

Results Presentation (9M21)



Results Summary (Income Statement)

(Rp bn)	9M21	9M20	% YoY	
Revenue	6,649	4,240	56.8%	Effect of 69.3% YoY in Property Development segment and 17.4% YoY in Recurring segment
COGS	(3,351)	(2,326)	44.1%	
Gross Profit	3,298	1,914	72.3%	
Gross Profit Margin	49.6%	45.1%		
Operating Expense	(1,147)	(1,125)	2.0%	
Operating Profit	2,151	790	172.4%	
Operating Profit Margin	32.3%	18.6%		
Interest Income (Expense) - Net	(801)	(425)	88.4%	Including Rp349 bn interest expense due to PSAK 72
Other Income (Expense) - Net	117	34	242.0%	
Final Tax and Income Tax	(198)	(151)	31.5%	
Net Income Before Non-Controlling Interest	1,268	248	411.3%	
Non-Controlling Interest	(254)	(16)	1497.5%	
Net Income Attributable to Owners	1,015	232	337.0%	
Net Profit Margin	15.3%	5.5%		



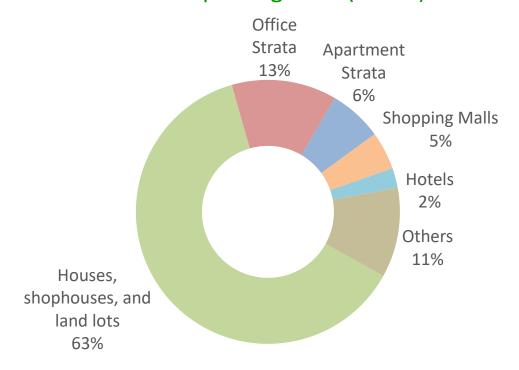
Results Summary (Revenue Breakdown and Margin Performance)

(Rp bn)	9M21	9M20	% YoY	
Revenue Breakdown	SIVIZI	311120	/0 TOT	
Property Development Revenue	5,447	3,217	69.3%	
	•			Passanitian from nast launches in Cityal and Curchaug Cityal and Cityal agai Makassar, and Citya Cardon Duri Jakarta
Houses, shophouses, and land lots	4,158	2,726	52.5%	Recognition from past launches in CitraLand Surabaya, CitraLand City Losari Makassar, and CitraGarden Puri Jakarta
Office for sale	856	332	158.2%	Adoption of new accounting standard affecting highrise revenue recognition (IFRS 15; PSAK 72)
Apartments	433	159	172.8%	
Recurring Revenue	1,202	1,023	17.4%	
Hospitals	536	276	94.3%	Covid-related healthcare services and improving traffic from non-Covid patients
Shopping malls	311	407	-23.5%	Temporary rental discounts due to Covid-19
Office for lease	162	159	2.1%	
Hotels	160	144	10.9%	
Others	33	38	-13.9%	Closure of golf courses and waterparks due to Covid-19
Total Revenue	6,649	4,240	56.8%	
Margin Performance				
Property Development GPM	51.0%	45.4%		
Houses, shophouses, and land lots	50.0%	47.7%		Effect of recognition of CitraLand Surabaya
Office for sale	60.1%	29.9%		Effect of recognition of VieLoft SOHO and Office Tower (Ciputra World Surabaya)
Apartments	42.6%	39.5%		Effect of recognition of The Newton 1 (Ciputra World Jakarta 2) and The Vertu (Ciputra World Surabaya)
Recurring GPM	43.3%	44.2%		
Hospitals	52.9%	44.6%		
Shopping malls	27.9%	52.6%		
Office for lease	67.8%	61.7%		
Hotels	33.6%	21.6%		
Others	-41.3%	-34.4%		
2	.2.370	3 170		
Total GPM	49.6%	45.1%		



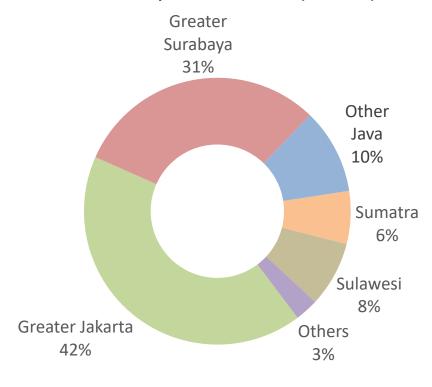
Results Summary (Revenue per Segment and per Location)

Revenue per Segment (9M21)



- Development = 82% (Houses + Office + Apartments)
- Recurring = 18% (Malls + Hotels + Hospitals + Office)

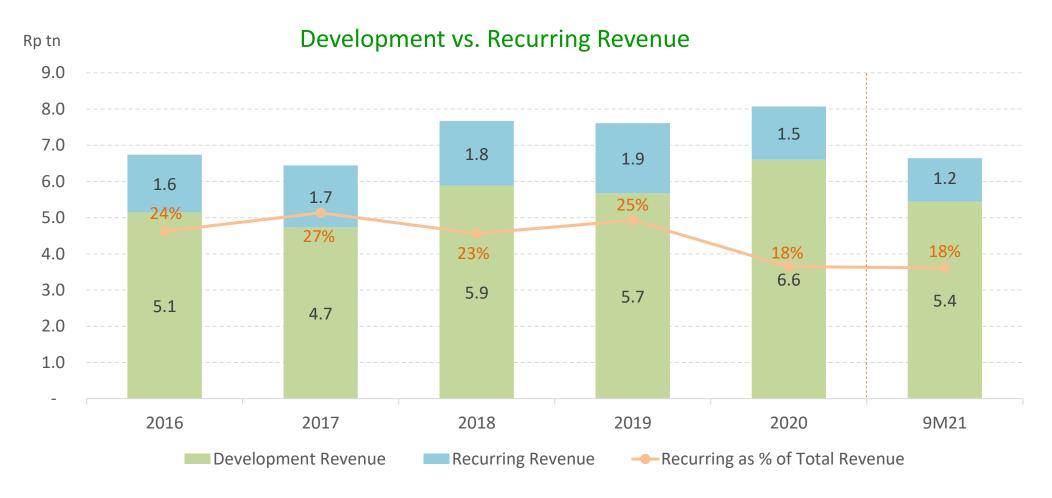
Revenue per Location (9M21)



Sustained focus on geographically diversified revenue sources to minimize concentration risk



