

Mandiri Investment Forum (10 February 2022)



One of Indonesia's Leading Property Developer

Core Business

Property Development for Sale



Township



Residential



Condominium



Office

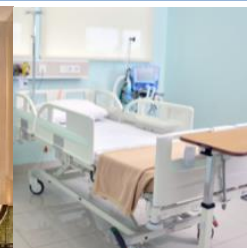
Commercial Property Development & Management



Shopping
Mall



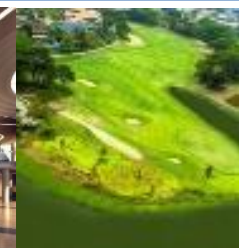
Hotel



Healthcare



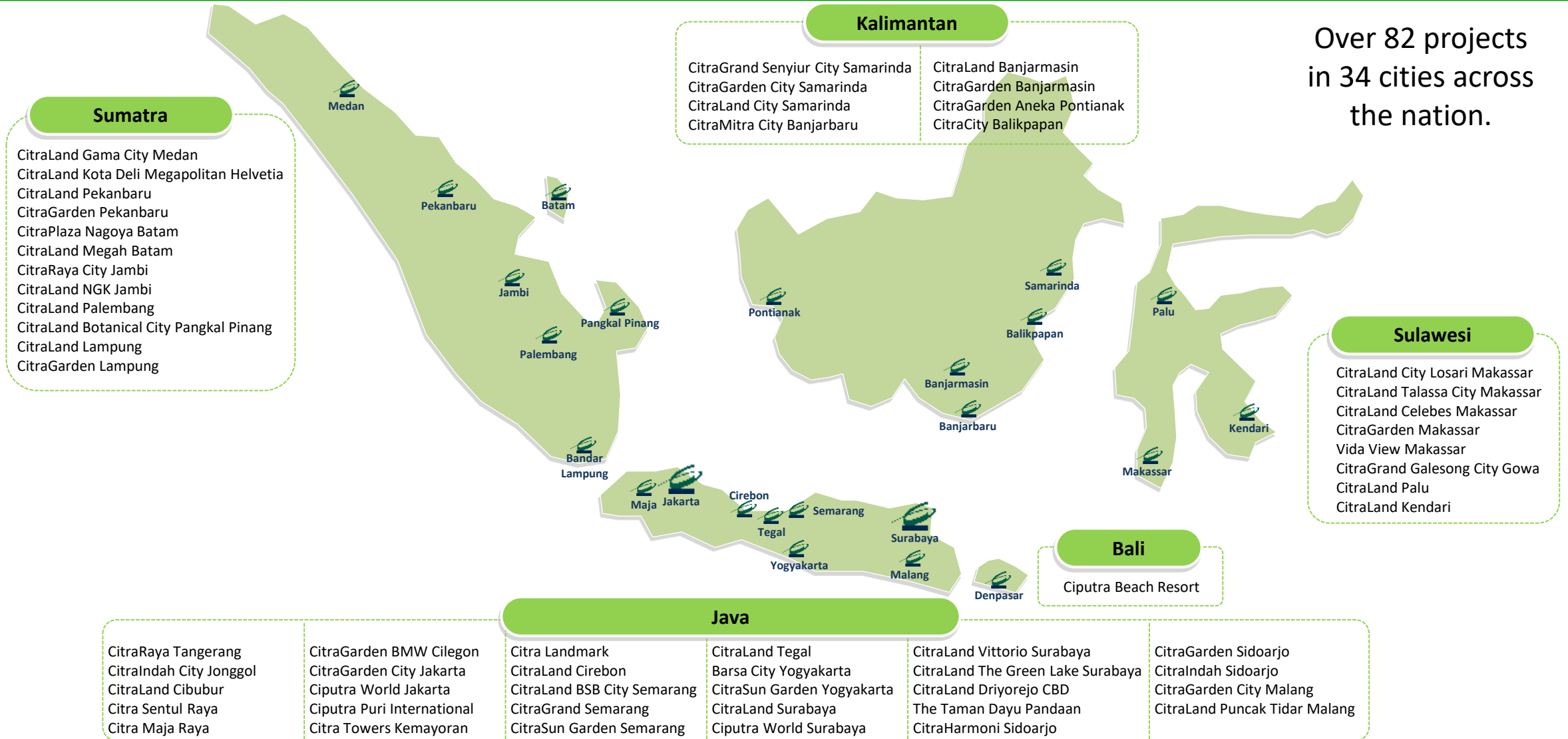
Office



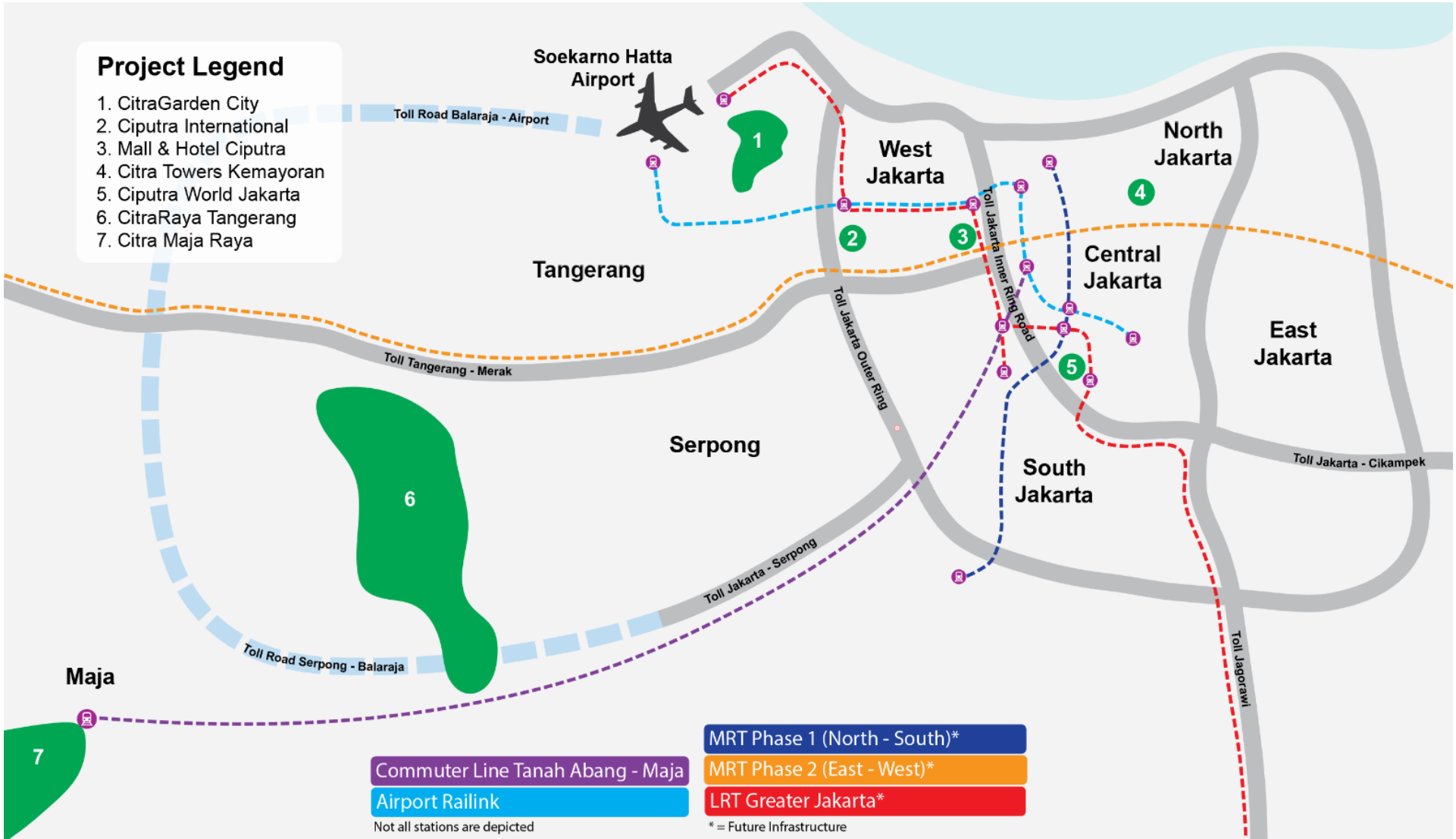
Others

Geographically Diversified Project Portfolio

Over 82 projects
in 34 cities across
the nation.



Greater Jakarta Project Portfolio

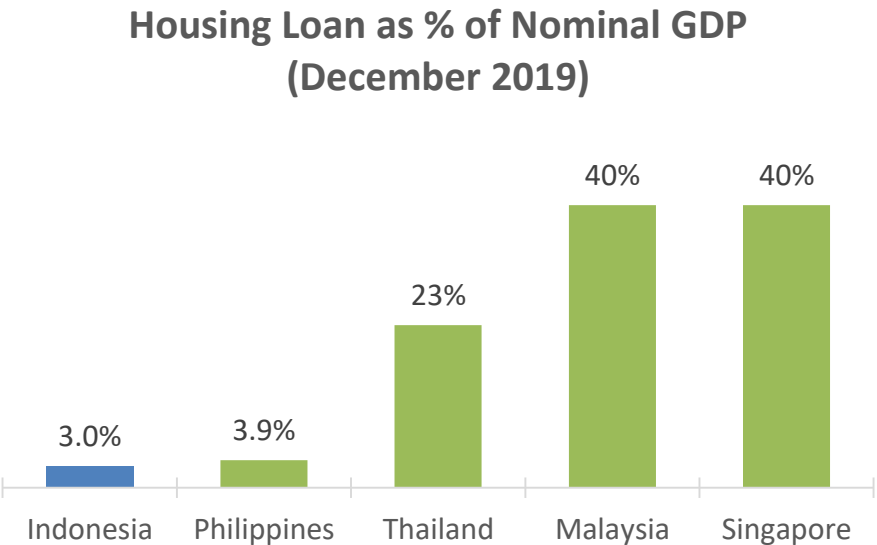
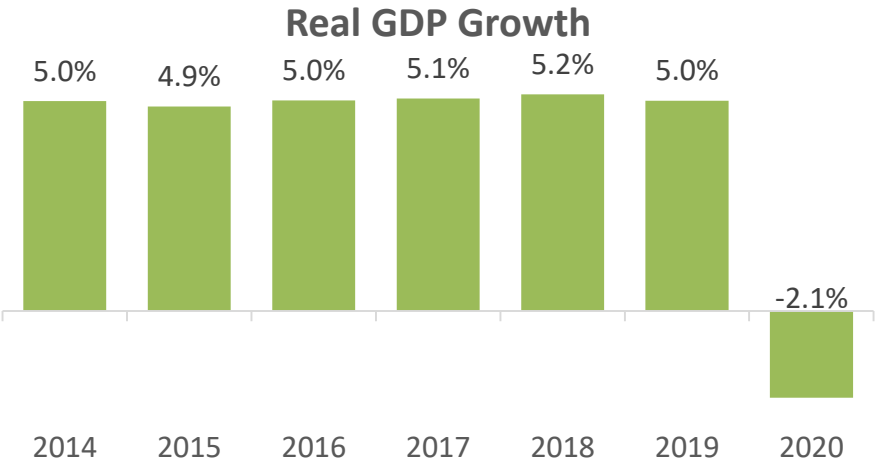
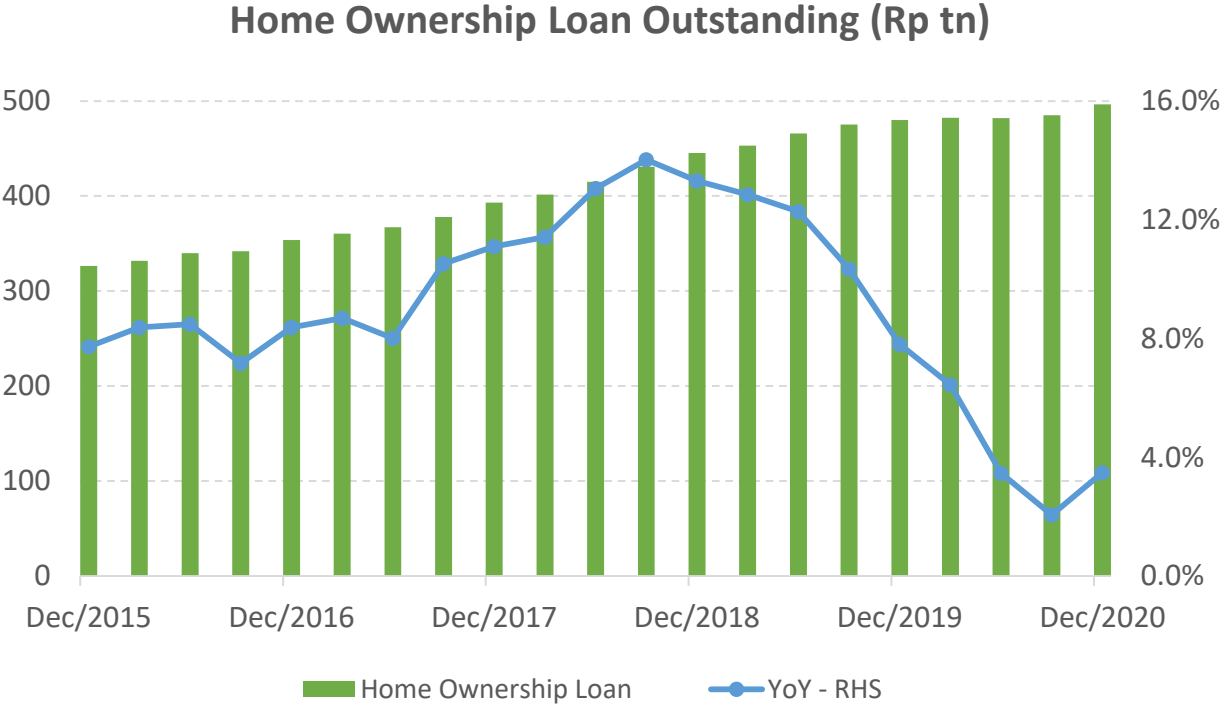




