



MEIKARTA
the world of ours



PT. Lippo Cikarang Tbk Q1 2017
Largest Integrated Township East of Jakarta

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Corporate & Business Structure	1
Growth Strategies	2
Revenue & EBITDA Contribution	3
Income Statements	4
Map of Lippo Cikarang Meikarta and future transportation	5 - 8
Leadership Teams	9 - 10
Lippo Cikarang Projects	11 - 15
Services	16 - 18
Complete Public Facilities	19
Financial Performance	20 - 23
Appendices	24 - 34

PT. Lippo Karawaci Tbk

54.37%

Public

45.63%

As of 31 March 2017

No. of outstanding share : 696,000,000

Code : LPCK.IJ

**LIPPO
CIKARANG****Lippo Cikarang****Meikarta (CBD:Orange County)****East Jakarta Corridor**

Residential

- Trivium Terrace Apartment
- Taman Simpruk Summer Bliss
- Emerald Mansion
- Le Freya Garden Homes
- Taman Simpruk Forest Green
- Cosmo Estate
- The Patio

Meikarta Residential : 15 mn m2 (250,000 units)

Orange County CBD:

- 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
- Lagoon Arcade

Meikarta Commercial : 7 mn m2

Orange County CBD

- Lippo 61 Tower
- Lippo Mall (220,000 m2)

- Bekasi Barat
- Martadinata
- Kalimalang
- Jababeka

Industrial

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

Service

- Town Management

- Water Treatment Plant

- Waste Water Treatment Plant

Lippo Cikarang

Meikarta

East Jakarta Corridor

Residential

- Boosting marketing sales to capitalize on favorable demographic trends and housing requirements in eastern growth corridor.
- Widening product offering to cater to market needs, including mass housing.

- Enhance landbank value via visionary masterplan to develop a leading edge smart city.
- Strategic partnership with key investors (Mitsubishi Corp) to jointly develop integrated project.

- Diversifying landbank to cover strategic high density sites East of Jakarta to developed integrated mixed use projects.
- Recycle capital via injection of completed assets into REITs through our asset light strategy.

Commercial

- Sales of strategic landbank to develop complimentary products (e.g. develop AXIA Cikarang Serviced Apartment with Toyota Tsusho & Tokyu Land).

- Development of Lippo Sixty One , the iconic tower in Orange County.
- Expedite execution of pipeline projects, namely the 200,000m2 mall and Lippo Sixty One , the iconic tower in Orange County.

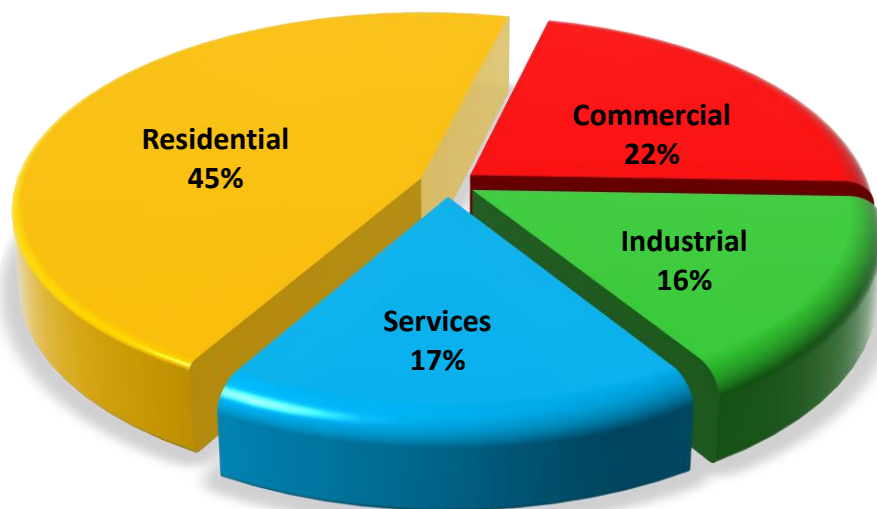
Industrial

- Execution of Joint Operation (KSO) with Mandiri Group, an industrial landowner to develop Delta Silicon 8.

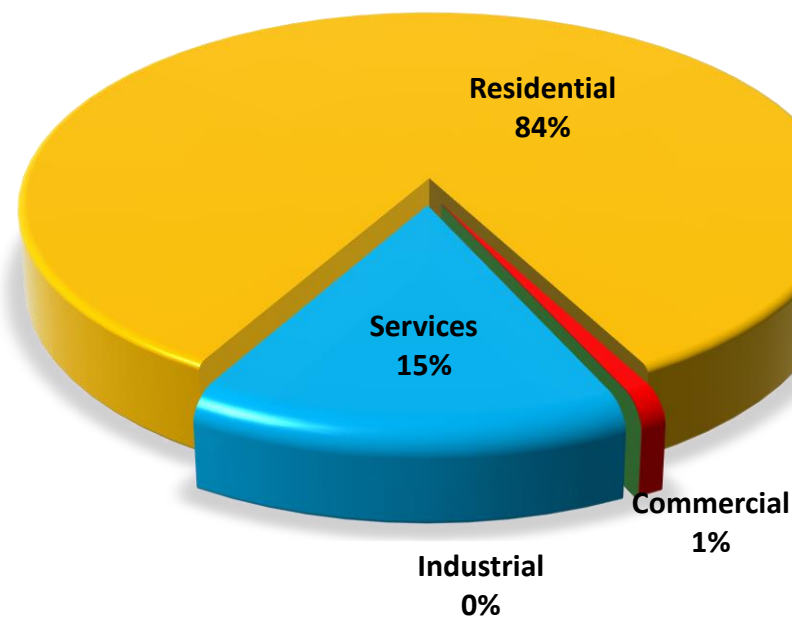
Service

- Strengthen the recurring revenue base by growing fee income contribution via providing management services for all completed developments.

