



**PUBLIC EXPOSE**  
**PT Lippo Cikarang Tbk**  
**18 April 2019**

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# STRUKTUR KORPORASI DAN BISNIS

**PT. Lippo Karawaci Tbk**

**54.37%**

**Publik**

**45.63%**

Per 31 December 2018  
Jumlah Saham : 696,000,000  
Kode Saham : LPCK

**LIPPO  
CIKARANG**

**Lippo Cikarang**

**CBD Meikarta**

**East Jakarta Corridor**

Residential

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

CBD Meikarta : (Presold 6 towers)  
(Irvine Suites, Westwood Suites, Pasadena Suites, Burbank Suites, Glendale Park, Newport Park)

- Bekasi Barat

Commercial

- Trivium Square
- The Hall at Trivium
- Magnetica Square

CBD Meikarta : Lippo Mall (210,000 sqm)

- Bekasi Barat
- Martadinata
- Kalimalang
- Jababeka

Industrial

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

Service

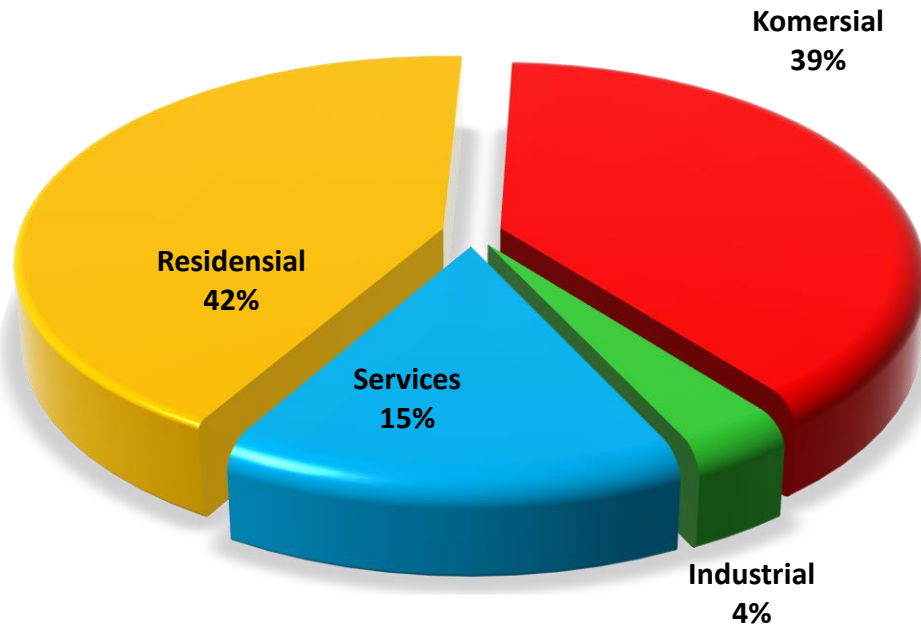
- Town Management

- Water Treatment Plant

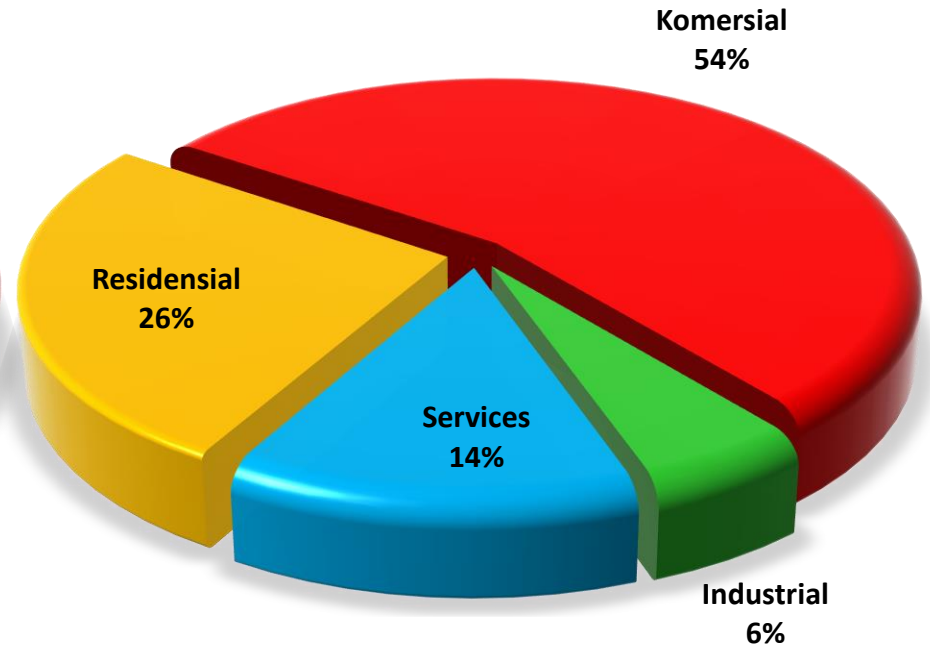
