







# **PUBLIC EXPOSE** PT Lippo Cikarang Tbk 5 Juni 2018

## **DISCLAIMER**

This presentation has been prepared by PT Lippo Cikarang Tbk ("LPCK") and is circulated for the purpose of general information only. It is not intended for any specific person or purpose and does not constitute are commendation regarding the securities of LPCK. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimations included in this report constitute our judgment as of this date and are subject to change without prior notice. LPCK disclaims any responsibility or liability whatsoever arising which maybe brought against or suffered by any person as a result of reliance upon the whole or any part of the contents of this presentation and neither LPCK nor any of its affiliated companies and their respective employees and agents accepts liability for any errors, omissions, negligent or otherwise, in this presentation and any inaccuracy here in or omission here from which might otherwise arise.

#### **Forward-LookingStatements**

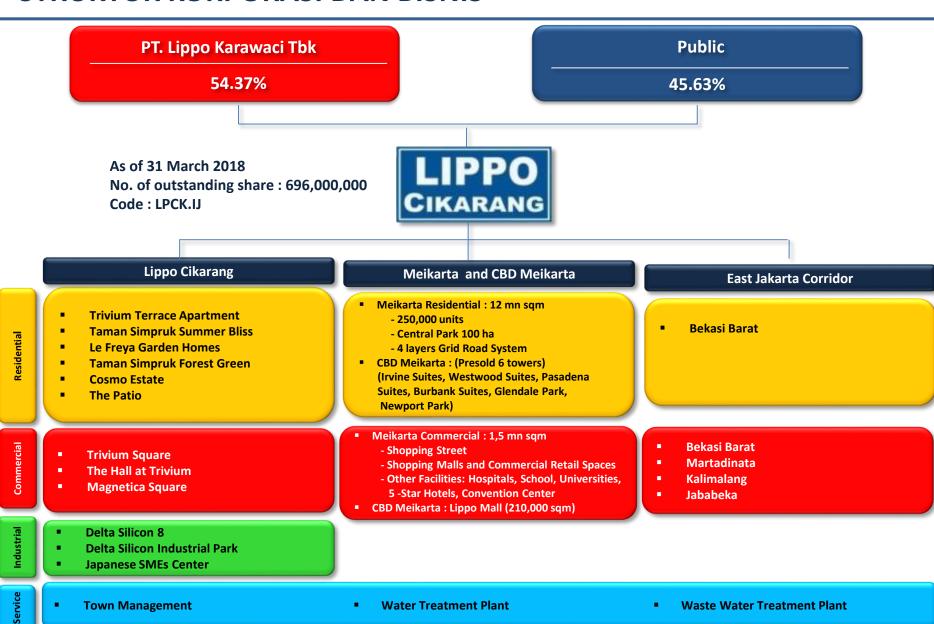
The information communicated in this presentation contains certain statements that are or maybe forwardlooking. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forwardlooking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this presentation. Factors that could cause actual results to differ include, but are not limited to, economic, social and political conditions inIndonesia; the state of the property industry in Indonesia; prevailing market conditions; increases in regulatory burdens in Indonesia, including environmental regulations and compliance costs; fluctuations in foreign currency exchange rates; interest rate trends, cost of capital and capital availability; the anticipated demand and selling prices for LPCK's developments and related capital expenditures and investments; the cost of construction; availability of real estate property; competition from other companies and venues; shifts in customer demands; changes in operation expenses, including employee wages, benefits and training, governmental and public policy changes; LPCK's ability to be and remain competitive; LPCK's financial condition, business strategy as well as the plans and objectives of LPCK's management for future operations; generation of future receivables; and environmental compliance and remediation. Should one or more of these uncertainties or risks, among others, materialize, actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, projects could be delayed and anticipated improvements in production, Kapasitas or performance might not be fully realized. Although LPCK believes that the expectations of its management as reflected by such forward-looking statements are reasonable based on information currently available tous, no assurances can be given that such expectations will prove to have been correct. You should not unduly rely on such statements. In any event, these statements speak only as of the date here of, and LPCK undertakes no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.