REVENUE FY 2016: RP 1.545 Trillion

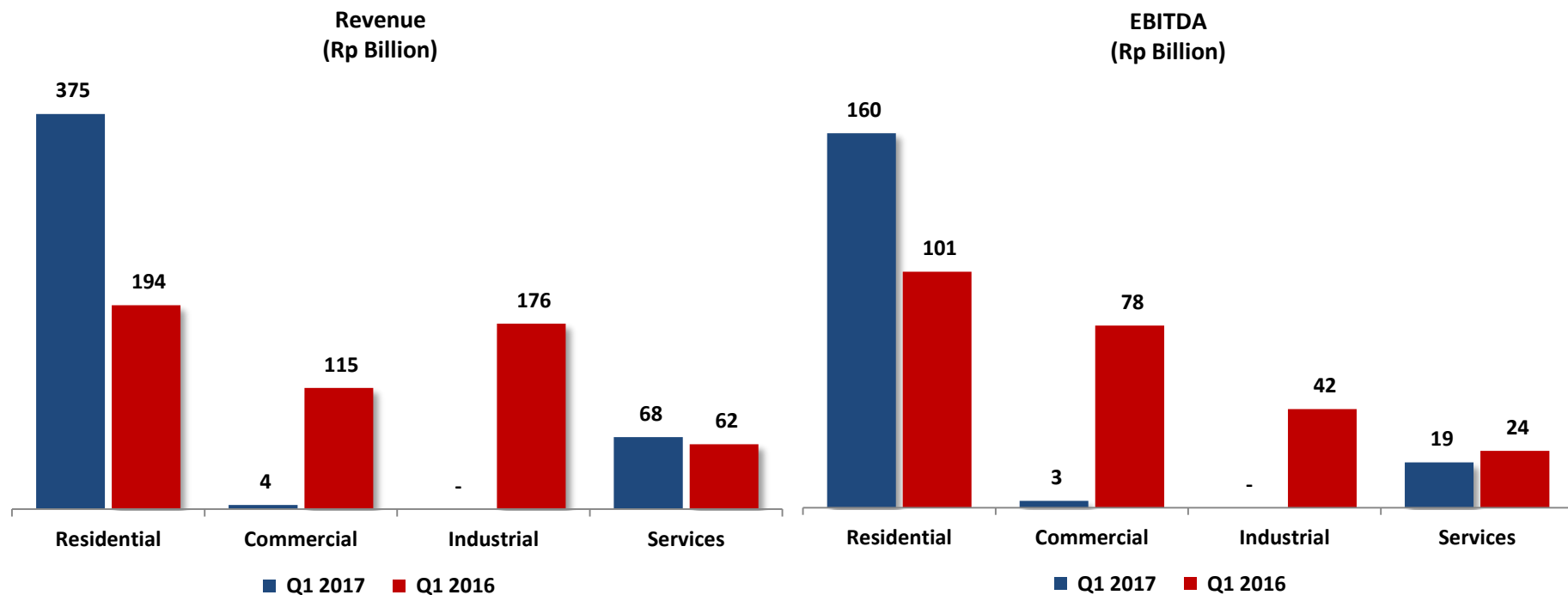


REVENUE Q1 2017: RP 447 Billion



REVENUE Q1'17: **RP 447 BILLION**
 REVENUE Q1'16: **RP 546 BILLION**

EBITDA Q1'17: **RP 183 BILLION**
 EBITDA Q1'16: **RP 246 BILLION**



NPAT Q1'17: **RP 185 BILLION**
 NPAT Q1'16: **RP 223 BILLION**

Corridor of extraordinary economic growth. Surrounded by 6 Industrial Estates + 6 new infrastructures + Direct Toll Access



6 New Infrastructures



PATIMBAN DEEP SEAPORT
EST. VALUE : Rp 40T
COMPLETED BY: 2019 (PARTIAL)