- Waste Water Treatment Plant

# KONTRIBUSI PENDAPATAN & EBITDA

**PENDAPATAN FY 2018: RP 2.210 Triliun**



**EBITDA FY 2018: RP 1.066 Triliun**

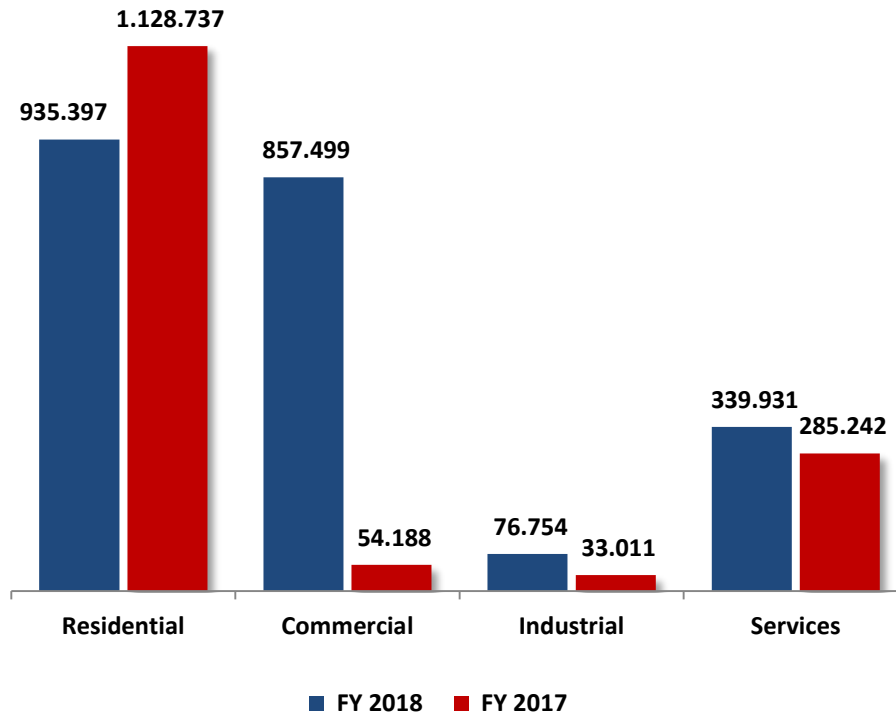


# LAPORAN PENDAPATAN

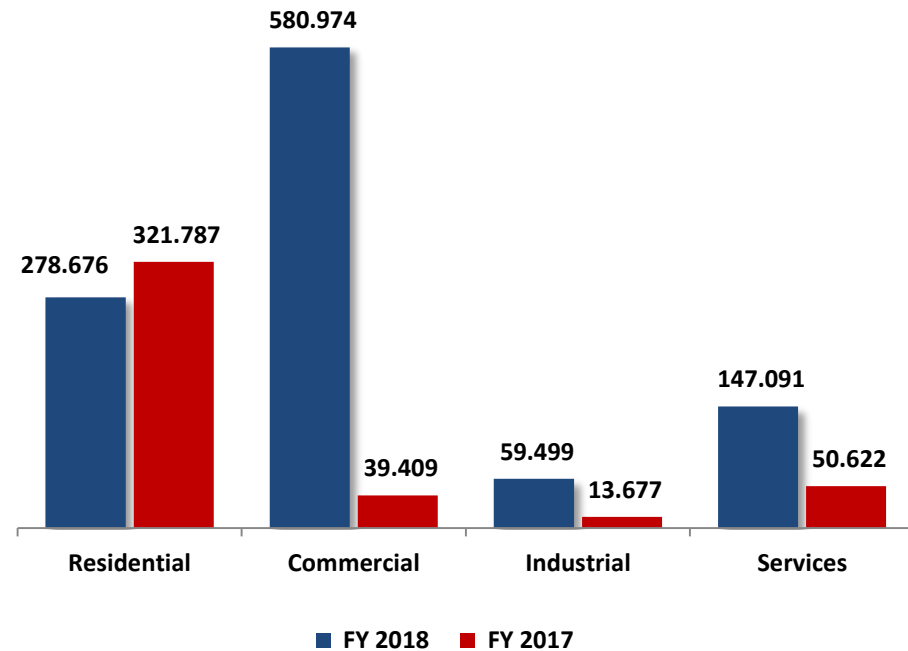
**PENDAPATAN FY'18: RP 2.210 TRILIUN**  
**PENDAPATAN FY'17: RP 1.501 TRILIUN**

**EBITDA FY'18: RP 1.066 TRILIUN**  
**EBITDA FY'17: RP 425 MILIAR**

**Pendapatan  
(Rp Miliar)**



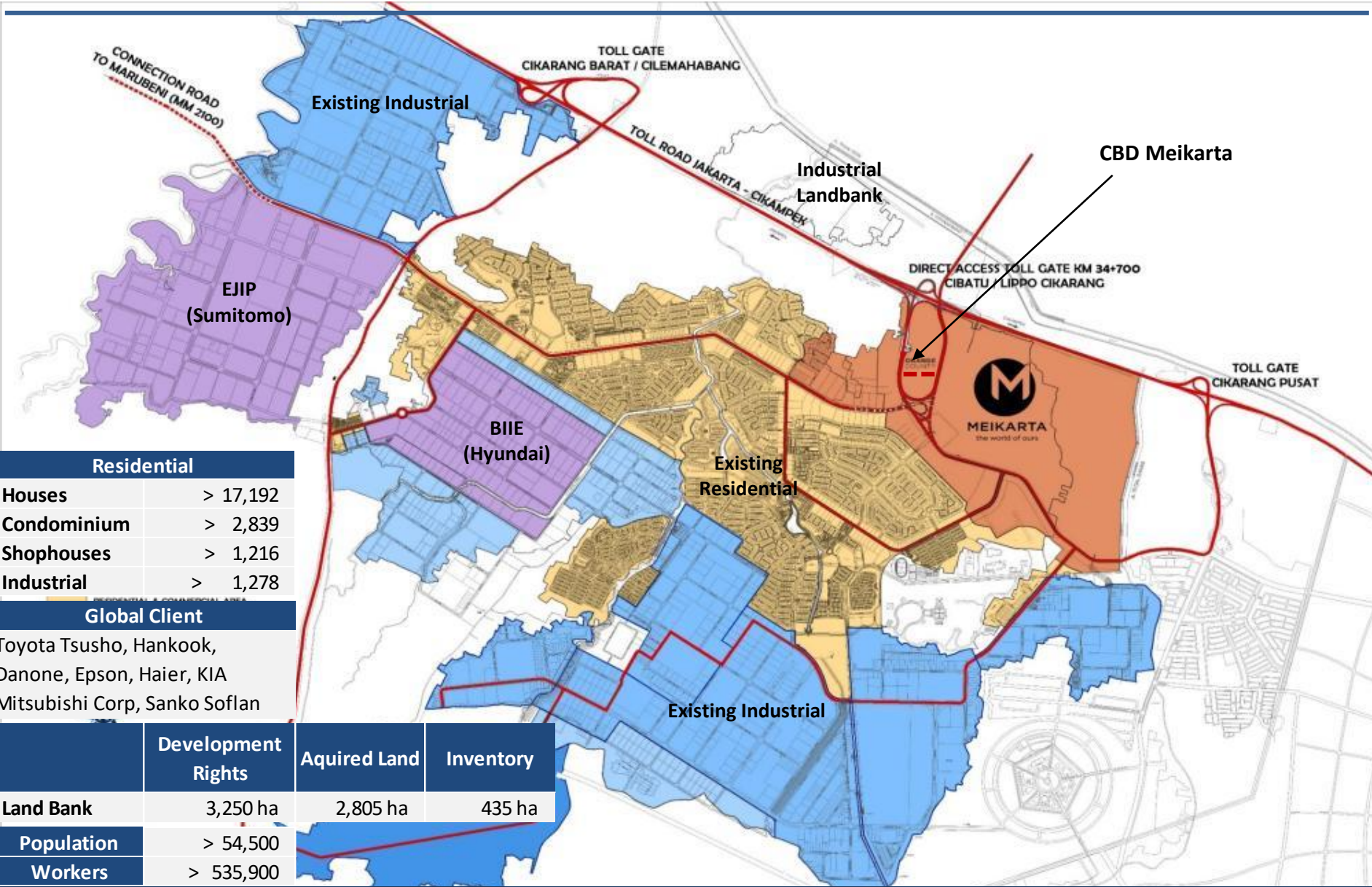
**EBITDA  
(Rp Miliar)**



**NPAT FY'18: RP 2.221 TRILIUN**  
**NPAT FY'17: RP 368 MILIAR**



# PETA LIPPO CIKARANG



Residential	
Houses	> 17,192
Condominium	> 2,839
Shophouses	> 1,216
Industrial	> 1,278

Global Client	
Toyota Tsusho, Hankook, Danone, Epson, Haier, KIA Mitsubishi Corp, Sanko Soflan	

	Development Rights	Aquired Land	Inventory
Land Bank	3,250 ha	2,805 ha	435 ha
Population	> 54,500		
Workers	> 535,900		

# DEWAN KOMISARIS\*)

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**Theo L. Sambuaga**  