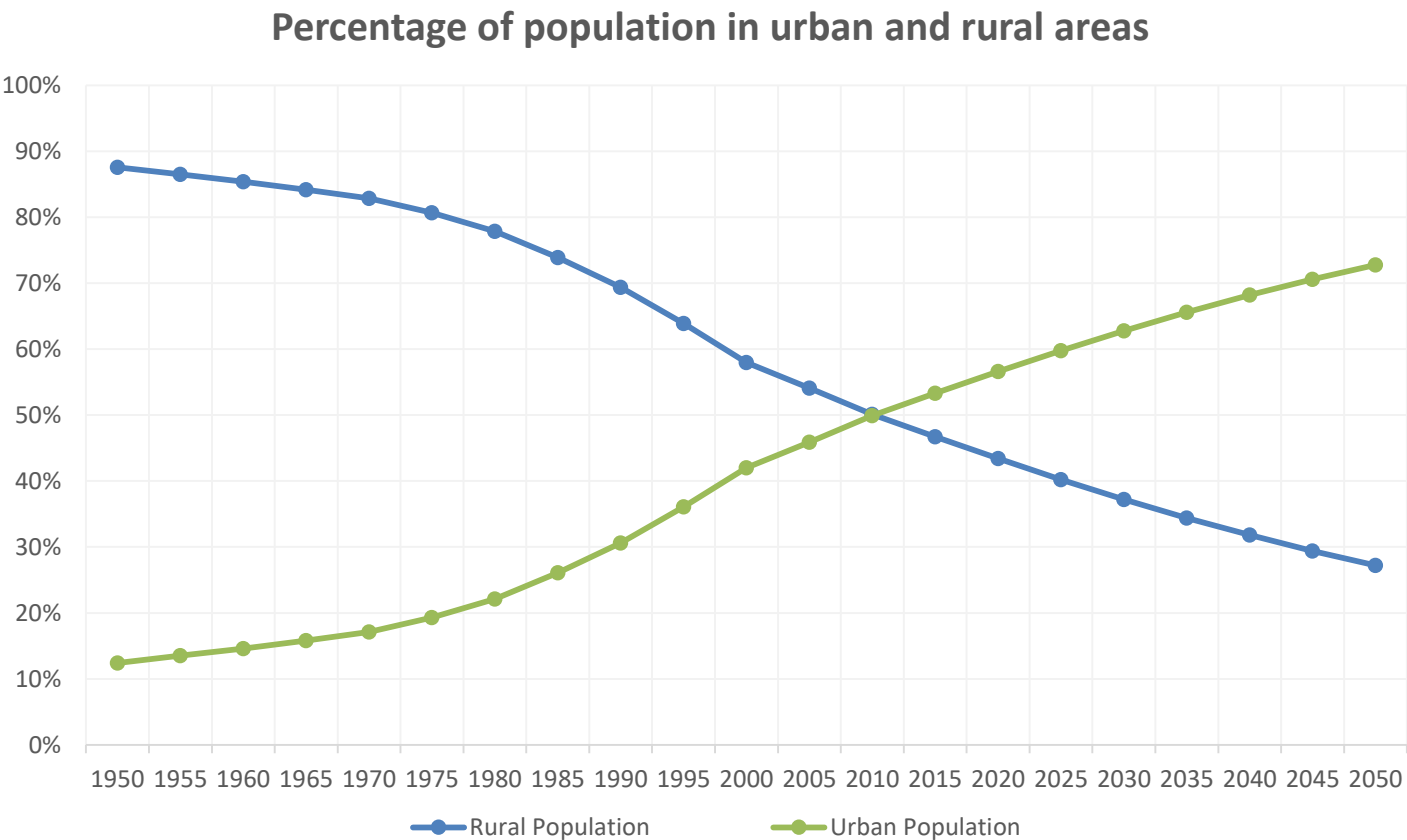
Country Overview

Encouraging Macro Conditions

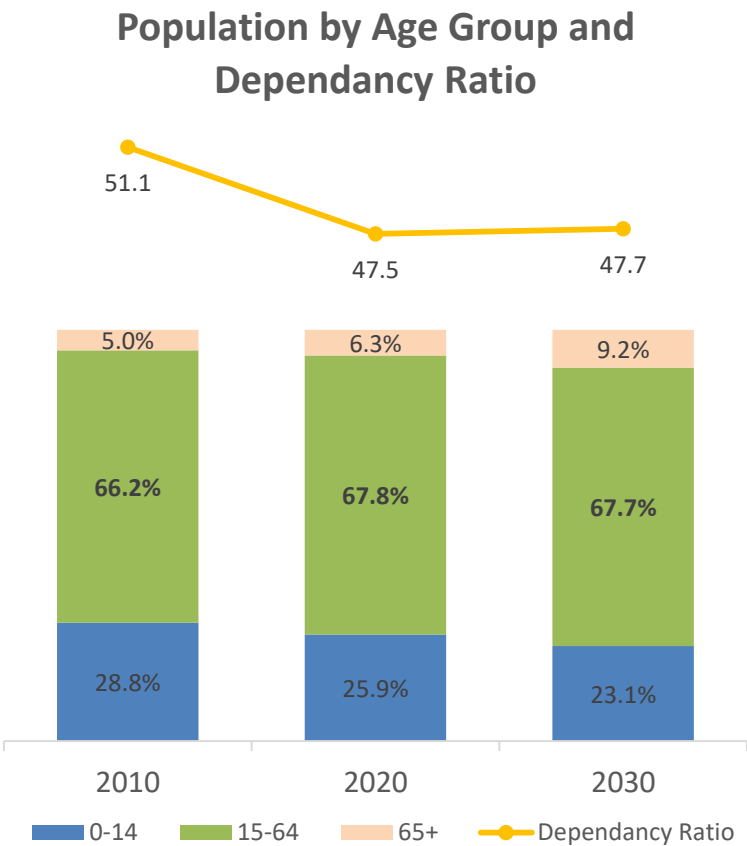
Robust economic growth accelerating middle class formation and increasing housing demand



Favorable Population Structure

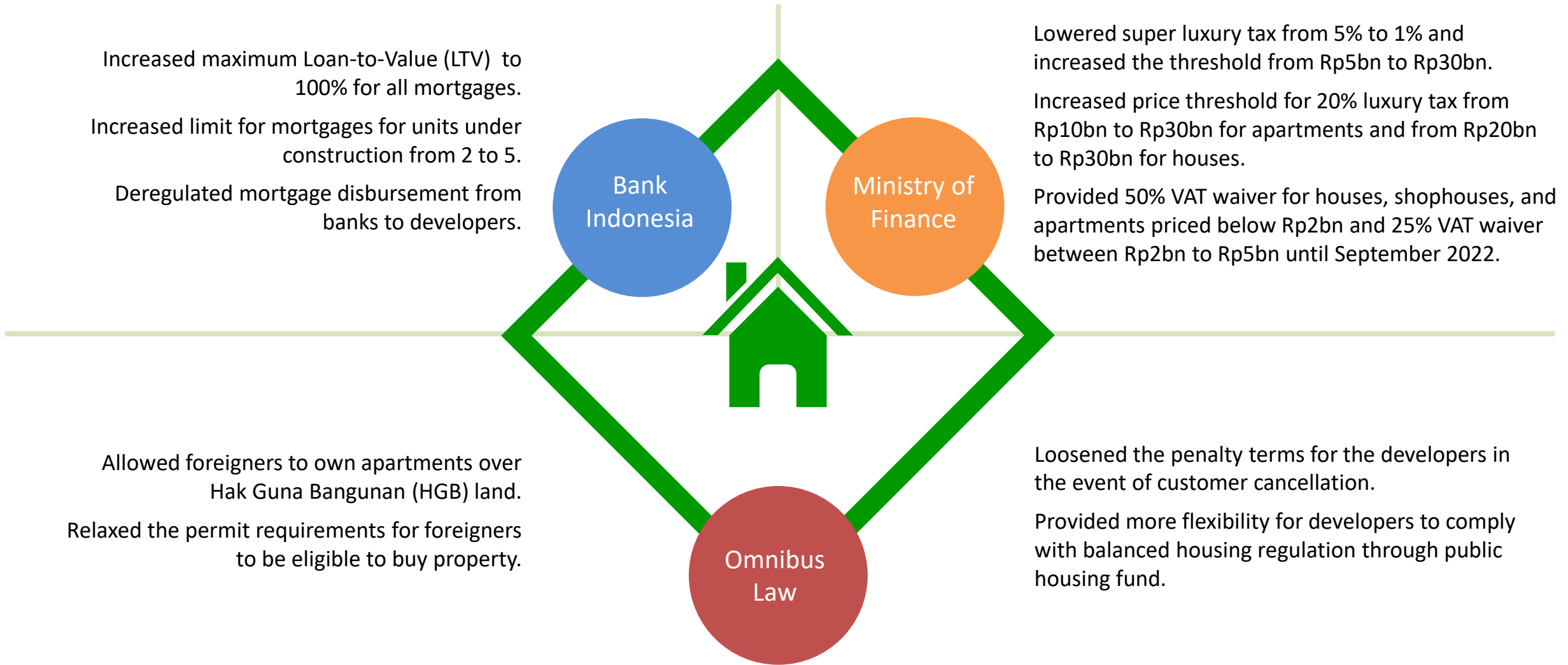


More than half of the Indonesian population lives in urban areas since 2010 and it is estimated to reach almost three-quarters by 2050



