



PT Lippo Cikarang Tbk 1H19 Results Presentation September 2019

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Shareholder Structure



Shareholder Structure

			As of 30 June 2019		А			
No.	Description	Number of Investor	Number of Shares	%	Number of Investor	Number of Shares	%	Changes YoY (%)
I.	Domestic							
	Individual	5,712	124,822,714	17.9%	4,632	116,393,914	16.7%	7.2%
	Foundation	1	12,500	0.0%	1	12,500	0.0%	0.0%
	Pension Fund	18	1,045,200	0.2%	17	594,600	0.1%	75.8%
	Insurance	15	1,717,900	0.2%	15	1,717,900	0.2%	0.0%
	Corporation	48	476,624,097	68.5%	43	476,666,197	68.5%	0.0%
	Others	2	1,304,800	0.2%	1	50,000	0.0%	2509.6%
	Sub Total	5,796	605,527,211	87.0%	4,709	595,435,111	85.6%	1.7%
II.	International							
	Retail	36	10,325,700	1.5%	37	14,200,000	2.0%	-27.3%
	Institutional	112	80,147,089	11.5%	84	86,364,889	12.4%	-7.2%
	Others	-	-	0.0%	-	-	0.0%	0.0%
	Sub Total	148	90,472,789	13.0%	121	100,564,889	14.4%	-10.0%
	Total	5,944	696,000,000	100.0%	4,830	696,000,000	100.0%	0.0%



1H19 Financial Data



Key Financial Highlights

	1H 2019	1H 2018	Change (%)
Presales (Rp billion)	451	134	237%
Revenue (Rp Billion)	686	1,154	-41%
Recurring Revenue (Rp billion)	181	157	15%
EBITDA (Rp Billion)	209	415	-50%
EBITDA Margin	31%	36%	-2%
Net Income (Rp billion)	210	2,042	-90%
Net Debt/Equity Ratio (X)	-0.09	-0.09	N.A.
Interest Coverage Ratio (X)	0.03	N.A.	N.A.
Cash (Rp billion)	958	693	38%
Inventory (Rp billion)	4,146	3,783	10%

Summary of balance sheet and marketing sales

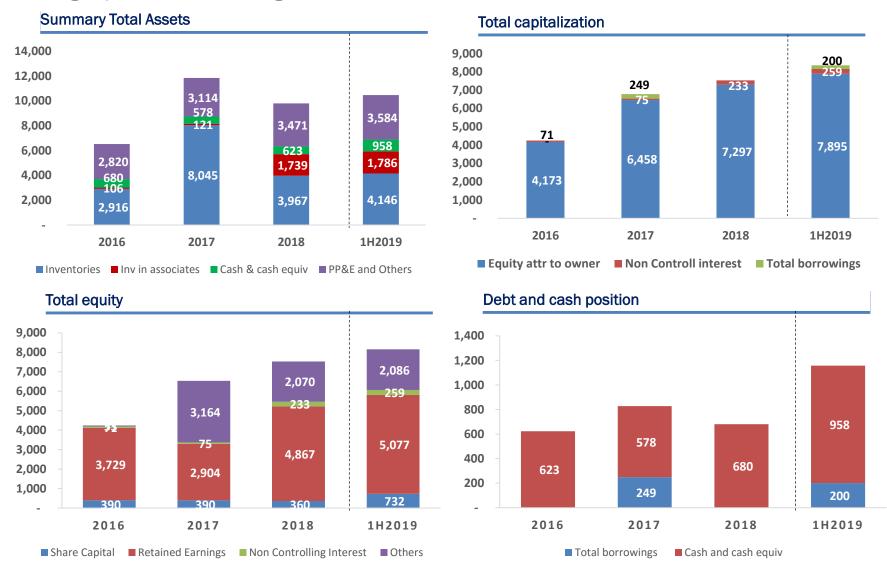
IDR Billion	Dec 2015	Dec 2016	Dec 2017	Dec 2018	Jun 2019
Assets	5,477	5,727	11,267	9,226	9,899
Debt	30	-	249	-	200
Liability	1,813	1,483	4,734	1,696	1,745
Equity	3,633	4,244	6,533	7,530	8,154
Return on Assets	16.7%	9.4%	-7.3%	21.3%	8.5%
Return on Equity	25.2%	12.7%	-12.6%	26.1%	10.3%
Net Gearing Ratio	0.01	-	0.04	-	0.02
Liability to Asset Ratio	0.33	0.26	0.42	0.18	0.18