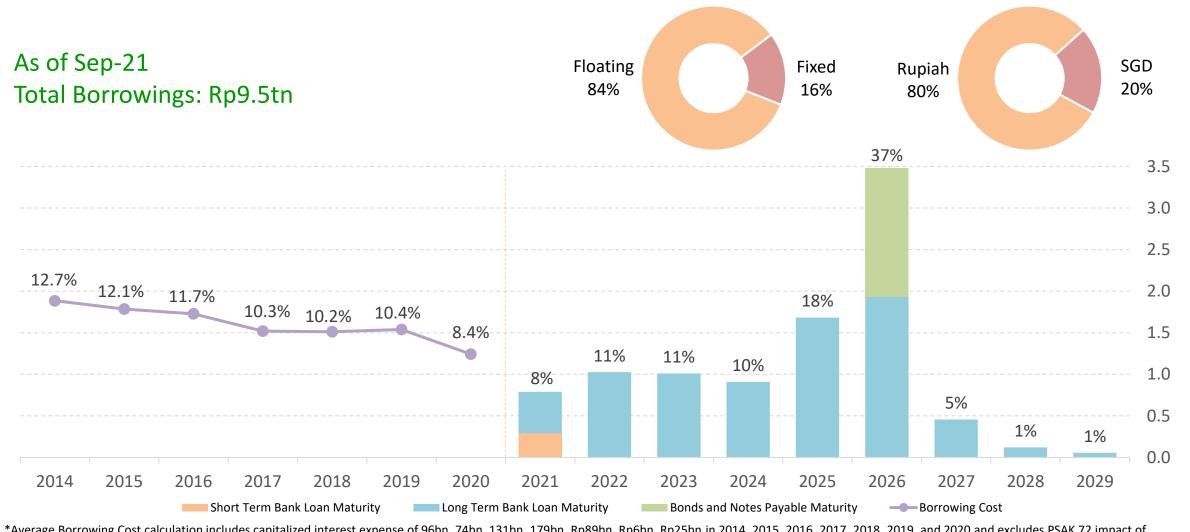
Results Summary (Historical Revenue Breakdown)



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



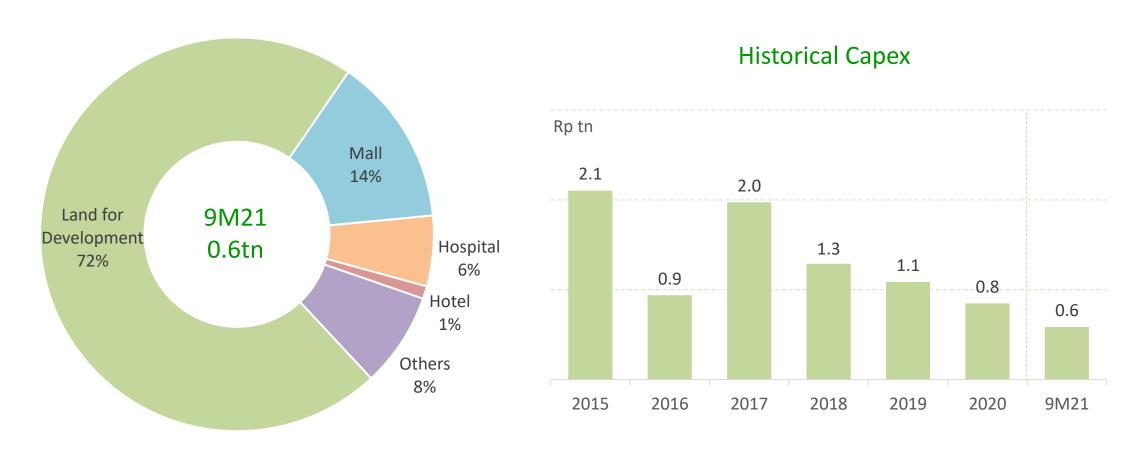
Debt Profile



^{*}Average Borrowing Cost calculation includes capitalized interest expense of 96bn, 74bn, 131bn, 179bn, Rp89bn, Rp6bn, Rp25bn in 2014, 2015, 2016, 2017, 2018, 2019, and 2020 and excludes PSAK 72 impact of 457bn in 2020.



Capex Schedule



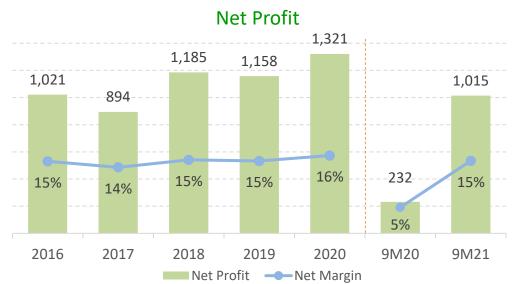
• Prudent capital management through selective land banking and deferring non-committal capex

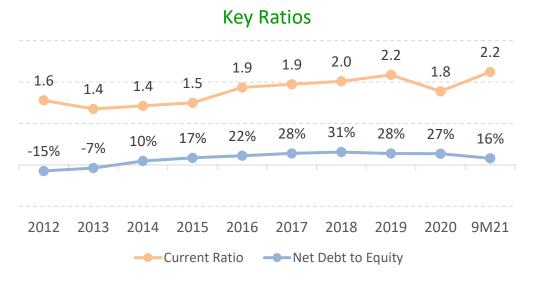


Financial Highlights











Balance Sheet Summary

Rp bn	Sep 2021	Dec 2020	Dec 2019	Dec 2018	Dec 2017	Dec 2016
Assets	40,053	39,255	36,196	34,289	31,872	29,169
Cash & cash equivalents	6,530	5,276	4,238	3,243	3,240	3,471
Land	14,515	14,471	13,523	13,048	11,696	10,109
Fixed Assets	2,576	2,595	3,089	3,114	3,144	3,034
Investment Properties	5,419	5,523	5,373	4,962	4,762	4,908
Others	11,013	11,390	9,972	9,921	9,031	7,647
Liabilities	21,474	21,798	18,434	17,645	16,322	14,787
Debt	9,532	10,024	9,176	8,455	7,618	6,662
Contract Liabilities	9,292	9,218	6,870	6,814	6,459	5,851
Others	2,651	2,556	2,388	2,375	2,245	2,274
	40.570	47.450	47.763	46.644	45 554	44 202
Equity	18,579	17,458	17,762	16,644	15,551	14,382
Minority interests	2,342	2,125	2,409	2,270	2,113	1,688
Equity net of minority interests	16,237	15,332	15,352	14,374	13,438	12,694
Debt to Total Equity	51%	57%	52%	51%	49%	46%
Net Debt to Total Equity	16%	27%	28%	31%	28%	22%





