



LIPPO
CIKARANG

ORANGECOUNTY



LIPPO GROUP

INSTITUTIONAL INVESTOR DAY 2014

Gedung Bursa Efek Indonesia, 8 Mei 2014



THE BEST PLACE TO LIVE, WORK & PLAY

INDUSTRIAL - FACTORY



RESIDENTIAL - APARTMENT



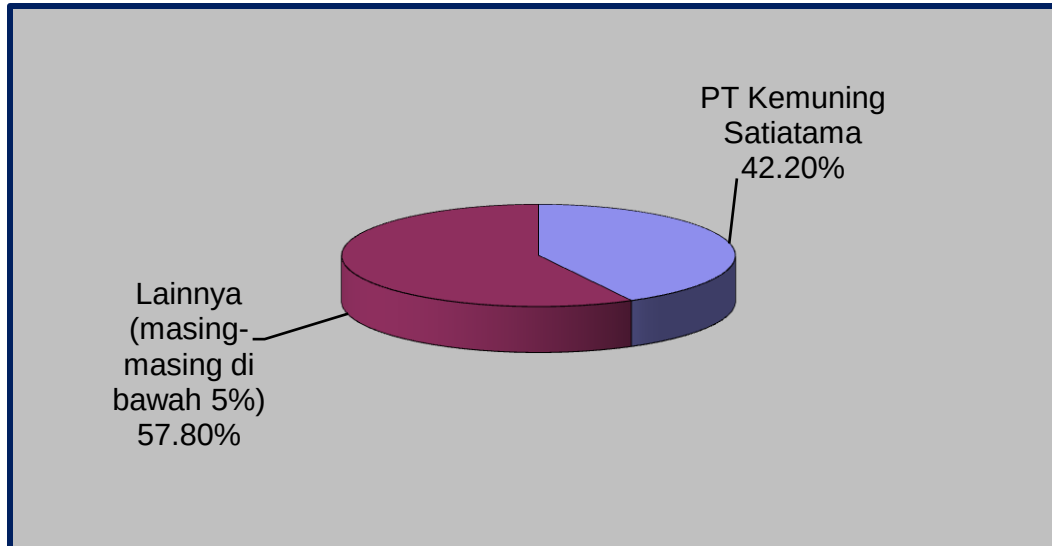
COMMERCIAL - BUSINESS DISTRICT



MIXED-USE DEVELOPMENT



The Composition of Shareholders



Pemegang Saham	%	Lembar	Rp (Jutaan)
PT Kemuning Satiatama	42.20%	293,706,000	146,853
Lainnya (masing-masing di bawah 5%)	57.80%	402,294,000	201,147
	100.00%	696,000,000	348,000

Komposisi Pemilik Efek Berdasarkan Jenis Pemilik
Stock Owner Composition by Type
Per 31 Desember 2013
As of December 31, 2013

No	Jenis Pemilik Type	Jumlah Efek Number of Shares	% Kepemilikan % Ownership
	Pemodal Nasional		
	- Perorangan	49.874.810	7,16%
	- Yayasan	830.000	0,11%
	- Dana Pensiun	7.665.250	1,10%
	- Asuransi	30.434.000	4,37%
	- Perseroan	431.590.311	62,01%
	- Lain-lain	0	0,00%
	Sub Total	520.394.371	74,77%
	Pemodal Asing		
	- Perorangan	1.047.500	0,15%
	- Badan Usaha	174.558.129	25,08%
	- Lain-lain	0	0,00%
	Sub Total	175.605.629	25,23%
	Total	696.000.000	100%

- **The most integrated township in strong economic regions**



- ✓ More than **12,500** Houses
- ✓ More than **892** Shophouses and **450** Retailers
- ✓ More than **45,000** Residents
- ✓ More than **800** Factories with satisfied Tenants
- ✓ Created more than **80,000** jobs
- ✓ More than **350,000** daily workers with integrated Workers dormitory