Presiden Komisaris



**Sugiono Djauhari**  
Komisaris



**Didik Junaedi Rachbini**  
Komisaris Independen



**Hadi Cahyadi**  
Komisaris Independen



**Ali Said**  
Komisaris Independen

*\*) Komposisi Dewan Komisaris sesuai RUPS 18 April 2019*



# DIREKSI\*)

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**Sie Subiyanto**  
Presiden Direktur



**Hong Kah Jin**  
Direktur



**Ju Kian Salim**  
Direktur



**Alexander Yasa**  
Direktur



**Lora Oktaviani**  
Direktur

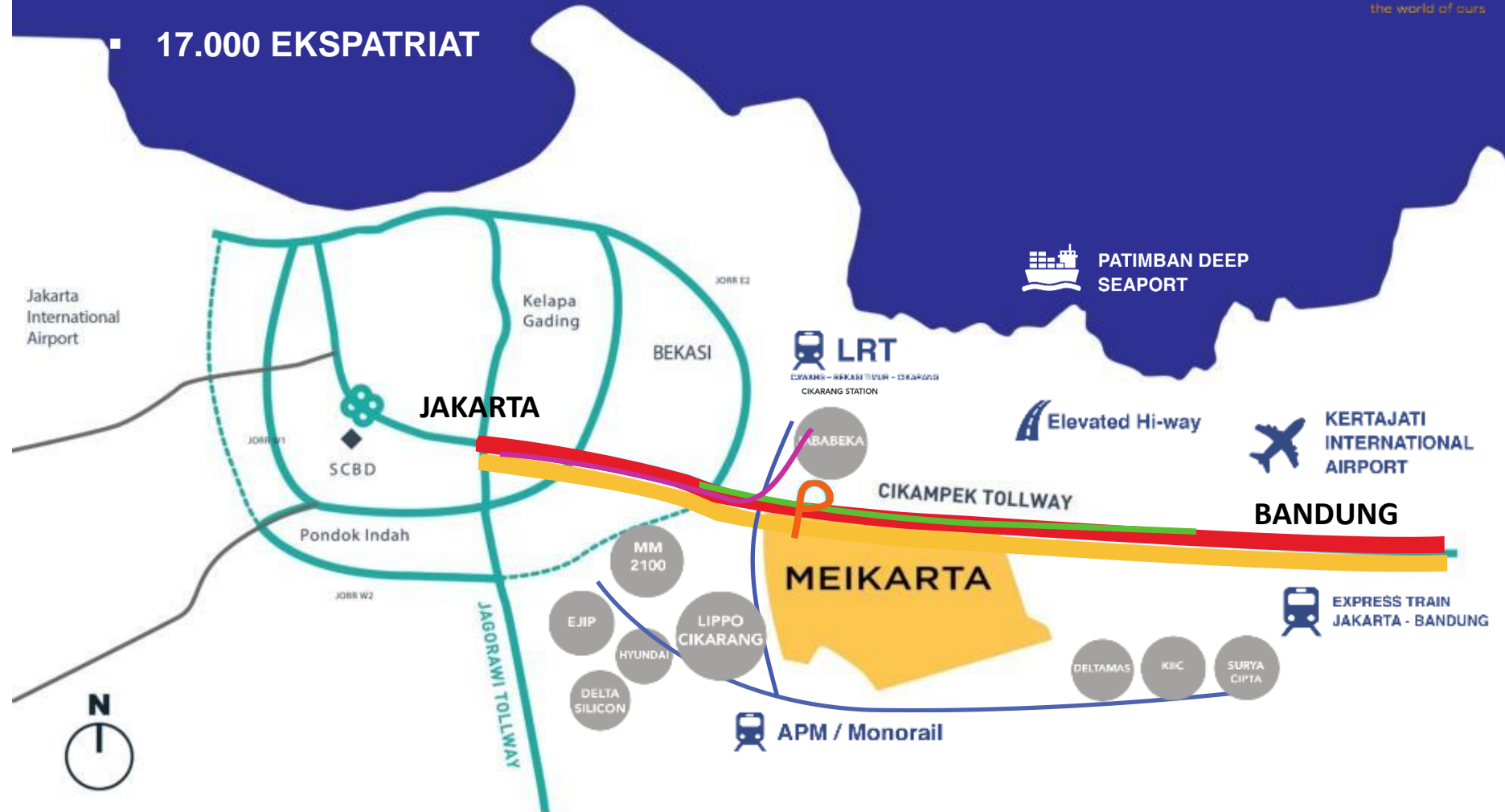


**Sony**  
Direktur Independen

*\*) Komposisi Direksi sesuai RUPS 18 April 2019*

## DIKELILINGI OLEH 500 PERUSAHAAN

- 4.000 PERUSAHAAN MULTINASIONAL
- 1 JUTA PRODUKSI MOBIL / TAHUN
- 10 JUTA PRODUKSI MOTOR/ TAHUN
- 17.000 EKSPATRIAT



## 6 INFRASTRUKTUR BARU



KERTAJATI INTERNATIONAL AIRPORT  
EST. COST: Rp 25.4 T  
OPEN : MAY 2018



PATIMBAN DEEP SEAPORT  
EST. VALUE : Rp 40T  
EST. COMPLETION : 2020 (PARTIAL)