Marketing Sales (IDR Billion)	2016	2017	2018	6M 2018	6M 2019	B 2019
Lippo Cikarang						
Residential	363	54	943	90	59	477
Commercial	-	54	2	(3)	-	43
Industrial	6	8	81	34	83	105
Total Lippo Cikarang	369	116	1,026	121	142	625
Orange County Residential	311	123	15	13	-	75
DS8 KS0	69	71	-	-	309	300
Meikarta*	-	-	-	-	-	-
New Project	-	-	-	-	-	-
Total Sales	749	310	1,041	134	451	1,000

Balance Sheet

(Rp Bn Consolidated)					
ASSETS	1H 2019	FY 2018	LIABILITIES & STOCKHOLDERS' EQUITY	1H 2019	FY 2018
Current Assets			Current Liabilities		
Cash & Cash Equivalent	958		Bank Loan	200	-
Accounts Receivable	242		Accounts Payable	273	272
Available for Sale Financial Assets	249		Accrued Exp. & Taxes Payable	153	147
Inventories	4,146		Customers' Deposits	198	279
Prepaid Taxes & Expenses	96	96	Deferred Income	43	41
Other Current Financial Assets	74		Estimated Liabilities on Employees' Benefits	10	8
Others Current Non Financial Assets	608	608	Other Current Financial Liabilities	207	234
Total Current Assets	6,373	5,853	Total Current Liabilities	1,085	982
Fixed Assets	269	269	NON-CURRENT LIABILITIES		
			Due to Related Parties Non Trade	108	108
			Customer Deposits	516	573
			Post Emplyment benefits Liabilities	36	33
Non Current Assets			Total Non Current Liabilities	660	713
Land for Future Dev.	306	306			
Investment in Associates	1,786	1,739	EQUITY		
Other Non Current Assets	1,164	1,058	Capital Stock - Issued & Fully Paid	348	348
Total Non Current Assets	3,256		Additional Paid In Capital	384	12
			Other Equity Component	2,018	2,018
			Retained Earnings	5,077	4,867
			Other Comprehensive Income	68	52
			Total Equity Attributable to Owner	7,895	7,297
			of the Parent		-
			Non-Controlling Interest	259	233
			Total Stockholders' Equity	8,154	7,530
TOTAL ASSETS	9,898	9,226	TOTAL LIABILITIES & STOCKHOLDERS EQUITY	9,898	9,226

Highly underleveraged balance sheet



Notes: IDRUSD of 14,212 used throughout unless otherwise stated (1) Financial leases excluded from total borrowings.





Income statement: 1H18 Revenue and Net Income were impacted from one time gains

Change

(547,281)

(138,597)

(408,684)

