



PT. Lippo Cikarang Tbk Q1 2016
Largest Integrated Township East of Jakarta

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PT. Lippo Karawaci Tbk

54.37%

Publik

45.63%

As of 31 Mar 2016

No. of outstanding share : 696,000,000

Code : LPCK.IJ

**LIPPO
CIKARANG**

Lippo Cikarang

Orange County

East Jakarta Corridor

Residential

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

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

- Bekasi Barat

Commercial

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

- Lippo Sixty One
- Maxxbox Orange County

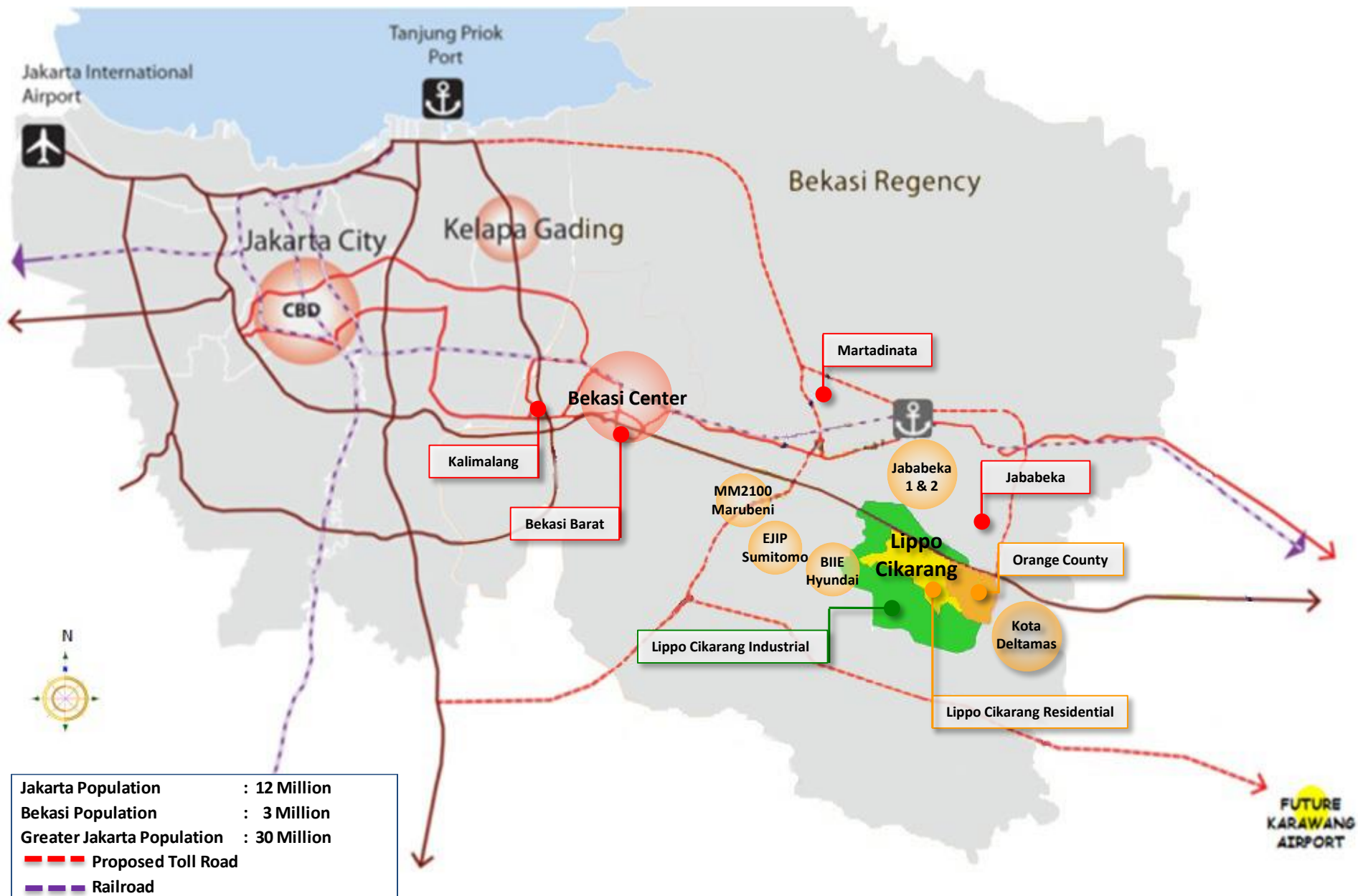
- Bekasi Barat
- Martadinata
- Kalimalang
- Jababeka

Industrial

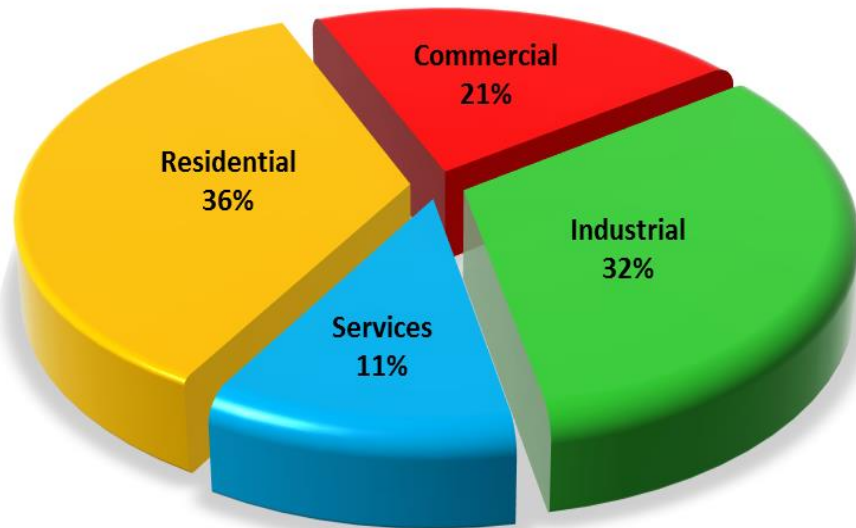
- Delta Silicon 8
- Delta Silicon Industrial Park
- Japanese SMEs Center

Service

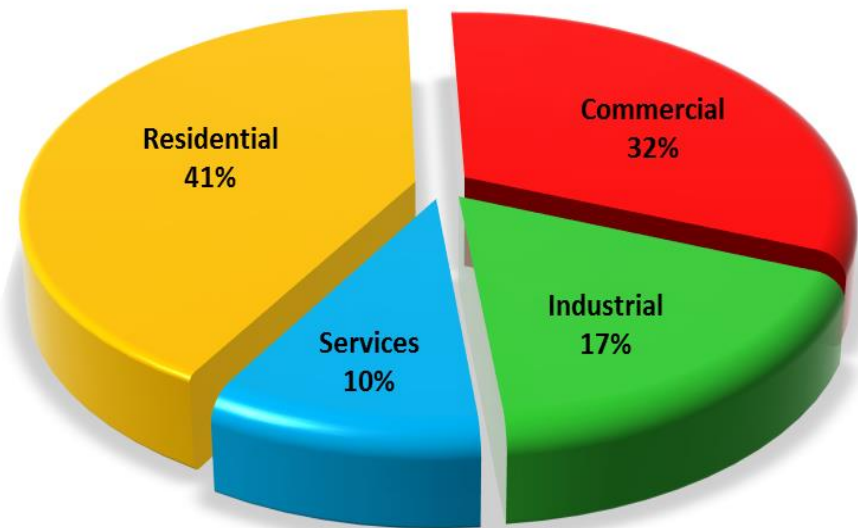
- Town Management
- Water Treatment Plant
- Waste Water Treatment Plant

