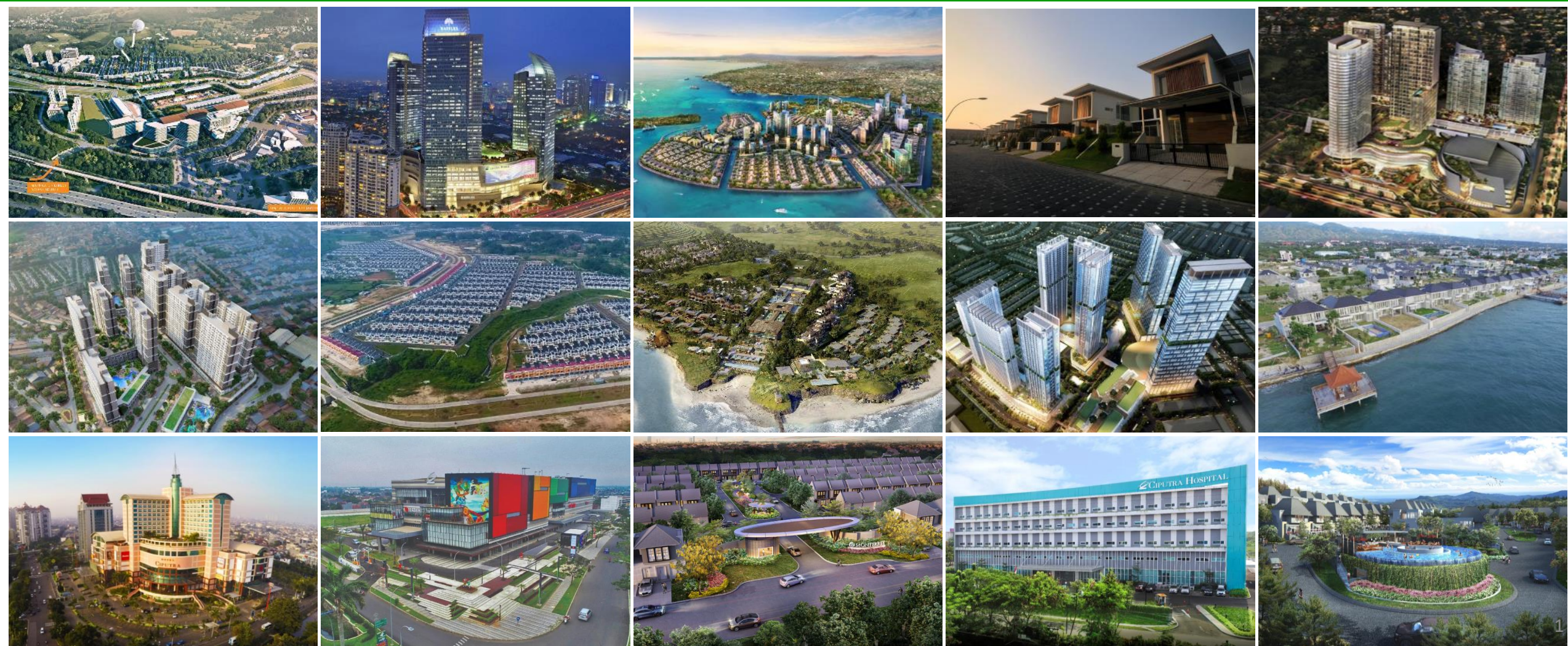




# PT CIPUTRA DEVELOPMENT TBK

## Results Presentation (12M21)



# Results Summary (Income Statement)

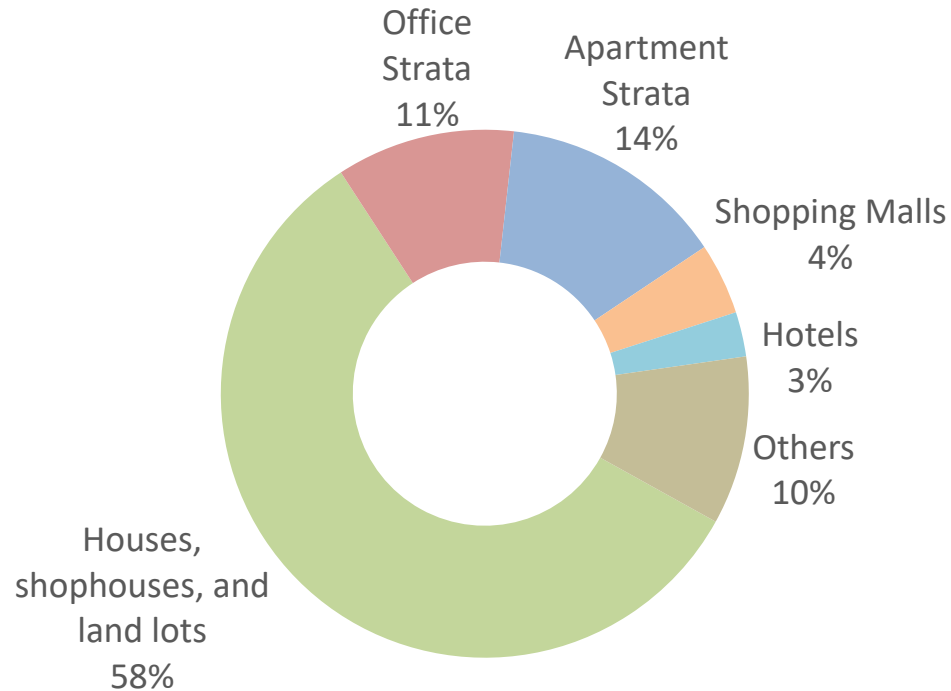
(Rp bn)	12M21	12M20	% YoY	
<b>Revenue</b>	<b>9,730</b>	<b>8,071</b>	<b>20.6%</b>	<i>Effect of +21.8% YoY in Property Development segment and +15.0% YoY in Recurring segment</i>
COGS	(4,890)	(3,949)	23.8%	
<b>Gross Profit</b>	<b>4,840</b>	<b>4,121</b>	<b>17.4%</b>	
<i>Gross Profit Margin</i>	<i>49.7%</i>	<i>51.1%</i>		
Operating Expense	(1,548)	(1,523)	1.7%	
<b>Operating Profit</b>	<b>3,292</b>	<b>2,599</b>	<b>26.7%</b>	
<i>Operating Profit Margin</i>	<i>33.8%</i>	<i>32.2%</i>		
Interest Income (Expense) - Net	(1,003)	(985)	1.8%	<i>Including Rp469bn interest expense due to PSAK 72</i>
Other Income (Expense) - Net	108	46	135.0%	
Final Tax and Income Tax	(309)	(288)	7.1%	
Net Income Before Non-Controlling Interest	2,087	1,371	52.3%	
Non-Controlling Interest	(352)	(50)	605.7%	
<b>Net Income Attributable to Owners</b>	<b>1,735</b>	<b>1,321</b>	<b>31.4%</b>	<i>New all-time high net income</i>
<i>Net Profit Margin</i>	<i>17.8%</i>	<i>16.4%</i>		