LRT CAWANG –BEKASI TIMUR – CIKARANG
EST. VALUE : Rp 3,2 T
COMPLETED BY: 2019



KERTAJATI INTERNATIONAL AIRPORT
EST. VALUE : Rp 10 T
COMPLETED BY: 2019



APM (MONORAIL) CONNECTING
7 INDUSTRIAL ESTATE
EST. VALUE : Rp 21 T
COMPLETED BY: 2020



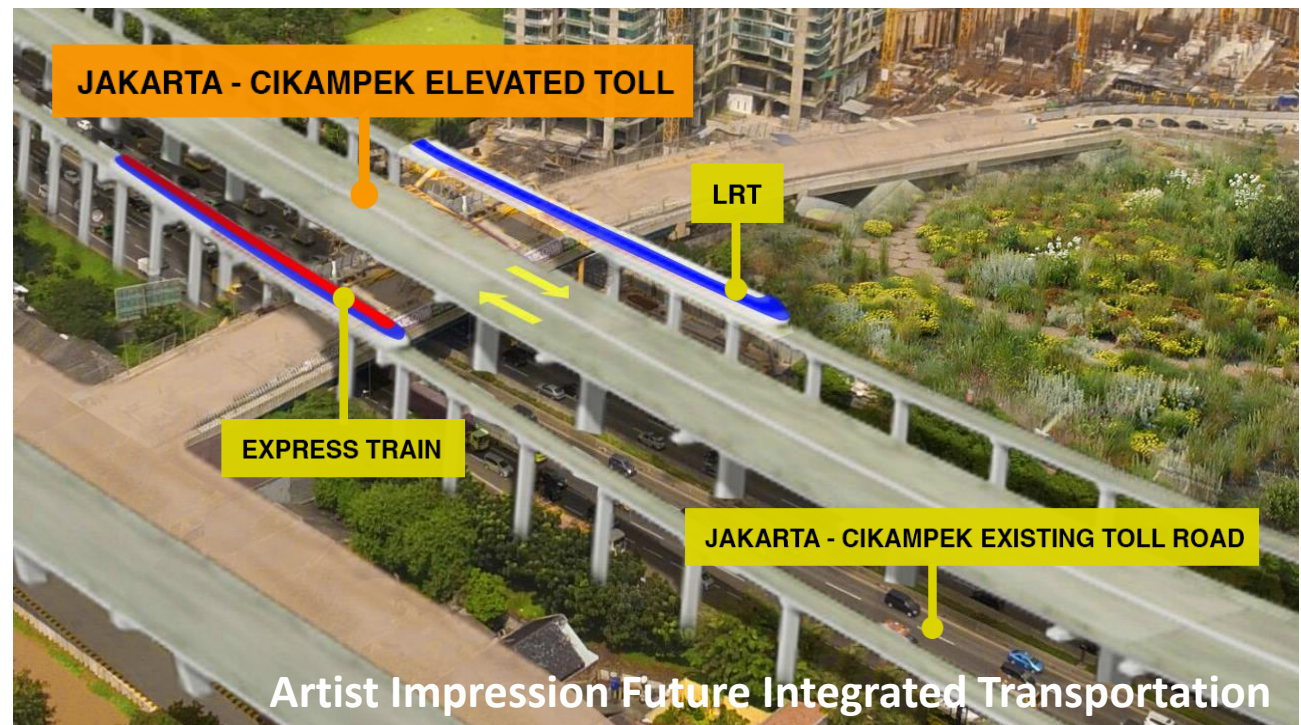
FAST SPEED TRAIN
JAKARTA – BANDUNG
EST. VALUE : Rp 65T
COMPLETED BY : 2019

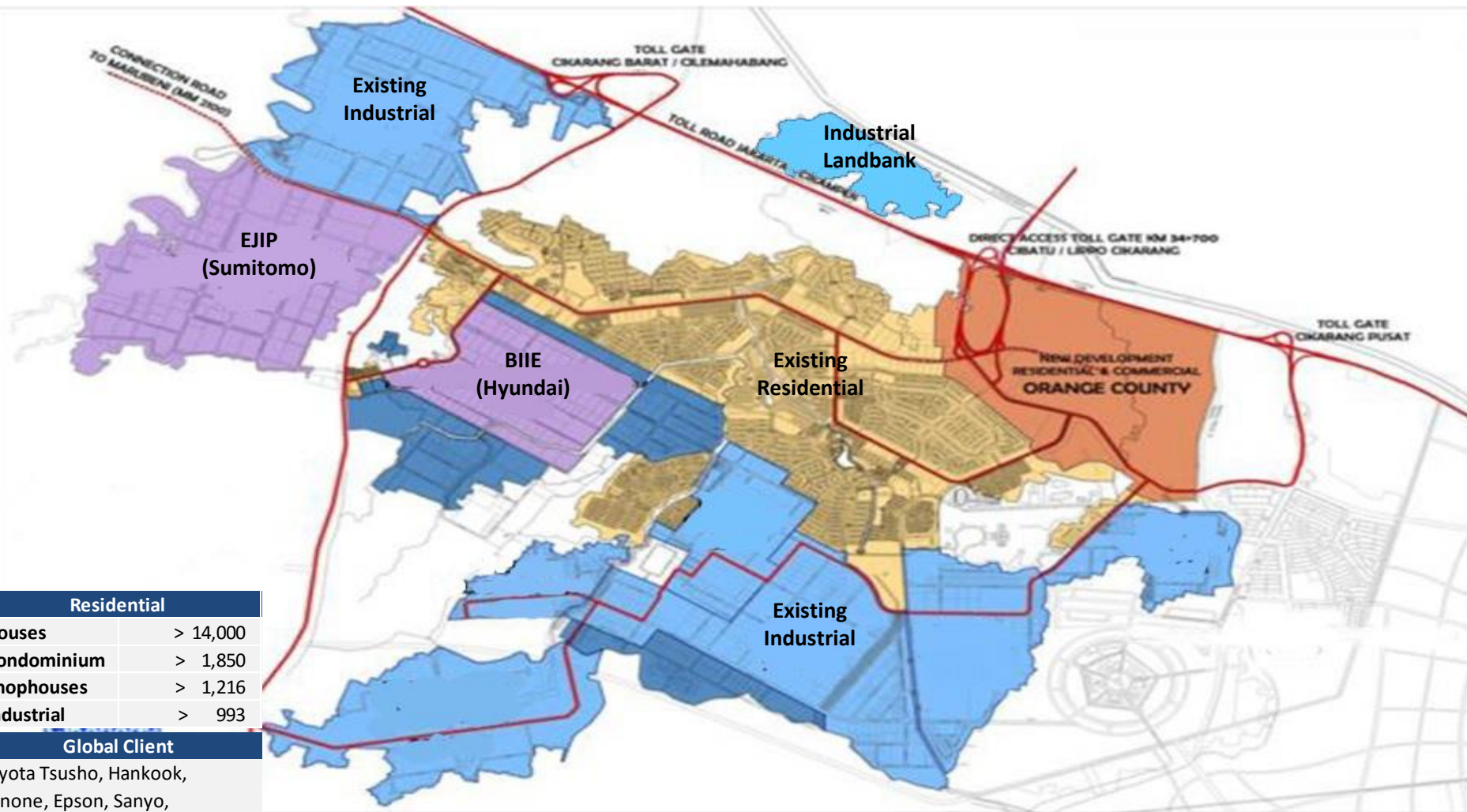


TOLL JAKARTA – CIKAMPEK
ELEVATED HIGHWAY
EST. VALUE : Rp 16,9T
COMPLETED BY: 2019



Future Cawang_Bekasi LRT





Residential

Houses	> 14,000
Condominium	> 1,850
Shophouses	> 1,216
Industrial	> 993

Global Client

Toyota Tsusho, Hankook,
Danone, Epson, Sanyo,
KIA Motors

	Development Rights	Aquired Land	Inventory
Land Bank	3,250 ha	2,824 ha	493 ha
Population	> 50,720		
Workers	> 484,300		