ELEVATED TOLL JAKARTA – CIKAMPEK  
EST. VALUE : Rp 16 T  
EST. COMPLETION : End of 2019



FAST SPEED TRAIN JAKARTA – BANDUNG  
EST. VALUE : Rp 65T  
EST. COMPLETION : 2021 (PARTIAL)



LRT CAWANG –BEKASI TIMUR  
EST. VALUE : Rp 3,2 T  
EST. COMPLETION : End of 2019



APM (MONORAIL) CONNECTING  
7 INDUSTRIAL ESTATE  
EST. VALUE : Rp 21 T  
EST. COMPLETION : 2022



# TRANSPORTASI MASA DEPAN

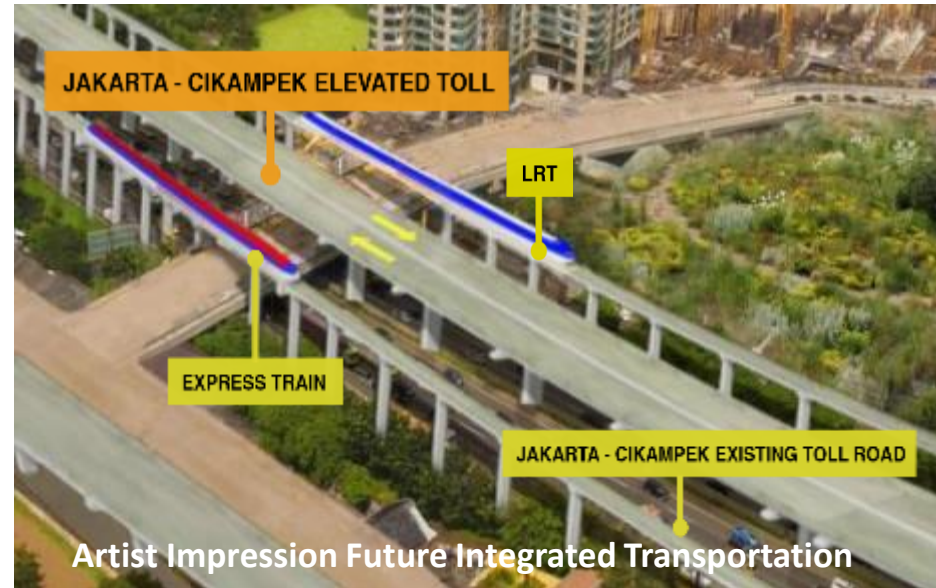
Progres LRT Saat ini



BANDARA KERTAJATI INTERNATIONAL



LRT and Elevated Cikampek Toll Road



Artist Impression Future Integrated Transportation

# Meikarta: inisiatif pengembangan kami selanjutnya

Investasi di PT Lippo Cikarang Tbk (“LPCK”) / Meikarta

~500ha dari total *landbank* untuk pengembangan jangka panjang secara bertahap

## Tahap 1

- Terdiri dari 84 ha
- Dana signifikan telah diinvestasikan ke infrastruktur untuk “Tahap 1 +”

### Tahap 1A

- Terdiri dari 28 ha
- 62 towers, dari 28 towers dalam proses konstruksi



- A systematic and pragmatic approach to the development of Meikarta with current focus on Phase 1A



# Central Park seluas 100 Ha

Kemajuan Konstruksi Nyata Terbaru



**MEIKARTA**  
the world of ours



# Meikarta

## Kemajuan Konstruksi Nyata Terbaru





# WATERFRONT

Facade  
Type 5 x 12





Marketing Gallery Waterfront



## 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%





# Meikarta CBD



## 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

Launched	: 5 Dec 2015
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%)
Payment	: Cash 11%
Profile	Mortgage 6%
	Instalment 83%

