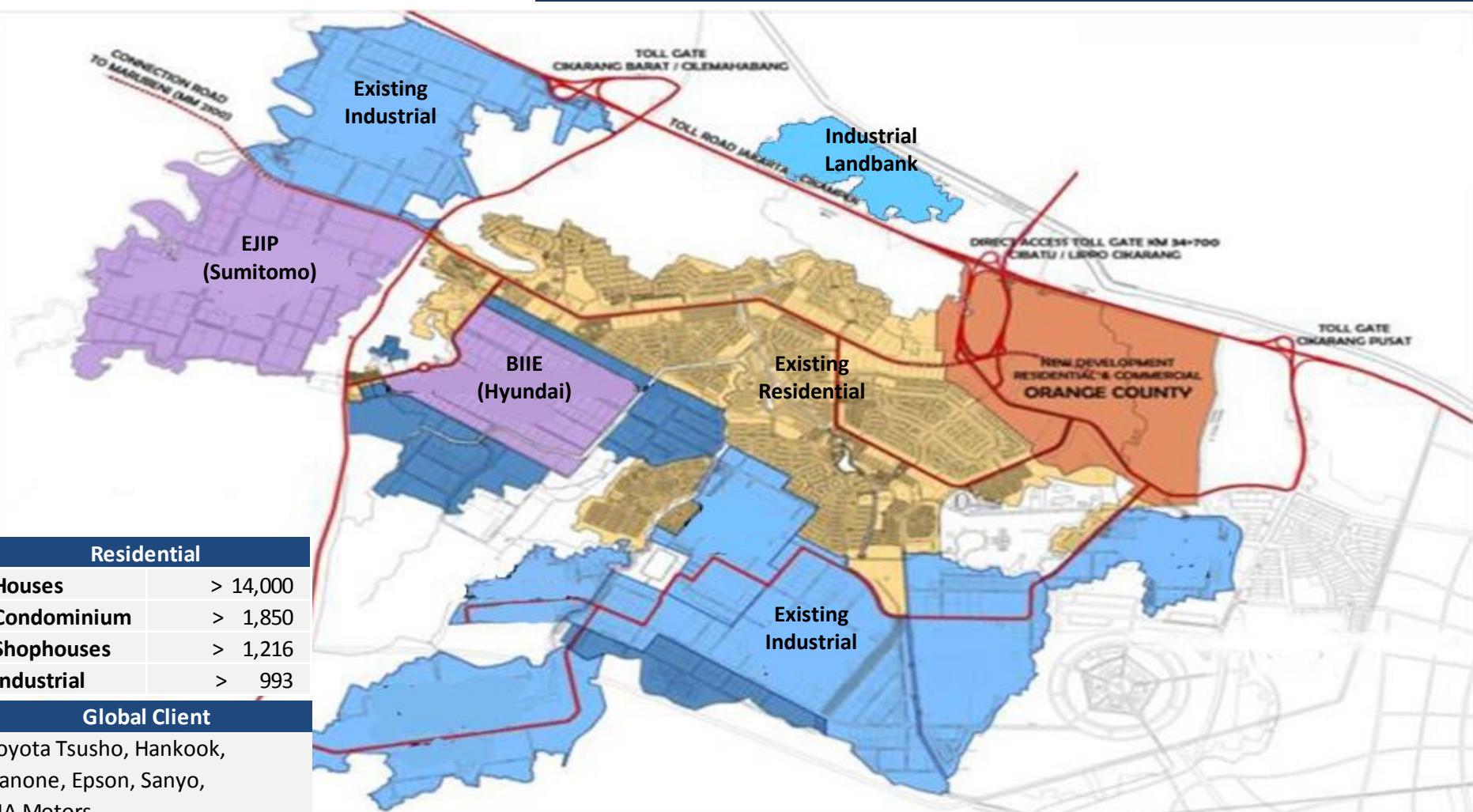


NPAT FY'16: RP 540 Miliar
 NPAT FY'15: RP 915 Miliar

CENTER OF EASTERN CORRIDOR



Peta Lippo Cikarang



	Development Rights	Aquired Land	Inventory
Land Bank	3,250 ha	2,821 ha	490 ha
Population	> 50,720		
Workers	> 484,300		

