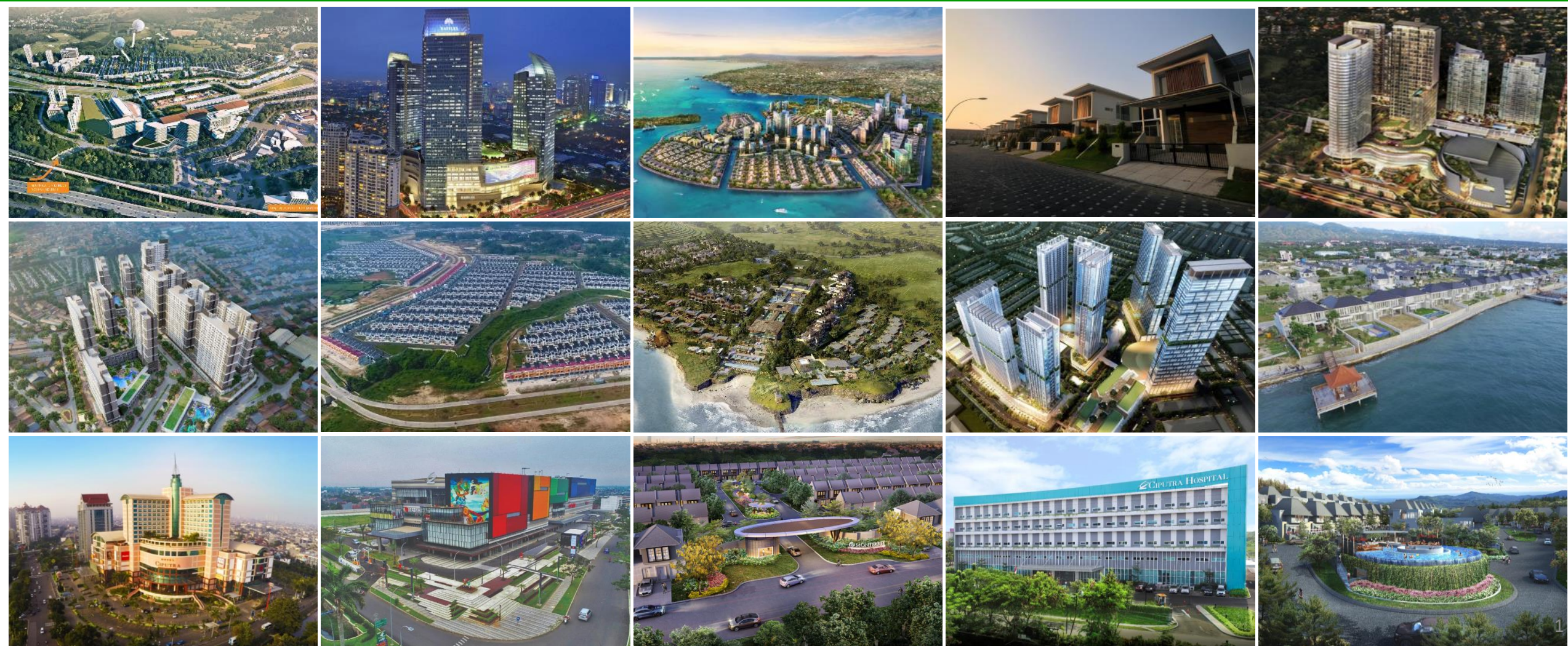




PT CIPUTRA DEVELOPMENT TBK

Results Presentation (6M22)



Results Summary (Income Statement)

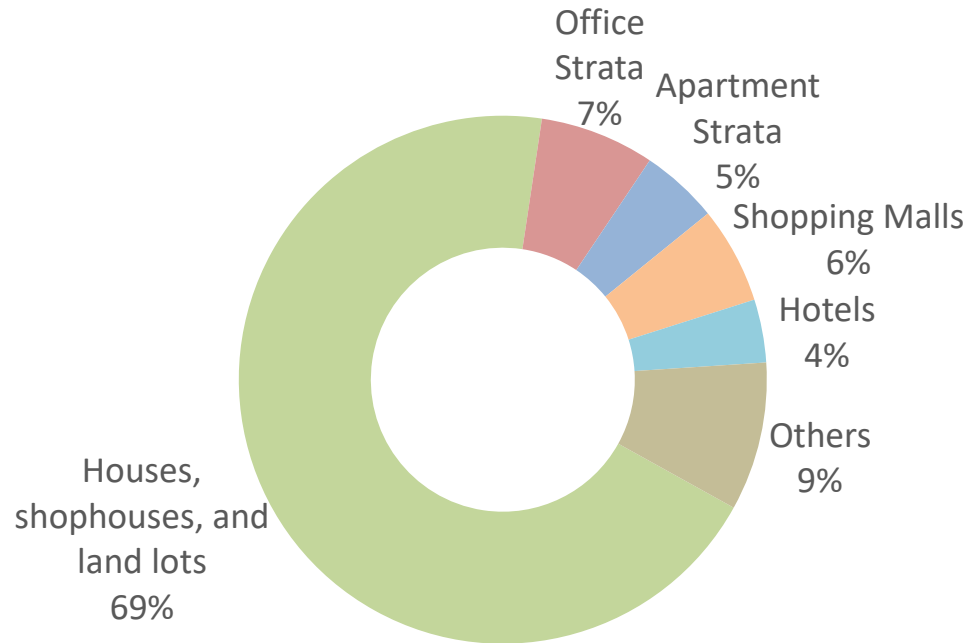
(Rp bn)	6M22	6M21	% YoY	
Revenue	4,665	4,020	16.0%	<i>Effect of +18.6% YoY in Property Development segment and +6.3% YoY in Recurring segment</i>
COGS	(2,296)	(2,059)	11.5%	
Gross Profit	2,369	1,961	20.8%	
<i>Gross Profit Margin</i>	<i>50.8%</i>	<i>48.8%</i>		
Operating Expense	(804)	(730)	10.1%	
Operating Profit	1,565	1,231	27.2%	
<i>Operating Profit Margin</i>	<i>33.5%</i>	<i>30.6%</i>		
Interest Income (Expense) - Net	(421)	(565)	-25.4%	<i>Effect of deleveraging and lower borrowing costs</i>
Other Income (Expense) - Net	96	102	-5.5%	
Final Tax and Income Tax	(148)	(118)	25.8%	
Net Income Before Non-Controlling Interest	1,092	650	68.0%	
Non-Controlling Interest	(87)	(167)	-47.6%	<i>Effect of lower revenue recognition from JV projects</i>
Net Income Attributable to Owners	1,005	483	107.8%	
<i>Net Profit Margin</i>	<i>21.5%</i>	<i>12.0%</i>		

Results Summary (Revenue Breakdown and Margin Performance)

(Rp bn)	6M22	6M21	% YoY	
Revenue Breakdown				
Property Development Revenue	3,784	3,191	18.6%	
Houses, shophouses, and land lots	3,234	2,344	38.0%	
Office for sale	328	549	-40.3%	<i>Adoption of new accounting standard affecting highrise revenue recognition (IFRS 15 ; PSAK 72)</i>
Apartments	222	299	-25.6%	
Recurring Revenue	881	829	6.3%	
Hospitals	272	368	-26.2%	<i>Reduction in Covid-related healthcare services, partially offset by increase in non-Covid segment</i>
Shopping malls	277	212	30.6%	<i>Reduction in tenant rental discounts</i>
Office for lease	107	108	-1.3%	
Hotels	180	116	54.8%	<i>Normalization of occupancy rate and average room rate</i>
Others	45	23	93.2%	<i>Re-opening of golf courses and waterparks</i>
Total Revenue	4,665	4,020	16.0%	
Margin Performance				
Property Development GPM	52.3%	49.9%		
Houses, shophouses, and land lots	52.3%	48.8%		
Office for sale	59.0%	56.4%		<i>Effect of product mix</i>
Apartments	42.5%	46.7%		<i>Effect of product mix</i>
Recurring GPM	44.2%	44.5%		
Hospitals	46.8%	54.6%		
Shopping malls	38.4%	29.3%		
Office for lease	65.1%	65.9%		
Hotels	42.1%	34.9%		
Others	22.3%	-27.4%		
Total GPM	50.8%	48.8%		

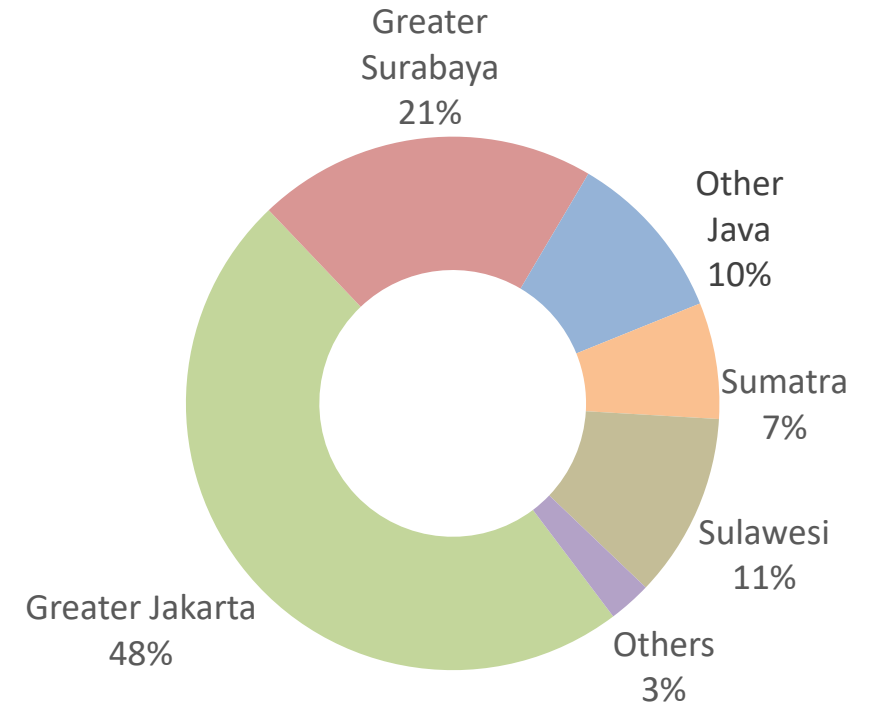
Results Summary (Revenue per Segment and per Location)

Revenue per Segment (6M22)