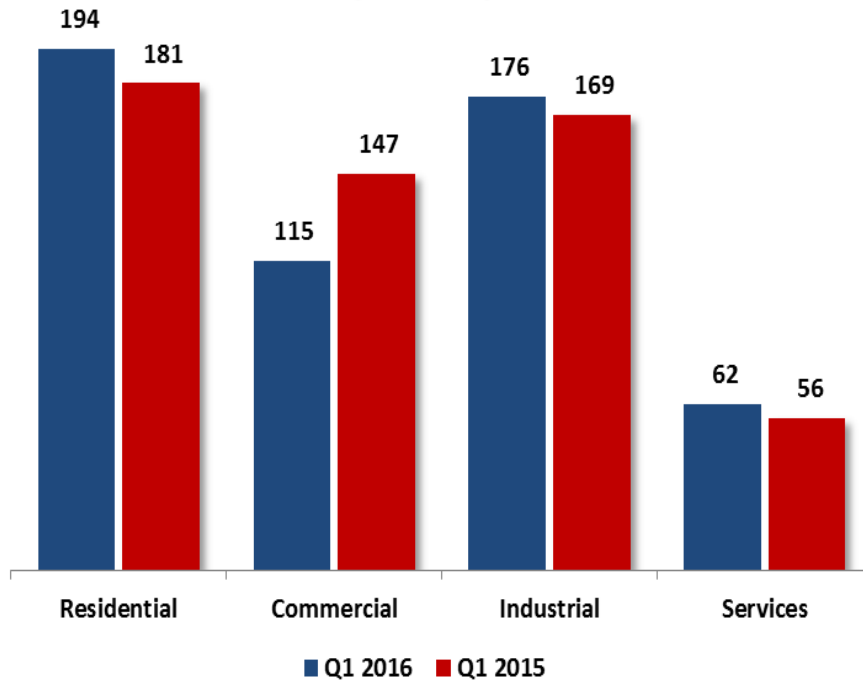
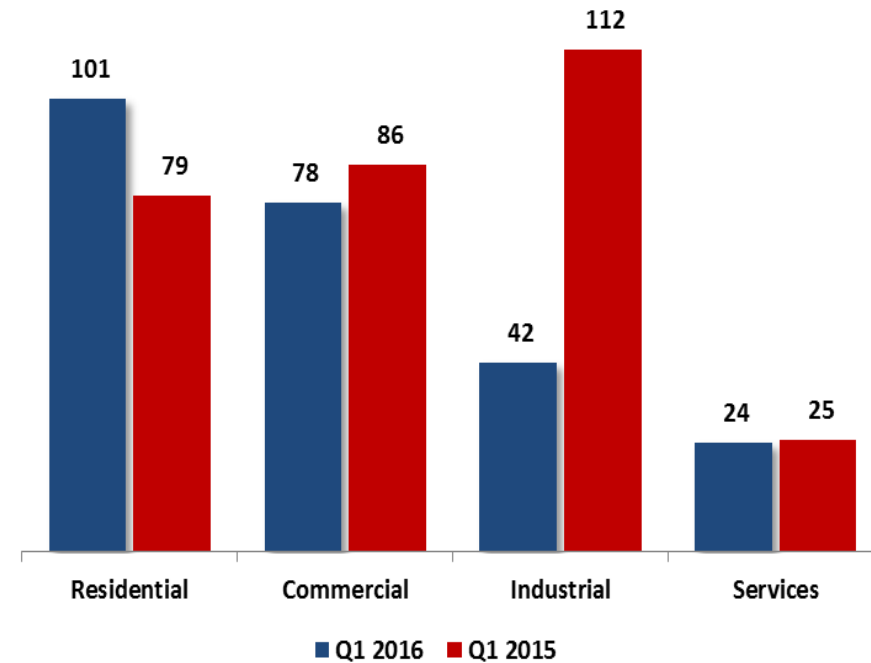


REVENUE Q1 2016: IDR546B



EBITDA Q1 2016: IDR246B



REVENUE
(IDR Billion)EBITDA
(IDR Billion)

■ REVENUE Q1 2016: IDR546B
 ■ REVENUE Q1 2015: IDR553B ↓ -1%

■ NET PROFIT Q1 2016: IDR223B
 ■ NET PROFIT Q1 2015: IDR275B ↓ -19%

■ EBITDA Q1 2016: IDR246B
 ■ EBITDA Q1 2015: IDR302B ↓ -19%

Lippo Cikarang

Orange County

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.

Board of Commisioners:



Lee Heok Seng
President
Commissioner



Ketut Budi Wijaya
Vice President
Commissioner



Ganesh C. Grover
Independent
Commissioner



Hadi Cahyadi
Independent
Commissioner



Setyono D. Darmono
Independent
Commissioner



Sugiono Djauhari
Commissioner



Chan Chee Meng
Commissioner

Board of Directors



Toto Bartholomeus
President Director &
Independent Director



Hong Kah Jin
Director



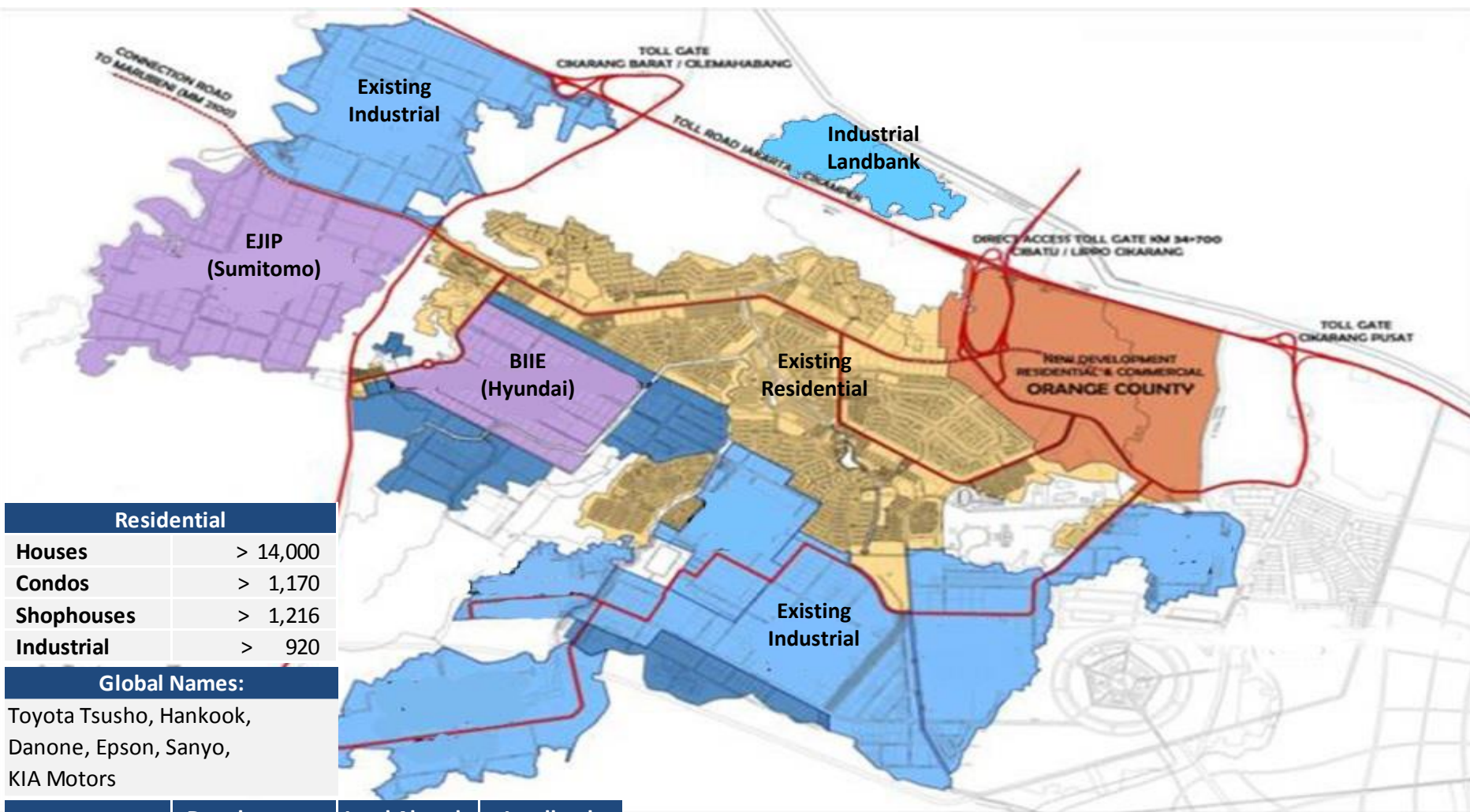
**Stanley Ang
Meng Fatt**
Director



Norita Alex
Director



Ju Kian Salim
Director



Residential

Houses	> 14,000
Condos	> 1,170
Shophouses	> 1,216
Industrial	> 920

Global Names:

