





PT. Lippo Cikarang Tbk 6M 2017 Largest Integrated Township East of Jakarta

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Table of Content

Corporate & Business Structure	1
Growth Strategies	2
Revenue & EBITDA Contribution	3
Income Statements	4
Map of Lippo Cikarang and Meikarta	5
Leadership Teams	6 - 7
Meikarta Projects	8 - 22
Other Lippo Cikarang Projects	23 - 26
Services	27 - 29
Complete Public Facilities	30
Financial Performance	31 - 34
Appendices	35 - 45



Corporate & Business Structure

PT. Lippo Karawaci Tbk

54.37%

Public

45.63%

As of 30 June 2017

No. of outstanding share: 696,000,000

Code: LPCK.IJ



Lippo Cikarang

Meikarta (CBD:Orange County)

East Jakarta Corridor

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

- Meikarta Residential: 12 mn sqm
 - 250,000 units
 - Central Park 100 ha
 - 4 layers Grid Road System
- Orange County as the CBD: (Presold 6 towers) (Irvine Suites, Westwood Suites, Pasadena Suites, Burbank Suites, Glendale Park, Newport Park)

Bekasi Barat

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

- Meikarta Commercial: 1,5 mn sqm
 - Shopping Street
 - Shopping Malls and Commercial Retail Spaces
 - Other Facilities: Hospitals, School, Universities,
 5-Star Hotels, Convention Center
- Orange County CBD: Lippo Mall (210,000 sqm)
- Bekasi Barat
- Martadinata
- Kalimalang
- Jababeka

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

Water Treatment Plant

Waste Water Treatment Plant



Residential

Commercial

Industrial

Service



Growth Strategies

Lippo Cikarang

Meikarta

East Jakarta Corridor

- Boosting marketing sales to capitalize on favorable demographic trends and housing requirements in eastern growth corridor.
- Widening product offering to cater to market needs.
- Enhance landbank value via visionary masterplan to develop a leading edge smart city.
- Offering affordable high quality high rise products in an integrated township in a strategic location in the heart of Indonesia's economic center.
- Development of Meikarta Shopping Center, Commercial Retail Spaces and a Mall in the Orange County CBD, including shopping street.
- Development of Offices, Hotels and other complementary products to support the commercial area.

- 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.

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

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

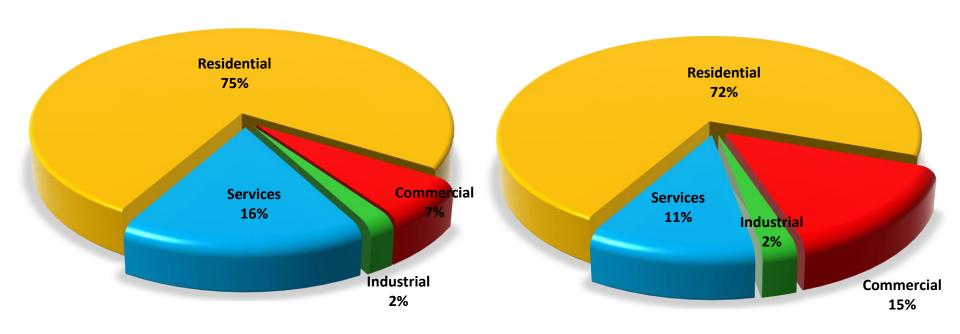
Strengthen the recurring revenue base by growing fee income contribution via providing management services for all completed developments.