%

-66%

-45%

-78%

1H 2019

686,490

401,206

285,284

1H2018

1,154,047

477,318

676,729

2Q 2018

834,413

308,927

525,486

2Q 2019

287,132

170,330

116,802

Operating Expenses	40,969	214,445	(173,476)	-81%	88,323	280,501	(192,178)	-69%
Operating Profit	75,833	311,041	(235,208)	-76%	196,961	396,228	(199,267)	-50%
Other Income	19,089	1,722,890	(1,703,801)	-99%	73,986	1,731,176	(1,657,190)	-96%
Other Expenses	25,376	33,256	(7,880)	-24%	27,741	36,154	(8,413)	-23%
Income Before Tax	69,546	2,000,675	(1,931,129)	-97%	243,206	2,091,250	(1,848,044)	-88%
Tax Expenses	13,438	27,491	(14,053)	-51%	22,523	37,275	(14,752)	-40%
Profit for the Period	56,108	1,973,184	(1,917,076)	-97%	220,683	2,053,975	(1,833,292)	-89%
Non Controlling Interest	(2,761)	12,381	(15,142)	-122%	10,643	12,381	(1,738)	-14%
Profit for the period attributable	-	-						
to owners of the parent	58,869	1,960,803	(1,901,934)	-97%	210,040	2,041,594	(1,831,554)	-90%
(in Rp million)	2Q 2019	2Q 2018	Change	%	1H 2019	1H2018	Change	%
Total Revenues	287,132	834,413	(547,281)	-66%	686,490	1,154,047	(467,557)	-41%
Residential Houses and Apartments	120,211	298,082	(177,871)	-60%	424,185	530,050	(105,865)	-20%
Commercial Lands and Shophouses	68,896	454,799	(385,903)	-85%	68,896	454,799	(385,903)	-85%
Industrial Lots	12,620	1,314	11,306	860%	12,620	11,739	881	8%
Town Management	68,083	64,676	3,407	5%	146,029	126,258	19,771	16%
Rental Income and Others	17,322	15,542	1,780	11%	34,760	31,201	3,559	11%
COGS	170,330	308,927	(138,597)	-45%	401,206	477,318	(76,112)	-16%
Residential Houses and Apartments	94,870	177,973	(83,103)	-47%	281,753	303,066	(21,313)	-7%
Commercial Lands and Shophouses	11,542	87,486	(75,944)	-87%	11,542	87,486	(75,944)	-87%
Industrial Lots	5,120	-	5,120	0%	5,120	2,367	2,753	116%
Town Management	50,598	37,335	13,263	36%	88,569	71,877	16,692	23%
Rental Income and Others	8,200	6,133	2,067	34%	14,222	12,522	1,700	14%
Gross Profit	116,802	525,486	(408,684)	-78%	285,284	676,729	(391,445)	-58%

(in Rp million)

Gross Profit

COGS

Total Revenues

%

-41%

-16%

-58%

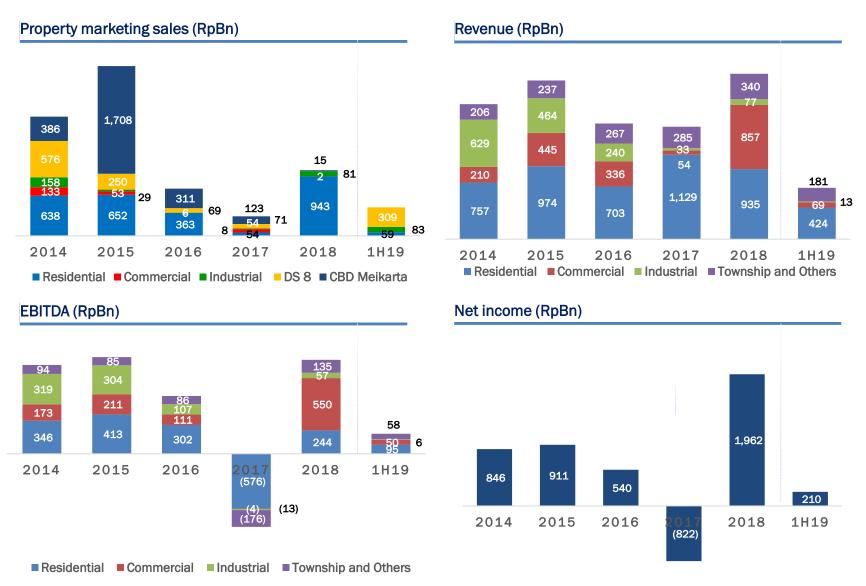
Change

(467,557)

(76,112)

(391,445)