Company Overview



One of Indonesia's Leading Property Developer

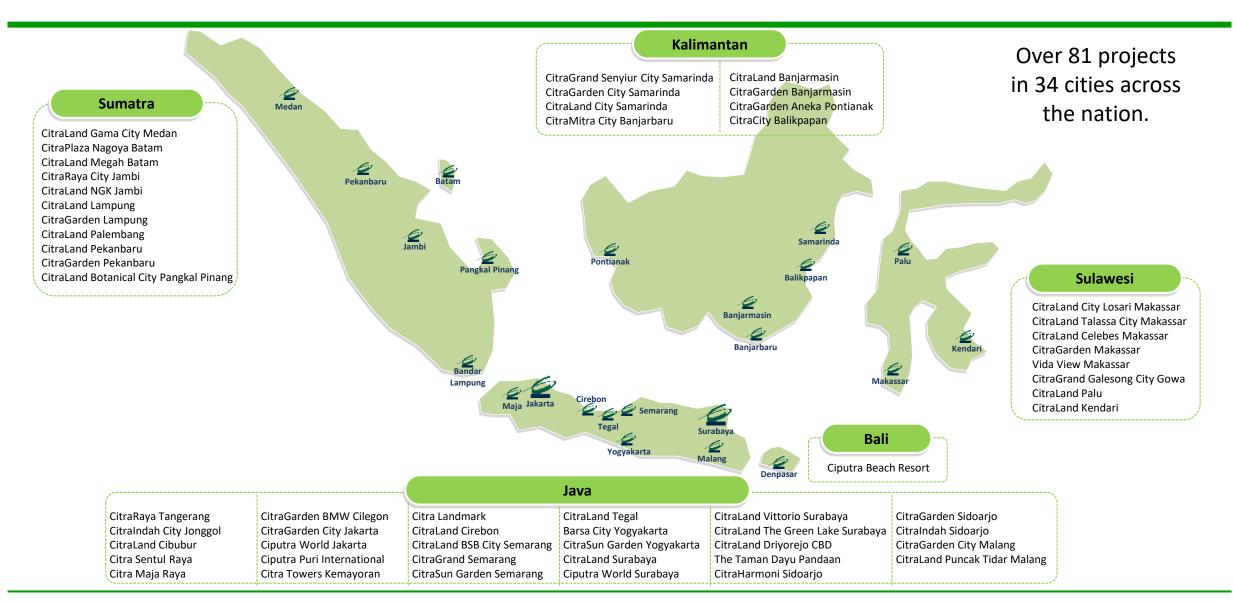


Core Business



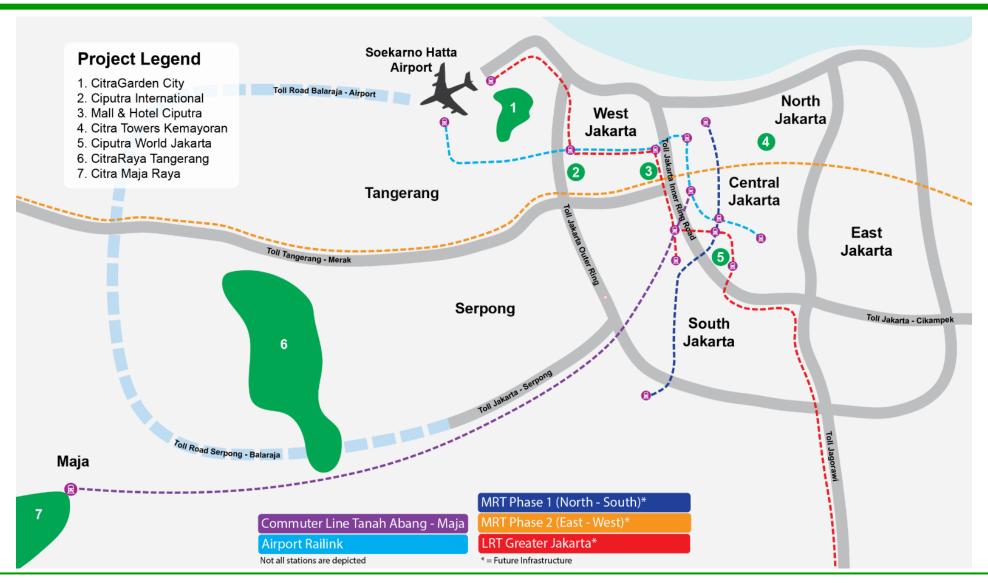


Geographically Diversified Project Portfolio



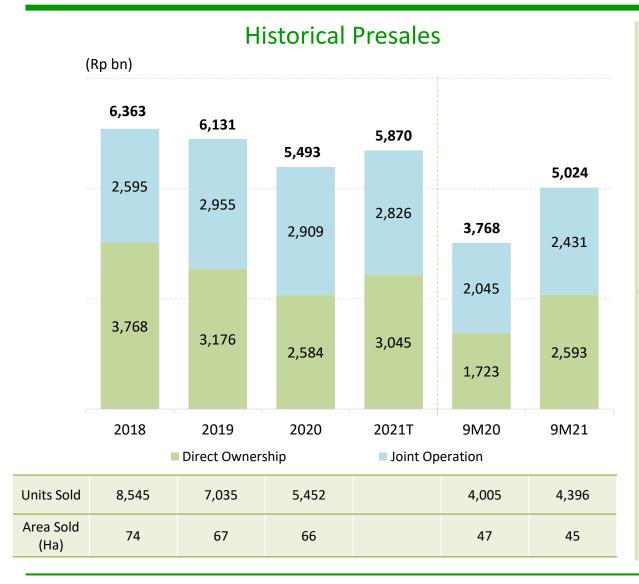


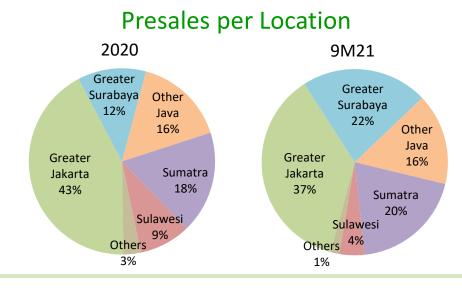
Greater Jakarta Project Portfolio





Marketing Sales Summary





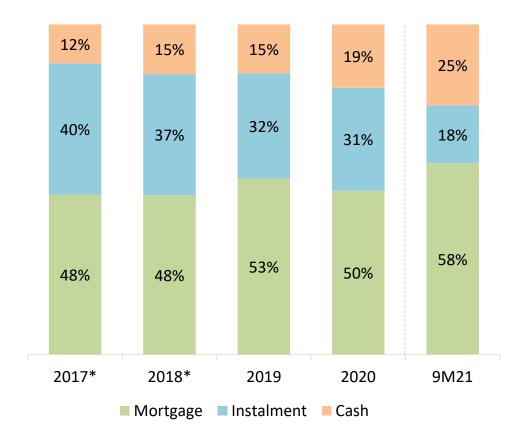
Presales per Product





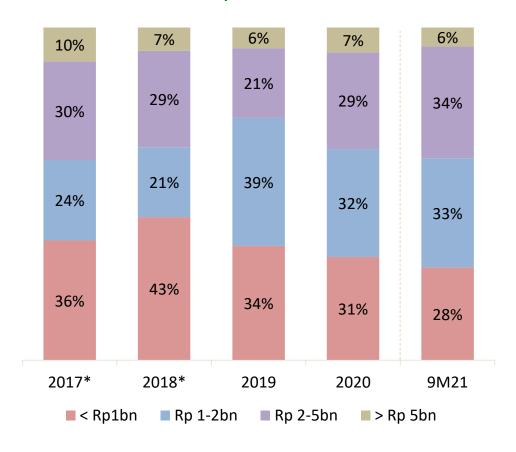
Marketing Sales Summary

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	2013-20 CAGR	2020
CitraRaya Tangerang	100%	793	63%	8%	4.5
CitraIndah Jonggol	100%	191	17%	12%	1.9
CitraGarden City Jakarta	100%	117	48%	4%	15.1
CitraGarden Puri Jakarta	100%	17	-	-	9.2
CitraLand Cibubur	JV - 60%	90	-	2%	4.0
To	otal Greater Jakarta	1,208			
CitraLand Surabaya	100%	807	33%	8%	9.5
CitraHarmoni Sidoarjo	100%	83	31%	13%	5.1
CitraGarden Sidoarjo	JV - 60%	7	23%	17%	7.5
Tota	al Greater Surabaya	897			
CitraLand Bandar Lampung	100%	29	-	11%	5.5
CitraLand Palembang	JV - 60%	112	-	6%	3.4
CitraLand Pekanbaru	JV - 60%	7	-	12%	5.9
Ciputra Beach Resort	JV - 60%	47	-	2%	9.4
	Total Others	195			
	Total Land Bank	2,301			



Rights to Additional Land Bank Through Joint-Operation Schemes

Joint Operation Project	Development Plan (Ha)	Land ASP (Rp mn per sqm)
Citra Sentul Raya	114	5.6
CitraLake Sawangan Depok	12	5.0
Total Greater Jakarta	126	
The Taman Dayu Pandaan	563	3.8
CitraLand The Green Lake Surabaya	40	10.2
CitraLand Driyorejo CBD	12	6.9
Total Greater Surabaya	615	
Citra Maja Raya	1,200	1.5
CitraLand BSB City Semarang	100	3.5
CitraGrand Semarang	55	4.8
CitraSun Garden Semarang	17	6.4
CitraGarden City Malang	51	5.0
CitraGarden BMW Cilegon	47	3.4
CitraLand Cirebon	45	3.3
CitraLand Puri Serang	43	2.3
CitraGarden Pekalongan	10	2.5
CitraGrand Mutiara Yogyakarta	9	4.9
Total Java Ex-Jakarta Ex-Surabaya	1,577	
CitraRaya City Jambi	564	1.2
CitraLand Gama City Medan	123	10.1
CitraLand Botanical City Pangkalpinang	57	2.5
Citra AeroLink Batam	21	3.7
CitraLand Megah Batam	19	3.2
CitraGarden Pekan Baru	20	2.0