Dewan Komisaris



Lee Heok Seng
Presiden Komisaris



Ketut Budi Wijaya
Wakil Presiden Komisaris



Setyono D. Darmono
Komisaris Independen



Hadi Cahyadi
Komisaris Independen



Hendry Leo
Komisaris Independen



Sugiono Djauhari
Komisaris



Chan Chee Meng
Komisaris



Toto Bartholomeus
Presiden Direktur &
Direktur Independen



Hong Kah Jin
Direktur



Ju Kian Salim
Direktur



Ivan Setiawan Budiono
Direktur



TRIVIUM

North Tower

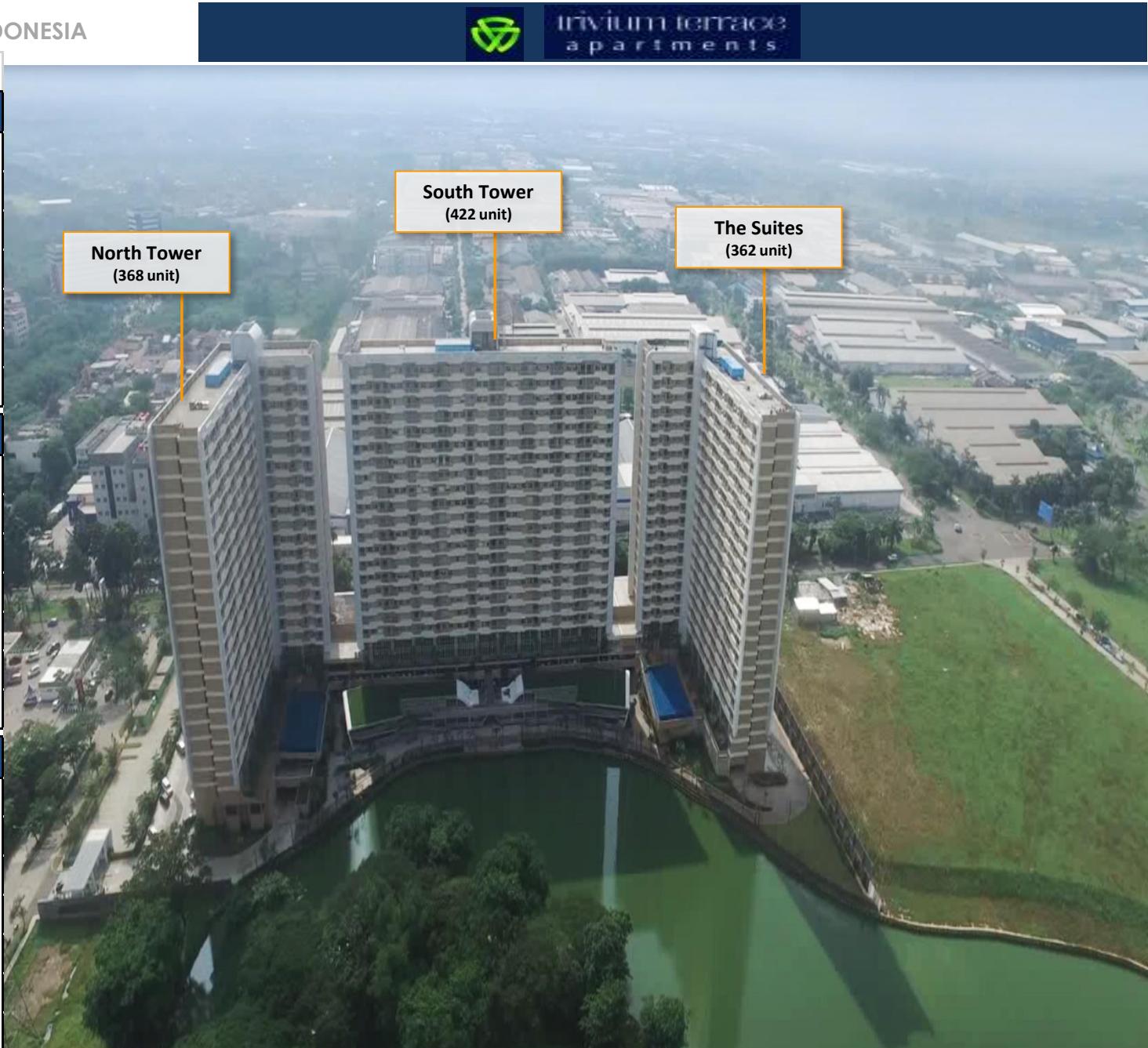
Launched	: 24 Nov 2012
SGA Sold	: 20,142 sqm
ASP	: Rp 12,1 Mil / sqm
Pre – Sold	: Rp 245 bil (100%)
Payment	: Cash 19%
Profile	Mortgage 23%
	Instalment 58%

South Tower

Launched	: 1 Jun 2013
SGA Sold	: 22,081 sqm
ASP	: Rp 12,7 Mil / sqm
Pre – Sold	: Rp 281 bil (99%)
Payment	: Cash 21%
Profile	Mortgage 21%
	Instalment 58%

The Suites

Launched	: 22 Feb 2014
SGA Sold	: 19,404 sqm
ASP	: Rp 14,6 Mil / sqm
Pre – Sold	: Rp 283 bil (99%)
Payment	: Cash 28%
Profile	Mortgage 24%
	Instalment 48%





LANDBANK

Total Area : 280 Ha
Developed Area : 236 Ha
Open Area : 44 Ha

PLANNED DEVELOPMENT

Development Period : 3 Phases
Total Tower Built : > 50 Towers
Estimated Building GFA : > 6,000,000 Sqm
▪ Residential : > 1,800,000 Sqm
▪ Commercial : > 520,000 Sqm
▪ Mixed Use : > 3,700,000 Sqm

FACILITIES

- Five Stars & Boutique Lippo Hotel
- Siloam Hospitals
- University & School
- Lippo Malls
- Offices

**IRVINE SUITES**

Launched	: 29 Nov 2014
SGA Sold	: 24,348 sqm
ASP	: Rp 13,6 Mil / sqm
Pre – Sold	: Rp 331 bil (100%)
Payment	: Cash 5%
Profile	Mortgage 3% Instalment 92%

WESTWOOD SUITES

Launched	: 29 Nov 2014
SGA Sold	: 24,394 sqm
ASP	: Rp 14,7 Mil / sqm
Pre – Sold	: Rp 358 bil (100%)
Payment	: Cash 10%
Profile	Mortgage 2% Instalment 88%

PASADENA SUITES

Launched	: 7 Mar 2015
SGA Sold	: 26,602 sqm
ASP	: Rp 15,2 Mil / sqm
Pre – Sold	: Rp 406 bil (100%)
Payment	: Cash 17%
Profile	Mortgage 6% Instalment 77%

BURBANK SUITES

Launched	: 29 Jun 2015
SGA Sold	: 26,618 sqm
ASP	: Rp 15,1 Mil / sqm
Pre – Sold	: Rp 403 bil (100%)
Payment	: Instalment 80%
Profile	: Downpayment 20%

GLENDALE PARK

Launched	: 5 Dec 2015
SGA Sold	: 28,951 sqm
ASP	: Rp 16 Mil / sqm
Pre – Sold	: Rp 434 bil (93%)
Payment	: Cash 9%
Profile	Mortgage 4% Instalment 87%

NEWPORT PARK

Launched	: 26 Nov 2016
SGA Sold	: 28,937 sqm
ASP	: Rp 18 Mil / sqm
Pre – Sold	: Rp 390 bil (87%)
Payment	: Cash 11%
Profile	Mortgage 6% Instalment 83%

