



MEIKARTA
the world of ours



PT. Lippo Cikarang Tbk Q1 2018
Largest Integrated Township East of Jakarta

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CORPORATE AND BUSINESS STRUCTURE

PT. Lippo Karawaci Tbk

54.37%

Public

45.63%

As of 31 March 2018
 No. of outstanding share : 696,000,000
 Code : LPCK.IJ



Lippo Cikarang

Meikarta and 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

- Meikarta Residential : 12 mn sqm
 - 250,000 units
 - Central Park 100 ha
 - 4 layers Grid Road System
- 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

- Meikarta Commercial : 1,5 mn sqm
 - Shopping Street
 - Shopping Malls and Commercial Retail Spaces
 - Other Facilities: Hospitals, School, Universities, 5-Star Hotels, Convention Center
- 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

GROWTH STRATEGIES

Lippo Cikarang

Meikarta

East Jakarta Corridor

Residential

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

- 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 South Cikarang Serviced Apartment with Toyota Tsusho & Tokyu Land).
 - Sold land to Shimizu Corp for Fujita Kanko hotel

- 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.

Industrial

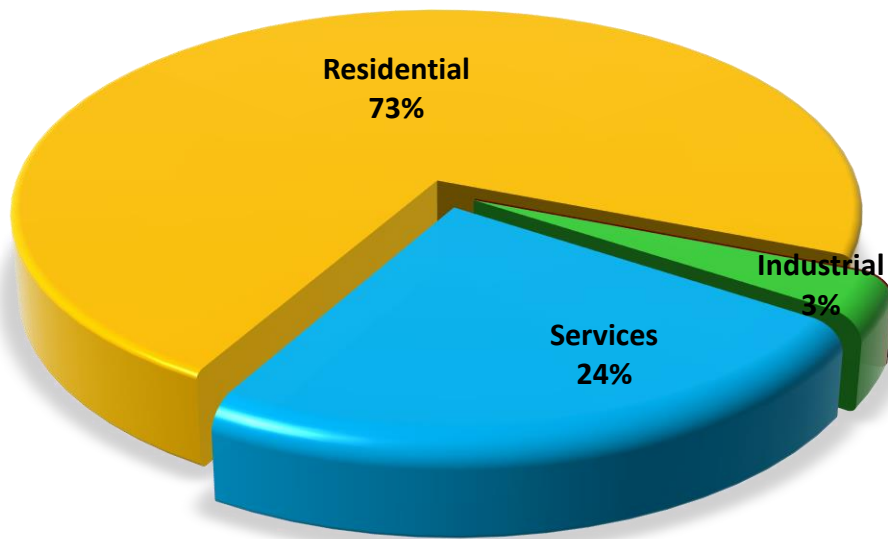
- Execution of Joint Operation (KSO) with Mandiri Group, an industrial landowner to develop Delta Silicon 8.

Service

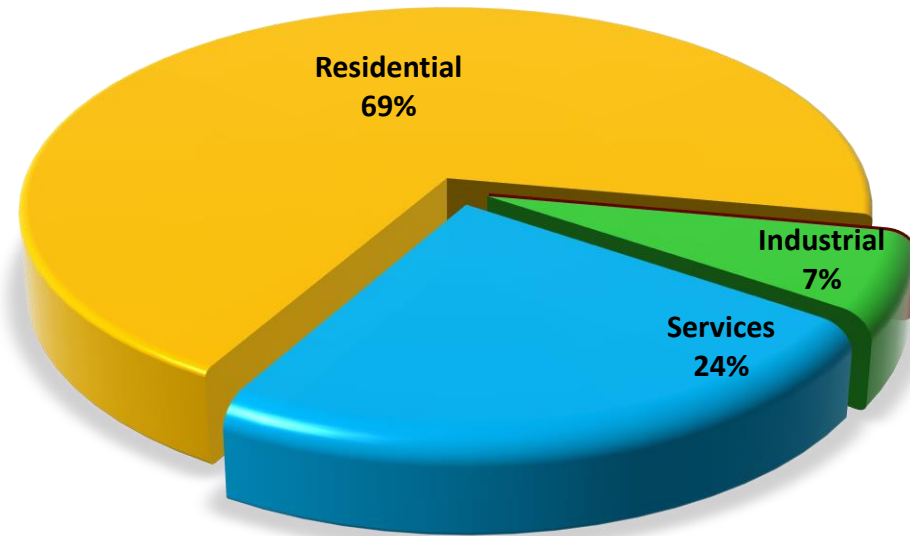
- Strengthen the recurring revenue base by growing fee income contribution via providing management services for all completed developments.

