

## **CGS-CIMB 13th Annual Indonesia Conference (27-28 June 2019)**



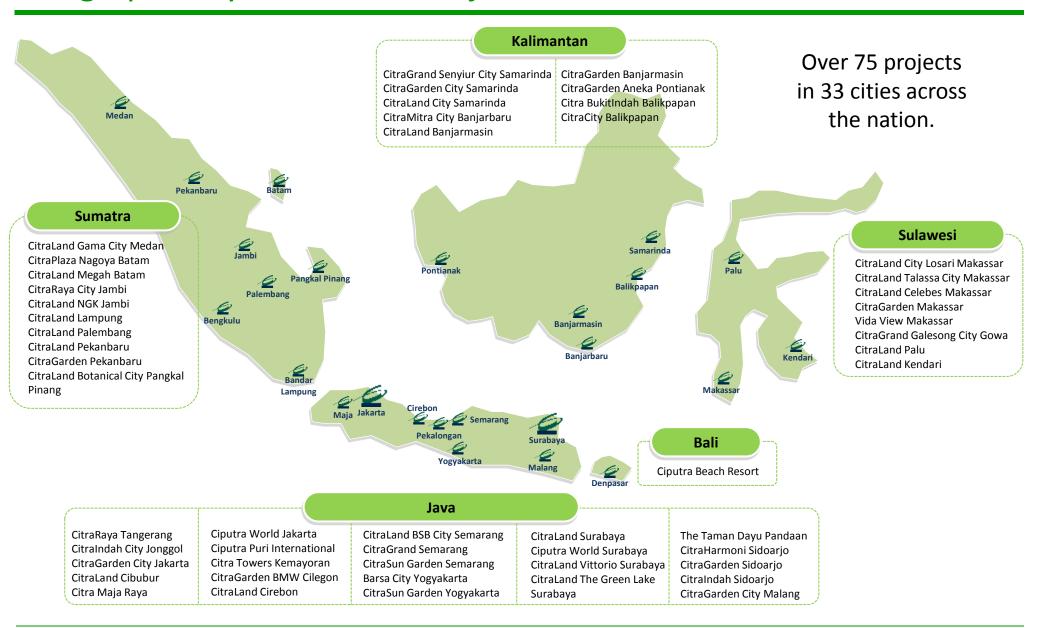
## One of Indonesia's Leading Property Developer



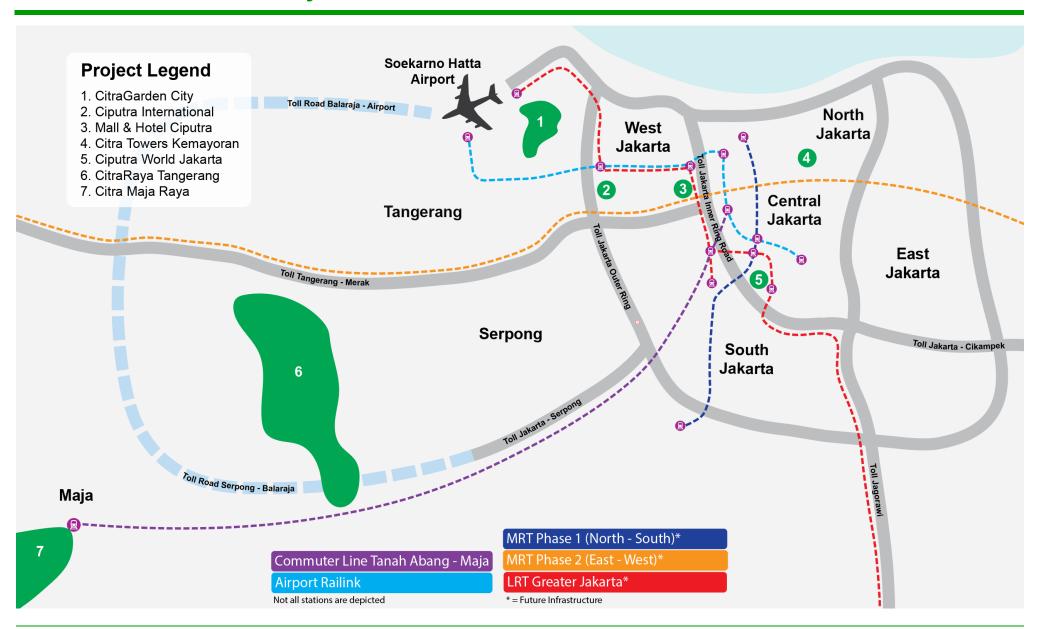
#### **Core Business**



## Geographically Diversified Project Portfolio



## Greater Jakarta Project Portfolio



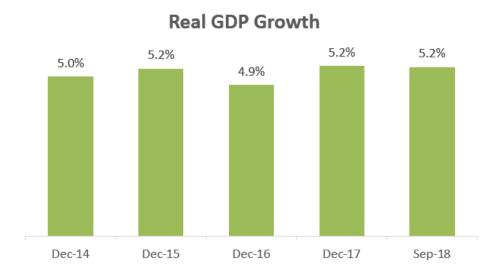


# **Country Overview**

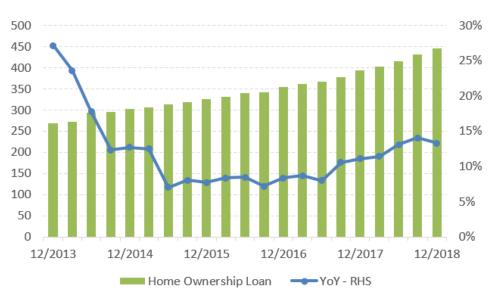


## **Encouraging Macro Conditions**

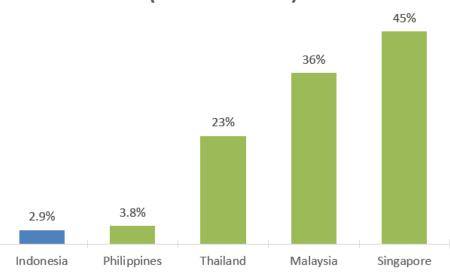
Robust economic growth accelerating middle class formation and increasing housing demand