Income statement highlights



Notes: IDRUSD of 14,212 used throughout unless otherwise stated

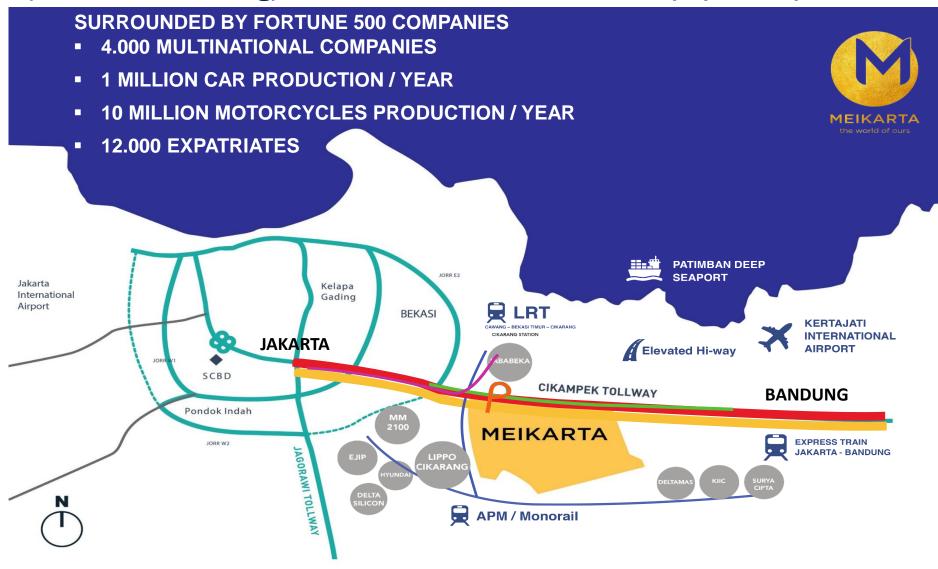




Meikarta



Strategic region for growth – In between 2 of Indonesia's largest cities (Jakarta & Bandung); West Java is Indonesia's most populous province



New infrastructure underway increasing accessibility to Industrial Estates, Future driver of FDI



KERTAJATI INTERNATIONAL AIRPORT

the world of ours



Estimated cost: Rp 25.4 Tn

Estimated Completion: Already Operational

PATIMBAN DEEP SEAPORT



Estimated cost: Rp 40.0 Tn

Estimated Completion: End of 2021 (Partial)

ELEVATED TOLL ROAD (JAKARTA – CIKAMPEK)



Estimated cost: Rp 16.0 Tn **Estimated Completion: 2020**

HIGH SPEED TRAIN (JAKARTA - BANDUNG)



Estimated cost: Rp 65.0 Tn **Estimated Completion: 2022**

LIGHT RAIL (LRT CAWANG - BEKASI TIMUR)



Estimated cost: Rp 3.2 Tn **Estimated Completion: 2021**

APM (MONORAIL) CONNECTING INDUSTRIAL ESTATES



Estimated cost: Rp 21.0 Tn **Estimated Completion: N/A**



Future Infrastructure Under Construction



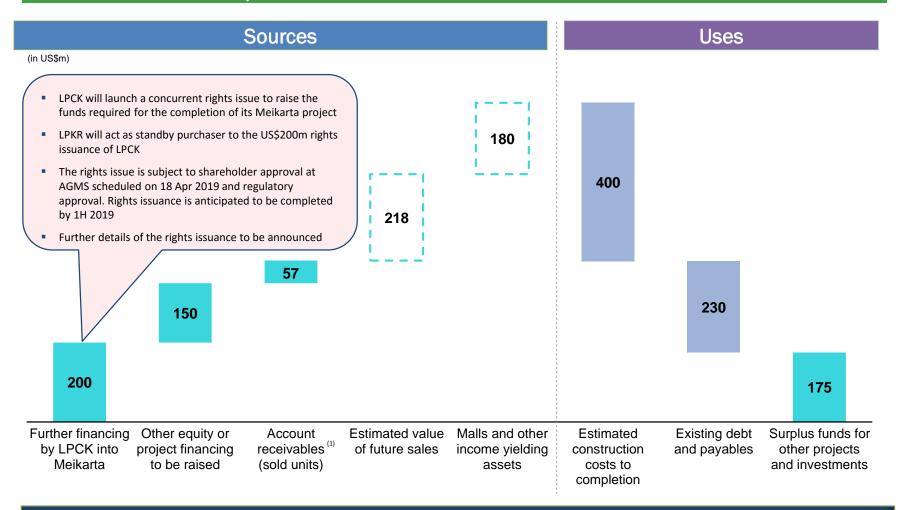






Meikarta: our next development initiative (cont'd)

Investment in LPCK / Meikarta



Fully funded business plan to complete current development projects in Meikarta Phase 1A

Source: Company information.

Note: Assume exchange rate of US\$1 to IDR 14,500; all figures subject to FX movements.

(1) As at 31 Dec 2018.