Koridor Timur Jakarta



CIKARANG MARTADINATA

Mixed Development

Komponen Proyek:

Retail	: 33,251 sqm
Hospital	: 16,473 sqm (300 Beds)
Hotel	: 7,890 sqm



KALIMALANG

Mixed Development

Komponen Proyek:

Retail	: 68,350 sqm
Hospital	: 25,410 sqm (500 beds)
Hotel	: 8,160 sqm
Nobu Bank	: 480 sqm





MANAJEMEN KOTA

- Perawatan infrastruktur dan pertamanan.
- 24/7 keamanan dan pemadam kebakaran.
- 24 /7 Call center and customer care.
- Jasa pemeliharaan perumahan

PENGELOLAHAN AIR



WTP II Kapasitas : **360** liter/detik

WTP III Kapasitas : **150** liter/detik

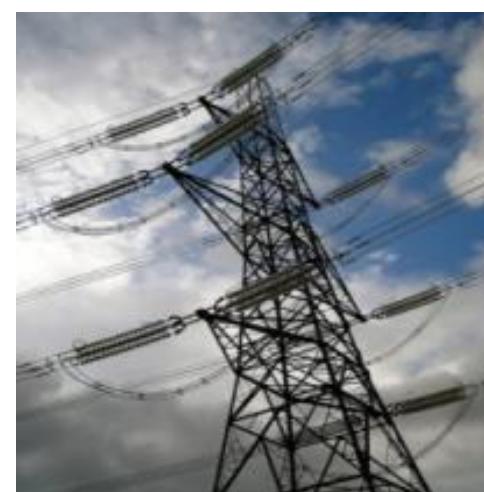
PENGOLAHAN LIMBAH AIR



WWTP Kapasitas : **5000** m³/hari

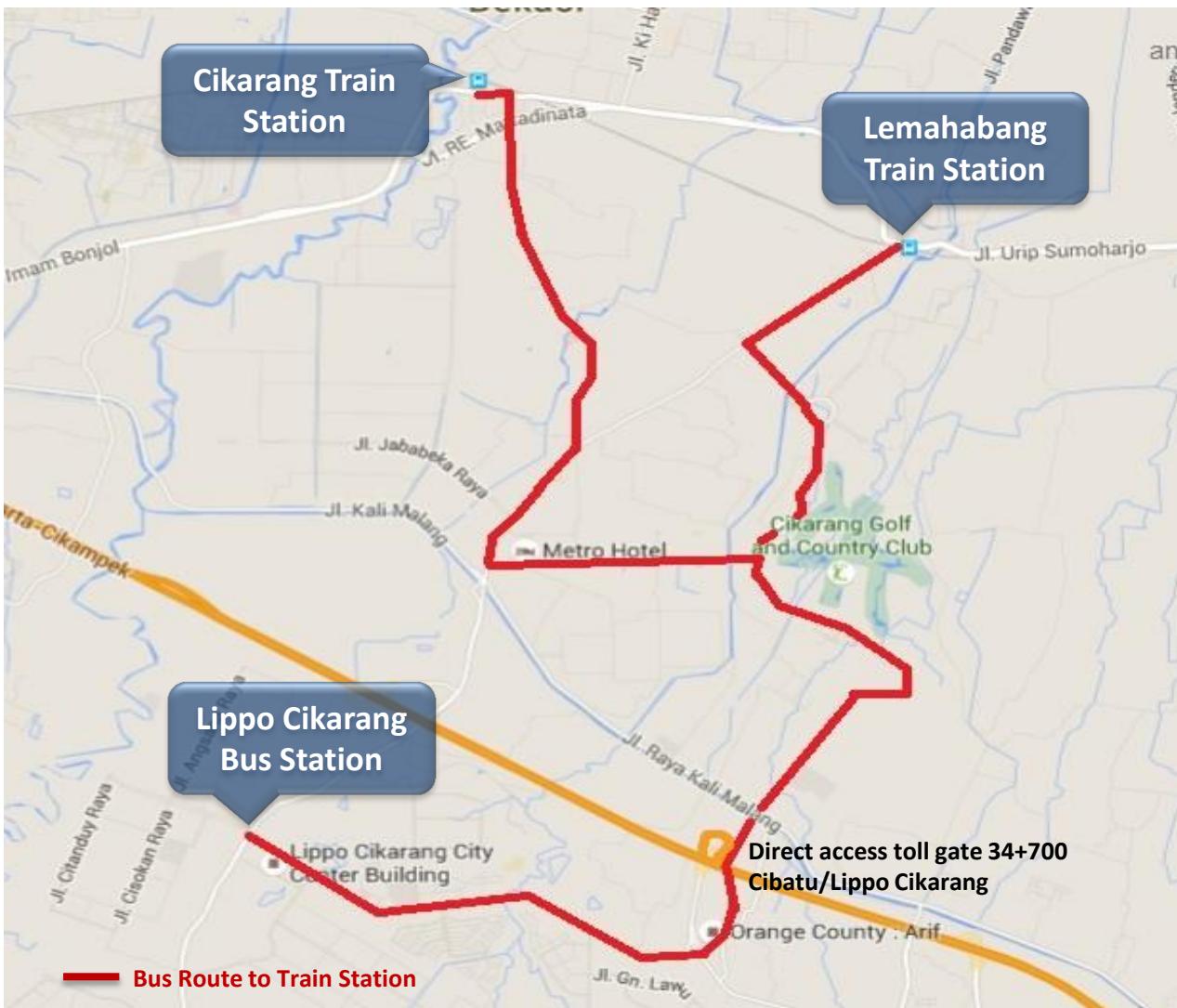


Gas supply by
PGN &
(Government)
PAE, Wira Energi
(Private-LNG/CNG)



Electricity supply by
PLN (Government) &
Cikarang Listrindo (Private)

