

# Nomura Indonesia Conference (2 August 2022)





# Results Summary (Income Statement)

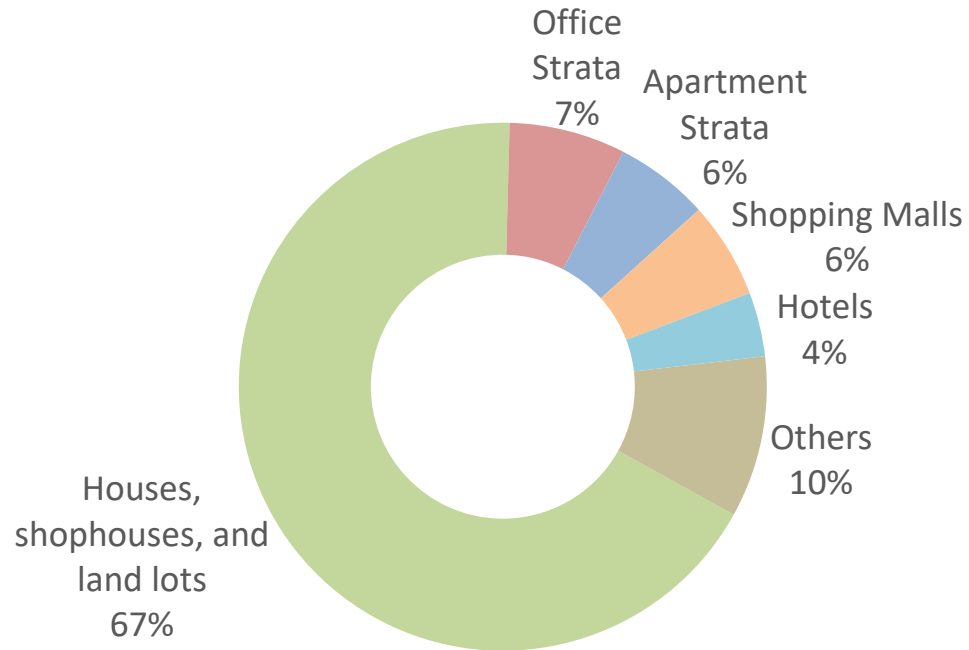
(Rp bn)	3M22	3M21	% YoY	
<b>Revenue</b>	<b>2,234</b>	<b>1,851</b>	<b>20.7%</b>	<i>Effect of +27.9% YoY in Property Development segment and -1.8% YoY in Recurring segment</i>
COGS	(1,143)	(921)	24.1%	
<b>Gross Profit</b>	<b>1,091</b>	<b>930</b>	<b>17.4%</b>	
<i>Gross Profit Margin</i>	<i>48.8%</i>	<i>50.2%</i>		
Operating Expense	(369)	(314)	17.6%	
<b>Operating Profit</b>	<b>723</b>	<b>616</b>	<b>17.3%</b>	
<i>Operating Profit Margin</i>	<i>32.3%</i>	<i>33.3%</i>		
Interest Income (Expense) - Net	(236)	(297)	-20.5%	<i>Due to the decrease of interest expense and other financial charge by Rp70.9 bn</i>
Other Income (Expense) - Net	54	68	-20.8%	<i>Due to the decrease of forex gain by Rp32.6 bn</i>
Final Tax and Income Tax	(68)	(59)	14.9%	
Net Income Before Non-Controlling Interest	473	329	43.9%	
Non-Controlling Interest	(53)	(85)	-38.6%	
<b>Net Income Attributable to Owners</b>	<b>421</b>	<b>243</b>	<b>72.9%</b>	
<i>Net Profit Margin</i>	<i>18.8%</i>	<i>13.1%</i>		

# Results Summary (Revenue Breakdown and Margin Performance)

(Rp bn)	3M22	3M21	% YoY	
<b>Revenue Breakdown</b>				
<b>Property Development Revenue</b>	<b>1,793</b>	<b>1,402</b>	<b>27.9%</b>	
Houses, shophouses, and land lots	1,505	922	63.3%	
Office for sale	159	293	-45.7%	<i>Adoption of new accounting standard affecting highrise revenue recognition (IFRS 15 ; PSAK 72)</i>
Apartments	129	187	-31.0%	
<b>Recurring Revenue</b>	<b>441</b>	<b>449</b>	<b>-1.8%</b>	
Hospitals	149	196	-23.9%	<i>Covid-related healthcare services and improving traffic from non-Covid patients</i>
Shopping malls	132	139	-5.0%	<i>Temporary rental discounts due to Covid-19</i>
Office for lease	53	56	-4.4%	
Hotels	88	48	84.2%	<i>Improving occupancy rates</i>
Others	19	11	71.7%	<i>Re-opening golf courses and waterparks after the pandemic situation</i>
<b>Total Revenue</b>	<b>2,234</b>	<b>1,851</b>	<b>20.7%</b>	
<b>Margin Performance</b>				
<b>Property Development GPM</b>	<b>50.2%</b>	<b>50.5%</b>		
Houses, shophouses, and land lots	49.8%	50.4%		
Office for sale	60.0%	52.6%		<i>Effect of product mix</i>
Apartments	42.5%	47.2%		<i>Effect of product mix</i>
<b>Recurring GPM</b>	<b>43.5%</b>	<b>49.6%</b>		
Hospitals	48.7%	54.9%		
Shopping malls	36.8%	52.1%		
Office for lease	63.4%	64.8%		
Hotels	39.6%	32.7%		
Others	11.7%	-80.5%		
<b>Total GPM</b>	<b>48.8%</b>	<b>50.2%</b>		

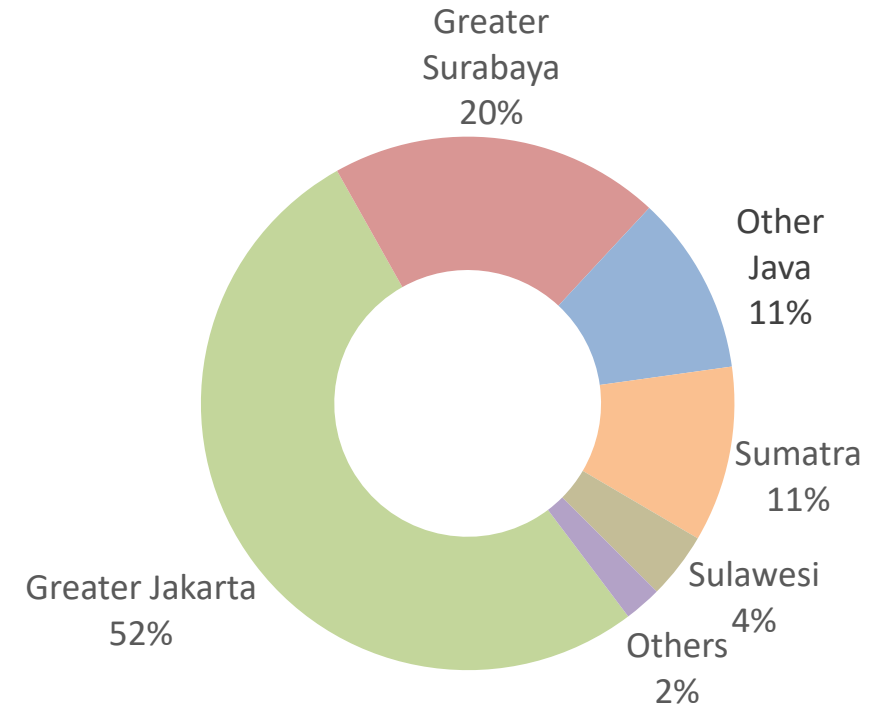
# Results Summary (Revenue per Segment and per Location)

## Revenue per Segment (3M22)



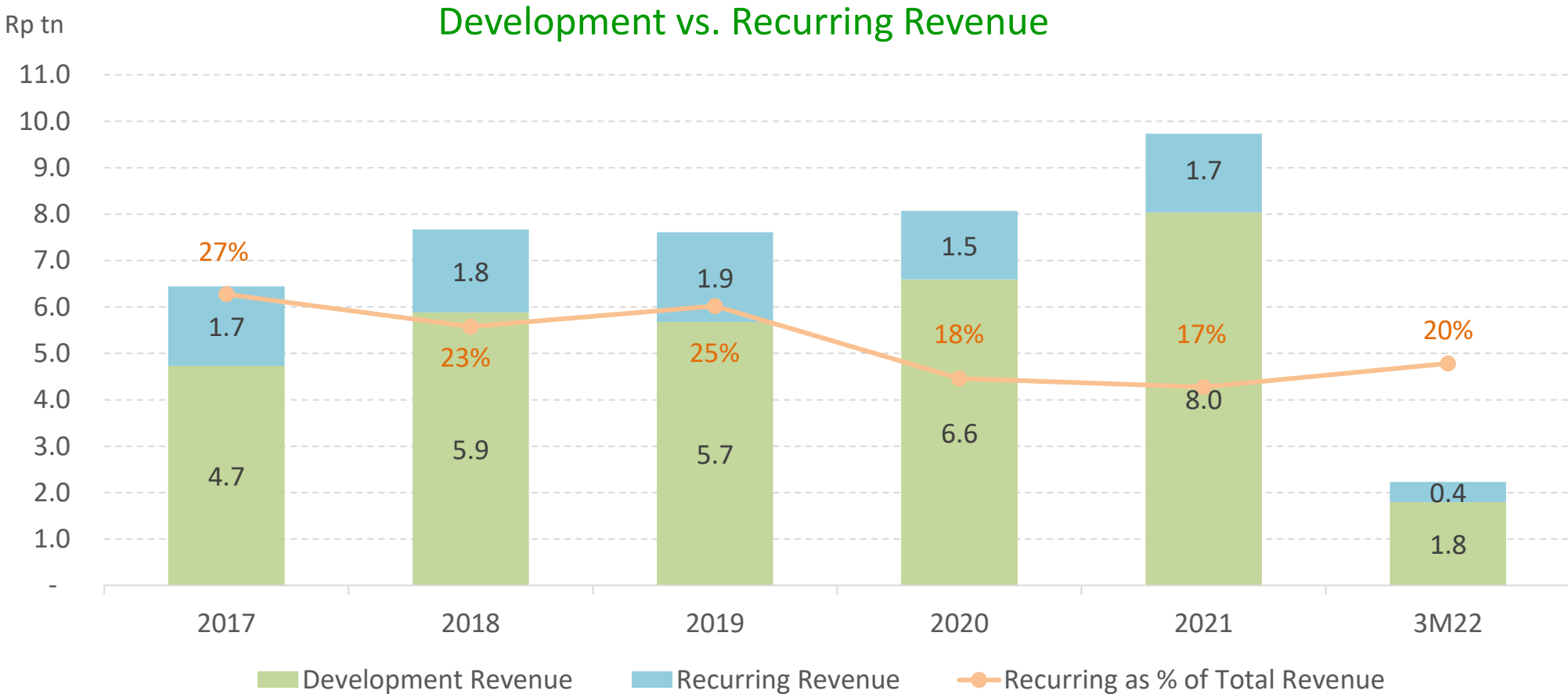
- Development = 80% (Houses + Office + Apartments)
- Recurring = 20% (Malls + Hotels + Hospitals + Office)