Meikarta: Significant progress year to date



3 January 2019



• 26 July 2019







~500ha of total landbank for long term development over phases

Phase 1

- Consists of ~84 ha
- Significant funds already invested into key foundation infrastructure for "Phase 1 +"

Phase 1A

- Consists of ~28 ha
- 62 towers, of which, 44 towers are in construction

Marketing Sales 1H 2019

Amount (IDR bn)	122
Total units	274
Sqm	14,592
Cash	20%
Mortgage	42%
Installment	38%



Meikarta

Construction Progress 26 July 2019





BLOCK **50021** Completed to Floor 28



BLOCK **53022** Completed to Floor 29



BLOCK **39021** Completed to Floor 24



Central Park at Meikarta











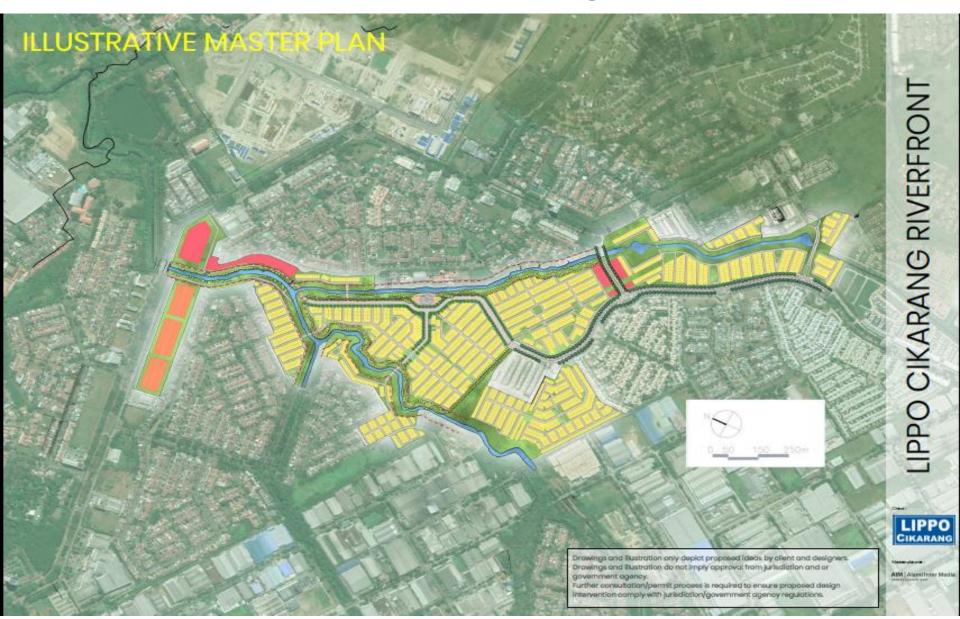




Projects Data



Waterfront - Affordable Landed Residential Housing



Waterfront - Affordable Landed Residential Housing





Waterfront - Affordable Landed Residential Housing



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%





Orange County



IRVINE SUITES

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

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%)