# **Daftar Isi**

Struktur Korporasi dan Bisnis	1
Strategi Pertumbuhan	2
Kontribusi Pendapatan & EBITDA	3
Peta Lippo Cikarang	4
Tim Kepemimpinan	5 - 6
Peta Koridor Pertumbuhan Ekonomi	7
Proyek Meikarta	8 - 15
Proyek-Proyek Lippo Cikarang	16 - 19
Jasa Pendukung	20 - 21
Fasilitas Publik	22
Performa Keuangan	23
Lampiran	27

### STRUKTUR KORPORASI DAN BISNIS







### **Lippo Cikarang**

- Boosting marketing sales to capitalize on favorable demographic trends and housing requirements in eastern
- Focus on premium products to differentiate from Meikarta

growth corridor.

- Sales of strategic landbank to develop complimentary products (e.g. develop AXIA South Cikarang Serviced Apartment with Toyota Tsusho & Tokyu Land).
  - Sold land to Shimizu Corp for Fujita Kanko hotel
- Execution of Joint Operation (KSO) with Mandiri Group, an industrial landowner to develop Delta Silicon 8.

### Meikarta

- 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 CBD Meikarta, including shopping street.
- Development of Offices, Hotels and other complementary products to support the commercial area.

### **East Jakarta Corridor**

- 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.

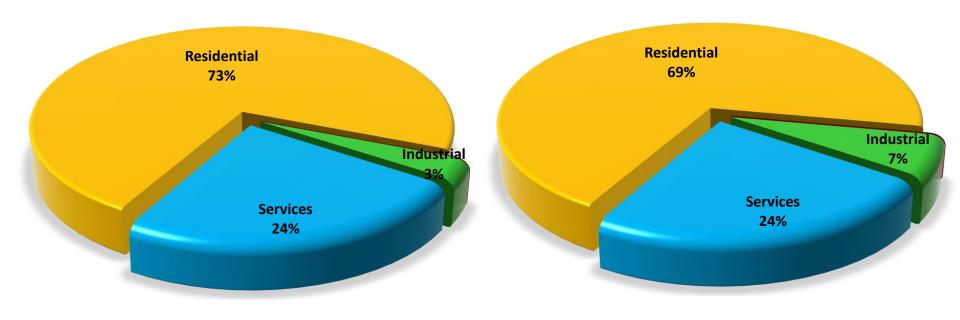
 Strengthen the recurring revenue base by growing fee income contribution via providing management services for all completed developments.



# **KONTRIBUSI PENDAPATAN & EBITDA**

REVENUE Q1 2018: RP 320 Miliar

EBITDA Q1 2018: RP 95 Miliar





# **PETA LIPPO CIKARANG**

Residential						
Houses	>	17.192				
Condominium	>	1,976				
Shophouses	>	1,216				
Industrial	>	1,200				

#### **Global Client**

Toyota Tsusho, Hankook, Indokuat, Epson, Haier,

		Hitachi Transport	, Cellini, AJE Ind	onesia, DHL
TOLL CATE CIKARANG BARAT / CILE Existing	MAHABANG		Development Rights	Aquired Land
Existing		Land Bank	3,250 ha	2,886 ha
Industria	CAO MA	Population	> 51,250	
	industrial andhank	Workers	> 500,500	
	Industrial Charles and Bank	, CBD Meikarta		
	DIRECT/ACCESS OLL CIBATU LIPPO	GATE KM 34+700		
EJIP		Chamard		
(Sumitomo)				
THE PARTY OF THE P		CIKARANO	ATE PUSAT	
	MEIKART.			
BIIE (Hyundai)	S CENTER AND DESCRIPTION OF THE PARTY OF THE	1 1		
(iryulual)	Existing Residential		1	
	incision the same of the same			
LEGENDS:  DELTA SUCON INDUSTRAL PARK	Ob dies		1	
RESIDENTIAL & COMMERCIAL AREA	- Land - 17/			
OBSTHG WAYN ROAD				
FUTURE BOAD	X			
*	Existing			
T	Industrial	TO POST		
			1 1 1	
		30/114	J	
			1-1-	
	The state of the s			