Total Sumatra	804	

Joint Operation Project	Development Plan (Ha)	Land ASP (Rp mn per sqm)
CitraGrand Senyiur City Samarinda	295	1.6
CitraGarden City Samarinda	39	2.5
CitraLand City Samarinda	93	3.6
CitraMitra City Banjarbaru	172	1.3
CitraLand Banjarmasin	40	1.8
CitraGarden Aneka Pontianak	27	5.9
CitraCity Balikpapan	9	10.5
Total Kalimantan	675	
CitraGrand Galesong City Gowa	185	1.6
CitraLand City Losari Makassar	157	14.5
CitraLand Talassa City Makassar	69	4.6
CitraLand Celebes Makassar	30	5.4
CitraGarden Makassar	15	3.0
CitraLand Palu	17	4.1
CitraLand Kendari	15	5.0
Total Sulawesi	488	

Total JO Land Bank of 4,286 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 Residence	100%	41,500	84%	417	100%
Ciputra World Jakarta 2	The Orchard	100%	31,000	93%	101	100%
Ciputia World Jakarta 2	The Residence	100%	14,000	97%	20	100%
Ciputra World Jakarta 2 Ext.	The Newton 1	100%	15,800	95%	40	90%
Ciputia World Jakarta 2 Ext.	The Newton 2	100%	22,500	41%	602	17%
Cinutra International	San Francisco	JV - 55%	25,300	49%	302	98%
Ciputra International	Amsterdam	JV - 33%	24,200	88%	67	100%
CitraPaya Tangarang Econolis	Yashinoki	JV - 51%	5,500	73%	18	100%
CitraRaya Tangerang Ecopolis	Suginoki	JV - 21%	3,900	80%	10	100%
CitraLake Suites	Tower A+B	JV - 51%	18,000	83%	67	100%
Citra Living	Orchard	JO Revenue - 70%	9,100	98%	3	100%
	Lotus	JO Revenue - 70%	9,100	64%	68	92%
Citra Landmark	Den Haag	JV - 60%	15,200	16%	239	0%
		Total Jakarta	235,100	74%	1,956	
CitraLand Surabaya	Denver	100%	22,500	67%	135	100%
	Voila		35,800	100%	-	100%
Ciputra World Surabaya	The Vertu	JV - 53%	9,100	67%	97	100%
	Sky Residence		6,700	13%	156	100%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	17,600	51%	168	20%
		Total Surabaya	91,700	73%	556	
CitraPlaza Nagoya Batam	Tower 1	JV - 50%	22,700	88%	74	73%
Barsa City Yogyakarta	Cornell	JO Profit - 50%	8,500	56%	77	85%
Vida View Makassar	Brentsville	JO Profit - 50%	24,800	39%	358	100%
CitraLand City Losari Makassar	Delft	JO Profit - 50%	19,800	69%	164	12%
		Total Others	75,800	63%	672	
	Tota	l Strata Title Apartment	402,600	72%	3,184	