REVENUE AND EBITDA CONTRIBUTION

REVENUE Q1 2018: RP 320 Billion



EBITDA Q1 2018: RP 95 Billion



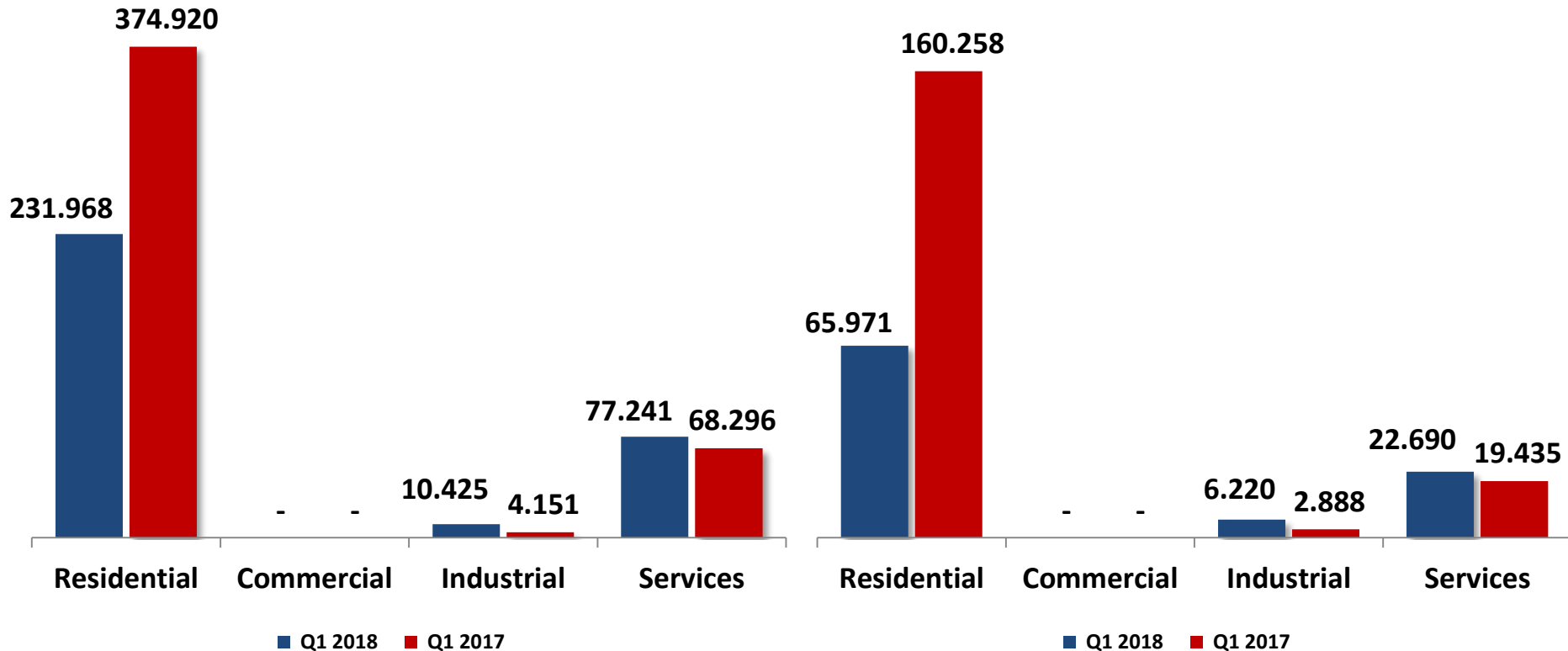
INCOME STATEMENTS

REVENUE Q1'18: RP 320 BILLION
 REVENUE Q1'17: RP 447 BILLION

EBITDA Q1'18: RP 95 BILLION
 EBITDA Q1'17: RP 183 BILLION

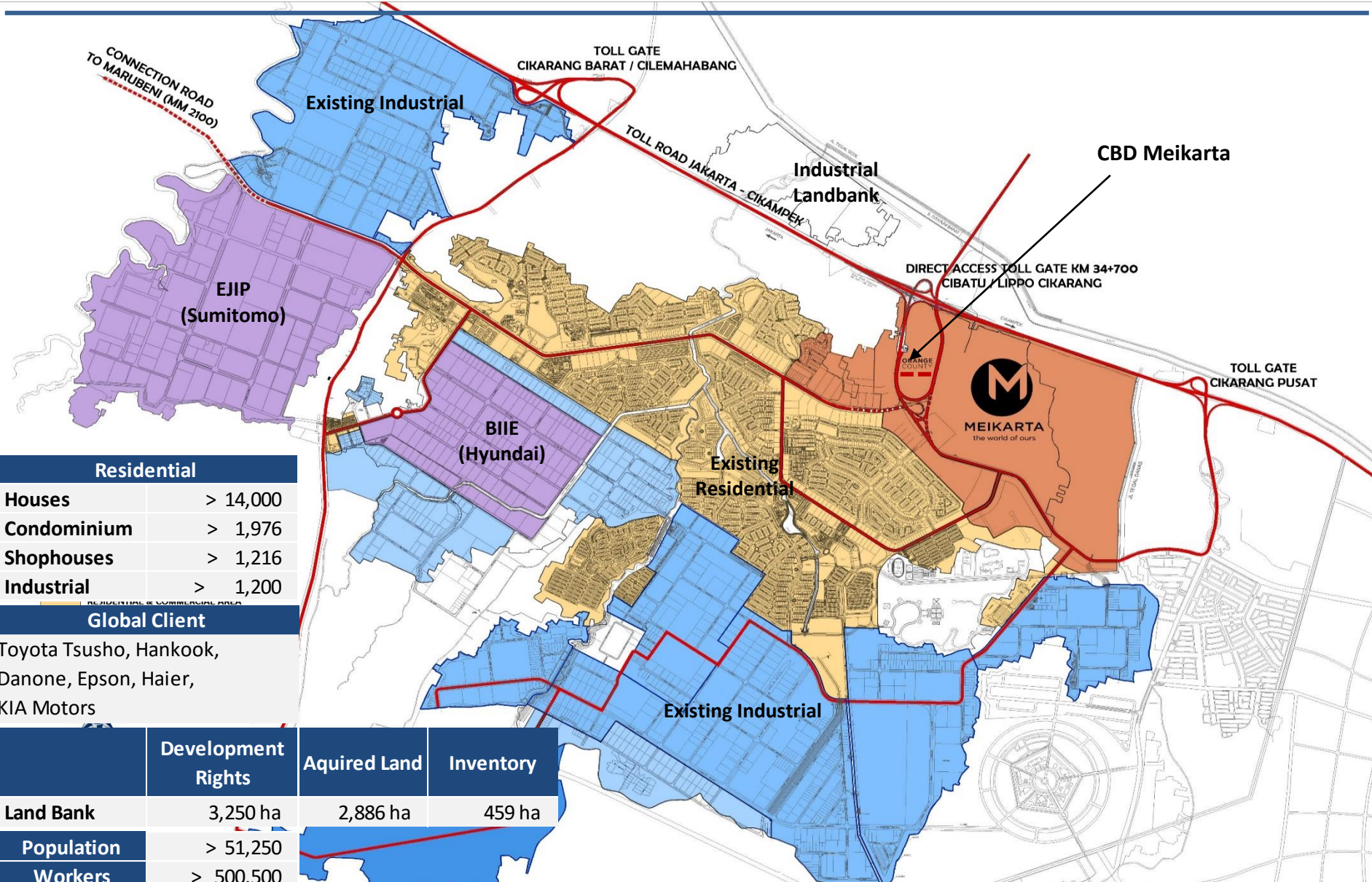
Revenue
(Rp Billion)

EBITDA
(Rp Billion)



NPAT Q1'18: RP 81 BILLION
 NPAT Q1'17: RP 185 BILLION

MAP LIPPO CIKARANG



Residential	
Houses	> 14,000
Condominium	> 1,976
Shophouses	> 1,216
Industrial	> 1,200