# PERKEMBANGAN KONSTRUKSI TERKINI MEIKARTA CBD





# FASILITAS UMUM LENGKAP

## **WATER BOOM**

Leisure & Excitement



## **INTERNATIONAL HOSPITAL**

Siloam Hospital



## **COMMERCIAL CENTER**

Easton Commercial Center



## **INTERNATIONAL SCHOOL**

Sekolah Pelita Harapan



## **5 STARS HOTEL 4 STARS Hotel**

Hotel Sahid Jaya & Grand Zuri Hotel



## **SERVICED APARTMENTS**

AXIA



## **SHOPPING MALL**

Mall Lippo Cikarang



## **LIFESTYLE MALL**

Lippo Cikarang Citywalk



## **DRIVING RANGE**

Leisure & Excitement



## **SPORT VILLAGE**



## **TOLL EXIT**

Cibatu KM 34.7



## **Pasar Central**

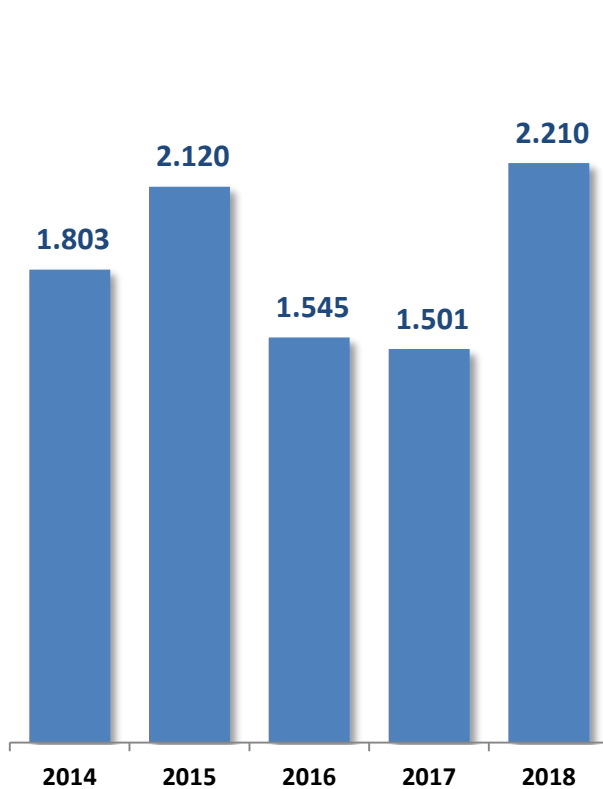
Lippo Cikarang



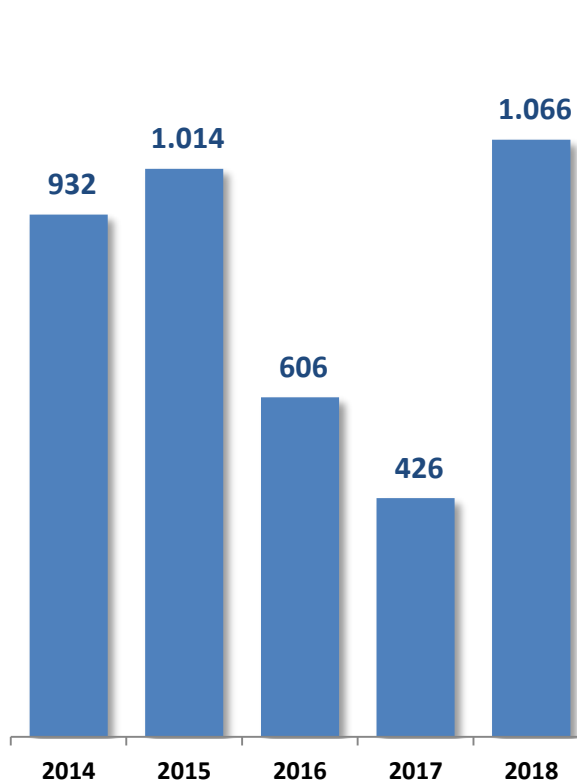
# Performa Keuangan

# IKHTISAR KEUANGAN

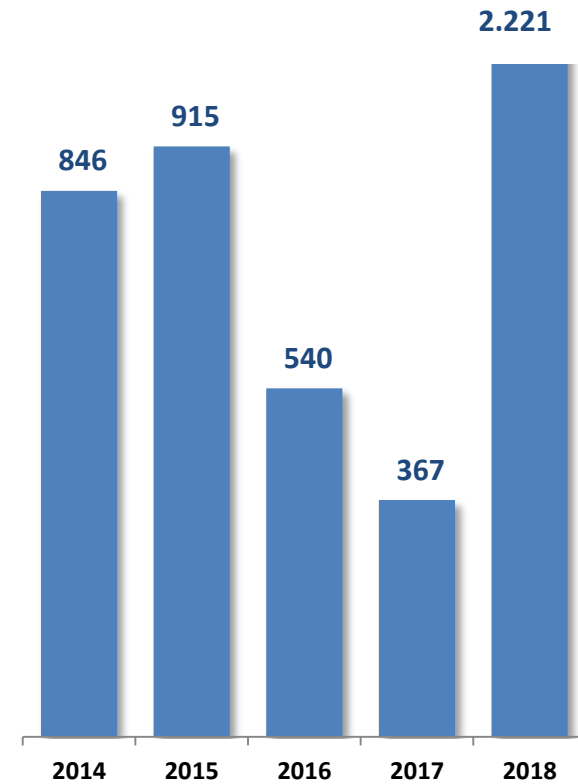
**Pendapatan  
(IDR Billion)**



**EBITDA  
(IDR Billion)**



**Laba Bersih  
(IDR Billion)**





# NERACA KEUANGAN

<b>IDR Billion</b>	<b>Dec 2014</b>	<b>Dec 2015</b>	<b>Dec 2016</b>	<b>Dec 2017</b>	<b>Dec 2018</b>
<b>Assets</b>	4.390	5.477	5.653	12.456	<b>8.590</b>
<b>Debt</b>	-	30	-	249	-
<b>Liability</b>	1.712	1.813	1.410	4.734	<b>1.696</b>
<b>Equity</b>	2.678	3.633	4.243	7.721	<b>6.894</b>
<b>Return on Assets</b>	19,3%	16,7%	9,5%	3,0%	<b>25,9%</b>
<b>Return on Equity</b>	31,6%	25,2%	12,7%	4,8%	<b>32,2%</b>
<b>Net Gearing Ratio</b>	-	0,01	-	0,03	-
<b>Liability to Asset Ratio</b>	0,39	0,33	0,25	0,38	<b>0,20</b>

# MARKETING SALES PROPERTI

Marketing Sales (IDR Billion)	2015	2016	2017	2018	B 2019
<b>Lippo Cikarang</b>					
Residential	652	363	54	943	477
Commercial	53	-	54	2	43
Industrial	29	6	8	81	105
<b>Total Lippo Cikarang</b>	<b>734</b>	<b>369</b>	<b>116</b>	<b>1.026</b>	<b>625</b>
Orange County Residential	1.708	311	123	15	75
DS8 KSO	250	69	71	-	300
<b>Total Sales</b>	<b>2.692</b>	<b>749</b>	<b>310</b>	<b>1.041</b>	<b>1.000</b>

# Lampiran

# PASAR PERTUMBUHAN MENARIK INDONESIA

## Economic Indicators

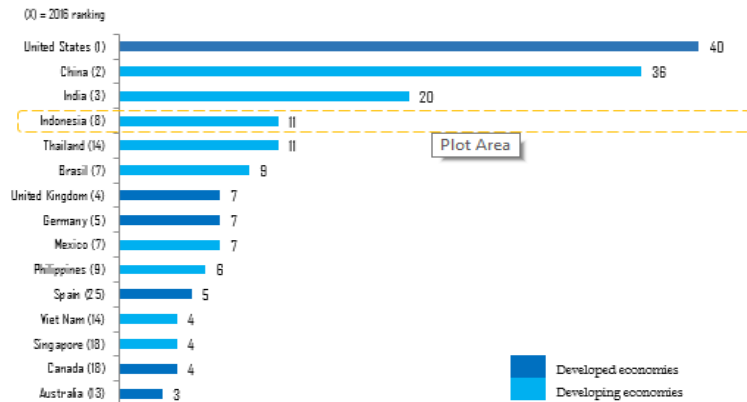
	2017	2018	2019 State Budget
Economic Growth (%)	5.07	5.17	5.3
Inflation Rate (%)	3.61	3.13	3.5
Exchange Rate (Rp/USD)	13,384	14,427	14.400
3 Month SBI (%)	4.98	4.95	5.3
Oil Price (USD/bbl)	51,2	67,5	70
Oil Lifting (k bbl/day)	803.9	776	750