LIPPO GROUP

Revenue & EBITDA Contribution

REVENUE 6M 2017: RP 842 Billion

EBITDA 6M 2017: RP 284 Billion



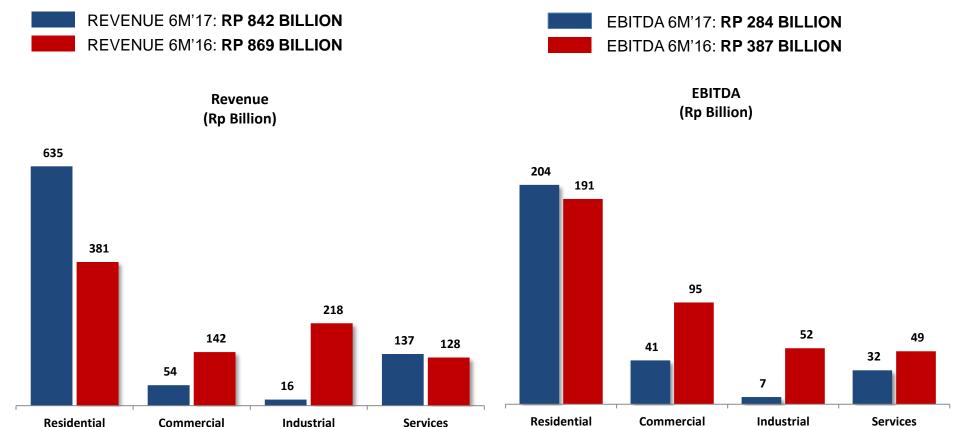
■ 6M 2017

■ 6M 2016

Income Statements

■ 6M 2017

■ 6M 2016



NPAT 6M'17: **RP 262 BILLION**NPAT 6M'16: **RP 355 BILLION**



Board of Commisioners



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

Board of Directors



Toto Bartholomeus President Director & Independent Director



Hong Kah Jin Director



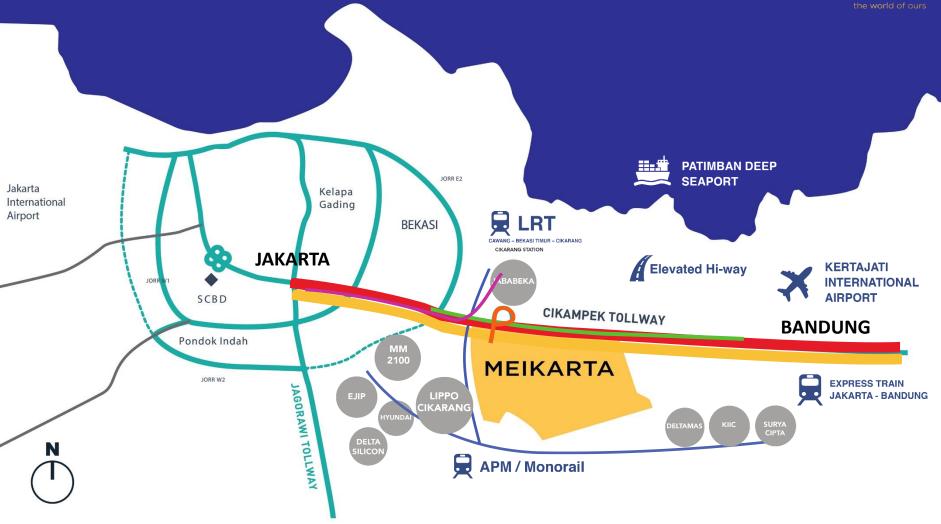
Ivan Budiono Director



Ju Kian Salim Director

Corridor of extraordinary economic growth. Surrounded by 6 Industrial Estates









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 INTERNATIONALAIRPORT

EST. VALUE: Rp 23 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 T COMPLETED BY: 2019