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

	Development Rights	Land Already Acquired	Landbank Inventory
Perumahan	887 ha	981 ha	148ha
Industrial	2,364 ha	1,840ha	345ha
Population	> 47,700		
Workers	> 448,000		

North Tower

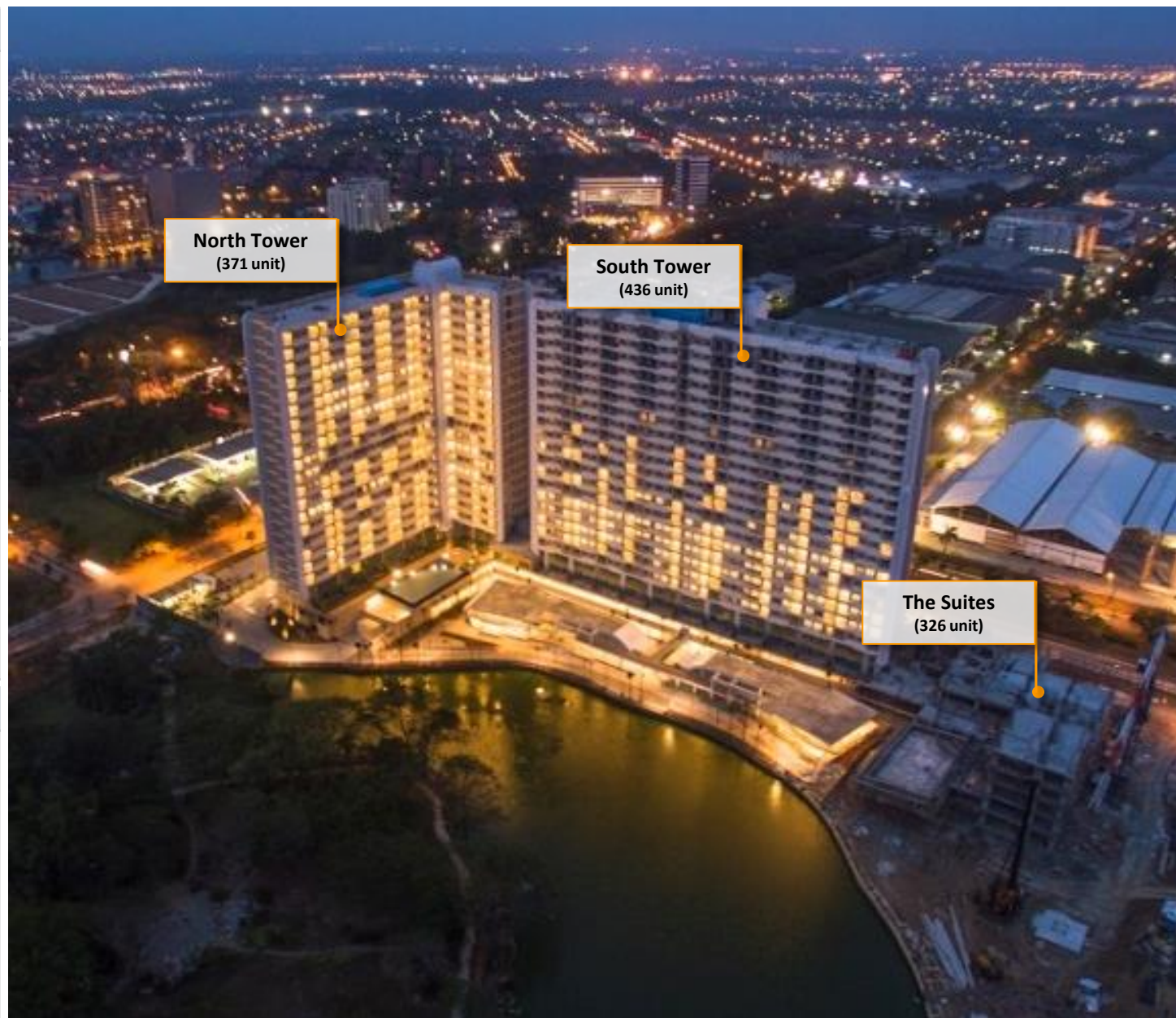
Launched	: 24 Nov 2012
SGA Sold	: 20,897 sqm
ASP	: Rp 13 Mil / sqm
Pre – Sold	: Rp 274 bil (100%)
Payment	: Cash 21%
Profile	Mortgage 57%
	Instalment 22%

South Tower

Launched	: 1 Jun 2013
SGA Sold	: 23,787 sqm
ASP	: Rp 14 Mil / sqm
Pre – Sold	: Rp 341 bil (100%)
Payment	: Cash 23%
Profile	Mortgage 24%
	Instalment 53%

The Suites

Launched	: 22 Feb 2014
SGA Sold	: 18,093 sqm
ASP	: Rp 16 Mil / sqm
Pre – Sold	: Rp 317 bil (89%)
Payment	: Cash 24%
Profile	Mortgage 26%
	Instalment 51%



LANDBANK

Total Area : 332 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	: 24,545 sqm
ASP	: Rp 13 Mil / sqm
Pre – Sold	: Rp 333 bil (100%)
Payment	: Cash 5%
Profile	Mortgage 3%
	Instalment 92%

WESTWOOD SUITES

Launched	: 29 Nov 2014
SGA Sold	: 24,394 sqm
ASP	: Rp 13 Mil / sqm
Pre – Sold	: Rp 317 bil (89%)
Payment	: Cash 10%
Profile	Mortgage 2%
	Instalment 88%

PASADENA SUITES

Launched	: 7 Mar 2015
SGA Sold	: 26,609 sqm
ASP	: Rp 16 Mil / sqm
Pre – Sold	: Rp 422 bil (100%)
Payment	: Cash 17%
Profile	Mortgage 6%
	Instalment 77%

BURBANK SUITES

Launched	: 29 Jun 2015
SGA Sold	: 26,617 sqm
ASP	: Rp 16 Mil / sqm
Pre – Sold	: Rp 412 bil (100%)
Payment	: Instalment 80%
Profile	: Downpayment 20%

GLENDALE PARK

Launched	: 5 Dec 2015
SGA Sold	: 27,705 sqm
ASP	: Rp 18 Mil / sqm
Pre – Sold	: Rp 504 bil (97%)
Payment	: Cash 9%
Profile	Mortgage 4%
	Instalment 87%