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

Regulatory Support from the Government

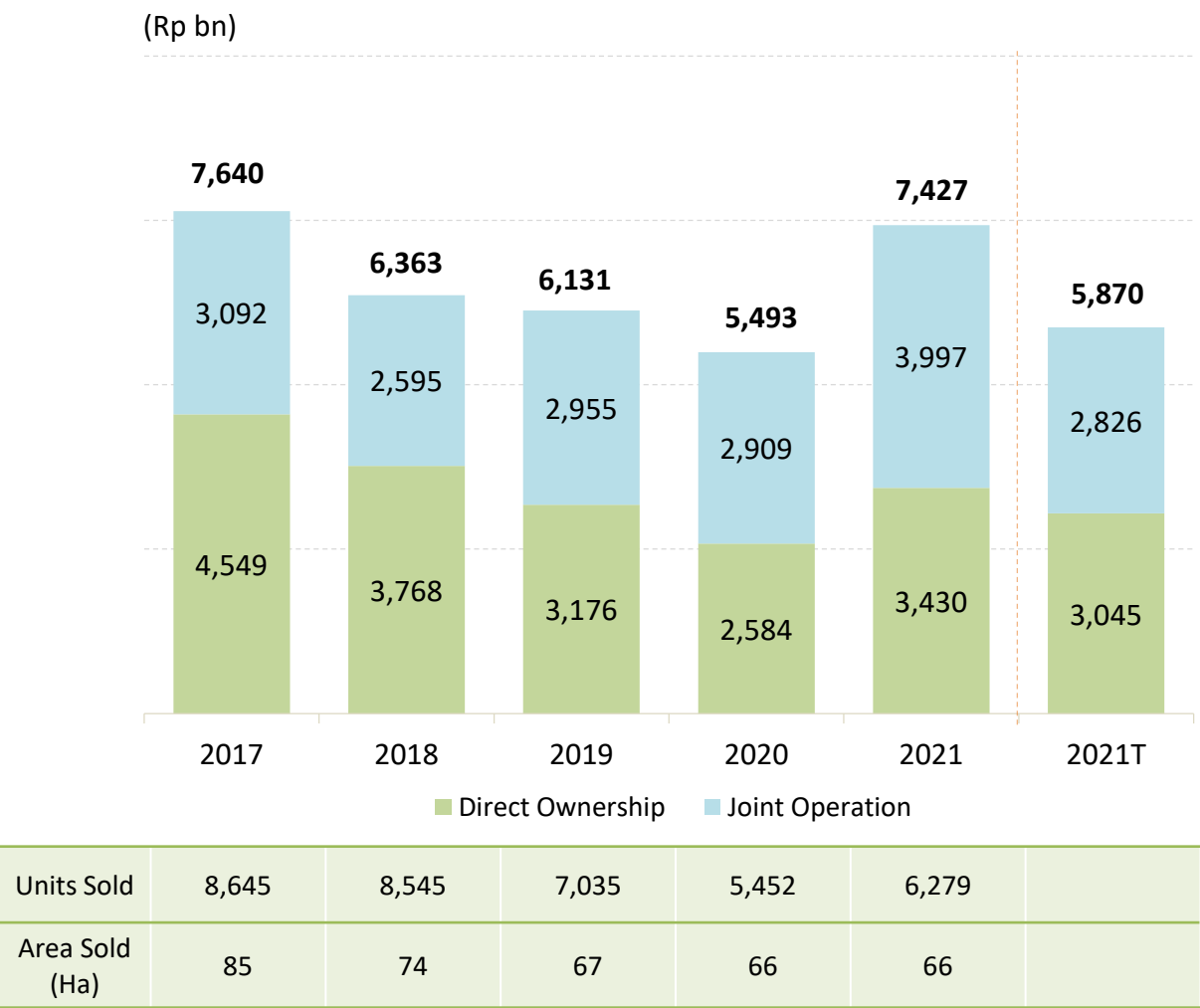




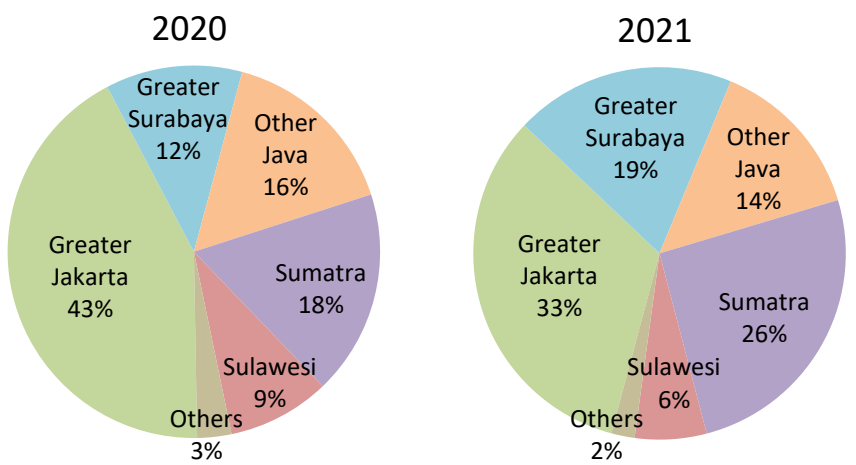
Company Overview

Marketing Sales Summary

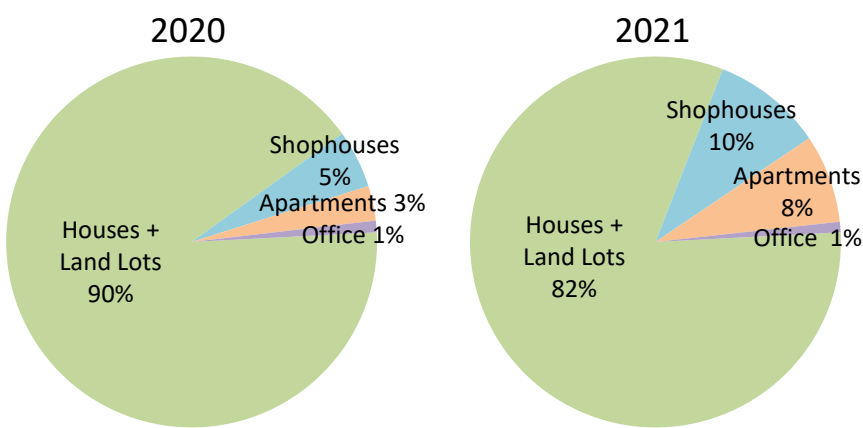
Historical Presales



Presales per Location

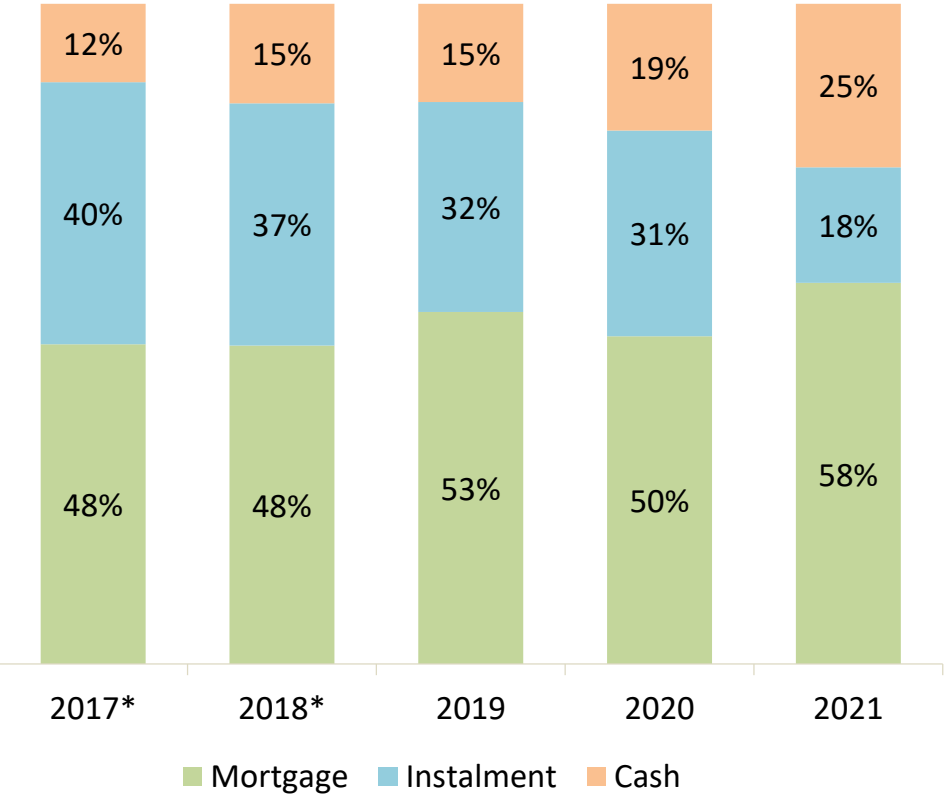


Presales per Product



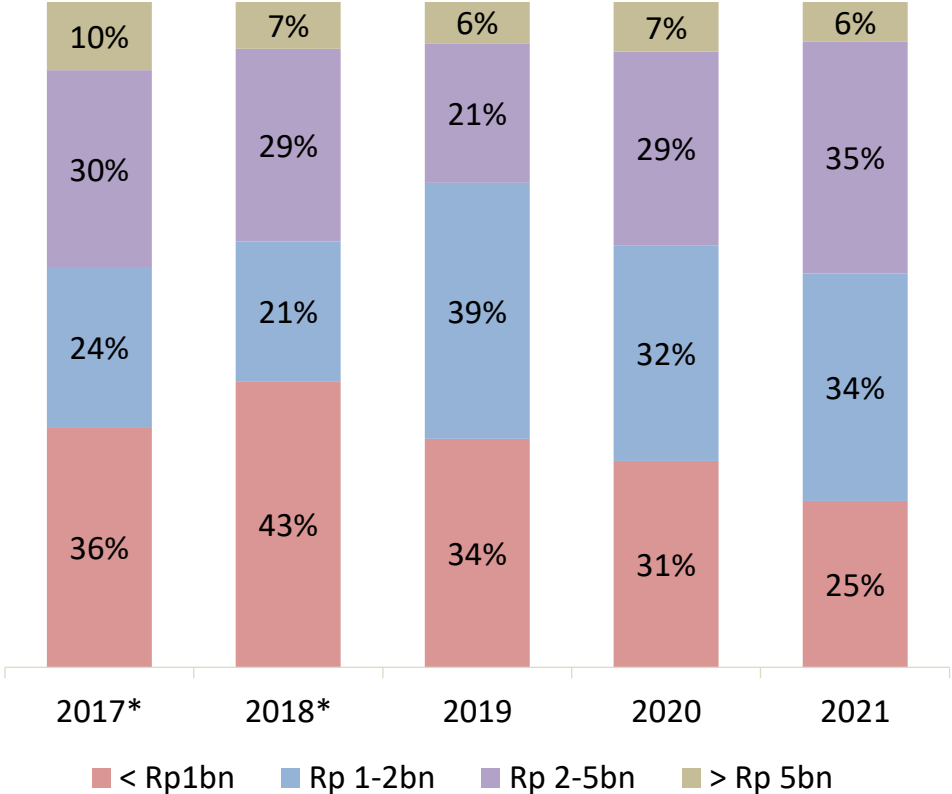
Marketing Sales Summary

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

*Note: 2017 and 2018 excludes en bloc sales to Ascott (Rp675bn) and Diener Syz (Rp575bn)

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)
		Ha	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
Total 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
Total 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 Senyur 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%
	The Residence		14,000	97%	20	100%
Ciputra World Jakarta 2 Ext.	The Newton 1	100%	15,800	95%	40	90%
	The Newton 2		22,500	41%	602	17%
Ciputra International	San Francisco	JV - 55%	25,300	49%	302	98%
	Amsterdam		24,200	88%	67	100%
CitraRaya Tangerang Ecopolis	Yashinoki	JV - 51%	5,500	73%	18	100%
	Suginoki		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		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%
Ciputra World Surabaya	Voila	JV - 53%	35,800	100%	-	100%
	The Vertu		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	
Total Strata Title Apartment			402,600	72%	3,184	