Shophouses



Dormitory



Shophouses



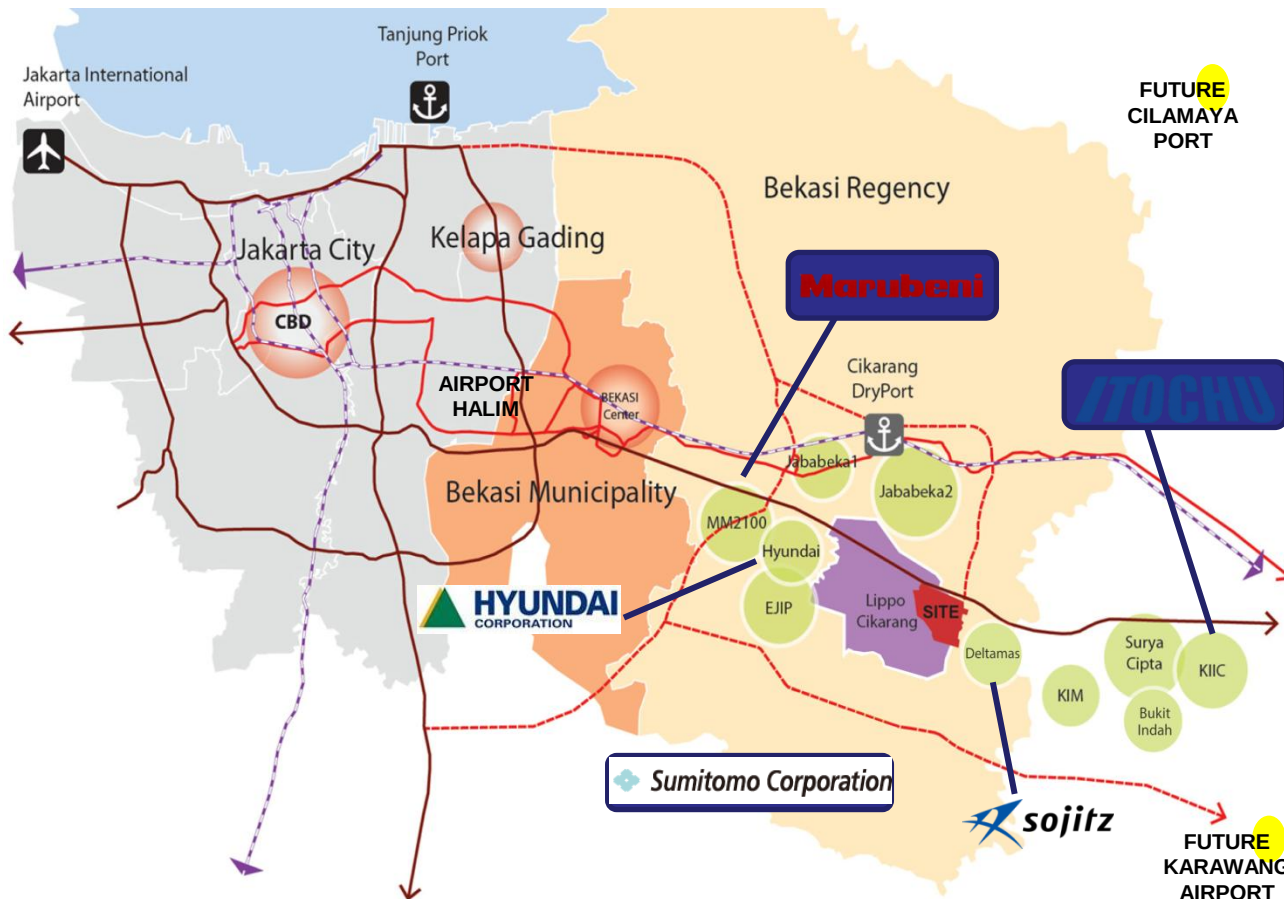
Standard Factory Building



Shophouses



- **Large Land Bank in strategic Location**



1. Located very strategically in East of Jakarta with daily regular Bus and Train services which conveniently link Lippo Cikarang to neighboring areas and markets
2. Approximately 40 Km from International Airports Soekarno Hatta and Deep Seaport Tanjung Priok
3. Toll Direct Access KM 34+700 ke dalam kawasan Lippo Cikarang