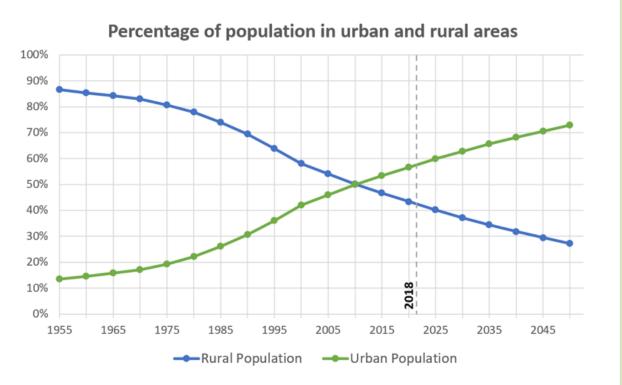
#### Home Ownership Loan Outstanding (Rp tn)



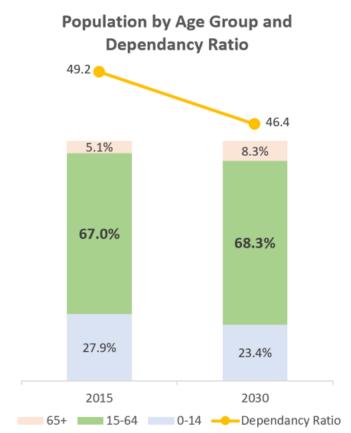




## **Favorable Population Structure**



More than half of the Indonesian population lives in urban areas since 2010 and it is estimated to reach almost three-quarters by 2050



Rising working age population leading to a reduction in dependency ratio and promoting economic growth

## Regulatory Support from the Government

Bank

Indonesia

Increased Loan-to-Value (LTV) for mortgages (e.g. first mortgage LTV relaxed from 85% to 100%).

Increased limit for indent mortgages (for units still under construction) from 2 to 5.

Accelerated mortgage disbursement from banks to developers (e.g. first 30% disbursed after signing of mortgage versus. previously first 40% disbursed only after foundation constructed).

Plans to increase the threshold for the 20% luxury tax from Rp10bn to Rp30bn for apartments and from Rp20bn to Rp30bn for houses.

Ministry of

Finance

Plans to lower the super luxury tax from 5% to 1% for units above Rp5bn.

Simplified the tax validation process to accelerate the transfer-of-title procedure from ~30 days to 3 days.

Tax Authority Ministry of Public Housing

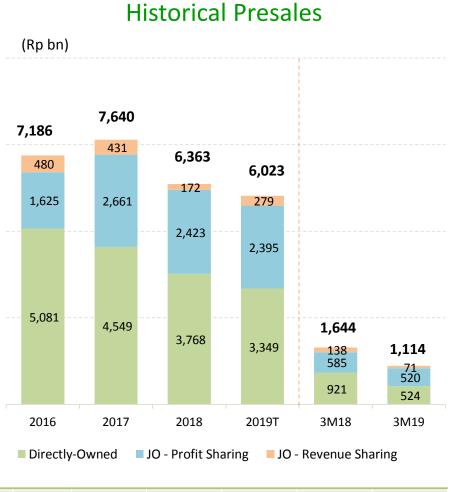
Plans to widen the subsidized mortgage scheme (e.g. increasing the salary cap, increasing the unit price cap).



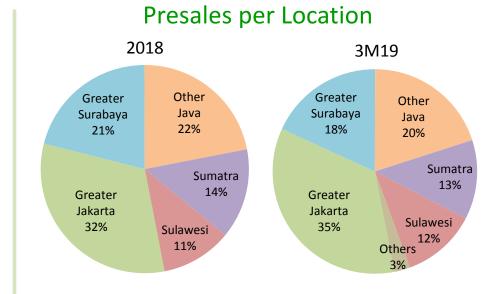
# **Company Overview**

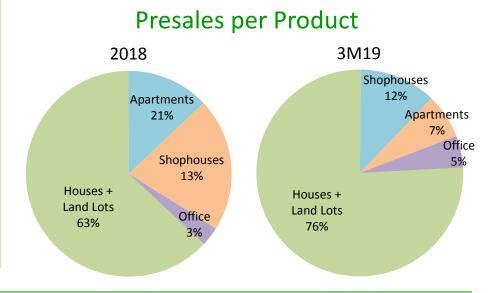


## **Marketing Sales Summary**



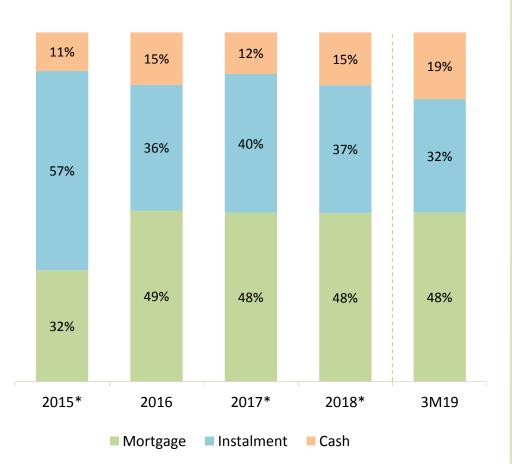
Units Sold	8,288	8,645	8,545	1,778	1,307
Area Sold (Ha)	73	85	74	17	13





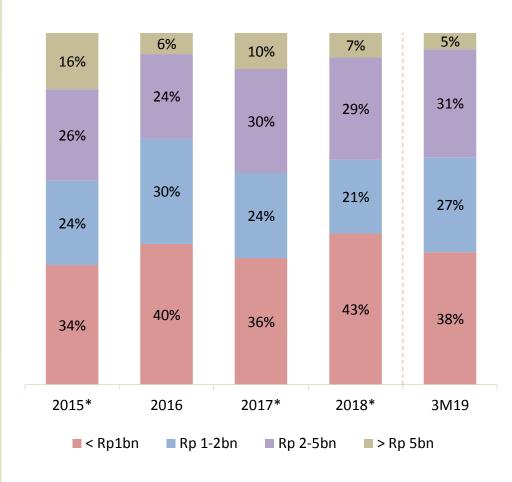
## Marketing Sales Summary

#### Presales per Payment Method



High proportion of mortgage payment due to exposure to end-users and accessibility of mortgages

#### Presales per Unit Price



Units below Rp2bn continue to make up majority of presales as end-users are targeted