Global Client	
Toyota Tsusho, Hankook, Danone, Epson, Haier, KIA Motors	

	Development Rights	Aquired Land	Inventory
Land Bank	3,250 ha	2,886 ha	459 ha

Population	> 51,250
Workers	> 500,500

BOARD OF COMMISSIONERS*



Ketut Budi Wijaya
President
Commissioner



Sugiono Djauhari
Commissioner



Wijaya Subekti
Commissioner



Hendry Leo
Independent
Commissioner



Hadi Cahyadi
Independent
Commissioner



Didik J. Rachbini
Independent
Commissioner

* BOC Composition as per EGM 8 Nov 2017

BOARD OF DIRECTORS*



Ivan Budiono
President Director



Hong Kah Jin
Director



Ju Kian Salim
Director



Hartono Tjahjana G
Director



Alexander Yasa
Director



Sony
Director



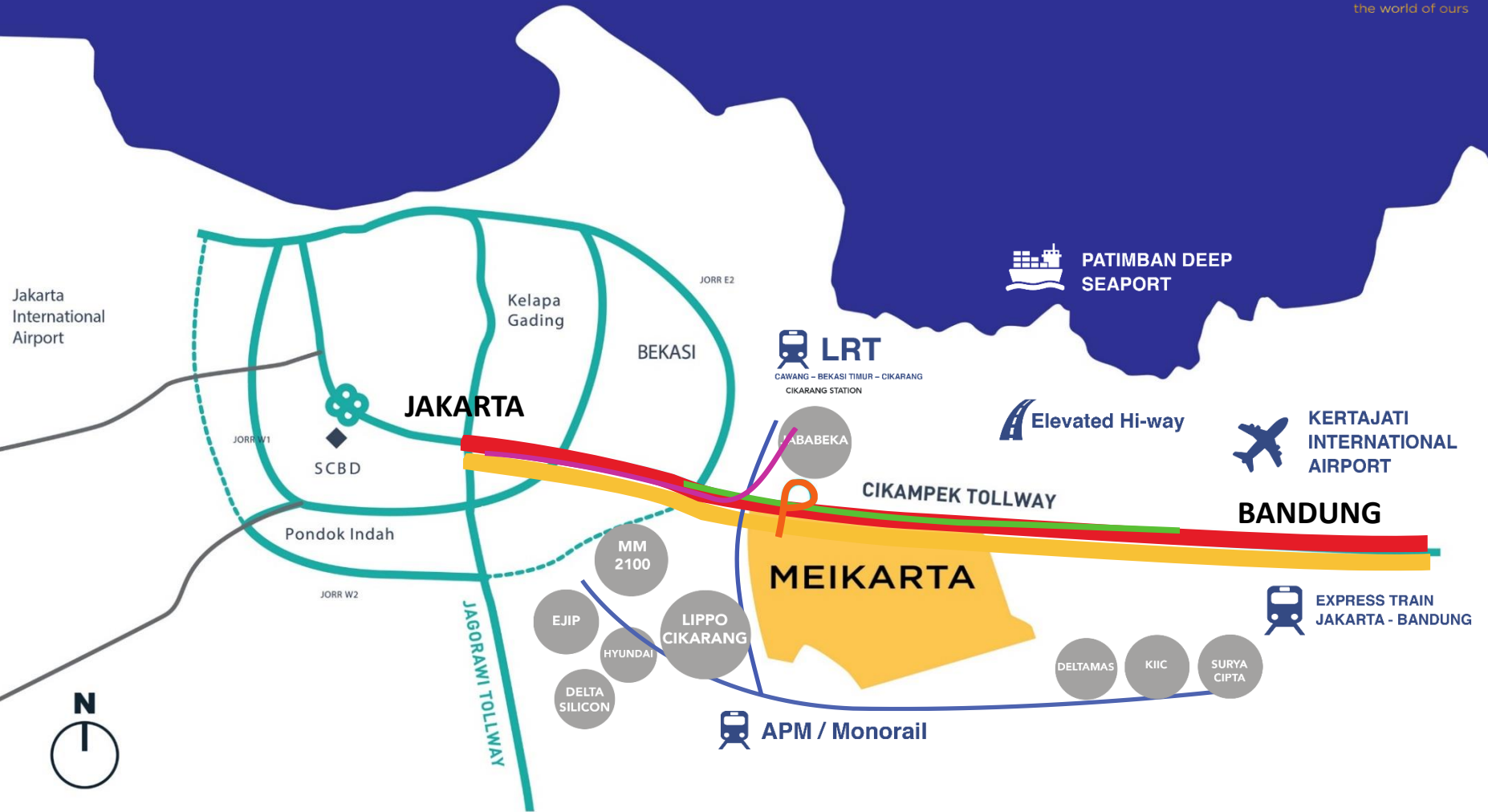
Juvantia
Director

* BOD Composition as per EGM 8 Nov 2017

Corridor of extraordinary economic growth. Surrounded by 6 Industrial Estates



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6 New Infrastructures



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 INTERNATIONAL AIRPORT
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

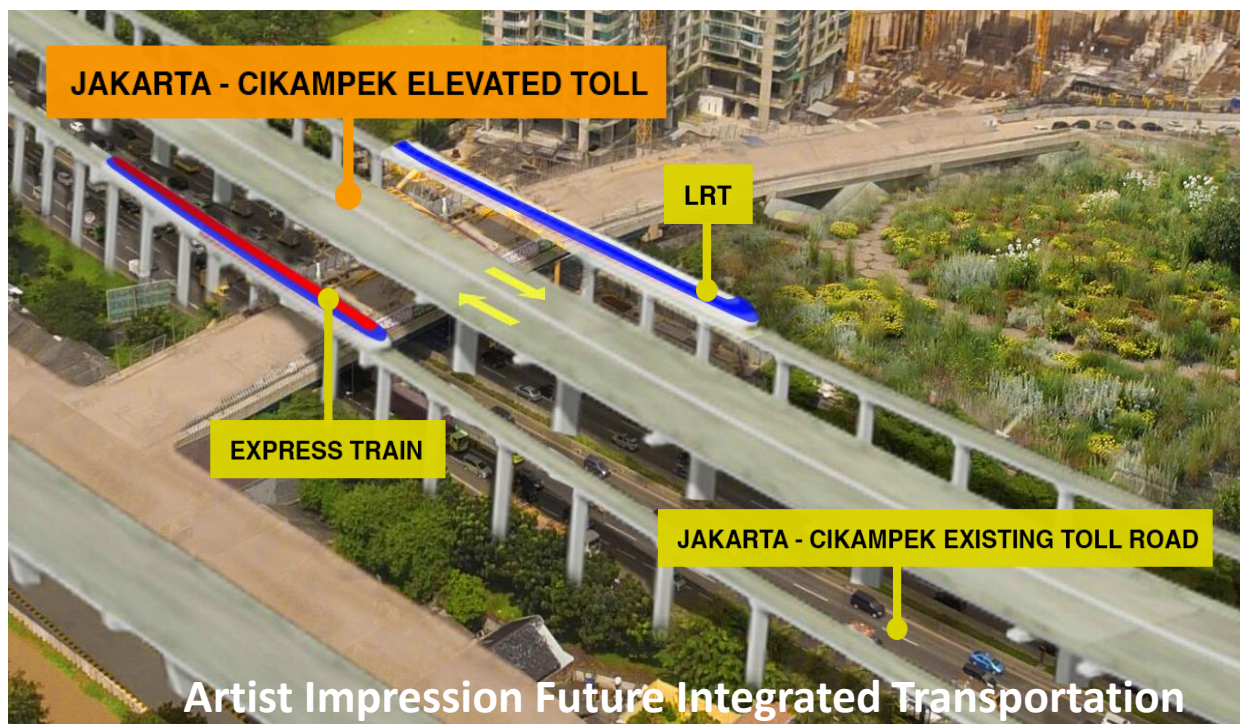


TOLL JAKARTA – CIKAMPEK
ELEVATED HIGHWAY
EST. VALUE : Rp 16 T
COMPLETED BY: 2019

FUTURE TRANSPORTATION



Elevated Cikampek Toll Road



MASTER PLAN



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4 LAYERS OF WELL PLANNED ROAD NETWORKS

LRT / Monorail, Bus at below street level



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Shopping Streets



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Central Park of 100 Ha

Mini zoo, Lake, Forest, Lawn,
Jogging & Walking track



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Central Park of 100 Ha

Latest Real Construction Progress



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Meikarta

Latest Real Construction Progress



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The 5 Pillars of Development

**Innovative
Infrastructure
&
transportation**

**Centre of
Art, Culture,
Education, &
Health**

**HIGH Tech
CBD &
Research
Hub**

**Green,
Sustainable,
& Beautiful
Environment**

**Business &
Commercial
Hub**

- **Massive Scale of Development**
- **New benchmark & trendsetter for future city**
- **not only in Jakarta but in South East Asia**

MEIKARTA (LAUNCHED IN MAY 2017)



American Style



Asian Style



European Style



Modern Style

SOLD (AS OF 31 MAR 2018)

Launched Date	13 May 2017
Marketing Sales	Rp 1,9 trillion
Total Units	5.806
Area (sqm)	261.954
Est. ASP/ sqm	Rp 6,8 - 7,8 mn

PAYMENT PROFILE

Cash	10 %
Mortgage	71 %
Installment	19 %



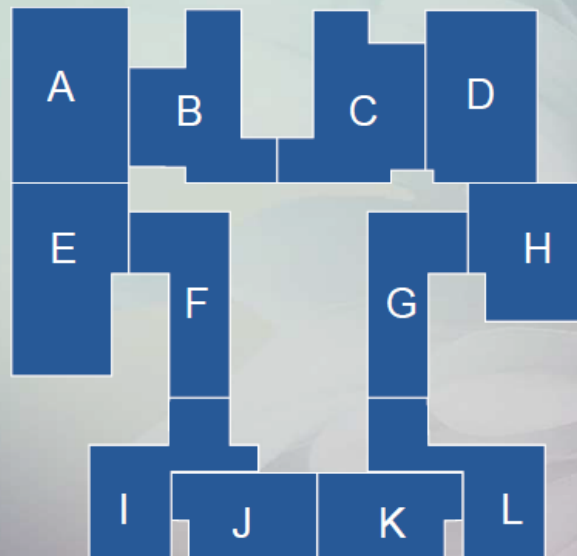
MEIKARTA
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Tower A