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

WTP II capacity : **30,000** Cu M/day

WTP III capacity : **40,000** Cu M/day



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

WASTE WATER TREATMENT PLANT

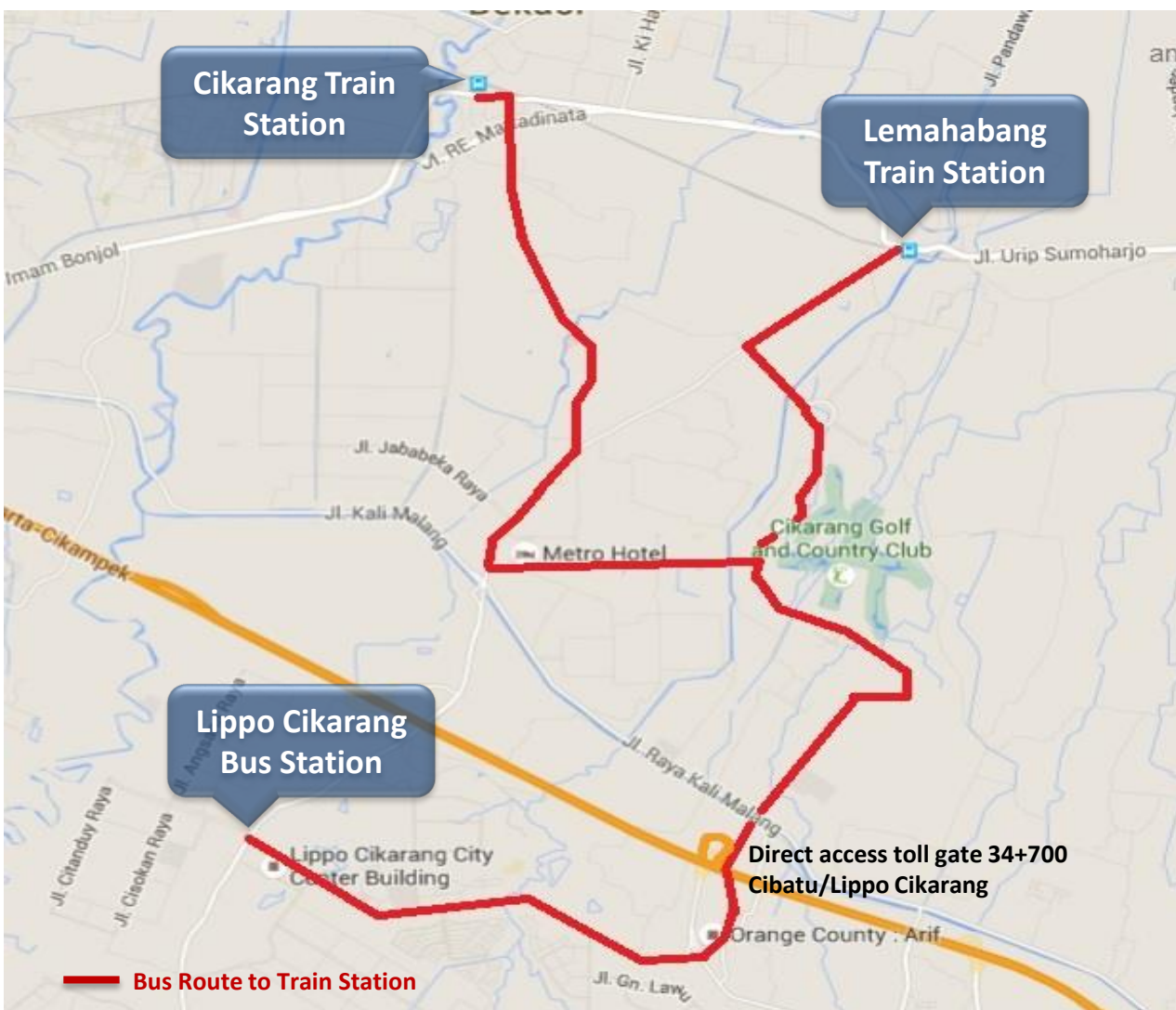


WWTP capacity : **10,000** Cu M/day



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**

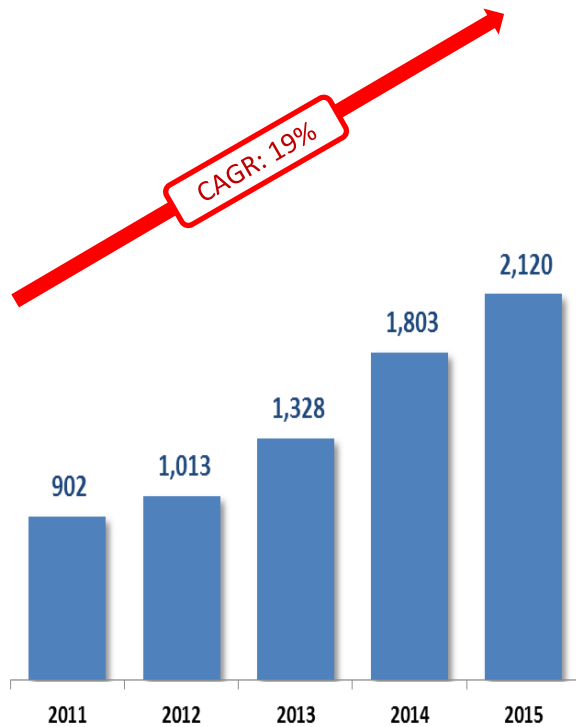
Cibatu KM 34.7

**Pasar Central**

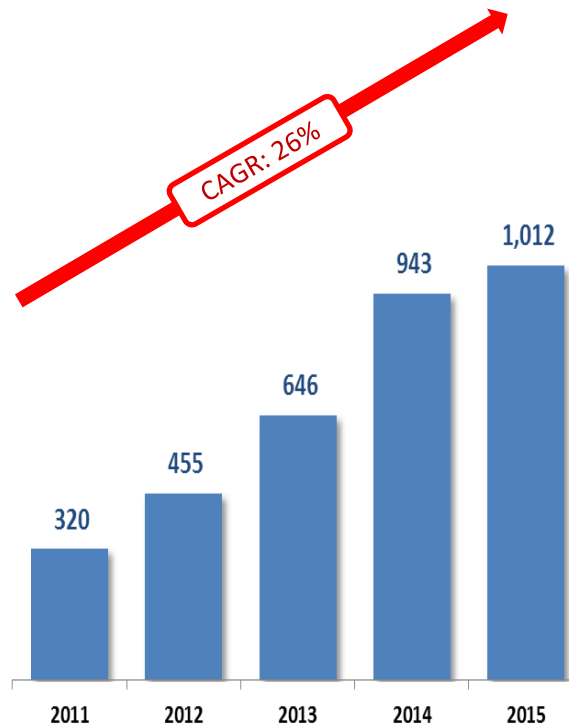
Lippo Cikarang



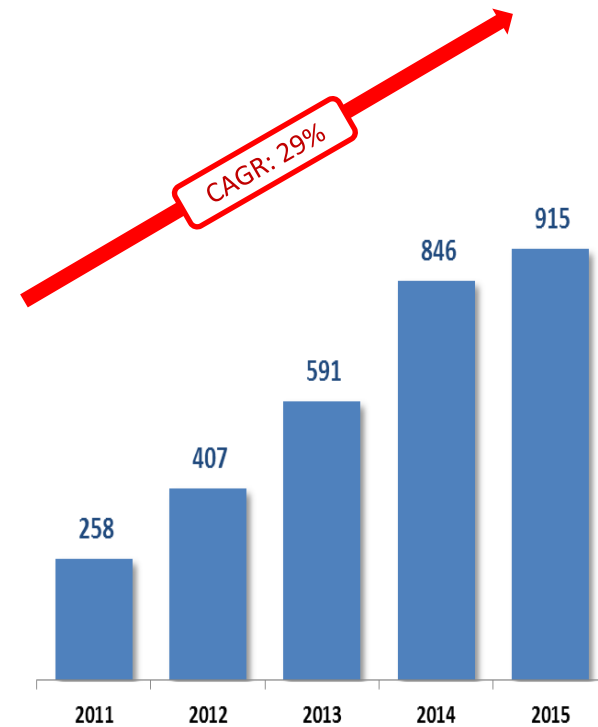
Financial Performance



REVENUE
(IDR Billion)



EBITDA
(IDR Billion)



Net Profit
(IDR Billion)

IDR Billion	Q1 2016	2015	2014	2013	2012
Assets	5,545	5,477	4,390	3,854	2,832
Debts	-	30	-	-	-
Liabilities	1,669	1,813	1,712	2,031	1,604
Equity	3,876	3,633	2,678	1,823	1,228
Return on Assets	18.3%	16.7%	19.3%	15.3%	14.4%
Return on Equity	26.1%	25.2%	31.6%	32.5%	33.1%
Net Gearing Ratio	-	0.01	-	-	-
Liability to Asset Ratio	0.30	0.33	0.39	0.53	0.57

Able to leverage up to IDR1.7T, assuming a net gearing ratio of 40%.