EASY ACCESS IN & OUT JAKARTA



**PREMIUM SHUTTLE BUS TO TRAIN STATION
23.9 KM – 15 MINS**



TRAIN TO DUKUH ATAS STATION, CENTRAL JAKARTA 64.7 KM – 40 MINS

WATER BOOM

Leisure & Excitement



INTERNATIONAL HOSPITAL

Siloam Hospital



COMMERCIAL CENTER

Easton Commercial Center



5 STARS HOTEL 4 STARS Hotel

Hotel Sahid Jaya & Grand Zuri Hotel



INTERNATIONAL SCHOOL

Sekolah Pelita Harapan



SHOPPING MALL

Mall Lippo Cikarang



LIFESTYLE MALL

Lippo Cikarang Citywalk



LIFESTYLE MALL

MAXXBOX Orange County



DRIVING RANGE

Leisure & Excitement



SPORT VILLAGE



TOLL EXIT

Cibatu KM 34.7

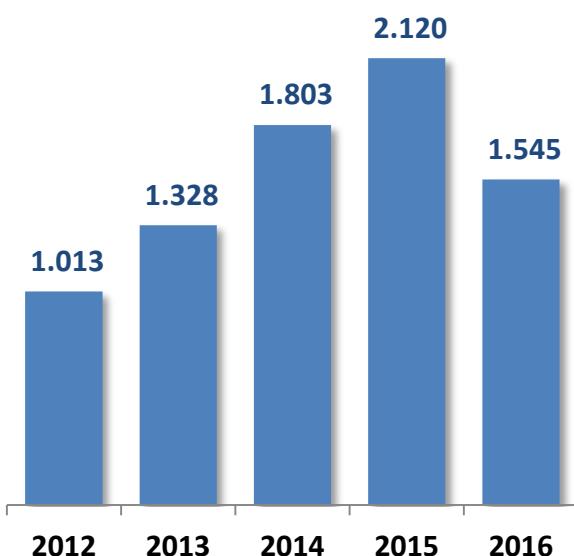
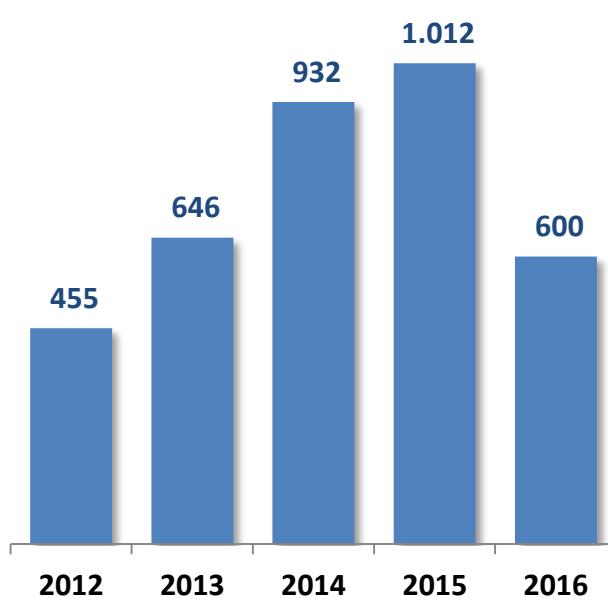
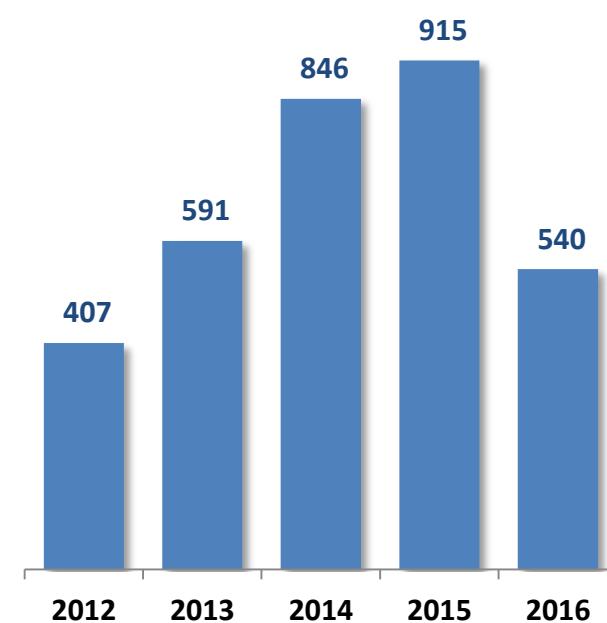


Pasar Central

Lippo Cikarang



Performa Keuangan

**REVENUE
(IDR Miliar)****EBITDA
(IDR Miliar)****Net Profit
(IDR Miliar)**

Neraca Keuangan

IDR Miliar	Dec 2016	Dec 2015	Dec 2014	Dec 2013	Dec 2012
Aset	5.653	5.477	4.390	3.854	2.832
Hutang	-	30	-	-	-
Liabilitas	1.410	1.813	1.712	2.031	1.604
Ekuitas	4.243	3.633	2.678	1.823	1.228
Return on Assets	9,5%	16,7%	19,3%	15,3%	14,4%
Return on Equity	12,7%	25,2%	31,6%	32,4%	33,1%
Net Gearing Ratio	-	0,01	-	-	-
Liability to Asset Ratio	0,25	0,33	0,39	0,53	0,57

Marketing Sales (IDR Billion)	2013	2014	2015	2016	B2017
Lippo Cikarang					
Residential	1.150	638	652	363	401
Commercial	159	133	53	-	-
Industrial	389	158	29	6	20
Total Lippo Cikarang	1.698	929	734	369	421
Orange County Residential	-	386	1.708	311	438
DS8 KSO	-	576	250	69	280
New Projects	-	-	-	-	530
Total Sales	1.698	1.891	2.692	749	1.669