## Revenue per Location (3M22)



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

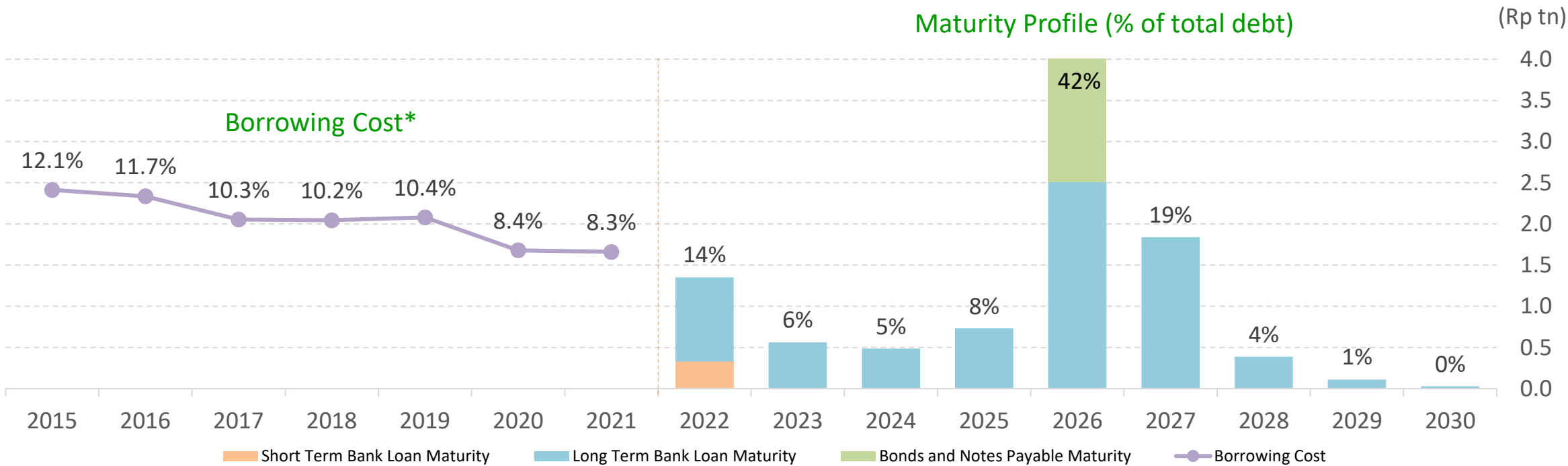
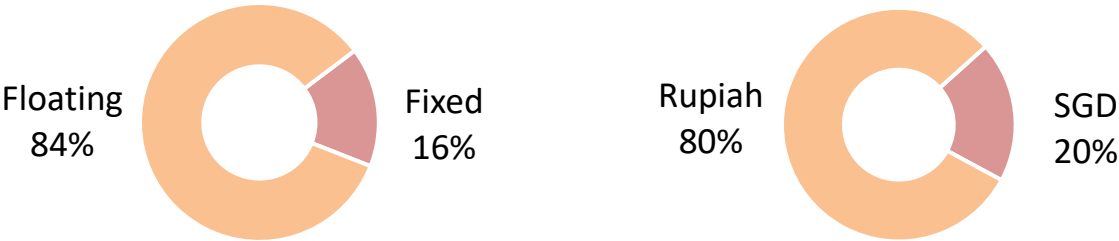
# Results Summary (Historical Revenue Breakdown)



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

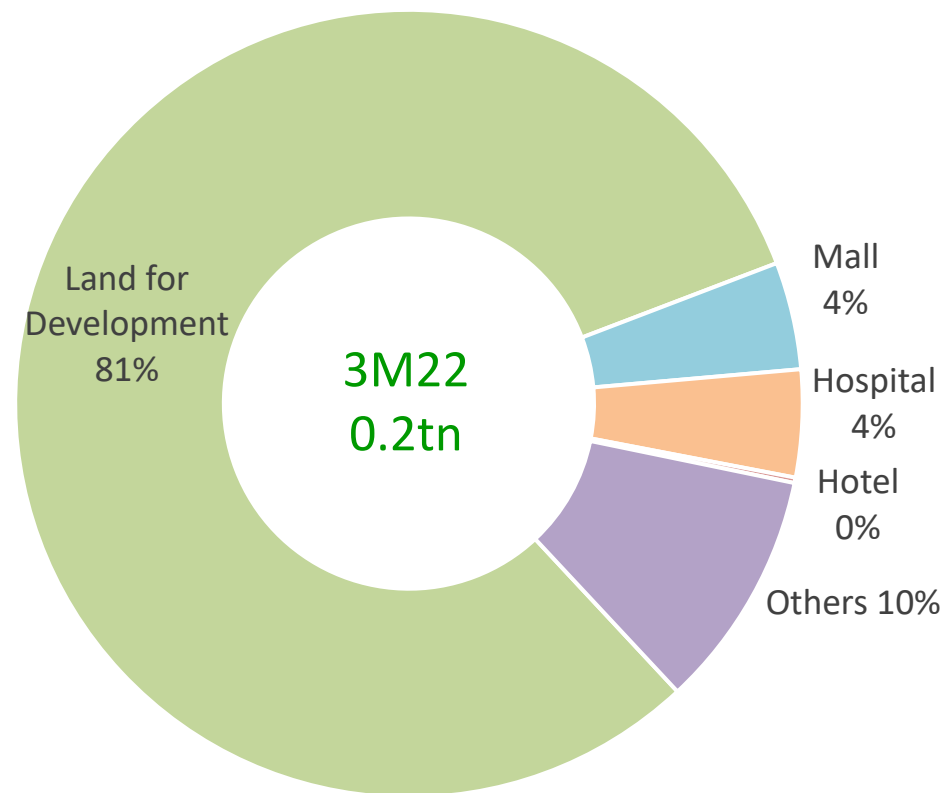
# Debt Profile

As of Mar-21  
Total Borrowings: Rp8.7tn



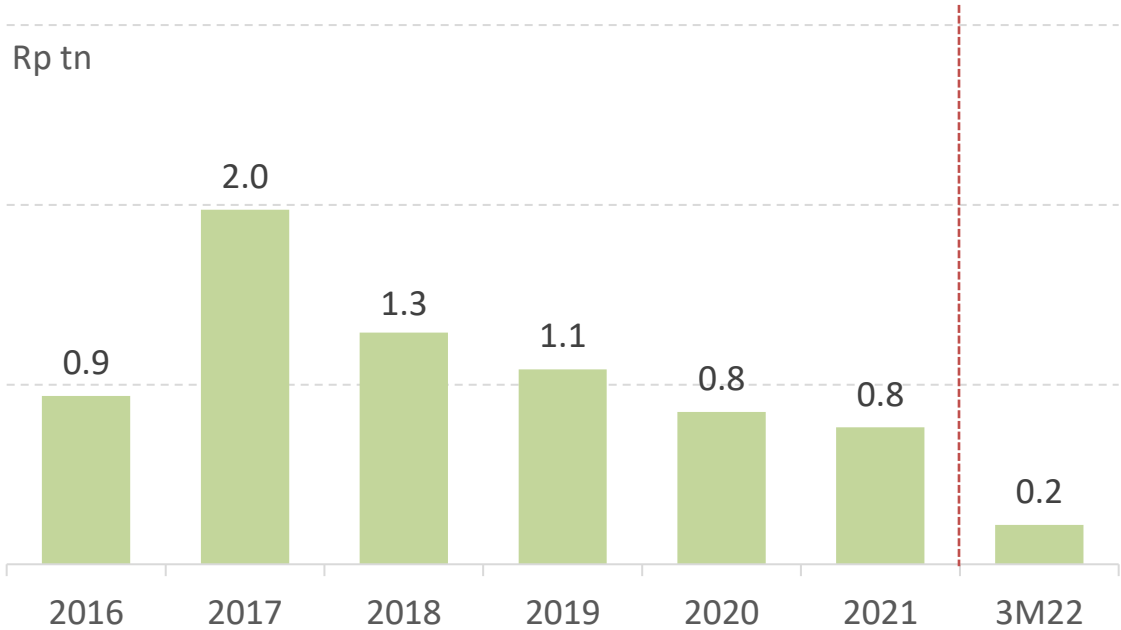
\*Average Borrowing Cost calculation includes capitalized interest expense of 74bn, 131bn, 179bn, Rp89bn, Rp6bn, Rp25bn, Rp45bn in 2015, 2016, 2017, 2018, 2019, 2020, and 2021 and excludes PSAK 72 impact of 469bn in 2021.

# Capex Schedule



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

Historical Capex

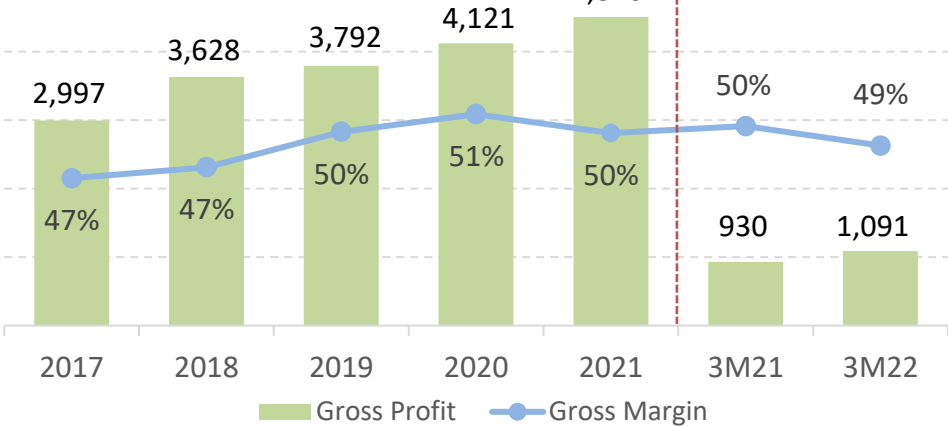


# Financial Highlights

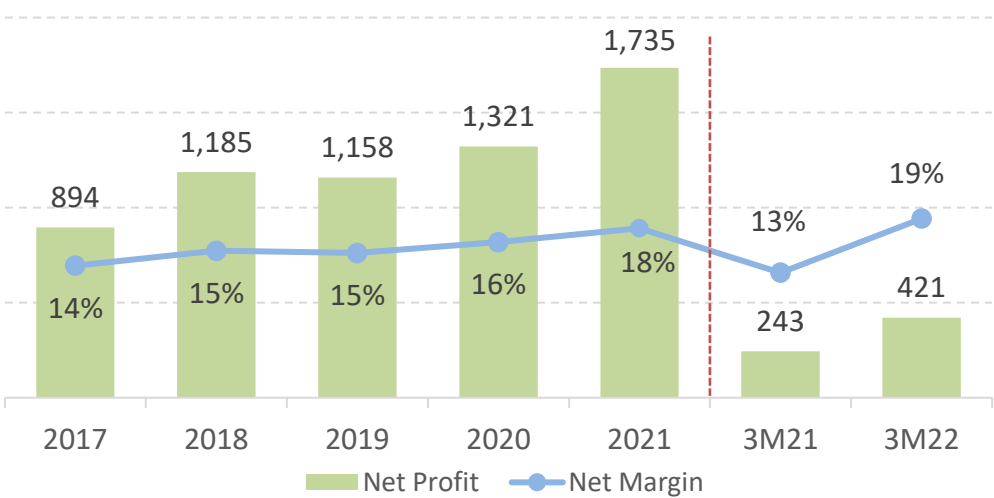
Revenue



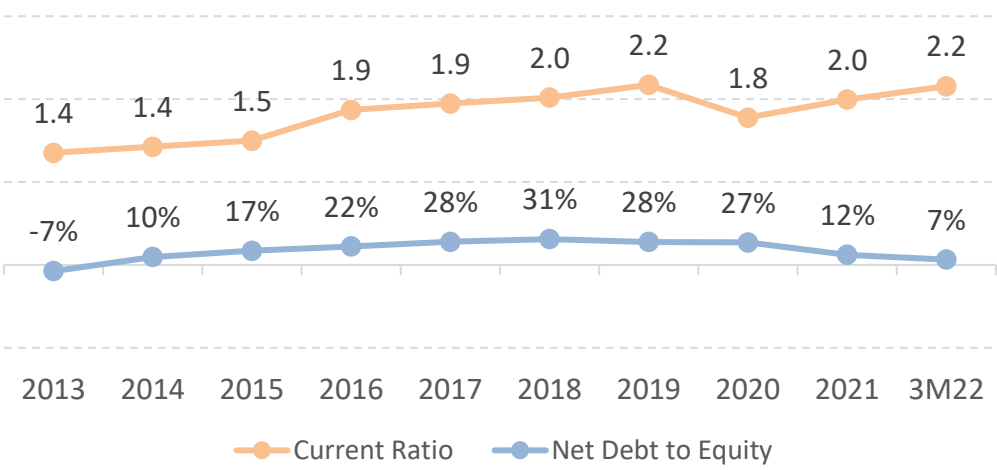
Gross Profit



Net Profit



Key Ratios





# Balance Sheet Summary

Rp bn	Mar 2022	Dec 2021	Dec 2020	Dec 2019	Dec 2018	Dec 2017
<b>Assets</b>	<b>40,818</b>	<b>40,668</b>	<b>39,255</b>	<b>36,196</b>	<b>34,289</b>	<b>31,872</b>
Cash & cash equivalents	7,404	7,162	5,276	4,238	3,243	3,240
Land	14,582	14,538	14,471	13,523	13,048	11,696
Fixed Assets	2,562	2,504	2,595	3,089	3,114	3,144
Investment Properties	5,425	5,528	5,523	5,373	4,962	4,762
Others	10,844	10,937	11,390	9,972	9,921	9,031
<b>Liabilities</b>	<b>20,976</b>	<b>21,274</b>	<b>21,798</b>	<b>18,434</b>	<b>17,645</b>	<b>16,322</b>
Debt	8,699	9,555	10,024	9,176	8,455	7,618
Contract Liabilities	9,461	8,978	9,218	6,870	6,814	6,459
Others	2,815	2,742	2,556	2,388	2,375	2,245
<b>Equity</b>	<b>19,842</b>	<b>19,394</b>	<b>17,458</b>	<b>17,762</b>	<b>16,644</b>	<b>15,551</b>
Minority interests	2,470	2,424	2,125	2,409	2,270	2,113
Equity net of minority interests	17,372	16,971	15,332	15,352	14,374	13,438
Debt to Total Equity	44%	49%	57%	52%	51%	49%
Net Debt to Total Equity	7%	12%	27%	28%	31%	28%



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## Company Overview

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# One of Indonesia's Leading Property Developer

## Core Business

### Property Development for Sale



Township



Residential



Condominium



Office

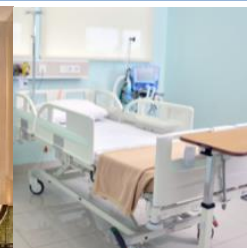
### Commercial Property Development & Management



Shopping  
Mall



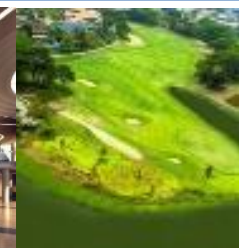
Hotel



Healthcare



Office



Others

# Geographically Diversified Project Portfolio

Over 82 projects  
in 34 cities across  
the nation.