Source : Bank of Indonesia, Ministry of Finance



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

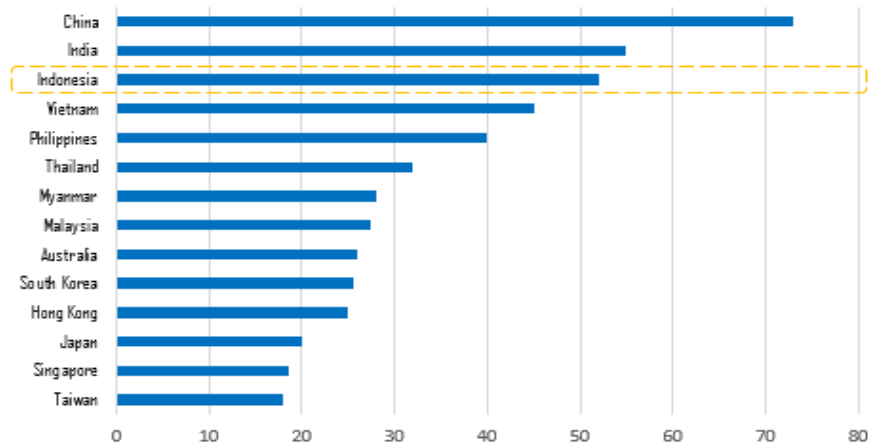
"Indonesia ranks fourth as the most prospective country for investment for 2017-2019 (ranked eighth in the previous year)."



Source: 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)"



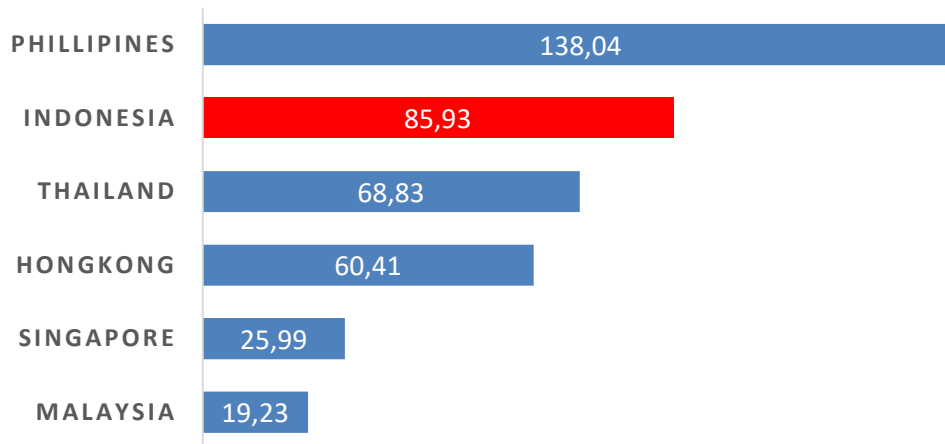
Source: UNCTAD, The Economist - Asia Business Outlook Survey 2017



# POTENSI PERTUMBUHAN PROPERTI INDONESIA

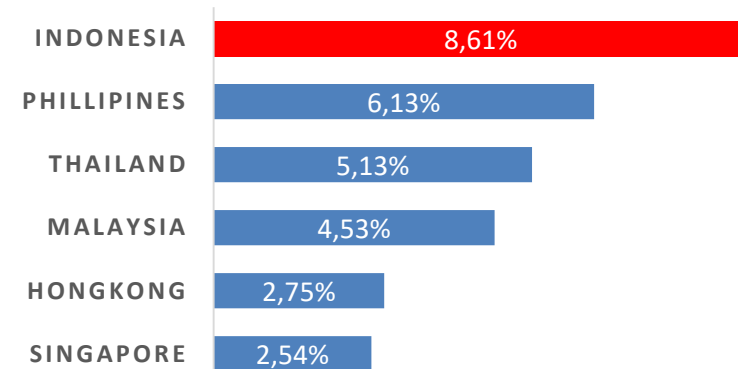
- Rapid urbanisation
- Growing middle-class
- Strong savings and income growth
- Low mortgage penetration
- Property as investment
- Improving regulatory environment
- Banking innovation
- Low property prices in the region
- Highest yields in the region

## PRICE PER SQM/ GDP PER CAPITA

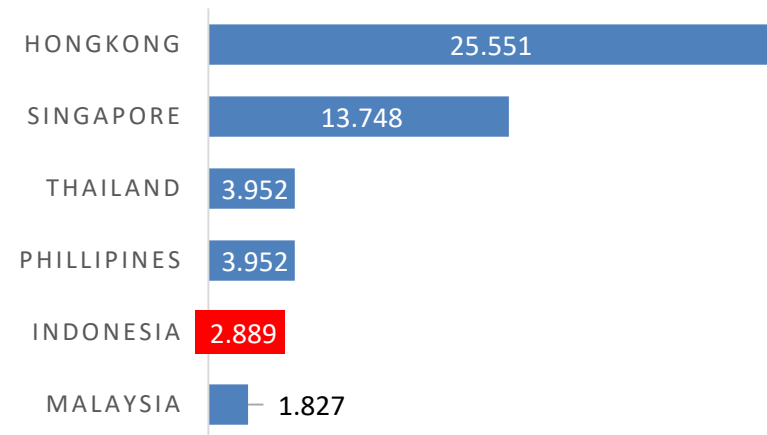


Source: Global Property Guide

## ASIA PACIFIC PROPERTY RENTAL YIELD



## PROPERTY PRICE (USD/SQM)



# KEPEMILIKAN PROPERTI OLEH PIHAK ASING

## LAND TITLES AVAILABLE :

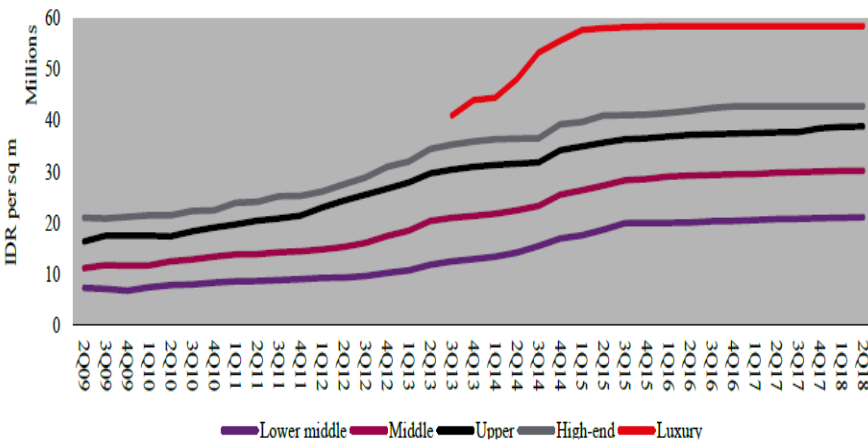
1. Freehold : may be held by Indonesian citizens only (not even by fully Indonesian-owned companies).
2. Right to Build (renewable leasehold) : may be held by Indonesian citizens and any company established in Indonesia for an initial 30 years.
3. Right to Use (renewable leasehold) : may be held by Indonesian 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 :