Lampiran

Economic Indicators

	2015	2016	2017 Assumption
Economic Growth (%)	4.8	5.02	5.1
Inflation Rate (%)	3.35	3.02	4.0
Exchange Rate (Rp/USD)	13,795	13,436	13,300
7 Day RR (%)	7.5	4.75	5.3
Oil Price (USD/bbl)	50	51	45
Oil Lifting (k bbl/day)	779	820	815

Source : Bank of Indonesia, Statistics Indonesia, World Bank

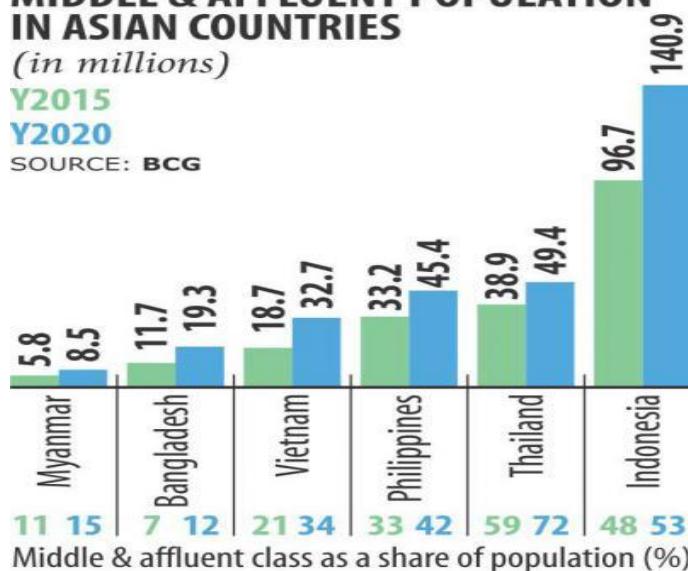
MIDDLE & AFFLUENT POPULATION IN ASIAN COUNTRIES

(in millions)

Y2015

Y2020

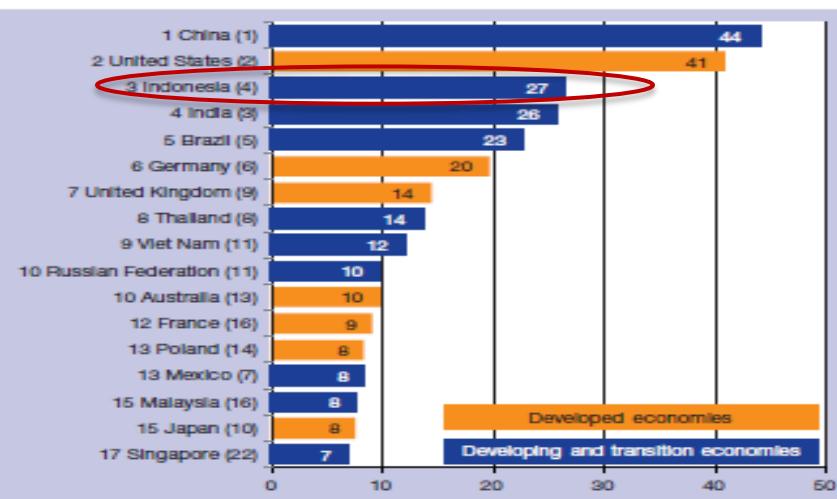
SOURCE: BCG



Source : Indonesia Investment Coordinating Board, BCG, UNCTAD



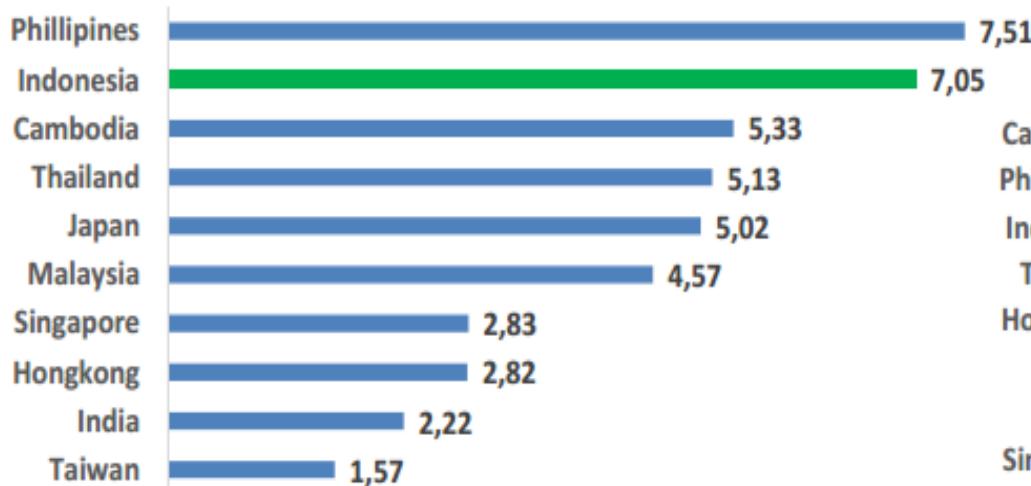
Figure 13. Almost no change from the past:
TNCs' top prospective host economies, 2014–2016
(Percentage of respondents selecting economy as a top destination)



Source: UNCTAD survey.