Lee Heok Seng
President
Commissioner



Ketut Budi Wijaya
Vice President
Commissioner



Setyono D. Darmono
Independent
Commissioner



Hadi Cahyadi
Independent
Commissioner



Hendry Leo
Independent
Commissioner



Sugiono Djauhari
Commissioner



Chan Chee Meng
Commissioner



Toto Bartholomeus
President Director &
Independent Director



Hong Kah Jin
Director



Ivan Budiono
Director



Ju Kian Salim
Director

**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%

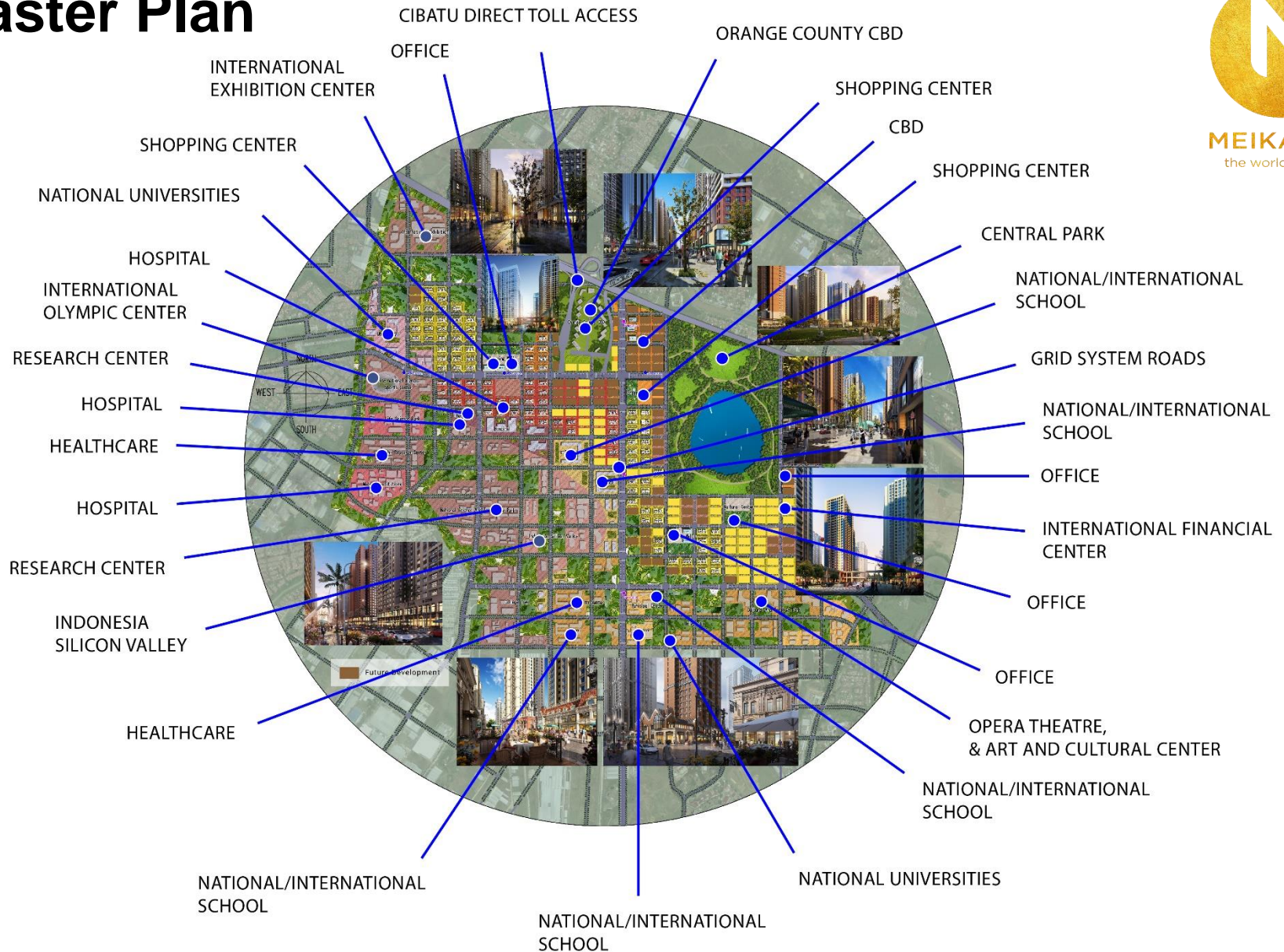


North Tower
(368 unit)

South Tower
(422 unit)

The Suites
(362 unit)

Master Plan



To Build the Biggest and
the Most Beautiful Metropolitan City
for better living and better working



MEIKARTA
the world of ours



**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%

**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





TOWN MANAGEMENT - MUNICIPALITY

- Infrastructure and landscape maintenance.
- 24/7 Security and fire brigade.
- 24 / 7 Call center and customer care.
- Building control and home care unit.