# Results Summary (Revenue Breakdown and Margin Performance)

(Rp bn)	12M21	12M20	% YoY	
<b>Revenue Breakdown</b>				
<b>Property Development Revenue</b>	<b>8,034</b>	<b>6,596</b>	<b>21.8%</b>	
Houses, shophouses, and land lots	5,620	5,057	11.1%	
Office for sale	1,065	456	133.5%	<i>Adoption of new accounting standard affecting highrise revenue recognition (IFRS 15 ; PSAK 72)</i>
Apartments	1,349	1,084	24.5%	
<b>Recurring Revenue</b>	<b>1,695</b>	<b>1,474</b>	<b>15.0%</b>	
Hospitals	671	455	47.3%	<i>Covid-related healthcare services and improving traffic from non-Covid patients</i>
Shopping malls	426	505	-15.6%	<i>Temporary rental discounts due to Covid-19</i>
Office for lease	217	206	5.3%	
Hotels	266	201	32.3%	<i>Improving occupancy rates</i>
Others	116	107	8.0%	<i>Closure of golf courses and waterparks due to Covid-19</i>
<b>Total Revenue</b>	<b>9,730</b>	<b>8,071</b>	<b>20.6%</b>	
<b>Margin Performance</b>				
<b>Property Development GPM</b>	<b>50.7%</b>	<b>52.0%</b>		
Houses, shophouses, and land lots	50.7%	53.7%		<i>Effect of product mix</i>
Office for sale	59.8%	38.3%		<i>Effect of recognition of VieLoft SOHO and Office Tower (Ciputra World Surabaya)</i>
Apartments	43.4%	50.3%		<i>Effect of recognition of The Newton 1 (Ciputra World Jakarta 2) and The Vertu (Ciputra World Surabaya)</i>
<b>Recurring GPM</b>	<b>45.2%</b>	<b>46.7%</b>		
Hospitals	50.6%	47.0%		
Shopping malls	31.8%	49.3%		
Office for lease	68.9%	63.1%		
Hotels	37.8%	28.7%		
Others	35.6%	35.1%		
<b>Total GPM</b>	<b>49.7%</b>	<b>51.1%</b>		

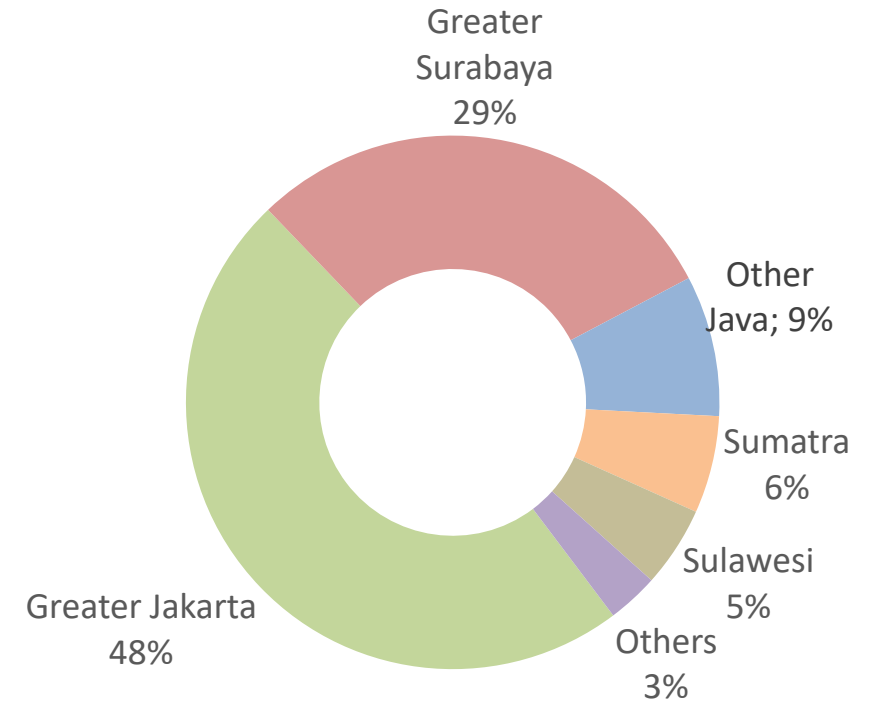
# Results Summary (Revenue per Segment and per Location)

## Revenue per Segment (12M21)



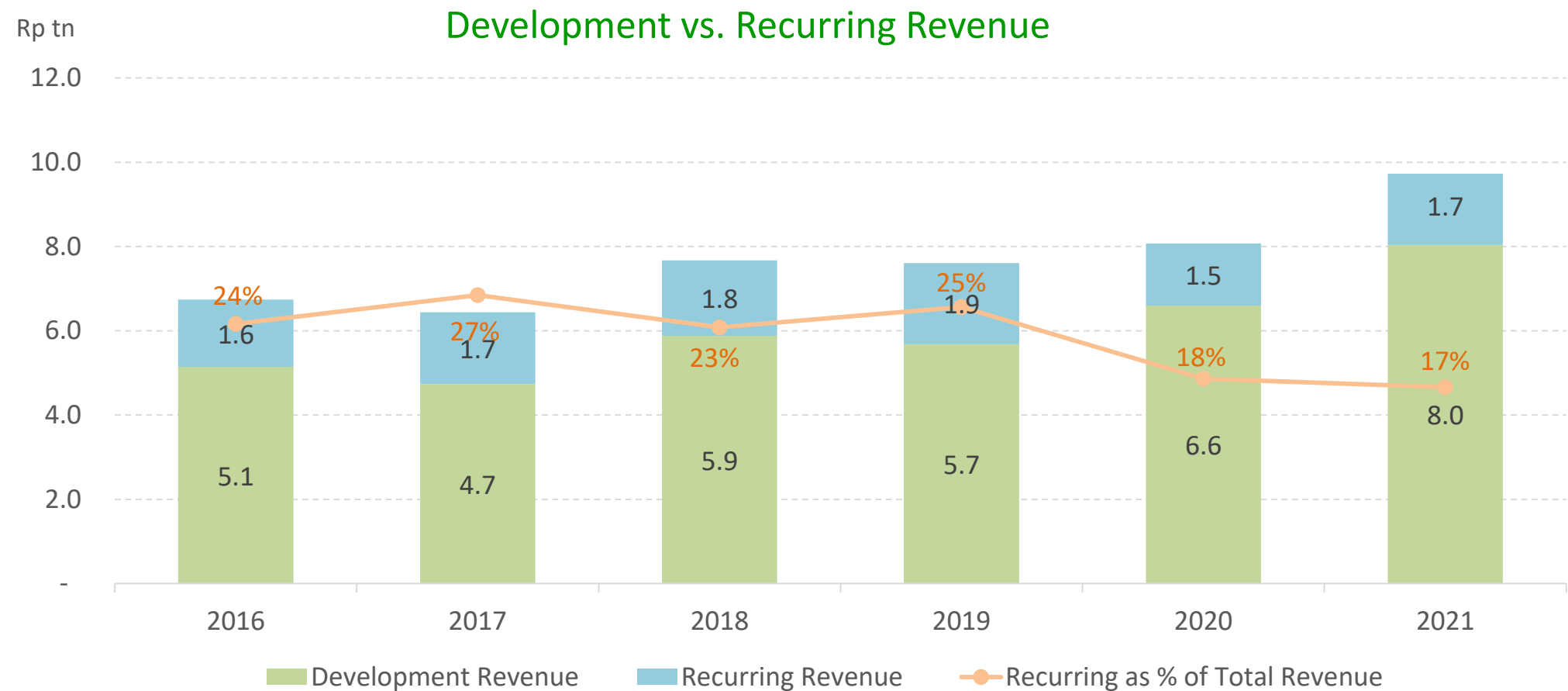
- Development = 83% (Houses + Office + Apartments)
- Recurring = 17% (Malls + Hotels + Hospitals + Office)