## Sumatra

CitraLand Gama City Medan  
CitraLand Kota Deli Megapolitan Helvetia  
CitraLand Pekanbaru  
CitraGarden Pekanbaru  
CitraPlaza Nagoya Batam  
CitraLand Megah Batam  
CitraRaya City Jambi  
CitraLand NGK Jambi  
CitraLand Palembang  
CitraLand Botanical City Pangkal Pinang  
CitraLand Lampung  
CitraGarden Lampung

## Kalimantan

CitraGrand Senyur City Samarinda  
CitraGarden City Samarinda  
CitraLand City Samarinda  
CitraMitra City Banjarbaru  
CitraLand Banjarmasin  
CitraGarden Banjarmasin  
CitraGarden Aneka Pontianak  
CitraCity Balikpapan

## Sulawesi

CitraLand City Losari Makassar  
CitraLand Talassa City Makassar  
CitraLand Celebes Makassar  
CitraGarden Makassar  
Vida View Makassar  
CitraGrand Galesong City Gowa  
CitraLand Palu  
CitraLand Kendari

## Bali

Ciputra Beach Resort

## Java

CitraRaya Tangerang  
CitraIndah City Jonggol  
CitraLand Cibubur  
Citra Sentul Raya  
Citra Maja Raya

CitraGarden BMW Cilegon  
CitraGarden City Jakarta  
Ciputra World Jakarta  
Ciputra Puri International  
Citra Towers Kemayoran

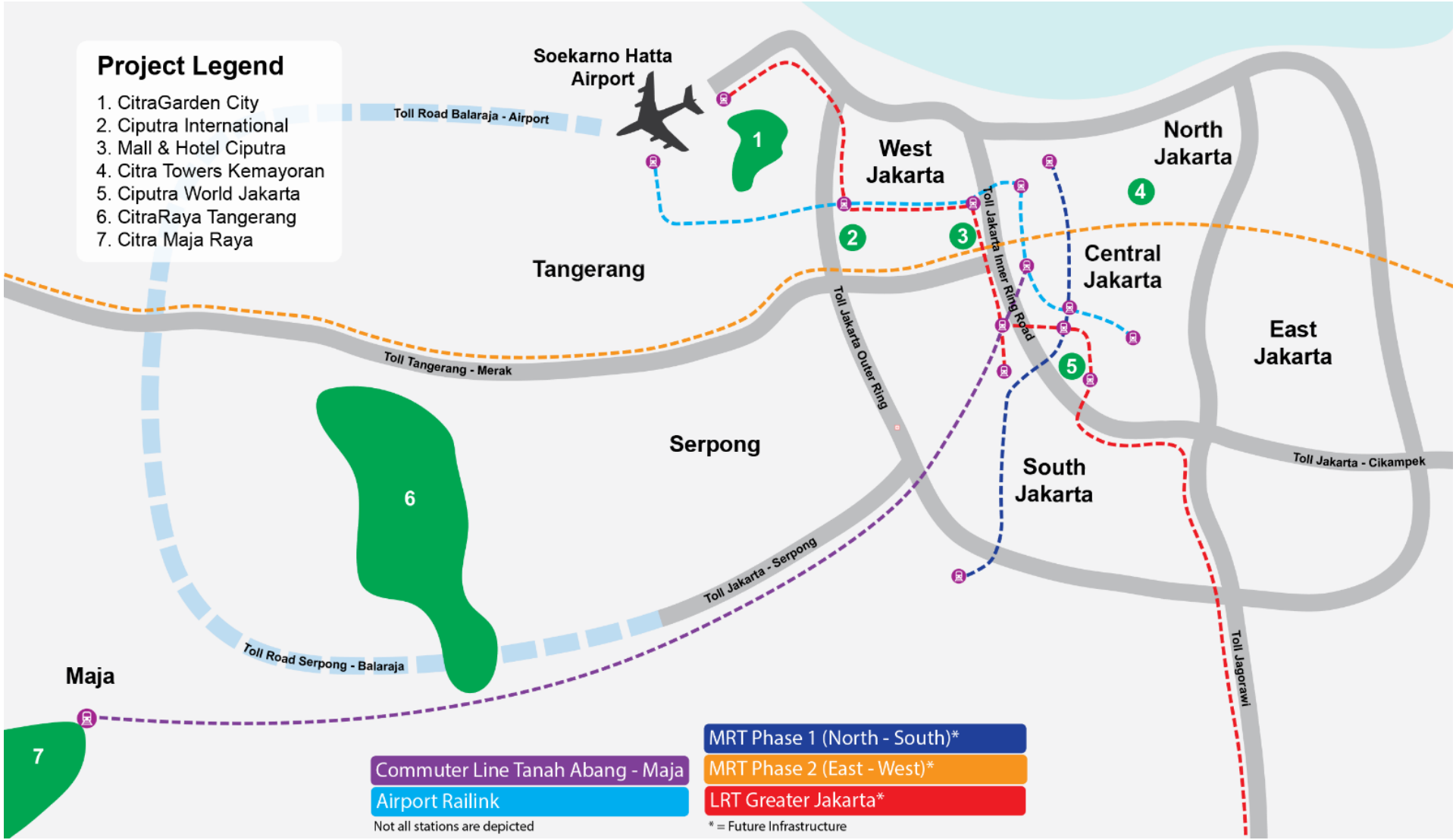
Citra Landmark  
CitraLand Cirebon  
CitraLand BSB City Semarang  
CitraGrand Semarang  
CitraSun Garden Semarang

CitraLand Tegal  
Barsa City Yogyakarta  
CitraSun Garden Yogyakarta  
CitraLand Surabaya  
Ciputra World Surabaya

CitraLand Vittorio Surabaya  
CitraLand The Green Lake Surabaya  
CitraLand Driyorejo CBD  
The Taman Dayu Pandaan  
CitraHarmoni Sidoarjo

CitraGarden Sidoarjo  
CitraIndah Sidoarjo  
CitraGarden City Malang  
CitraLand Puncak Tidar Malang

# Greater Jakarta Project Portfolio

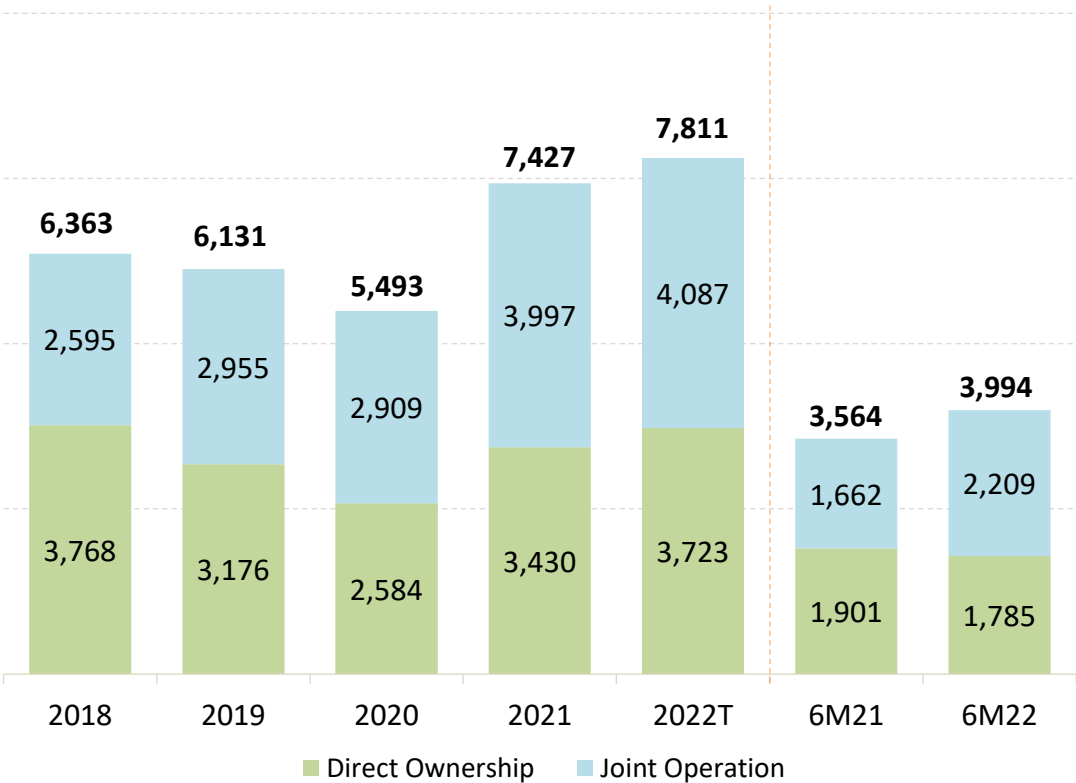




# Marketing Sales Summary

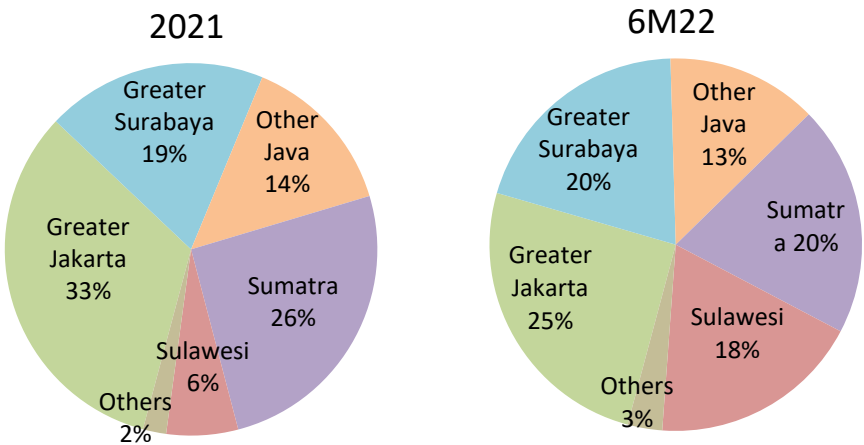
## Historical Presales

(Rp bn)

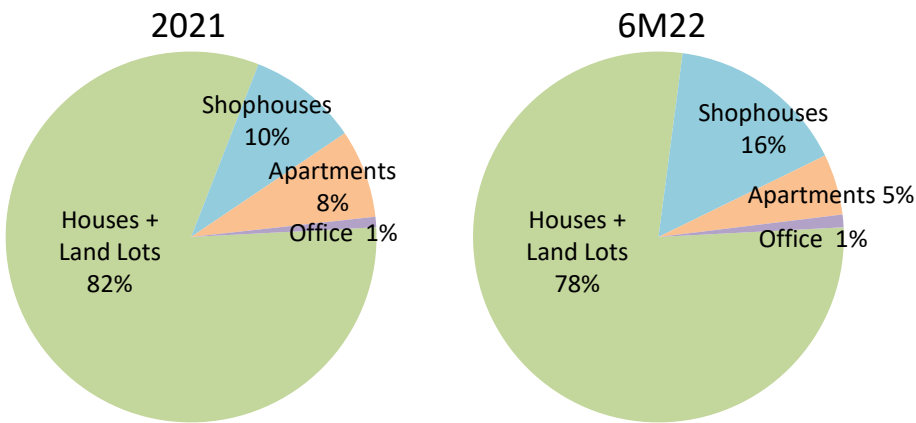


Units Sold	8,545	7,035	5,452	6,279		3,356	2,724
Area Sold (Ha)	74	67	66	66		32	31