WATER TREATMENT PLANT



WTP II capacity : **360 liter/second**

WTP III capacity : **150 liter/ second**



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

WASTE WATER TREATMENT PLANT

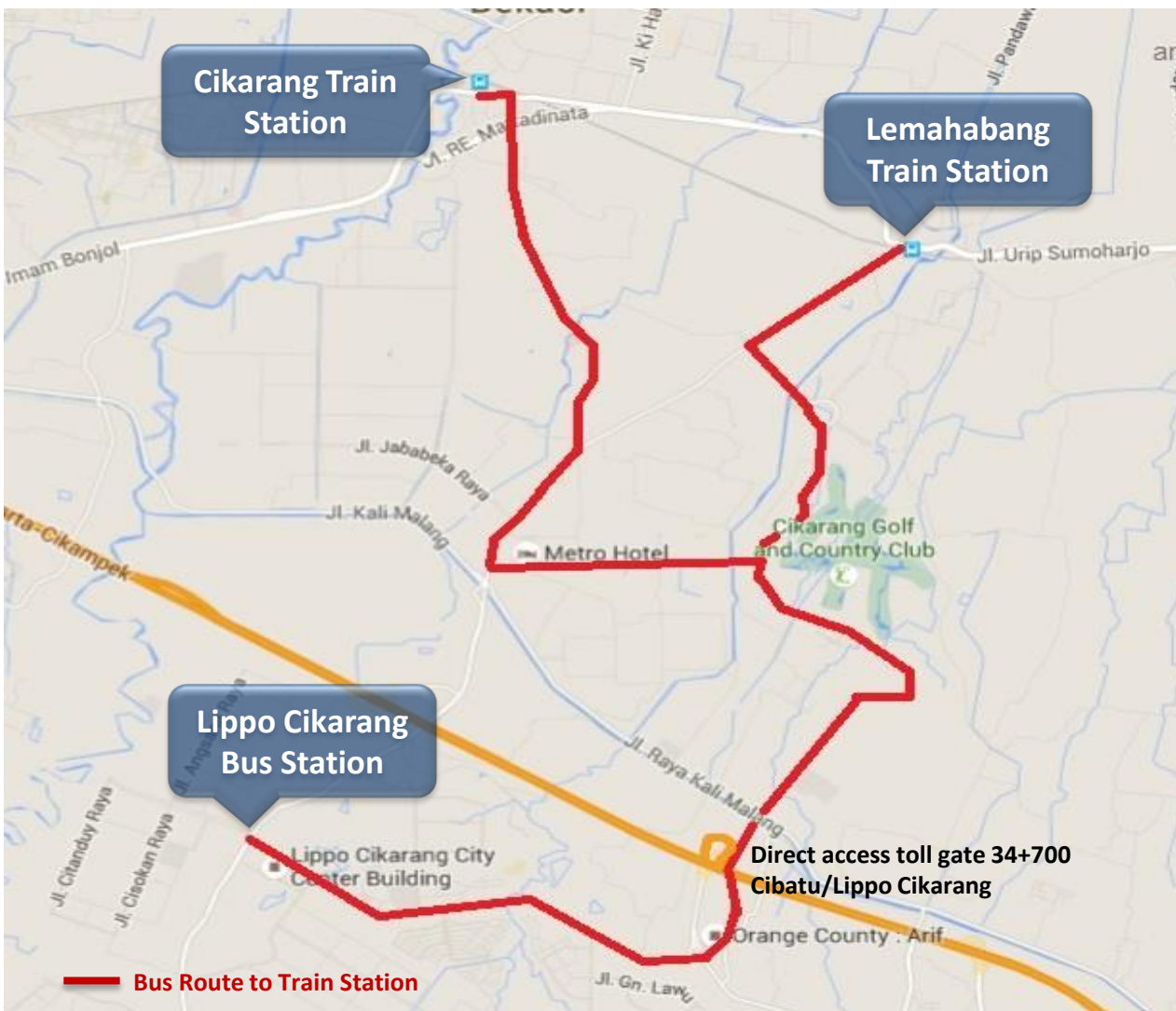


WWTP capacity : **10,000 Cu M/day**



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**

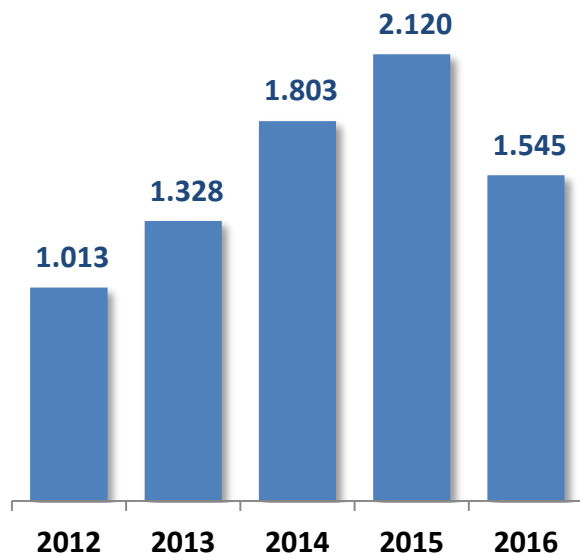
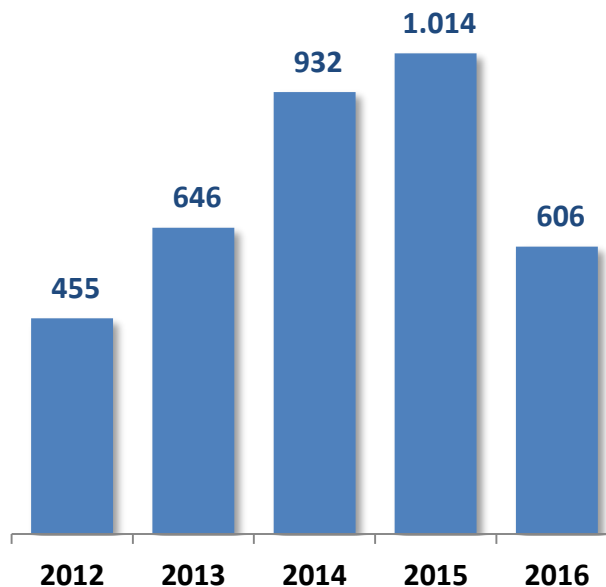
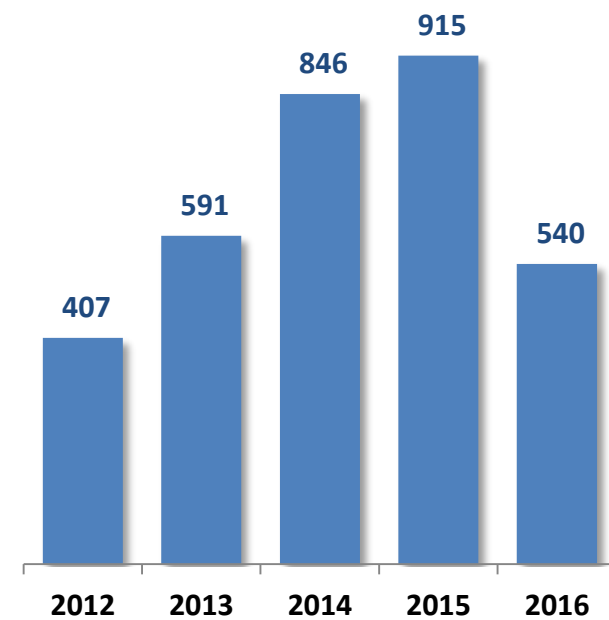
Cibatu KM 34.7

**Pasar Central**

Lippo Cikarang



Financial Performance

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

IDR Billion	Mar 2017	Dec 2016	Dec 2015	Dec 2014	Dec 2013
Assets	5.764	5.653	5.477	4.390	3.854
Debt	-	-	30	-	-
Liability	1.279	1.410	1.813	1.712	2.031
Equity	4.485	4.243	3.633	2.678	1.823
Return on Assets	3,2%	9,5%	16,7%	19,3%	15,3%
Return on Equity	4,1%	12,7%	25,2%	31,6%	32,4%
Net Gearing Ratio	-	-	0,01	-	-
Liability to Asset Ratio	0,22	0,25	0,33	0,39	0,53

Marketing Sales (IDR Billion)	2013	2014	2015	2016	Q1 2016	Q1 2017	B2017
Lippo Cikarang							
Residential	1.150	638	652	363	159	114	401
Commercial	159	133	53	-	-	4	-
Industrial	389	158	29	6	6	-	20
Total Lippo Cikarang	1.698	929	734	369	165	118	421
Orange County Residential	-	386	1.708	311	(5)	47	438
DS8 KSO	-	576	250	69	-	3	280
New Projects						-	530
Total Sales	1.698	1.891	2.692	749	160	169	1.669

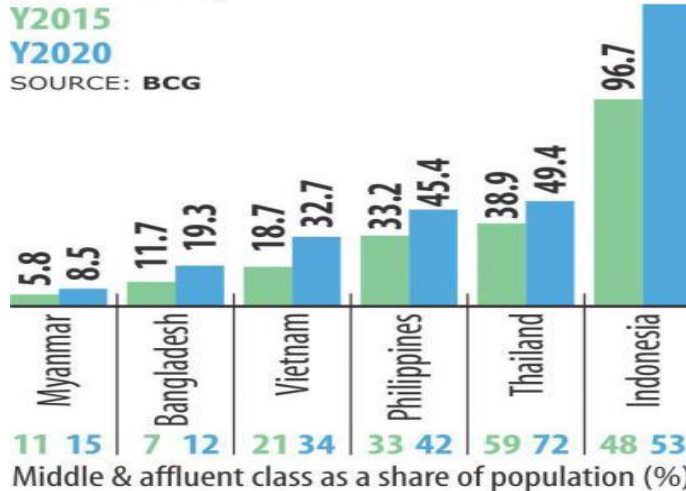
Appendices

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

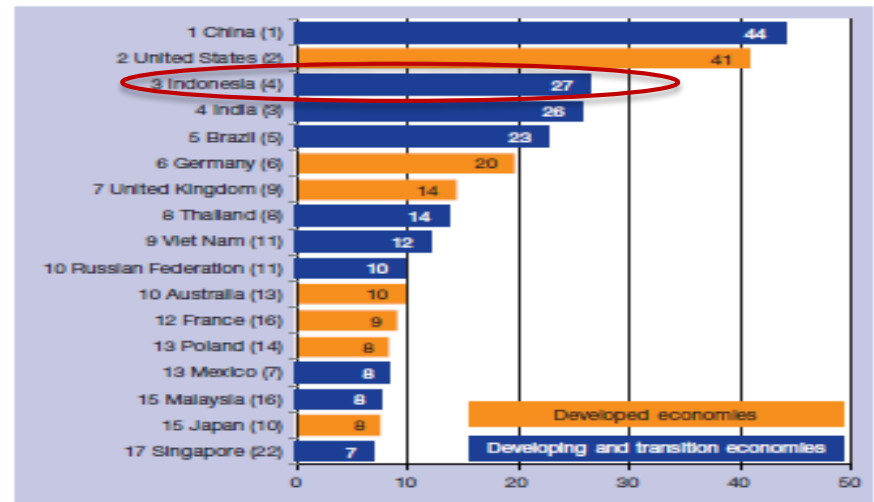
MIDDLE & AFFLUENT POPULATION IN ASIAN COUNTRIES (in millions)