## Revenue per Location (12M21)



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

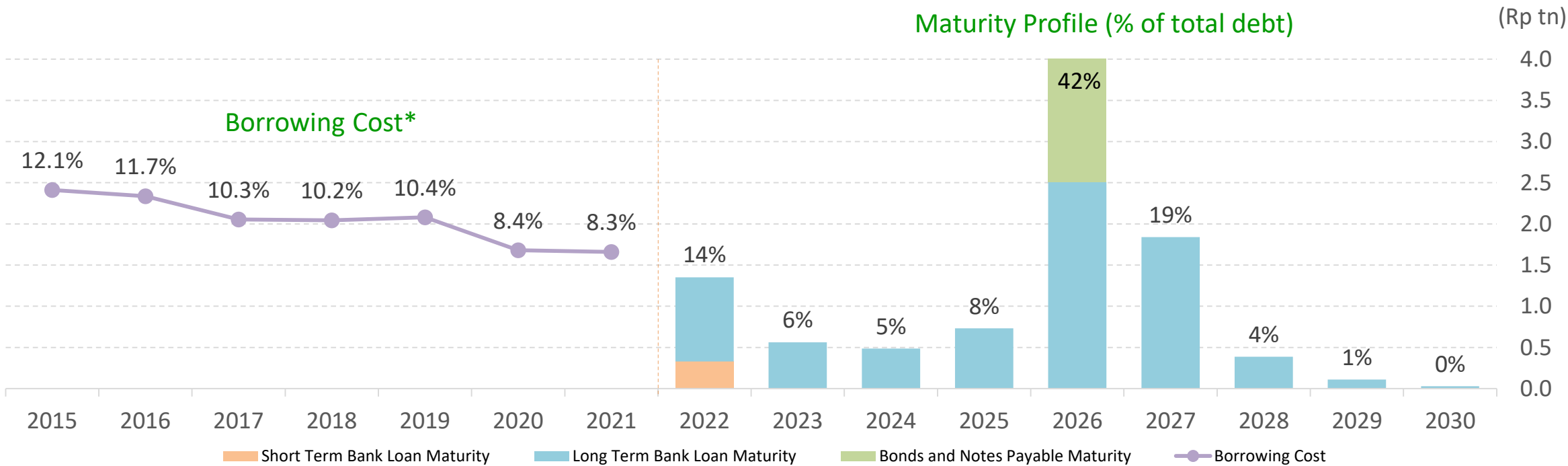
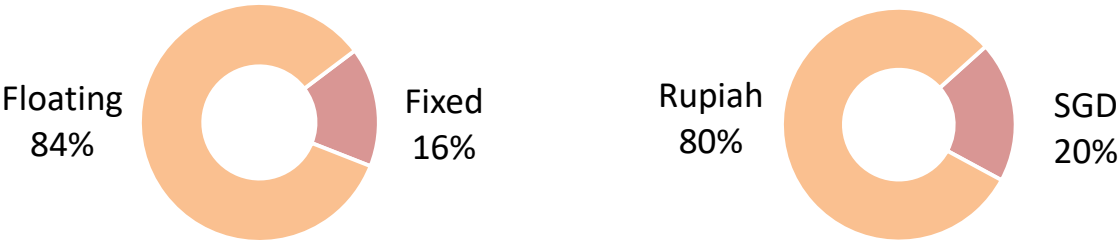
# Results Summary (Historical Revenue Breakdown)