Inventory

459 ha

# **DEWAN KOMISARIS (Sesuai Keputusan RUPST Tanggal 5 Juni 2018)**



Drs. Theo L. Sambuaga President Commissioner



Sugiono Djauhari Commissioner



Ali Said Independent Commissioner



Hadi Cahyadi Independent Commissioner



Didik J. Rachbini Independent Commissioner



# DIREKSI (Sesuai Keputusan RUPST Tanggal 5 Juni 2018)



Sie Subiyanto President Director



Hong Kah Jin Director



Ju Kian Salim Director



Alexander Yasa Director



Lora Oktaviani Director



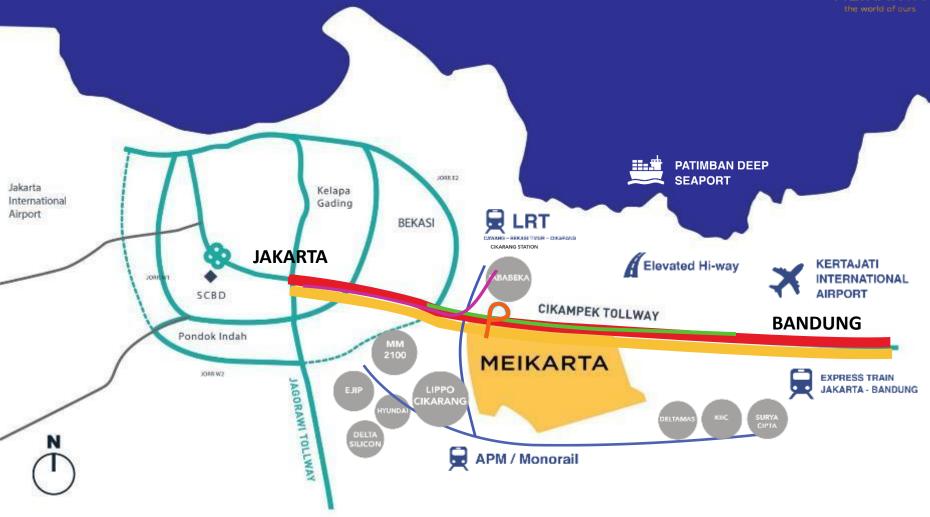
Sony Independen Director



Juvantia Independen Director

# Peta Koridor Pertumbuhan Ekonomi 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: 2018



APM (MONORAIL) CONNECTING 7 INDUSTRIAL ESTATE

EST. VALUE: Rp 21 T COMPLETED BY: 2020



FAST SPEED TRAIN
JAKARTA – BANDUNG
EST. VALUE: Rp 65T
START TO BUILD: 2019



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



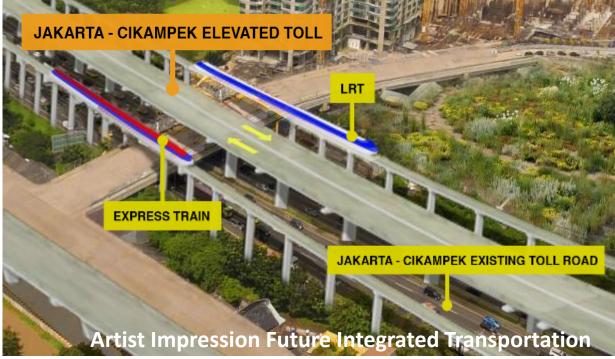
## TRANSPORTASI MASA DEPAN





**Elevated Cikampek Toll Road** 







# **4 LAPISAN JALAN YANG DIRENCANAKAN**

LRT / Monorail, Bus dibawah permukaan jalan





# Area Belanja/Shopping





# Central Park of 100 Ha

Kebun Binatang Mini, Danau, Hutan, Padang Rumput, Jalur *Jogging* & Berjalan Kaki