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%	18,300	96%	38	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	28,000	83%	219	100%
Cinutra International	Propan Tower	JV - 55%	19,500	72%	156	90%
Ciputra International	Tokopedia Care Towe	r	24,000	85%	88	100%
Citra Towers Kemayoran	North Tower	JO Profit - 50%	37,000	97%	31	100%
		Total Jakarta	126,800	88%	532	
Ciputra World Surabaya	Vieloft SOHO	JV - 53%	31,500	57%	396	100%
Ciputia World Surabaya	Office Tower	JV - 33%	38,500	72%	309	98%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	4,800	40%	56	20%
		Total Surabaya	74,800	64%	761	
	Ţ	otal Strata Title Office	201,600	79%	1,293	

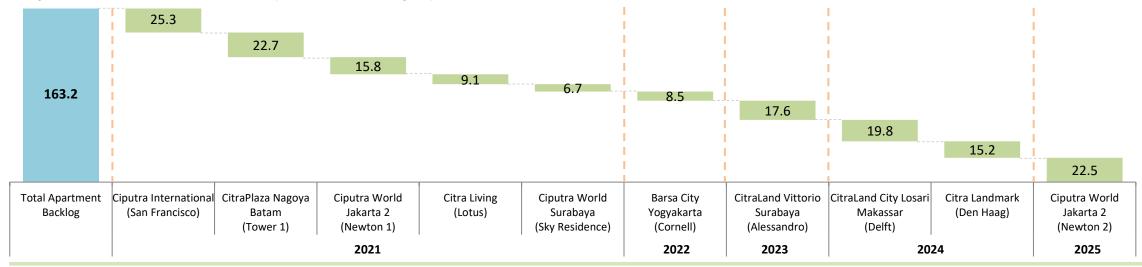
Leased Office

Project Name	Tower	Ownership Scheme	Leasable SGA (sqm)	Leased	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	42,200	92%	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	38,000	77%	100%
Ciputra International	Tokopedia Care Tower	JV - 55%	10,000	99%	100%
		Total Jakarta	90,200	86%	
	Tota	l Office for Lease	90,200	86%	

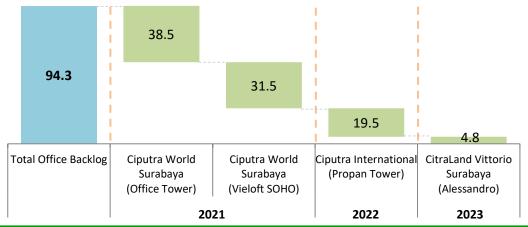


Apartment and Office Completion Schedule

Apartment Strata-Title (SGA '000 sqm)



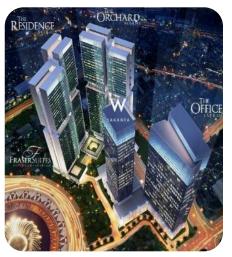
Office Strata-Title (SGA '000 sqm)





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
Citra Landmark Ciracas*	JV - 46%	46,000
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%	3,500
	Total Jakarta	422,500
Ciputra World Surabaya	JV - 53%	137,000
CitraLand Vittorio Surabaya	JO Profit - 50%	250,000
	Total Surabaya	387,000
CitraPlaza Nagoya Batam	JV - 50%	116,000
Vida View Makassar	JO Profit - 50%	27,000
	Total Others	143,000
-	Total Saleable Area	952,500









^{**:} Obtained 5Ha land out of optional 7.5Ha



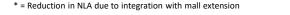
^{* :} Obtained 2Ha land out of optional 7Ha

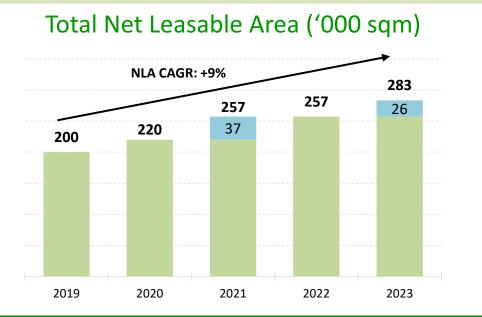
Healthy Occupancy and Lease Expiry Profile for Malls

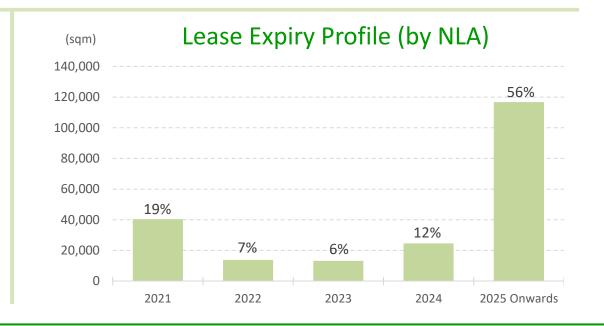
Mall	Net Leasable						
Ividii	Area (sqm)	2017	2018	2019	2020	9M21	
Ciputra World Jakarta 1	79,500	100%	100%	100%	100%	100%	
Ciputra World Surabaya	50,300	94%	92%	96%	94%	90%	
Ciputra Mall Jakarta	43,300	97%	98%	98%	93%	84%	
Ciputra Mall Semarang	20,300	100%	98%	100%	96%	96%	
Ciputra Mall CitraRaya Tangerang	26,000	-	-	-	90%	90%	
Expansion Plans							
Ciputra World Surabaya Extension	37,300 Planned completion end-2021						
CitraLand Surabaya Mall	26,000	Planned com	pletion en	d-2023			