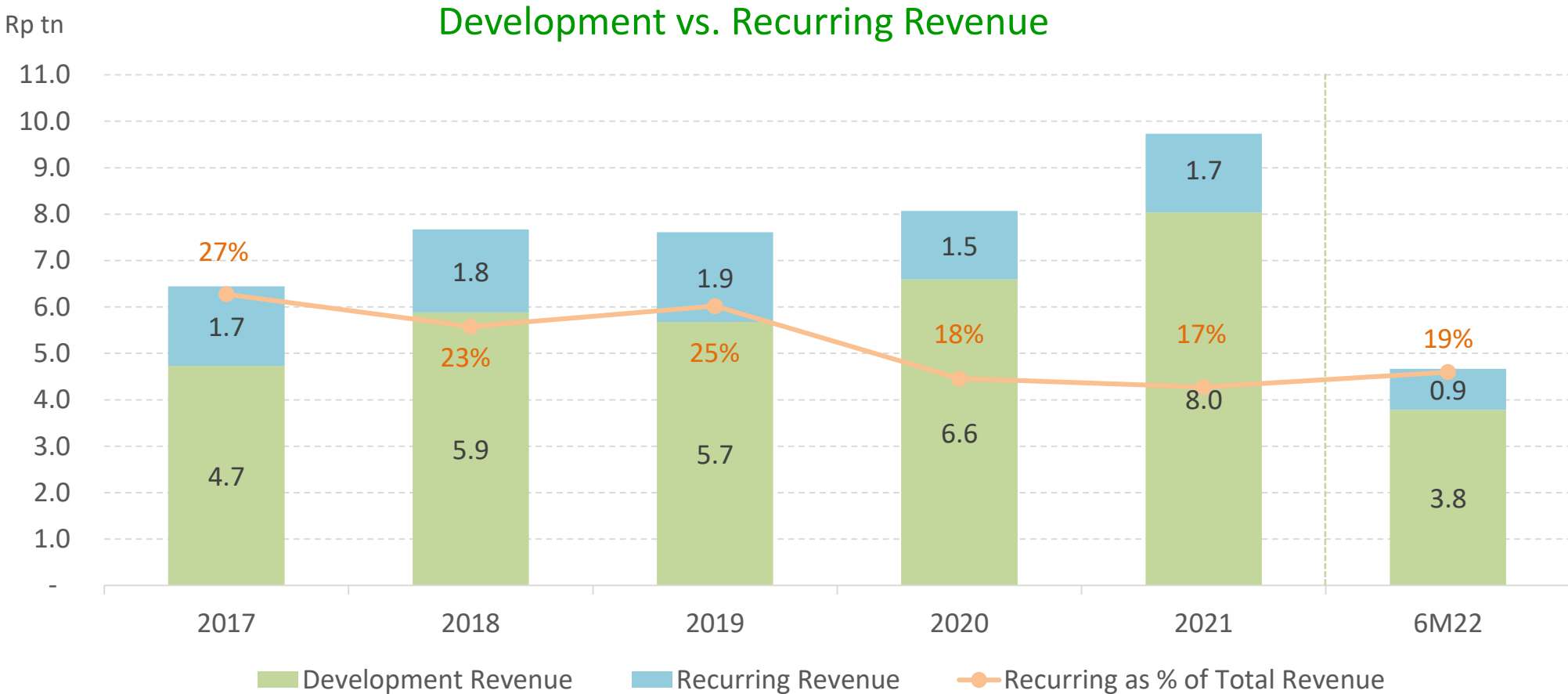
- Development = 81% (Houses + Office + Apartments)
- Recurring = 19% (Malls + Hotels + Hospitals + Office)

Revenue per Location (6M22)



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

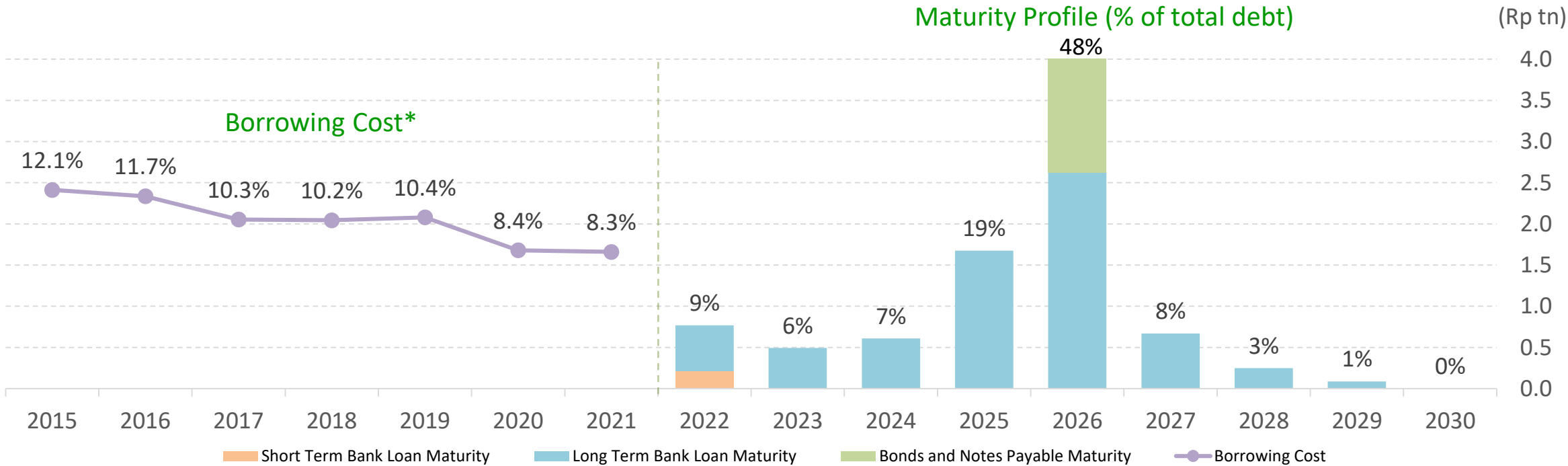
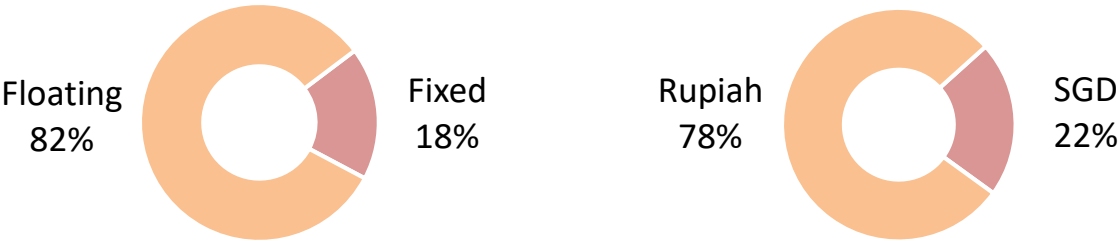
Results Summary (Historical Revenue Breakdown)



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

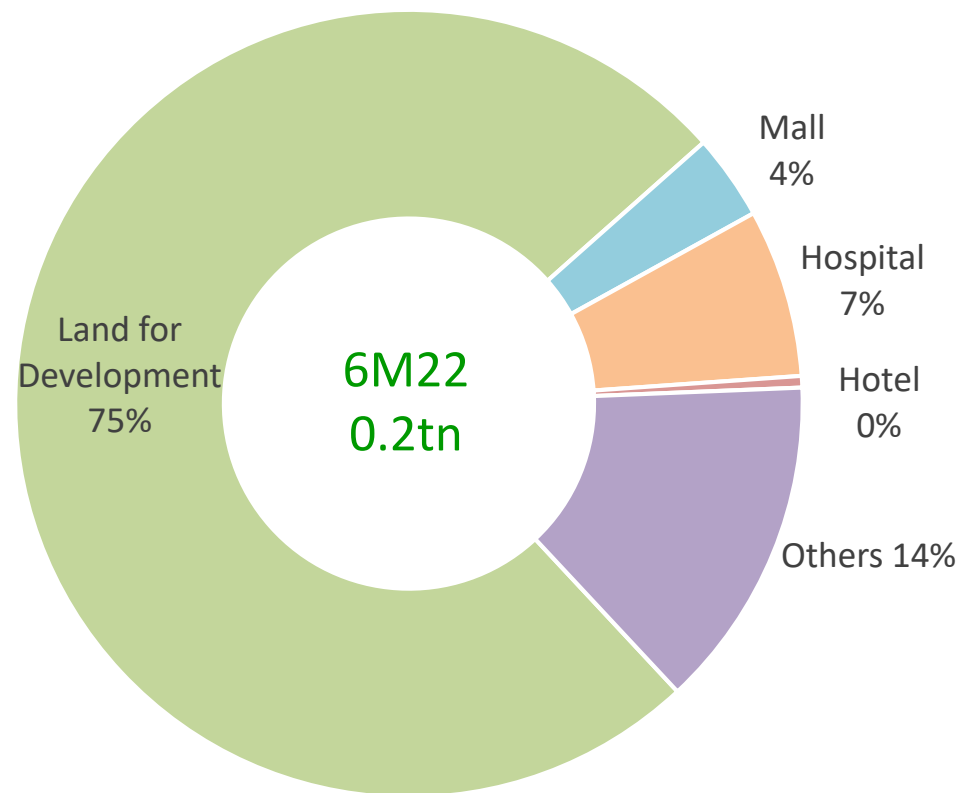
Debt Profile

As of Jun-22
Total Borrowings: Rp8.8tn



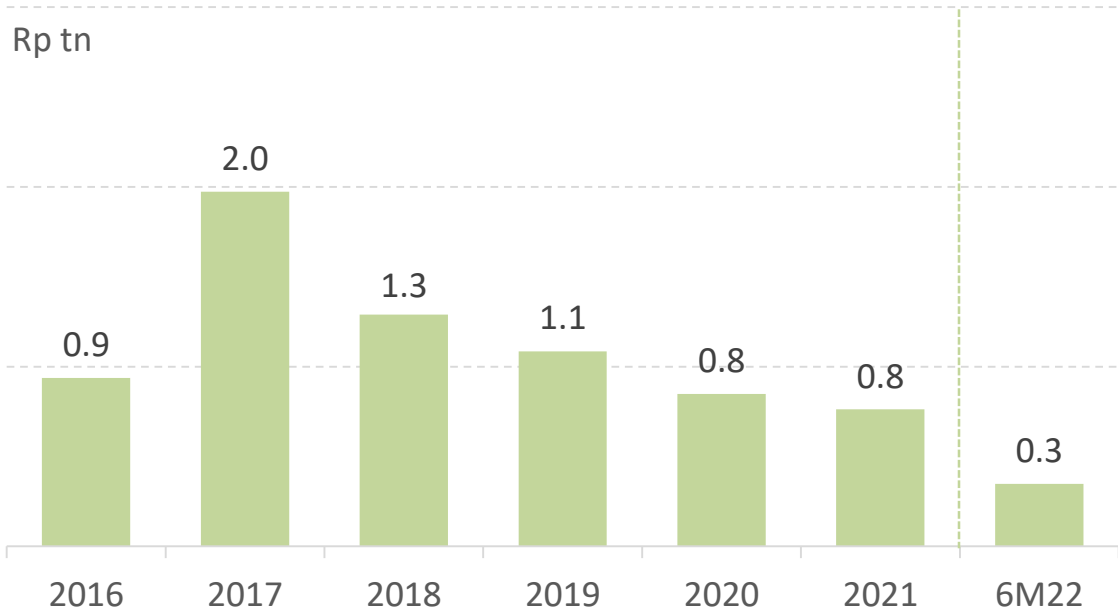
*Average Borrowing Cost calculation includes capitalized interest expense of 74bn, 131bn, 179bn, Rp89bn, Rp6bn, Rp25bn, Rp45bn in 2015, 2016, 2017, 2018, 2019, 2020, and 2021 and excludes PSAK 72 impact of 469bn in 2021.

Capex Schedule



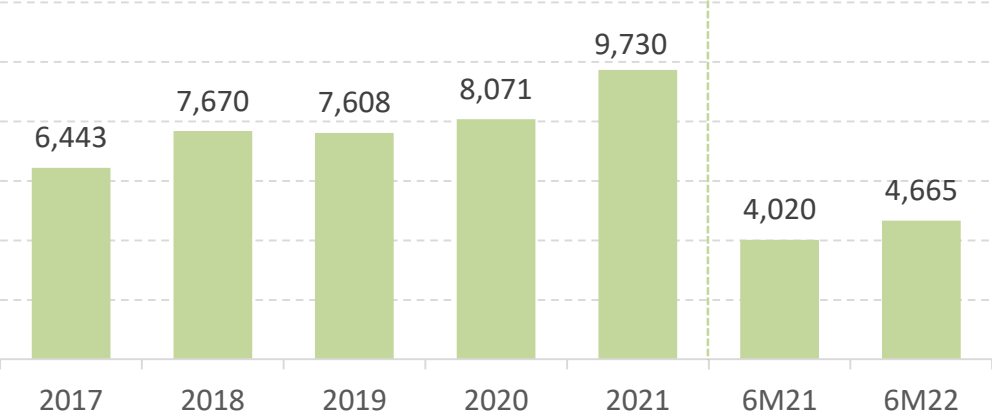
- Prudent capital management through selective land banking and deferring non-committal capex