## Presales per Location

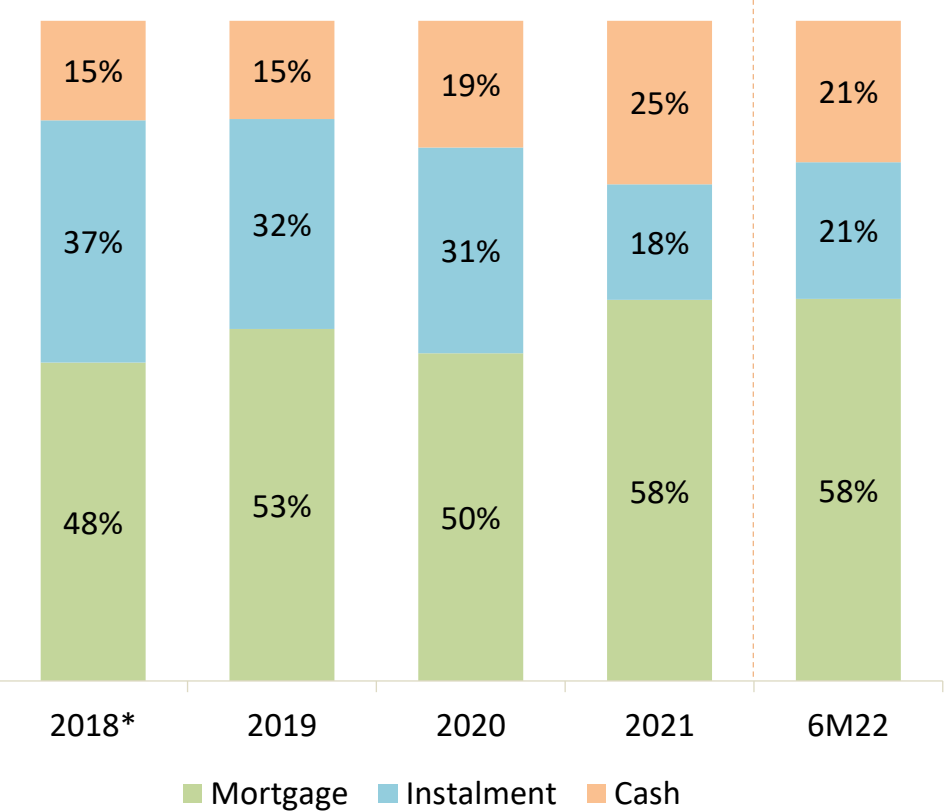


## Presales per Product



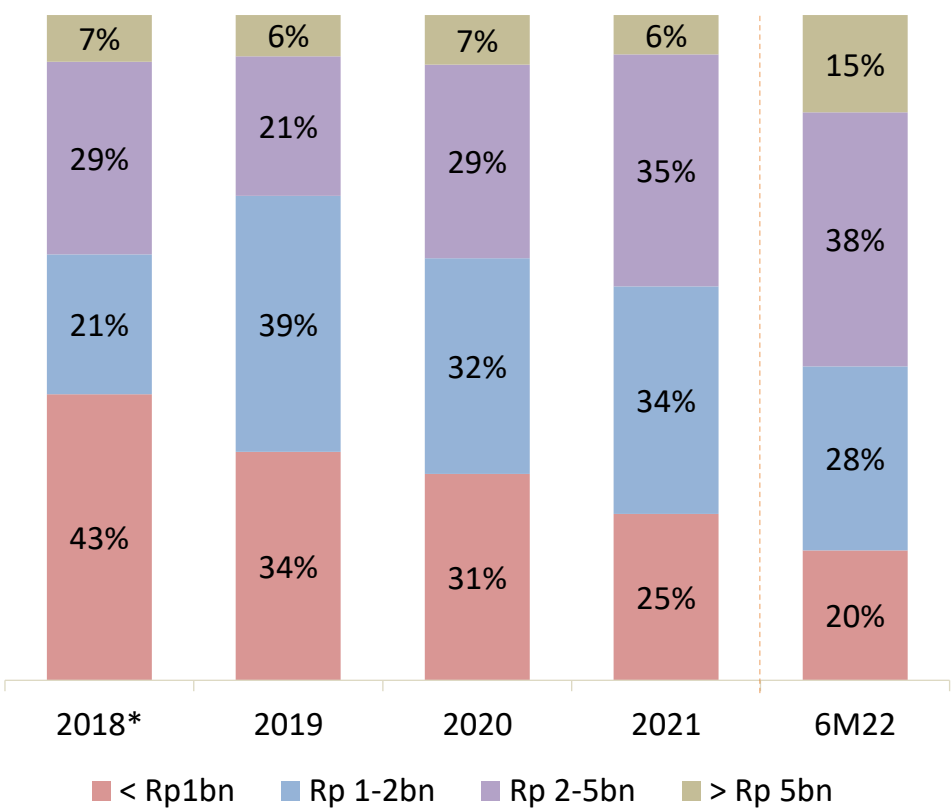
# Marketing Sales Summary

### Presales per Payment Method



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

### Presales per Unit Price



Units above Rp2bn starts to make up majority of presales as middle-high price segment was stronger than expected

# Sufficient Land Bank to Sustain >15 Years of Development

Project Name	Ownership Scheme	Gross Land Bank 2021	Land ASP Trend		Land ASP (Rp mn per sqm)
		Ha	2010-13 CAGR	2013-21 CAGR	2021
CitraRaya Tangerang	100%	792	63%	8%	4.7
CitraIndah Jonggol	100%	180	17%	12%	2.1
CitraGarden City Jakarta	100%	107	48%	3%	14.4
CitraGarden Puri Jakarta	100%	16	-	9%	10.0
CitraLand Cibubur	JV - 60%	74	-	3%	4.2
<b>Total Greater Jakarta</b>		<b>1,169</b>			
CitraLand Surabaya	100%	798	33%	7%	9.3
CitraHarmoni Sidoarjo	100%	83	31%	12%	5.2
CitraGarden Sidoarjo	JV - 60%	6	23%	15%	7.4
<b>Total Greater Surabaya</b>		<b>888</b>			
CitraLand Bandar Lampung	100%	28	-	7%	4.9
CitraLand Palembang	JV - 60%	107	-	7%	3.7
CitraLand Pekanbaru	JV - 60%	7	-	10%	5.9
Ciputra Beach Resort	JV - 60%	47	-	3%	10.5
<b>Total Others</b>		<b>190</b>			
<b>Total Land Bank</b>		<b>2,247</b>			

# 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	6.9
CitraLake Sawangan Depok	12	5.0
<b>Total Greater Jakarta</b>	<b>126</b>	
The Taman Dayu Pandaan	563	5.1
CitraLand The Green Lake Surabaya	40	10.2
CitraLand Driyorejo CBD	12	7.2
<b>Total Greater Surabaya</b>	<b>615</b>	
Citra Maja Raya	1,200	1.5
CitraLand BSB City Semarang	100	4.2
CitraGrand Semarang	55	5.4
CitraSun Garden Semarang	17	6.8
CitraGarden City Malang	51	4.8
CitraGarden BMW Cilegon	47	3.4
CitraLand Cirebon	45	2.9
CitraLand Puri Serang	43	2.6
CitraGarden Pekalongan	10	2.5
CitraGrand Mutiara Yogyakarta	9	4.7
CitraLand Puncak Tidar Malang	32	7.6
<b>Total Java Ex-Jakarta Ex-Surabaya</b>	<b>1,609</b>	
CitraRaya City Jambi	564	1.2
CitraLand Gama City Medan	123	10.6
CitraLand Botanical City Pangkalpinang	57	2.4
Citra AeroLink Batam	21	3.7
CitraLand Megah Batam	19	5.1
CitraGarden Pekan Baru	20	2.1
CitraLand Helvetia Kota Deli Megapolitan	7	5.9
<b>Total Sumatra</b>	<b>811</b>	

Joint Operation Project	Development Plan (Ha)	Land ASP (Rp mn per sqm)
CitraGrand Senyur City Samarinda	295	1.7
CitraGarden City Samarinda	39	2.5
CitraLand City Samarinda	93	2.4
CitraMitra City Banjarbaru	172	1.6
CitraLand Banjarmasin	40	2.3
CitraGarden Aneka Pontianak	27	3.8
CitraCity Balikpapan	9	10.5
<b>Total Kalimantan</b>	<b>675</b>	
CitraGrand Galesong City Gowa	185	1.6
CitraLand City Losari Makassar	157	14.3
CitraLand Talassa City Makassar	69	4.8
CitraLand Celebes Makassar	30	5.9
CitraGarden Makassar	15	3.1
CitraLand Palu	17	4.4
CitraLand Kendari	15	5.5
<b>Total Sulawesi</b>	<b>488</b>	

**Total JO Land Bank of 4,325 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	85%	388	100%
Ciputra World Jakarta 2	The Orchard	100%	31,000	94%	81	100%
	The Residence		14,000	97%	20	100%
Ciputra World Jakarta 2 Ext.	The Newton 1	100%	15,800	95%	39	100%
	The Newton 2		22,500	41%	614	30%
Ciputra International	San Francisco	JV - 55%	25,300	52%	264	100%
	Amsterdam		24,200	89%	62	100%
CitraRaya Tangerang Ecopolis	Yashinoki	JV - 51%	5,500	82%	12	100%
	Suginoki		3,900	90%	5	100%
CitraLake Suites	Tower A+B	JV - 51%	18,000	92%	33	100%
Citra Living	Orchard	JO Revenue - 70%	9,100	98%	3	100%
	Lotus		9,100	88%	22	100%
Citra Landmark	Den Haag	JV - 60%	15,200	14%	247	0%
<b>Total Jakarta</b>			<b>235,100</b>	<b>77%</b>	<b>1,789</b>	
CitraLand Surabaya	Denver	100%	22,500	70%	127	100%
Ciputra World Surabaya	Voila	JV - 53%	35,800	100%	-	100%
	The Vertu		9,100	61%	89	100%
	Sky Residence		6,700	21%	106	100%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	17,600	57%	145	70%
<b>Total Surabaya</b>			<b>91,700</b>	<b>75%</b>	<b>467</b>	
CitraPlaza Nagoya Batam	Tower 1	JV - 50%	22,700	93%	42	100%
Barsa City Yogyakarta	Cornell	JO Profit - 50%	8,500	59%	75	100%
Vida View Makassar	Brentsville	JO Profit - 50%	24,800	50%	282	100%
CitraLand City Losari Makassar	Delft	JO Profit - 50%	19,800	75%	108	49%
<b>Total Others</b>			<b>75,800</b>	<b>71%</b>	<b>506</b>	
<b>Total Strata Title Apartment</b>			<b>402,600</b>	<b>75%</b>	<b>2,763</b>	



# Office Assets – Strata Title and Leased

## Strata-Title Office

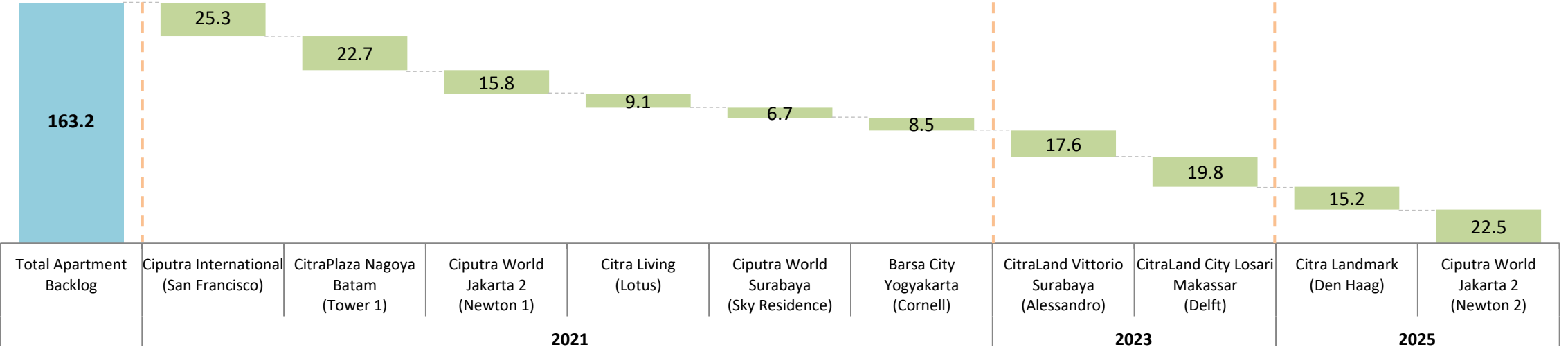
Project Name	Tower	Ownership Scheme	Saleable SGA (sqm)	Sold	Est. Unsold Stock Value (Rp bn)	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	18,300	96%	38	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	28,000	83%	218	100%
Ciputra International	Propan Tower	JV - 55%	18,700	75%	121	100%
	Tokopedia Care Tower		24,000	85%	79	100%
Citra Towers Kemayoran	North Tower	JO Profit - 50%	37,000	98%	26	100%
<b>Total Jakarta</b>			<b>126,000</b>	<b>88%</b>	<b>481</b>	
Ciputra World Surabaya	Vieloft SOHO	JV - 53%	31,500	56%	307	100%
	Office Tower		38,500	79%	196	100%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	4,800	44%	51	70%
<b>Total Surabaya</b>			<b>74,800</b>	<b>67%</b>	<b>554</b>	
<b>Total Strata Title Office</b>			<b>200,800</b>	<b>81%</b>	<b>1,035</b>	