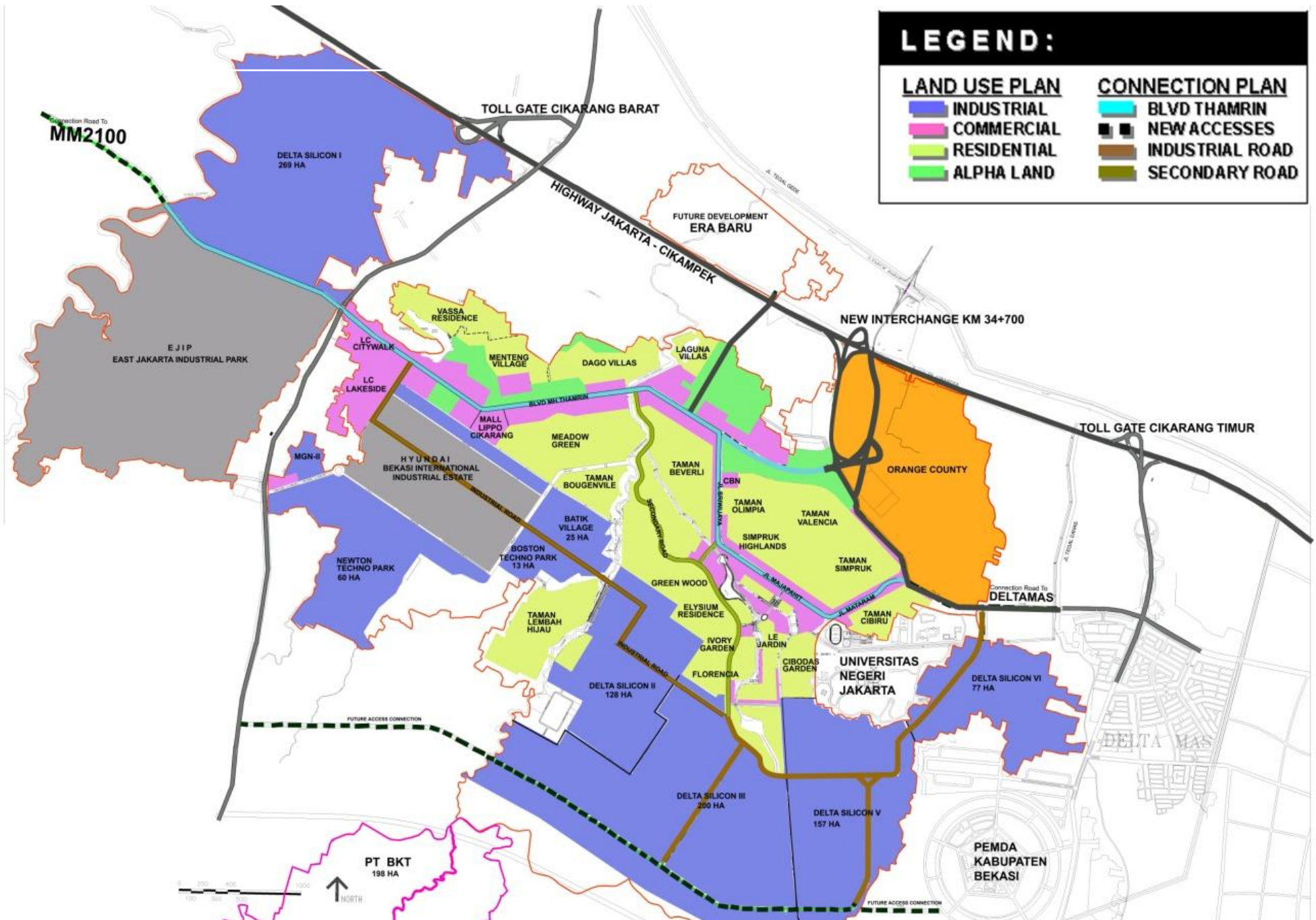
LEGEND:

LAND USE PLAN

- INDUSTRIAL
- COMMERCIAL
- RESIDENTIAL
- ALPHA LAND

CONNECTION PLAN

- BLVD THAMRIN
- NEW ACCESSES
- INDUSTRIAL ROAD
- SECONDARY ROAD



- Comprehensive and Self-contained public facilities & significant Infrastructure**

WATER BOOM
Leisure & Excitement



INT'L STANDARD HOSPITAL
Siloam Hospital



COMMERCIAL CENTER
Easton Commercial Center



5 STARS HOTEL
Hotel Sahid Jaya Lippo Cikarang



INT'L STANDARD SCHOOL
Sekolah Pelita Harapan



SHOPPING MALL
Mall Lippo Cikarang



LIFESTYLE MALL
Lippo Cikarang Citywalk



DRIVING RANGE
Leisure & Excitement



HIGHLIGHTS



In order to fully support economic growth, Lippo Cikarang have built modern infrastructures and strict clean environment policy



WTP I capacity : **10,000** Cu M/day
WTP II capacity : **30,000** Cu M/day
WTP III capacity : **40,000** Cu M/day



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



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



Gas supply by
PGN &
(*Government-LNG*)
PAE (*Private-CNG*)
WIRA ENERGI
(*Private-NG*)



Road system and communication network have been provided to maximize performance and efficiency and safety for valued customers

HIGHLIGHTS

LIPPO
CIKARANG

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PT LIPPO BANGUNAN Tbk

- **Sustainable Development Plans**



- **Sustainable Development Plans**



TOWN MANAGEMENT- MUNICIPALITY

- ☑ Infrastructure & Landscape Maintenance
- ☑ 24 / 7 Security and Fire Brigade
- ☑ 24 / 7 Call Center and Customers Care
- ☑ Building Control and Home Care Unit