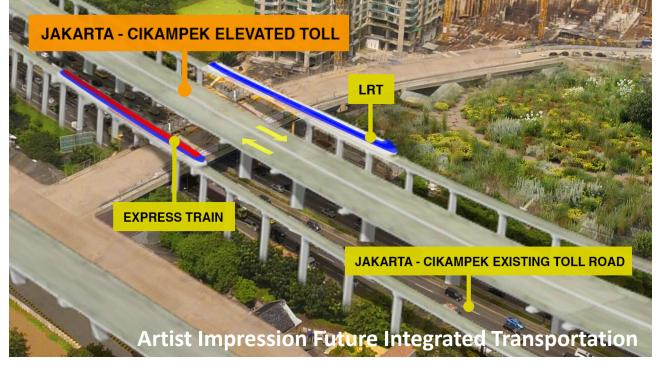


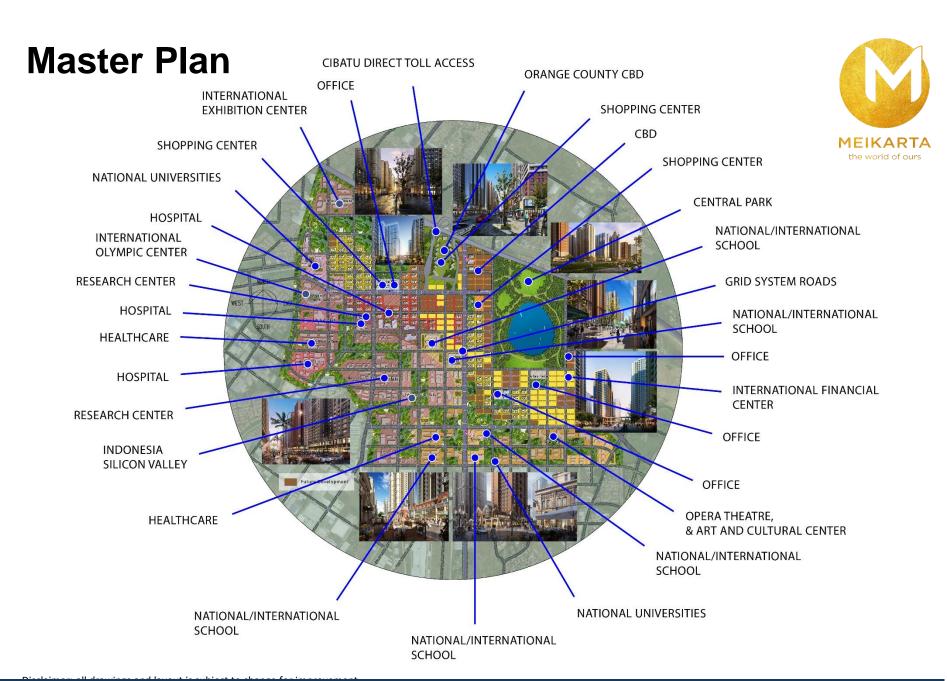
FUTURE TRANSPORTATION













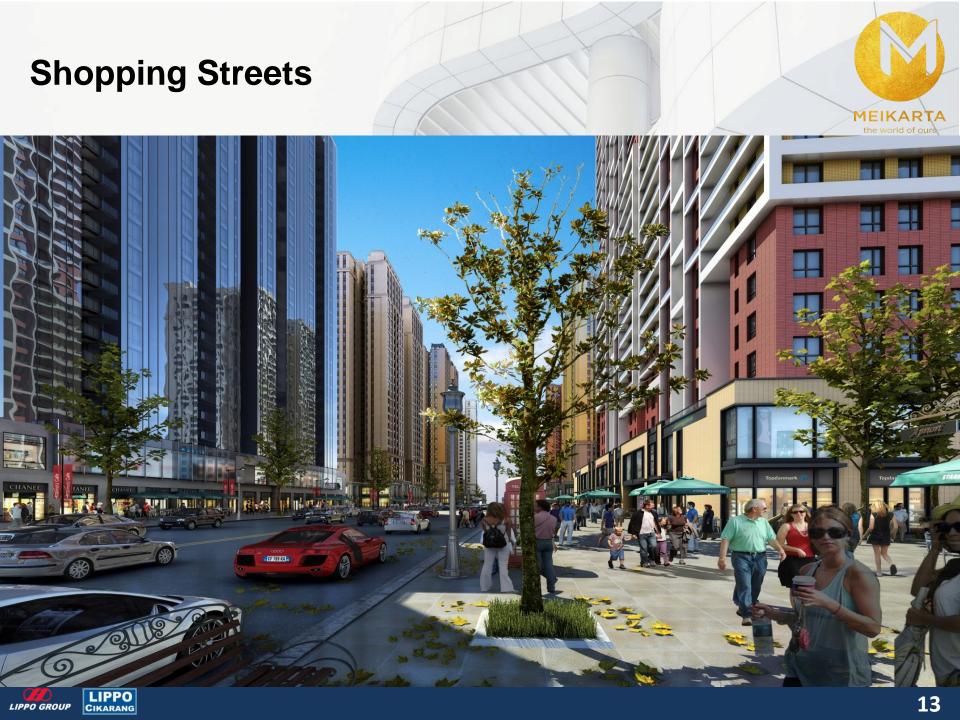
4 LAYERS OF WELL PLANNED ROAD NETWORKS

LRT / Monorail, Bus at below street level









Central Park of 100 Ha

Mini zoo, Lake, Forest, Lawn, Jogging & Walking track





Central Park of 100 Ha

Latest Real Construction Progress













Meikarta

Latest Real Construction Progress







The 5 Pillars of Development

Innovative
Infrastructure
&
transportation

Centre of Art, Culture, Education, & Health

HIGH Tech CBD & Research Hub

Green,
Sustainable,
& Beautiful
Environment

Business & Commercial Hub

- Massive Scale of Development
- New benchmark & trendsetter for future city