Historical Capex

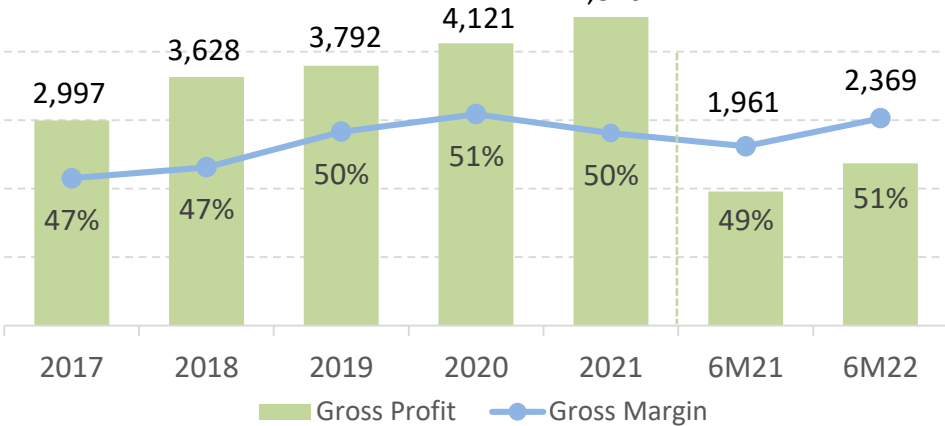


Financial Highlights

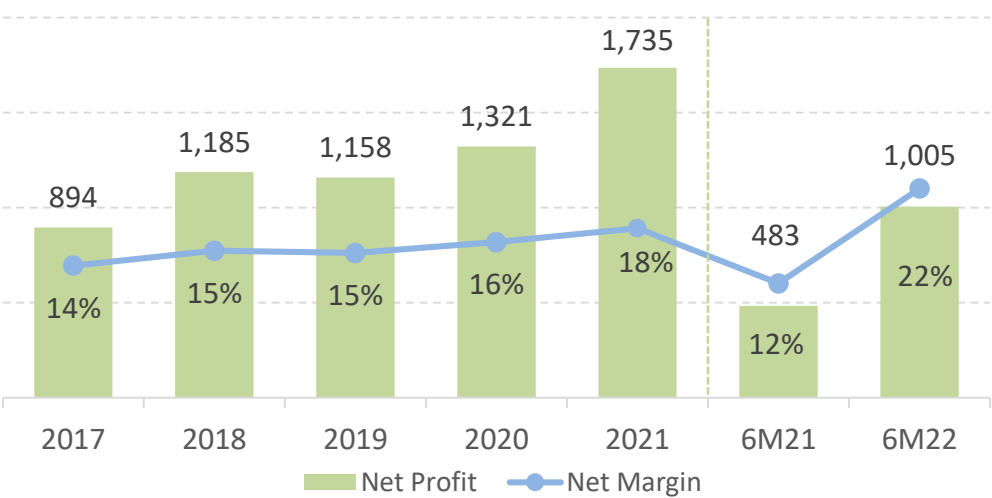
Revenue



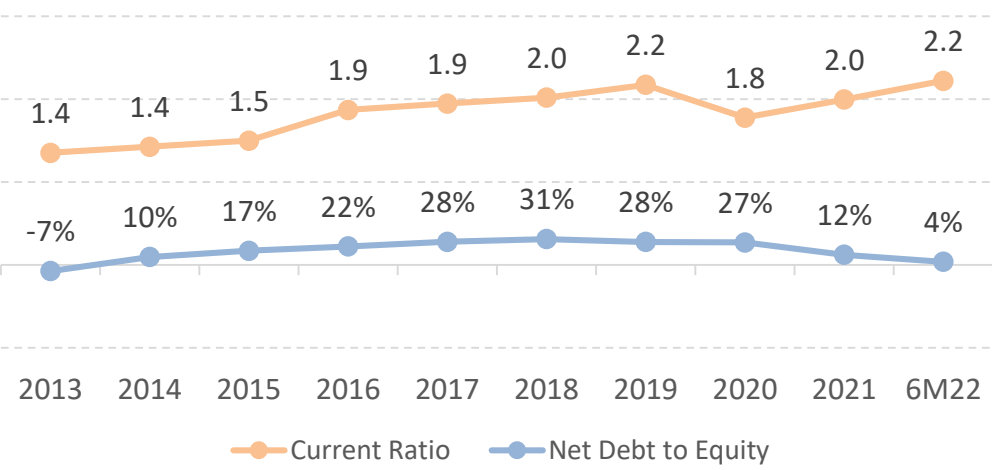
Gross Profit



Net Profit



Key Ratios



Balance Sheet Summary

Rp bn	Jun-22	Dec 2021	Dec 2020	Dec 2019	Dec 2018	Dec 2017
Assets	40,920	40,668	39,255	36,196	34,289	31,872
Cash & cash equivalents	7,973	7,162	5,276	4,238	3,243	3,240
Land	14,415	14,538	14,471	13,523	13,048	11,696
Fixed Assets	2,552	2,504	2,595	3,089	3,114	3,144
Investment Properties	5,416	5,528	5,523	5,373	4,962	4,762
Others	10,564	10,937	11,390	9,972	9,921	9,031
Liabilities	20,517	21,274	21,798	18,434	17,645	16,322
Debt	8,749	9,555	10,024	9,176	8,455	7,618
Contract Liabilities	8,923	8,978	9,218	6,870	6,814	6,459
Others	2,845	2,742	2,556	2,388	2,375	2,245
Equity	20,403	19,394	17,458	17,762	16,644	15,551
Minority interests	2,457	2,424	2,125	2,409	2,270	2,113
Equity net of minority interests	17,946	16,971	15,332	15,352	14,374	13,438
Debt to Total Equity	43%	49%	57%	52%	51%	49%
Net Debt to Total Equity	4%	12%	27%	28%	31%	28%



Company Overview

One of Indonesia's Leading Property Developer

Core Business

Property Development for Sale



Township



Residential



Condominium



Office

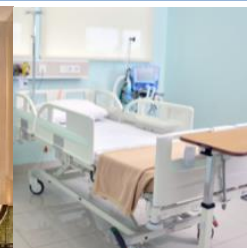
Commercial Property Development & Management



Shopping
Mall



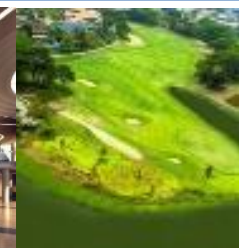
Hotel



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

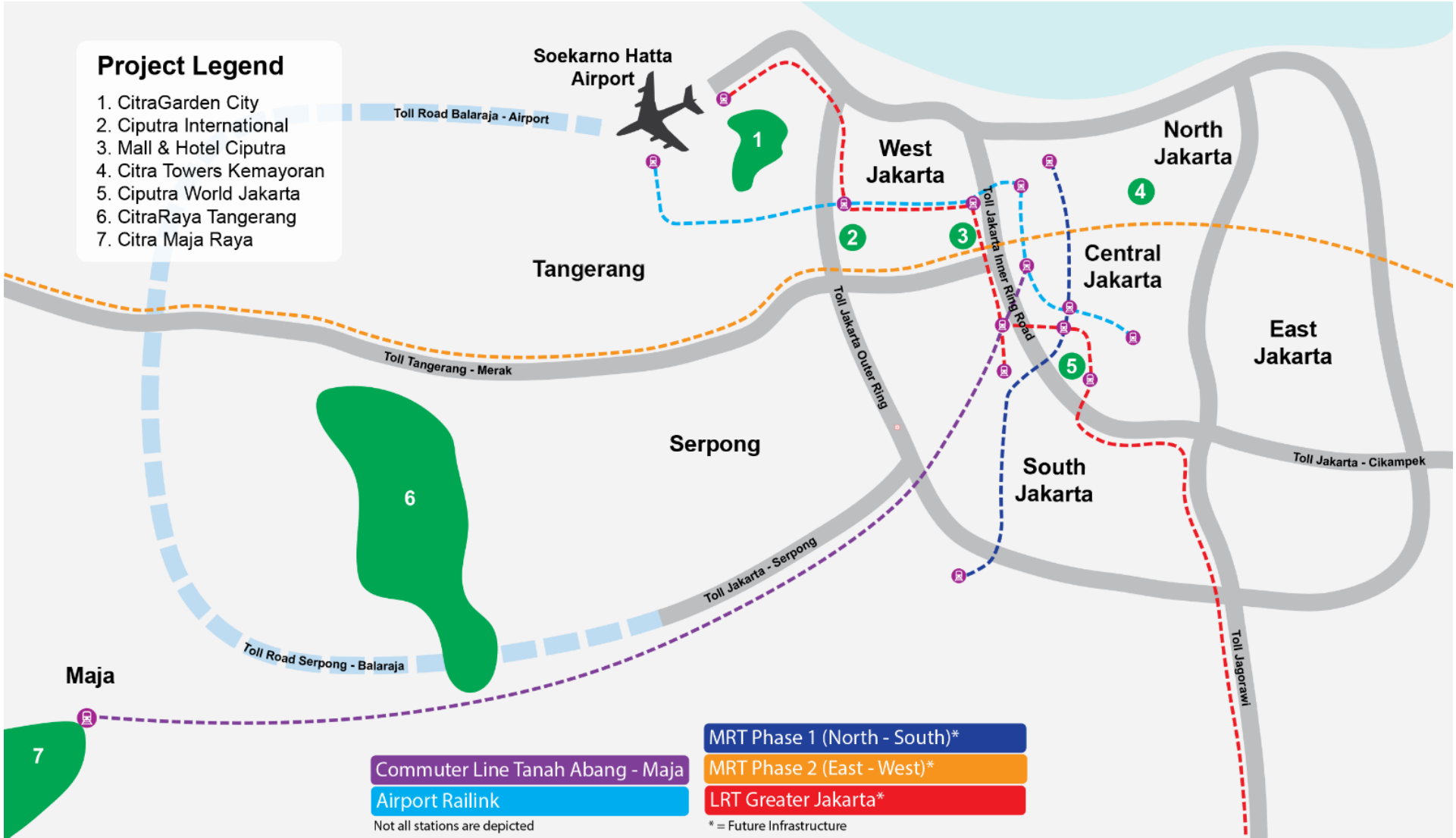
Citra Landmark
CitraLand Cirebon
CitraLand BSB City Semarang
CitraGrand Semarang
CitraSun Garden Semarang

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

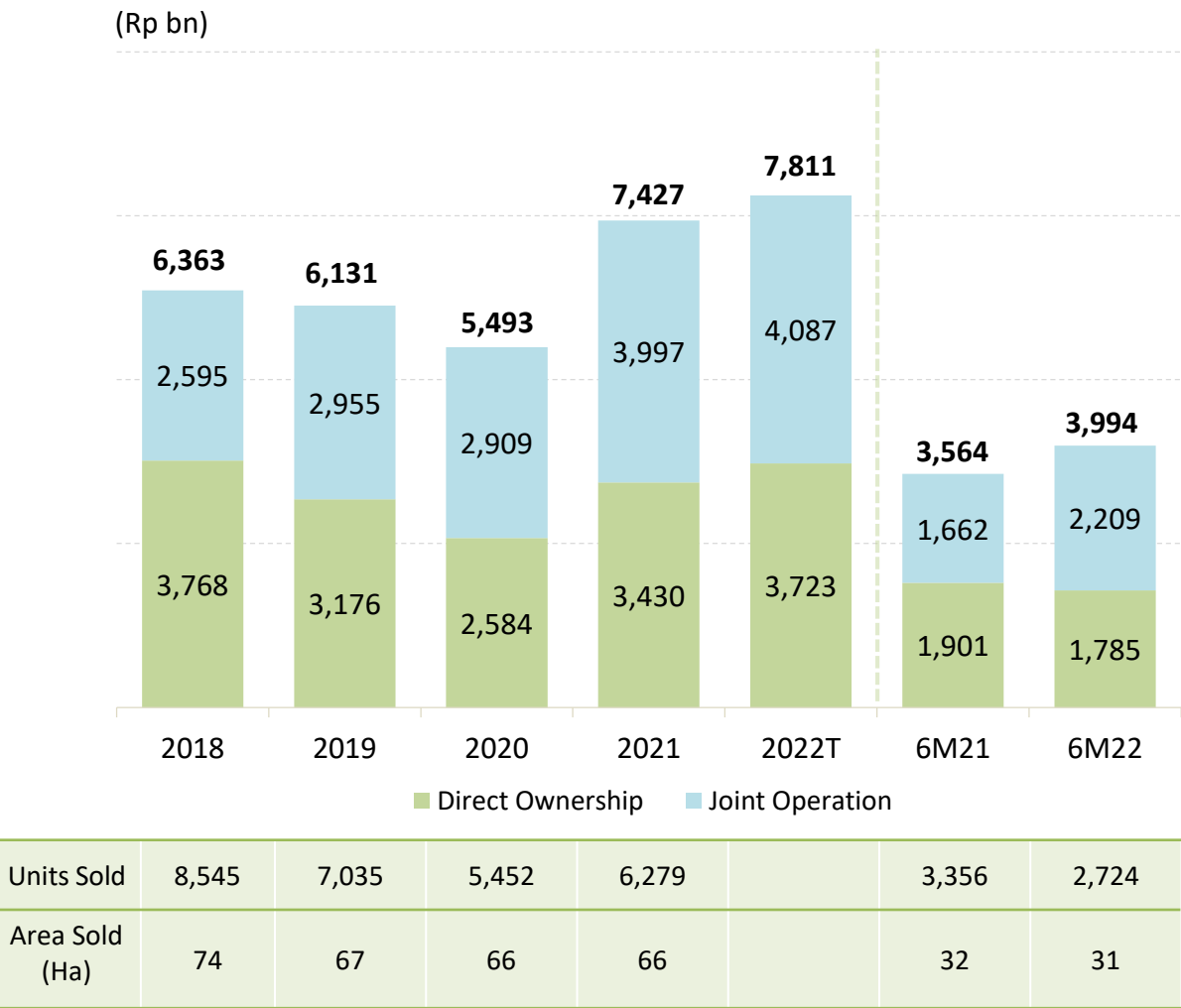
CitraGarden Sidoarjo
CitraIndah Sidoarjo
CitraGarden City Malang
CitraLand Puncak Tidar Malang