## Sufficient Land Bank to Sustain >15 Years of Development

Project Name	Ownership Scheme	Gross Land Bank	Land ASP Trend		Land ASP (Rp mn per sqm)
	Scheme	На	2010-13 CAGR	2013-18 CAGR	2018
CitraRaya Tangerang	100%	770	63%	11%	4.5
CitraIndah Jonggol	100%	191	17%	16%	1.8
CitraGarden City Jakarta	100%	119	48%	6%	15.2
New Project in Puri	100%	18	-	-	-
CitraLand Cibubur	JV - 60%	84	-	7%	4.1
	<b>Total Greater Jakarta</b>	1,181			
CitraLand Surabaya	100%	866	33%	10%	8.8
CitraHarmoni Sidoarjo	100%	73	31%	19%	5.0
CitraGarden Sidoarjo	JV - 60%	11	23%	24%	7.4
Т	otal Greater Surabaya	949			
CitraLand Lampung	100%	28	-	16%	4.8
CitraLand Palembang	JV - 60%	109	-	-	3.1
Ciputra Beach Resort	JV - 60%	57	-	4%	9.5
CitraLand Pekanbaru	JV - 60%	7	-	14%	5.3
CitraLand NGK Jambi	JV - 51%	2	-	4%	3.3
	<b>Total Others</b>	204			
	Total Land Bank	2,334			

## Rights to Additional Land Bank Through Joint-Operation Schemes

	Development	Land ASP
Joint Operation Project	Plan (Ha)	(Rp mn per sqm)
		2018
Citra Sentul Raya	114	-
CitraLake Sawangan Depok	12	4.8
Total Greater Jakarta	126	
The Taman Dayu Pandaan	600	3.9
CitraLand The Green Lake Surabaya	40	9.2
Citralndah Sidoarjo	2	3.7
Total Greater Surabaya	642	
Citra Maja Raya	1,200	1.3
CitraLand BSB City Semarang	100	2.7
CitraGrand Semarang	55	4.3
CitraSun Garden Semarang	17	6.1
CitraGarden City Malang	100	4.4
CitraGarden BMW Cilegon	47	2.9
CitraLand Cirebon	45	3.1
CitraLand Puri Serang	43	2.2
CitraGarden Pekalongan	10	2.1
CitraGrand Mutiara Yogyakarta	9	5.4
CitraSun Garden Yogyakarta	6	7.1
Total Java Ex-Jakarta Ex-Surabaya	1,632	
CitraRaya City Jambi	611	1.1
CitraLand Gama City Medan	123	8.0
CitraLand Botanical City Pangkalpinang	57	2.4
Citra AeroLink Batam	21	3.7
CitraLand Megah Batam	19	3.2
CitraGarden Pekan Baru	20	2.0
Total Sumatra	851	

Joint Operation Project	Development Plan (Ha)	Land ASP (Rp mn per sqm) 2018
CitraGrand Senyiur City Samarinda	397	1.6
CitraGarden City Samarinda	100	2.5
CitraLand City Samarinda	93	2.5
CitraMitra City Banjarbaru	172	1.2
CitraLand Banjarmasin	40	3.5
CitraGarden Banjarmasin	10	3.1
CitraGarden Aneka Pontianak	27	5.6
Citra BukitIndah Balikpapan	21	4.0
CitraCity Balikpapan	9	10.5
Total Kalimantan	870	
CitraGrand Galesong City Gowa	500	1.8
CitraLand City Losari Makassar	157	14.5
CitraLand Talassa City Makassar	69	4.6
CitraLand Celebes Makassar	30	5.5
CitraGarden Makassar	15	3.0
CitraLand Palu	17	4.1
CitraLand Kendari	15	4.2
Total Sulawesi	803	

Total JO Land Bank of 4,924 Gross Ha

## Apartment Assets – Strata Title

Project Name	Tower	Ownership Scheme	Saleable SGA (sqm)	Sold %	Est. Unsold Stock Value (Rp bn)	Construction Progress
Ciputra World Jakarta 1	Raffles Residen	ce 100%	41,500	84%	396	100%
Ciputra World lakarta 2	The Orchard	100%	31,000	92%	108	100%
Ciputra World Jakarta 2	The Residence	100%	14,000	97%	19	100%
Ciputra World Jakarta 2 Ext.	The Newton	100%	15,800	93%	51	36%
Cinutes International	San Francisco	N/ FF0/	25,300	40%	356	97%
Ciputra International	Amsterdam	JV - 55%	25,500	85%	89	100%
Citra Davia Tananana Farandia	Yashinoki	N/ F10/	5,500	36%	49	82%
CitraRaya Tangerang Ecopolis	Suginoki	JV - 51%	3,900	59%	22	88%
CitraLake Suites	Tower A+B	JV - 51%	18,000	59%	201	100%
Citra Living	Orchard	JO Revenue - 70%	9,100	91%	17	35%
		Total Jakarta	189,600	77%	1,307	
CitraLand Surabaya	Denver	100%	22,500	67%	148	15%
Cinutus Morld Curabaya	Voila	N/ F20/	35,800	94%	59	100%
Ciputra World Surabaya	The Vertu	JV - 53%	9,100	69%	86	50%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	17,600	40%	198	1%
		Total Surabaya	85,000	73%	491	
CitraPlaza Nagoya Batam	Tower 1	JV - 50%	22,700	82%	80	9%
Barsa City Yogyakarta	Cornell	JO Profit - 50%	8,500	45%	95	5%
Vida View Makassar	Brentsville	JO Profit - 50%	30,500	44%	342	72%
		Total Others	61,700	58%	517	
		Total Strata Title Apartment	336,300	73%	2,315	

### Office Assets – Strata Title and Leased

#### **Strata-Title Office**

Project Name	Tower	Ownership Scheme	Saleable SGA (sqm)	Sold	Est. Unsold Stock Value (Rp bn)	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	19,300	91%	88	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	28,000	82%	227	100%
Cinutra International	Propan Tower	JV - 55%	19,500	66%	178	27%
Ciputra International	Tokopedia Care Towe	JV - 55%	24,000	86%	81	91%
Citra Towers Kemayoran	North Tower	JO Profit - 50%	38,000	73%	248	83%
		Total Jakarta	128,800	79%	823	
Cinutes World Surabaya	Vieloft SOHO	IV F20/	38,200	34%	657	35%
Ciputra World Surabaya	Office Tower	JV - 53%	38,500	62%	448	20%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	4,800	40%	55	1%
		Total Surabaya	81,500	48%	1,160	
	То	tal Strata Title Office	210,300	67%	1,982	

#### **Leased Office**

Project Name	Tower	Ownership Scheme	Leasable SGA (sqm)	Leased	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	42,000	97%	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	36,500	47%	100%
Ciputra International	Tokopedia Care Tower	JV - 55%	10,000	100%	100%
		Total Jakarta	88,500	77%	
	Tota	88,500	77%		