* As of 31st December (Unless otherwise stated)

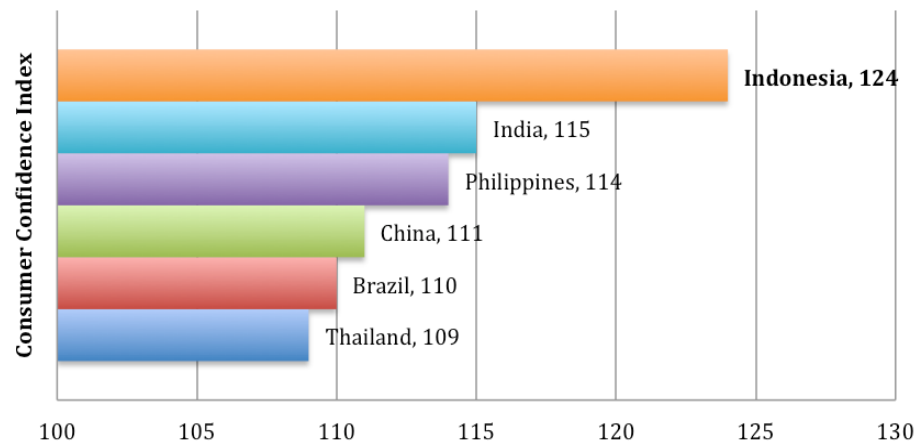
Product Segment (IDR Billion)	2012	2013	2014	2015	Q1 2015	Q1 2016	B2016
Lippo Cikarang							
Residential	805	1,150	638	652	194	159	900
Commercial	115	159	133	53	38	-	50
Industrial	1,141	389	158	29	17	6	50
Total Lippo Cikarang	2,061	1,698	929	734	249	165	1,000
Orange County Residential	-	-	386	1,708	793	(5)	900
DS8 KSO	-	-	576	250	234	-	500
Total Sales	2,061	1,698	1,891	2,692	1,276	160	2,400

Appendices

Economic Indicators	2014 Actual	2015 Assumption	2016 Assumption
Economic Growth (%)	5.00	5.70	6.0-6.6
Inflation Rate (%)	8.36	5.00	3.0-5.0
Exchange Rate (Rp/USD)	12,440	12,500	12,900
3-month SBI Rate (%)	7.75	7.75	8
Oil Price (USD/bbl)	60	60	60-80
Lifting (k bbl/day)	798	825	830-850

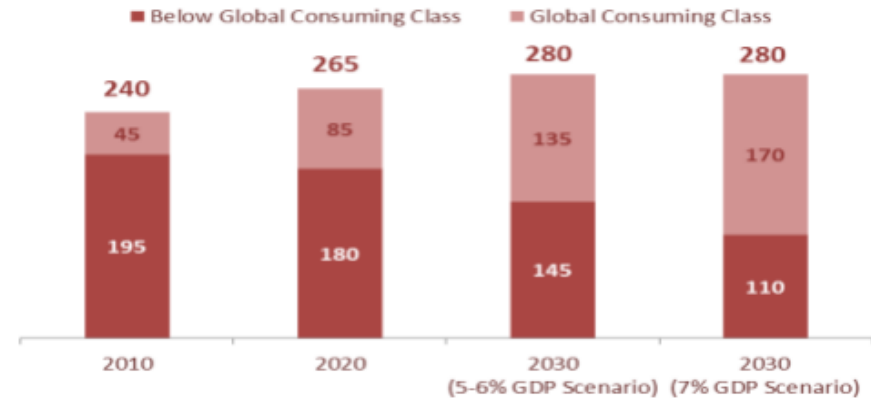
Source: Bank of Indonesia, Statistics Indonesia, World Bank

Nielsen Global Consumer Confidence Index
Q4 - 2013



Size of Middle Class (in Mil)

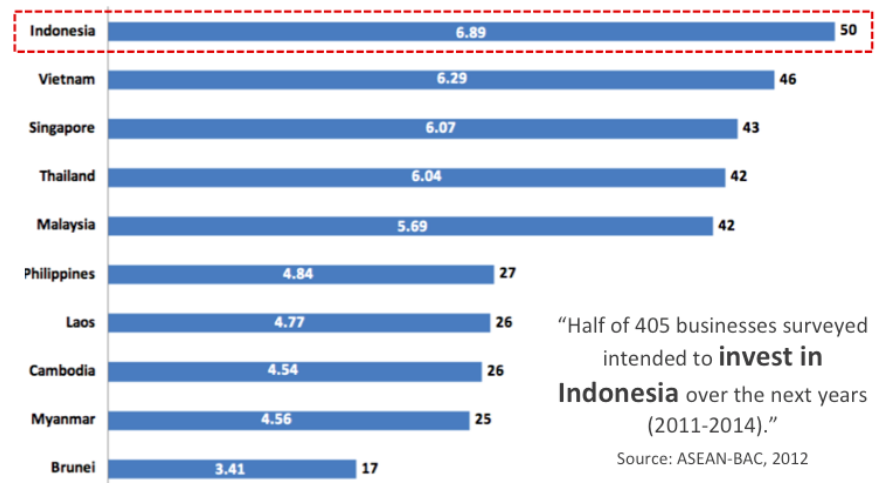
Increasing Middle Income Class Population



Source: BPS, Bappenas, UNPP, McKinsey

Indonesia: The Most attractive investment destination in ASEAN

(Ratings / % of Respondents)



“Half of 405 businesses surveyed intended to **invest in Indonesia** over the next years (2011-2014).”

Source: ASEAN-BAC, 2012

Indonesian Property Market Profile

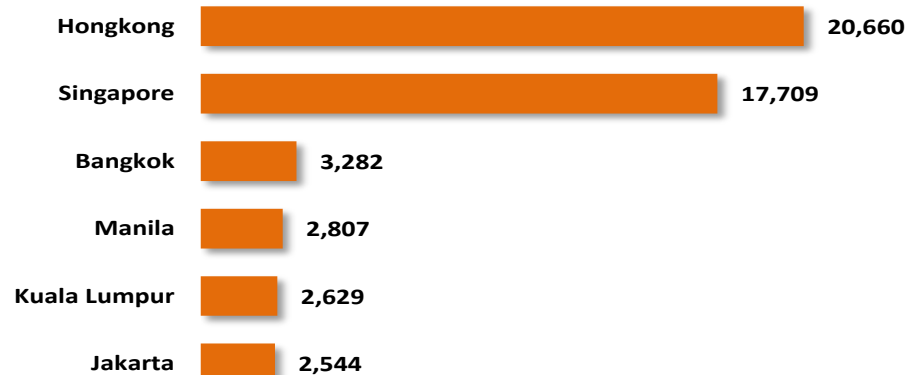
- Rapid urbanisation
- Growing middle class
- Strong savings and income growth
- Low mortgage penetration
- Property as investment
- Improving regulatory environment
- Banking innovation
- Property prices cheapest in the region
- Highest yields in the region