## Leased Office

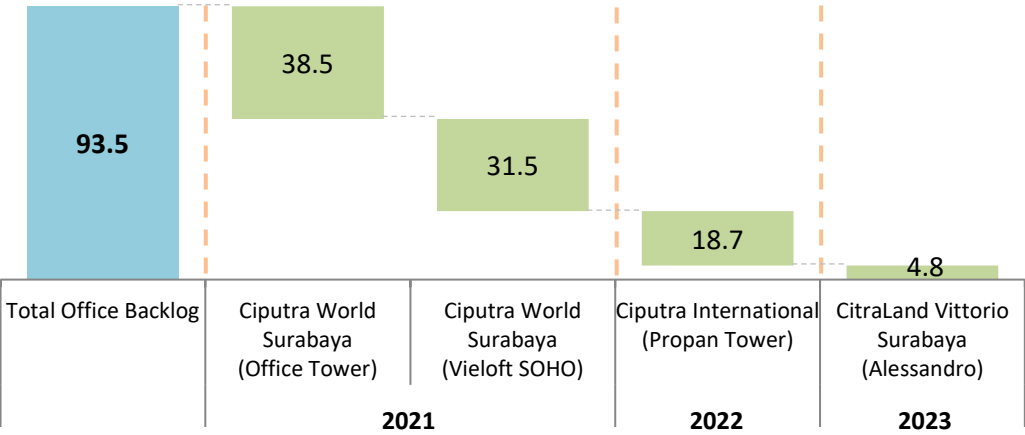
Project Name	Tower	Ownership Scheme	Leasable SGA (sqm)	Leased	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	42,900	90%	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	38,000	77%	100%
Ciputra International	Tokopedia Care Tower	JV - 55%	10,000	99%	100%
<b>Total Jakarta</b>			<b>90,900</b>	<b>85%</b>	
<b>Total Office for Lease</b>			<b>90,900</b>	<b>85%</b>	

# Apartment and Office Completion Schedule

## Apartment Strata-Title (SGA '000 sqm)



## Office Strata-Title (SGA '000 sqm)

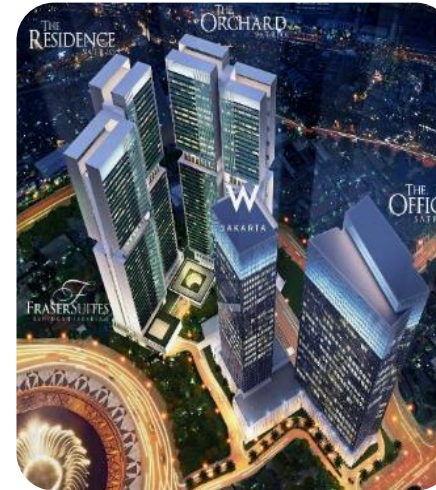


# Future Mixed-Use Developments

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	100%	18,000
Citra Towers Kemayoran	JO Profit - 50%	38,000
Citra Living	JO Revenue - 70%	3,500
<b>Total Jakarta</b>		<b>422,500</b>
Ciputra World Surabaya	JV - 53%	137,000
CitraLand Vittorio Surabaya	JO Profit - 50%	250,000
<b>Total Surabaya</b>		<b>387,000</b>
CitraPlaza Nagoya Batam	JV - 50%	116,000
Vida View Makassar	JO Profit - 50%	27,000
<b>Total Others</b>		<b>143,000</b>
<b>Total Saleable Area</b>		<b>952,500</b>

\* : Obtained 2Ha land out of optional 7Ha

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



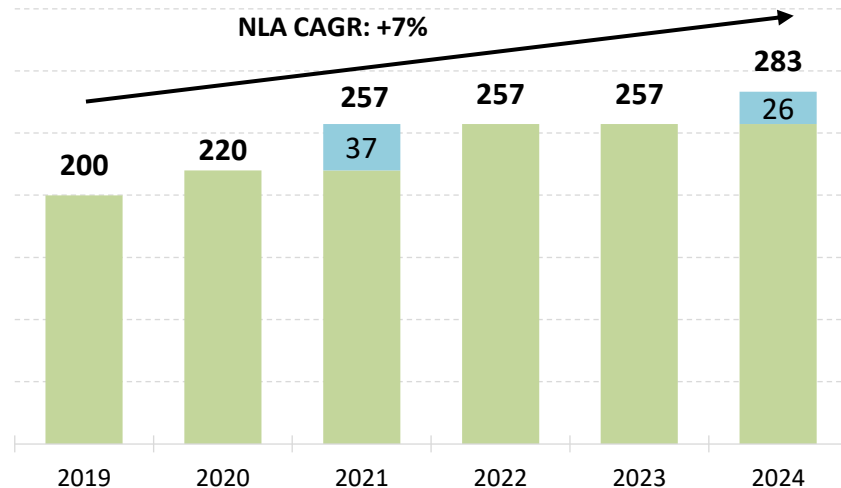
# Healthy Occupancy and Lease Expiry Profile for Malls

Mall	Net Leasable Area (sqm)	Occupancy Rate				
		2018	2019	2020	2021	6M22
Ciputra World Jakarta 1	79,500	100%	100%	100%	100%	100%
Ciputra World Surabaya	87,500	92%	96%	94%	90%	70% *
Ciputra Mall Jakarta	42,400	98%	98%	93%	82%	90%
Ciputra Mall Semarang	20,300	98%	100%	96%	95%	96%
Ciputra Mall CitraRaya Tangerang	26,000	-	-	90%	90%	90%
Expansion Plans						
CitraLand Surabaya Mall	26,000					

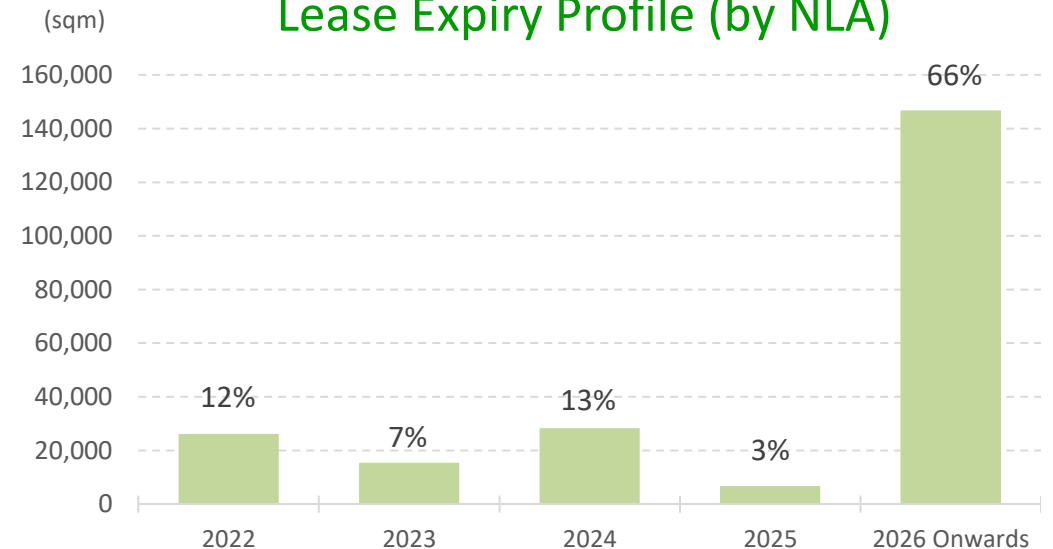
\* Newly opened extension with 37,500m2 NLA in April 2021

- Total mall **NLA of 256k m<sup>2</sup>** with average occupancy rate of **86%**

## Total Net Leasable Area ('000 m<sup>2</sup>)



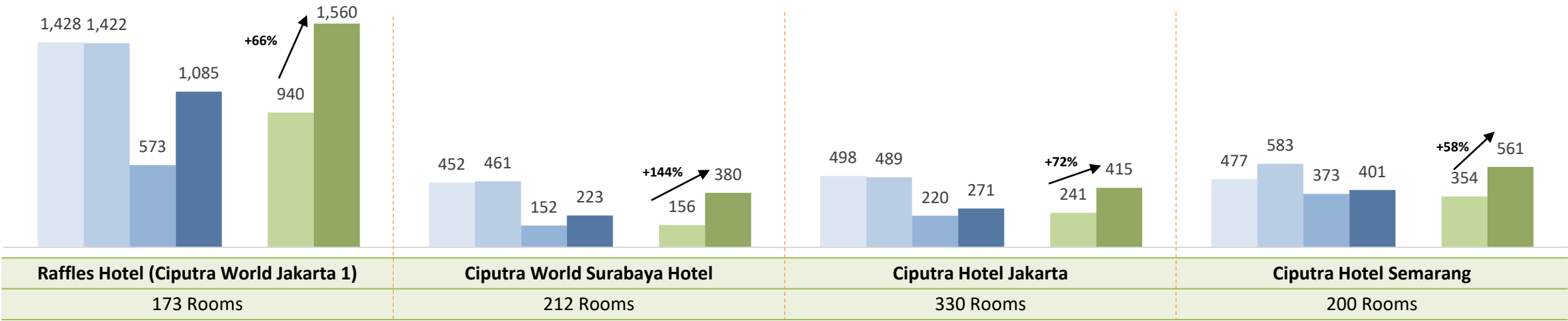
## Lease Expiry Profile (by NLA)



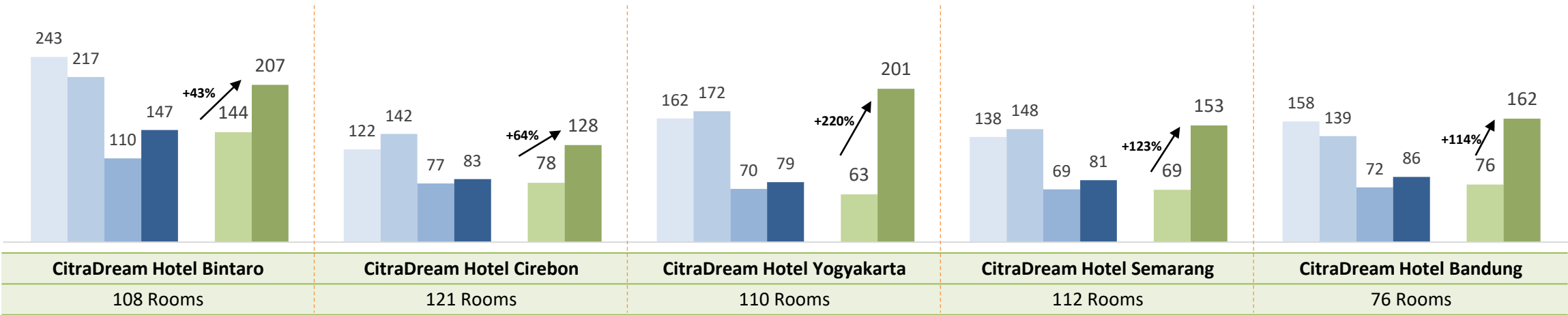
# Gradual Recovery in Hotel Operational Metrics

Star Hotels

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



Budget Hotels



2018 2019 2020 2021 6M21 6M22



# Integrated Healthcare Facilities within Township Projects



**Ciputra Hospital Tangerang**



**Ciputra Hospital Jakarta**



**Ciputra Mitra Hospital**

<b>Township</b>	CitraRaya Tangerang	CitraGarden City Jakarta	CitraLand Banjarmasin
<b>Location</b>	West Greater Jakarta	West Jakarta	South Kalimantan
<b>Start Operation</b>	Nov-11	Dec-15	Nov-16
<b>Capacity (Beds)</b>	183	230	168
<b>Center of Excellence</b>	<ul style="list-style-type: none"> <li>• Cancer Center</li> <li>• Trauma Center</li> <li>• Women &amp; Children Center</li> </ul>	<ul style="list-style-type: none"> <li>• Cardiac Center</li> <li>• Neurology &amp; Neurosurgery Center</li> <li>• Women &amp; Children Center</li> </ul>	<ul style="list-style-type: none"> <li>• Cardiac Center</li> <li>• Trauma Center</li> <li>• Women &amp; Children Center</li> </ul>