ie – 30id . Kp 411 bii (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%

Progress of Orange County









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



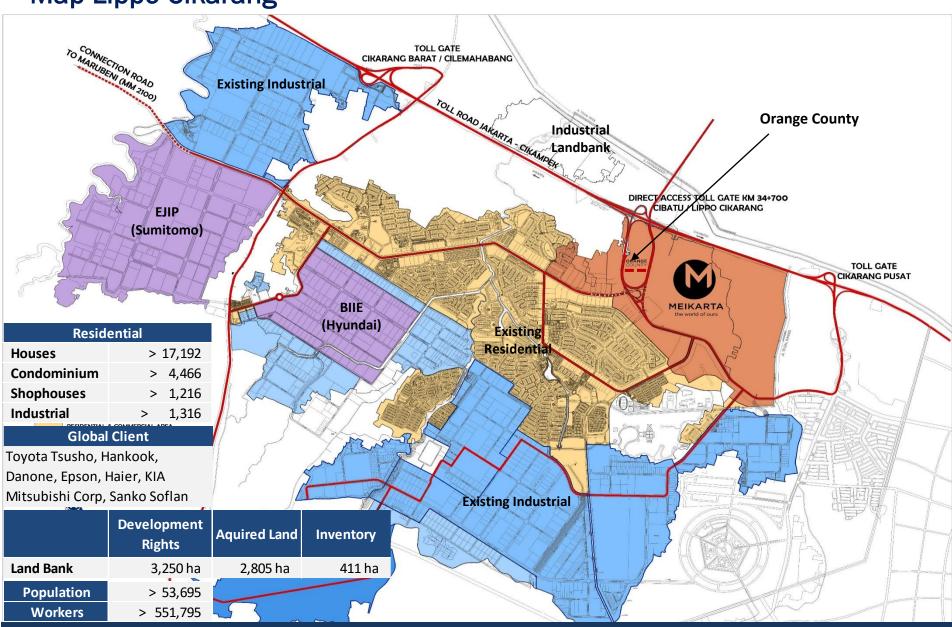
Pasar Central Lippo Cikarang

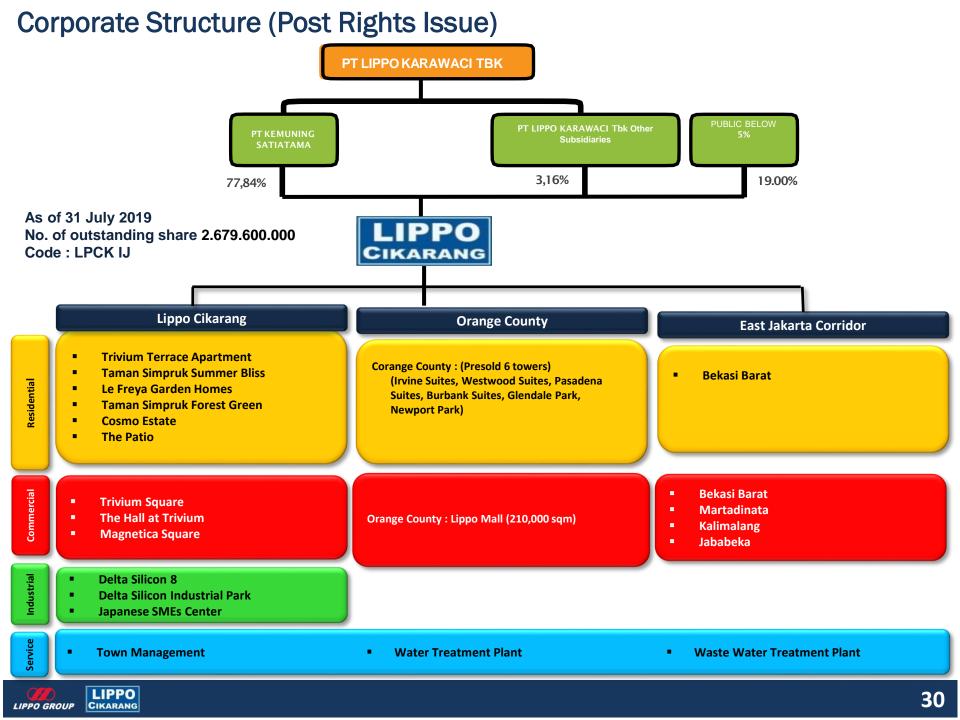


Lippo Cikarang Map and Corporate Structure



Map Lippo Cikarang





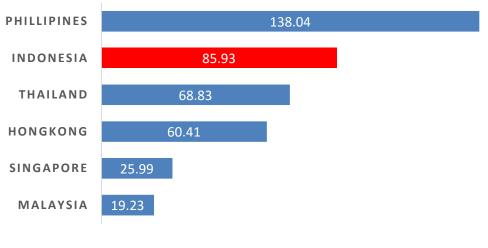
Appendix



Indonesian Property Potential for 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

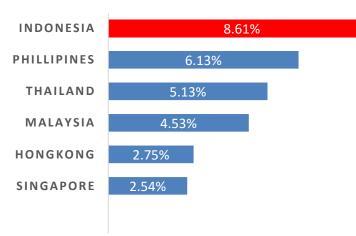
PRICE PER SQM/ GDP PER CAPITA



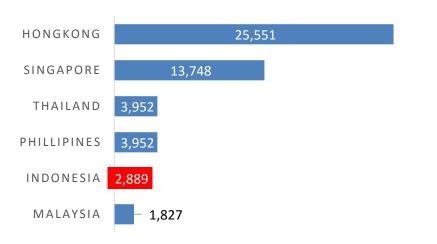
Source: Global Property Guide

ASIA PACIFIC PROPERTY

RENTAL YIELD



PROPERTY PRICE (USD/SQM)