- not only in Jakarta but in South East Asia







American Style



European Style



Asian Style



Modern Style



SOLD (AS OF 30 JUNE 2017)

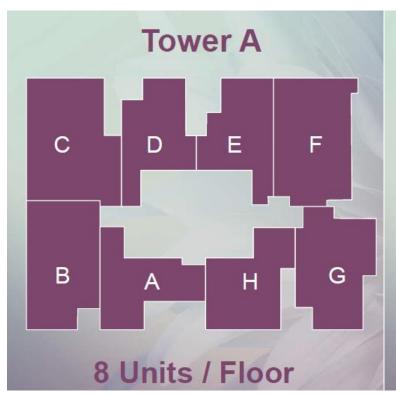
Launched Date	13 May 2017		
Marketing Sales	Rp 2,4 trillion		
Total Units	6.215		
Area (sqm)	362.112		
Est. ASP/ sqm	Rp 6,5 - 7,8 mn		

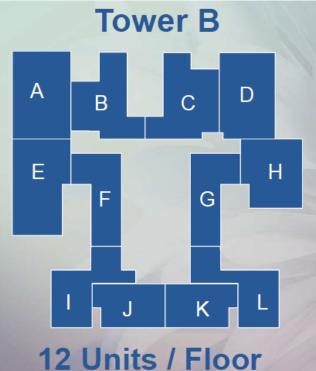
PAYMENT PROFILE

Cash	15 %
Mortgage	53 %
Installment	32 %











TOWER S 20 Units/ Floor

TOWER S2

Choice of Apartment Units:

- From:
 - Studio (21.91 m²)
 - 2 BR (33.37 62.30 m²)
 - 3 BR (63.82 75.23 m²)
 - 4 BR (82.98 98.29 m²)

37 Floors

TOWER S1

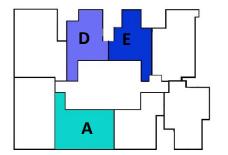
D1 C1 C2 C3 C5 A1 B1 B2 A2 a1 b1 b2 a2 C1 C2 C3 C5 d1 E1 E2 D2 C9 C8 C7 C6 A5 B5 B3 A3 a5 b5 b3 a3 C9 C8 C7 C6 d2