Office Assets – Strata Title and Leased

Strata-Title Office

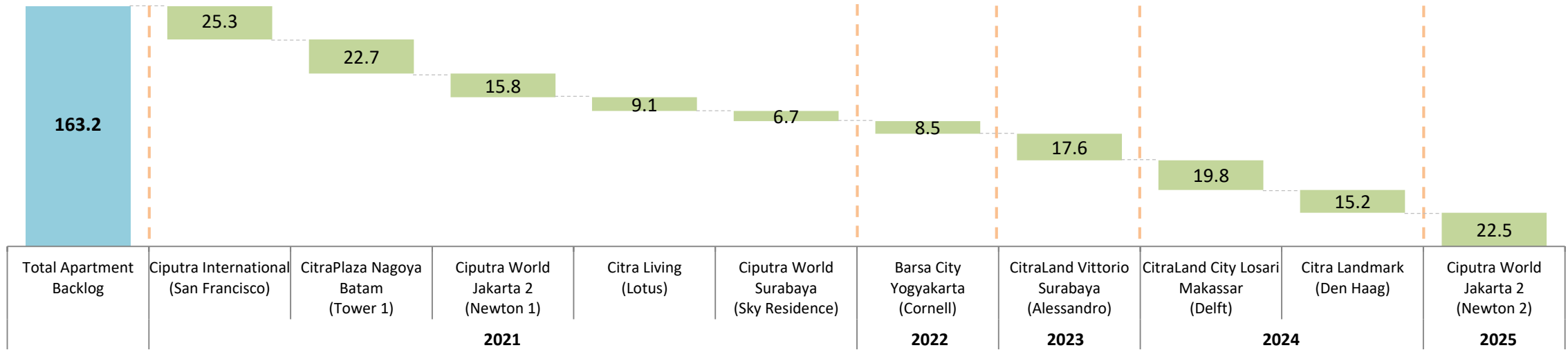
Project Name	Tower	Ownership Scheme	Saleable SGA (sqm)	Sold	Est. Unsold Stock Value (Rp bn)	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	18,300	96%	38	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	28,000	83%	219	100%
Ciputra International	Propan Tower	JV - 55%	19,500	72%	156	90%
	Tokopedia Care Tower		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%
	Office Tower		38,500	72%	309	98%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	4,800	40%	56	20%
Total Surabaya			74,800	64%	761	
Total Strata Title Office			201,600	79%	1,293	

Leased Office

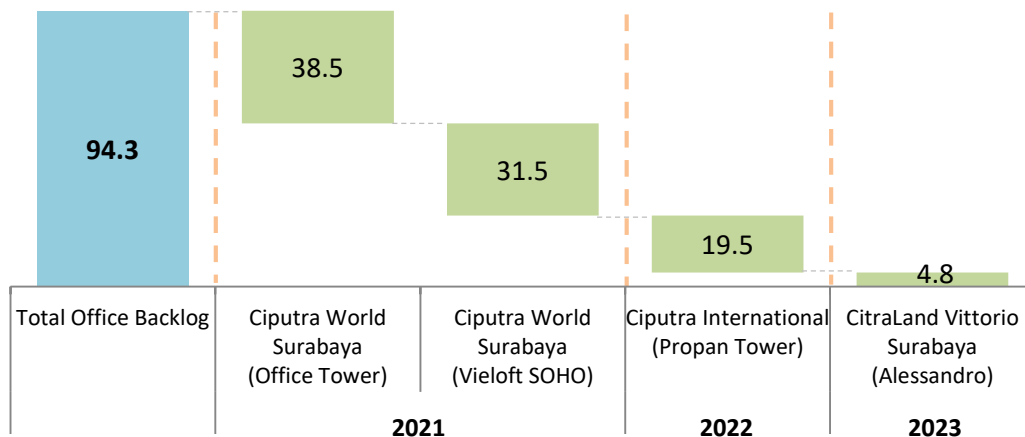
Project Name	Tower	Ownership Scheme	Leasable SGA (sqm)	Leased	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	42,200	92%	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	38,000	77%	100%
Ciputra International	Tokopedia Care Tower	JV - 55%	10,000	99%	100%
Total Jakarta			90,200	86%	
Total 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 2Ha land out of optional 7Ha

** : Obtained 5Ha land out of optional 7.5Ha



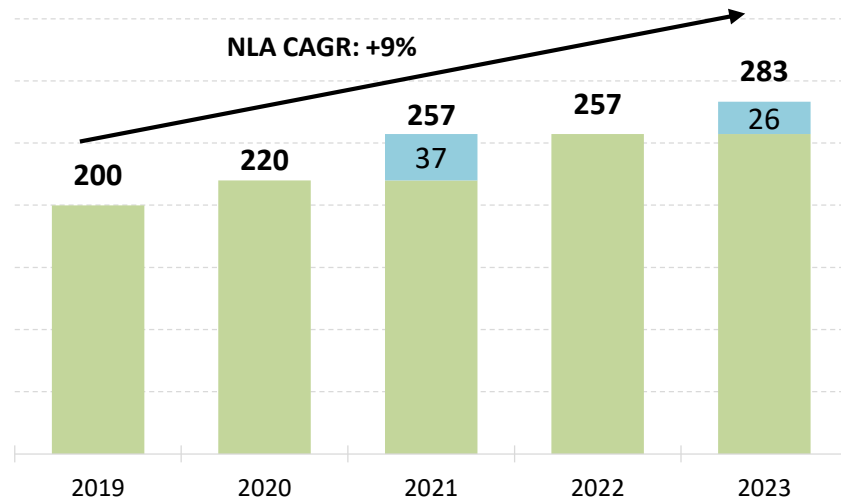
Healthy Occupancy and Lease Expiry Profile for Malls

Mall	Net Leasable Area (sqm)	Occupancy Rate				
		2017	2018	2019	2020	2021
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%	82%
Ciputra Mall Semarang	20,300	100%	98%	100%	96%	95%
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 completion end-2023				

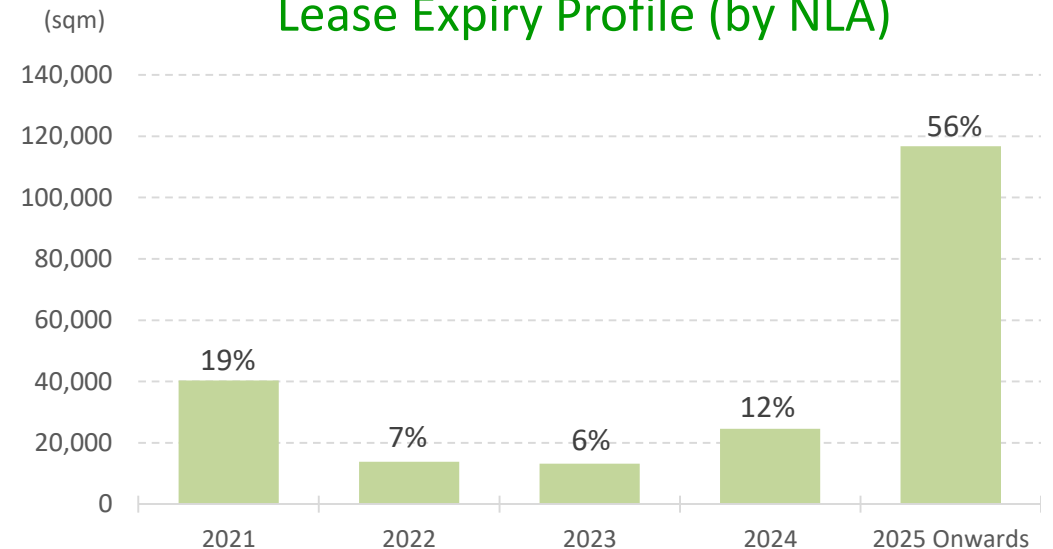
- Total mall **NLA of 219k m²** with average occupancy rate of **93%**
- **63k m² NLA** to be completed by end of 2023

* = Reduction in NLA due to integration with mall extension

Total Net Leasable Area ('000 sqm)



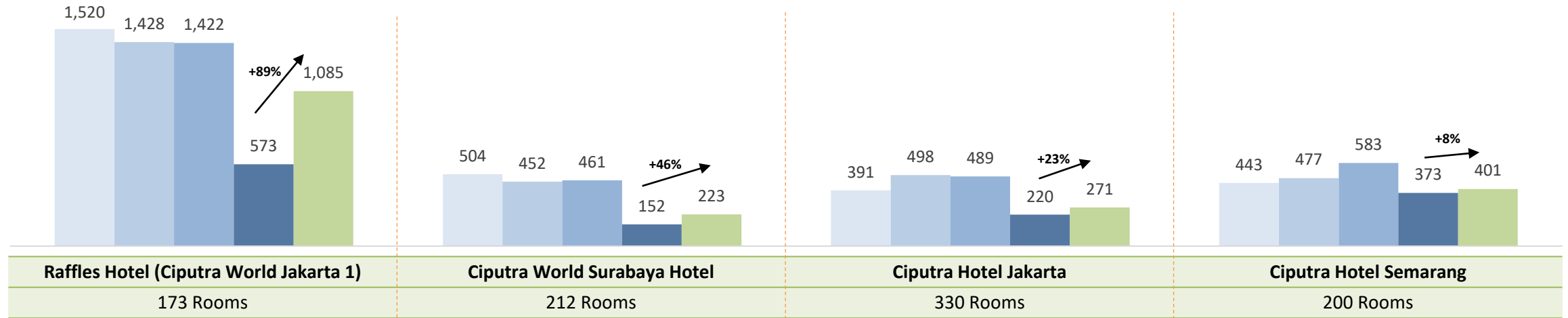
Lease Expiry Profile (by NLA)



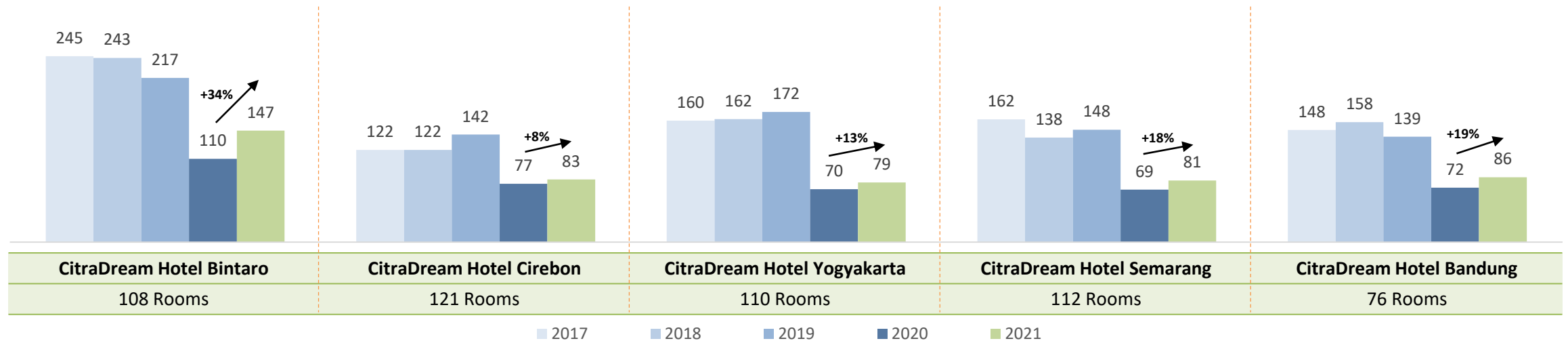
Gradual Recovery in Hotel Operational Metrics

Revenue per Available Room (RevPAR) (in Rp'000)

Star Hotels



Budget Hotels



Integrated Healthcare Facilities within Township Projects



Ciputra Hospital Tangerang



Ciputra Hospital Jakarta



Ciputra Mitra Hospital

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	<ul style="list-style-type: none"> • Cancer Center • Trauma Center • Women & Children Center 	<ul style="list-style-type: none"> • Cardiac Center • Neurology & Neurosurgery Center • Women & Children Center 	<ul style="list-style-type: none"> • Cardiac Center • Trauma Center • Women & Children Center



Growth Strategy and Project Highlights

Key Developments

- Launched **3 new projects** and **14 new clusters in 7 existing projects** with a combined presales of **Rp2.1tn** (28% of 2021 achievement)
- Total **2021 presales** reached **Rp7.4tn** (127% 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 2021)
- **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)

Creating Value to Stakeholders through Sustainability Pillars



Published inaugural sustainability report in accordance with the Global Reporting Initiative (GRI) standards and OJK regulations.