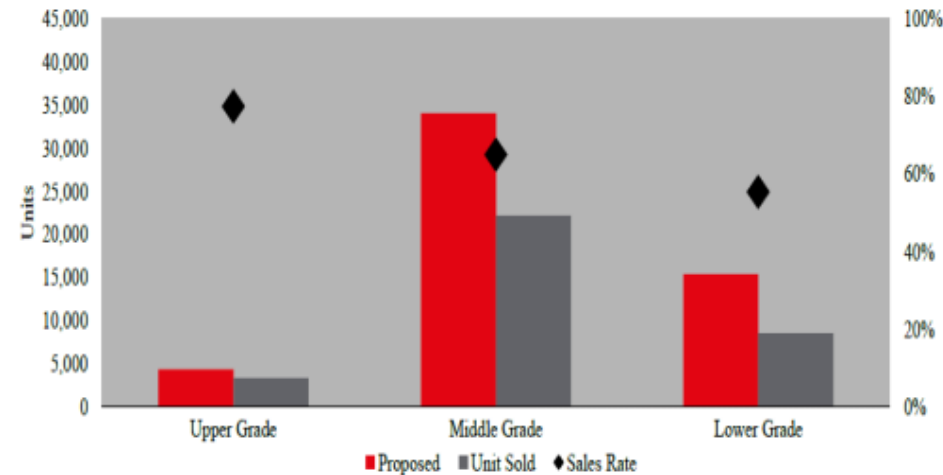
1. Foreign residence in Indonesia can purchase property in own name under *Right to Use* title under Government Regulation no 103/2015 dated on 22 December 2015 and further reinforced by The Ministry of Agricultural and Spatial Planning /National Land Agency Regulation no 29/2016 dated on 19 Sept 2016 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 KONDOMINIUM JAKARTA