Foreign ownership remains a challenge

LAND TITLES AVAILABLE:

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

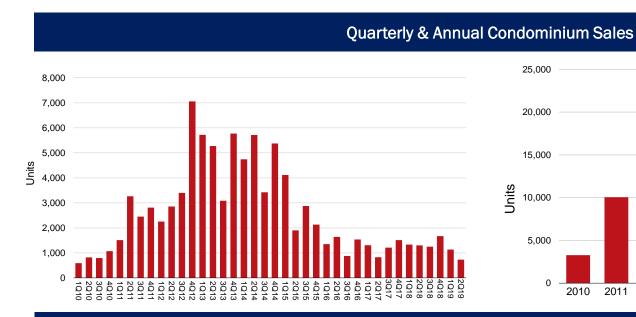
residence in Indonesia for an initial 30 years, extendable for

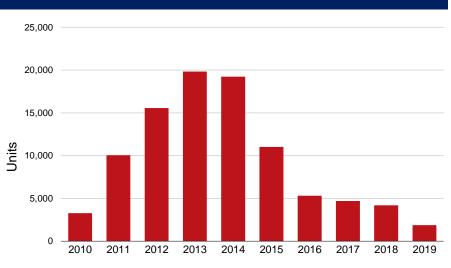
another 20 years and renewable for another 30 years

OPTIONS FOR FOREIGN OWNERSHIP:

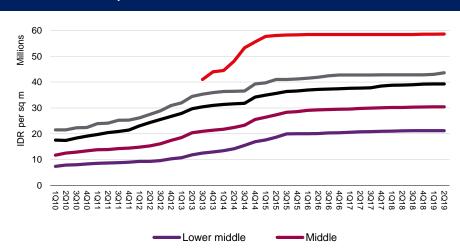
- Foreign residence in Indonesia can purchase property in own name under Right to Use title under Government Regulation no 103/2015 dated on 22 December 2015 and further reinforced by The Ministry of Agricultural and Spatial Planning /National Land Agency Regulation no 29/2016 dated on 19 Sept 2016 for 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.
- Through Indonesian nominees, establish a locally owned company.
- Use an Indonesian professional third party corporate nominee.
- Private unregistered lease.
- 6. Establish a person to person arrangement with an Indonesian private individual who will personally own the property.

Overview of Jakarta's Condominium market





New Launches by Segment & Prices Per Square Meter 45,000 100% 40,000 80% 35,000 30,000 60% 25,000 20,000 40% 15,000 10,000 20% 5,000 Lower Grade Upper Grade Middle Grade Unit Sold Proposed

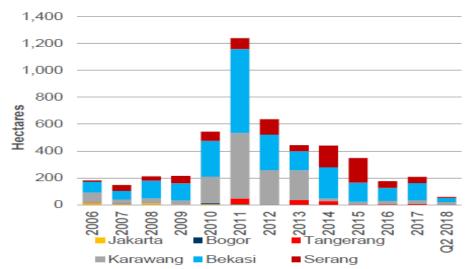


Source: 2Q'2019 Jones Lang LaSalle Research



Overview of Jakarta's Industrial Market

Annual Industrial Land Absorption

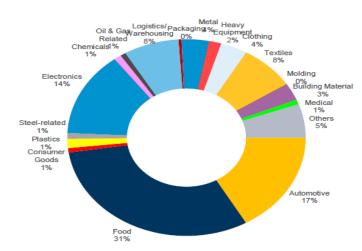


INDUSTRIAL LAND PRICES AND MAINTENANCE COSTS (IN USD EQUIVALENT)

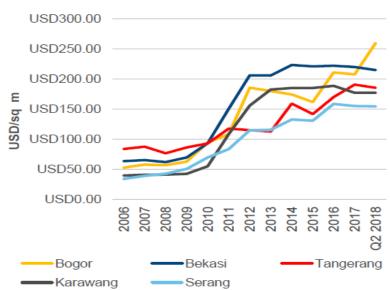
	با	and Price (/sq m)		Mainten	ance Cost (/sq m/	month)
	Lowest	Highest	Average	Lowest	Highest	Average
Bogor	215.2	340.7	277.9	0.06	0.07	0.07
Bekasi	172.1	229.5	210.8	0.07	0.08	0.07
Tangerang	179.3	233.1	185.3	0.03	0.07	0.06
Karawang	170.0	185.0	177.0	0.06	0.10	0.07
Serang	143.4	165.7	154.6	0.04	0.05	0.04