HOUSING AFFORDABILITY

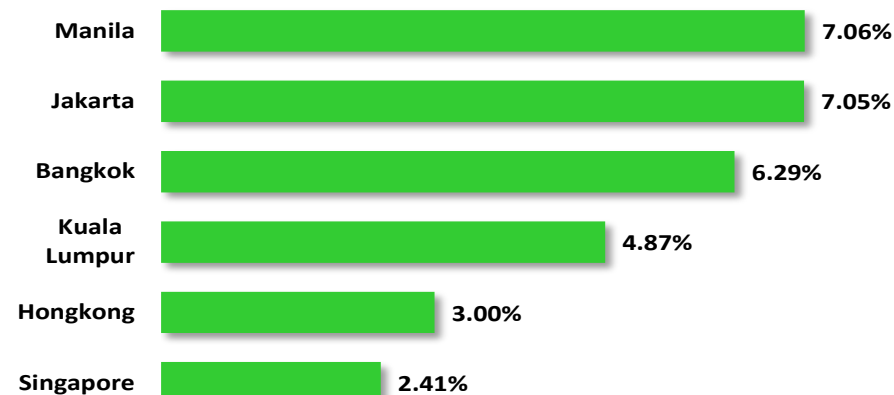
Country	House price per sqm (A)	GDP per capita (B)	Housing Affordability C= (A/B) X 12
Indonesia	2,544	3,469	8.8
Phillipine	2,807	2,255	14.93
Malaysia	2,629	8,617	3.66
Thailand	3,282	5,281	7.46
Singapore	17,709	50,714	4.19
Hongkong	20,660	34,393	7.21
China	6,932	5,184	16.05
India	11,604	1,527	91.19
USA	15,284	48,147	3.81
UK	17,575	39,604	5.32

Asia Pacific Property

Capital Value (USD/sqm)



Rental Yield



Source: Global Property Guide

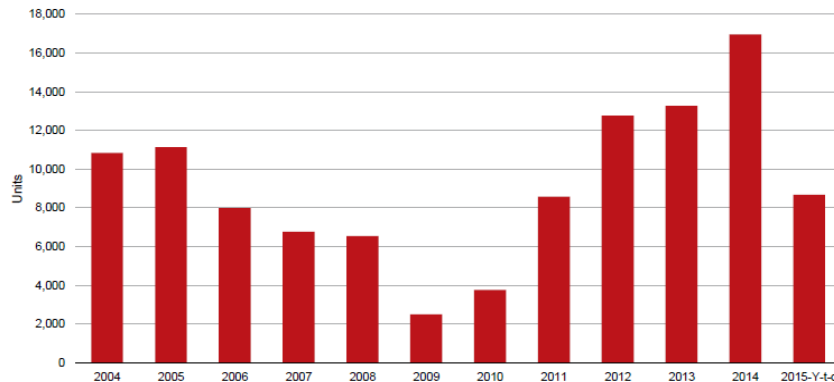
Land and Titles Available

- | | | |
|---|---|--|
| 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 foreign citizens, for an initial 25 years. |

Option for Foreign Ownership:

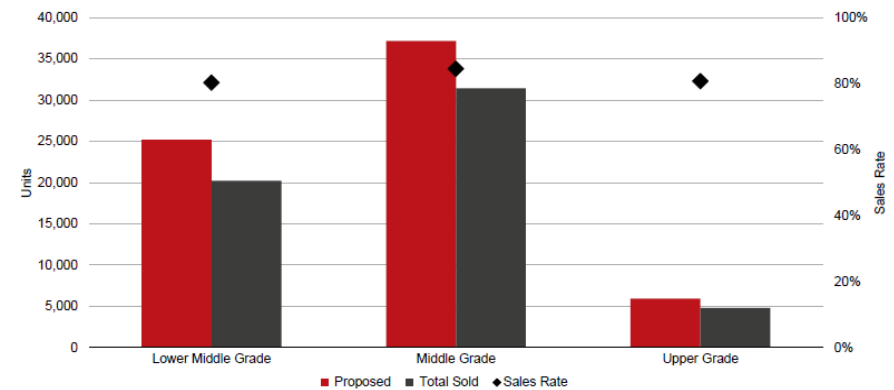
1. Establish a company with approval for full or part foreign ownership (PMA company) to own the property.
2. Purchase the property in your own name under Right to Use title.
3. Through Indonesian nominees, establish a locally owned company.
4. Use an Indonesian professional third party corporate nominee.
5. Private unregistered lease.
6. Establish a person to person arrangement with an Indonesian private individual who will personally own the property

Sales in the year-to-date down by around 29% on the first nine months of 2014



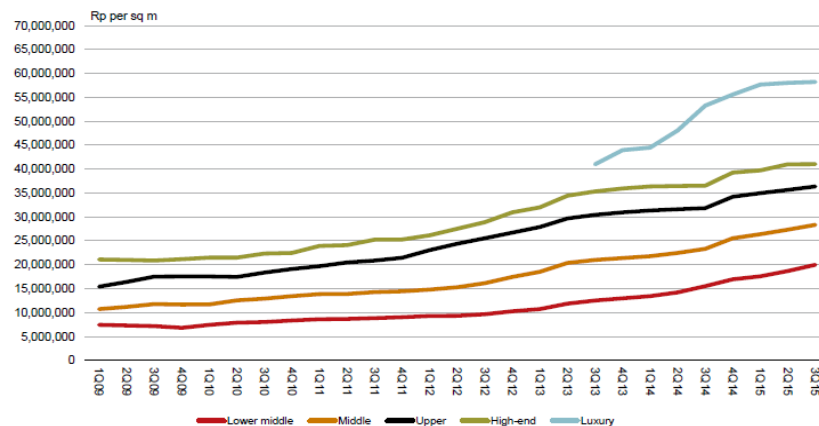
Source: Jones Lang LaSalle Research

More than 65,000 units expected to enter the market up to 2018 with a current sales rate of 82%