## Future Mixed-Use Developments

Project Name	Ownership Scheme	Est. Saleable SGA (sqm)
Ciputra World Jakarta 1	100%	110,000
Ciputra World Jakarta 2	100%	42,000
Ciputra World Jakarta 3	100%	99,000
New Project in Ciracas*	JV - 60%	61,000
Ciputra International**	JV - 55%	66,000
CitraLake Suites	JV - 51%	18,000
Citra Towers Kemayoran	JO Profit - 50%	38,000
Citra Living	JO Revenue - 70%	12,500
	Total Jakarta	446,500
Ciputra World Surabaya	JV - 53%	137,000
CitraLand Vittorio Surabaya	JO Profit - 50%	250,000
	<b>Total Surabaya</b>	387,000
CitraPlaza Nagoya Batam	JV - 50%	116,000
Vida View Makassar	JO Profit - 50%	27,000
	<b>Total Others</b>	143,000
	Total Saleable Area	976,500









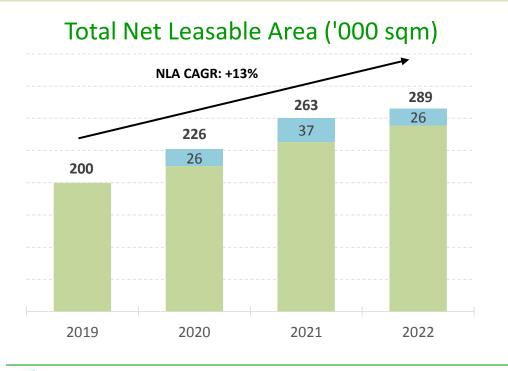
<sup>\*:</sup> Obtained 2Ha land out of optional 7Ha

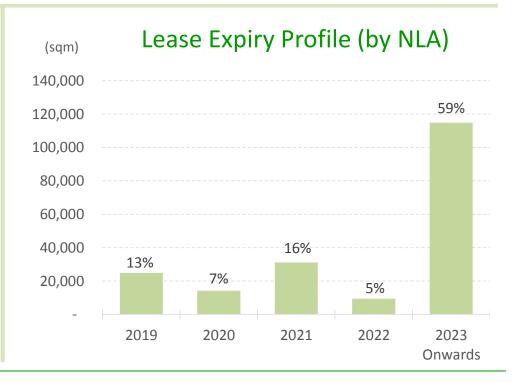
<sup>\*\*:</sup> Obtained 5Ha land out of optional 7.5Ha

## Healthy Occupancy and Lease Expiry Profile for Malls

Mall	Net		ate			
IVIdII	Leasable	2015	2016	2017	2018	3M19
Ciputra World Jakarta 1	81,000	100%	100%	100%	100%	100%
Ciputra World Surabaya	56,000	99%	95%	94%	92%	90%
Ciputra Mall Jakarta	42,700	98%	95%	97%	98%	98%
Ciputra Mall Semarang	20,190	98%	99%	100%	98%	99%
E	xpansion Plans					
Ciputra Mall CitraRaya Tangerang	26,000	Planned	comple	tion end	1-2020	
Ciputra World Surabaya Extension 37,300 Planned completion early-2021						
CitraLand Surabaya Mall	•					

- Total mall NLA of 200k m<sup>2</sup> with average occupancy rate of 96%
- 89k m² NLA to be completed by end of 2022





## Continued Strong Performance of Diversified Recurring Assets

#### Revenue per Available Room (RevPAR) across Hotels

Rp '000	Rooms	2015	2016	2017	2018	3M18	3M19	% YoY
Raffles Hotel (Ciputra World Jakarta 1)	173	-	813	1,520	1,428	1,355	1,307	-4%
Ciputra World Surabaya Hotel	212	419	482	504	452	424	387	-9%
Ciputra Hotel Jakarta	336	404	393	391	498	471	460	-2%
Ciputra Hotel Semarang	198	400	427	443	477	414	529	28%
CitraDream Hotel Bintaro	108	-	281	245	243	214	216	1%
CitraDream Hotel Cirebon	110	135	148	122	122	107	112	5%
CitraDream Hotel Yogyakarta	110	266	254	160	162	148	137	-8%
CitraDream Hotel Semarang	112	179	169	162	138	114	114	0%
CitraDream Hotel Bandung	76	229	207	148	158	153	130	-15%

#### **Hospital Assets**

Hospital	Township	Location	Capacity (Beds)	<b>Start Operation</b>
Ciputra Hospital Tangerang	CitraRaya Tangerang	West Greater Jakarta	126	Nov-11
Ciputra Hospital Jakarta	CitraGarden City Jakarta	West Jakarta	236	Dec-15
Ciputra Mitra Hospital	CitraLand Banjarmasin	South Kalimantan	168	Nov-16









# Growth Strategy and Project Highlights



## **Key Developments**

- Launched new clusters/towers in 3 projects with a combined presales of Rp139bn (12% of 3M19 achievement)
- Total **3M19 presales** reached **Rp1.1tn** (19% of FY19 target)
- Conducted an en bloc sale of 253 apartment units to Diener Syz Real Estate in Ciputra World Jakarta 2
  - Booked as Rp575bn marketing sales in August 2018
- Conducted an en bloc sale of 192 apartment units to The Ascott (CapitaLand) in Ciputra World Jakarta 2
  - Booked as Rp675bn marketing sales in October 2017
- Issued **SGD150mn Medium Term Note** with 4-year maturity and 4.85% coupon rate (September 2017)
  - Use of proceeds was for \$115mn SGD of refinancing and \$35mn SGD of working capital. The principal is hedged with a 100% call-spread with a strike price of Rp12,520 / SGD.
- Received an affirmed credit rating from Fitch of BB- / Negative Outlook (June 2019)
- Merger of Ciputra Development (CTRA) with Ciputra Surya (CTRS) and Ciputra Property (CTRP) on 17 January 2017.
  - Merged entity has increased financial strength, better access to capital, larger investor base and improved liquidity.
  - Ciputra Surya and Ciputra Property de-listed from the Indonesian Stock Exchange on 19 January 2017.