# **Central Park of 100 Ha**

Kemajuan konstruksi terbaru















# Meikarta

# Kemajuan konstruksi terbaru





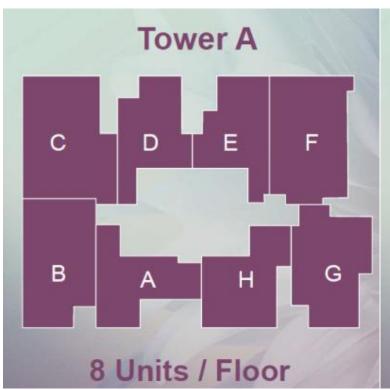


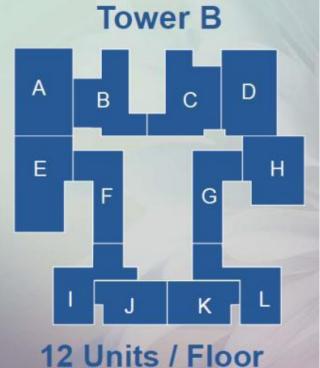














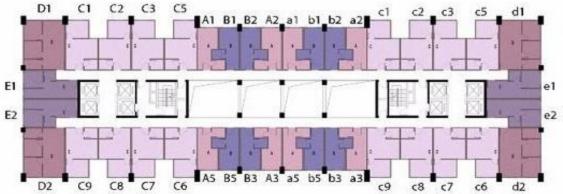
# TOWER S 20 Units/ Floor

### **Choice of Apartment Units:**

- From:
  - Studio (21.91 m<sup>2</sup>)
  - 2 BR (33.37 62.30 m<sup>2</sup>)
  - 3 BR (63.82 75.23 m<sup>2</sup>)
  - 4 BR (82.98 98.29 m<sup>2</sup>)
- 37 Floors

#### **TOWER S1**

# TOWER S2









#### **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%





## **CBD Meikarta**



#### **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%

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 / sqm Pre - Sold : Rp 411 bil (100%)

Payment : Instalment 80%

**Profile** : Downpayment 20%

#### **GLENDALE PARK** : 5 Dec 2015

Launched

SGA Sold : 27,520 sqm ASP : Rp 16 Mil / sqm

Pre – Sold : Rp 469 bil (94%)

Payment : Cash 9%

Profile Mortgage 4%

Instalment 87%

#### **NEWPORT PARK**

Launched : 26 Nov 2016

SGA Sold : 22,627 sqm

ASP : Rp 18 Mil / sqm Pre – Sold : Rp 436 bil (87%)

: Cash 11% Payment

Profile Mortgage 6%

Instalment 83%

# **KEMAJUAN KONSTRUKSI TERBARU CBD MEIKARTA**







## **KORIDOR TIMUR JAKARTA**



## JASA PENDUKUNG – MANAJEMEN KOTA



- Perawatan Infrastruktut dan Pertamanan.
- 24/7 Keamanan dan Pemadam Kebakaran.
- 24 /7 Call center and customer care.
- Jasa Pemeliharaan Perumahan.