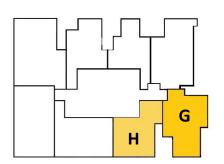
2 Bedroom

 \pm 58,96 m² Α D \pm 60,54 m^2 Ε \pm 62,30 m²



3 Bedroom

G H ± 75,23 m² ± 63,82 m²



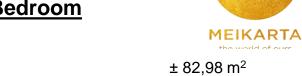


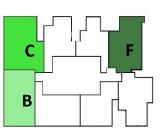
Unit G

Tower Type A

4 Bedroom

B C F







 \pm 98,29 m² ± 85,30 m²

Unit C



2 Bedroom

F	± 49,76 m ²
G	± 47,11 m ²
Н	\pm 56,75 m ²
I	\pm 52,56 m ²
J	$\pm 42,58 \text{ m}^2$
K	$\pm 42,58 \text{ m}^2$
L	$\pm 52,58 \text{ m}^2$

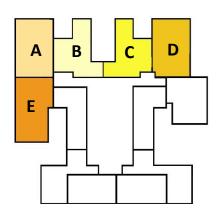
F G H

3 Bedroom

А	± 68,73 m ²
В	± 64,92 m ²
C	± 66,96 m ²
D	± 68,73 m ²
E	± 73,11 m ²

Unit H





Tower Type B



Unit E







UNIT B/b 21.91m²



Tower Type S

Studio and 2 Bedroom



A/ a	± 21,91 m ²
B/b	± 21,91 m ²
C/ c	$\pm 35,76 \text{ m}^2$
D/ d	\pm 50,42 m ²
E/ e	$\pm 33,37 \text{ m}^2$







Ė

UNIT A/a 21.91m²



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%



ORANGE COUNTY

THE NEW CALIFORNIA CITY



ORANGE COUNTY

IRVINE SUITES

Launched: 29 Nov 2014 SGA Sold: 24,545 sqm

ASP : Rp 13,6 Mil / sqm

Pre – Sold : Rp 333 bil (100%)

Payment : Cash 5%

Profile Mortgage 3% Instalment 92%

WESTWOOD SUITES

Launched : 29 Nov 2014 SGA Sold : 21,677 sqm

ASP : Rp 14,6 Mil / sqm

Pre – Sold : Rp 318 bil (100%)
Payment : Cash 10%

Payment : Cash 10%
Profile Mortgage 2%

Instalment 88%

PASADENA SUITES

Launched: 7 Mar 2015 SGA Sold: 26,338 sqm

ASP : Rp 15,1 Mil / sqm Pre – Sold : Rp 400 bil (100%)

Payment : Cash 17%

Profile Mortgage 6%

Instalment 77%

BURBANK SUITES

Launched: 29 Jun 2015

SGA Sold : 26,618 sqm ASP : Rp 15.5 Mil.

ASP : Rp 15,5 Mil / sqm Pre – Sold : Rp 411 bil (100%)

Payment : Instalment 80%

Profile : Downpayment 20%

GLENDALE PARK

Launched: 5 Dec 2015

SGA Sold : 27,520 sqm

ASP : Rp 16 Mil / sqm

Pre - Sold : Rp 441 bil (93%)

Payment : Cash 9%

Profile Mortgage 4%

Instalment 87%

NEWPORT PARK

Launched : 26 Nov 2016 SGA Sold : 21,667 sqm

ASP : Rp 18 Mil / sqm

Pre – Sold : Rp 390 bil (87%)

Payment : Cash 11%

Profile Mortgage 6%

Instalment 83%



Latest Construction Progress Orange County







East Jakarta Corridor







Services



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.