Greater Jakarta Project Portfolio

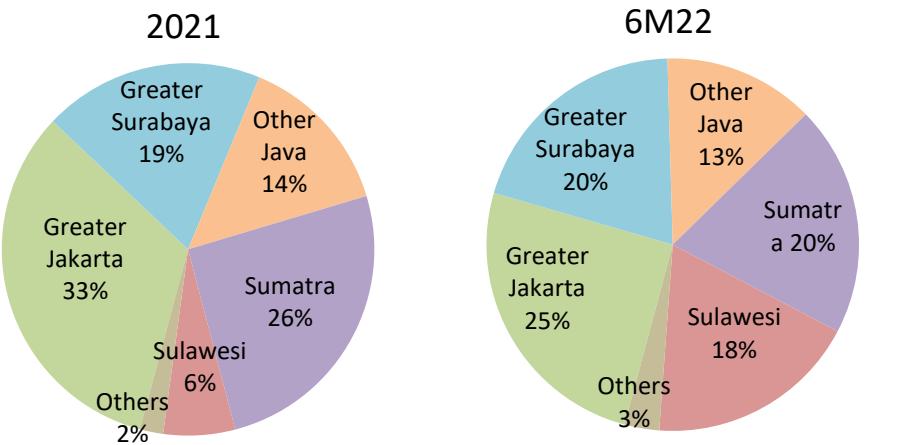


Marketing Sales Summary

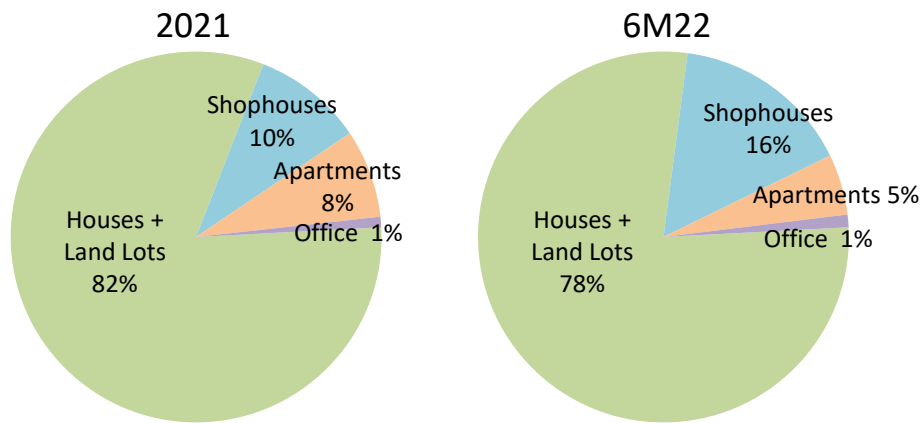
Historical Presales



Presales per Location

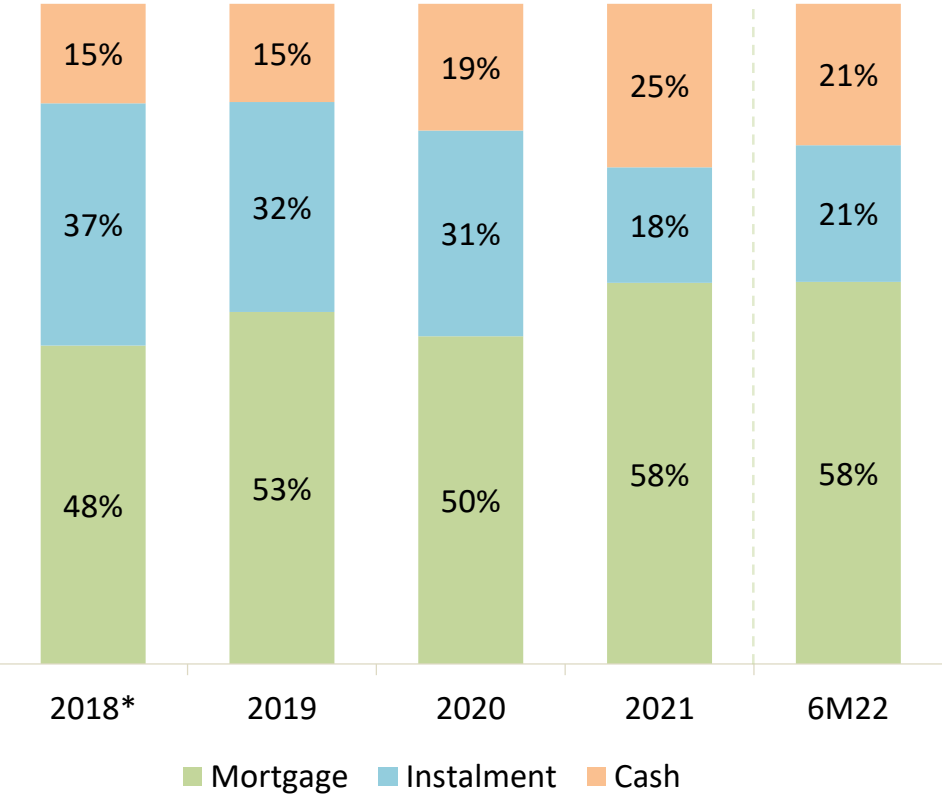


Presales per Product



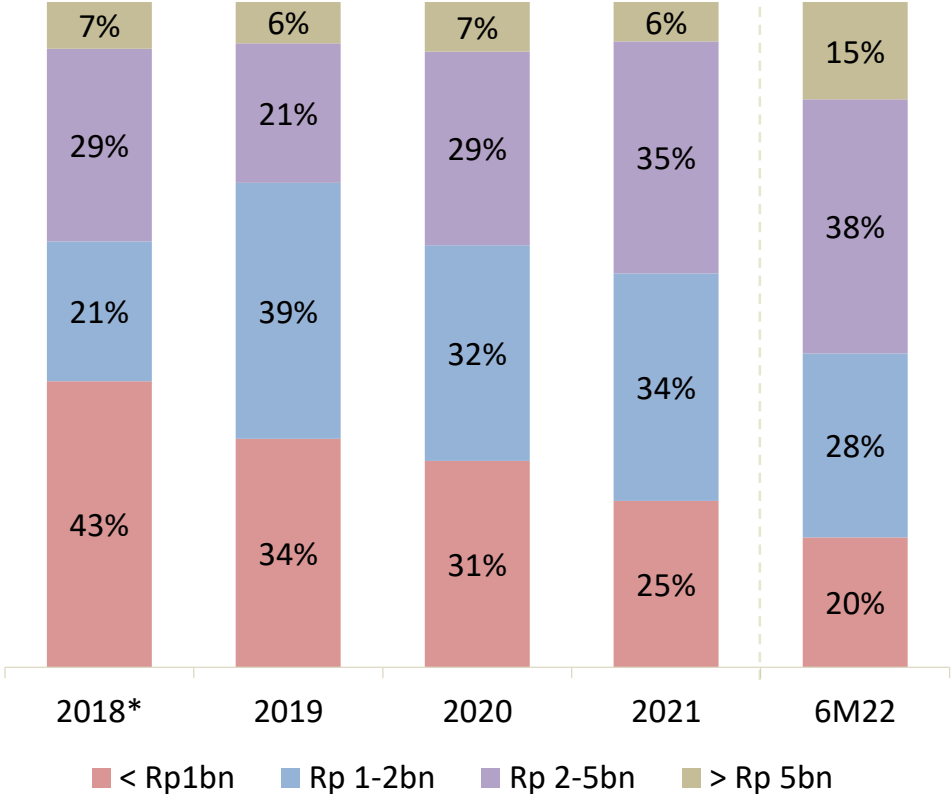
Marketing Sales Summary

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 (Ha)	2022 Average Unit Price (Rp bn)
CitraRaya Tangerang	100%	792	0.9
CitraIndah Jonggol	100%	180	0.6
CitraGarden City Jakarta	100%	107	2.5
CitraGarden Puri Jakarta	100%	16	1.8
CitraLand Cibubur	JV - 60%	74	0.8
Total Greater Jakarta		1,169	
CitraLand Surabaya	100%	798	2.1
CitraHarmoni Sidoarjo	100%	83	0.9
CitraGarden Sidoarjo	JV - 60%	6	2.4
Total Greater Surabaya		888	
CitraLand Bandar Lampung	100%	28	2.1
CitraLand Palembang	JV - 60%	107	1.5
CitraLand Pekanbaru	JV - 60%	7	2.1
Ciputra Beach Resort	JV - 60%	47	2.4
Total Others		190	
Total Land Bank		2,247	

Rights to Additional Land Bank Through Joint-Operation Schemes

Joint Operation Project	Development Plan (Ha)	2022 Average Unit Price (Rp bn)
Citra Sentul Raya	38	1.8
CitraLake Sawangan Depok	12	2.7
Total Greater Jakarta	50	
The Taman Dayu Pandaan	89	1.5
CitraLand The Green Lake Surabaya	40	2.1
CitraLand Driyorejo CBD	12	1.0
Total Greater Surabaya	141	
Citra Maja Raya	683	0.3
CitraLand BSB City Semarang	100	1.8
CitraGrand Semarang	55	1.7
CitraSun Garden Semarang	17	2.8
CitraGarden City Malang	51	1.1
CitraGarden BMW Cilegon	47	0.8
CitraLand Cirebon	45	0.6
CitraLand Puri Serang	43	0.6
CitraGarden Pekalongan	10	0.7
CitraGrand Mutiara Yogyakarta	9	1.2
CitraLand Puncak Tidar Malang	32	2.7
Total Java Ex-Jakarta Ex-Surabaya	1,092	
CitraRaya City Jambi	564	0.6
CitraLand Gama City Medan	123	3.5
CitraLand Botanical City Pangkalpinang	57	0.9
Citra AeroLink Batam	9	1.7
CitraLand Megah Batam	14	1.5
CitraGarden Pekan Baru	20	1.0
CitraLand Helvetia Kota Deli Megapolitan	7	3.9
Total Sumatra	794	