• Sustainable Development Plans



Leasing JAPANESE SME's CENTER (JSC)

- **Phase-1 : 43 Units**
- Land Area : 53.210 m2
- Building Area : 25.675 m2
- **Phase-2 : 105 Units**
- Land Area : 100.000 m2
- Building Area : 56.741 m2

HIGHLIGHTS

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PT LIPPO BUNAWA Tbk



• Award Winning Companies



1. **Green Property Awards 2013**
– kategori *Favourite Residential*
2. **Green Property Awards 2013**
– kategori *Green Transportation*
3. Piagam **Mahakarya Indonesia 2013**
4. Penghargaan **Property Awards 2013**
– kategori *Property Project Township*
5. **Best of the Best Awards 2012 dari Forbes Indonesia**
6. Piagam Penerima **Nominasi Emiten Saham Terbaik** – kategori *Kapitalisasi Pasar sampai dengan Rp. 10 Triliun oleh OJK & BEI*
7. Penghargaan Peringkat ke-2 **Fastest Growing Companies 2013** dari Majalah *Fortune Indonesia*
8. Penghargaan **Investor Awards 2013**
– kategori *Emiten Terbaik 2013*
9. Penghargaan **Investor Awards 2013**
– *Top Performing Listed Companies kategori Kapitalisasi Pasar Dibawah Rp. 10 Triliun*

- **NEW PARADIGM :**
Transform the Industrial Land to Commercial & Residential for higher land efficiency

Fokus kekuatan Perseroan bergeser dari **basis industri** ke arah penyediaan **unit residential, komersial dan pengembangan usaha** disebabkan karena pertumbuhan yang terjadi di dalam kawasan Cikarang dan sejalan dengan upaya Perseroan untuk mengalokasikan lahan industri utama dengan nilai tambah dan efisiensi yang lebih tinggi, sehingga hal ini mendorong Perseroan untuk merancang daerah yang sudah ada dan baru untuk memenuhi target bangunan hunian, komersial dan bisnis yaitu dengan meluncurkan proyek New Central Business District (Orange County)

- **Developing new CBD to support the industrial township in Cikarang area**

Project Name :

OCBD (Orange County Business District)

Positioning :

“Premium sub urban township offering up-to date infrastructure and technology catering to both international and local communities in the Eastern corridor stretching from Jakarta to Bandung”

Total Site Area : ~ 280 Ha

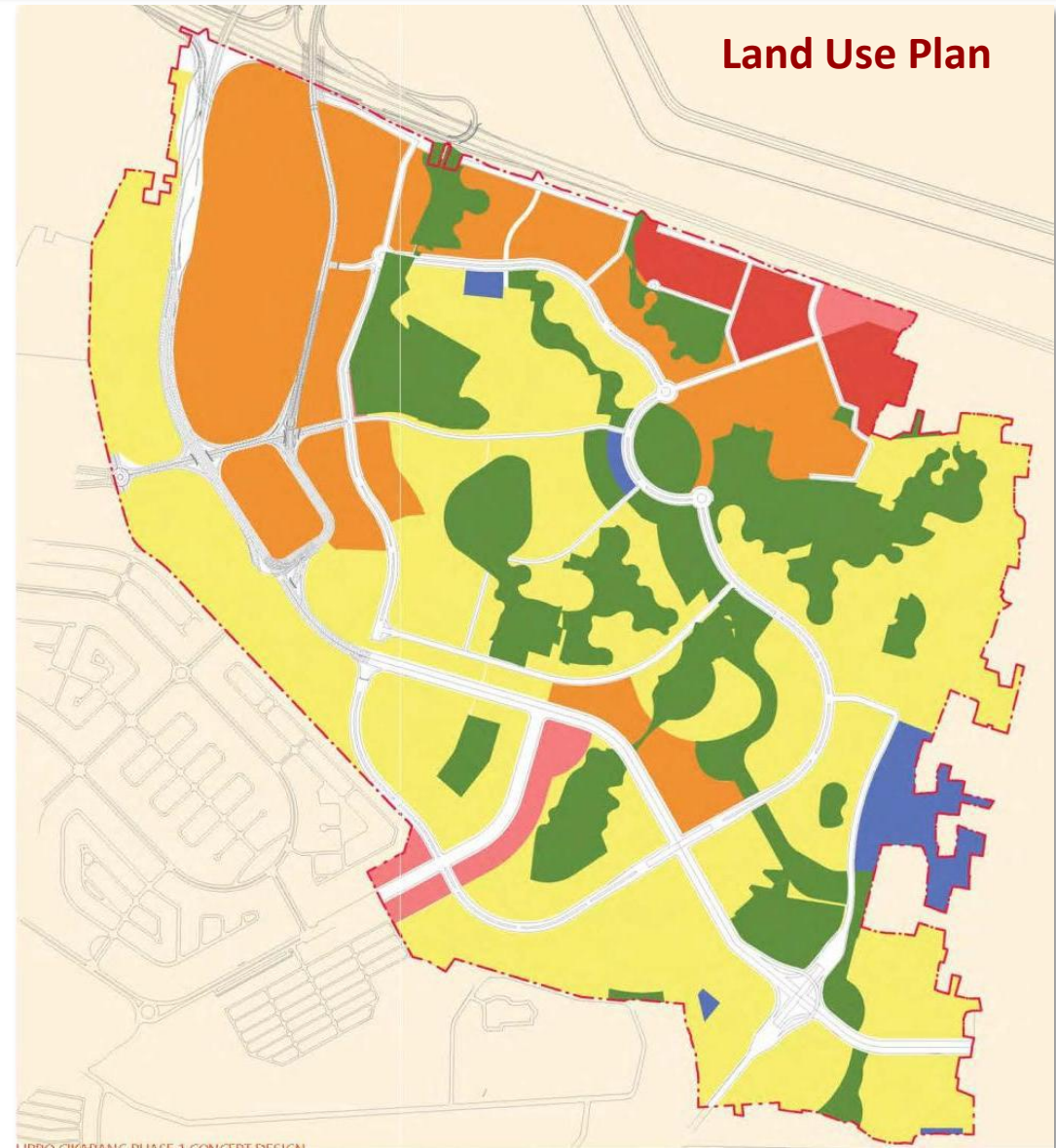
Development Concepts :