Services

WATER TREATMENT PLANT



WTP III 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)

Services

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

Complete Public Facilities

WATER BOOM
Leisure & Excitement



5 STARS HOTEL 4 STARS Hotel Hotel Sahid Jaya & Grand Zuri Hotel



DRIVING RANGELeisure & Excitement



INTERNATIONAL HOSPITAL Siloam Hospital



SERVICED APARTMENTS
AXIA



SPORT VILLAGE



COMMERCIAL CENTEREaston Commercial Center



SHOPPING MALLMall Lippo Cikarang



TOLL EXITCibatu KM 34.7



INTERNATIONAL SCHOOL

Sekolah Pelita Harapan



LIFESTYLE MALL Lippo Cikarang Citywalk



Pasar Central Lippo Cikarang

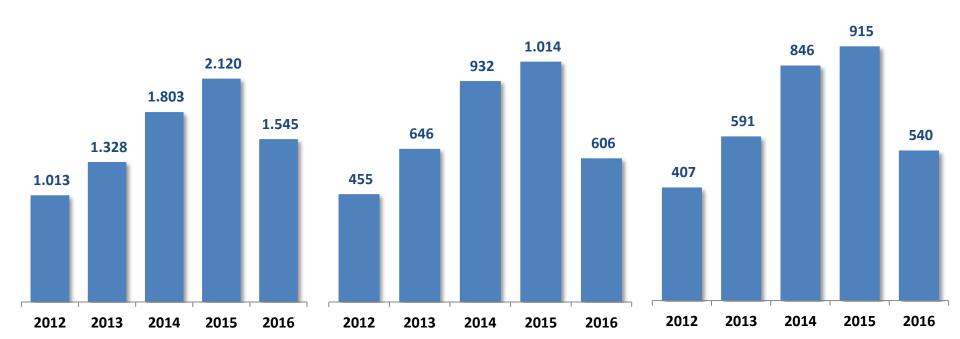


Financial Performance



Financial Highlights





Balance Sheet

IDR Billion	Jun 2017	Dec 2016	Dec 2015	Dec 2014	Dec 2013
Assets	6.225	5.653	5.477	4.390	3.854
Debt		-	30	-	-
Liability	1.669	1.410	1.813	1.712	2.031
Equity	4.556	4.243	3.633	2.678	1.823
Return on Assets	8,4%	9,5%	16,7%	19,3%	15,3%
Return on Equity	11,5%	12,7%	25,2%	31,6%	32,4%
Net Gearing Ratio		-	0,01	-	-
Liability to Asset Ratio	0,27	0,25	0,33	0,39	0,53

Marketing Sales

Marketing Sales (IDR Billion)	2013	2014	2015	6M 2016	6M 2017	B 2017
Lippo Cikarang						
Residential	1.150	638	652	293	(30)	401
Commercial	159	133	53	-	54	-
Industrial	389	158	29	6	-	20
Total Lippo Cikarang	1.698	929	734	299	24	421
Orange County Residential	-	386	1.708	8	37	438
DS8 KSO	-	576	250	20	39	280
Meikarta	-	-	-	-	2.397	
New Project	-	-	-	-	-	530
Total Sales	1.698	1.891	2.692	327	2.497	1.669

Appendices



Indonesia's Attractive Growing Market

Economic Indicators

2018 ption
5.4
3.5
13.500
5.3
48
800

Source: Bank of Indonesia, Statistics Indonesia, World Bank

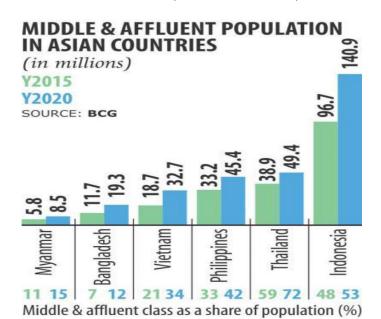
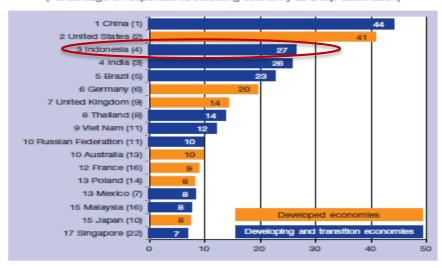


Figure 13. Almost no change from the past: TNCs' top prospective host economies, 2014–2016 (Percentage of respondents selecting economy as a top destination)



Source: UNCTAD survey.