Sustainability Pillars	Material Topic	UN SDGs			
Spirit of Excellence and Innovation	Economic Performance			8 DECENT WORK AND ECONOMIC GROWTH	11 SUSTAINABLE CITIES AND COMMUNITIES
	Indirect Economic Impact			8 DECENT WORK AND ECONOMIC GROWTH	
Building Cities, Building Lives	Occupational Health and Safety	3 GOOD HEALTH AND WELL-BEING		8 DECENT WORK AND ECONOMIC GROWTH	
	Consumer Health and Safety	3 GOOD HEALTH AND WELL-BEING			11 SUSTAINABLE CITIES AND COMMUNITIES
Responsible Development	Emission Reduction				13 CLIMATE ACTION
	Energy Management		7 AFFORDABLE AND CLEAN ENERGY		13 CLIMATE ACTION
	Eco-friendly Materials				12 RESPONSIBLE CONSUMPTION AND PRODUCTION
	Water and Effluents	6 CLEAN WATER AND SANITATION			
	Waste Management			11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION

Sustainability Achievements

Sustainability Metrics 2020



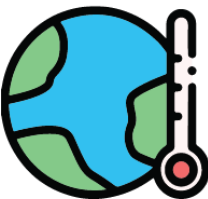
22,756 MWh

Reduction in electricity consumption from 2019 level



5

Green building certifications



18%

Reduction in GHG emissions from 2019 level



210 rooms

Negative-pressure isolation rooms for COVID-19 patients



0

Fatalities related to work accidents

Key Recognitions



IDX ESG Leaders Index since 2020



KEHATI

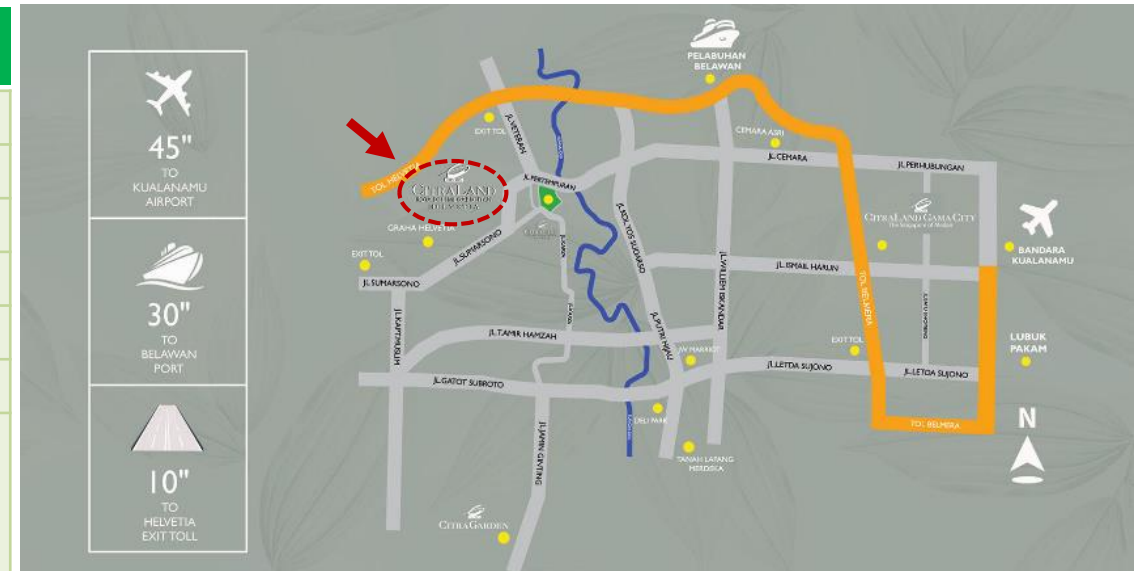
ESG Sector Leaders IDX KEHATI Index since 2021

New Projects 2021



CitraLand Helvetia Kota Deli Megapolitan

Location	Deli Serdang, North Sumatra
Development plan	Phase 1: 7 ha out of total 8,000 ha
Market segment	Middle and middle-up
Estimated launch	4Q 2021
2021 est. pre-sales	Rp200 billion
Unit price range	Rp1.0 billion to Rp4.3 billion
Others	Accessibility: 15 minutes (5 km) to city center 10 minutes to Helvetia and Marelan exit toll 30 minutes to Belawan port 45 minutes to Medan airport



New Projects 2021



CitraLand Puncak Tidar Malang

Location	Malang, East Java
Launch	Feb 2021
Development plan	32 ha
Market segment	Middle and middle-up
Pre-sales 9M21	Rp249 billion
Selling price per unit	Rp1.1 billion to Rp6.0 billion
Average unit selling price	Rp2.6 billion
Average land selling price	Rp7.7 million
Unit sold	96 units
Others	Accessibility: 10 minutes from city center 20 minutes from Abdul Rachman Saleh airport



New Projects 2021



Citra Landmark

Location	Ciracas, East Jakarta
Launch	Mar 2021
Development plan	Phase 1: 2 ha out of 7 ha (approx. 61,000 sqm out of 213,000 sqm SGA)
Market segment	Middle-low and low
Pre-sales 9M21	Rp47 billion
Selling price per unit	Rp337 million to Rp962 million
Average unit selling price	Rp469 million
Average building selling price	Rp18.7 million
Unit sold	100 units
Others	Accessibility: 5 minutes from Ciracas LRT Station 30 minutes from Halim Perdanakusuma Airport

Direct Access Around Location



Key Projects 2021



CitraLand Surabaya

Location	West Surabaya
Launch	1993
Development plan	1,700 ha (sold 767 ha)
Market segment	Middle to middle-high
Pre-sales 9M21	Rp691 billion
Selling price per unit	Rp455 million to Rp5.6 billion
Average unit selling price	Rp2.0 billion
Average land selling price	Rp9.1 million
Unit sold	354 units
Others	-



Key Projects 2021



CitraLand Gama City Medan

Location	Medan, North Sumatra
Launch	Feb 2013
Development plan	123 ha out of 211 ha masterplan
Market segment	Middle and middle-up
Pre-sales 9M21	Rp634 billion
Selling price per unit	Rp783 million to Rp8.7 billion
Average unit selling price	Rp3.0 billion
Average land selling price	Rp10.4 million
Unit sold	208 units
Others	Launched new cluster of house in Jun



Key Projects 2021

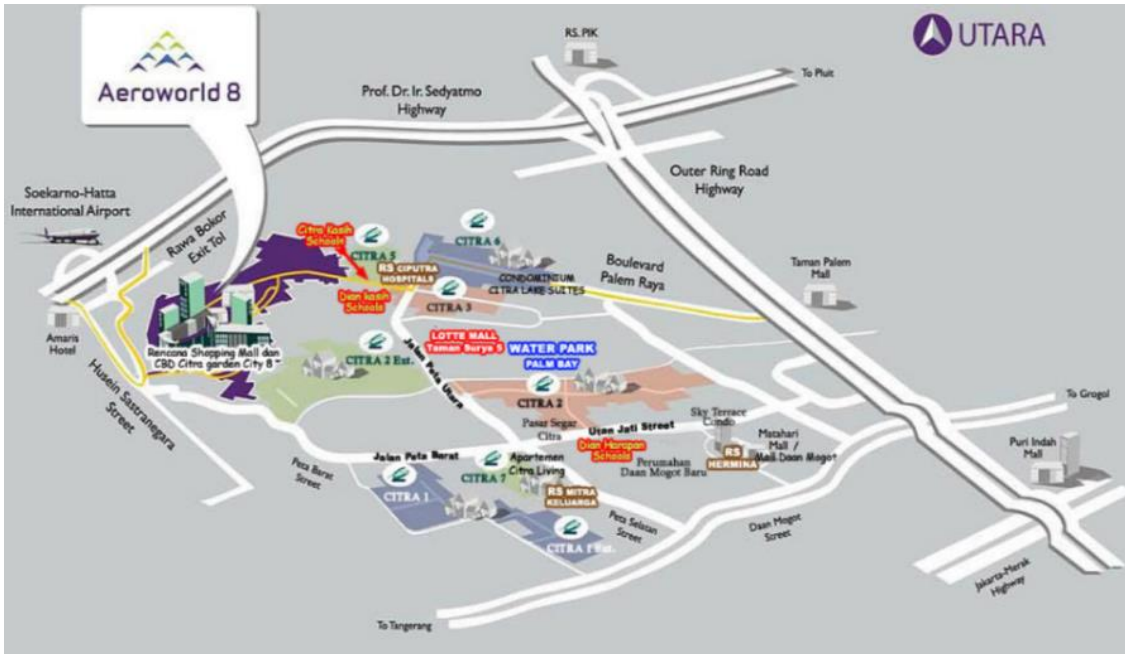


CitraRaya Tangerang

Location	Tangerang, West of Jakarta
Launch	1994
Development plan	2,760 ha (sold 855 ha)
Market segment	Middle-low to middle-high
Pre-sales 9M21	Rp483 billion
Selling price per unit	Rp169 million to Rp4.1 billion
Average unit selling price	Rp853 million
Average land selling price	Rp4.5 million
Unit sold	566 units
Others	Launched new clusters of house (Jan, Mar, Jun and Sep)



Key Projects 2021



CitraGarden City Jakarta

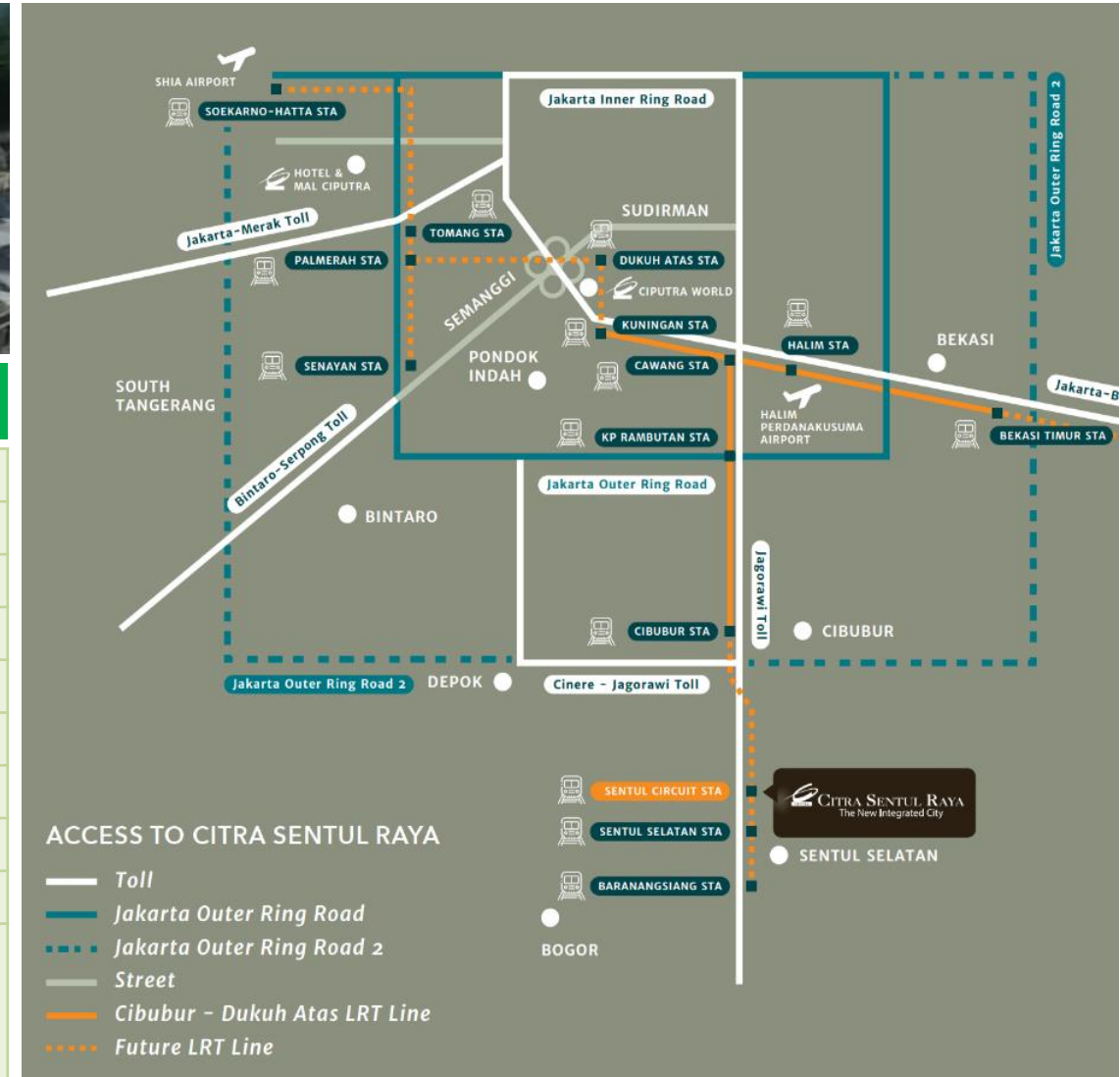
Location	Kalideres, West Jakarta
Launch	1984
Development plan	454 ha (sold 352 ha)
Market segment	Middle to high
Pre-sales 9M21	Rp380 billion
Selling price per unit	Rp419 million to Rp8.6 billion
Average unit selling price	Rp 1.4 billion
Average land selling price	Rp 13.9 million
Unit sold	274 units
Others	-