Mix-Used Concepts; Commercial Offices & Retail, High-End & Premium Residential, Public Amenities, Water Retention & Open Space



ADVANTAGES :

- Access via the new toll at KM 34,7 with excellent visibility on the highway Jakarta-Cikampek
- New CBD is targeting 100,000 residents
- Gateway to 7 industrial estates in Bekasi Region (Lippo Cikarang, EJIP, BIIE, Deltamas, Bekasi Fajar, MM 2100 & Jababeka)



UP-TO-DATE INFRASTRUCTURE



Potable Water
& Centralized
water recycling
plant



Natural Gas
Line to Home



Get Connected
Everywhere



24 Hours
Security
Monitoring



Green Lifestyle

Orange County Business District (OCBD)

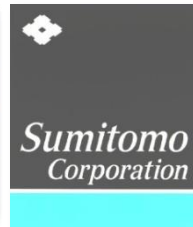


- **Cooperate with Industrial & Commercial Companies for the best practices**

Lippo Cikarang dalam pelaksanaannya menjalankan strategi kolusi & strategi kemitraan (*Strategic Alliance*) :

1. INDUSTRI :

Perusahaan telah menjalin kerjasama dengan Perusahaan Sumitomo (Jepang) membangun kawasan Industri EJIP (East Jakarta Industrial Park) dan Perusahaan Hyundai (Korea) membangun kawasan Industri BIIE (Bekasi International Industrial Estate). Lippo Cikarang juga melakukan JO Development dengan industrial Landowner

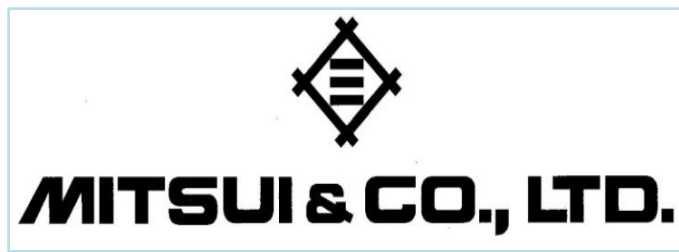


- **Cooperate with Industrial & Commercial Companies for the best practices**

2. COMMERCIAL :

Perusahaan telah menjalin kerjasama dengan :

- Mitsui-Jepang membangun Cikarang Data Center,
- Toyota Tsusho & Tokyu Land-Jepang membangun Cikarang Serviced Apartment (2 Towers)



- **Cooperate with Industrial & Commercial Companies for the best practices**

3. Lippo Cikarang menjalin kerjasama dengan JBBK dalam membangun access Toll KM 34+700 dan pengoperasian Moda Transport Kereta Api
4. Selain itu Lippo Cikarang juga menjalin kerjasama dengan PLN & Cikarang Listrindo (Listrik) bagi penghuni kawasan hunian Lippo Cikarang, Telekomunikasi (Telkom), Natural Gas (PGN, Wira Energi, Wali Nusa) serta CNG (Persada Agung Energi)