Total mall NLA of 219k m² with average occupancy rate of 93%

 63k m² NLA to be completed by end of 2023

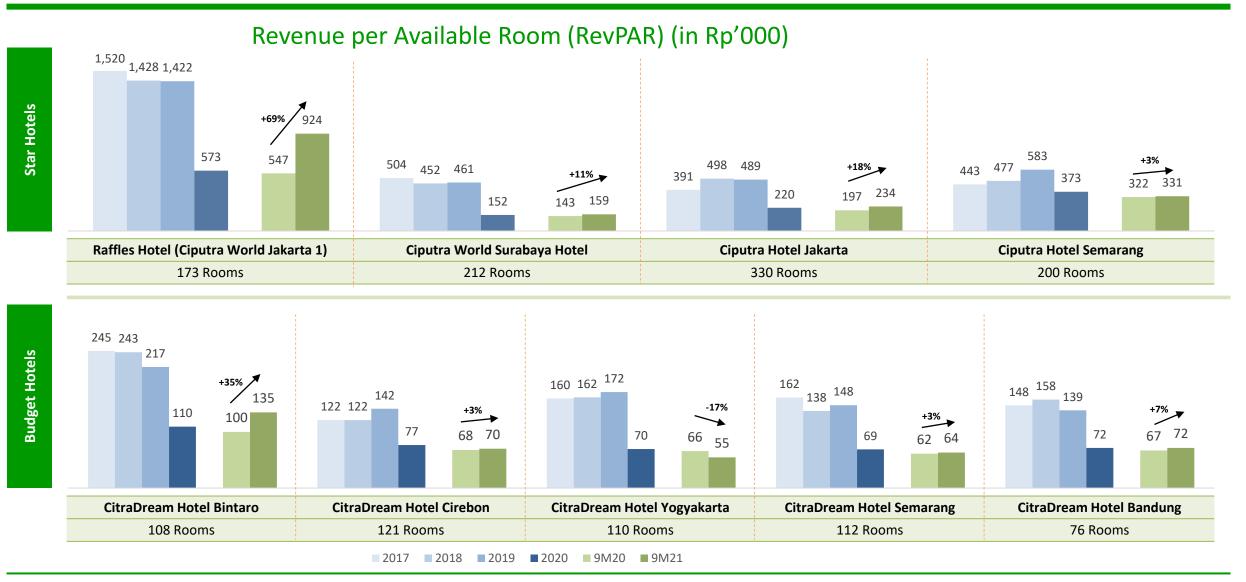








Gradual Recovery in Hotel Operational Metrics





Integrated Healthcare Facilities within Township Projects







Township	CitraRaya Tangerang	CitraGarden City Jakarta	CitraLand Banjarmasin
Location	West Greater Jakarta	West Jakarta	South Kalimantan
Start Operation	Nov-11	Dec-15	Nov-16
Capacity (Beds)	183	230	168
Center of Excellence	Cancer CenterTrauma CenterWomen & Children Center	Cardiac CenterNeurology & Neurosurgery CenterWomen & Children Center	Cardiac CenterTrauma CenterWomen & Children Center





Growth Strategy and Project Highlights



Key Developments

- Launched 2 new projects and 12 new clusters/towers in 7 existing projects with a combined presales of Rp1.2tn (25% of 9M21 achievement)
- Total 9M21 presales reached Rp5.0tn (86% of FY21 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 5-year maturity and 6.00% coupon rate (February-March 2021)
 - Use of proceeds was for refinancing. The principal is hedged with a 100% call-spread with strike prices of Rp12,220 / SGD (SGD100mn) and Rp12,350 / SGD (SGD50mn).
- Received an affirmed credit rating from Fitch of B+ / Stable Outlook (November 2020)
- 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 34 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 landowners
- Maintain **prudent capital management** (**net gearing at 0.16x** as of Sep-21) 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 Projects 2021





CitraLand Helvetia Kota Deli Megapolitan

Location	
Development plan	ı
Market segment	ı
Estimated launch	4
2021 est. pre-sales	ı
Unit price range	ı
Others	1

Deli Serdang, North Sumatra

Phase 1: 7 ha out of total 8,000 ha

Middle and middle-up

4Q 2021

Rp200 billion

Rp1.0 billion to Rp4.3 billion

Accessibility: 15 minutes (5 km) to city center

10 minutes to Helvetia and Marelan exit toll

30 minutes to Belawan port

45 minutes to Kualanamu airport





New Projects 2021





CitraLand Puncak Tidar Malang

Location	
Launch	
Development plan	
Market segment	
Pre-sales 9M21	
Selling price per unit	
Average unit selling price	
Average land selling price	
Unit sold	
Others	

Malang, East Java	
Feb 2021	
32 ha	
Middle and middle-up	
Rp249 billion	
Rp1.1 billion to Rp6.0 billion	
Rp2.6 billion	
Rp7.7 million	
96 units	
Accessibility: 10 minutes from city center 20 minutes from Abdul Rachman Saleh airport	





New Projects 2021





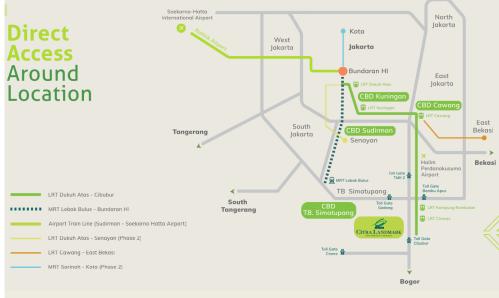


Citra Landmark

Location
Launch
Development plan
Market segment
Pre-sales 9M21
Selling price per unit
Average unit selling price
Average building selling price
Unit sold
Others

Ciracas, East Jakarta	
Mar 2021	
Phase 1: 2 ha out of 7 ha (approx. 61,000 sqm out of 213,000 sqm SGA)	
Middle-low and low	
Rp47 billion	
Rp337 million to Rp962 million	
Rp469 million	
Rp18.7 million	
100 units	
Accessibility: 5 minutes from Ciracas LRT Station	

30 minutes from Halim Perdanakusuma Airport









CitraLand Surabaya

Location	
Launch	
Development plan	
Market segment	
Pre-sales 9M21	
Selling price per unit	
Average unit selling price	
Average land selling price	
Unit sold	
Others	

West Surabaya		
1993		
1,700 ha (sold 767 ha)		
Middle to middle-high		
Rp691 billion		
Rp455 million to Rp5.6 billion		
Rp2.0 billion		
Rp9.1 million		
354 units		
-		









CitraLand Gama City Medan

Location
Launch
Development plan
Market segment
Pre-sales 9M21
Selling price per unit
Average unit selling price
Average land selling price
Unit sold
Others

Medan, North Sumatra	
Feb 2013	
123 ha out of 211 ha masterplan	
Middle and middle-up	
Rp634 billion	
Rp783 million to Rp8.7 billion	
Rp3.0 billion	
Rp10.4 million	
208 units	
Launched new cluster of house in Jun	









CitraRaya Tangerang

Location	
Launch	
Development plan	
Market segment	
Pre-sales 9M21	
Selling price per unit	
Average unit selling price	
Average land selling price	
Unit sold	
Others	

Tangerang, West of Jakarta	
1994	
2,760 ha (sold 855 ha)	
Middle-low to middle-high	
Rp483 billion	
Rp169 million to Rp4.1 billion	
Rp853 million	
Rp4.5 million	
566 units	
Launched new clusters of house (Jan, Mar, Jun and Sep)	











CitraGarden City Jakarta

Location

Launch

Development plan

Market segment

Pre-sales 9M21

Selling price per unit

Average unit selling price

Average land selling price

Unit sold

Others

Kalideres, West Jakarta

1984

454 ha (sold 352 ha)