## **JASA PENDUKUNG – UTILITAS**

### **PENGELOLAHAAN AIR**



WTP II kapasitas : 360 liter/second
WTP III kapasitas : 150 liter/ second



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

#### PENGELOLAAN LIMBAH AIR



WWTP kapasitas: 10,000 Cu M/day



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

## **FASILITAS PUBLIK**

WATER BOOM

Leisure & Excitement



**4 STARS HOTEL & 3 STARS HOTEL** Hotel Sahid Jaya Lippo, Grand Zuri Express, Ayola & Harper Hotel



**DRIVING RANGE**Leisure & Excitement



INTERNATIONAL HOSPITAL Siloam Hospital



SERVICED APARTMENTS
AXIA



**SPORT VILLAGE** 



**COMMERCIAL CENTER**Easton Commercial Center



**SHOPPING MALL**Mall Lippo Cikarang



**TOLL EXIT**Cibatu KM 34.7



INTERNATIONAL SCHOOL

Sekolah Pelita Harapan



LIFESTYLE MALL Lippo Cikarang Citywalk



Pasar Central Lippo Cikarang



# Performa Keuangan

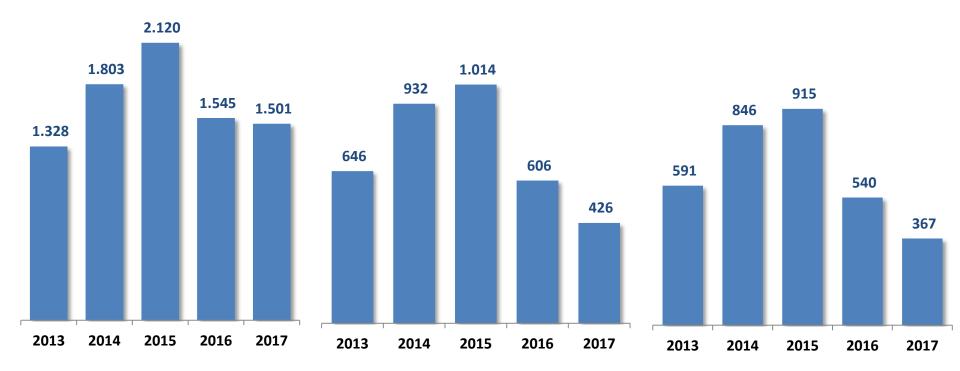


# Performa Keuangan

REVENUE (IDR Miliar)

EBITDA (IDR Miliar)

Net Profit (IDR Miliar)



# Neraca Keuangan

IDR Miliar	Dec 2014	Dec 2015	Dec 2016	Dec 2017	Mar 2018
Assets	4.390	5.477	5.653	12.378	12.927
Debt	-	30	-	249	74
Liability	1.712	1.813	1.410	4.657	5.143
Equity	2.678	3.633	4.243	7.721	7.784
Return on Assets	19,3%	16,7%	9,5%	3,0%	2,5%
Return on Equity	31,6%	25,2%	12,7%	4,8%	4,2%
<b>Net Gearing Ratio</b>	-	0,01	-	0,03	0,01
<b>Liability to Asset Ratio</b>	0,39	0,33	0,25	0,38	0,40

# **Marketing Sales Properti**

Marketing Sales (IDR Miliar)	2014	2015	2016	2017	Q1 2017	Q1 2018	B 2018
Lippo Cikarang							
Residential	638	652	363	54	114	43	300
Commercial	133	53	-	54	4	-	20
Industrial	158	29	6	8	-	6	-
<b>Total Lippo Cikarang</b>	929	734	369	116	118	48	320
Orange County Residential	386	1.708	311	123	47	9	100
DS8 KSO	576	250	69	71	3	-	100
Meikarta				7.528	-	1.900	10.000
Total Sales	1.891	2.692	749	7.838	169	1.958	10.520



# Lampiran



### PASAR PERTUMBUHAN INDONESIA

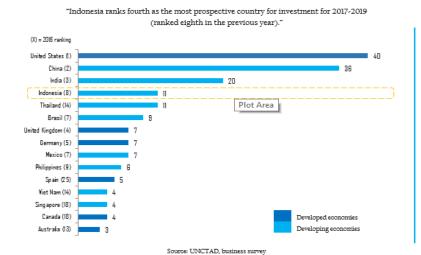
#### **Economic Indicators**

	2016	2017	2018 State Budget
Economic Growth (%)	5.02	5.07	5.4
Inflation Rate (%)	3.02	3.61	3.5
Exchange Rate (Rp/USD)	13,307	13,384	13.400
3 Month SBI (%)	5.7	4.98	5.2
Oil Price (USD/bbl)	40,2	51,2	48
Oil Lifting (k bbl/day)	829	803,9	800



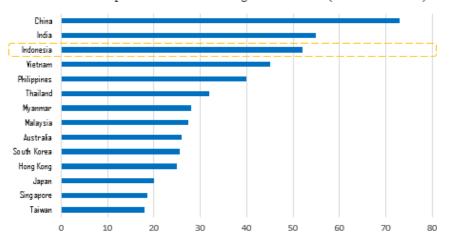
Source: Bank of Indonesia, Ministry of Finance