Source: Indonesia Investment Coordinating Board, BCG, UNCTAD

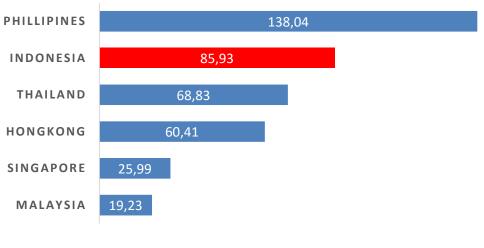




Indonesian Property Potential Growth

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

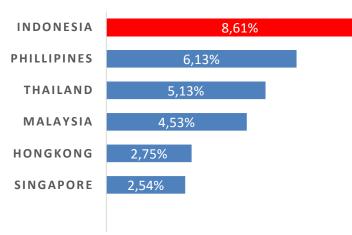
PRICE PER SQM/ GDP PER CAPITA



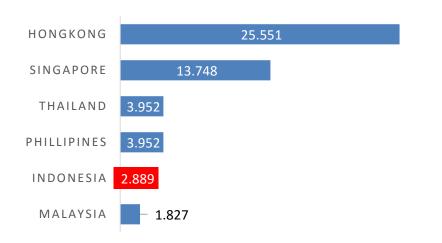
Source: Global Property Guide

ASIA PACIFIC PROPERTY

RENTAL YIELD



PROPERTY PRICE (USD/SQM)



Property Foreign Ownership

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

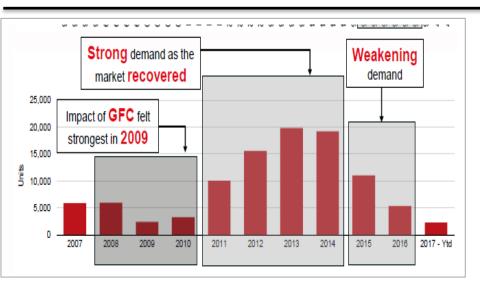
residence in Indonesia for an initial 30 years, extendable for

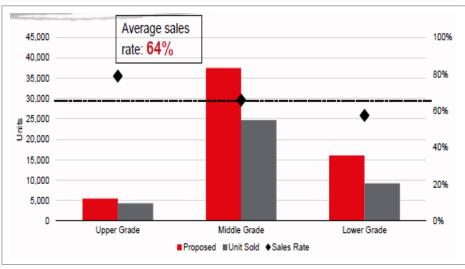
another 20 years and renewable for another 30 years

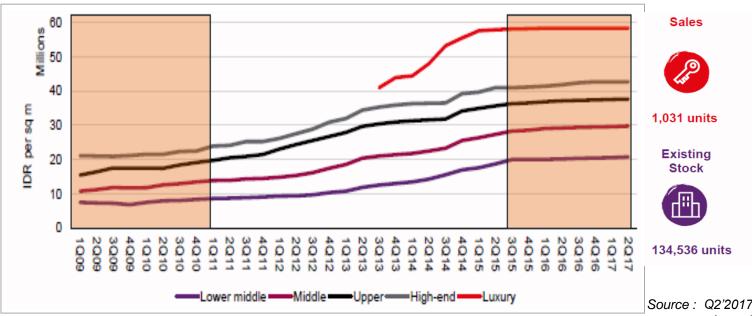
OPTIONS FOR FOREIGN OWNERSHIP:

- 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.