Middle to high

Rp380 billion

Rp419 million to Rp8.6 billion

Rp 1.4 billion

Rp 13.9 million

274 units

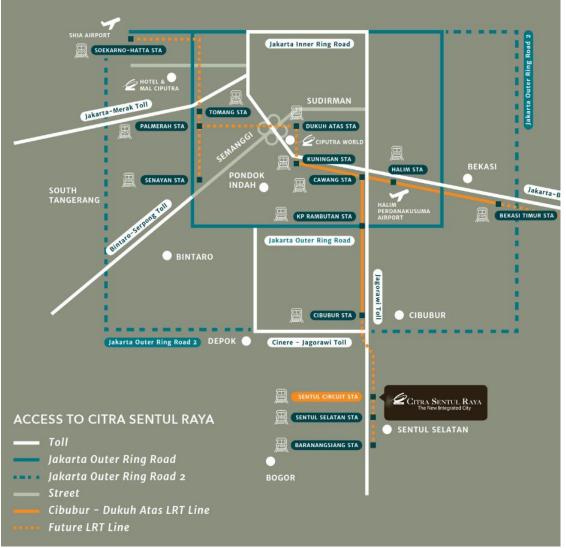
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Citra Sentul Raya

Location	Sentul, South Greater Jakarta
Launch	Jul 2019
Development plan	Phase 1: 114 ha out of 1,000 ha master plan
Market segment	Middle and middle-low
Pre-sales 9M21	Rp336 billion
Selling price per unit	Rp595 million to Rp4.9 billion
Average unit selling price	Rp1.2 billion
Average land selling price	Rp6.7 million
Unit sold	283 units
Others	Launched new cluster of house in Jun and Agst Accessibility: 5 minutes from Sentul Circuit LRT Station 5 minutes from Sentul Circuit toll road exit











CitraIndah City Jonggol

Location	South Greater Jakarta
Launch	1997
Development plan	780 ha (sold 618 ha)
Market segment	Middle and middle low
Pre-sales 9M21	Rp194 billion
Selling price per unit	Rp152 million to Rp1.6 billion
Average unit selling price	Rp408 million
Average land selling price	Rp2.1 million
Unit sold	477 units
Others	-



Key Projects 2021











Location	J
Launch	9
Development plan	1
Market segment	ſ
Pre-sales 9M21	F
Selling price per unit	F
Average unit selling price	F
Average building selling price	F
Unit sold	-

Jakarta CBD

Sep 2020 (Newton 2)

± 5.2 hectare

Middle and middle-up

Rp164 billion

Rp757 million to Rp5.5 billion

Rp1.2 billion

Rp34.1 million

133 units

Consists of: - Residence, Orchard, Ascott and Tokopedia Tower
- Newton 1 and Newton 2



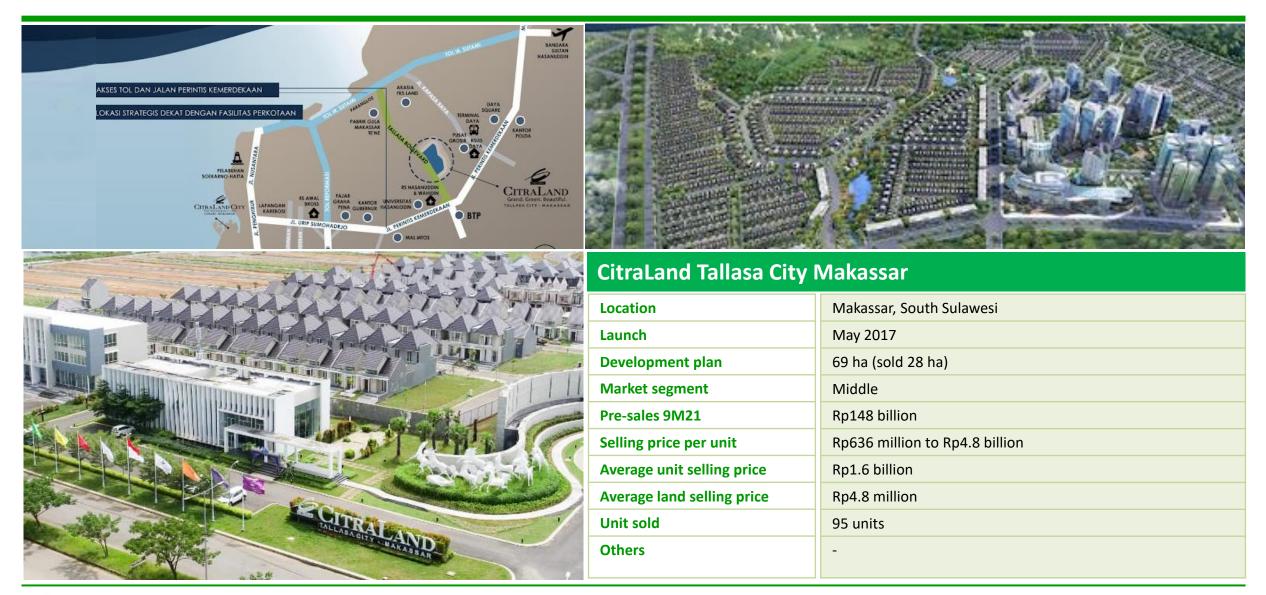






Others

Key Projects 2021





Key Projects 2021







CitraLand Palembang

Location	Palembang, South Sumatra
Launch	November 2017
Development plan	114 ha (sold 10 ha)
Market segment	Middle
Pre-sales 9M21	Rp145 billion
Selling price per unit	Rp505 million to Rp3.1 billion
Average unit selling price	Rp 1.4 billion
Average land selling price	Rp 3.7 million
Unit sold	106 units
Others	-





Country Overview



Encouraging Macro Conditions

Robust economic growth accelerating middle class formation and increasing housing demand

Home Ownership Loan Outstanding (Rp tn)



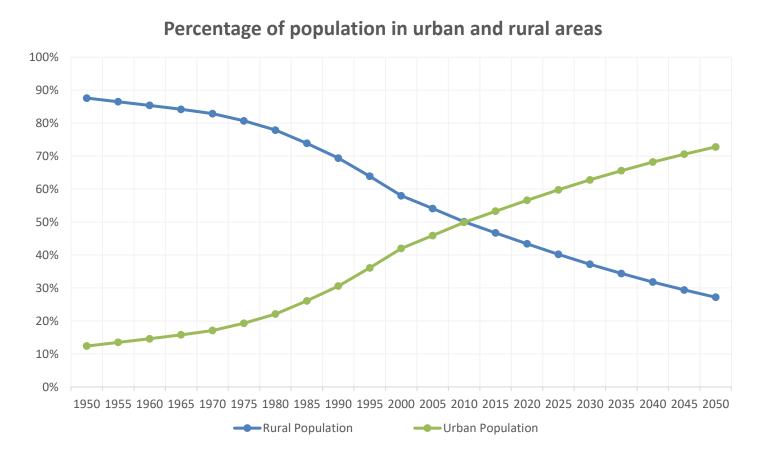


Housing Loan as % of Nominal GDP (December 2019)