Joint Operation Project	Development Plan (Ha)	2022 Average Unit Price (Rp)
CitraGrand Senyur City Samarinda	295	0.7
CitraGarden City Samarinda	39	0.5
CitraLand City Samarinda	86	1.7
CitraMitra City Banjarbaru	172	1.3
CitraLand Banjarmasin	40	3.0
CitraGarden Aneka Pontianak	27	1.2
CitraCity Balikpapan	9	2.3
Total Kalimantan	668	
CitraGrand Galesong City Gowa	185	0.2
CitraLand City Losari Makassar	157	3.2
CitraLand Talassa City Makassar	69	1.4
CitraLand Celebes Makassar	30	2.4
CitraGarden Makassar	15	0.6
CitraLand Palu	17	1.1
CitraLand Kendari	15	2.3
Total Sulawesi	488	

Total JO Land Bank of 3,233 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%
Total Jakarta			235,100	77%	1,789	
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%
Total Surabaya			91,700	75%	467	
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%
Total Others			75,800	71%	506	
Total Strata Title Apartment			402,600	75%	2,763	

Office Assets – Strata Title and Leased

Strata-Title Office

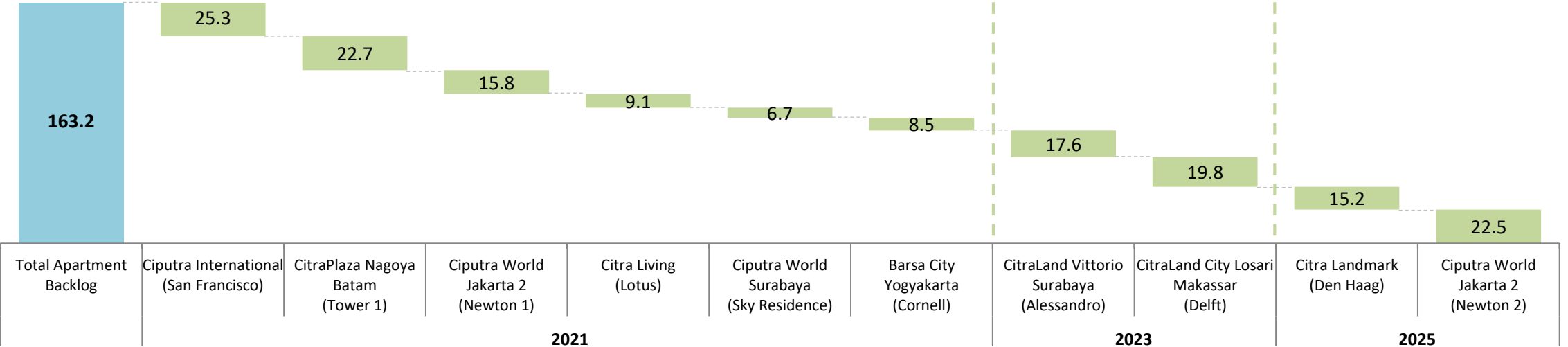
Project Name	Tower	Ownership Scheme	Saleable SGA (sqm)	Sold	Est. Unsold Stock Value (Rp bn)	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	18,300	96%	38	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	28,000	83%	218	100%
Ciputra International	Propan Tower	JV - 55%	18,700	75%	121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

Leased Office

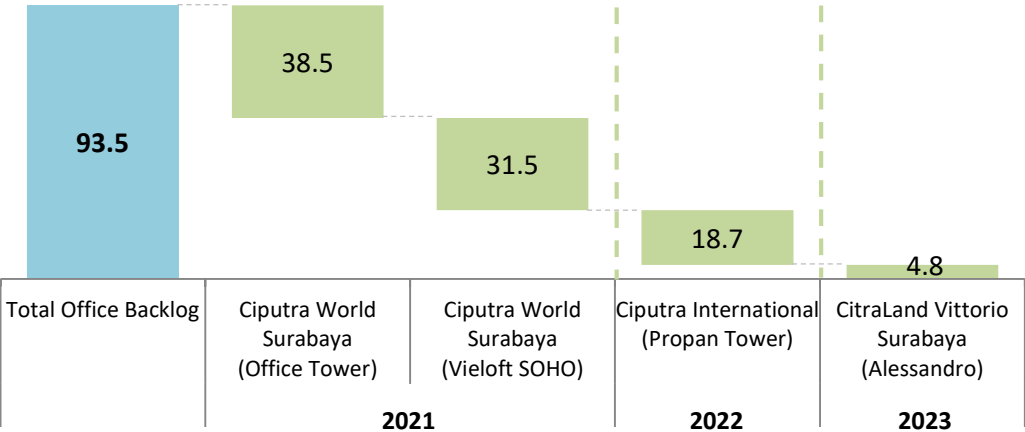
Project Name	Tower	Ownership Scheme	Leasable SGA (sqm)	Leased	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	42,900	90%	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	38,000	77%	100%
Ciputra International	Tokopedia Care Tower	JV - 55%	10,000	99%	100%
Total Jakarta			90,900	85%	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

Apartment and Office Completion Schedule

Apartment Strata-Title (SGA '000 sqm)



Office Strata-Title (SGA '000 sqm)

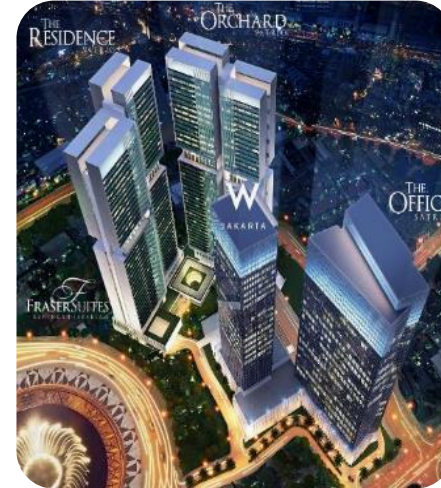


Future Mixed-Use Developments

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
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



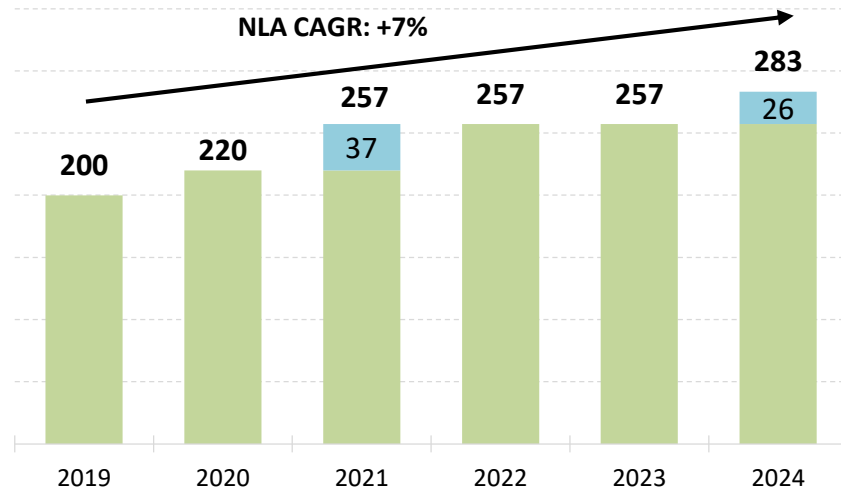
Healthy Occupancy and Lease Expiry Profile for Malls

Mall	Net Leasable Area (sqm)	Occupancy Rate				
		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					

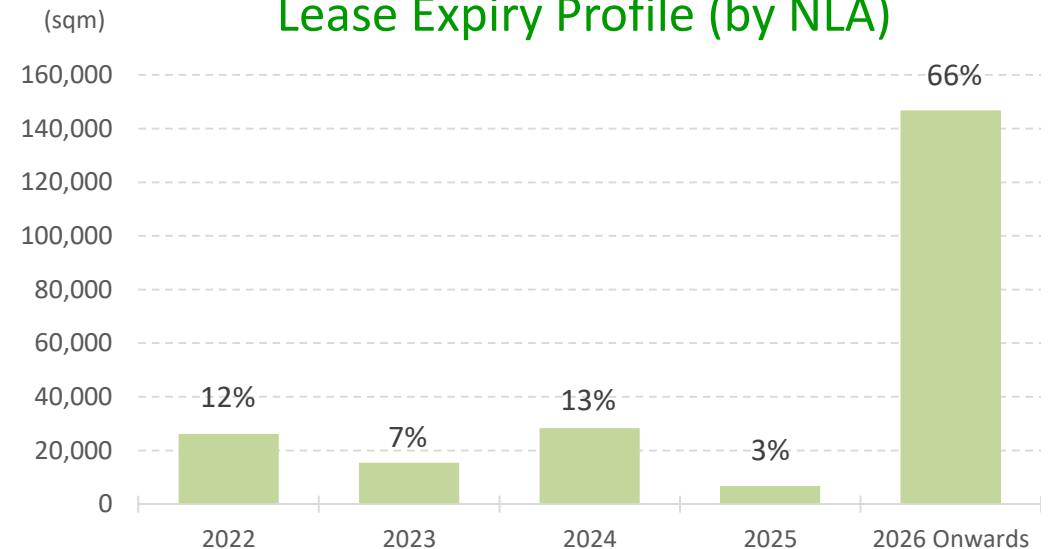
* Newly opened extension with 37,500m2 NLA in April 2021

- Total mall **NLA of 256k m²** with average occupancy rate of **86%**

Total Net Leasable Area ('000 m²)



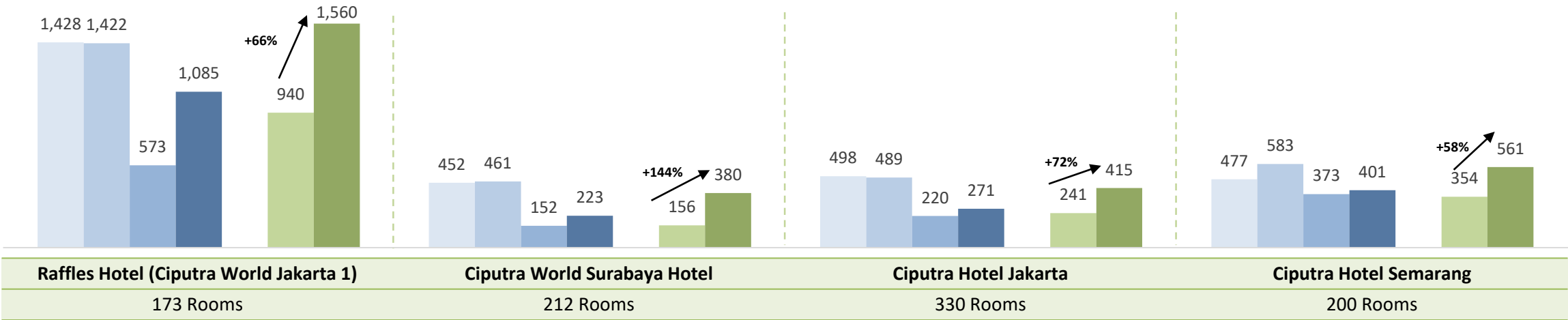
Lease Expiry Profile (by NLA)



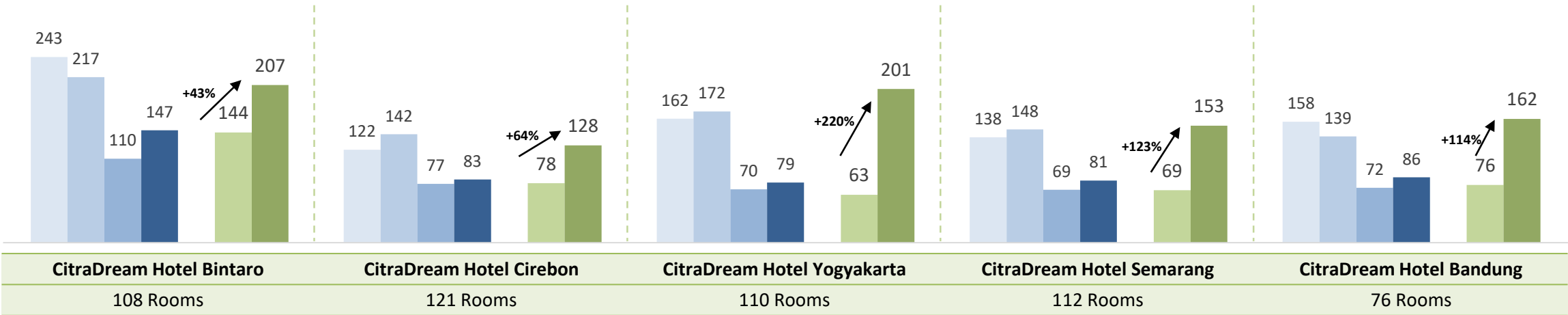
Gradual Recovery in Hotel Operational Metrics