Source : Indonesia Investment Coordinating Board, BCG, UNCTAD



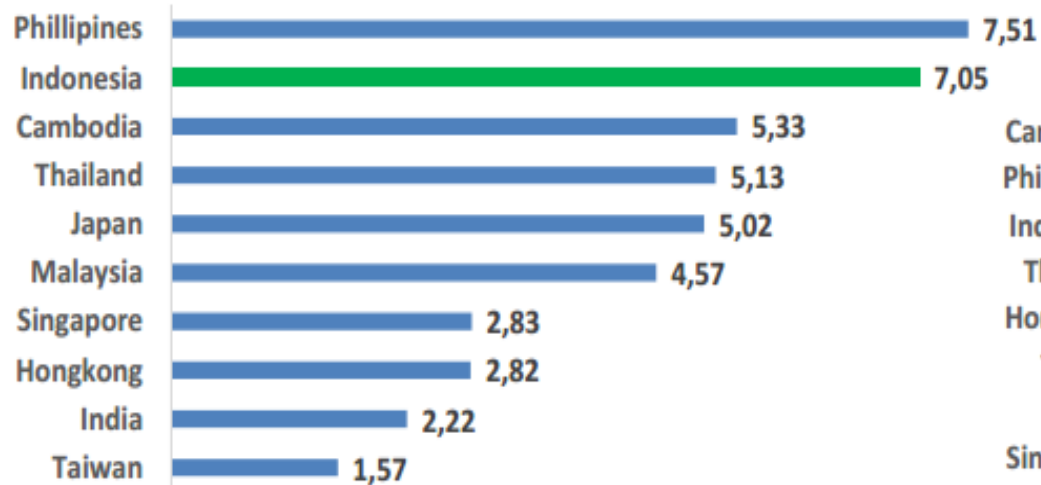
Figure 13. Almost no change from the past:
TNCs' top prospective host economies, 2014-2016
(Percentage of respondents selecting economy as a top destination)



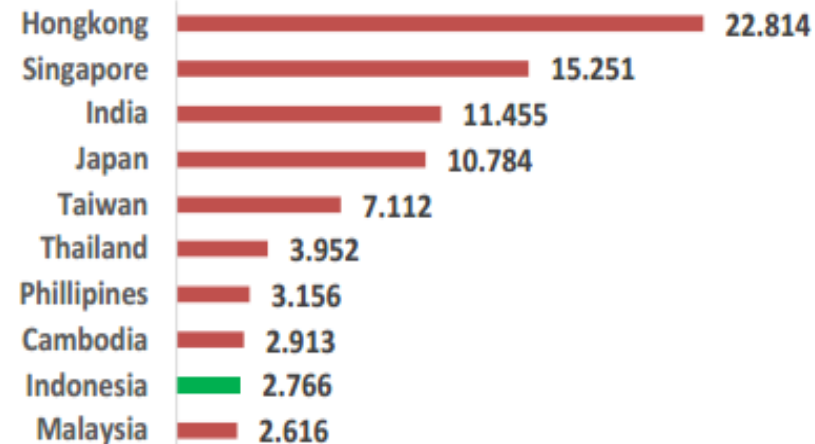
Source: UNCTAD survey.

- 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

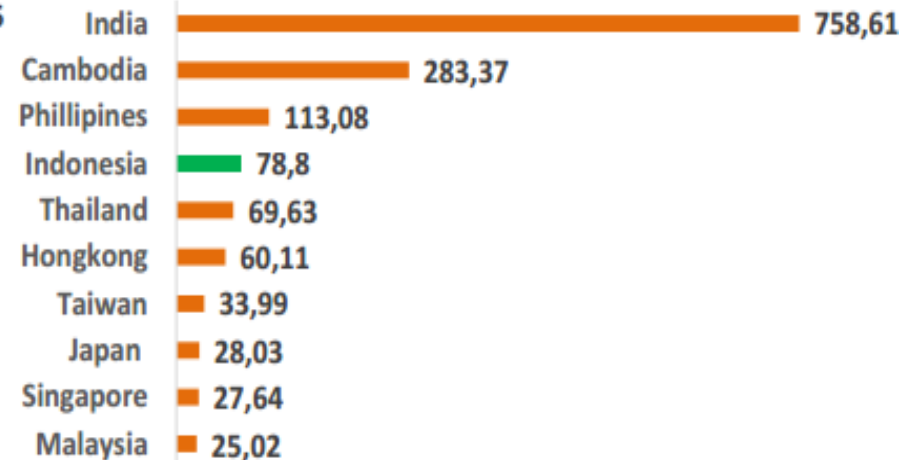
Rental Yield (%)



ASIA PACIFIC PROPERTY Price (USD/SQM)