## **Growth Strategy**

- Retain **healthy land bank levels** (currently sufficient for **>15 years of development**) by continuously replenishing land bank in existing projects while searching for new strategic locations
- Sustain wide geographical footprint (currently have a presence in 33 cities) to allow diversification of products and target market while minimizing concentration risk
- Continue to leverage on the Ciputra brand equity by continuing Joint-Operation schemes with land owners
- Maintain prudent capital management (net gearing at 0.30x as of 3M19) with a well-balanced debt maturity profile and mixed sources of funding
- Create innovative product launches to best cater to existing demand by capitalizing on the flexibility given by ample and diverse land bank
- Increase portion of recurring income while simultaneously boost synergy by focusing on complimentary amenities within existing developments (e.g. malls, hospitals, and offices)





#### **New Landed Residential Development in Puri**

Location	Puri – West Jakarta
Development plan	18.2 ha
Market segment	Middle and middle-up
Estimated launch	2H19
2019 est. presales	Rp300bn
Unit price range	Approx. Rp900mn – Rp2.0bn
Accessibility	5 minutes from Kali Deres commuter line station. 30 minutes from Soekarno Hatta international airport.





#### **New Township Development in Sentul**

Location

**Development plan** 

**Market segment** 

**Estimated launch** 

2019 est. presales

Unit price range

Accessibility

Sentul – South Greater Jakarta

Phase 1: 114 ha out of 1,000 ha master plan

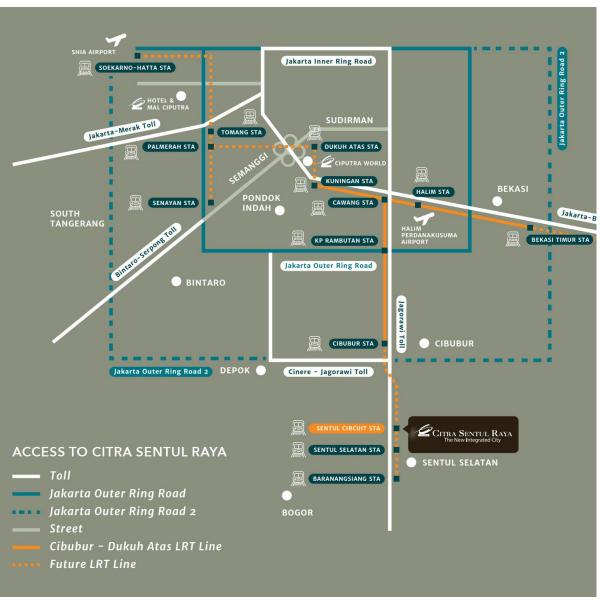
Middle and middle-low

2H19

Rp200bn

Approx. Rp600mn – Rp1.6bn

5 minutes from Sentul Circuit LRT Station. 5 minutes from Sentul Circuit toll road exit.





#### **New Apartment Development in Ciracas**

Location

**Development plan** 

**Market segment** 

**Estimated launch** 

2019 est. presales

**Unit price range** 

**Accessibility** 

Ciracas – East Jakarta

Phase 1: 2 ha out of 7 ha (approx. 61,000 sqm out of 213,000 sqm SGA)

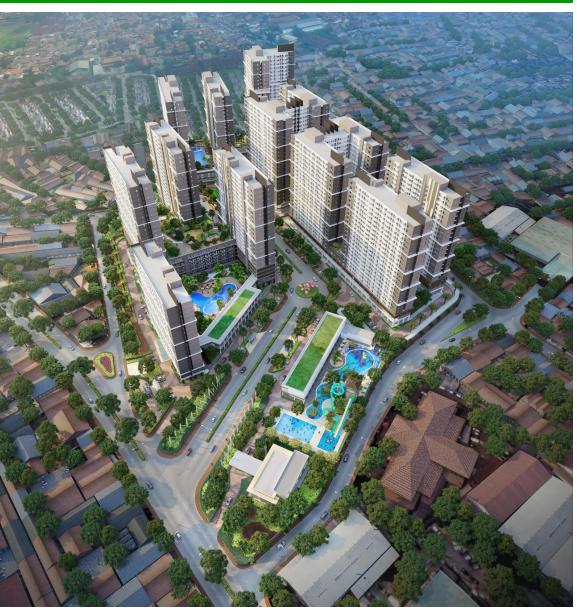
Middle-low and low

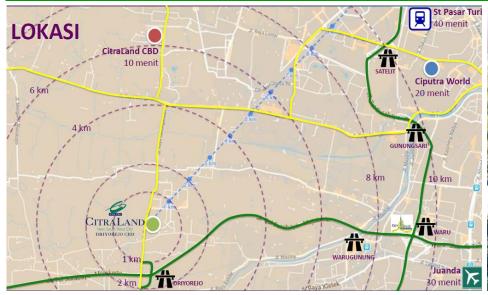
2H19

Rp250bn

Approx. Rp320mn - Rp800mn

5 minutes from Ciracas LRT Station.







#### **New Mixed-Use Residential in Driyorejo**

Location

**Development plan** 

**Market segment** 

**Estimated** *launch* 

2019 est. presales

**Unit price range** 

**Accessibility** 

Driyorejo, Gresik, East Java

12 ha

Middle and middle low

2H19

Rp200bn

Approx. Rp680mn - Rp1.6bn

1 km from Sumo toll road exit. 40 minutes from Pasar Turi Station.30 minutes from Juanda Airport.







#### **CitraLand Surabaya**

Location

Launch

Development plan

Market segment

Pre-sales 3M19

Selling price per unit

Average unit selling price

Average land selling price

Unit sold

**Others** 

West Surabaya

1993

1,700 ha (sold 732 ha)

Middle to middle-high

Rp111bn

Rp513mn to Rp4.7bn

Rp2.4bn

Rp9.0mn

46 units

Launched new cluster of shop house — North Junction in Mar 2019







#### **CitraRaya Tangerang**

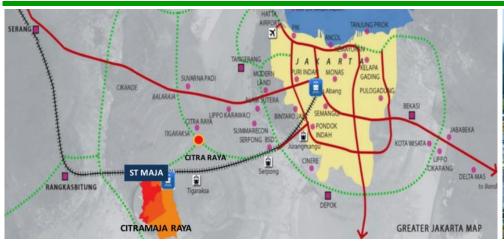
Location
Launch
Development plan
Market segment
Pre-sales 3M19
Selling price per unit
Average unit selling price
Average land selling price
Unit sold

Others

Tangerang, West of Jakarta 1994 2,760 ha (sold 837 ha) Middle-low to middle-high Rp106bn Rp193mn to Rp3.5bn Rp630mn