Star Hotels

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



Budget Hotels



2018 2019 2020 2021 6M21 6M22

Integrated Healthcare Facilities within Township Projects



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 **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

- 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

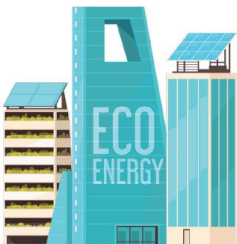
Sustainability Achievements

Sustainability Metrics 2021



125,011 MWh

Electricity consumption level



5

Green building certifications



0.12 ton CO₂eq/m²

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



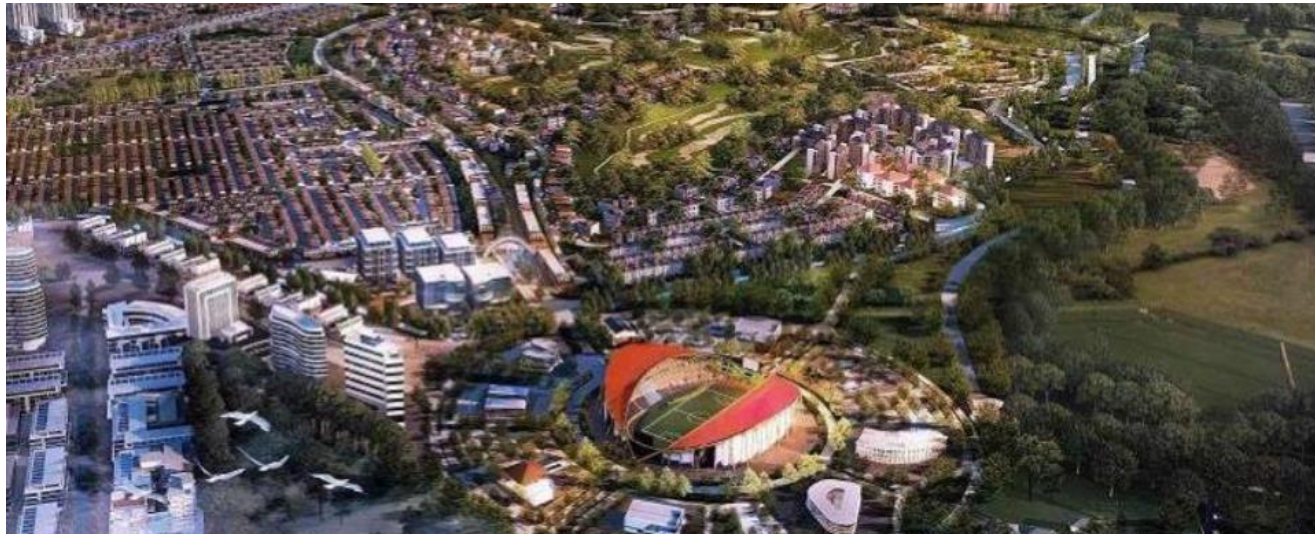
IDX ESG Leaders Index
since 2020



KEHATI

ESG Sector Leaders IDX KEHATI Index
since 2021

New Projects 2022



CitraLand Tanjung Morawa Kota Deli Megapolitan

Location	Deli Serdang, North Sumatra
Development plan	Phase 1: 15 ha out of 50 ha
Market segment	Middle-low
Estimated launch	3Q 2022
2022 est. pre-sales	Rp300 billion
Unit price range	Rp400 million to Rp1.5 billion
Others	Accessibility: 15 minutes to Kualanamu airport 10 minutes to Tanjung Morawa exit toll 45 minutes to Belawan port 45 minutes to city center

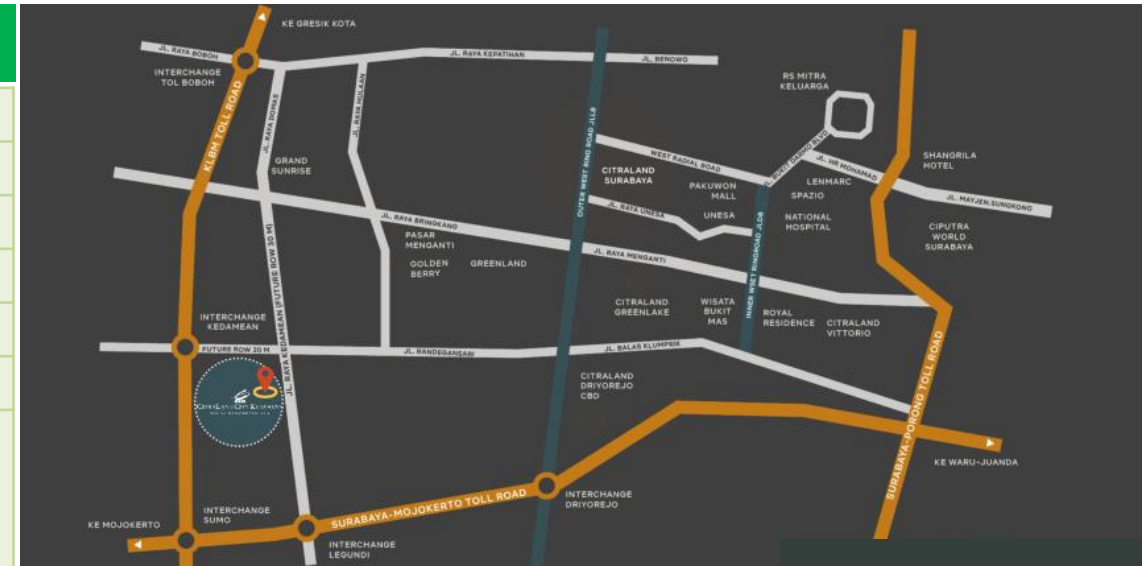


New Projects 2022



CitraLand City Kedamean

Location	Gresik, East Java
Development plan	200 ha
Market segment	Middle and middle-low
Estimated launch	3Q 2022
2022 est. pre-sales	Rp250 billion
Unit price range	Rp500 million to Rp2.0 billion
Others	Accessibility: 3 minutes to Surabaya-Mojokerto (Krian) toll gate 3 minutes to KLBK (Belahan Rejo) toll gate 35 minutes to Juanda international airport 45 minutes to Surabaya city center



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
Unit sold	331 units
Others	Launched new cluster of house in Mar



Key Projects 2022



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 6M2022	Rp528 billion
Selling price per unit	Rp1.2 billion to Rp9.3 billion
Average unit selling price	Rp3.1 billion
Unit sold	173 units
Others	Launched new clusters of shop house in Mar and Jun



Key Projects 2022



CitraLand City Losari Makassar

Location	Makassar, South Sulawesi
Launch	Oct 2015
Development plan	157 ha (sold 35 ha + 50 ha to government)
Market segment	Middle to high
Pre-sales 6M2022	Rp483 billion
Selling price per unit	Rp499 million to Rp32.2 billion
Average unit selling price	Rp15.3 billion
Unit sold	93 units
Others	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
Unit sold	172 units
Others	-

Key Projects 2022



CitraRaya Tangerang

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



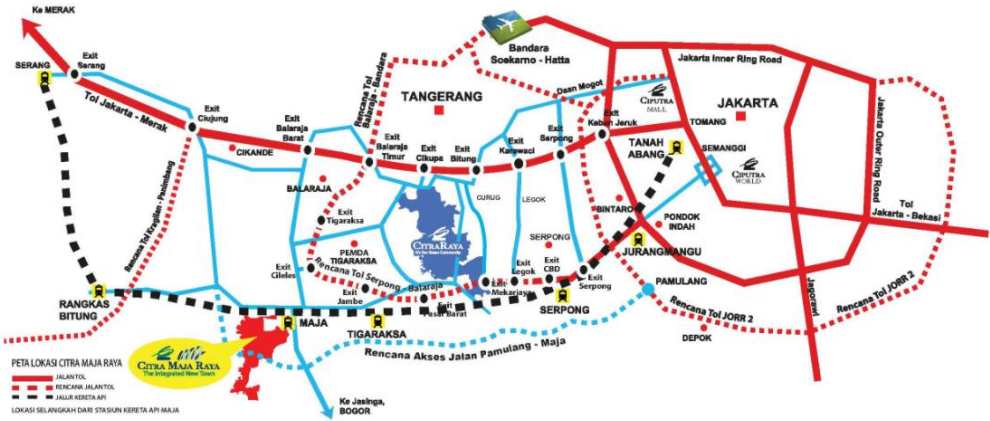
Key Projects 2022



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
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
Unit sold	303 units
Others	Launched new clusters of shop house (Mar) and house (May)

Key Projects 2022



CitraGrand Semarang

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

Key Projects 2022



CitraLand Megah Batam

Location	Batam, Riau, Sumatra
Launch	Jul 2013
Development plan	14 ha (sold 5 ha)
Market segment	Middle and middle low
Pre-sales 6M2022	Rp92 billion
Selling price per unit	Rp845 million to Rp2.3 billion
Average unit selling price	Rp1.4 billion
Unit sold	68 units
Others	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
Unit sold	42 units
Others	-

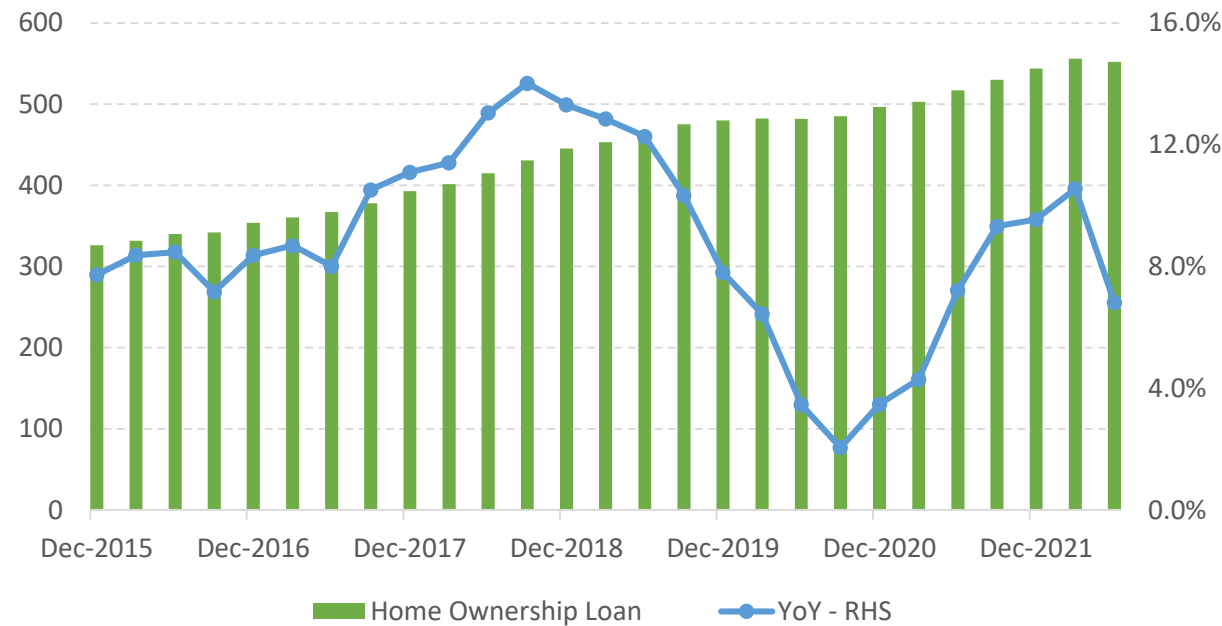


Country Overview

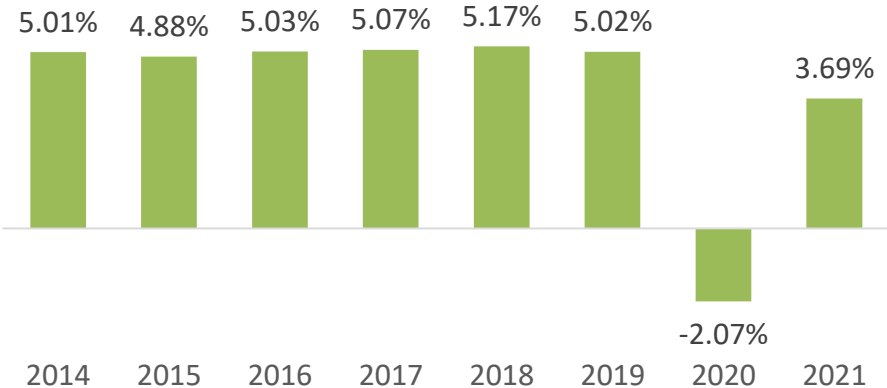
Encouraging Macro Conditions

Robust economic growth accelerating middle class formation and increasing housing demand