Indonesia ranks fourth as the most prospective country for invesment for 2017-2019 (UNCTAD business survey)



Indonesia: TOP 3 destinations for investors (The Economist survey 2017)

"The Economist: Top 3 destination for attracting investors in Asia (after China & India)"



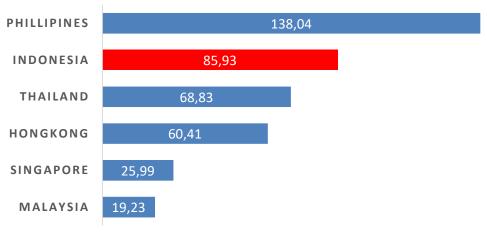
Source: UNCTAD, \The Boonomist - Asia Business Outlook Survey 2017



# Potensi Pertumbuhan Properti Indonesia

- 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

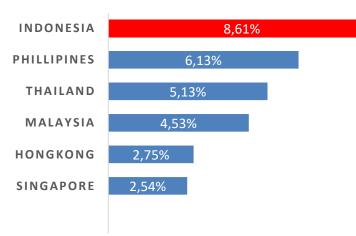
### PRICE PER SQM/ GDP PER CAPITA



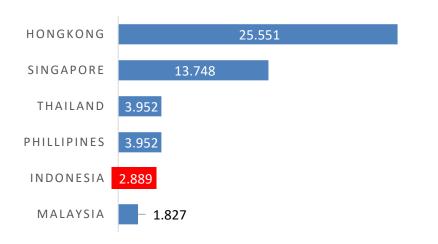
Source: Global Property Guide

#### ASIA PACIFIC PROPERTY

RENTAL YIELD



### PROPERTY PRICE (USD/SQM)



# **Kepemilikan Properti oleh Asing**

### 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

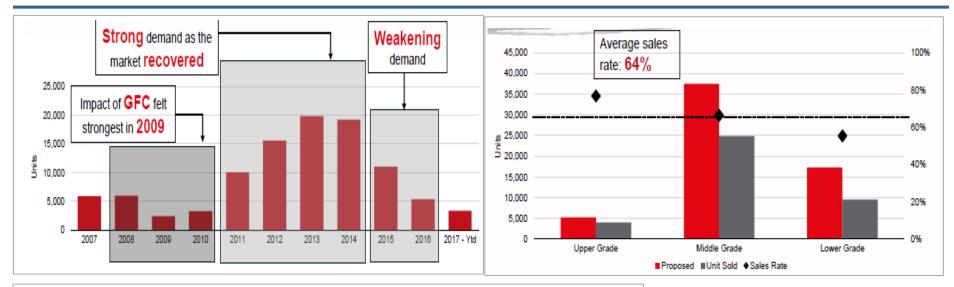
residence in Indonesia for an initial 30 years, extendable for

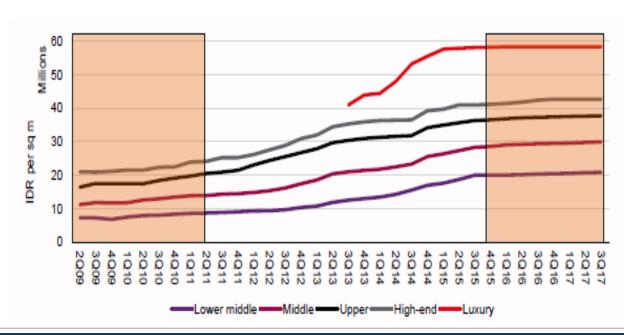
another 20 years and renewable for another 30 years