Rp4.1mn 168 units







#### Citra Maja Raya

Location

Launch

Development plan

Market segment

Pre-sales 3M19

Selling price per unit

Average unit selling price

Average land selling price

Unit sold

Others

Lebak, Banten, West Java November 2014

1,200 ha (sold 267 ha)

Middle to middle-low

Rp96bn

Rp118mn to Rp1.1bn

Rp293mn

Rp1.3mn

327 units

-







#### **CitraLand City Losari Makassar**

Location

Launch

**Development plan** 

**Market segment** 

Pre-sales 3M19

Selling price per unit

Average unit selling price

Average land selling price

**Unit sold** 

**Others** 

Makassar, South Sulawesi

October 2015

157 ha (sold 35 ha + 50 ha to government)

Middle to high

Rp65bn

Rp2.3bn to Rp8.3bn

Rp5.0bn

Rp13.1mn

84 units

\_







#### **CitraLand Gama City Medan**

Location

Launch

**Development plan** 

Market segment

Pre-sales 3M19

Selling price per unit

Average unit selling price

Average land selling price

**Unit sold** 

Others

Medan, North Sumatra

Sep 2018

123 ha out of 210ha masterplan

Middle and middle-up

Rp55bn

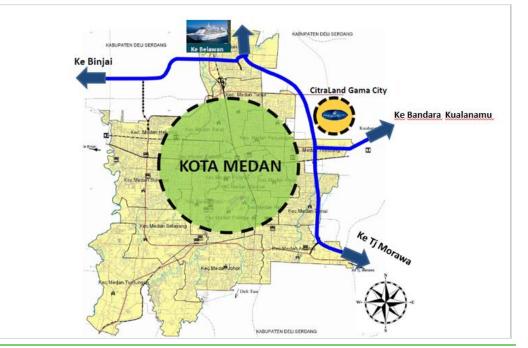
Rp921mn to Rp4.8bn

Rp2.4bn

Rp8.7mn

23 units

-







#### **CitraIndah City Jonggol**

Location

Launch

**Development plan** 

Market segment

Pre-sales 3M18

Selling price per unit

Average unit selling price

Average land selling price

**Unit sold** 

**Others** 

South Greater Jakarta

1997

780 ha (sold 514 ha)

Middle and middle low

Rp52bn

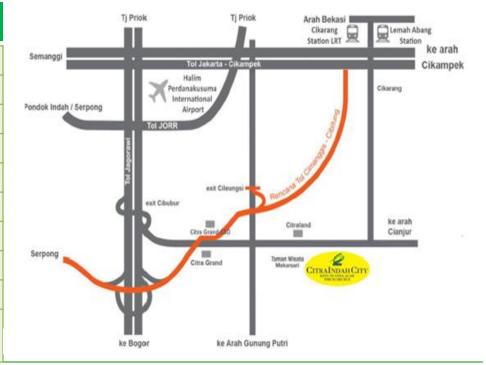
Rp72mn to Rp1.6bn

Rp342mn

Rp1.8mn

152 units

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## **Results Summary**



## Results Summary (Income Statement)

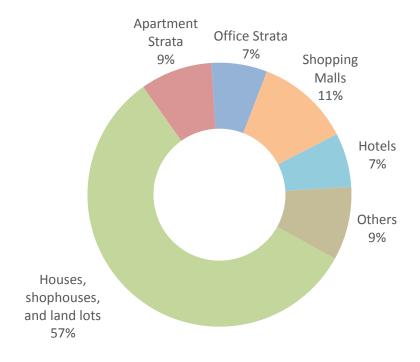
(Rp bn)	3M19	3M18	% YoY	
Revenue	1,647	1,358	21%	Effect of +27% YoY in Property Development segment and +8% YoY in Recurring segment
COGS	(793)	(728)	9%	
Gross Profit Gross Profit Margin	<b>854</b> 52%	<b>629</b> 46%	36%	Effect of product mix
Operating Expense	(347)	(328)	6%	
Operating Profit Operating Profit Margin	<b>508</b> 31%	<b>302</b> 22%	68%	Effect of higher operating leverage
Interest Income (Expense) - Net	(172)	(129)	33%	Effect of lower capitalized borrowing cost due to project completion, and higher total borrowings
Other Income (Expense) - Net Final Tax and Income Tax	19 (57)	22 (48)	-16% 19%	
Net Income Before Non-Controlling Interest Non-Controlling Interest	298 (14)	147 (22)	102% -35%	
Net Income Attributable to Owners  Net Profit Margin	<b>283</b> 17%	<b>125</b> 9%	126%	

## Results Summary (Revenue Breakdown and Margin Performance)

(Rp bn)	3M19	3M18	% YoY	
Revenue Breakdown				
Property Development Revenue	1,199	942	27%	
Houses, shophouses, and land lots	941	668	41%	High revenue recognition from CitraRaya Tangerang
Apartments	145	145	0%	
Office for sale	113	129	-13%	Near completion of Ciputra International Office Tower
Recurring Revenue	448	415	8%	
Shopping malls	190	190	0%	
Hotels	109	110	-1%	
Hospitals	77	52	49%	Improving patient volume
Office leasing	45	37	20%	New contribution from Tokopedia Care Tower
Others	26	26	1%	
Total Revenue	1,647	1,358	21%	
Total Nevende	2,047	1,000	21/0	
Margin Performance				
Property Development GPM	52%	43%		
Houses, shophouses, and land lots	56%	45%		
Apartments	37%	43%		Effect of product mix
Office towers	37%	31%		
Recurring GPM	52%	54%		
Shopping malls	63%	66%		Effect of lower occupancy of Ciputra World Surabaya Mall
Hotels	39%	39%		
Hospitals	46%	46%		
Office leasing	62%	70%		
Others	23%	28%		
Total GPM	52%	46%		
TOTAL CITY	32/0	70/0		

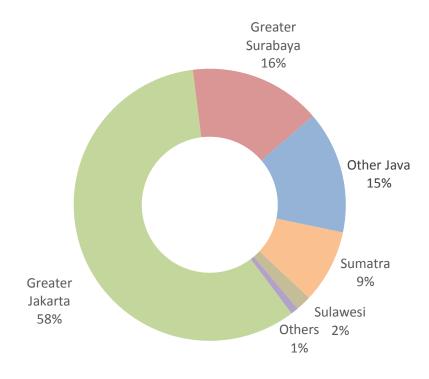
## Results Summary (Revenue per Segment and per Location)