Key Projects 2021



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



Key Projects 2021



Citra Indah 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



Ciputra World 2 Jakarta

Location	Jakarta CBD
Launch	Sep 2020 (Newton 2)
Development plan	± 5.2 hectare
Market segment	Middle and middle-up
Pre-sales 9M21	Rp164 billion
Selling price per unit	Rp757 million to Rp5.5 billion
Average unit selling price	Rp1.2 billion
Average building selling price	Rp34.1 million
Unit sold	133 units
Others	Consists of: - Residence, Orchard, Ascott and Tokopedia Tower - Newton 1 and Newton 2



Key Projects 2021



CitraLand Tallasa City Makassar	
Location	Makassar, South Sulawesi
Launch	May 2017
Development plan	69 ha (sold 28 ha)
Market segment	Middle
Pre-sales 9M21	Rp148 billion
Selling price per unit	Rp636 million to Rp4.8 billion
Average unit selling price	Rp1.6 billion
Average land selling price	Rp4.8 million
Unit sold	95 units
Others	-

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	-



Results Summary

Results Summary (Income Statement)

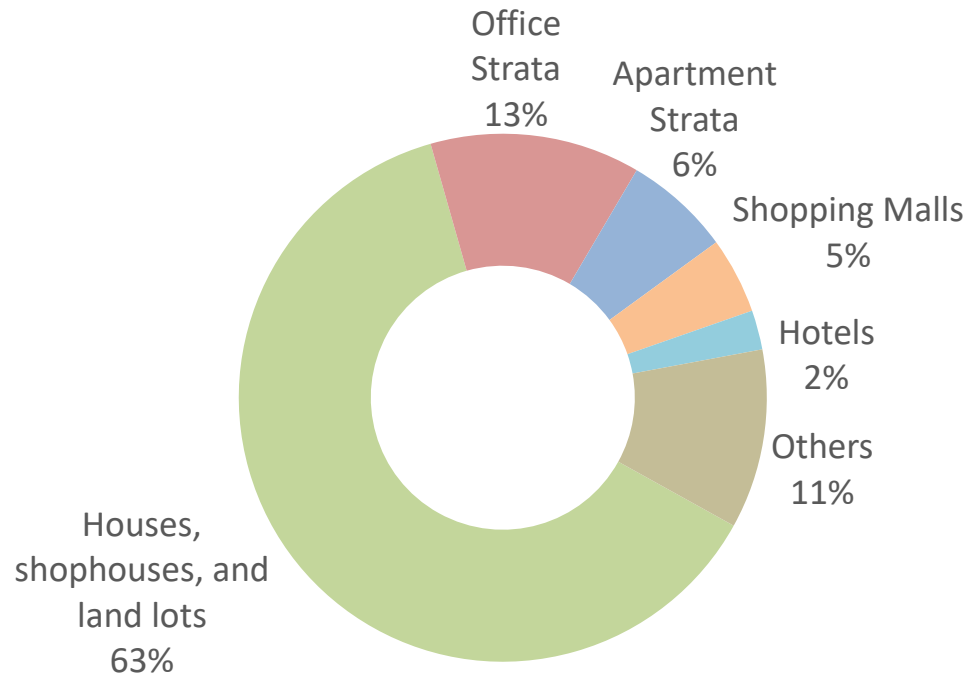
(Rp bn)	9M21	9M20	% YoY	
Revenue	6,649	4,240	56.8%	Effect of 69.3% YoY in Property Development segment and 17.4% YoY in Recurring segment
COGS	(3,351)	(2,326)	44.1%	
Gross Profit	3,298	1,914	72.3%	
Gross Profit Margin	49.6%	45.1%		
Operating Expense	(1,147)	(1,125)	2.0%	
Operating Profit	2,151	790	172.4%	
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				
Property Development Revenue	5,447	3,217	69.3%	
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%		
Total GPM	49.6%	45.1%		

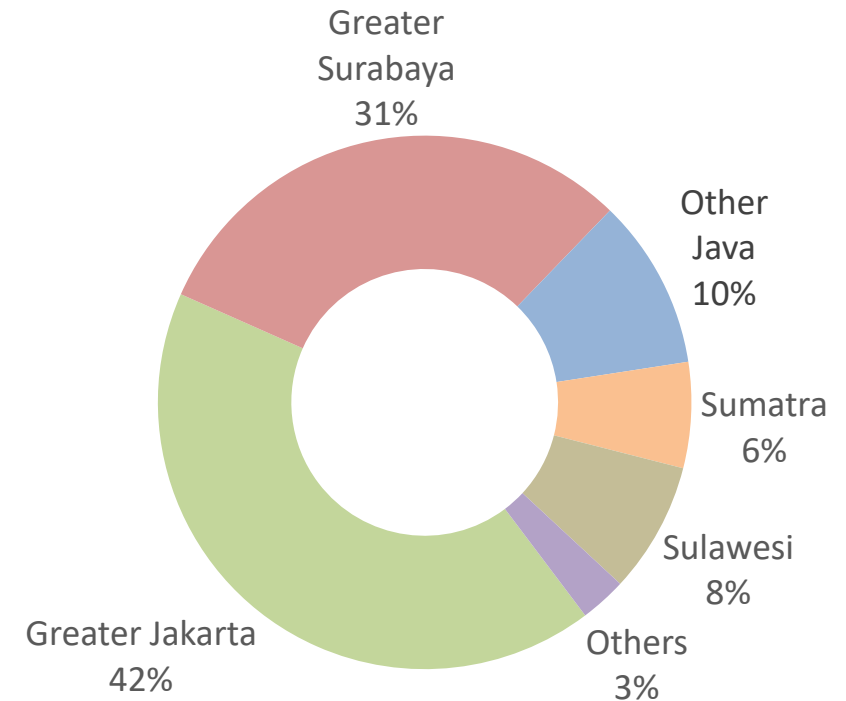
Results Summary (Revenue per Segment and per Location)

Revenue per Segment (9M21)



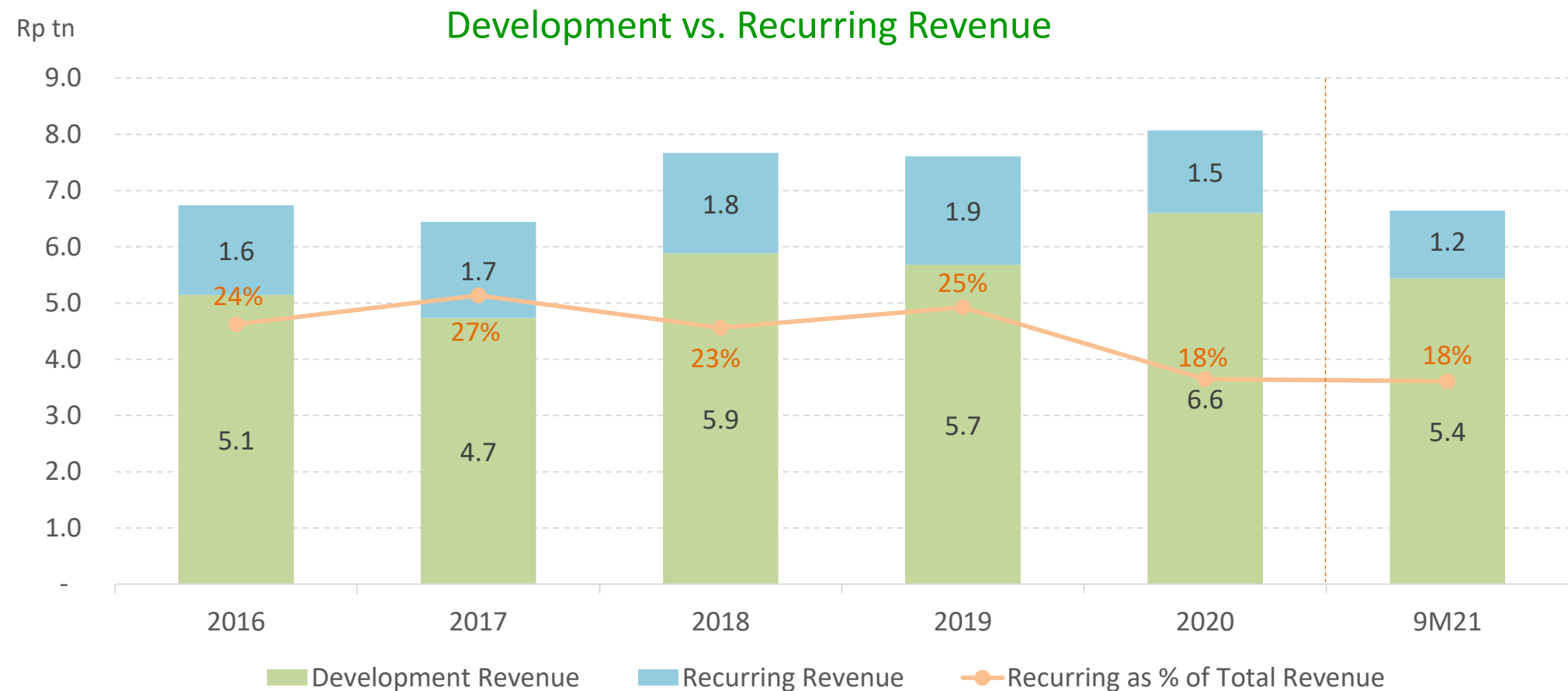
- Development = 82% (Houses + Office + Apartments)
- Recurring = 18% (Malls + Hotels + Hospitals + Office)

Revenue per Location (9M21)



- Sustained focus on geographically diversified revenue sources to minimize concentration risk

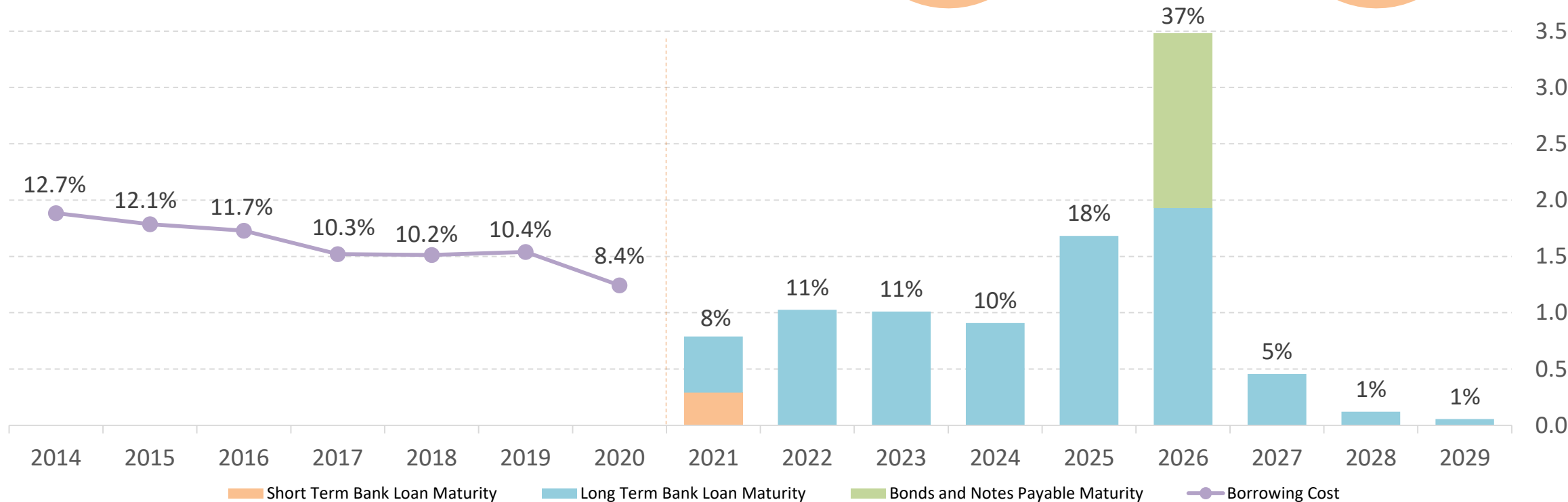
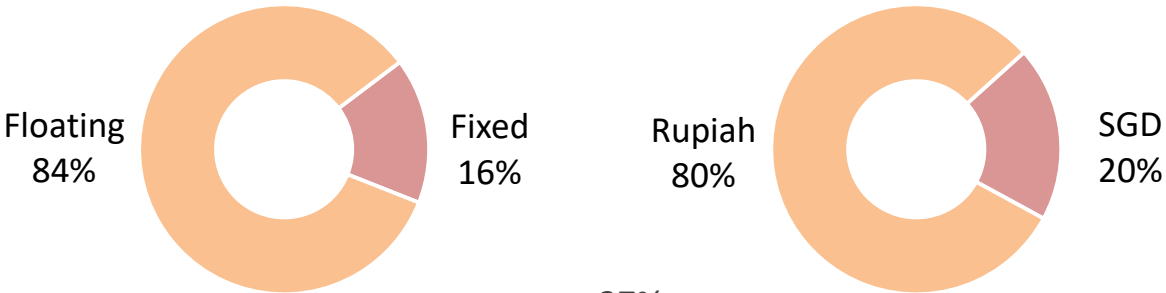
Results Summary (Historical Revenue Breakdown)