Source: Colliers International Indonesia - Research

Types of Active Industries During H1 2018



Greater Jakarta Industrial Land Prices



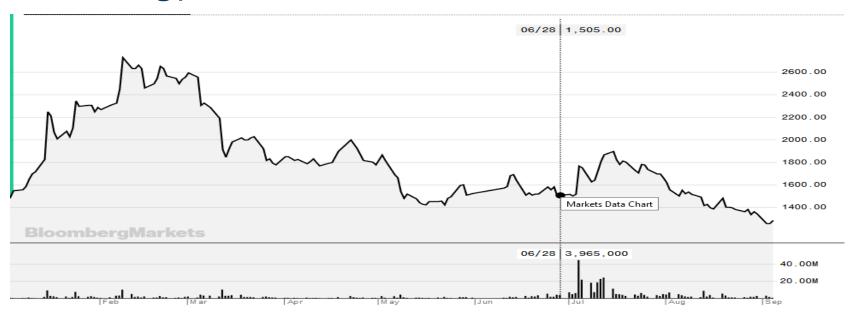


Key Milestones

2017 2018 2004-2012 2014 1987-1997 Launch Meikarta, a beautiful Handover all units sold at Construction of Vassa Lake • Opening of Cibatu toll gate Km 34.7. megacity that wll covers 22 The forerunner, PT Desa Dekalb Irvine and Westwood at Residence at CBD Lippo Cikarang. million sqm in GFA at the exit tol Topping off Trivium Terrace established in 1987, and was **CBD Meikarta** Construction of industrial estate Apartment, North Tower. Cibatu, Km 34,7, complete with transformed into PT Lippo Cikarang in Delta Silicon 3 and 5. infrastructure and facilities so it · Sold out Irvine Suites, and 1995 located in Bekasi, West Java. **Construction of Lippo Cikarang** will be self contained city for Wetwood at Orange County. Listed on stock exchange in 1997. City Walk. people to live, work and play **Topping off Irvine and Westwood** at Orange County 2019 Handover all units sold at Pasadena at Orange County **Grounbreakig of AXIA III** in cooperation with Tovota Tsusho 2016 Signing MOU Lippo Group and Shenzhen bangun Indonesia Shenzhen Industrial Park business delegation. • Signing MOU with TOTAL for Orange 2015 County's first phase development. Signing of JV agreement with • Appointed Kajima Indonesia to work on 1999-2003 2011-2013 piling structure and design development Mitsubishi for two residential • Setting up the Master Plan for the Start construction of Km 34.7 toll for two apartments in collaboration with towers. development of high quality homes exit and access road. Mitsubishi at Orange County · Sold out Pasadena, Burbank and and green Lippo Cikarang. Hiked land value for industrial Glendale Park tower in OC. · Appointed Kengo Kuma, a Japanese · The construction of industrial estates. architect firm as design advisor for Completed handover of Trivium estates, Delta Silicon 2. **Launch of Trivium Terrace** Apartments, North Tower. **Orange County Masterplan Phase 1** · The construction of Vassa Apartments. • Presold Newport Park 87% Residence. **Grand opening of Japanese SMEs** Center.



LPCK trading performance



Price to Book as of 5 September 2019



Source: Bloomberg as at 5 September 2019; Peers average determined based on the simple average P/BV ratio of DMAS, KIJA, SSIA, BKSL, BEST and MDLN

Board of Commissioners and Directors team focused on corporate governance and driving the business

Board of Commissioners



Drs. Theo L. Sambuaga President Commissioner



Sugiono Djauhari Commissioner



Ali Said Independent Commissioner



Hadi Cahyadi Independent Commissioner



Didik J. Rachbini Independent Commissioner

Board of Directors



Sie Subiyanto President Director



Hong Kah Jin Director



Alexander Yasa Director



Ju Kian Salim Director



Lora Oktaviani Director



Sony Independent Director



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