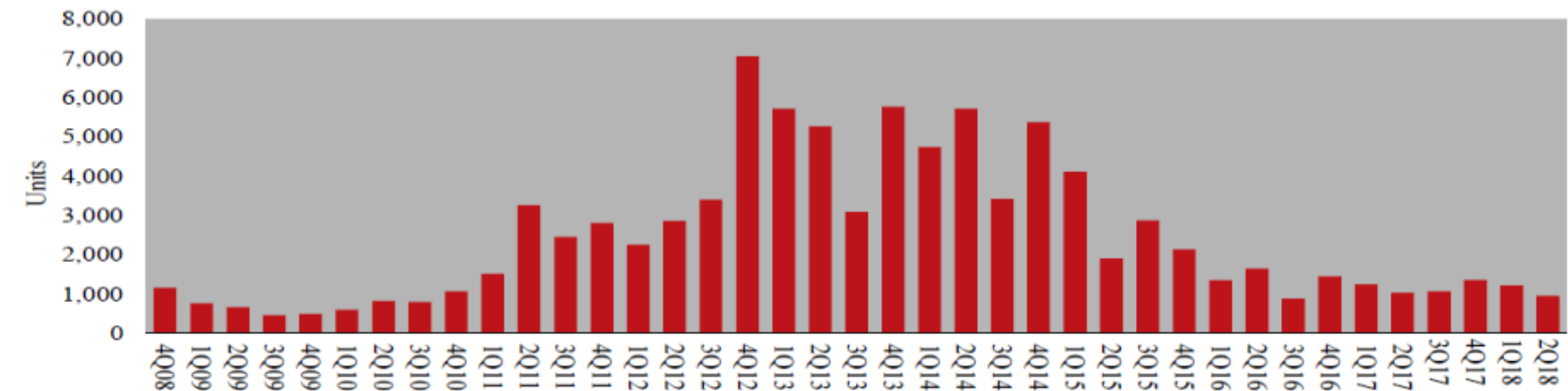
Condominium Prices



Condominium Sales Rate



Condominium Sales

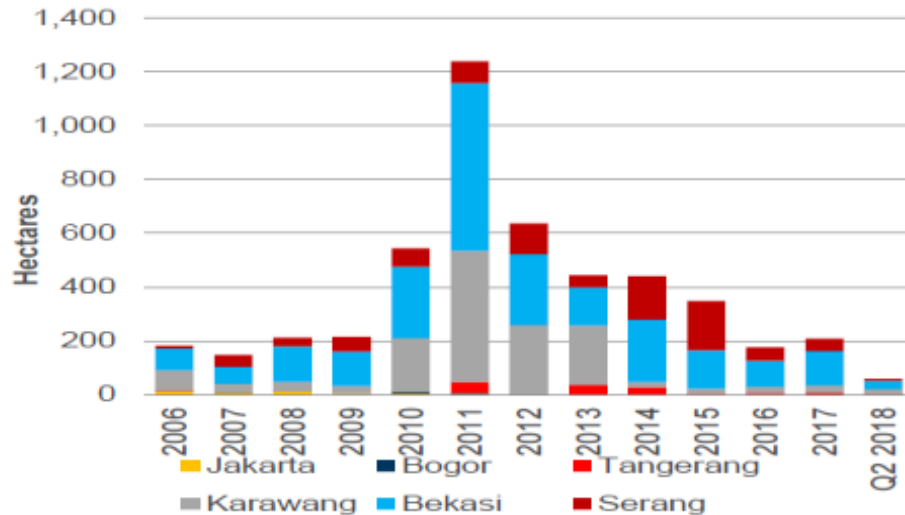


Source: JLL Research

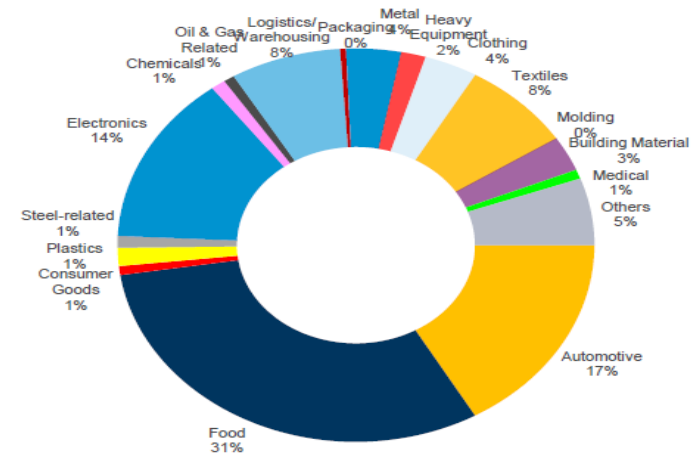
Source : Q2 2018 Market Review for Jakarta  
Jones Lang LaSalle Research

# PASAR INDUSTRI JAKARTA

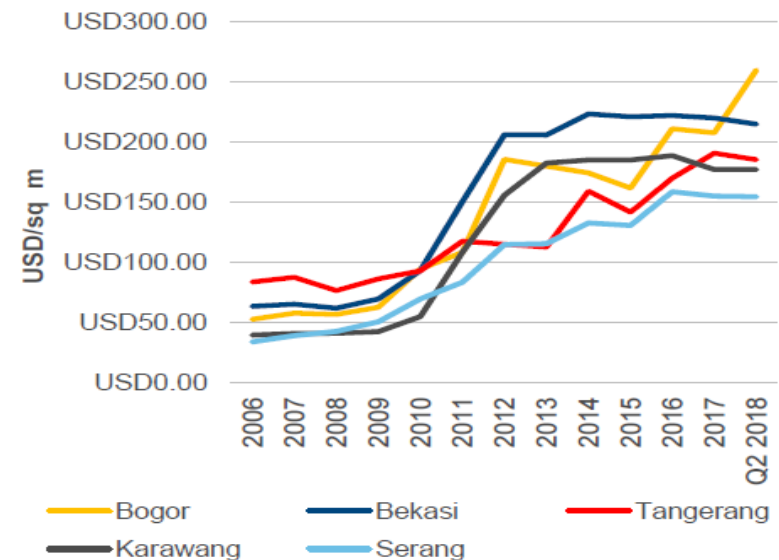
## Annual Industrial Land Absorption



## Types of Active Industries During H1 2018



## Greater Jakarta Industrial Land Prices



Source: Colliers International Indonesia - Research



# KINERJA SAHAM



OPEN	PREV CLOSE	VOLUME
2,560.00	2,560.00	288,800
MARKET CAP	DAY RANGE	52 WEEK RANGE
1.783T	2,560.00-2,640.00	1,125.00-3,510.00

Connecting  
the dots  
for decision  
makers.

## Share Price As Per Dec 31, 2018

Closing Price : Rp 1,475  
Day Volume : 288.800  
Market Cap : Rp 1 trillion

# PERJALANAN KAMI

## 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.

## 2017

- Launch Meikarta, a beautiful megacity that will 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
- Topping off Irvine and Westwood at CBD Meikarta

## 2018

- Handover all units sold at Irvine and Westwood at CBD Meikarta
- Inaugurated the First Self-managed Mosque

## 2019

- Handover all units sold at Pasadena at CBD Meikarta

## 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

- 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%

# PENGHARGAAN TERBARU



Lippo Cikarang received  
**Certificate of  
Appreciation from Bekasi  
regency for CSR in  
Education and Healthcare**



Lippo Cikarang received  
**Indonesia Property Award 2018 – Top  
Marketing Communication in  
Industrial Estate**  
(from Warta Ekonomi magazine)



Lippo Cikarang received  
**West Java Governor in the category  
of Development Partners Through  
CS/PKBL Program**  
(from Regional Development  
Planning Agency of West Java  
Province)



Lippo Cikarang received  
**Indonesia Green Award 2018  
in the category of  
Technological Engineering  
and Renewable Energy**  
(from La Tofi School of CSR)



Lippo Cikarang received  
**Indonesia Green Award 2018  
in the category of  
development of biodiversity**  
(from La Tofi School of CSR)



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 Green Award 2018  
in the category of saving  
water resources**  
(from La Tofi School of CSR)

# PENGHARGAAN TERBARU



Lippo Cikarang received  
**Indonesia Best Public Company 2018**  
in the category **Property, Real Estate**  
**and Building Construction**  
(from Warta Ekonomi magazine)



Lippo Cikarang received  
**Indonesia Property Award 2018**  
in the category of the prospective  
housing in Cikarang for  
**The Patio project**  
(from Properti Indonesia magazine)



Lippo Cikarang received  
**Nusantara CSR Award 2018** in  
the category of improving  
**health quality**  
(from La Tofi School of CSR)



Lippo Cikarang received  
**Nusantara CSR Award 2018** in  
the category of improving the  
**quality of education**  
(from La Tofi School of CSR)



Lippo Cikarang received  
**Nusantara CSR Award 2018** in  
the category of regional  
**infrastructure development**  
(from La Tofi School of CSR)



Lippo Cikarang received  
**Nusantara CSR Award 2018** in  
the category of community  
**economic empowerment**  
(from La Tofi School of CSR)



Lippo Cikarang received  
**Certificate of**  
**Appreciation** from  
**Bekasi regency** for CSR  
in **Education and**  
**Healthcare**



## KOMPOSISI PEMEGANG SAHAM per 31 Desember 2018

Status	Jumlah Saham	%
<b>Pemodal Nasional</b>		
Perorangan	116.393.914	16,72%
Yayasan	12.500	0,00%
Dana Pensiun	594.600	0,09%
Asuransi	1.717.900	0,25%
Perseroan	476.666.197	68,49%
Lainnya	50.000	0,01%
<b>Sub Total</b>	<b>595.435.111</b>	<b>85,55%</b>
<b>Pemodal Asing</b>		
Perorangan	14.200.000	2,04%
Perseroan	86.364.889	12,41%
Lainnya	-	0,00%
<b>Sub Total</b>	<b>100.564.889</b>	<b>14,45%</b>
<b>Total</b>	<b>696.000.000</b>	<b>100,0%</b>

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