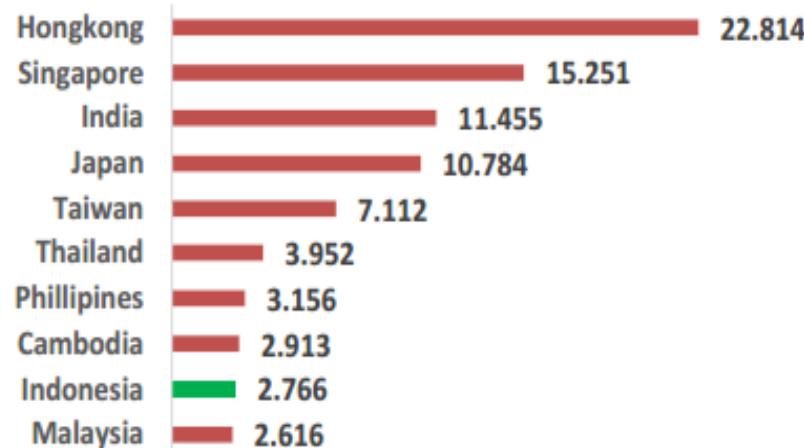
- Rapid urbanisation
- Growing middle-class
- Strong savings and income growth
- Low mortgage penetration
- Property as investment
- Improving regulatory environment
- Banking innovation
- Property prices cheapest in the region
- Highest yields in the region

Rental Yield (%)

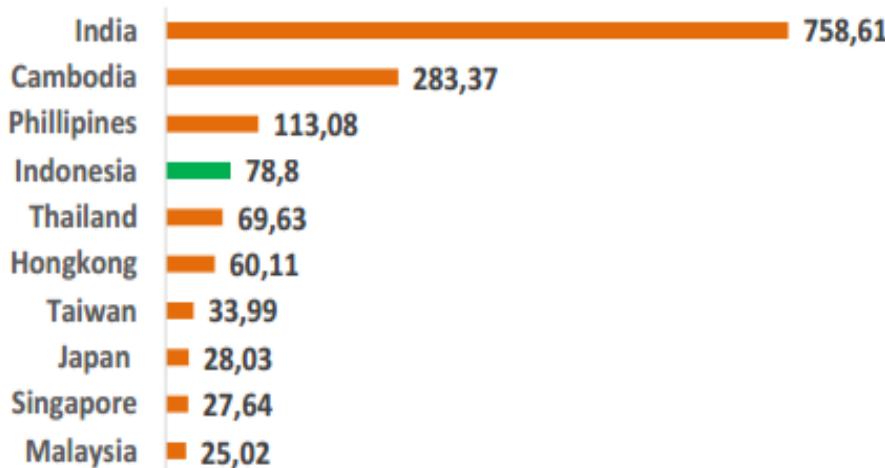


Source: Global Property Guide

ASIA PACIFIC PROPERTY Price (USD/SQM)



Price per SQM/ GDP per Capita



LAND TITLES AVAILABLE :

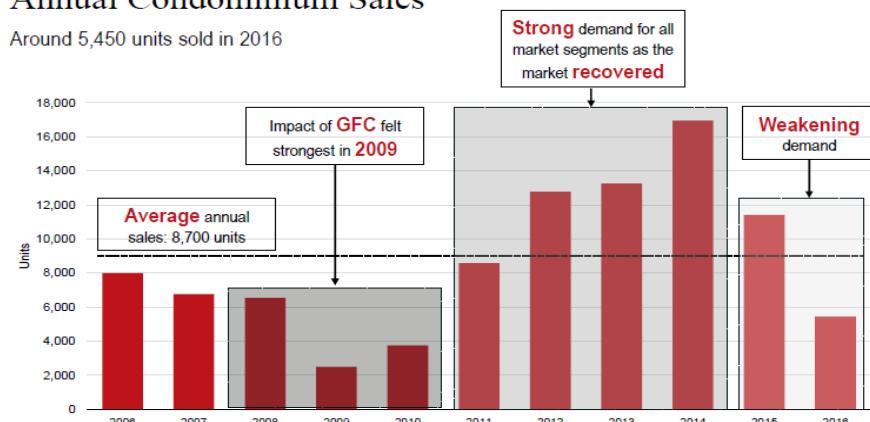
1. Freehold : may be held by Indonesian citizens only (not even by fully Indonesian-owned companies).
2. Right to Build (renewable leasehold) : may be held by Indonesian citizens and any company established in Indonesia for an initial 30 years.
3. Right to Use (renewable leasehold) : may be held by Indonesian citizens, any company and foreigner residence in Indonesia for an initial 30 years, extendable for another 20 years and renewable for another 30 years

OPTIONS FOR FOREIGN OWNERSHIP :

1. Foreign residence in Indonesia can purchase property in own name under *Right to Use* title under Government Regulation no 103/2015 dated on 22 December 2015 and further reinforced by The Ministry of Agricultural and Spatial Planning /National Land Agency Regulation no 29/2016 dated on 19 Sept 2016 for certain minimum property value, which in Jakarta Province, a minimum Rp 10 bn for landed house and Rp 3 bn for condominium and subsequently much lower value for other areas.
2. Establish a company with approval for full or part foreign ownership (PMA company) to own the property.
3. Through Indonesian nominees, establish a locally owned company.
4. Use an Indonesian professional third party corporate nominee.
5. Private unregistered lease.
6. Establish a person to person arrangement with an Indonesian private individual who will personally own the property.