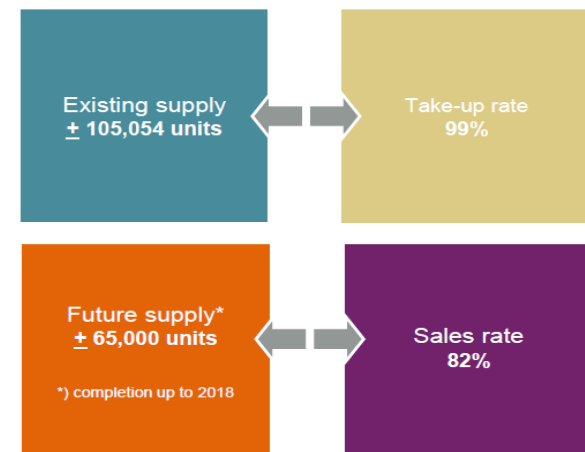
Source: Jones Lang LaSalle Research

Prices flatten out at the top-end of the market as sales activity slows



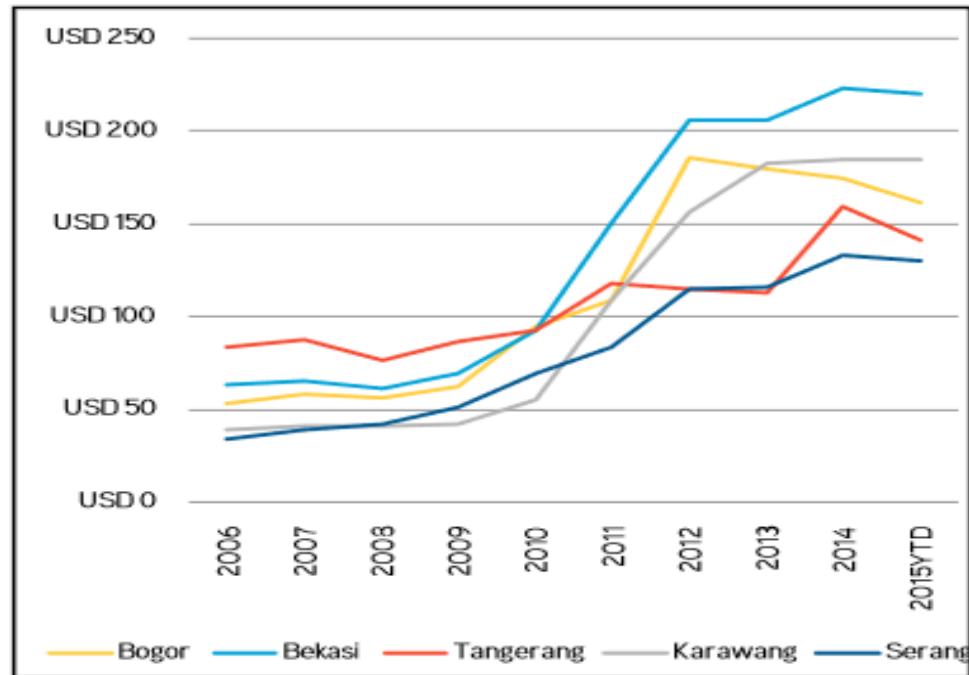
Source: Jones Lang LaSalle Research

Summary statistics



Source: Jones Lang LaSalle Research

Greater Jakarta Industrial Land Prices



Source: Colliers International Indonesia - Research

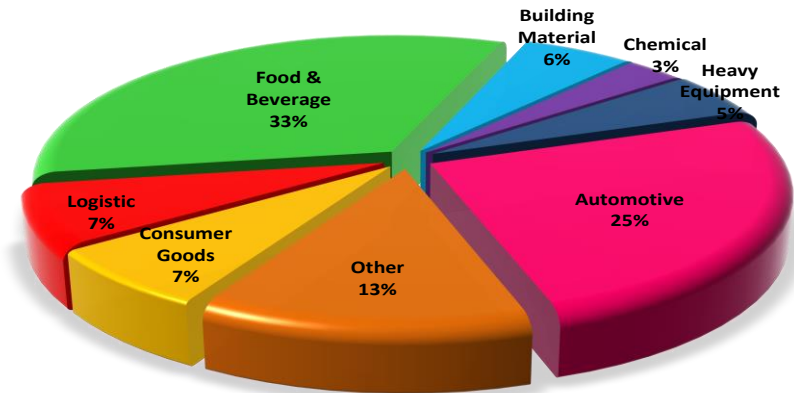
Industrial Land Prices and Maintenance Costs*

REGION	LAND PRICE (PER SQ M)			MAINTENANCE COSTS (PER SQ M PER MONTH)		
	LOWEST	HIGHEST	AVERAGE	LOWEST	HIGHEST	AVERAGE
Bogor	USD120.0	USD201.9	USD161.0	USD0.06	USD0.06	USD0.06
Bekasi	USD195.0	USD252.4	USD220.2	USD0.06	USD0.08	USD0.07
Tangerang	USD137.0	USD144.2	USD140.6	USD0.03	USD0.08	USD0.06
Karawang	USD170.0	USD200.0	USD185.0	USD0.05	USD0.10	USD0.06
Serang	USD122.6	USD137.0	USD129.8	USD0.03	USD0.05	USD0.04

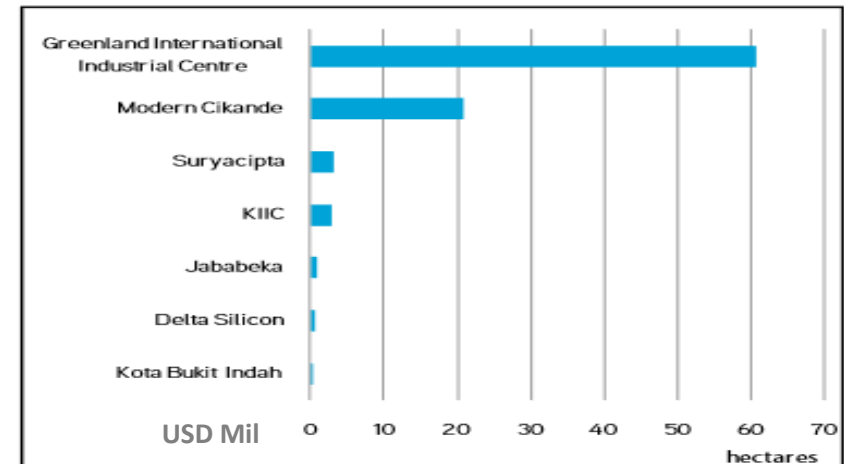
*1USD = Rp 13,868

Source: Colliers International Indonesia - Research

Types of Industries as at Q3 2015

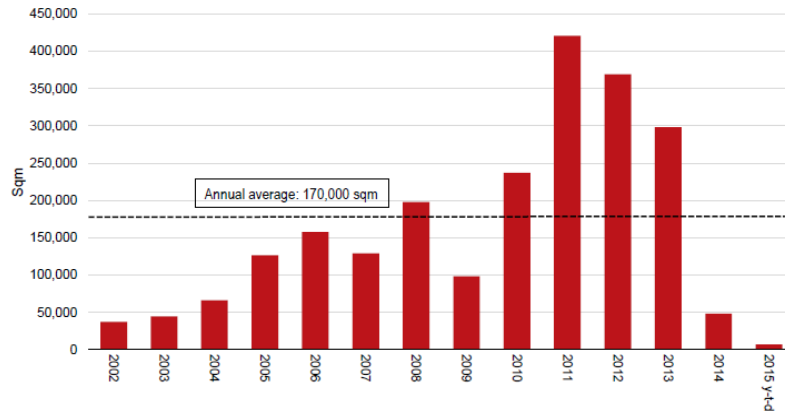


Land Absorption During 3Q 2015



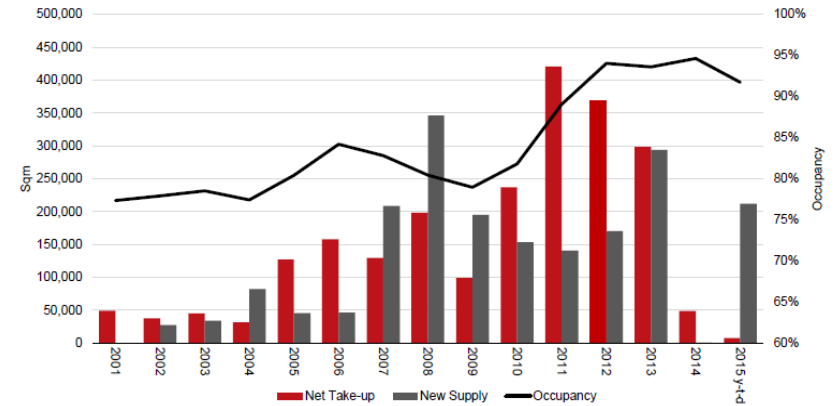
Source: Colliers International Indonesia - Research