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

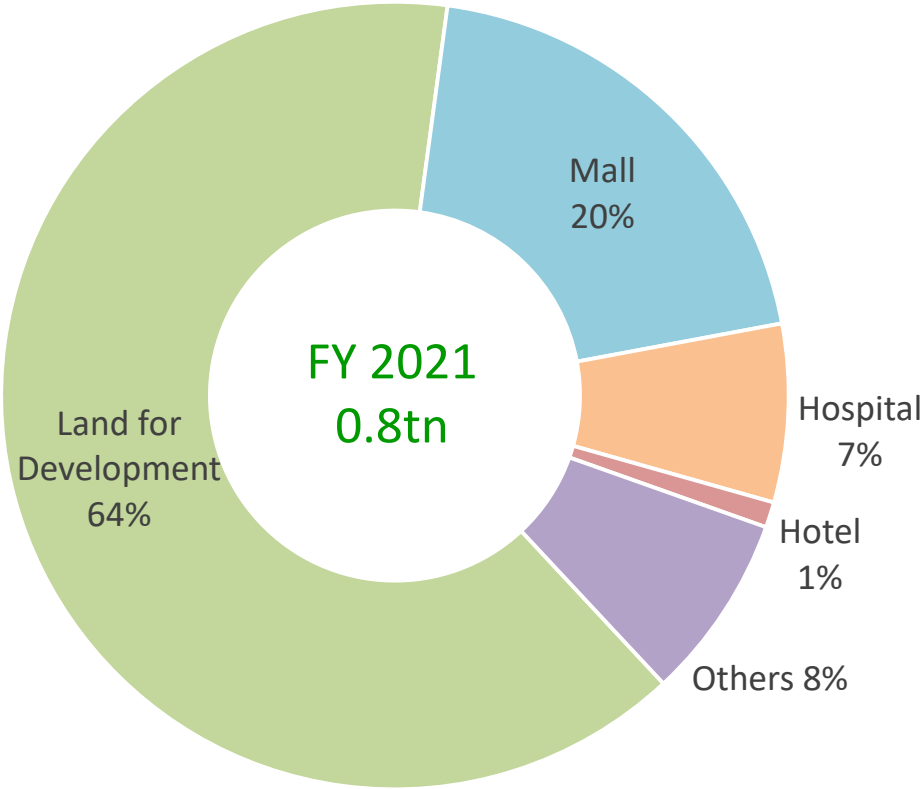
# Debt Profile

As of Dec-21  
Total Borrowings: Rp9.6tn



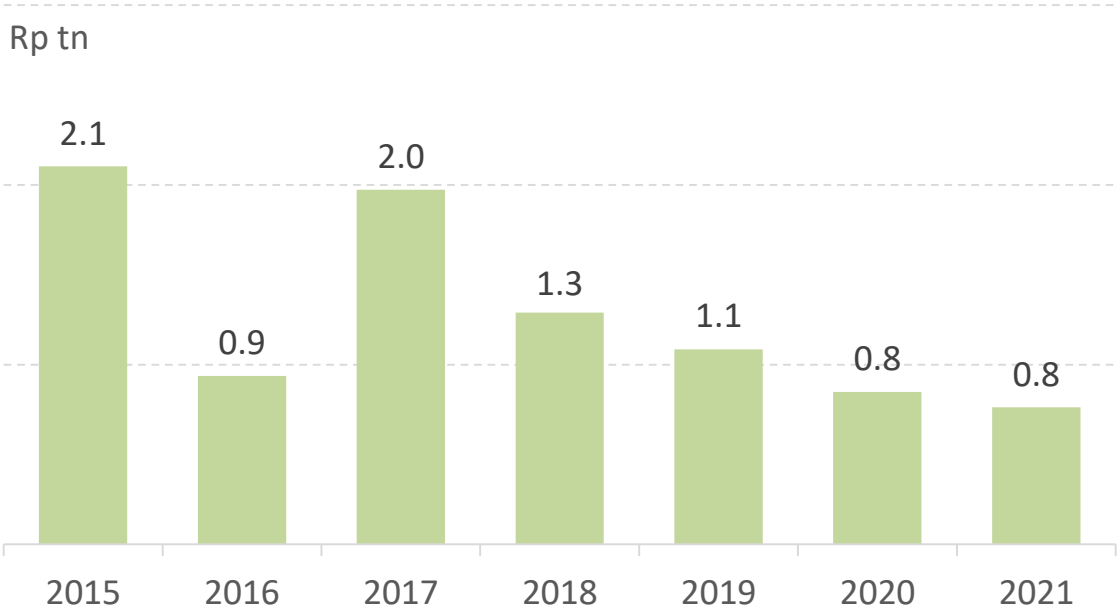
\*Average Borrowing Cost calculation includes capitalized interest expense of 74bn, 131bn, 179bn, Rp89bn, Rp6bn, Rp25bn, Rp45bn in 2015, 2016, 2017, 2018, 2019, 2020, and 2021 and excludes PSAK 72 impact of 469bn in 2021.

# Capex Schedule



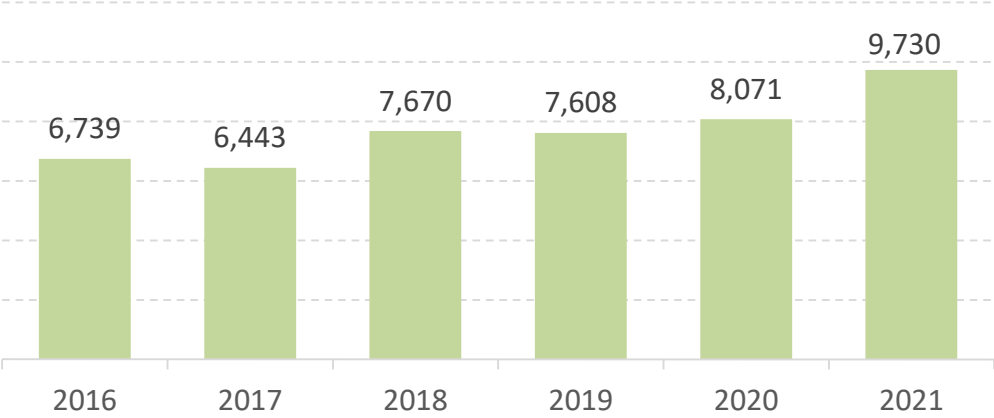
- Prudent capital management through selective land banking and deferring non-committal capex