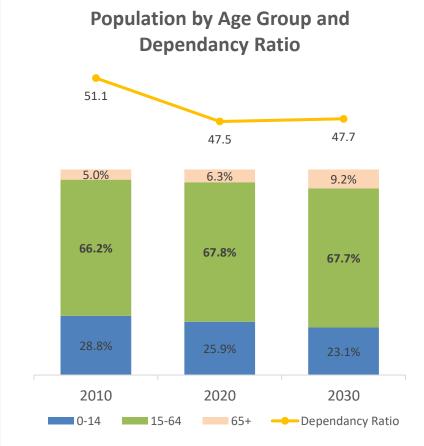




Favorable Population Structure



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

Increased maximum Loan-to-Value (LTV) to 100% for all mortgages.

Increased limit for mortgages for units under construction from 2 to 5.

Deregulated mortgage disbursement from banks to developers.

Bank Indonesia Ministry of Finance

Lowered super luxury tax from 5% to 1% and increased the threshold from Rp5bn to Rp30bn.

Increased price threshold for 20% luxury tax from Rp10bn to Rp30bn for apartments and from Rp20bn to Rp30bn for houses.

Provided 100% VAT waiver for houses, shophouses, and apartments priced below Rp2bn and 50% VAT waiver between Rp2bn to Rp5bn until December 2021.

Allowed foreigners to own apartments over Hak Guna Bangunan (HGB) land.

Relaxed the permit requirements for foreigners to be eligible to buy property.

Omnibus Law Loosened the penalty terms for the developers in the event of customer cancellation.

Provided more flexibility for developers to comply with balanced housing regulation through public housing fund.

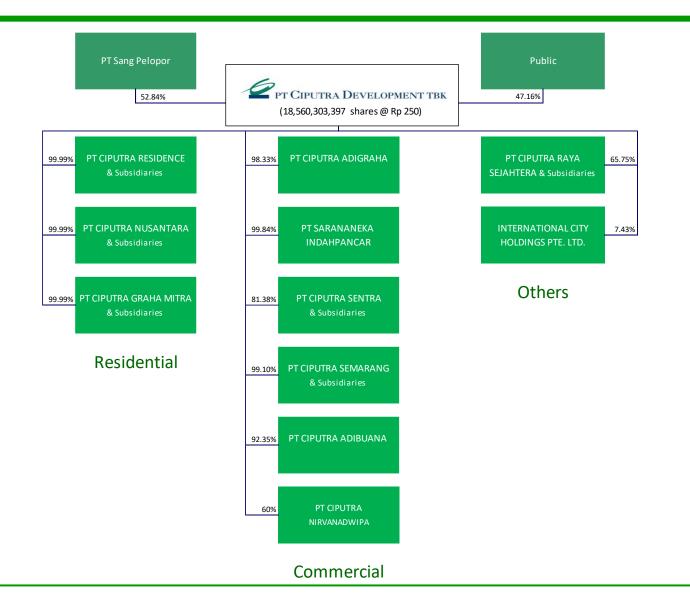




Appendix



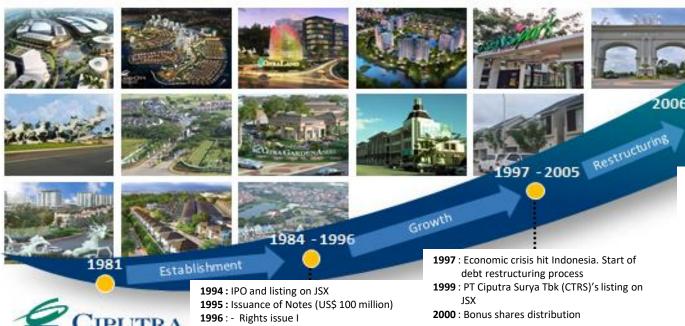
Corporate Structure





Corporate Milestones

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



- 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 Jakarta

1993 : - CitraLand, our first and largest township project in Surabaya

- Ciputra Mall & Hotel Jakarta, our first commercial project

Developed and launched:

2005: CitraGarden Lampung in Sumatra and

marking the beginning of business

expansion outside of Java

CitraGarden Banjarmasin in Kalimantan,

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

2006 : - Issuance of 2.4 billion shares without pre-emptive rights for debt settlement

- Rights Issue II

2006 - Present

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 hotel

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

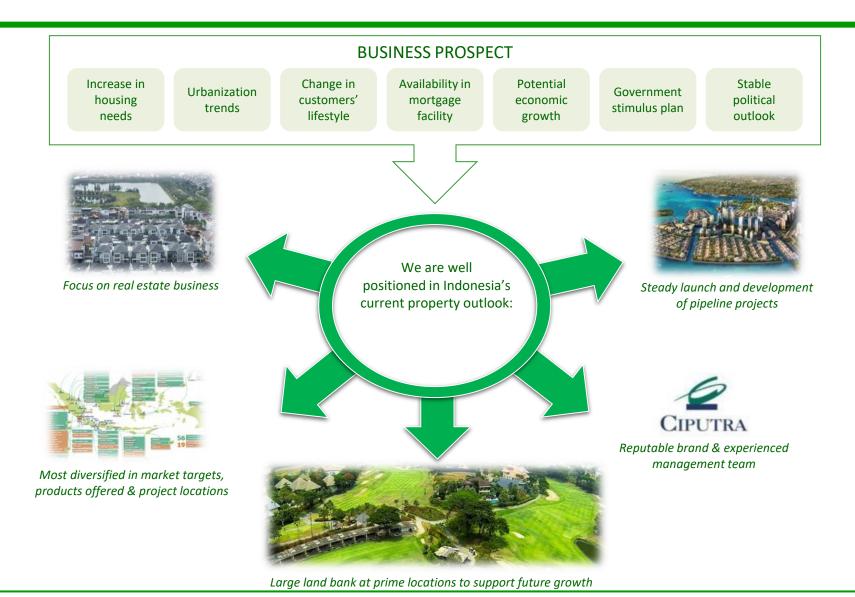
Established under the name

of PT Citra Habitat

Indonesia



Competitive Strength





Experienced Management Team

Board of Commissioners



Dian Sumeler Chairman



Rina Ciputra S.



Junita Ciputra



Sandra Hendharto



Kodradi Independent member



Thomas Bambang Independent member



Tanan H. Antonius 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



Tulus Santoso Corporate Secretary



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