8 Units / Floor

Tower B



12 Units / Floor

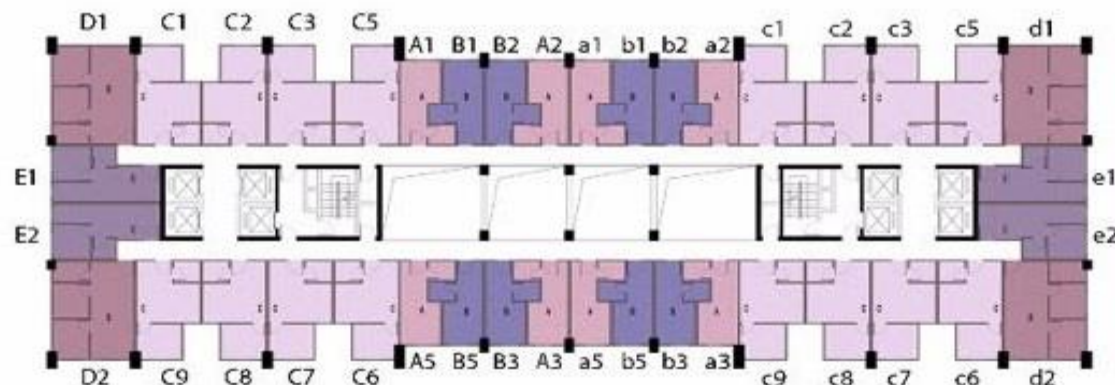
TOWER S
20 Units/ Floor

Choice of Apartment Units:

- From:
 - Studio (21.91 m²)
 - 2 BR (33.37 – 62.30 m²)
 - 3 BR (63.82 – 75.23 m²)
 - 4 BR (82.98 – 98.29 m²)
- 37 Floors

TOWER S1

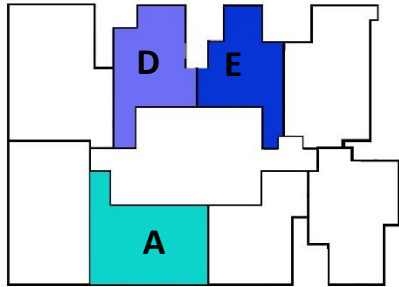
TOWER S2



2 Bedroom

A
D
E

± 58,96 m²
± 60,54 m²
± 62,30 m²



Tower Type A

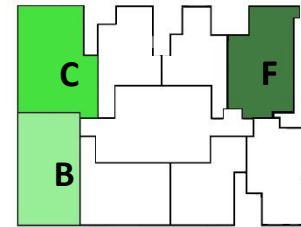
4 Bedroom

B
C
F

± 82,98 m²
± 98,29 m²
± 85,30 m²



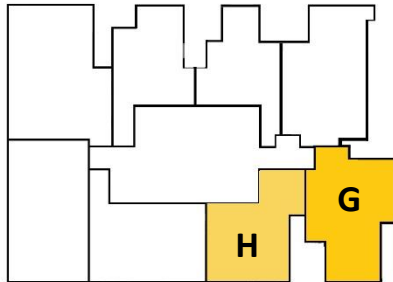
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3 Bedroom

G
H

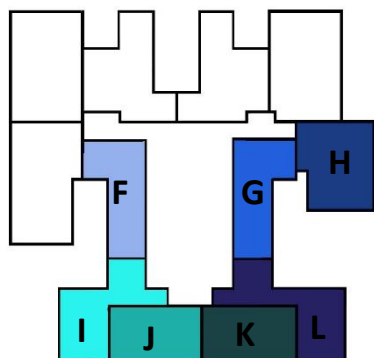
± 75,23 m²
± 63,82 m²



2 Bedroom

F
G
H
I
J
K
L

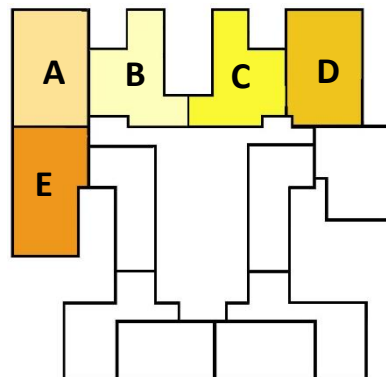
± 49,76 m²
± 47,11 m²
± 56,75 m²
± 52,56 m²
± 42,58 m²
± 42,58 m²
± 52,58 m²



3 Bedroom

A
B
C
D
E

± 68,73 m²
± 64,92 m²
± 66,96 m²
± 68,73 m²
± 73,11 m²



Unit H

Tower Type B



Unit E



Tower Type S



MEIKARTA

Studio and 2 Bedroom

A/ a	± 21,91 m ²
B/ b	± 21,91 m ²
C/ c	± 35,76 m ²
D/ d	± 50,42 m ²
E/ e	± 33,37 m ²

UNIT B/b 21.91m²



UNIT A/a 21.91m²



UNIT C/c 35.76m²



UNIT D/d 50.42m²



UNIT E/e 33.37m²





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%





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%

LATEST CONSTRUCTION PROGRESS CBD MEIKARTA



EAST JAKARTA CORRIDOR

CIKARANG MARTADINATA

Mixed Development

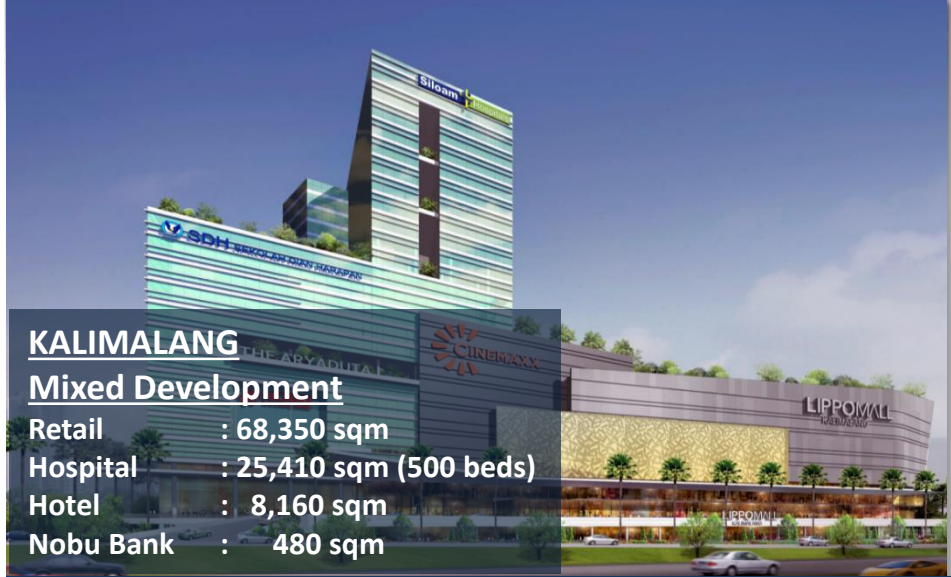
Retail	: 33,251 sqm
Hospital	: 16,473 sqm (300 Beds)
Hotel	: 7,890 sqm



KALIMALANG

Mixed Development

Retail	: 68,350 sqm
Hospital	: 25,410 sqm (500 beds)
Hotel	: 8,160 sqm
Nobu Bank	: 480 sqm



Bekasi Barat

Mixed Development

Residential	: 21,931 sqm
Retail	: 48,070 sqm
Hospital	: 21,410 sqm (300 Beds)
School	: 14,388 sqm



SERVICES – TOWN MANAGEMENT



- Infrastructure and landscape maintenance.
- 24/7 Security and fire brigade.
- 24 / 7 Call center and customer care.
- Building control and home care unit.