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## Growth Strategy and Project Highlights

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# Key Developments

- Launched **15 new clusters 11 existing projects** with a combined presales of **Rp696bn** (17% of 6M22 achievement)
- Total **6M22 presales** reached **Rp4.0tn** (51% of 2022 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+ / Positive Outlook** (January 2022)
- **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

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- 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 0.07x** as of Mar-22) 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



Consistently publishing 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 Control				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



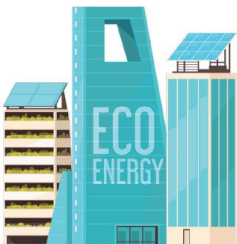
# Sustainability Achievements

## Sustainability Metrics 2021



**125,011 MWh**

Electricity consumption level



**5**

Green building certifications



**0.12 ton CO<sub>2</sub>eq/m<sup>2</sup>**

GHG emissions intensity



**210 rooms**

Negative-pressure isolation rooms for COVID-19 patients



**1,085 ton**

Waste recycled and composted



**>610,000**

doses of COVID-19 vaccine distributed to the surrounding community

## Key Recognitions



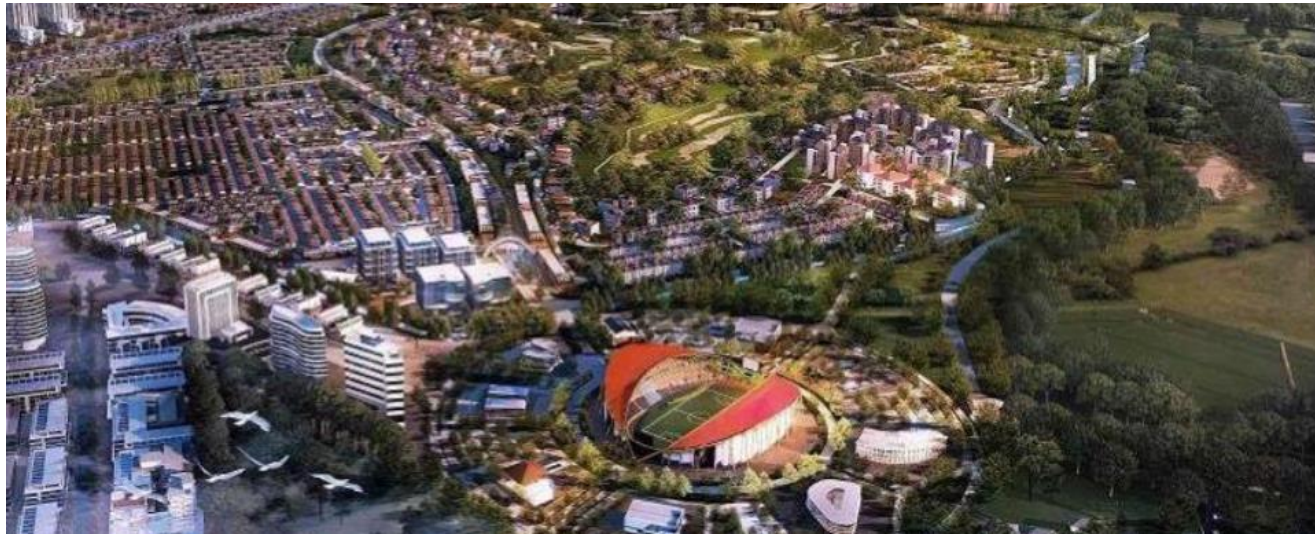
IDX ESG Leaders Index  
since 2020



**KEHATI**

ESG Sector Leaders IDX KEHATI Index  
since 2021

# New Projects 2022



## CitraLand Tanjung Morawa Kota Deli Megapolitan

<b>Location</b>	Deli Serdang, North Sumatra
<b>Development plan</b>	Phase 1: 15 ha out of 50 ha
<b>Market segment</b>	Middle-low
<b>Estimated launch</b>	3Q 2022
<b>2022 est. pre-sales</b>	Rp250 billion
<b>Unit price range</b>	Rp400 million to Rp1.5 billion
<b>Others</b>	Accessibility: 15 minutes to Kualanamu airport 10 minutes to Tanjung Morawa exit toll 45 minutes to Belawan port 45 minutes to city center





# New Projects 2022



## CitraLand Sampali Kota Deli Megapolitan

<b>Location</b>	Deli Serdang, North Sumatra
<b>Development plan</b>	Phase 1: 35 ha
<b>Market segment</b>	Middle and middle-up
<b>Estimated launch</b>	4Q 2022
<b>2022 est. pre-sales</b>	Rp450 billion
<b>Unit price range</b>	Rp1.4 billion to Rp3.8 billion
<b>Others</b>	Accessibility: 25 minutes (6 km) to city center 5 minutes to Belmera exit toll 25 minutes to Belawan port 45 minutes to Kualanamu airport





# Key Projects 2022



## CitraLand Surabaya

Location	West Surabaya
Launch	1993
Development plan	1,700 ha (sold 776 ha)
Market segment	Middle to middle-high
Pre-sales 6M2022	Rp529 billion
Selling price per unit	Rp435 million to Rp6.6 billion
Average unit selling price	Rp1.6 billion
Average land selling price	Rp10.7 million
Unit sold	331 units
Others	Launched new cluster of house in Mar





# Key Projects 2022



## CitraLand Gama City Medan

<b>Location</b>	Medan, North Sumatra
<b>Launch</b>	Feb 2013
<b>Development plan</b>	123 ha out of 211 ha masterplan
<b>Market segment</b>	Middle and middle-up
<b>Pre-sales 6M2022</b>	Rp528 billion
<b>Selling price per unit</b>	Rp1.2 billion to Rp9.3 billion
<b>Average unit selling price</b>	Rp3.1 billion
<b>Average land selling price</b>	Rp11.1 million
<b>Unit sold</b>	173 units
<b>Others</b>	Launched new clusters of shop house in Mar and Jun





# Key Projects 2022



## CitraLand City Losari Makassar

<b>Location</b>	Makassar, South Sulawesi
<b>Launch</b>	Oct 2015
<b>Development plan</b>	157 ha (sold 35 ha + 50 ha to government)
<b>Market segment</b>	Middle to high
<b>Pre-sales 6M2022</b>	Rp483 billion
<b>Selling price per unit</b>	Rp499 million to Rp32.2 billion
<b>Average unit selling price</b>	Rp15.3 billion
<b>Average land selling price</b>	Rp15.3 million
<b>Unit sold</b>	93 units
<b>Others</b>	Launched new cluster of house in Jun





# Key Projects 2022



CitraGarden City Jakarta	
Location	Kalideres, West Jakarta
Launch	1984
Development plan	454 ha (sold 356 ha)
Market segment	Middle to high
Pre-sales 6M2022	Rp373 billion
Selling price per unit	Rp360 million to Rp9.1 billion
Average unit selling price	Rp 2.2 billion
Average land selling price	Rp 15.2 million
Unit sold	172 units
Others	-



# Key Projects 2022



## CitraRaya Tangerang

<b>Location</b>	Tangerang, West of Jakarta
<b>Launch</b>	1994
<b>Development plan</b>	2,760 ha (sold 866 ha)
<b>Market segment</b>	Middle-low to middle-high
<b>Pre-sales 6M2022</b>	Rp270 billion
<b>Selling price per unit</b>	Rp206 million to Rp4.0 billion
<b>Average unit selling price</b>	Rp912 million
<b>Average land selling price</b>	Rp4.9 million
<b>Unit sold</b>	296 units
<b>Others</b>	Launched new clusters of house in Jan and May





# Key Projects 2022

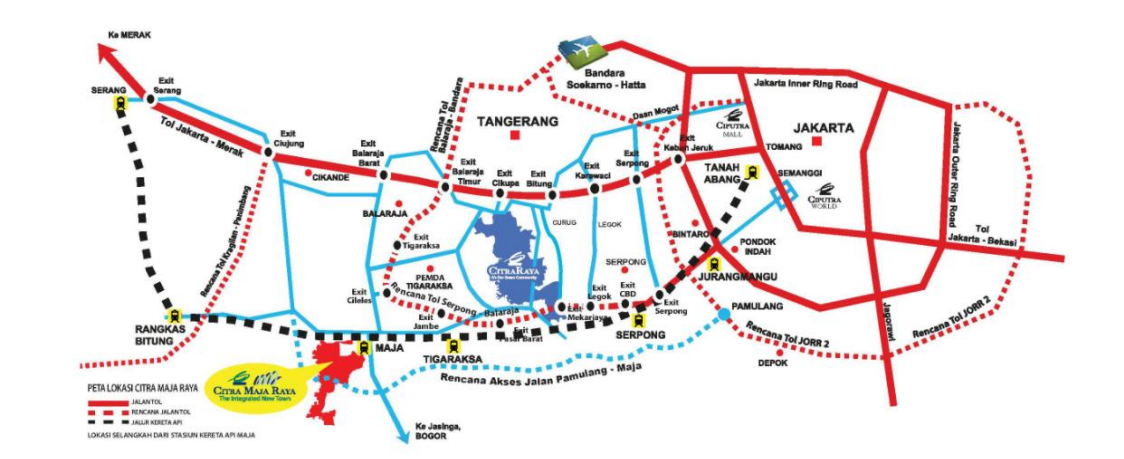


## CitraLand Tallasa City Makassar

Location	Makassar, South Sulawesi
Launch	May 2017
Development plan	69 ha (sold 32 ha)
Market segment	Middle
Pre-sales 6M2022	Rp126 billion
Selling price per unit	Rp589 million to Rp4.9 billion
Average unit selling price	Rp1.3 billion
Average land selling price	Rp5.0 million
Unit sold	94 units
Others	-



# Key Projects 2022



Citra Maja Raya	
Location	Lebak, Banten, West Java
Launch	November 2014
Development plan	1,200 ha (sold 283 ha)
Market segment	Middle to middle-low
Pre-sales 6M2022	Rp118 billion
Selling price per unit	Rp135 million to Rp1.2 billion
Average unit selling price	Rp389 million
Average land selling price	Rp1.6 million
Unit sold	303 units
Others	Launched new clusters of shop house (Mar) and house (May)



# Key Projects 2022



## CitraGrand Semarang

<b>Location</b>	Semarang, Central Java
<b>Launch</b>	Sep 2012
<b>Development plan</b>	55 ha (sold 24 ha)
<b>Market segment</b>	Middle and middle-up
<b>Pre-sales 6M2022</b>	Rp107 billion
<b>Selling price per unit</b>	Rp272 million to Rp4.3 billion
<b>Average unit selling price</b>	Rp 1.8 billion
<b>Average land selling price</b>	Rp 5.7 million
<b>Unit sold</b>	60 units
<b>Others</b>	-



# Key Projects 2022



## CitraLand Megah Batam

<b>Location</b>	Batam, Riau, Sumatra
<b>Launch</b>	Jul 2013
<b>Development plan</b>	14 ha (sold 5 ha)
<b>Market segment</b>	Middle and middle low
<b>Pre-sales 6M2022</b>	Rp92 billion
<b>Selling price per unit</b>	Rp845 million to Rp2.3 billion
<b>Average unit selling price</b>	Rp1.4 billion
<b>Average land selling price</b>	Rp5.2 million
<b>Unit sold</b>	68 units
<b>Others</b>	Launched new cluster of house in Mar





# Key Projects 2022



CitraLand The GreenLake Surabaya	
Location	Surabaya, East Java
Launch	Jul 2013
Development plan	40 ha (sold 14 ha)
Market segment	Middle and middle-up
Pre-sales 6M2022	Rp88 billion
Selling price per unit	Rp1.3 billion to Rp3.7 billion
Average unit selling price	Rp 2.1 billion
Average land selling price	Rp 10.5 million
Unit sold	42 units
Others	-