Historical Capex

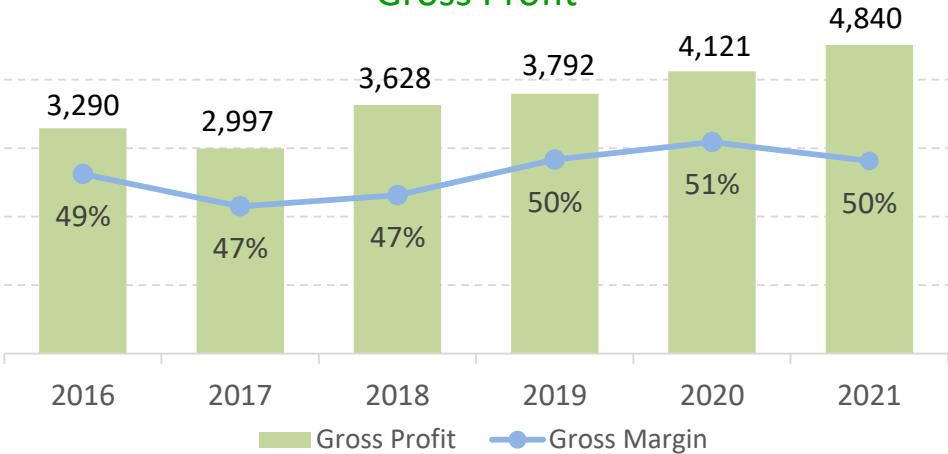


# Financial Highlights

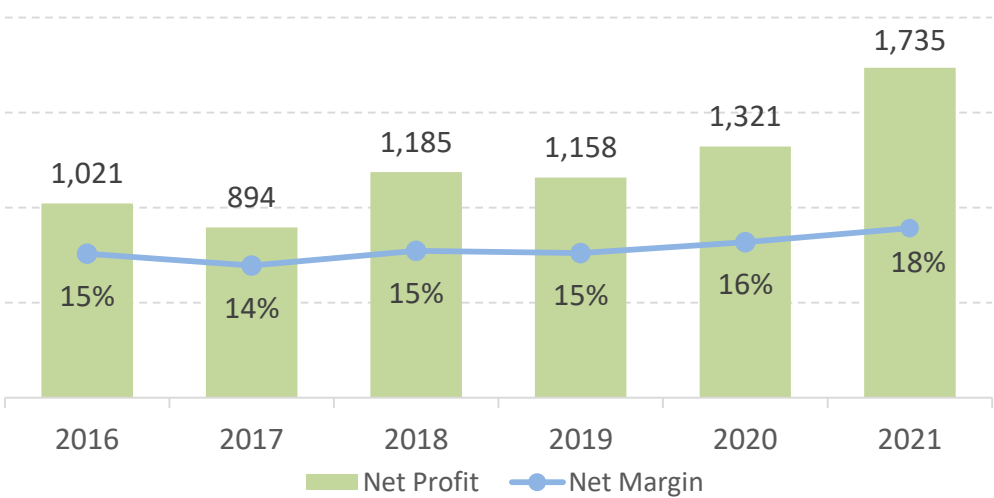
Revenue



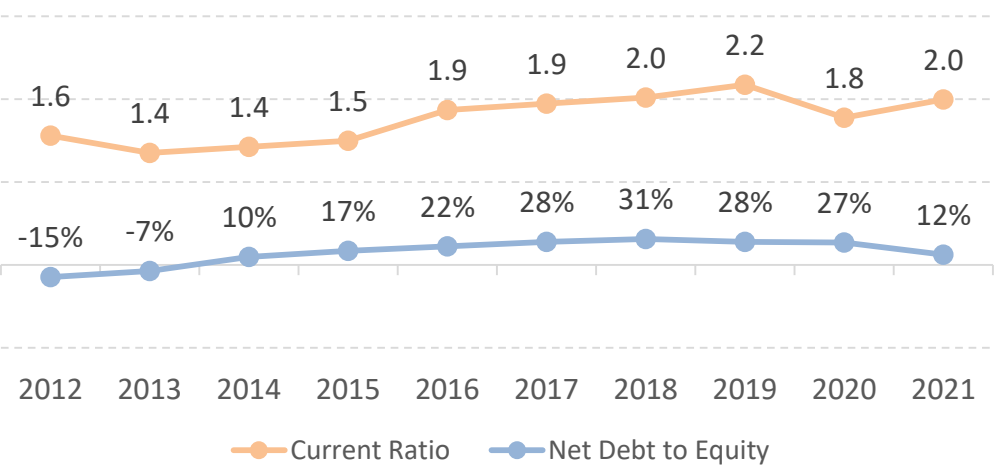
Gross Profit



Net Profit



Key Ratios



# Balance Sheet Summary

Rp bn	Dec 2021	Dec 2020	Dec 2019	Dec 2018	Dec 2017	Dec 2016
<b>Assets</b>	<b>40,668</b>	<b>39,255</b>	<b>36,196</b>	<b>34,289</b>	<b>31,872</b>	<b>29,169</b>
Cash & cash equivalents	7,162	5,276	4,238	3,243	3,240	3,471
Land	14,538	14,471	13,523	13,048	11,696	10,109
Fixed Assets	2,504	2,595	3,089	3,114	3,144	3,034
Investment Properties	5,528	5,523	5,373	4,962	4,762	4,908
Others	10,937	11,390	9,972	9,921	9,031	7,647
<b>Liabilities</b>	<b>21,274</b>	<b>21,798</b>	<b>18,434</b>	<b>17,645</b>	<b>16,322</b>	<b>14,787</b>
Debt	9,555	10,024	9,176	8,455	7,618	6,662
Contract Liabilities	8,978	9,218	6,870	6,814	6,459	5,851
Others	2,742	2,556	2,388	2,375	2,245	2,274
<b>Equity</b>	<b>19,394</b>	<b>17,458</b>	<b>17,762</b>	<b>16,644</b>	<b>15,551</b>	<b>14,382</b>
Minority interests	2,424	2,125	2,409	2,270	2,113	1,688
Equity net of minority interests	16,971	15,332	15,352	14,374	13,438	12,694
Debt to Total Equity	49%	57%	52%	51%	49%	46%
Net Debt to Total Equity	12%	27%	28%	31%	28%	22%



---

## Company Overview

---

# One of Indonesia's Leading Property Developer

## Core Business

### Property Development for Sale



Township



Residential



Condominium



Office

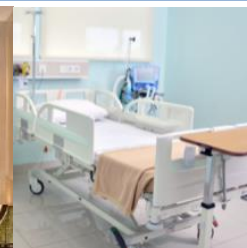
### Commercial Property Development & Management