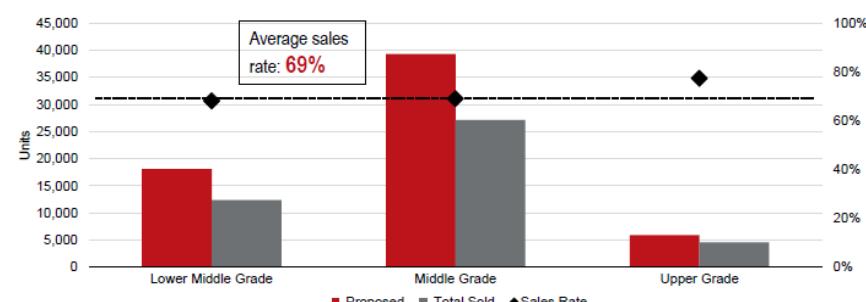
Annual Condominium Sales

Around 5,450 units sold in 2016

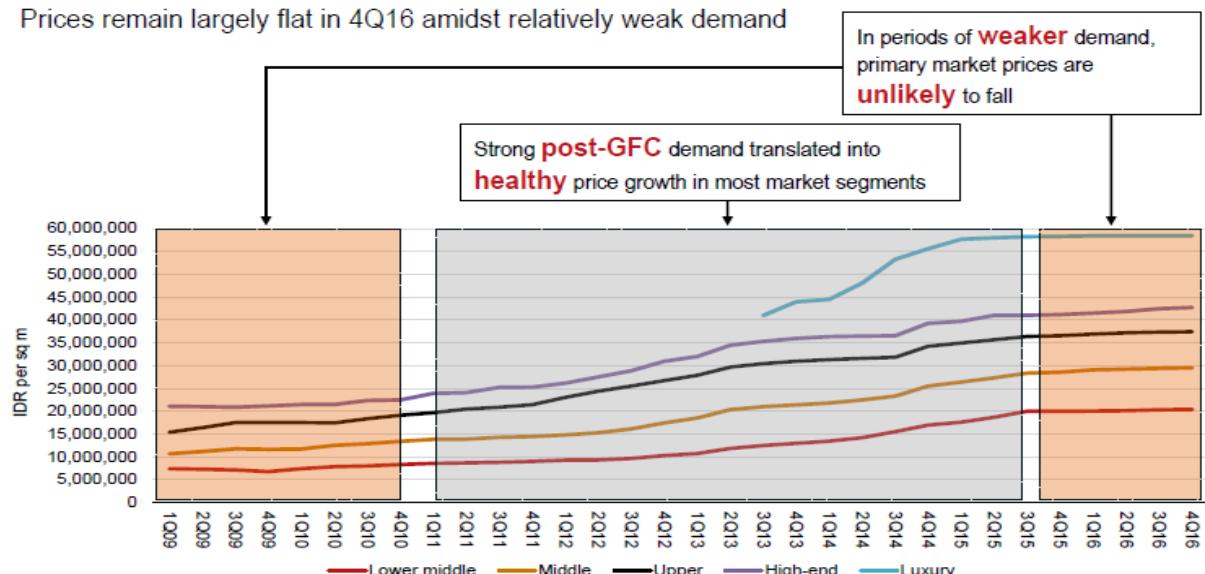


Average **sales rate** has **fallen** steadily in recent quarters but remains **healthy** compared to many other markets.

82% in 3Q15 Vs 69% in 4Q16



Prices remain largely flat in 4Q16 amidst relatively weak demand



In periods of **weaker** demand, primary market prices are **unlikely** to fall

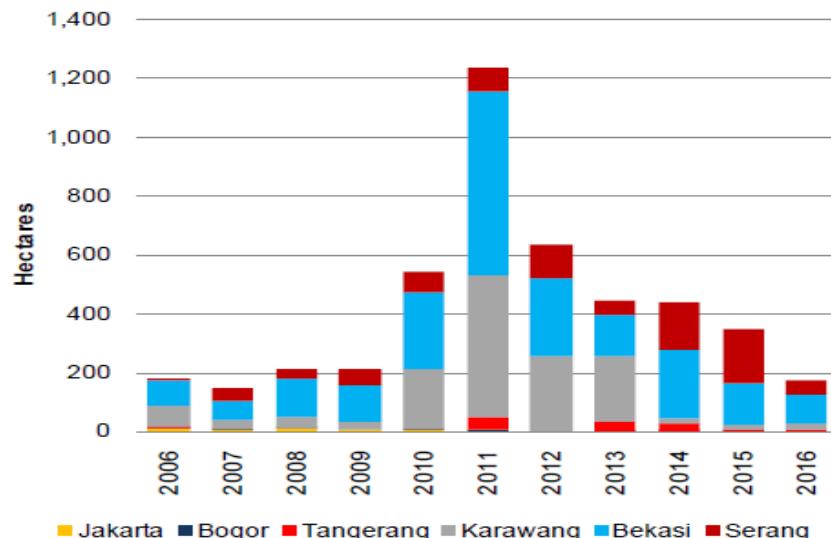
Strong **post-GFC** demand translated into **healthy** price growth in most market segments

Existing Supply: ± 125,000 units

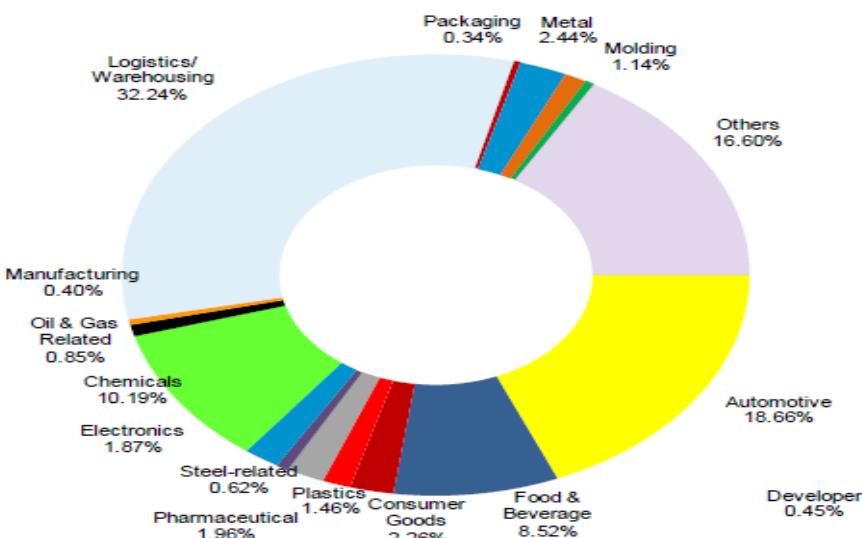
Sales Rate: 98%

Jakarta
Condominium
MarketFuture Supply:
± 63,000 unitsSales Rate:
69%Source : Q4'2016 Market Review for Jakarta
Jones Lang LaSalle Research