Price per SQM/ GDP per Capita



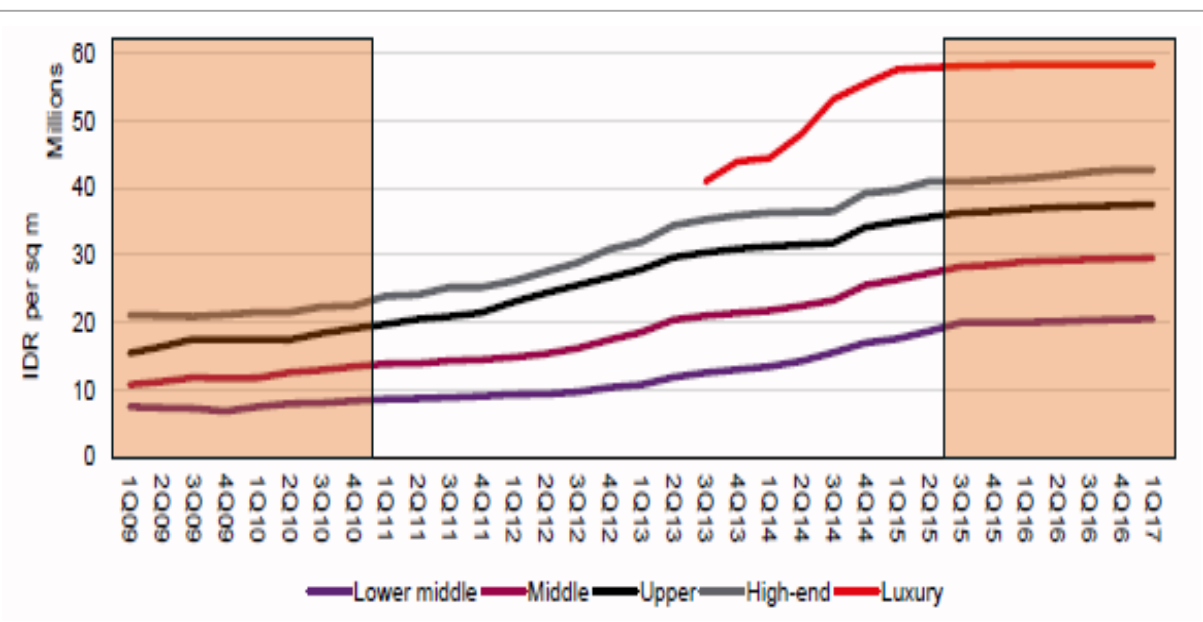
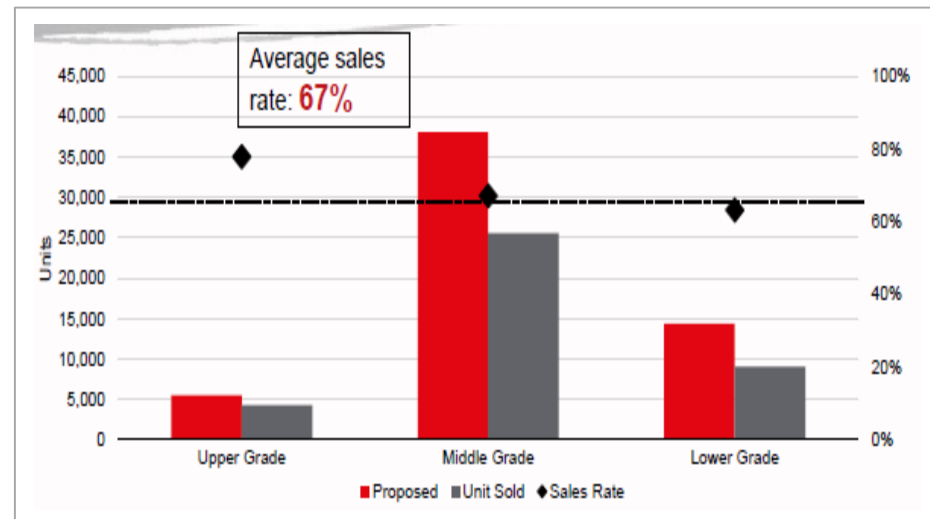
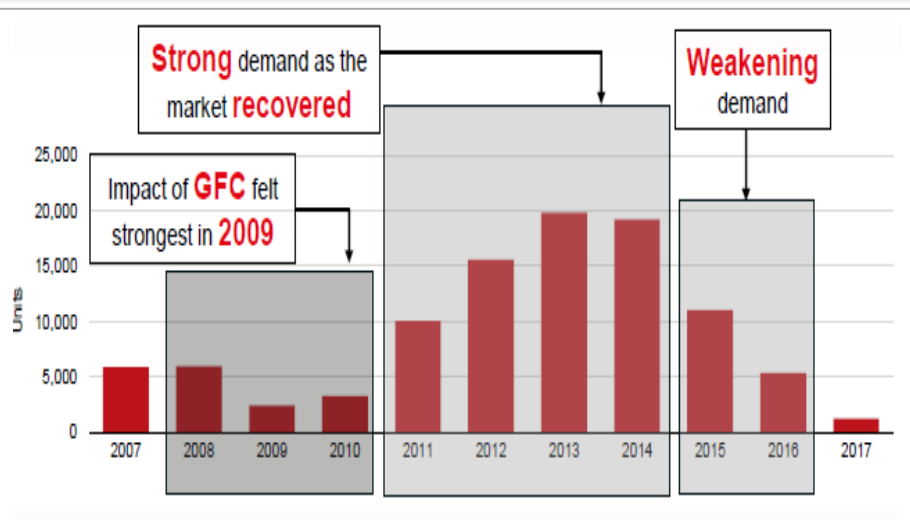
Source: Global Property Guide

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

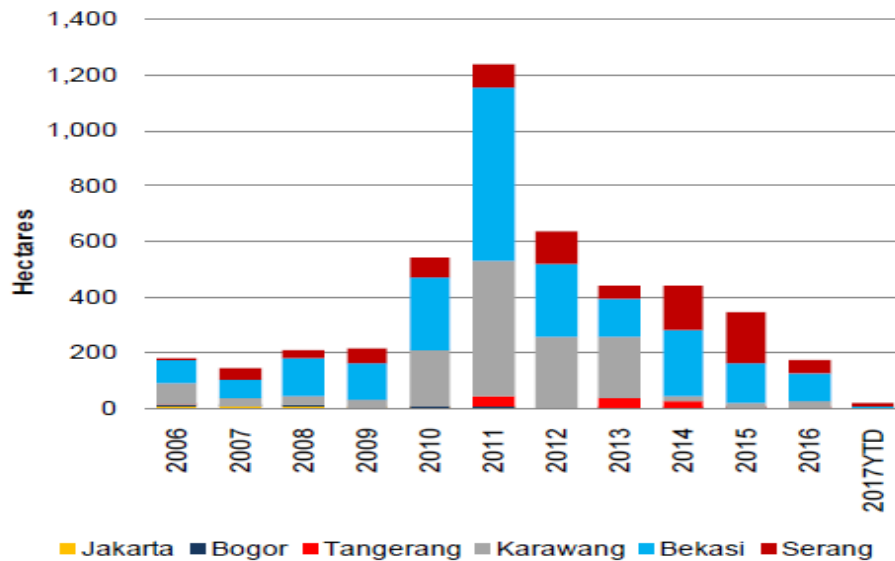
OPTIONS FOR FOREIGN OWNERSHIP :

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.