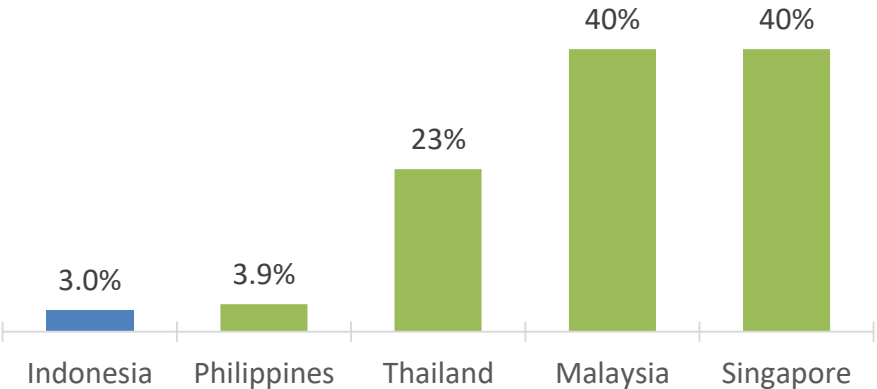
Home Ownership Loan Outstanding (Rp tn)



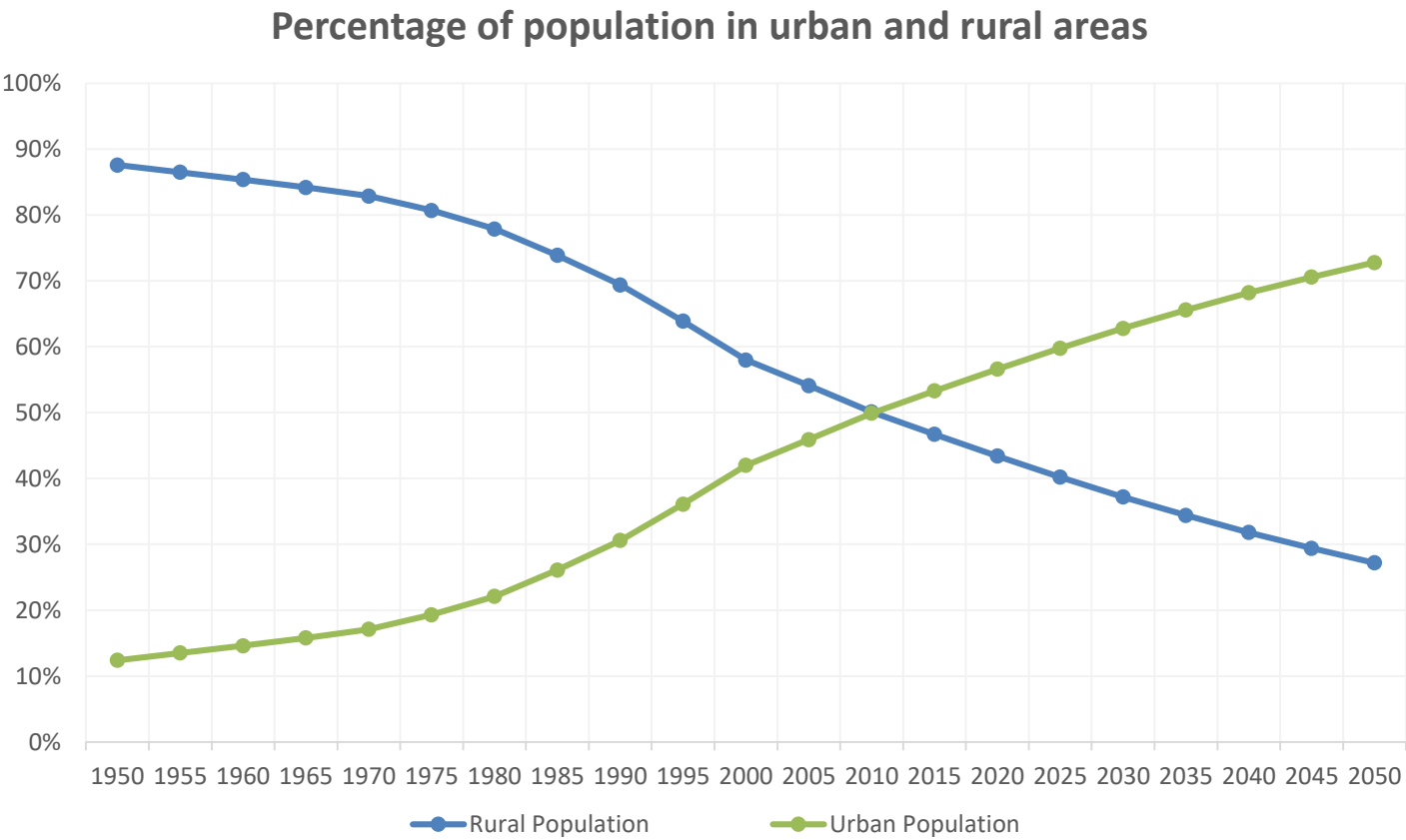
Real GDP Growth



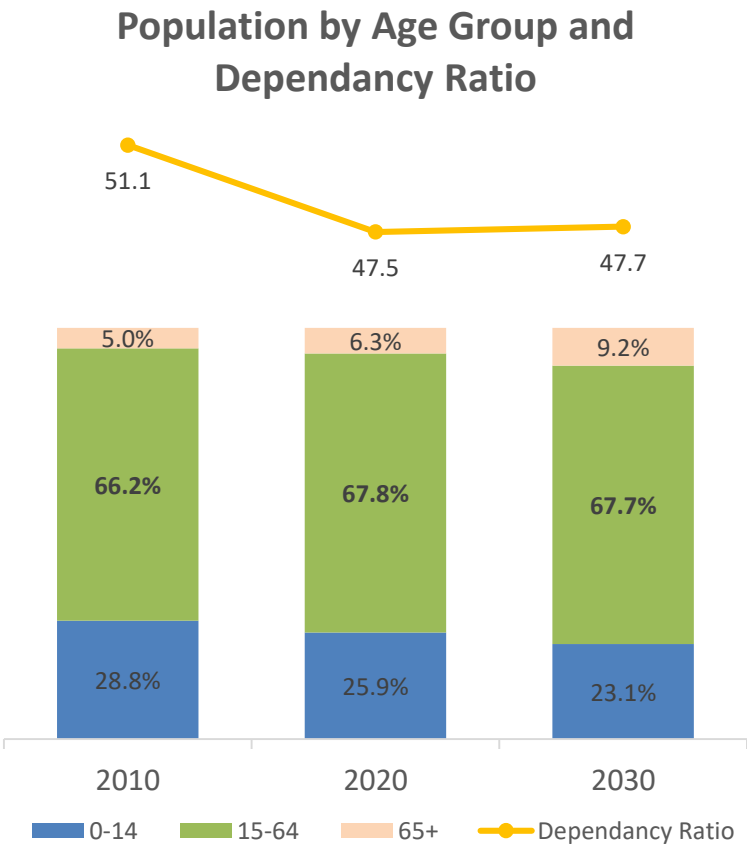
Housing Loan as % of Nominal GDP (December 2019)



Favorable Population Structure

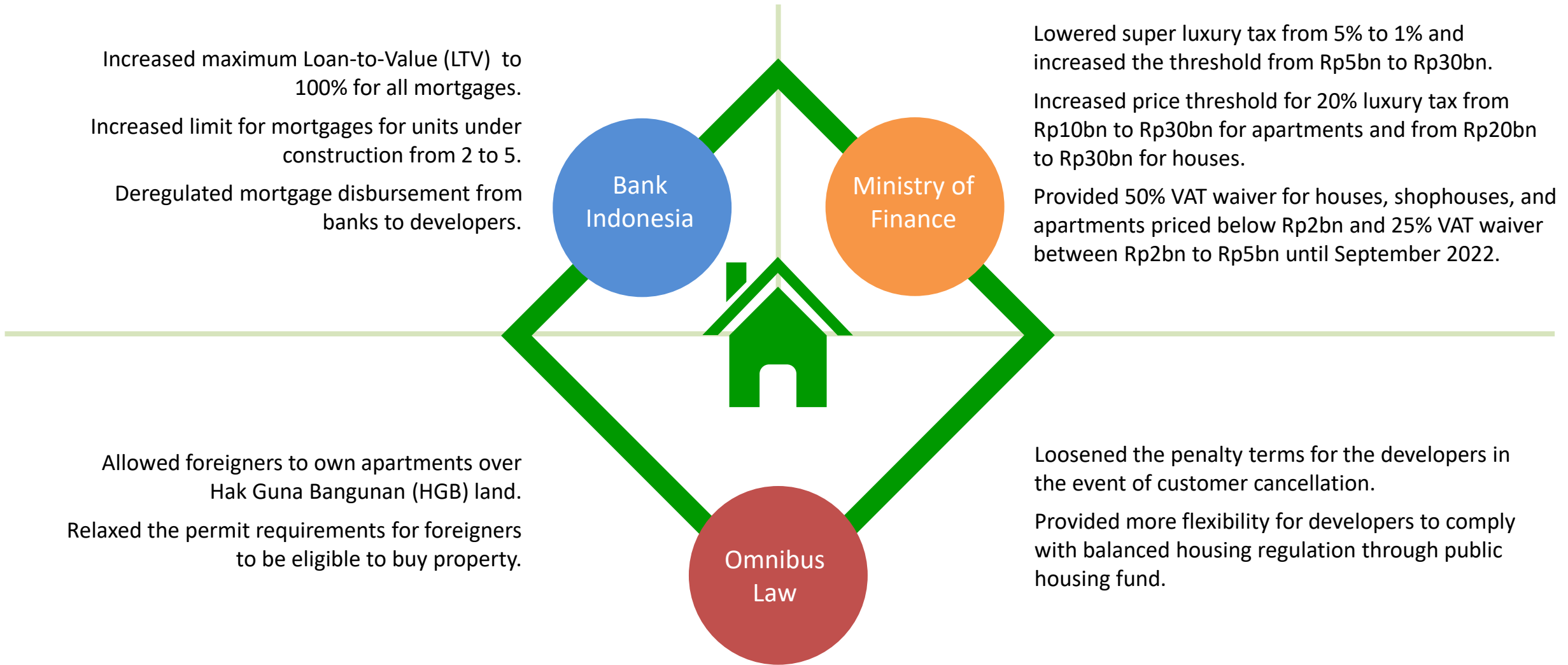


More than half of the Indonesian population lives in urban areas since 2010 and it is estimated to reach almost three-quarters by 2050