Annual Industrial Land Absorption



Types of Active Industries During 2016



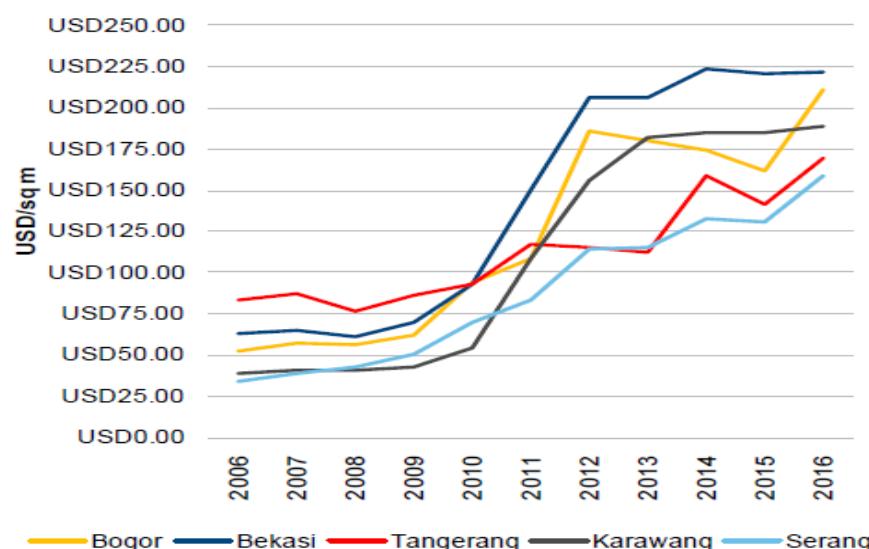
Industrial Land Prices and Maintenance Costs (in USD equivalent)

REGION	LAND PRICE (IN USD/SQ M)			MAINTENANCE COSTS (IN USD/SQ M/MONTH)		
	LOWEST	HIGHEST	AVERAGE	LOWEST	HIGHEST	AVERAGE
Bogor	120.0	301.9	211.0	0.06	0.06	0.06
Bekasi	181.1	241.5	222.1	0.06	0.08	0.07
Tangerang	188.7	151.0	169.8	0.03	0.08	0.06
Karawang	170.0	200.0	188.8	0.05	0.10	0.06
Serang	151.0	166.1	158.5	0.03	0.05	0.04

*1USD = Rp 13,249

Source: Colliers International Indonesia - Research

Greater Jakarta Industrial Land Prices





Share Price As Per DEC 30, 2016

Closing Price	: Rp 5,050
Day Volume	: 859,800
Market Cap	: Rp 3.5 trillion

1987-1997

Awal mula, PT DesaDekalberdiri pada1987, dan berubah menjadiPT Lippo Cikarangpada 1995 berlokasi diBekasi, Jawa Barat. Terdaftar di bursa efek Indonesia pada1997

2004-2012

- Pembangunan VassaLake Residence diCBD Lippo Cikarang.
- Pembangunan industrial estate Delta Silicon 3 and 5.
- Pembangunan Lippo Cikarang City Walk.

2014

- Pembukaan gerbang tol Cibatu Km 34.7.
- Serah terima Trivium Terrace Apartment, North Tower.
- Penjualan perdana Irvine Suites, Orange County

2016

- Signing MOU dengan TOTAL untuk pembangunan tahap pertama Orange County.
- Menunjuk Kajima Indonesia untuk mengerjakan piling structure dan design development untuk dua apartments iyang berkolaborasi dengan Mitsubishi di Orange County

1999-2003

- Perumusan Masterplan untuk pengembangan konsep perumahan hijau yang berkualitas tinggi.
- Konstruksi industrial estates, DS2.
- Pembangunan Vassa Residence

2011-2013

- Pembangunan gerbang tol Cibatu Km34.7.
- Peningkatan nilai jual tanah industri.
- Peluncuran Trivium Terrace Apartments.
- Grand opening of Japanese SMEs Center.

2015

- Penandatanganan perjanjian JV dengan Mitsubishiuntuk dua towerresidensial.
- Terjual 100% Westwood, Pasadena and Burbank tower diOrange County.
- Serah terimaTrivium Apartments, North Tower

2016

- Menunuk Kengo Kuma, a Japanese architect sebagai design advisor untuk Orange County Masterplan tahap 1
- Presold Newport Park 87%

Penghargaan



Lippo Cikarang received award
The winner of Indonesia most innovative business award 2017
for category property and real estate
(from Warta Ekonomi Magazine)



Lippo Cikarang received
Certificate Appreciation
from West Java Governor as its partner
in developing West Java province
through the company's CSR programs



Lippo Cikarang received award
100 Fastest Growing Companies 2017
from Infobank Magazine
for property company
with assets Rp 5-10 trillion



Lippo Cikarang received
Trifecta Award 2016
for winning three years in a row
(from Forbes Magazine)



Lippo Cikarang received
Top 50 Best of the Best Indonesian Company Award 2016
(from Forbes Magazine)



Lippo Cikarang received
Property Indonesia Award 2016
for the category The Well Integrated Industrial Estate (from Properti Indonesia Magazine)



Lippo Cikarang received
Nusantara CSR Award 2016 from
the La Tofi School of CSR under
the programs mini nursery and
planted 1000 trees



Lippo Cikarang received
Nusantara CSR Award 2016 from
the La Tofi School of CSR under the
programs free medical healthcare

Komposisi Pemegang Saham

Status	Number of Shares	%
Local Shareholder		
Individual	44.422.214	6,4%
Foundation	826.700	0,1%
Pension Fund	4.412.400	0,6%
Insurance	23.561.000	3,4%
Company	419.921.320	60,3%
Others	108.800	0,0%
Sub Total	493.252.434	70,9%
Foreign Shareholder		
Individual	530.200	0,1%
Company	202.217.336	29,1%
Others	-	0,0%
Sub Total	202.747.566	29,1%
Total	696.000.000	100,0%

Hong Kah Jin – Direktur Lippo Cikarang

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Mark Wong – Direktur Eksekutif Lippo Karawaci

Email : mark.wong@lippokarawaci.co.id

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Lippo Cikarang
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www.lippo-cikarang.com