SERVICES – UTILITIES

WATER TREATMENT PLANT



WTP II capacity : **360 liter/second**

WTP III capacity : **150 liter/ second**



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

WASTE WATER TREATMENT PLANT



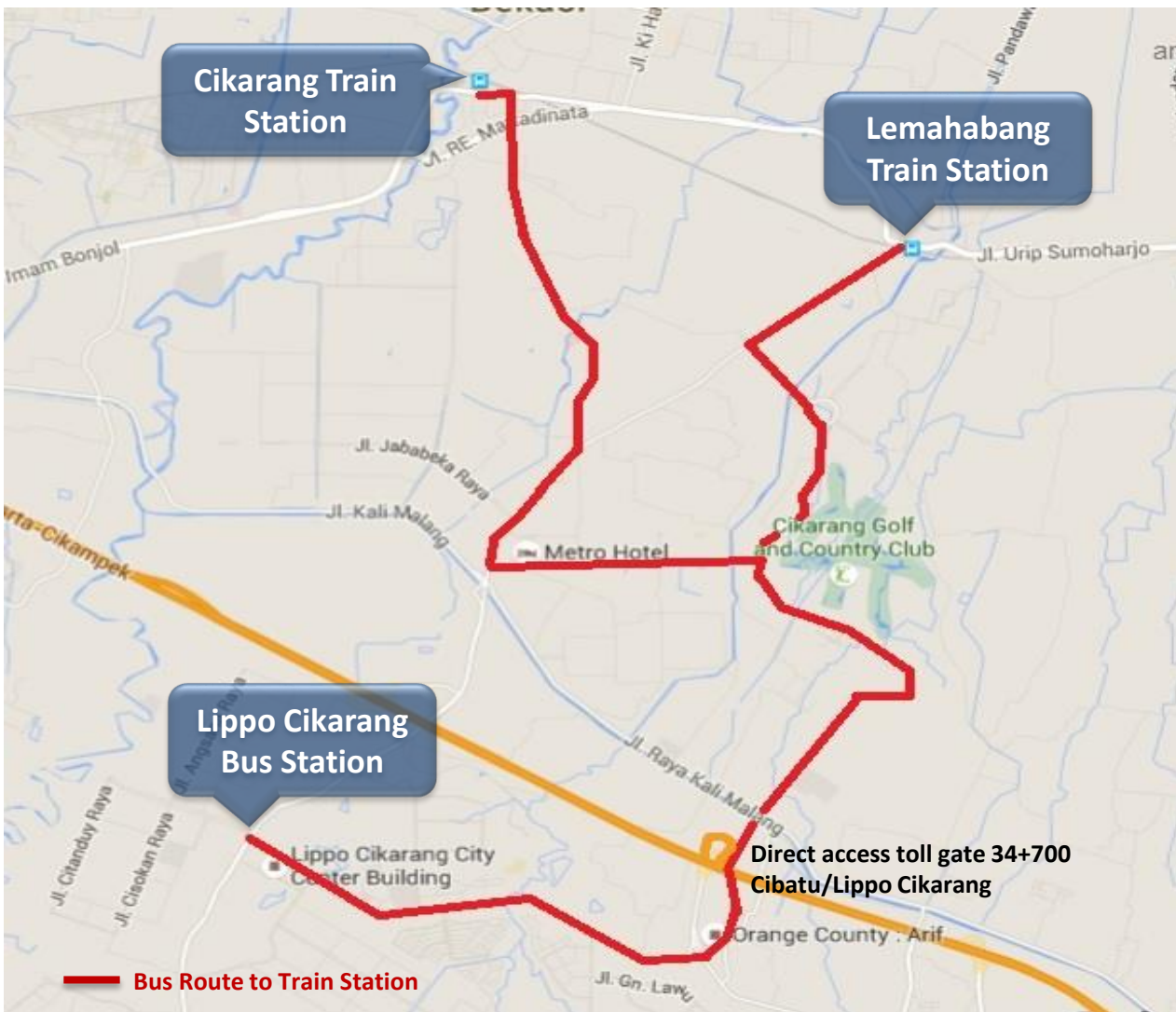
WWTP capacity : **10,000 Cu M/day**



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

SERVICES – PUBLIC TRANSPORTATION

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 – 60 MINS**

COMPLETE PUBLIC FACILITIES

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

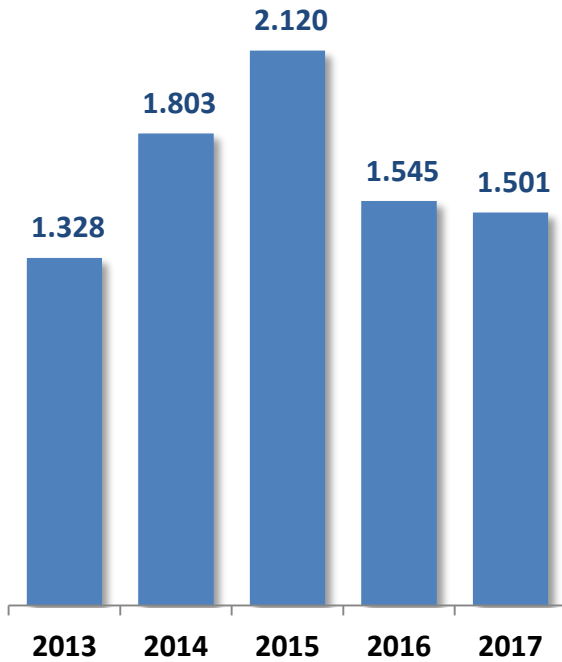
Lippo Cikarang



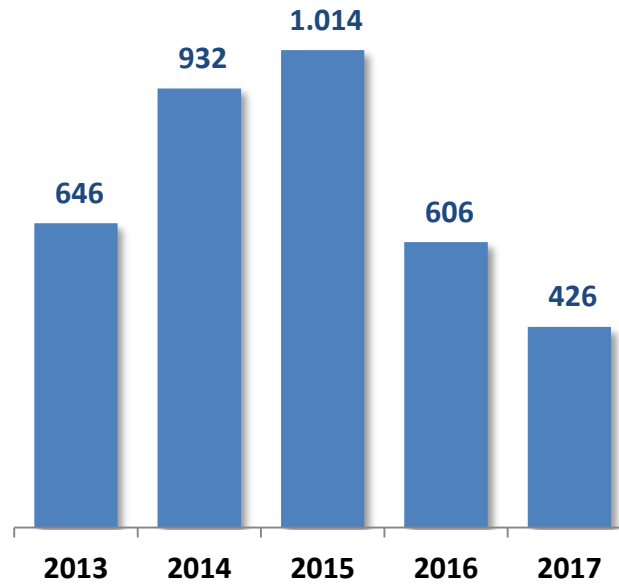
Financial Performance

FINANCIAL HIGHLIGHTS

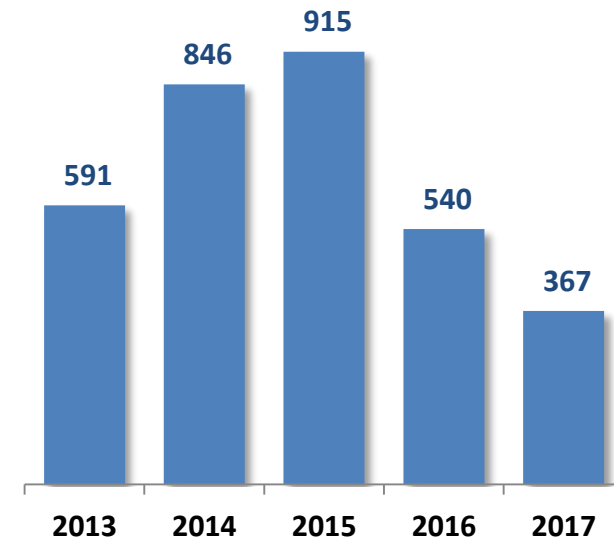
REVENUE
(IDR Billion)