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

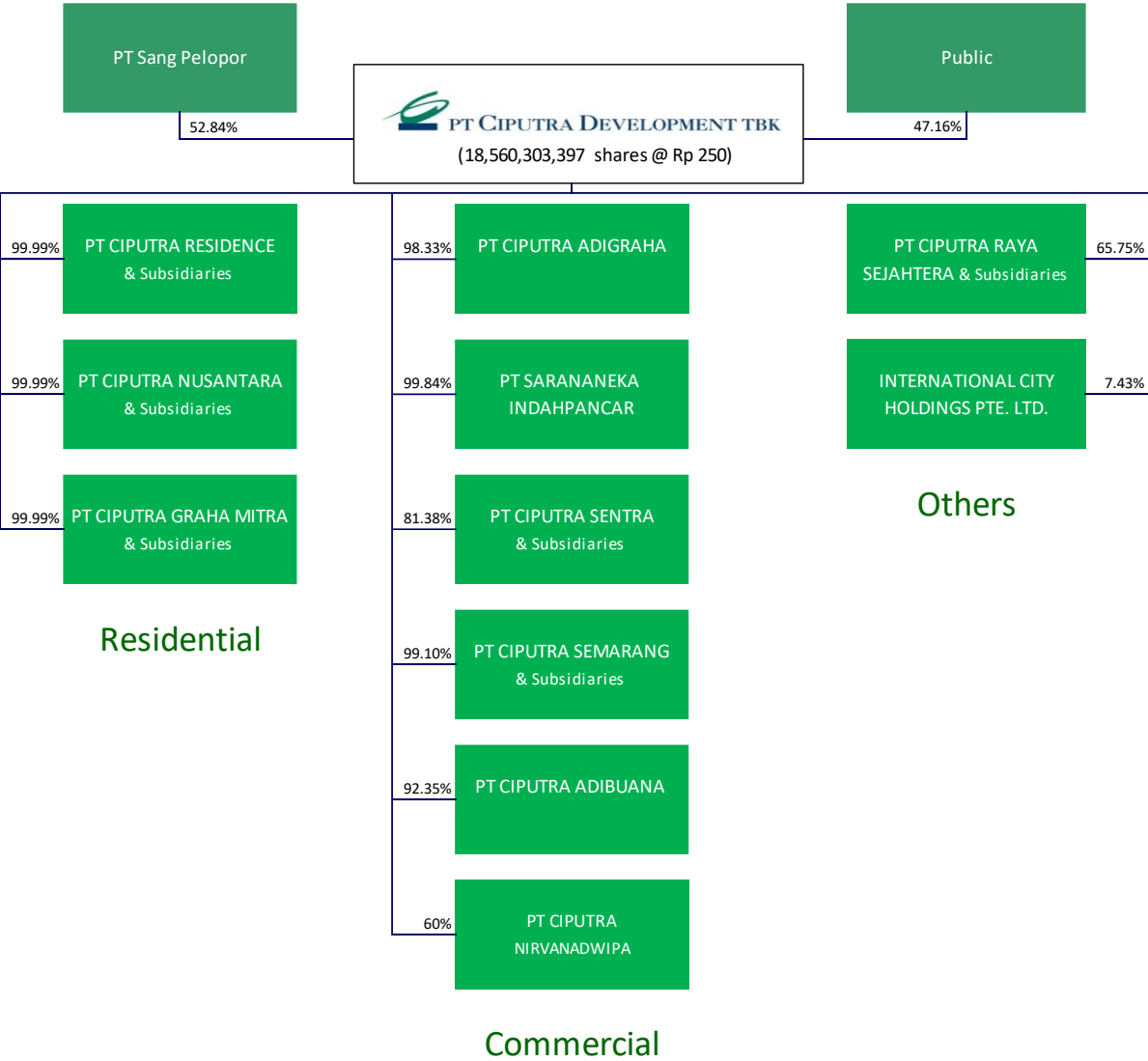
Regulatory Support from the Government





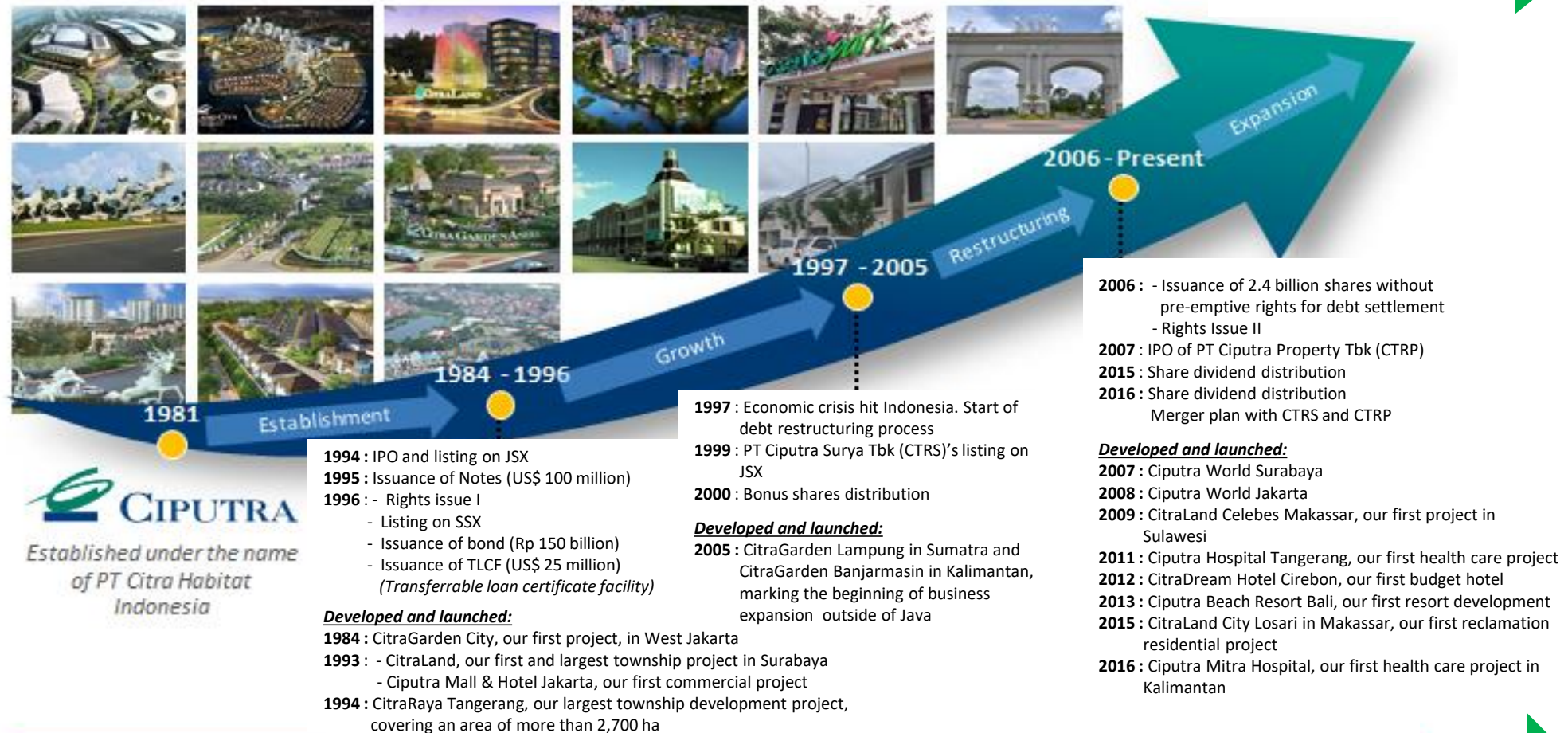
Appendix

Corporate Structure



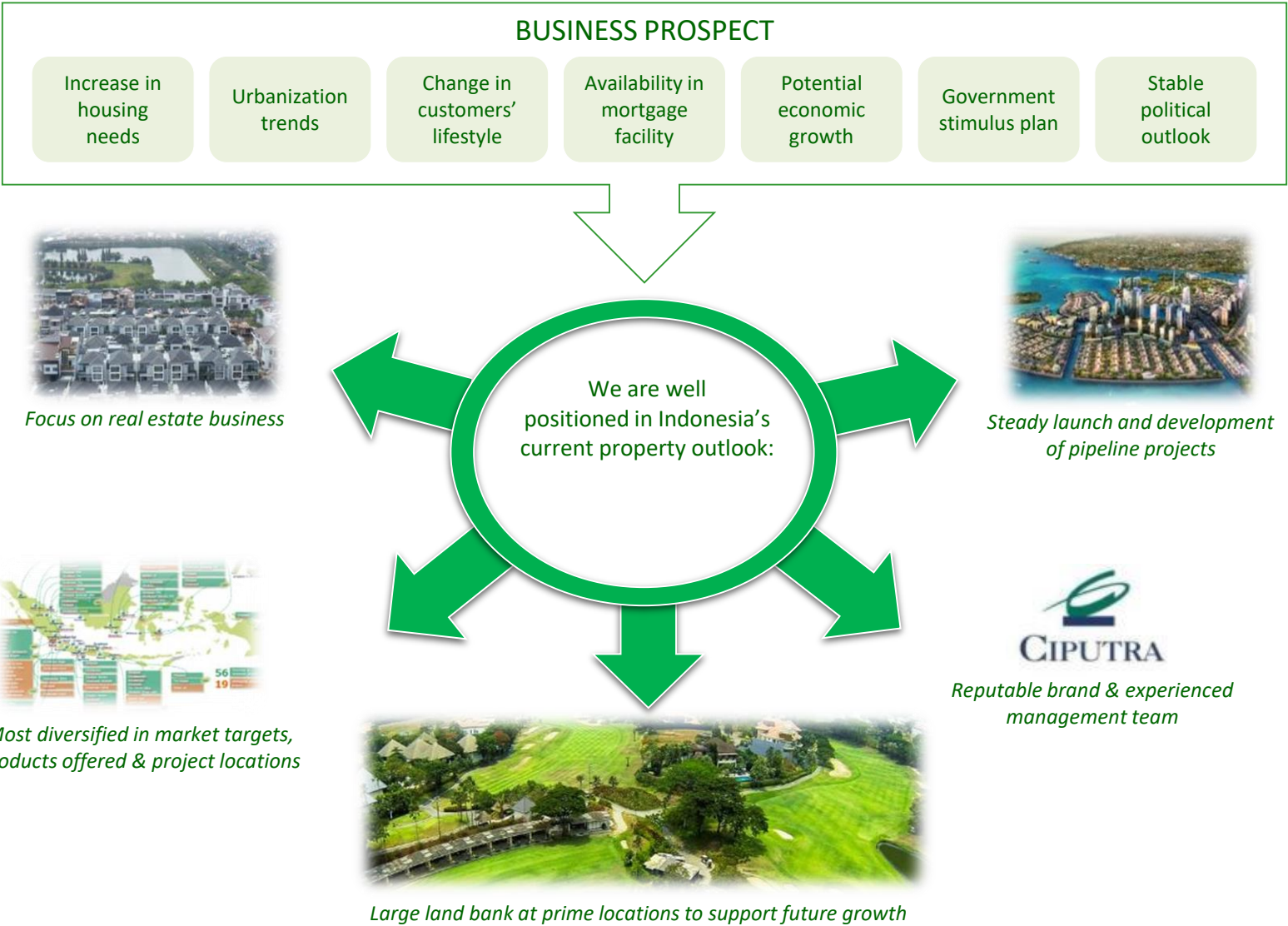
Corporate Milestones

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



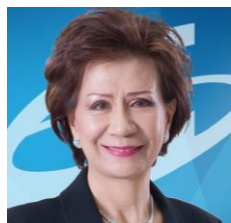
Project Development -> Over 30 years of experience

Competitive Strength



Experienced Management Team

Board of Commissioners



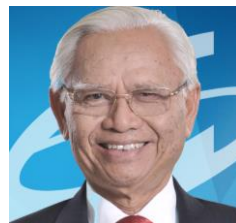
Rina Ciputra S.
Chairman



Junita Ciputra



Sandra Hendharto



Kodradi
Independent member

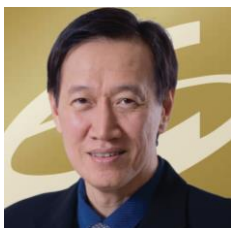


Tanan H. Antonius
Independent member



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

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