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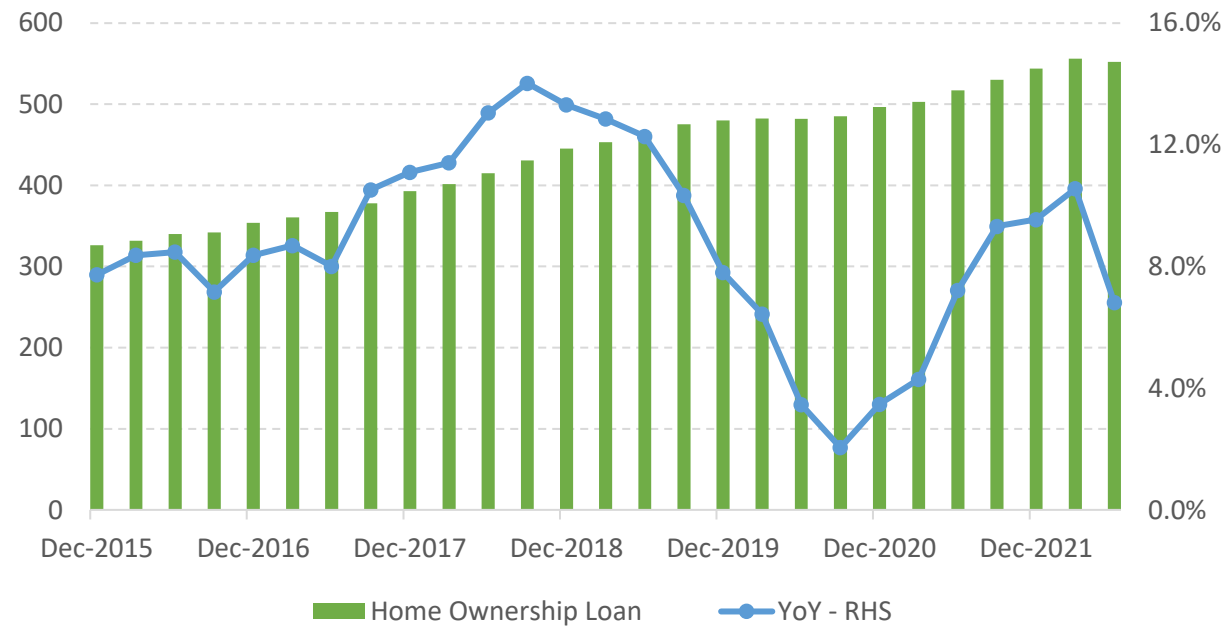
## Country Overview

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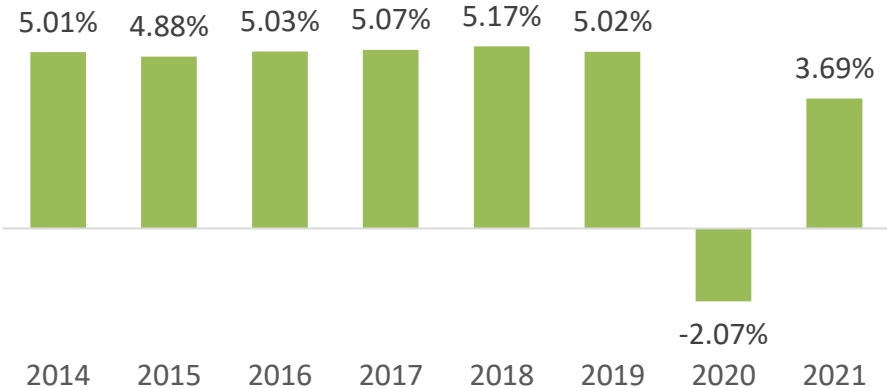
# Encouraging Macro Conditions

Robust economic growth accelerating middle class formation and increasing housing demand

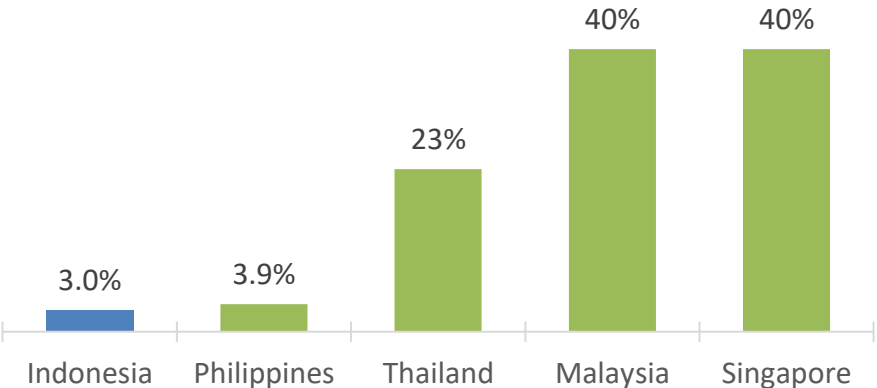
Home Ownership Loan Outstanding (Rp tn)



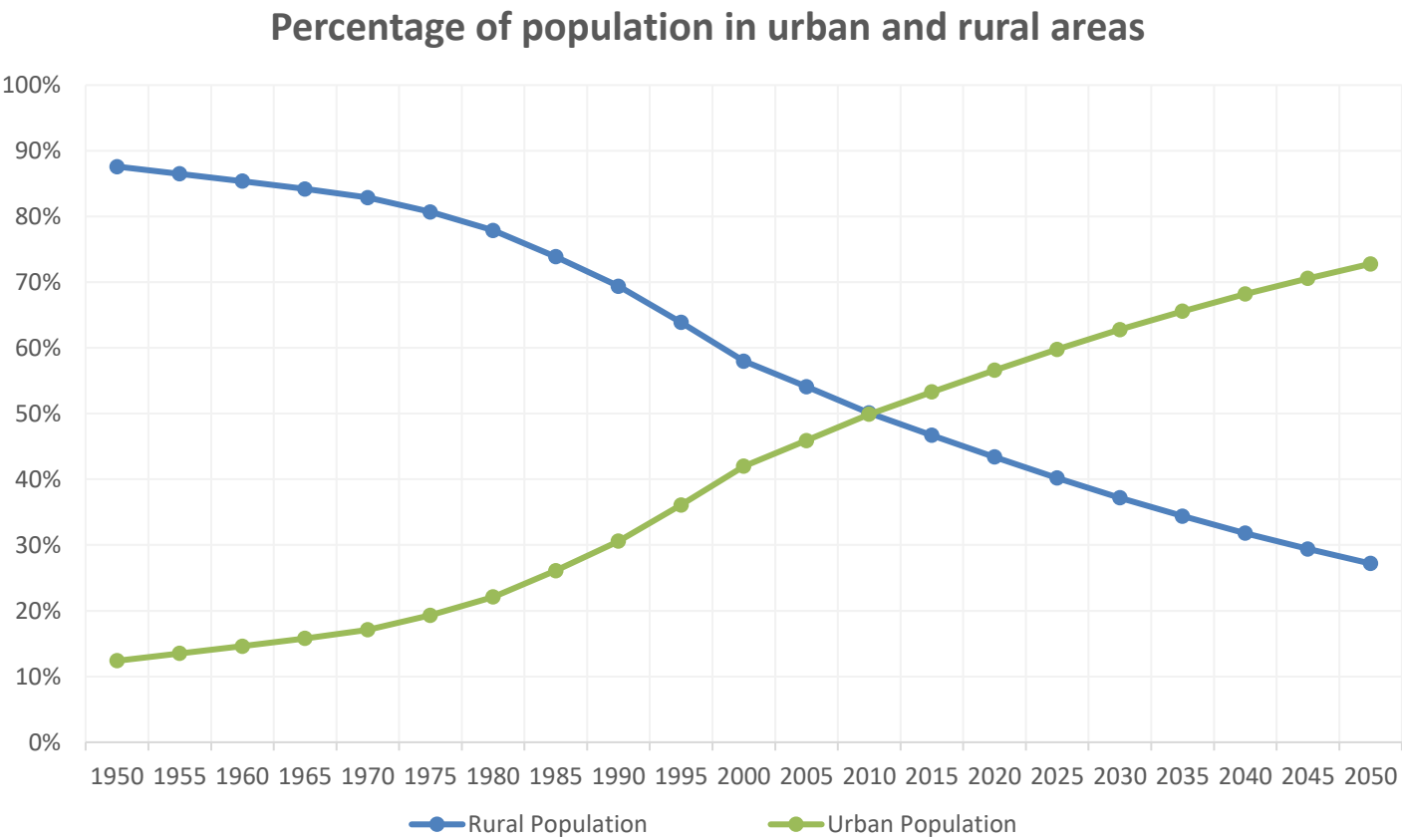
Real GDP Growth



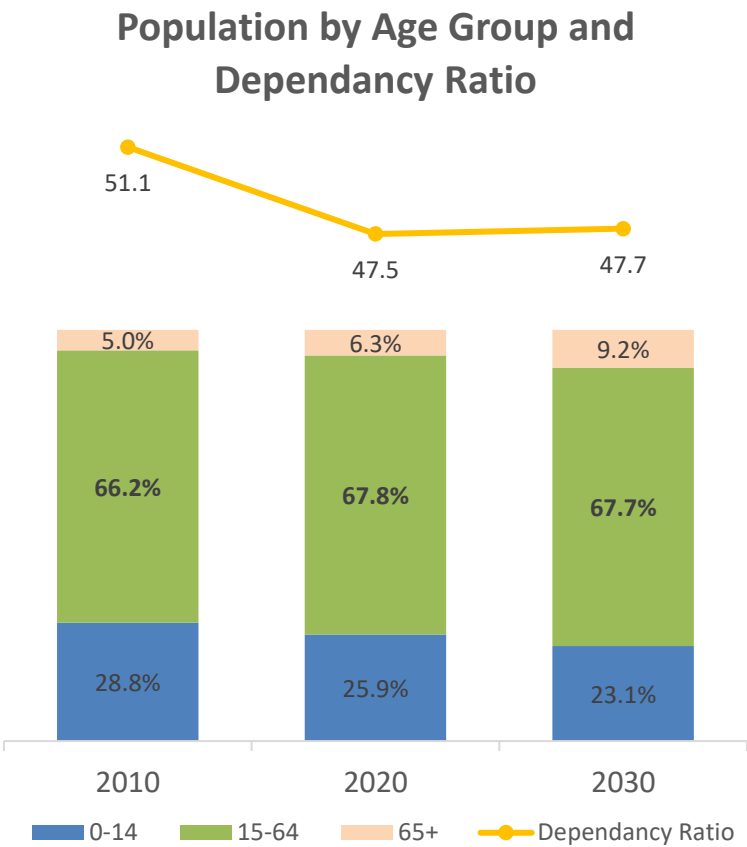
Housing Loan as % of Nominal GDP (December 2019)



# Favorable Population Structure



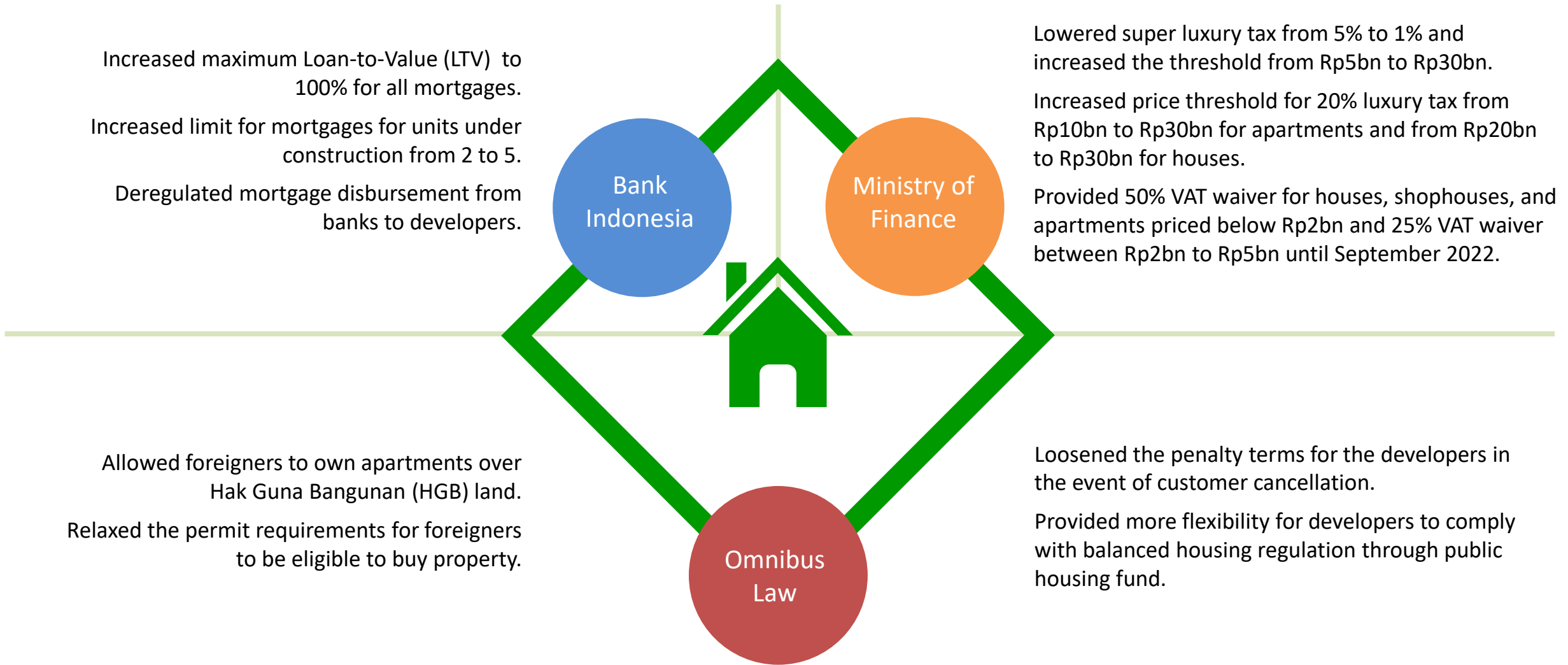
More than half of the Indonesian population lives in urban areas since 2010 and it is estimated to reach almost three-quarters by 2050