Laba Rugi Komprehensif Konsolidasian

Untuk periode 3 bulan yang berakhir pada tanggal 31 Maret 2014 dan 2013 serta tahun-tahun yang berakhir pada tanggal 31 Desember 2013 dan 2012

(dalam Jutaan Rupiah)

	Maret 2014	Maret 2014	Desember 2013	Desember 2012
Pendapatan Usaha	472.718	262.133	1.327.909	1.013.069
Beban Pokok Penjualan	191.284	102.426	585.191	492.798
Laba Bruto	281.434	159.707	742.718	520.271
Pendapatan Lainnya	585	530	6.434	10.503
Beban Usaha	(28.361)	(19.454)	(108.828)	(83.432)
Beban Lainnya	(4.985)	159	(1.976)	(273)
Laba Usaha	248.673	140.942	638.348	447.069
Pendapatan (Beban) Keuangan – Neto	3.149	3.253	22.203	4.336
Bagian Laba Entitas Asosiasi	(193)	1.587	5.132	6.200
Laba Sebelum Pajak	251.629	145.782	665.683	457.605
Beban Pajak	(24.041)	(14.088)	(75.066)	(50.583)
Laba Tahun Berjalan	227.588	131.694	590.617	407.022

Posisi Keuangan Konsolidasian

Per 31 Maret 2014, 31 Desember 2013 dan 31 Desember 2012

(dalam Jutaan Rupiah)

	Maret 2014	Desember 2013	Desember 2012
ASET			
Aset Lancar			
Persediaan	2.800.117	2.509.523	1.939.769
Aset Lainnya	591.226	648.943	431.788
Total Aset Lancar	3.391.343	3.158.466	2.371.557
Aset Tidak Lancar			
Tanah untuk Pengembangan	309.286	491.222	302.360
Aset Tetap	52.742	52.564	48.305
Aset Lainnya	154.000	151.914	109.778
Total Aset Tidak Lancar	516.028	695.700	460.443
TOTAL ASET	3.907.371	3.854.166	2.832.000

Posisi Keuangan Konsolidasian (Lanjutan)

Per 31 Maret 2014, 31 Desember 2013 dan Desember 2012

(dalam Jutaan Rupiah)

	Maret 2014	Desember 2013	Desember 2012
LIABILITAS DAN EKUITAS			
Liabilitas Jangka Pendek			
Uang Muka Pelanggan	1.651.328	1.834.536	1.419.869
Kewajiban Lainnya	123.322	119.227	87.733
Total Liabilitas Jangka Pendek	1.774.650	1.953.763	1.507.602
Liabilitas Jangka Panjang			
Uang Muka Pelanggan	28.768	24.084	51.249
Kewajiban Lainnya	57.279	57.233	44.680
Total Liabilitas Jangka Panjang	86.047	81.317	95.929
EKUITAS	2.046.674	1.819.086	1.228.469
TOTAL LIABILITAS DAN EKUITAS	3.907.371	3.854.166	2.832.000

Penjualan Bersih Berdasarkan Produk Utama

Untuk periode 3 bulan yang berakhir pada tanggal 31 Maret 2014 serta tahun-tahun yang berakhir pada tanggal 31 Desember 2013 dan 2012
(dalam Jutaan Rupiah)

	Maret 2014	Desember 2013	Desember 2012
Produk Utama			
Penjualan Tanah Industri dan Komersial	370.671	808.232	618.837
Penjualan Rumah Hunian dan Rumah Toko	53.674	359.219	267.771
Pengelolaan Kota	45.167	141.143	107.814
Lain-lain	3.206	19.315	18.647
Jumlah Penjualan Bersih	472.718	1.327.909	1.013.069

SOURCE OF PROPERTY SALES *(in Billion Rp)*

Marketing Sales	Actual 2012	Actual 2013	Target 2014	Actual Q1-2014
Residential	846,9	1.197,6	1.700	196,6
Industrial	1.139,8	390,0	170	29,5
Commercial	115,3	159,1	130	0,00
Total	2.102	1.746,7	2.000	226,1