#### Revenue per Segment (3M19)



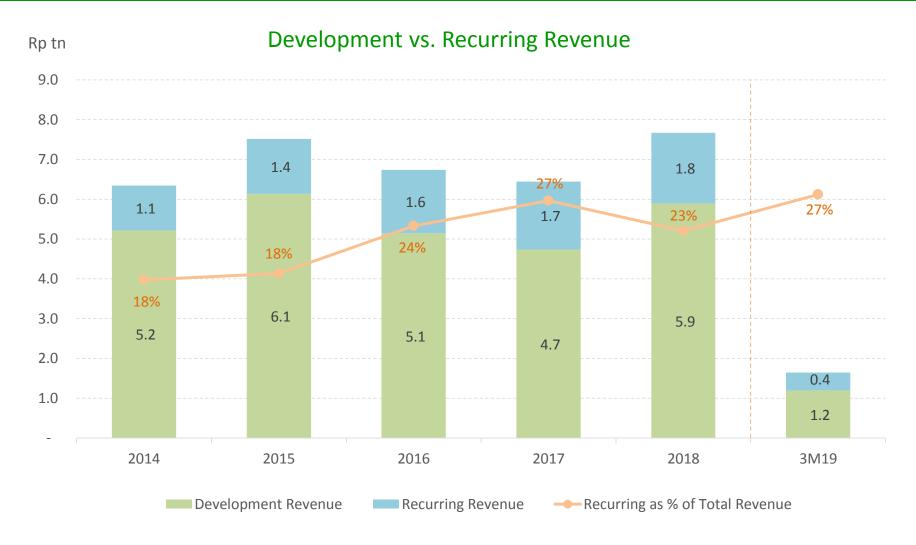
- Development = 73% (Houses + Apartments + Office)
- Recurring = 27% (Malls + Hotels + Hospitals + Office)

#### Revenue per Location (3M19)



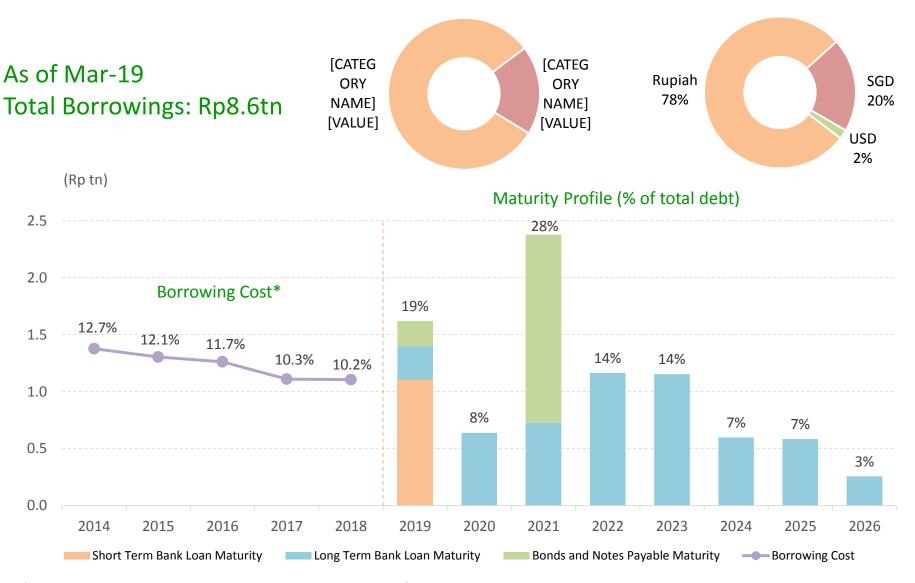
 Sustained focus on geographically diversified revenue sources to minimize concentration risk

## Results Summary (Historical Revenue Breakdown)



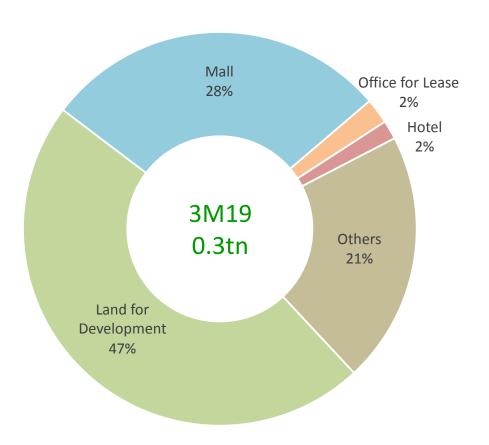
Continued focus on high-growth core development business and complemented by stable recurring assets

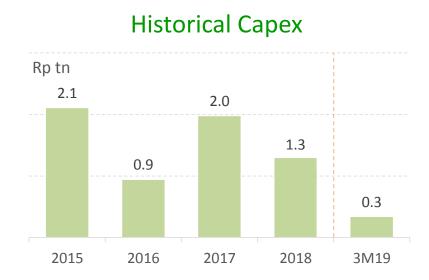
#### **Debt Profile**



<sup>\*</sup>Borrowing Cost calculation includes capitalized interest expense of 96bn, 74bn, 131bn, 179bn, Rp89bn in 2014, 2015, 2016, 2017, and 2018.

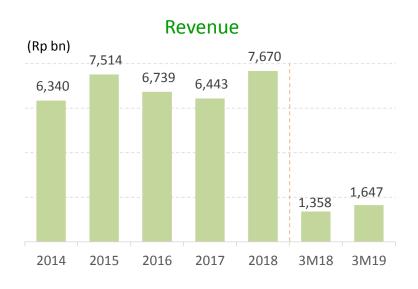
# **Capex Schedule**

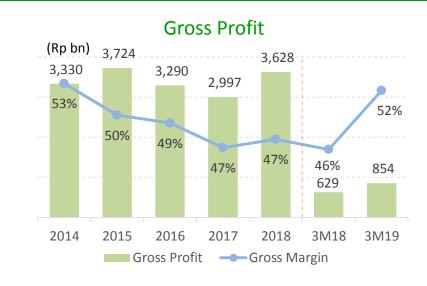


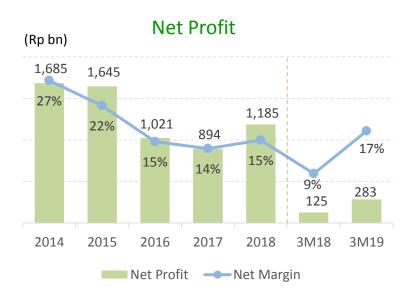


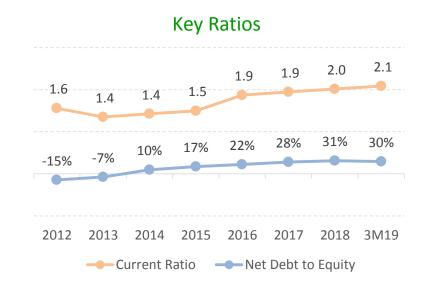
 Increased capex for shopping malls as three are currently under construction (CitraRaya Tangerang, CitraLand Surabaya, and Ciputra World Surabaya)