### **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.

## **Pasar Kondominimum Jakarta**





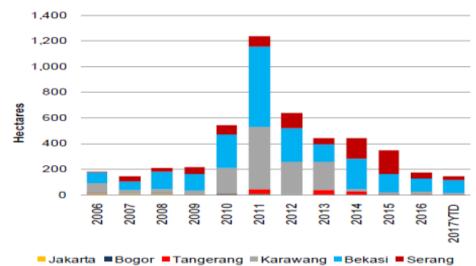


Source: Q3'2017 Market Review for Jakarta Jones Lang LaSalle Research



### Pasar Industri Jakarta

### Annual Industrial Land Absorption



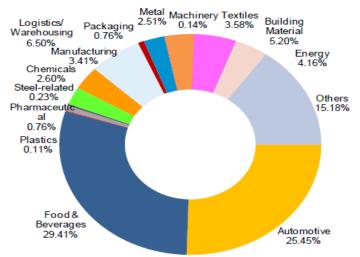
# Industrial Land Prices and Maintenance Costs (in USD equivalent)

REGION	LAND PRICE (IN USD/SQ M)			MAINTENANCE COSTS (IN USD/SQ M/MONTH)		
	LOWEST	HIGHEST	AVERAGE	LOWEST	HIGHEST	AVERAGE
Bogor	120.00	300.53	210.26	0.06	0.06	0.06
Bekasi	180.32	240.42	219.80	0.06	0.08	0.07
Tangerang	150.26	187.83	194.09	0.03	0.08	0.06
Karawang	170.00	185.00	177.00	0.05	0.10	0.06
Serang	150.26	165.29	157.78	0.03	0.05	0.04

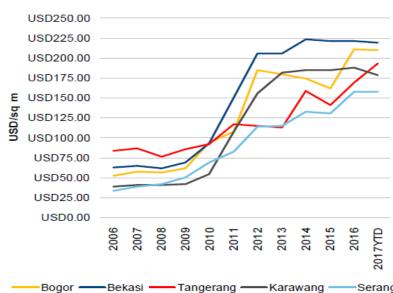
<sup>\*1</sup>USD = Rp 13,330

Source: Colliers International Indonesia - Research

### Types of Activities Industries During 2017YTD

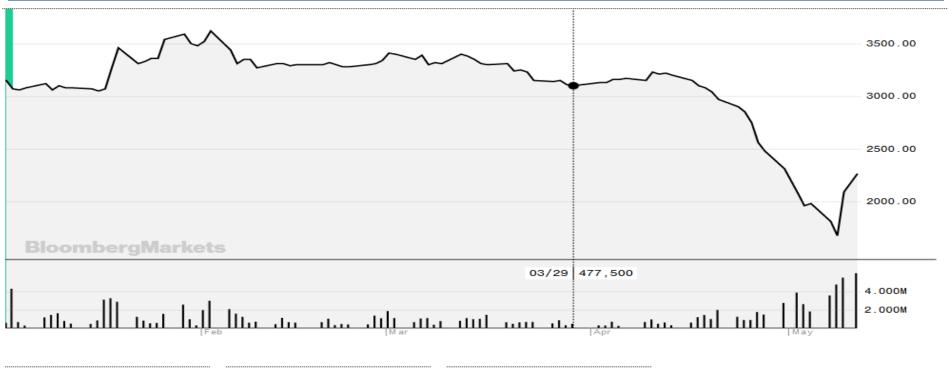


#### **Greater Jakarta Industrial Land Prices**





# Kinerja Saham



1.456T	2,100.00-2,540.00	1,585.00-4,940.00
MARKET CAP	DAY RANGE	52 WEEK RANGE
2,100.00	2,090.00	5,945,100
OPEN	PREV CLOSE	VOLUME

## **Share Price As Per Mar 31, 2018**

Closing Price : Rp 3,100 Day Volume : 477.500

Market Cap : Rp 2.2 trillion



## **Tonggak Sejarah**

#### 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 CBD Meikarta.

2015

towers.

Signing of JV agreement with

Mitsubishi for two residential

Sold out Pasadena, Burbank and

Completed handover of Trivium

Glendale Park tower in OC.

Apartments, North Tower.

### 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.
- **Launch of Trivium Terrace** Apartments.
- **Grand opening of Japanese SMEs** Center.