• Product Launching 2014

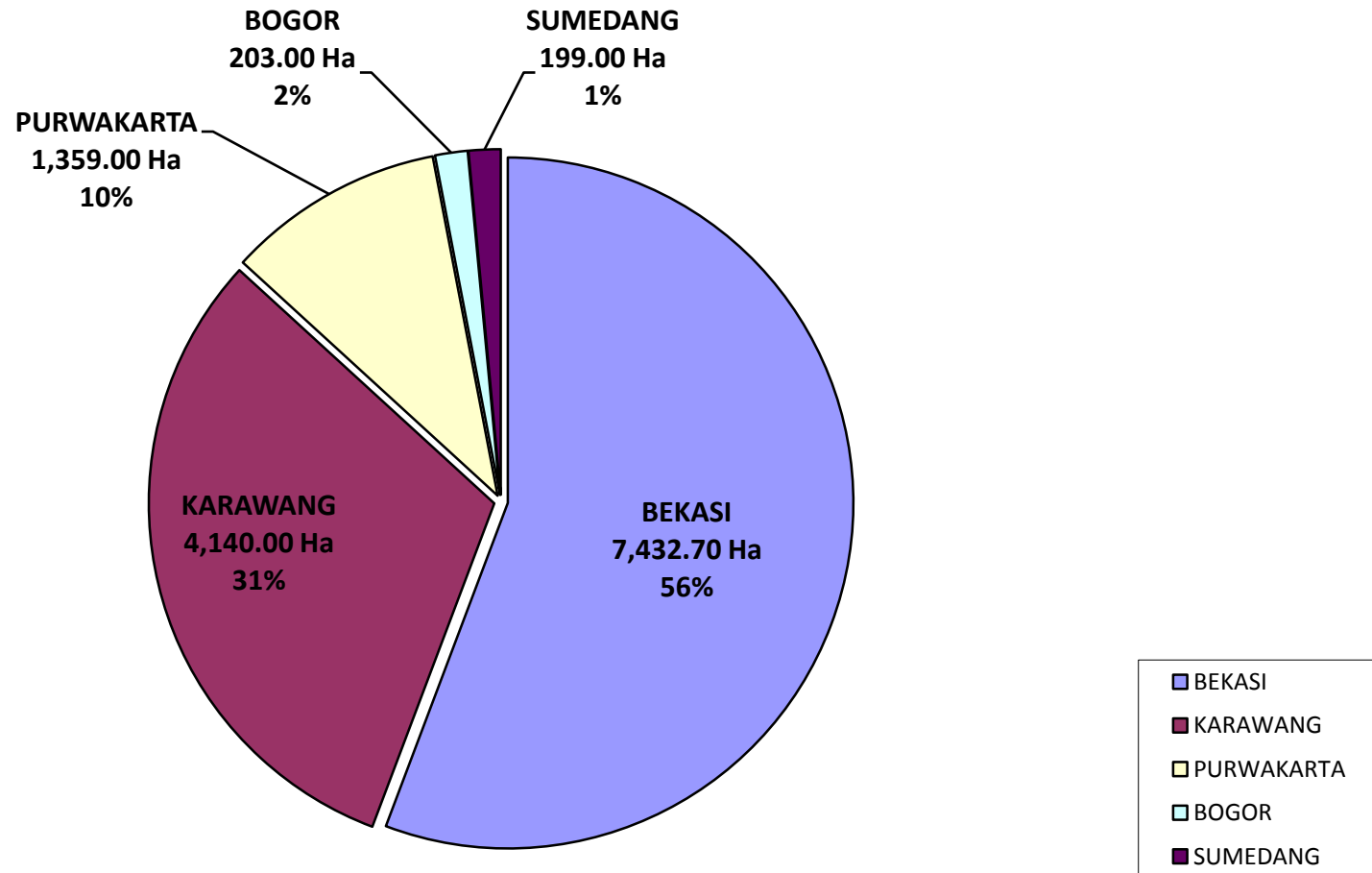
Quarter	Product
Q1-2014	• TTA “The Suites Tower” (Grand Preview)
Q2-2014	• TTA “The Suites Tower” (Grand Launching) • Industrial – DS Neo
Q3-2014	• Cosmo Center Extention Blok D • Simpruk 5 – Phase 1 • OCBD – Podium Tower Apartment A
Q4-2014	• Le Vesta Extention – Phase 1 • Ruko Le Vesta • Trivium Business District • OCBD – Podium Tower Apartment B • OCBD – Iconic Tower Strata Office