EBITDA
(IDR Billion)



Net Profit
(IDR Billion)



BALANCE SHEET

IDR Billion	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%
Net Gearing Ratio	-	0,01	-	0,03	0,01
Liability to Asset Ratio	0,39	0,33	0,25	0,38	0,40

PROPERTY MARKETING SALES

Marketing Sales (IDR Billion)	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	-
Total Lippo Cikarang	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

Appendices

INDONESIA'S ATTRACTIVE GROWING MARKET

Economic Indicators

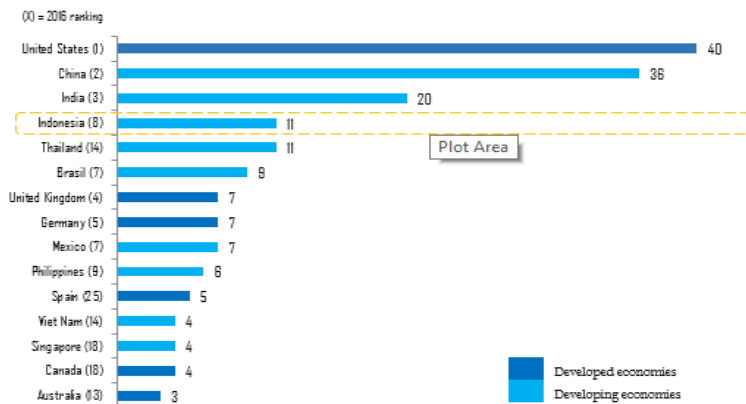
	2016	2017	2018 State Budget
Economic Growth (%)	5.02	5.07	5.4
Inflation Rate (%)	3.02	3.61	3.5
Exchange Rate (Rp/USD)	13,307	13,384	13.400
3 Month SBI (%)	5.7	4.98	5.2
Oil Price (USD/bbl)	40,2	51,2	48
Oil Lifting (k bbl/day)	829	803,9	800

Source : Bank of Indonesia, Ministry of Finance



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

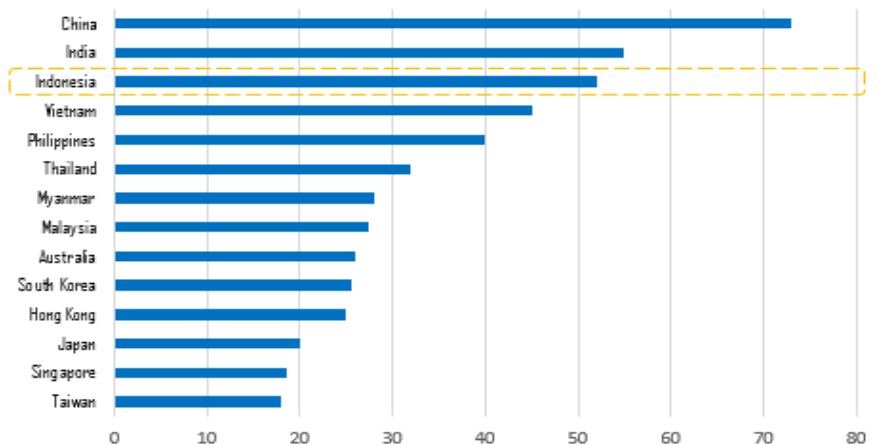
"Indonesia ranks fourth as the most prospective country for investment for 2017-2019 (ranked eighth in the previous year)."



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)"

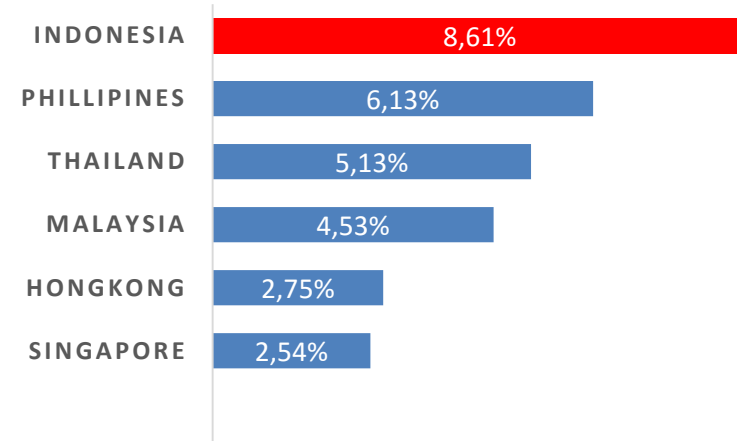


Source: UNCTAD, The Economist - Asia Business Outlook Survey 2017

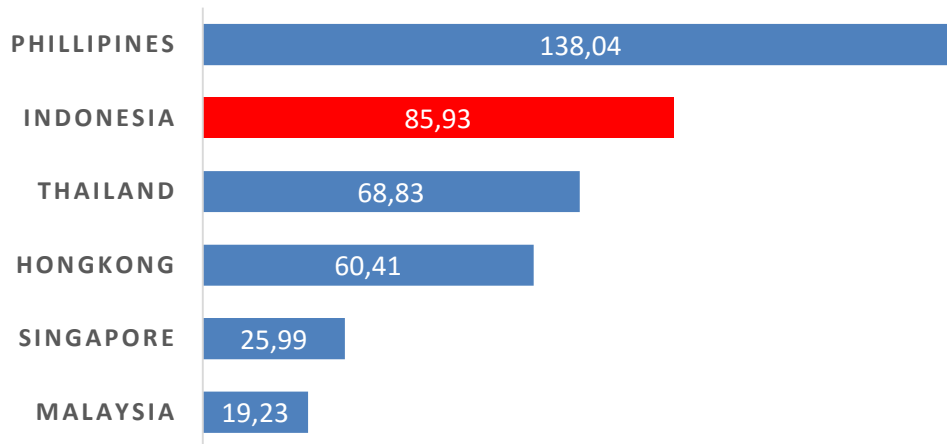
INDONESIAN PROPERTY POTENTIAL GROWTH

- 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

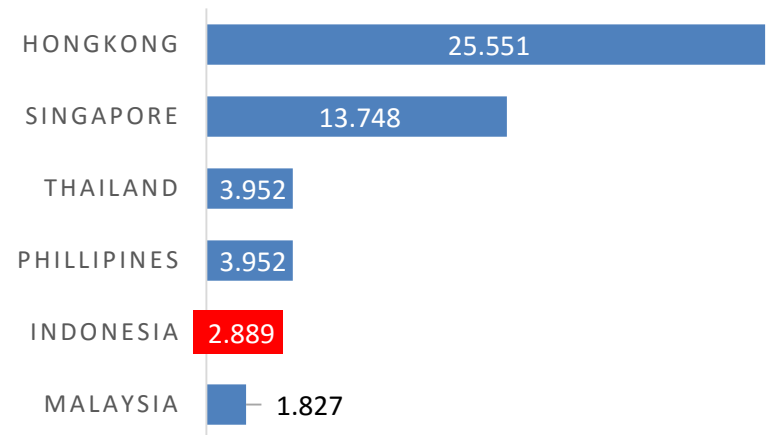
ASIA PACIFIC PROPERTY RENTAL YIELD



PRICE PER SQM/ GDP PER CAPITA



PROPERTY PRICE (USD/SQM)