### 2016

- Signing MOU Lippo Group and Shenzhen bangun Indonesia Shenzhen Industrial Park business delegation.
- Signing MOU with TOTAL for CBD Meikarta's first phase development.
- Appointed Kajima Indonesia to work on piling structure and design development for two apartments in collaboration with Mitsubishi at CBD Meikarta
- Appointed Kengo Kuma, a Japanese architect firm as design advisor for CBD Meikarta Masterplan Phase 1
- Presold Newport Park 87%

LIPPO GROUP

# Penghargaan



Lippo Cikarang received
Award from Governor of
West Jawa through CSR
Program



Lippo Cikarang received
Indonesia Corporate
Secretary
(from Warta Ekonomi
Proudly Honors)



Lippo Cikarang received

Meikarta Indonesia Corporate

Public Relations Awards 2017

(from Majalah Warta Ekonomi
kategori The Most Innovative

Marcom Company)



Lippo Cikarang received

Top Emiten Midcap

(from IICD Indonesian
Institute for Corporate
Directorship



Lippo Cikarang received
Indonesia Green Awards Rescue
Water Resources
(from La Tofi School of CSR)



Lippo Cikarang received

Indonesia Green Awards Biodiversity

(from La Tofi School of CSR)



Lippo Cikarang received

Nusantara CSR Summit & Awards

Free Treatment

(from La Tofi School of CSR)



# Penghargaan



Lippo Cikarang received
Indonesia Green Award 2018
in the category of pioneer in
pollution prevention
(from La Tofi School of CSR)



Lippo Cikarang received
Indonesia Property Award 2018
as Top Marketing Communication
in the category Industrial Estate
(from Warta Ekonomi magazine)



Lippo Cikarang received

100 Fastest Growing

Companies in 2018

(from Infobank magazine)



Lippo Cikarang received
Top 50 of Mid Market
Capitalization public listed
companies in Indonesia
(from IICD Indonesian Institute
for Corporate Directorship)



Lippo Cikarang received

Gamelan, Indonesian music
 instrument as sign of

Appreciation from tax office
 KPP Pratama Cikarang for
 Meikarta project
 tax payment 2017



Lippo Cikarang received

Property Innovation Award

2017 for CBD Meikarta

for the category "The Best
Innovation in Property Product
Concept" (from Property-in
magazine)



Lippo Cikarang received

Property Innovation Award

2017 for CBD Meikarta
for the category "The Best
Innovation in Smart Living
Home" (from Property-in
magazine)



Lippo Cikarang received
Property Indonesia Award
2017 for the category "The
Commended Integrated
Industrial Estate"
(from Property Indonesia
magazine)



Lippo Cikarang received
Golden Property awards 2017
As "Best Township
Development Project"
(from Indonesia Property Watch)



Lippo Cikarang received
Golden Property awards 2017
As "Breakthrough Phenomenal
Marketing Campaign for Meikarta
(from Indonesia Property Watch)



# Komposisi Pemegang Saham per 31 Mar 2018

Status	Jumlah Saham	%
Pemodal Nasional		
Perorangan	77.163.914	11,1%
Yayasan	31.600	0,0%
Dana Pensiun	2.239.000	0,3%
Asuransi	5.102.800	0,7%
Perseroan	475.530.151	68,3%
lainnya	-	0,0%
Sub Total	560.067.465	80,5%
Pemodal Asing		
Perorangan	13.706.600	2,0%
Perseroan	122.225.935	17,6%
lainnya	-	0,0%
Sub Total	135.932.535	19,5%
Total	696.000.000	100,0%

### INVESTOR RELATIONS

# Hong Kah Jin – Director Lippo Cikarang

Email: hong.kahjin@lippo-cikarang.com

# William Wijaya Utama - Senior Manager Lippo Karawaci

Email: william.utama@lippokarawaci.co.id

## **Address:**

**Easton Commercial Center** 

Jl. Gunung Panderman Kav.05

**Lippo Cikarang** 

Bekasi 17550

T. 021 - 8972484, 8972488

F. 021 – 8972093, 8972493

www.lippo-cikarang.com