- **Product Launching 2014**



- **Luas Kawasan Industri di Jawa Barat**

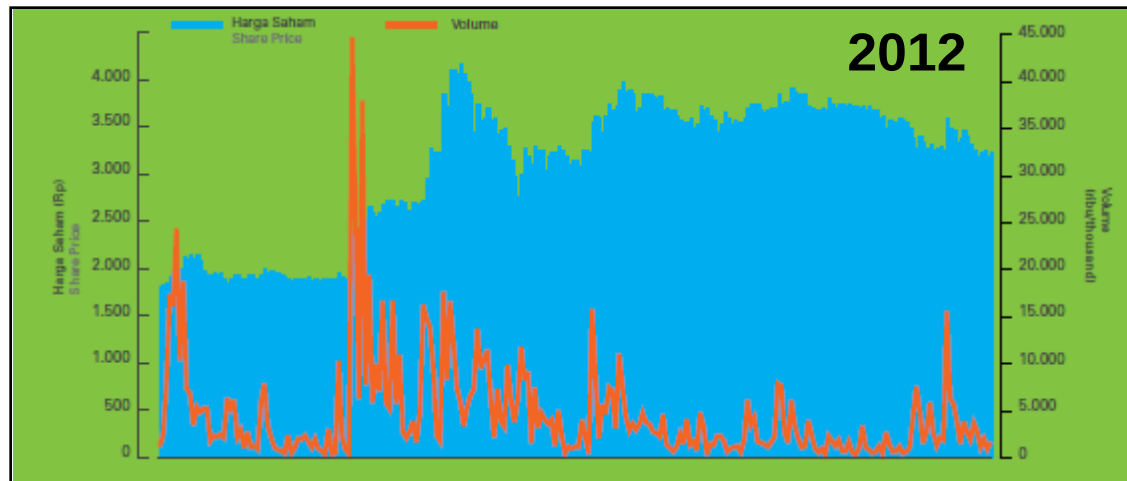


• Total Factories & Labor in West Java

No.	Wilayah	Nama Perusahaan	Total Area (Ha)	Telah Dimanfaatkan Untuk Industri (Ha)	Tenant	Tenaga Kerja
1	Bekasi	PT. Bekasi Fajar Industrial Estate	300,00	250,00	125	50.000
2	Bekasi	PT. East Jakarta Industrial Park	334,70	235,00	104	41.600
3	Bekasi	PT. Gobel Dharma Nusantara	54,00	54,00	14	5.600
4	Bekasi	PT. Hyundai Inti Development	200,00	140,00	105	42.000
5	Bekasi	PT. Jababeka Tbk	3.000,00	1.600,00	3.000	1.200.000
6	Bekasi	PT. Lippo Cikarang Tbk	1.000,00	421,00	650	260.000
7	Bekasi	PT. Megalopolis Manunggal Industrial Development	805,00	565,00	175	70.000
8	Bekasi	PT. Tegar Primajaya	500,00	80,00	110	44.000
9	Bekasi	PT. KI Terpadu Indonesia China	200,00	n/a	n/a	n/a
10	Bekasi	PT. Puradelta Lestari	1.000,00	n/a	n/a	n/a
		Total Bekasi	7.393,70	3.345,00	4.283	1.713.200
11	Karawang	PT. Indotaisei Indah Development	700,00	194,68	30	12.000
12	Karawang	PT. Kawasan Industri Kujang Cikampek	140,00	42,00	16	6.400
13	Karawang	PT. Maligi Permata Industrial Estate	1.200,00	800,00	101	40.400
14	Karawang	PT. Mitra Karawangjaya	500,00	350,00	31	12.400
15	Karawang	PT. Suryacipta Swadaya	1.400,00	609,00	75	30.000
		Total Karawang	3.940,00	1.995,68	253	101.200
16	Purwakarta	PT. Besland Pertiwi	1.309,00	406,00	53	21.200
		Total Purwakarta	1.309,00	406,00	53	21.200
17	Bogor	PT. Bogorindo Cemerlang	100,00	80,00	48	19.200
18	Bogor	PT. Cibinong Center Industrial Estate	103,00	18,45	25	10.000
		Total Bogor	203,00	98,45	73	29.200
19	Sumedang	PT. Dwipapuri Abadi	199,00	40,00	25	10.000
		Total Sumedang	199,00	40,00	25	10.000
		TOTAL	13.044,70	5.885,13	4.687	1.874.800

Keterangan : n/a = Tidak Ada Data

- Pergerakan Harga Saham**



An architectural rendering of a modern urban development at dusk. The central focus is a very tall, slender skyscraper with a glass facade that reflects the warm, orange light of the setting sun. To its left are several shorter, wider high-rise buildings with similar architectural styles. In the foreground, a multi-lane highway with several overpasses curves through a landscaped area with many young trees. The sky is a mix of soft orange and grey, suggesting twilight. The overall scene conveys a sense of modernity and progress.

Thank You
ありがとうございます