Shopping  
Mall



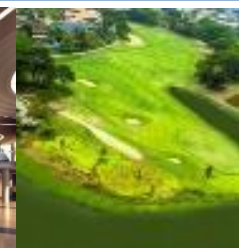
Hotel



Healthcare

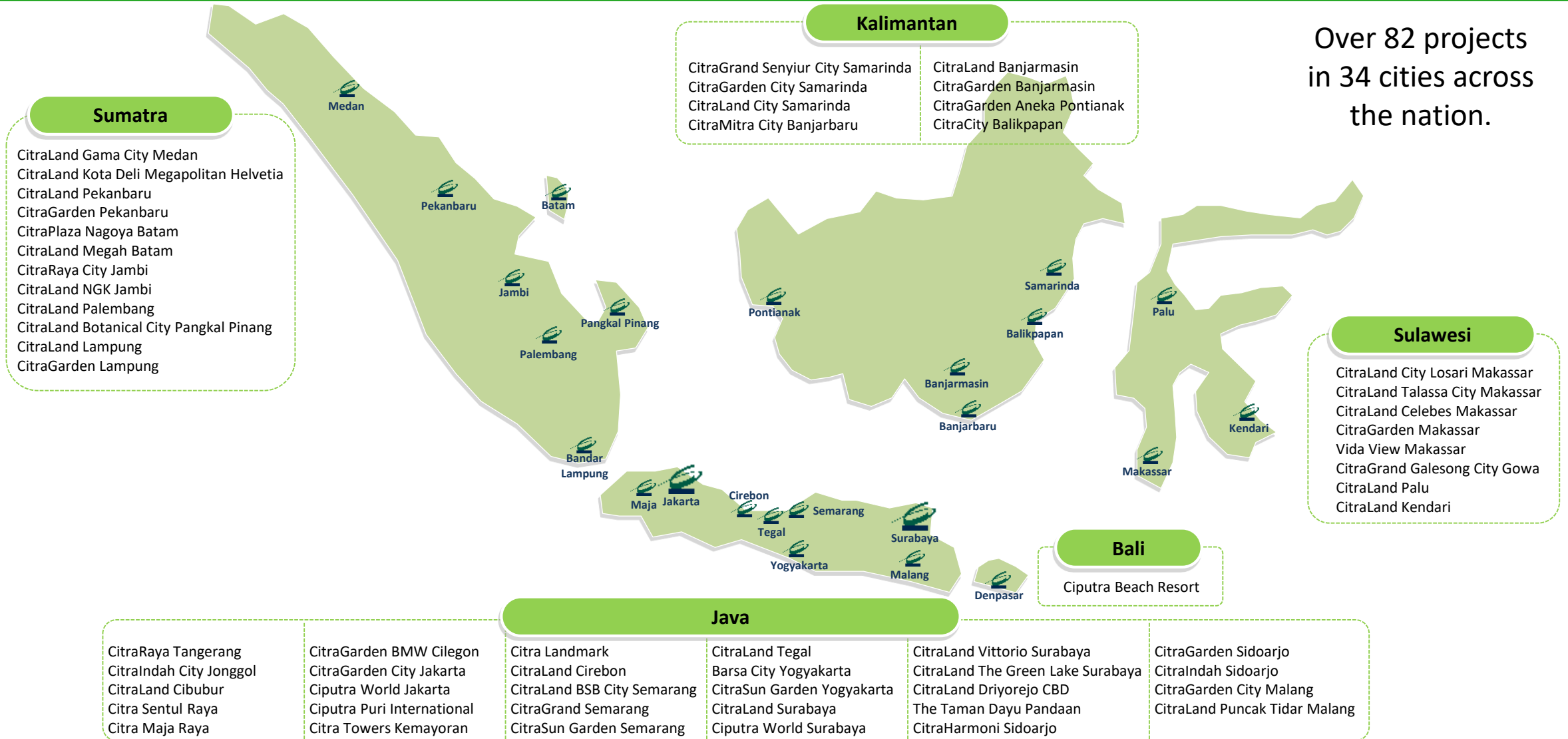


Office



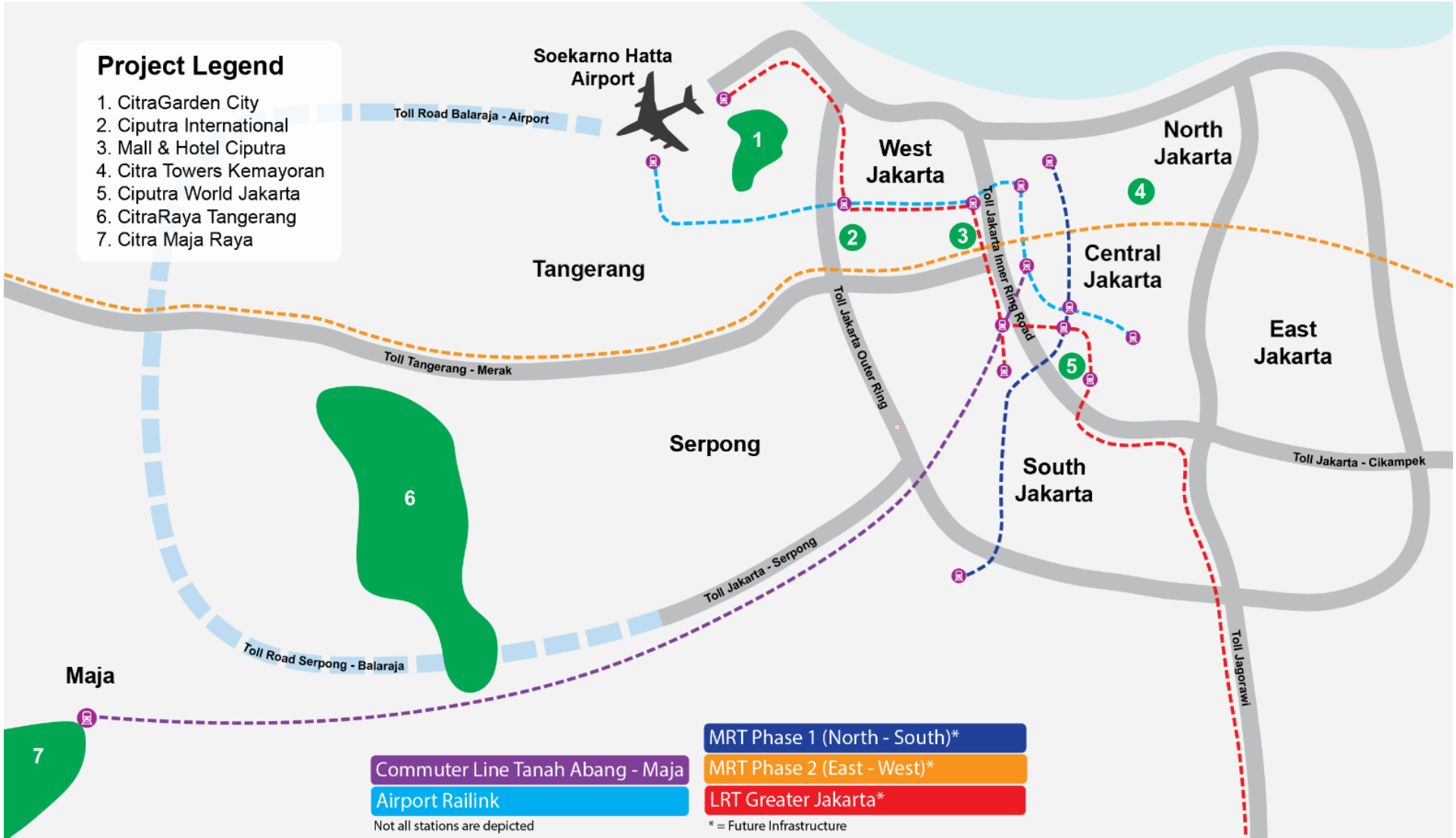
Others

# Geographically Diversified Project Portfolio



Over 82 projects  
in 34 cities across  
the nation.