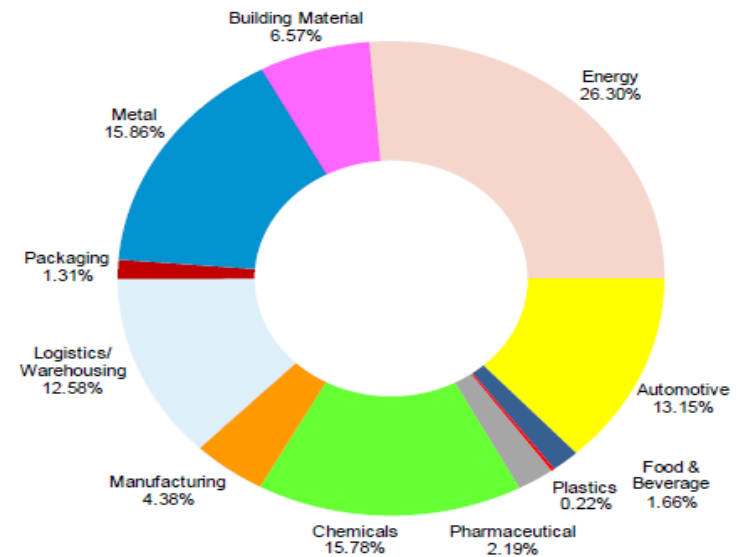


Source : Q1'2017 Market Review for Jakarta
Jones Lang LaSalle Research

Annual Industrial Land Absorption



Types of Active Industries During Q1 2017

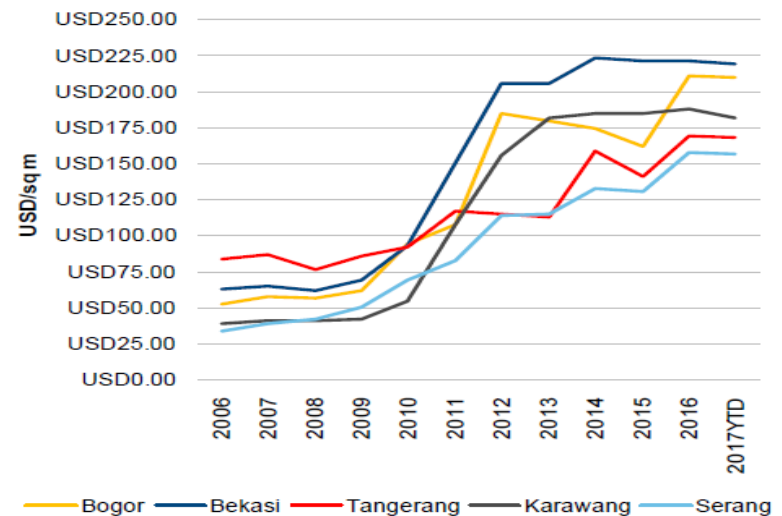


Industrial Land Prices and Maintenance Costs (in USD equivalent)

REGION	LAND PRICE (IN USD/SQ M)			MAINTENANCE COSTS (IN USD/SQ M/MONTH)		
	LOWEST	HIGHEST	AVERAGE	LOWEST	HIGHEST	AVERAGE
Bogor	120.00	299.65	209.82	0.06	0.06	0.06
Bekasi	179.79	239.72	219.30	0.06	0.08	0.07
Tangerang	149.82	187.28	168.55	0.03	0.08	0.06
Karawang	170.00	175.00	182.50	0.05	0.10	0.06
Serang	149.82	164.81	157.32	0.03	0.05	0.04

*1USD = Rp 13,349

Greater Jakarta Industrial Land Prices





Share Price As Per Mar 31, 2016

Closing Price : Rp 4,250
Day Volume : 504,600
Market Cap : Rp 3.0 trillion

1987-1997

The forerunner, PT Desa Dekalb established in 1987, and was transformed into PT Lippo Cikarang in 1995 located in Bekasi, West Java. Listed on stock exchange in 1997.

2004-2012

- Construction of Vassa Lake Residence at CBD Lippo Cikarang.
- Construction of industrial estate Delta Silicon 3 and 5.
- Construction of Lippo Cikarang City Walk.

2014

- Opening of Cibatu toll gate Km 34.7.
- Topping off Trivium Terrace Apartment, North Tower.
- Sold out Irvine Suites, and Wetwood at Orange County.

2016

- Signing MOU Lippo Group and Shenzhen bangun Indonesia Shenzhen Industrial Park business delegation.
- Signing MOU with TOTAL for Orange County's first phase development.

1999-2003

- Setting up the Master Plan for the development of high quality homes and green Lippo Cikarang.
- The construction of industrial estates, Delta Silicon 2.
- The construction of Vassa Residence.

2011-2013

- Start construction of Km 34.7 toll exit and access road.
- Hiked land value for industrial estates.
- Launch of Trivium Terrace Apartments.
- Grand opening of Japanese SMEs Center.

2015

- Signing of JV agreement with Mitsubishi for two residential towers.
- Sold out Pasadena, Burbank and Glendale Park tower in OC.
- Completed handover of Trivium Apartments, North Tower.

2016

- Appointed Kajima Indonesia to work on piling structure and design development for two apartments in collaboration with Mitsubishi at Orange County
- Appointed Kengo Kuma, a Japanese architect firm as design advisor for Orange County Masterplan Phase 1
- Presold Newport Park 87%



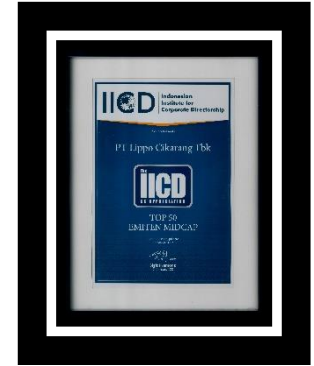
Lippo Cikarang received award **Indonesia Green Award 2017** for the category of development of biodiversity (from La Tofi School of CSR)



Lippo Cikarang received award **Indonesia Green Award 2017** for the category of Pioneer in pollution prevention (from La Tofi School of CSR)



Lippo Cikarang received award **Indonesia Green Award 2017** for the category of Saving water resources (from La Tofi School of CSR)



Lippo Cikarang included in **Top 50 Public Listed Companies for MidCap** for implementing Good Corporate Governance (from Indonesian Institute for Corporate Directorship)



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



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 selected by Analysts in 2017** (from Association of Indonesian Securities Analyst and CSA Institute)



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

Status	Number of Shares	%
Local Shareholder		
Individual	52.943.914	7,6%
Foundation	667.800	0,1%
Pension Fund	4.821.700	0,7%
Insurance	10.445.900	1,5%
Company	417.637.020	60,0%
Others	108.800	0,0%
Sub Total	486.625.134	69,9%
Foreign Shareholder		
Individual	4.787.500	0,7%
Company	204.587.366	29,4%
Others	-	0,0%
Sub Total	209.374.866	30,1%
Total	696.000.000	100,0%

Hong Kah Jin – Director Lippo Cikarang

Email : hong.kahjin@lippo-cikarang.com

Mark Wong – Executive Director Lippo Karawaci

Email : mark.wong@lippokarawaci.co.id

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