Source: Global Property Guide

INDONESIAN PROPERTY FOREIGN OWNERSHIP

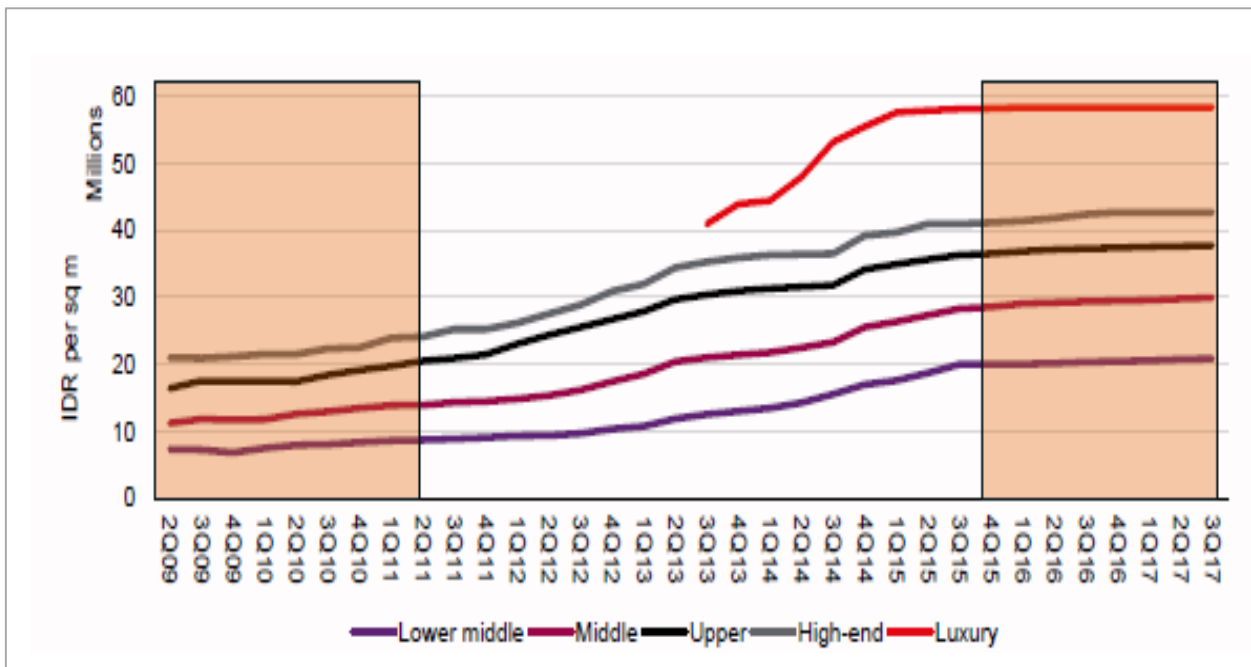
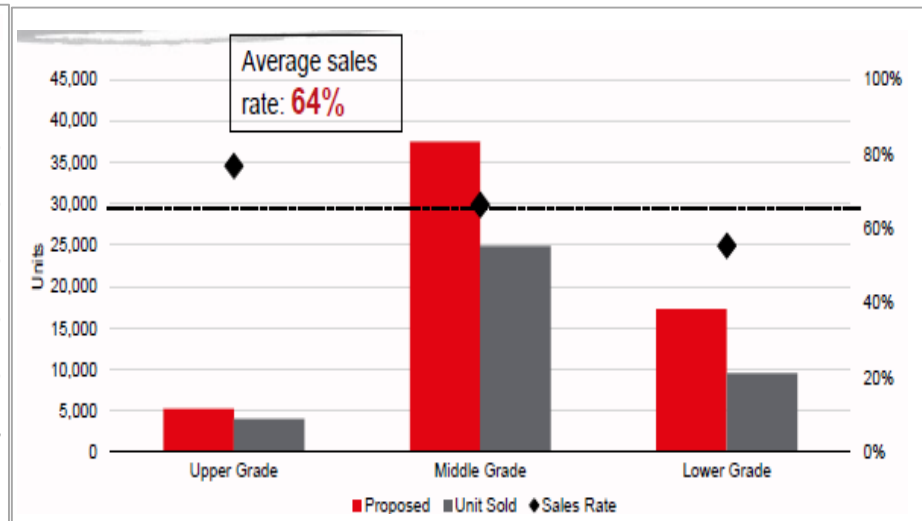
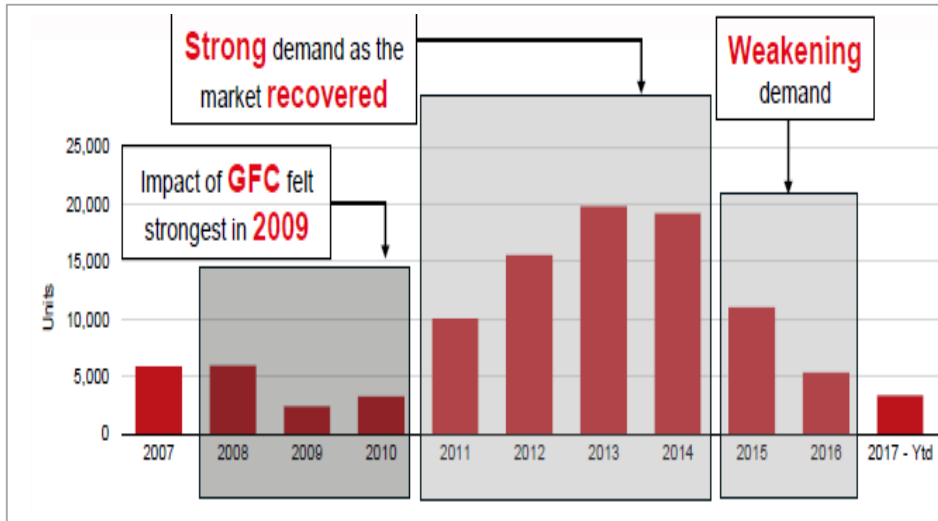
LAND TITLES AVAILABLE :

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.