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



# Regulatory Support from the Government



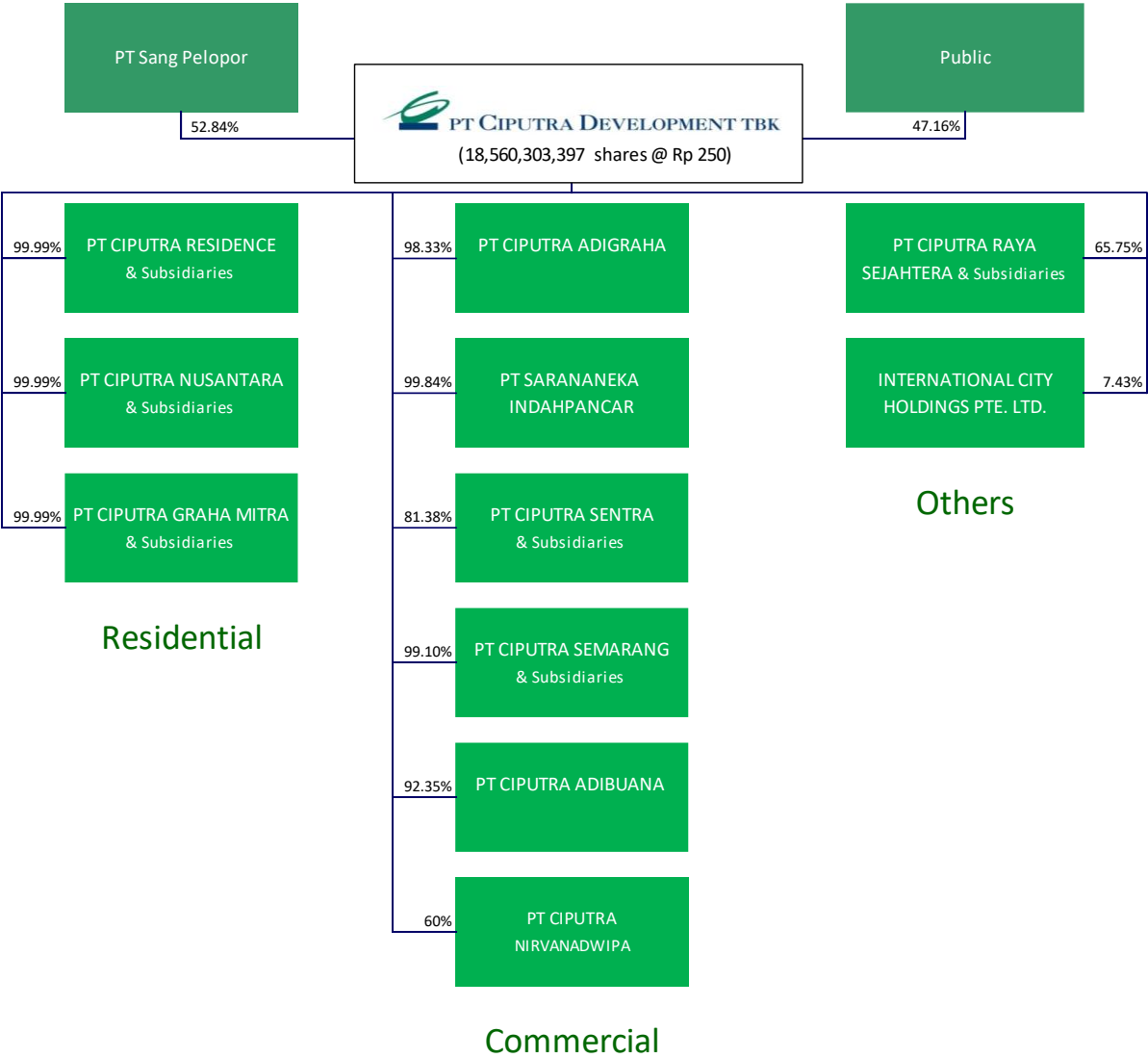


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## Appendix

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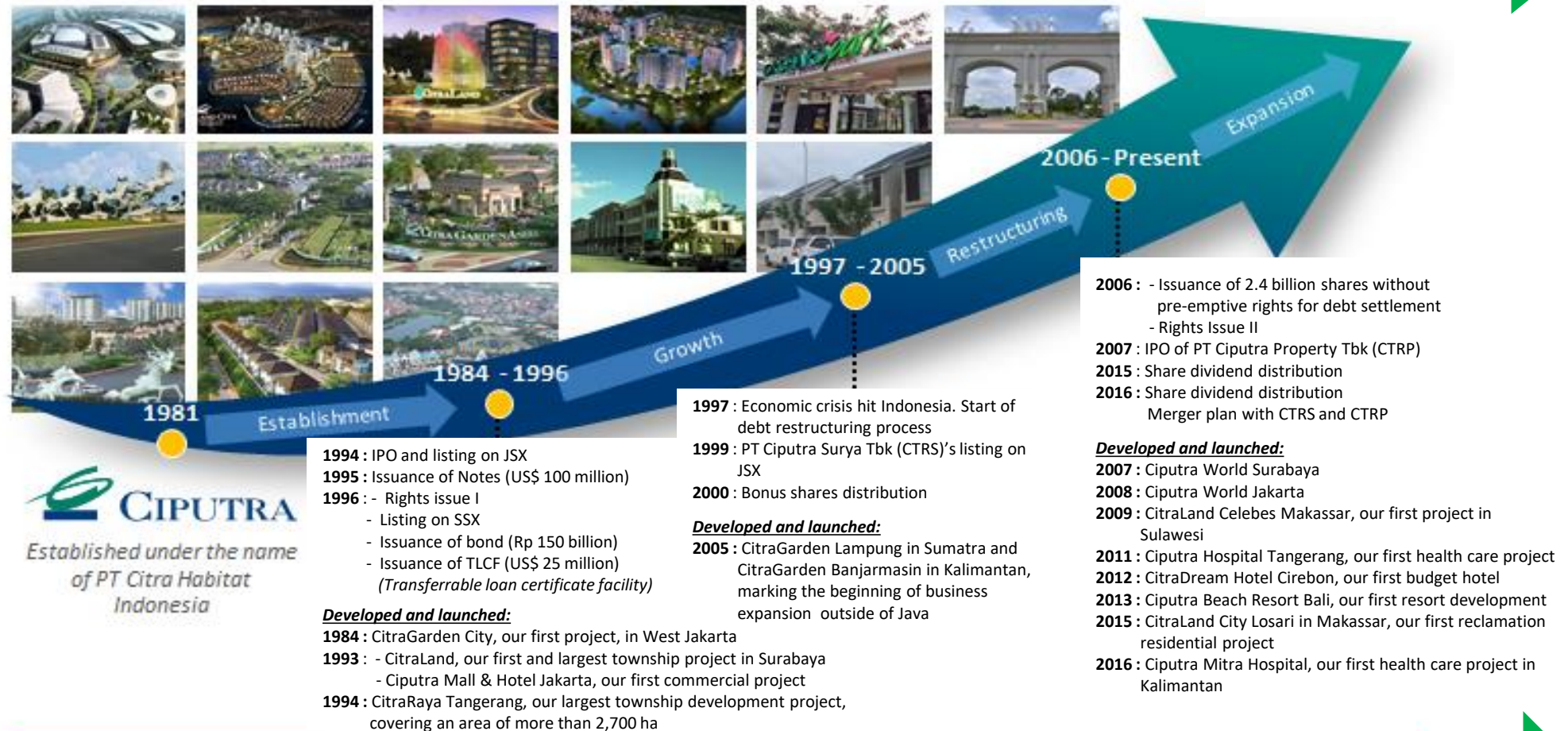
# Corporate Structure





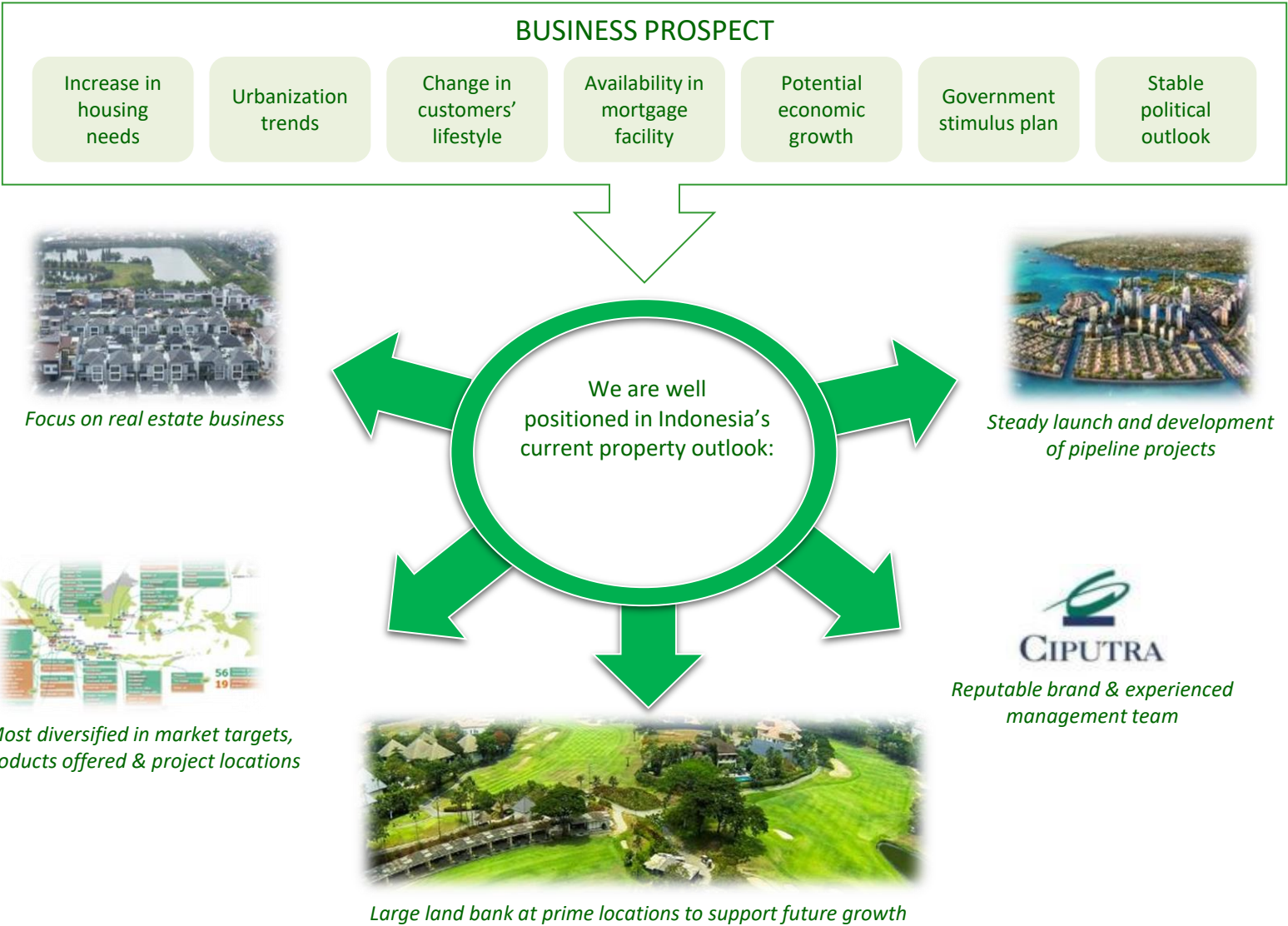
# Corporate Milestones

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



**Rina Ciputra S.**  
*Chairman*



**Junita Ciputra**



**Sandra Hendharto**



**Kodradi**  
*Independent member*



**Tanan H. Antonius**  
*Independent member*



**Thomas Bambang**  
*Independent member*

## Board of Directors



**Candra Ciputra**  
*President*



**Budiarsa S.**



**Harun Hajadi**



**Cakra Ciputra**



**Agussurja Widjaja**



**Artadinata Djangkar**



**MI Meiko Handoyo**



**Nanik J. Santoso**



**Sutoto Yakobus**



**Tulus Santoso**  
*Corporate Secretary*

# Investor Relations

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