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

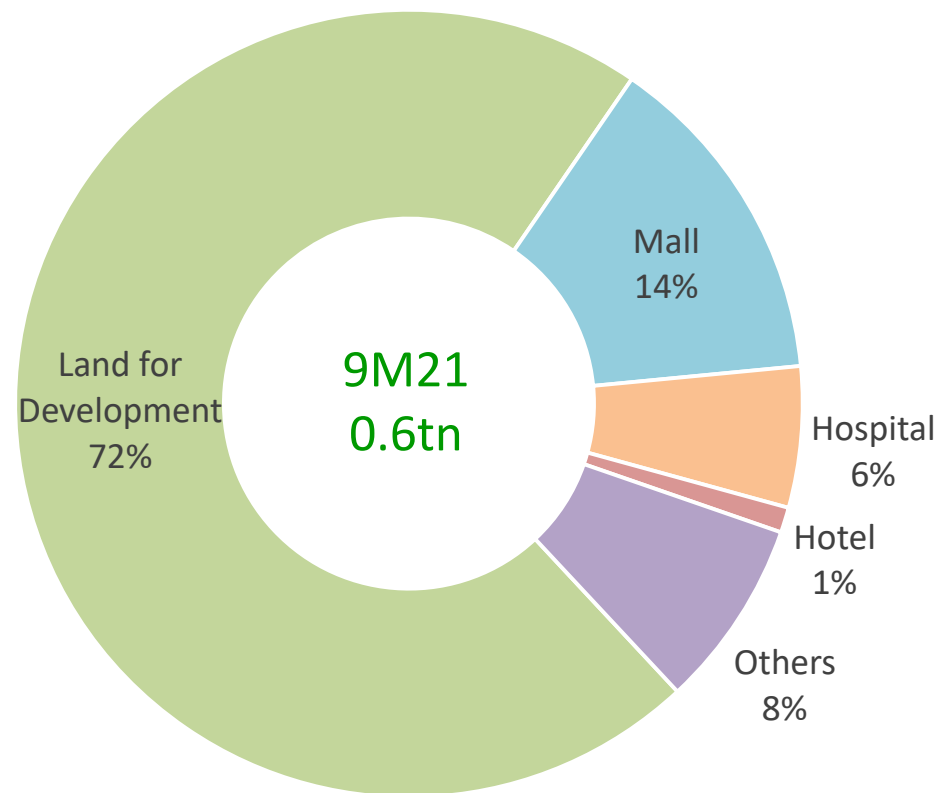
Debt Profile

As of Sep-21
Total Borrowings: Rp9.5tn

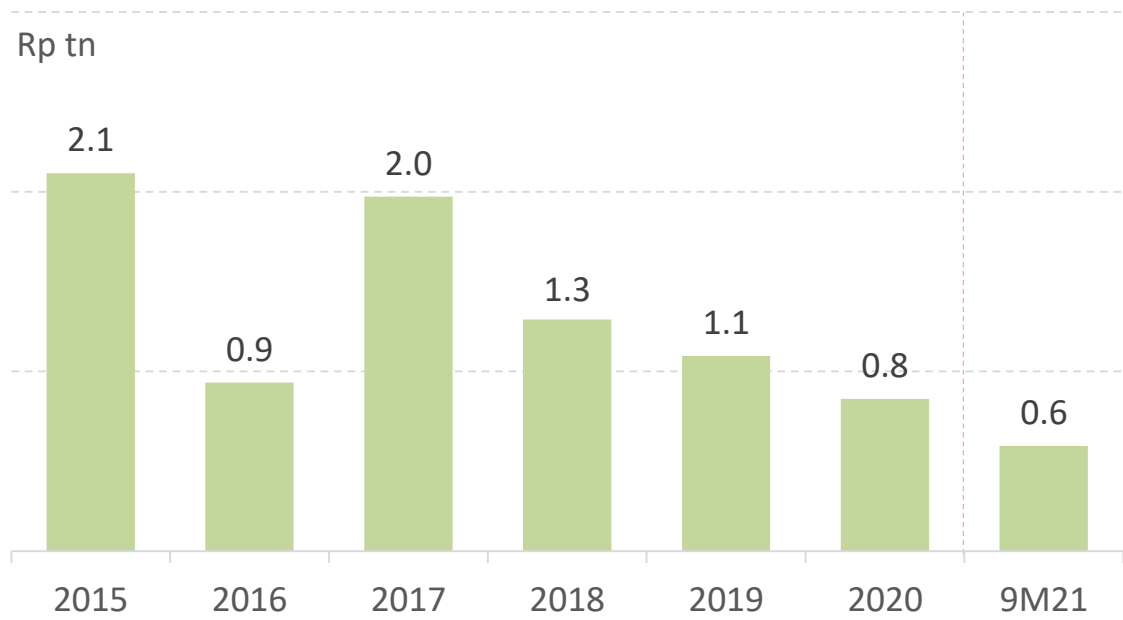


*Average Borrowing Cost calculation includes capitalized interest expense of 96bn, 74bn, 131bn, 179bn, Rp89bn, Rp6bn, Rp25bn in 2014, 2015, 2016, 2017, 2018, 2019, and 2020 and excludes PSAK 72 impact of 457bn in 2020.

Capex Schedule



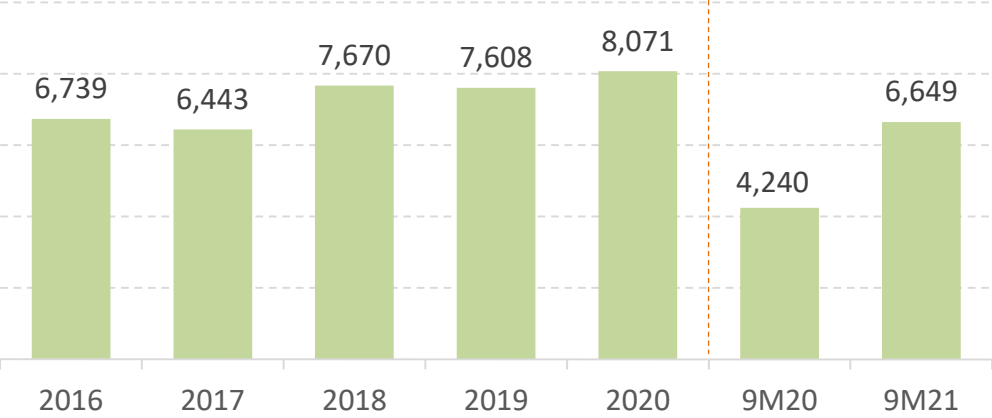
Historical Capex



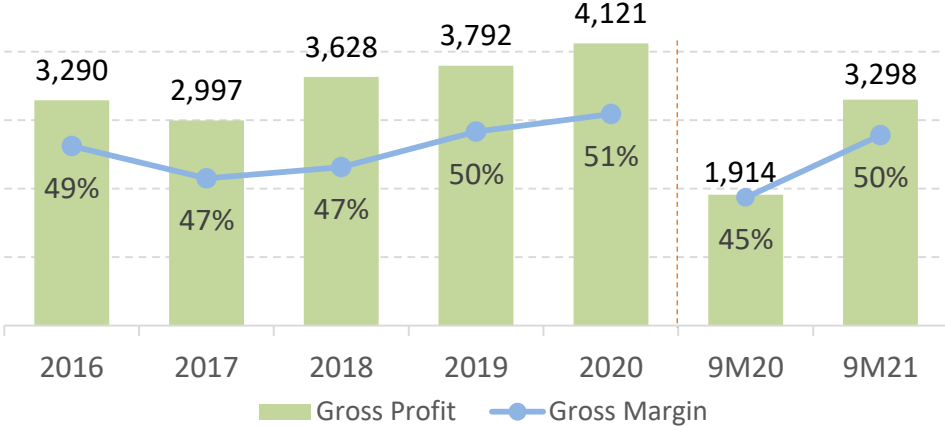
- Prudent capital management through selective land banking and deferring non-committal capex