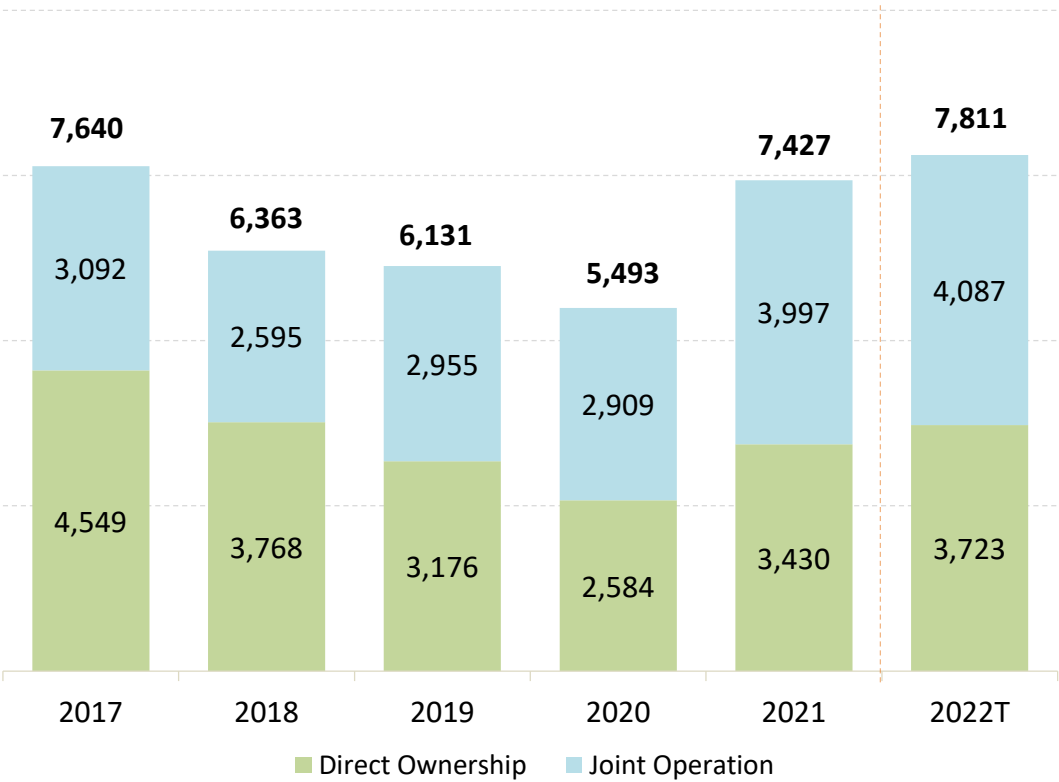
# Greater Jakarta Project Portfolio



# Marketing Sales Summary

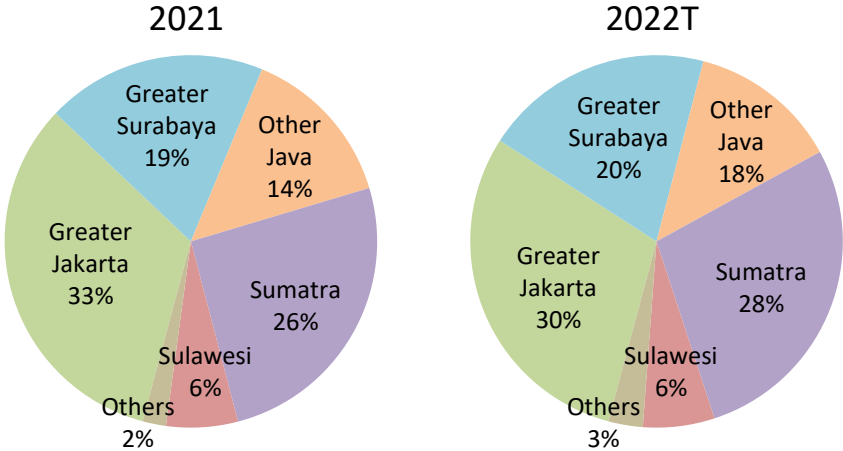
## Historical Presales

(Rp bn)