### Financial Highlights









# **Balance Sheet Summary**

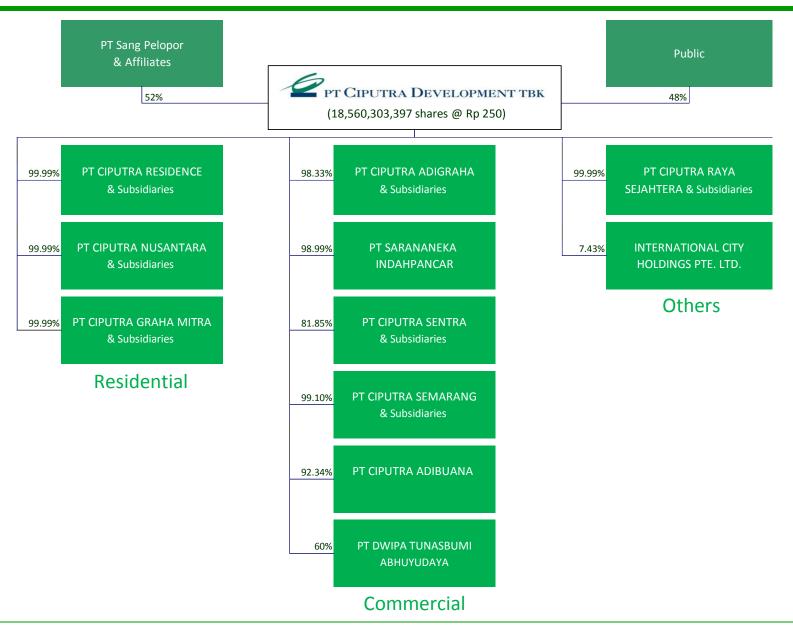
Rp bn	Mar 2019	Dec 2018	Dec 2017	Dec 2016
Assets	34,446	34,289	31,872	29,169
Cash & cash equivalents	3,435	3,243	3,240	3,471
Land	13,278	13,048	11,696	10,109
Fixed Assets	3,059	3,114	3,144	3,034
Investment Properties	5,057	4,962	4,762	4,908
Others	9,617	9,921	9,031	7,647
Liabilities	17,474	17,645	16,322	14,787
Debt	8,600	8,455	7,618	6,662
Advances from customers	6,692	6,814	6,459	5,851
Others	2,182	2,375	2,245	2,274
Equity	16,971	16,644	15,551	14,382
Minority interests	2,286	2,270	2,113	1,688
Equity net of minority interests	14,685	14,374	13,438	12,694
Debt to Total Equity	51%	51%	49%	46%
Net Debt to Total Equity	30%	31%	28%	22%



# **Appendix**



#### New Corporate Structure Post Merger



### **Corporate Milestones**

#### Capital raising & corporate actions -> Strengthening our financial position to support business expansion



Growth



Established under the name of PT Citra Habitat Indonesia

1994: IPO and listing on JSX

1995: Issuance of Notes (US\$ 100 million)

**1996**: - Rights issue I

- Listing on SSX
- Issuance of bond (Rp 150 billion)
- Issuance of TLCF (US\$ 25 million) (Transferrable loan certificate facility)

#### Developed and launched:

- 1984: CitraGarden City, our first project, in West Jakartaz
- 1993: CitraLand, our first and largest township project in Surabaya
  - Ciputra Mall & Hotel Jakarta, our first commercial project

1994: CitraRaya Tangerang, our largest township development project, covering an area of more than 2,700 ha



1997: Economic crisis hit Indonesia. Start of

1999: PT Ciputra Surya Tbk (CTRS)'s listing on

2005: CitraGarden Lampung in Sumatra and

marking the beginning of business

expansion outside of Java

CitraGarden Banjarmasin in Kalimantan,

debt restructuring process

2000: Bonus shares distribution

Developed and launched:

2006 - Present

1997 - 2005 Restructuring

**2006**: - Issuance of 2.4 billion shares without pre-emptive rights for debt settlement - Rights Issue II

2007: IPO of PT Ciputra Property Tbk (CTRP)

2015: Share dividend distribution

2016: Share dividend distribution Merger plan with CTRS and CTRP

#### Developed and launched:

2007: Ciputra World Surabaya

2008: Ciputra World Jakarta

2009: CitraLand Celebes Makassar, our first project in Sulawesi

2011: Ciputra Hospital Tangerang, our first health care project

2012: CitraDream Hotel Cirebon, our first budget

2013: Ciputra Beach Resort Bali, our first resort development

2015: CitraLand City Losari in Makassar, our first reclamation residential project

2016: Ciputra Mitra Hospital, our first health care project in Kalimantan

Project Development -> Over 30 years of experience



PT CIPUTRA DEVELOPMENT TBK - Business Presentation

### **Competitive Strength**

#### **BUSINESS PROSPECT** Availability in Change in Stable Increase in Potential Urbanization Government mortgage housing customers' economic political stimulus plan trends needs lifestyle facility growth outlook We are well positioned in Indonesia's Focus on real estate business Steady launch and development current property outlook: of pipeline projects CIPUTRA Reputable brand & experienced Most diversified in market targets, management team products offered & project locations

Large land bank at prime locations to support future growth

# **Experienced Management Team**

#### **Board of Commissioners**



DR. Ir. Ciputra Chairman



**Dian Sumeler** 



Rina Ciputra S.



**Junita Ciputra** 



Sandra Hendharto



Kodradi



**Henk Wangitan** Independent member Independent member



**Thomas Bambang** Independent member

#### **Board of Directors**



**Candra Ciputra** President



**Cakra Ciputra** 





Budiarsa Sastrawinata Harun Hajadi



Agussurja Widjaja



MI Meiko Handojo Nanik J. Santoso





**Sutoto Yakobus** 



Artadinata Djangkar Tanan H. Antonius



**Tulus Santoso** Corporate Secretary

#### **Investor Relations**

## **Corporate Secretary**

#### PT. CIPUTRA DEVELOPMENT TBK

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