Jakarta Condominium Market







Launches



New











59,054 units



64%

Flat

Sales

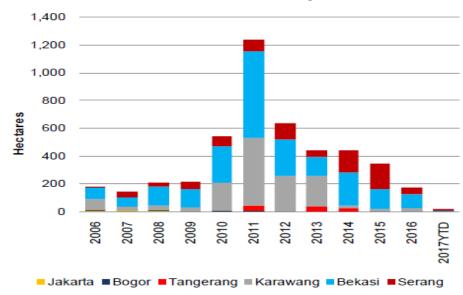
Prices

Source: Q2'2017 Market Review for Jakarta Jones Lang LaSalle Research



Jakarta Industrial Market

Annual Industrial Land Absorption

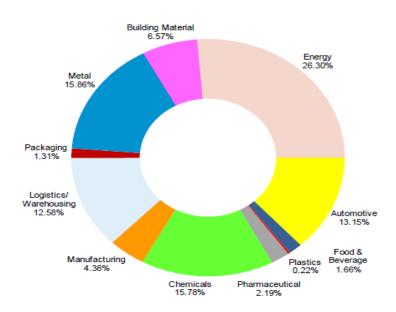


Industrial Land Prices and Maintenance Costs (in USD equivalent)

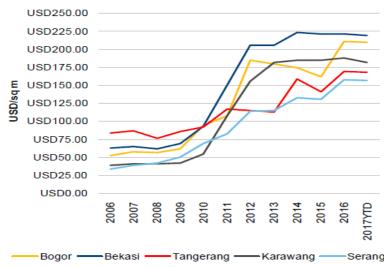
REGION	LAND PRICE (IN USD/SQ M)			MAINTENANCE COSTS (IN USD/SQ M/MONTH)			
	LOWEST	HIGHEST	AVERAGE	LOWEST	HIGHEST	AVERAGE	
Bogor	120.00	299.65	209.82	0.06	0.06	0.06	
Bekasi	179.79	239.72	219.30	0.06	0.08	0.07	
Tangerang	149.82	187.28	168.55	0.03	0.08	0.06	
Karawang	170.00	175.00	182.50	0.05	0.10	0.06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

*1USD = Rp 13,349

Types of Active Industries During Q1 2017



Greater Jakarta Industrial Land Prices



Stock Performance



Share Price As Per Jun 30, 2017

Closing Price : Rp 4,110 Day Volume : 128,300

Market Cap : Rp 2.9 trillion



Key Milestones

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.

2015

towers.

Signing of JV agreement with

Mitsubishi for two residential

· Sold out Pasadena, Burbank and

Glendale Park tower in OC.

Apartments, North Tower.

Completed handover of Trivium

2017

Launch Meikarta, a beautiful megacity that wll covers 22 million sqm in GFA at the exit tol Cibatu, Km 34,7, complete with infrastructure and facilities so it will be self contained city for people to live, work and play

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.
- Apartments.
- Center.

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.
- 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%

- **Launch of Trivium Terrace**
- **Grand opening of Japanese SMEs**



Latest Awards



Lippo received
World Indonesian
Record 2017 for selling
highest number of apartment
units in a day for Meikarta
launching event

(from MURI- Indonesian Museum of World Record)



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
Indonesia Green Award 2017
for the category of
Pioneer in pollution prevention
(from La Tofi School of CSR)



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
Indonesia Green Award 2017
for the category of
Saving water resources
(from La Tofi School of CSR)



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



Lippo Cikarang received

Certificate Appreciation selected by

Analysts in 2017

(from Association of Indonesian Securities Analyst and CSA Institute)



Shareholder Composition

Status	Number of Shares	%
Local Shareholder		
Individual	65.844.114	9,5%
Foundation	672.800	0,1%
Pension Fund	2.879.400	0,4%
Insurance	9.469.500	1,4%
Company	412.521.351	59,3%
Others	25.000	0,0%
Sub Total	491.412.165	70,6%
Foreign Shareholder		
Individual	5.887.700	0,8%
Company	198.700.135	28,5%
Others	-	0,0%
Sub Total	204.587.835	29,4%
Total	696.000.000	100,0%

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