Full-year net absorption looks set to fall below historical levels



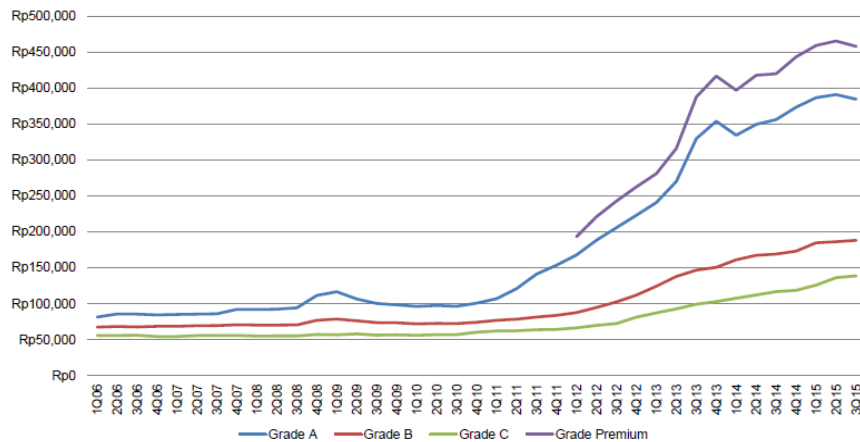
Source: Jones Lang LaSalle Research

Market occupancy edges down on the back of new supply

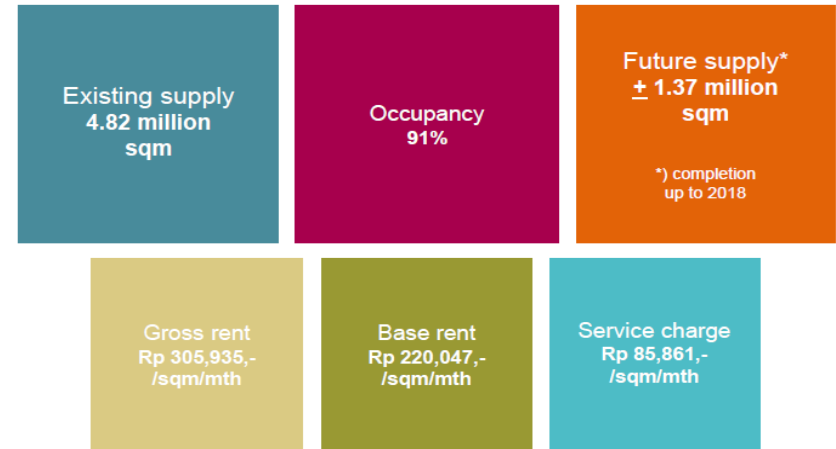


Source: Jones Lang LaSalle Research

Rents edge down by 1.6% q-o-q in IDR terms in the premium market



Source: Jones Lang LaSalle Research



Source: Jones Lang LaSalle Research



OPEN

7,000.00

PREVIOUS CLOSE

7,100.00

YTD RETURN

2.07%

MARKET CAP (T IDR)

5.150

DIVIDEND INDICATED GROSS YIELD

-

DAY RANGE

6,850.00 - 7,450.00

52WK RANGE

5,550.00 - 12,150.00

CURRENT P/E RATIO (TTM)

5.66

SHARES OUTSTANDING (M)

696.000

SECTOR

Financials

VOLUME

2,291,300

1 YR RETURN

-36.89%

EARNINGS PER SHARE (IDR) (TTM)

1,308

PRICE/SALES (TTM)

2.53

INDUSTRY

Real Estate

1987-1997

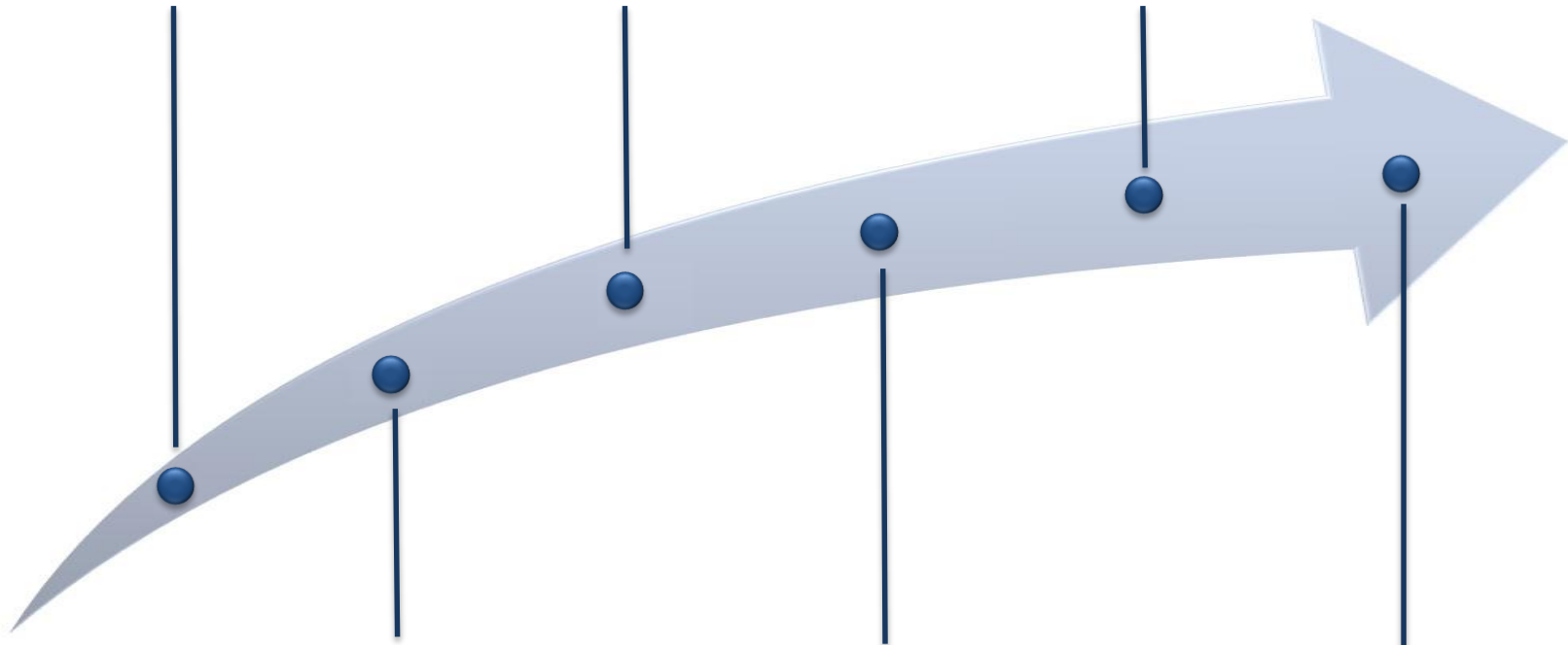
The forerunner, PT Desa Dekalb established in 1987, and was transformed into PT Lippo Cikarang in 1995 located in Bekasi, West Java. Listed on stock exchange in 1997.

2004-2009

- 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.
- Sales launch of the Irvine Suites, Orange County.

**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 Westwood, Pasadena, Burbank and Glendale Park tower in OC.
- Completed handover of Trivium Apartments, North Tower.



Forbes Indonesia Best of the Best Awards 2015

The top 50 companies for 2015 by Forbes Indonesia.



World Class Company Winner H115

Best Financial Performance Real Estate Asia



Top Performing Listed Companies 2015

Investor Awards 2015 in category Market Capitalization below IDR 10T



Property Indonesia Award 2015

Award 2015 from Indonesia Property Magazine for the category The Trendsetting Mixed Use Project.



Forbes Indonesia Best of the Best Awards 2014

The top 50 companies for 2014 by Forbes Indonesia.



Forbes Indonesia Best Under a Billion Awards 2014

The Region's Top 200 Small and Midsize Companies, Best Under a Billion by Forbes Asia



Capital Market 2013 Nominated best IPOs



Properti Indonesia Awards 2013

Properti Indonesia Awards 2013 in category Property Project Township-in recognition of great achievement in property industry

Status	Number of Shares	%
Local Shareholder		
Individual	31,590,614	5%
Foundation	1,146,600	0%
Pension Fund	7,865,500	1%
Insurance	33,673,900	5%
Company	448,785,954	64%
Others	20,000	0%
Sub Total	523,082,568	75%
Foreign Shareholder		
Individual	400,000	0%
Company	172,517,432	25%
Others	0	0%
Sub Total	172,917,432	25%
Total	696,000,000	100%

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