



INVESTOR RELEASE

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Lippo Cikarang remains resilient with 7% yoy increase in EBITDA to IDR 341bn on revenues of IDR 1tn in 9M22

- Revenues reached IDR 1,012bn in 9M22, down 14% yoy mainly due to new apartment handovers completed in the prior year.
- Gross Profit is up by 5% yoy to IDR 526bn¹ while Gross Margin improved to 52% from 42% in 9M21.
- 9M22 Marketing Sales reached IDR 1,006bn or 69% of FY22 guidance, led by sales of Waterfront Uptown landed residential, Delta Silicon 3 industrial, and also supported by the recent launch of the successful Cendana Homes series in Cikarang.

Cikarang – PT Lippo Cikarang Tbk (“LPCK” or “the Company”) has released financial results for the nine months ended September 30, 2022 (“9M22”). The Company reported total revenues of IDR 1,012bn in 9M22, down 14% yoy mainly due to handovers of completed Orange County high-rise apartments in the same period last year (“9M21”) excluding which, total revenues actually increased 29% yoy, driven by strong landed residential and industrial revenues.

In terms of revenue contribution, landed residential revenues were the main contributor at 40% of total revenues in 9M22, whereas apartment revenues contributed the most at 39% of total in 9M21.

Exhibit 1: Revenue by segment

Income Statement	Amount (in IDR bn)		% Change	% Contribution	
	9M22	9M21	YoY	9M22	9M21
Revenues					
Sales of Residential Houses and Apartments	478	820	-42%	47%	69%
Town Management	272	243	12%	27%	21%
Sales of Industrial Lots	182	71	155%	18%	6%
Sales of Commercial Land and Shophouses	35	5	628%	3%	0%
Rental Income and Others	44	42	5%	4%	4%
Total Revenue	1,012	1,182	-14%	100%	100%

Despite the yoy decline in total revenues, the Company’s total gross profit increased by 5% yoy to IDR 526bn, due to the higher contribution of landed housing in the revenue mix. As a result, the Company’s gross profit margin improved to 52% in 9M22 from 42% in the same period last year.

Exhibit 2: Gross profit by segment

¹Excluding depreciation charges

Income Statement	Amount (in IDR bn)		% Change	% Contribution	
	9M22	9M21	YoY	9M22	9M21
Gross Profit					
Sales of Residential Houses and Apartments	224	315	-29%	43%	63%
Town Management	137	116	18%	26%	23%
Sales of Industrial Lots	106	47	127%	20%	9%
Sales of Commercial Land and Shophouses	30	4	680%	6%	1%
Rental Income and Others	30	19	57%	6%	4%
Total Gross Profit	526	500	5%	100%	100%
Gross Profit margin	52%	42%			

Operating expenses continue to be stable yoy with 9M22 operating expenses of IDR 202bn largely flat vs last year.

Exhibit 3: Operating expenses

Income Statement	Amount (in IDR bn)		% Change	% Contribution	
	9M22	9M21	YoY	9M22	9M21
Operating Expenses					
Selling	63	59	7%	31%	29%
General and administrative	139	140	-1%	69%	71%
Total Operating Expenses	202	199	1%	100%	100%
Opex/Revenues	20%	17%			

Overall, the Company's EBITDA improved by 7% yoy to IDR 341bn or a margin of 34%, up from 27% in 9M21, driven by higher margins on landed housing and industrial revenues which combined comprise close to 60% of total revenues.

Exhibit 4: EBITDA performance

Income Statement	Amount (in IDR bn)		% Change	% Contribution	
	9M22	9M21	YoY	9M22	9M21
EBITDA					
Real Estate	182	192	-5%	54%	60%
Town Management	158	128	23%	46%	40%
Total EBITDA	341	320	7%	100%	100%
EBITDA margin	34%	27%			

In terms of marketing sales achievement, the Company grew 33% quarter-on-quarter and booked sales of IDR 385bn in 3Q22 bringing the year-to-date marketing sales to IDR 1,006bn or equivalent to 69% of FY22 guidance, mainly driven by sales of Waterfront Uptown landed residential, Delta Silicon 3 industrial and newly launched Cendana Spark. During 9M22, the Company sold a total of 806 units of landed residential, apartment, commercial and industrial lots.

Exhibit 5: Marketing sales

¹Excluding depreciation charges

Project	FY22 Marketing Sales Target (RpBn)	9M22 Marketing Sales (RpBn)	9M22 Units sold
Landed Residential	725	631	660
Apartment	-	27	33
Commercial	75	93	40
Industrial	650	254	73
Total	1,450	1,006	806

As mentioned in the foregoing, landed residential marketing sales performance was boosted by the recent launch of the first Cendana Homes series in Cikarang, called Cendana Spark, strategically located near the Central Park area. The launch of Cendana Spark addresses the demand of young, millennial families for their first home with modern and classy designs and is a follow up to previous successful launches of Waterfront Estate clusters.

Exhibit 6: Cendana Spark Sitemap



Exhibit 7: Floor plan of Spark Sanctuary



Cendana Spark offers 3 typical sizes, including Type 1 (Spark Villa) with size of 60 sqm land / 55 sqm building; Type 2 (Spark Residence) with size of 82.5 sqm land / 68 sqm building; Type 3 (Spark Sanctuary) with size of 97.5 sqm land / 88 sqm building. Starting prices offered range from IDR 780mn to IDR 1.26bn. The handover of Cendana Spark units is expected to be done within 18 to 24 months of launch last September 2022.

Rudy Halim, CEO of PT Lippo Cikarang Tbk, said, "Despite the increasingly challenging macro environment that may impact the property industry, we have made good progress, with a mix of marketing strategies that target different types of markets, while also maintaining efficient operations. Going forward, we hope that we can continue to build momentum for growth while also ensuring timely delivery of projects to our customers." said Rudy Halim.

¹Excluding depreciation charges



About Lippo Cikarang Tbk (“LPCK”) (www.lippo-cikarang.co.id)

PT Lippo Cikarang Tbk has demonstrated its reputation as an urban property developer with international standard facilities. Lippo Cikarang is located on an area of 3,250 hectares in the largest industrial area in Southeast Asia. LPCK has succeeded in building more than 17,615 houses and a population of 56,648 people in the Lippo Cikarang area. In the Lippo Cikarang industrial area there are around 603,603 people who work daily in 1,434 manufacturing facilities.

LPCK is a subsidiary of PT Lippo Karawaci Tbk ("LPKR"). Meanwhile, LPKR is Indonesia's leading real estate and healthcare platform, with a presence in 44 cities across Indonesia and total assets of US\$3.6 billion at 31 December 2021. Lippo Karawaci is supported by solid recurring income and is supported by a diversified land supply. LPKR's business consists of Real Estate development, Healthcare and Lifestyle.

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Certain statements in this release are or may be forward- looking statements. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forward looking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this release.

¹Excluding depreciation charges