JAKARTA CONDOMINIUM MARKET

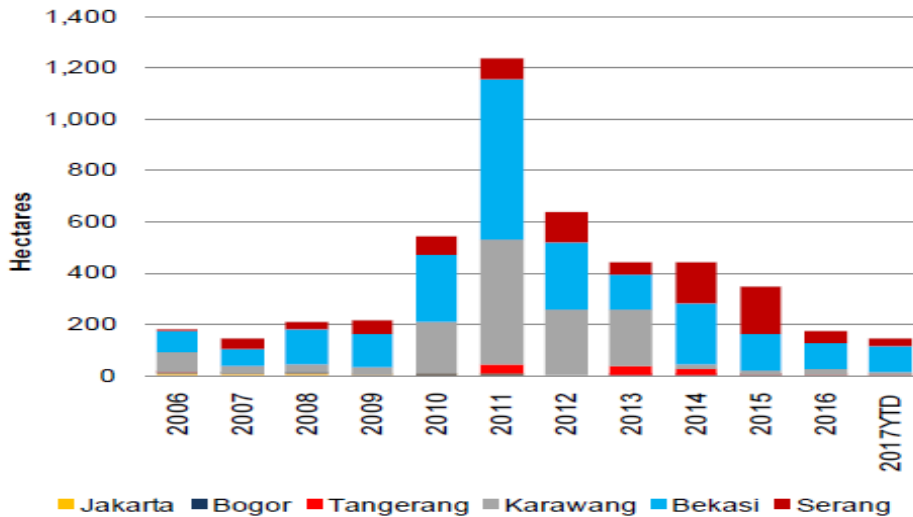


Sales	New Launches	Prices
1,069 units	2,544 units	Flat
Existing Stock	Future Supply	Sales Rate
136,098 units	60,036 units	64%

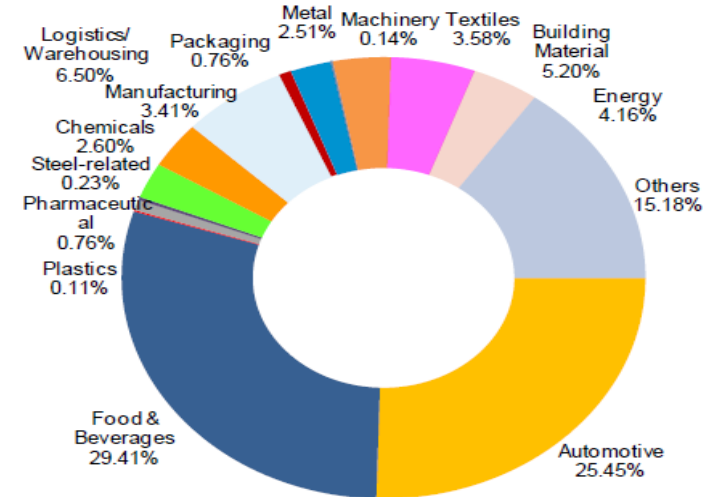
Source : Q3'2017 Market Review for Jakarta
Jones Lang LaSalle Research

JAKARTA INDUSTRIAL MARKET

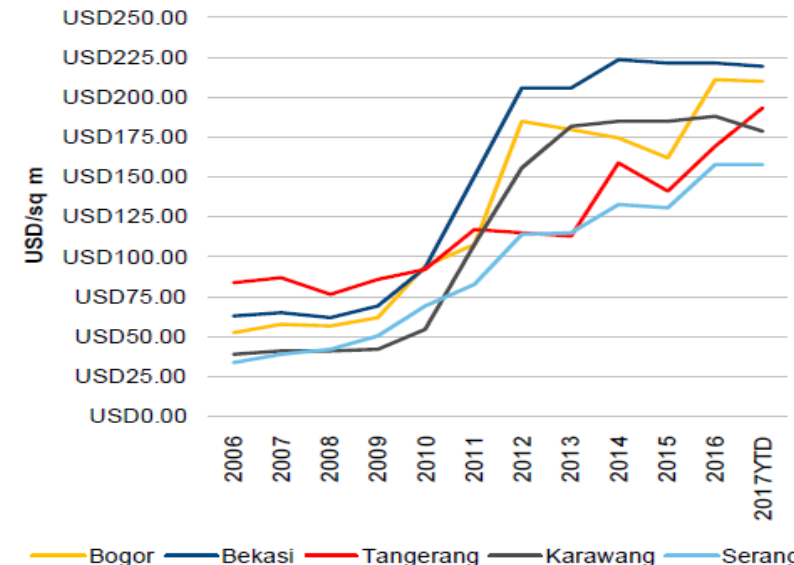
Annual Industrial Land Absorption



Types of Activities Industries During 2017YTD



Greater Jakarta Industrial Land Prices



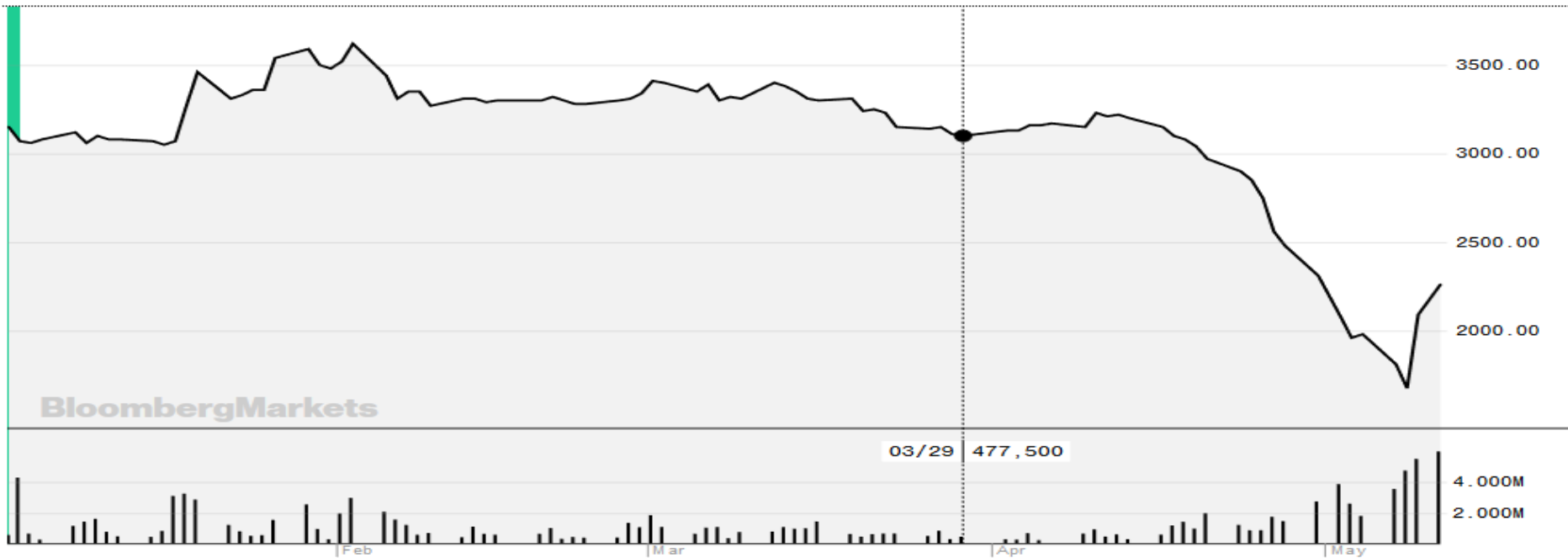
Industrial Land Prices and Maintenance Costs (in USD equivalent)

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

*1USD = Rp 13,330

Source: Colliers International Indonesia - Research

STOCK PERFORMANCE



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

Share Price As Per Mar 31, 2018

Closing Price : Rp 3,100
 Day Volume : 477.500
 Market Cap : Rp 2.2 trillion

KEY MILESTONES

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 cover 22 million sqm in GFA at the exit to 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.

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%

LATEST AWARDS



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)

SHAREHOLDER COMPOSITION (as per 31 Mar 2018)

Status	Number of Shares	%
Local Shareholder		
Individual	77.163.914	11,1%
Foundation	31.600	0,0%
Pension Fund	2.239.000	0,3%
Insurance	5.102.800	0,7%
Company	475.530.151	68,3%
Others	-	0,0%
Sub Total	560.067.465	80,5%
Foreign Shareholder		
Individual	13.706.600	2,0%
Company	122.225.935	17,6%
Others	-	0,0%
Sub Total	135.932.535	19,5%
Total	696.000.000	100,0%

INVESTOR RELATIONS

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