Financial Highlights

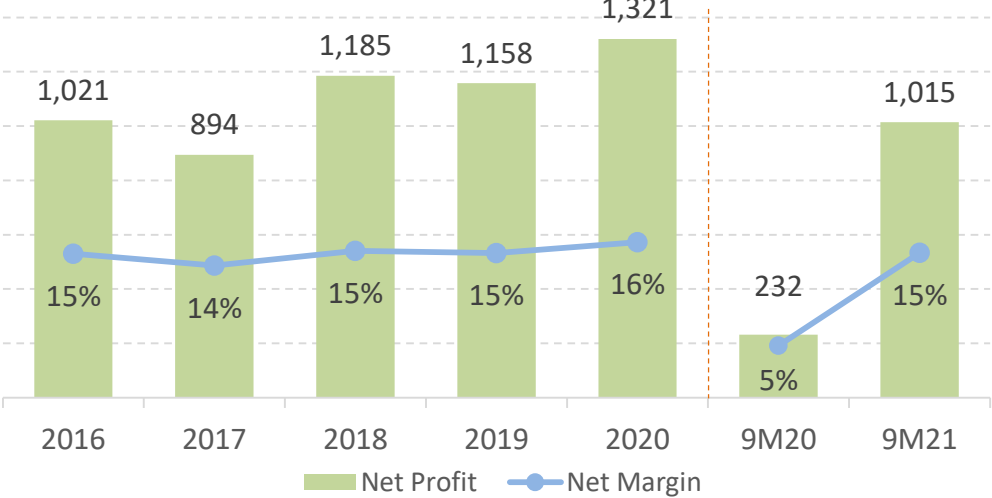
Revenue



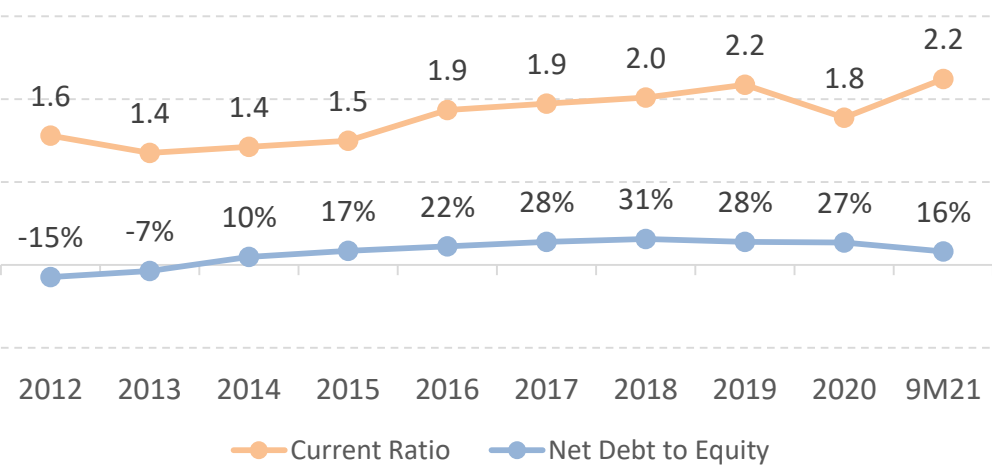
Gross Profit



Net Profit



Key Ratios



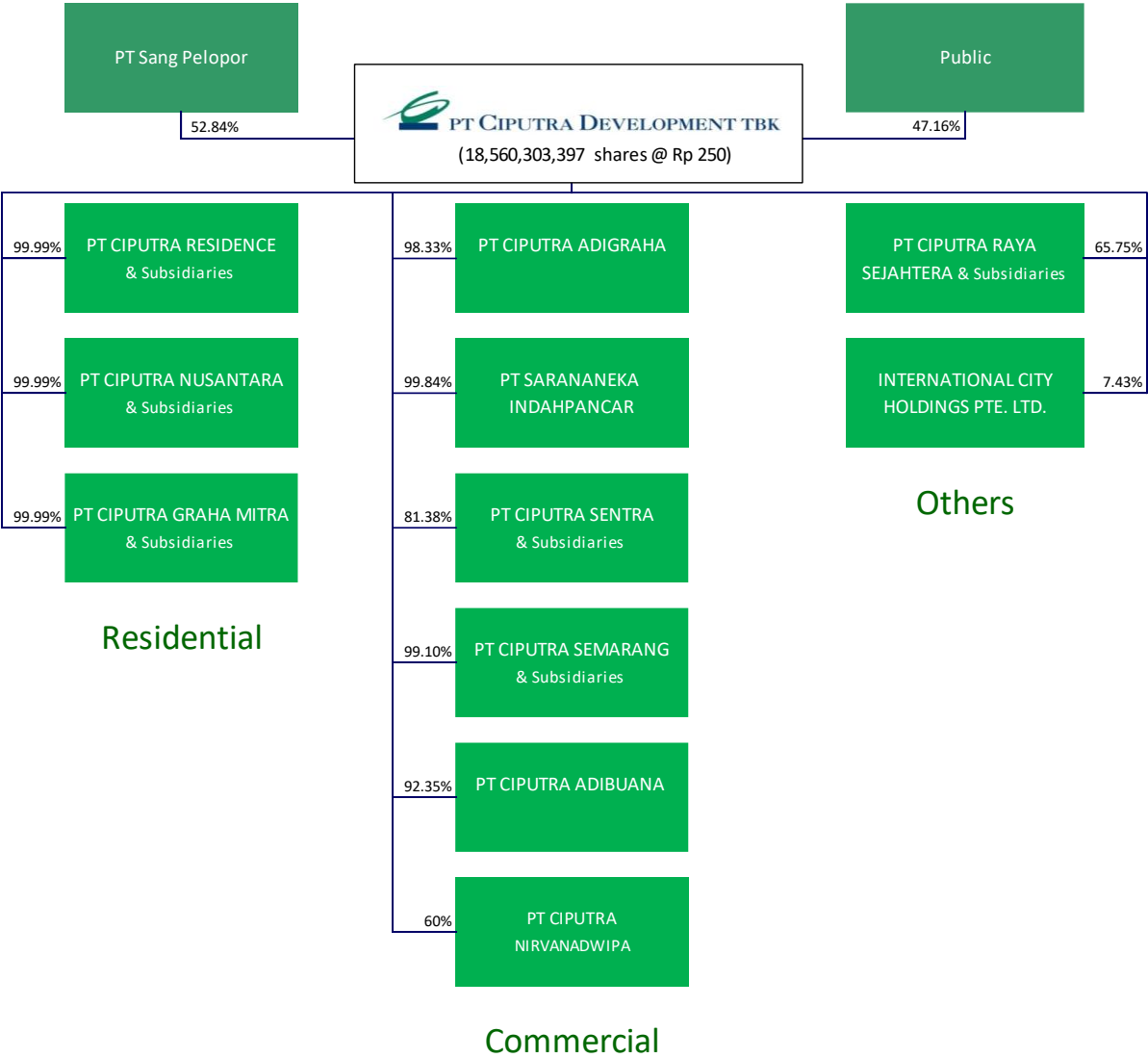
Balance Sheet Summary

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
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%



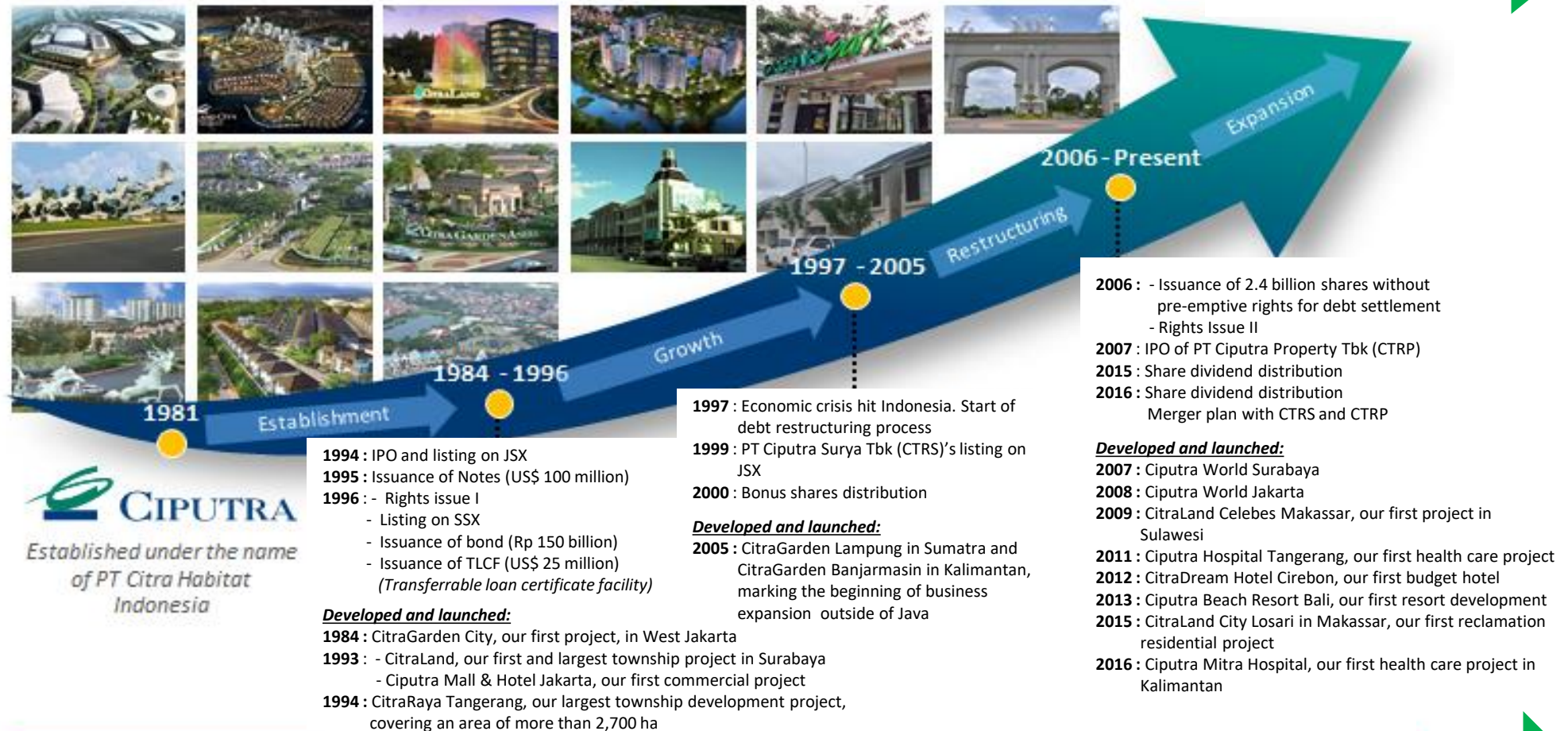
Appendix

Corporate Structure



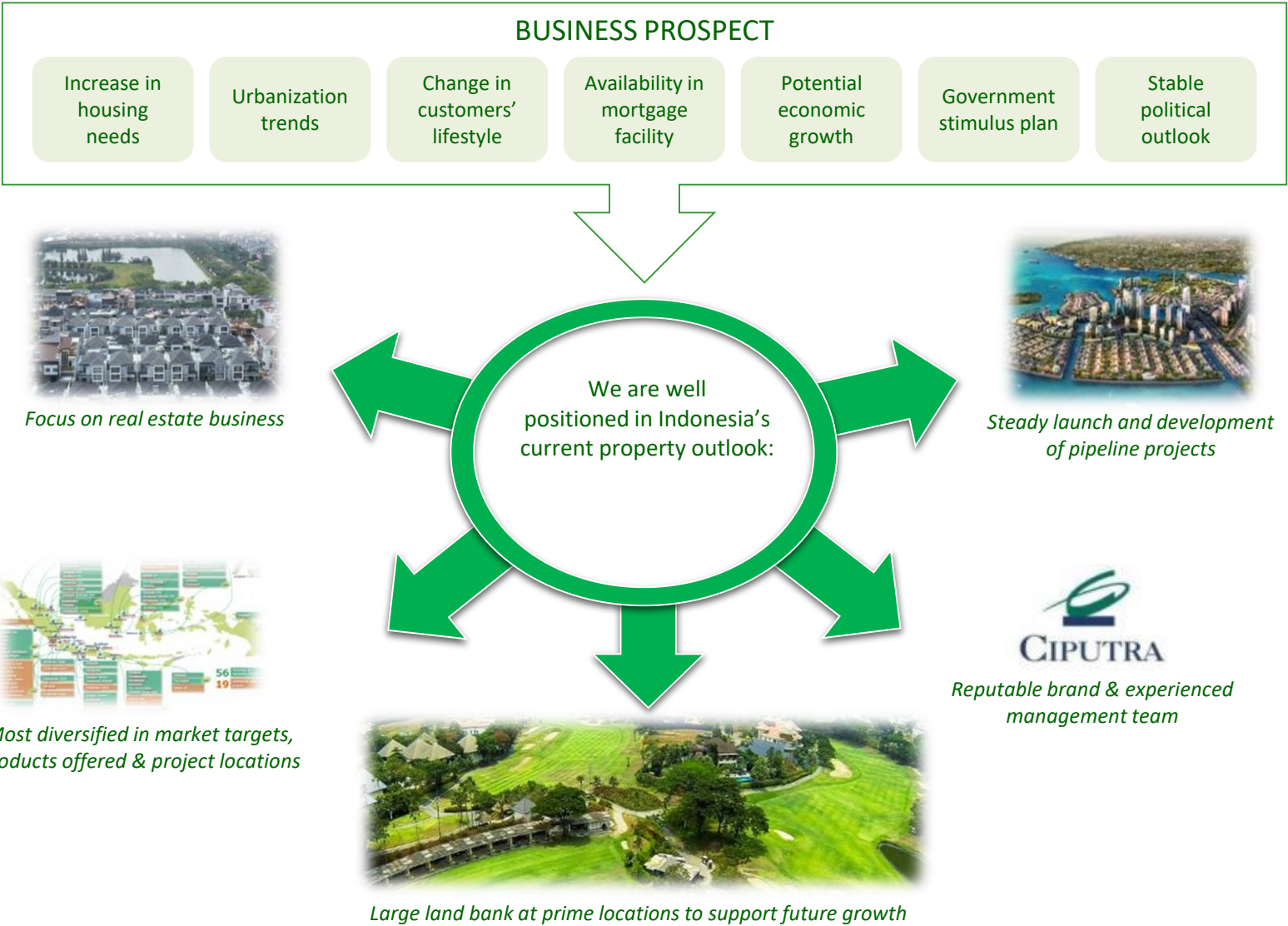
Corporate Milestones

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



Project Development -> Over 30 years of experience

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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