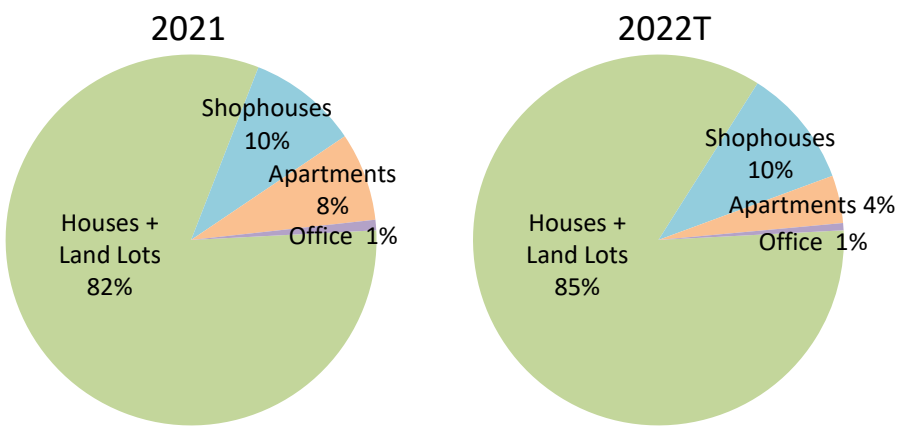


Units Sold	8,645	8,545	7,035	5,452	6,279	
Area Sold (Ha)	85	74	67	66	66	

## Presales per Location

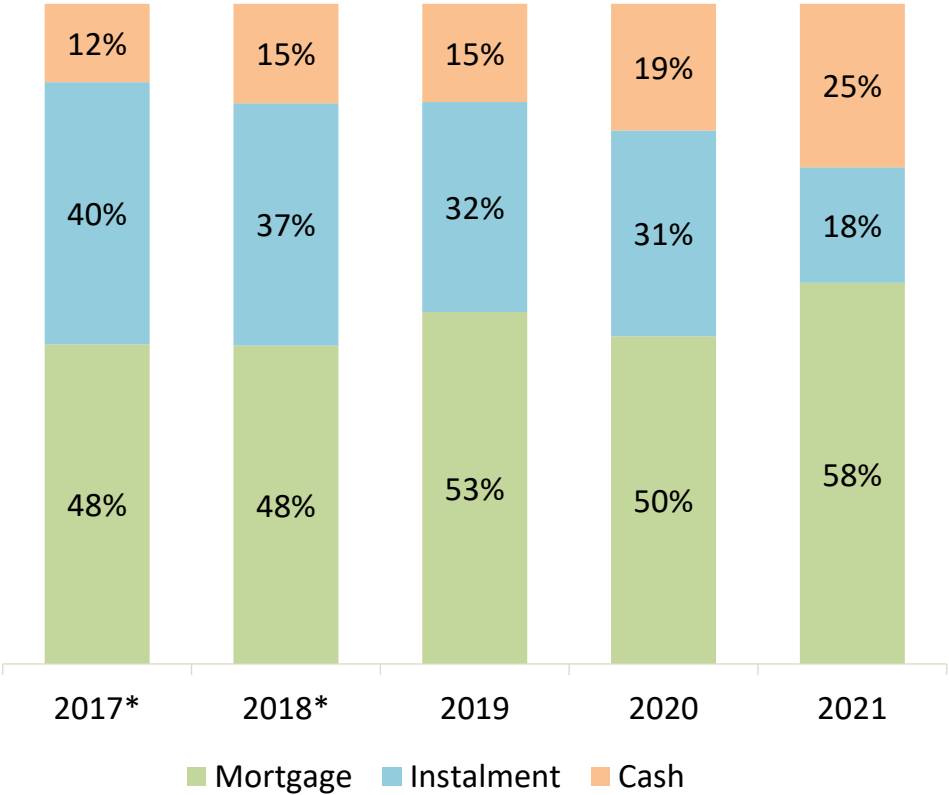


## Presales per Product



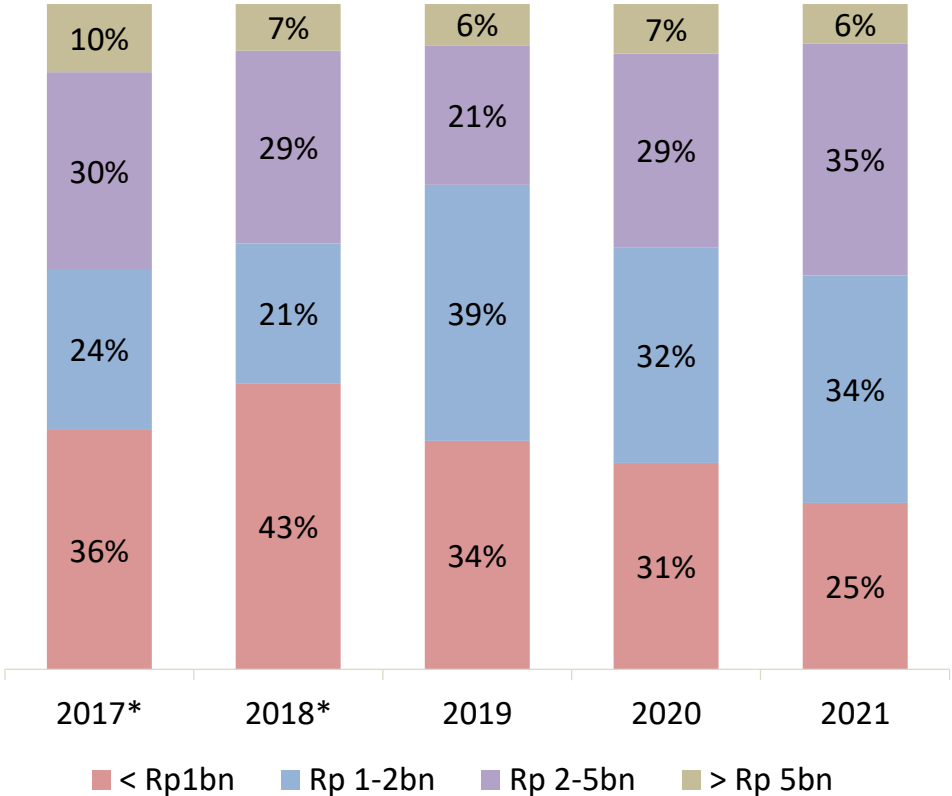
# Marketing Sales Summary

### 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 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	84%	417	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%	40	100%
	The Newton 2		22,500	40%	628	22%
Ciputra International	San Francisco	JV - 55%	25,300	50%	275	100%
	Amsterdam		24,200	89%	62	100%
CitraLake Suites	Tower A+B	JV - 51%	18,000	87%	52	100%
Citra Living	Lotus	JO Revenue - 70%	9,100	74%	50	100%
Citra Landmark	Den Haag	JV - 60%	15,200	16%	239	0%
<b>Total Jakarta</b>			<b>216,600</b>	<b>74%</b>	<b>1,864</b>	
CitraLand Surabaya	Denver	100%	22,500	69%	133	100%
Ciputra World Surabaya	The Vertu	JV - 53%	9,100	62%	89	100%
	Sky Residence		6,700	14%	115	100%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	17,600	53%	157	32%
<b>Total Surabaya</b>			<b>55,900</b>	<b>56%</b>	<b>493</b>	
CitraPlaza Nagoya Batam	Tower 1	JV - 50%	22,700	91%	53	100%
Barsa City Yogyakarta	Cornell	JO Profit - 50%	8,500	59%	75	100%
Vida View Makassar	Brentsville	JO Profit - 50%	24,800	42%	329	100%
CitraLand City Losari Makassar	Delft	JO Profit - 50%	19,800	69%	134	13%
<b>Total Others</b>			<b>75,800</b>	<b>66%</b>	<b>591</b>	
<b>Total Strata Title Apartment</b>			<b>348,300</b>	<b>69%</b>	<b>2,949</b>	

# Office Assets – Strata Title and Leased

## Strata-Title Office

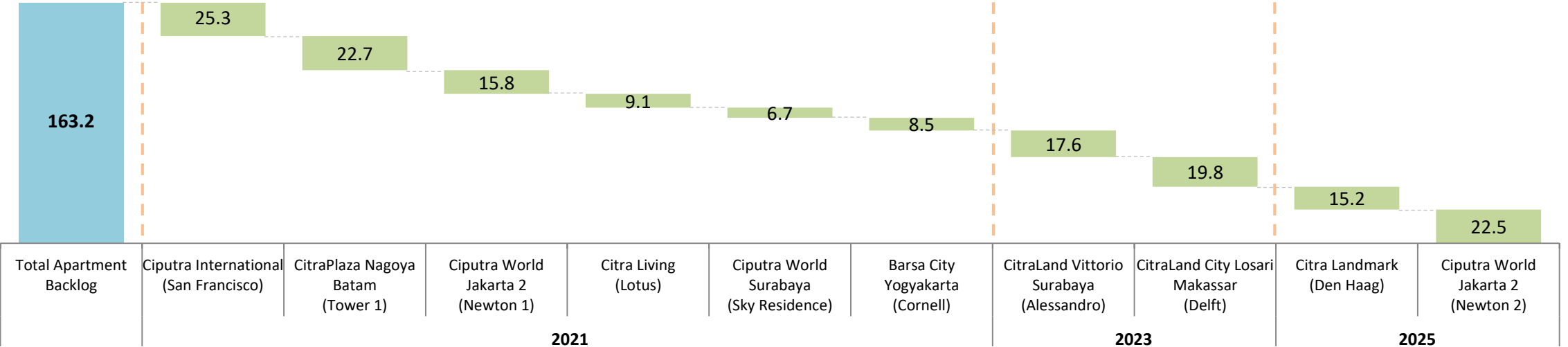
Project Name	Tower	Ownership Scheme	Saleable SGA (sqm)	Sold	Est. Unsold Stock Value (Rp bn)	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	18,300	96%	38	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	28,000	83%	219	100%
Ciputra International	Propan Tower	JV - 55%	18,700	71%	142	92%
	Tokopedia Care Tower		24,000	85%	79	100%
Citra Towers Kemayoran	North Tower	JO Profit - 50%	37,000	98%	28	100%
<b>Total Jakarta</b>			<b>126,000</b>	<b>88%</b>	<b>506</b>	
Ciputra World Surabaya	Vieloft SOHO	JV - 53%	31,500	57%	305	100%
	Office Tower		38,500	76%	218	100%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	4,800	39%	56	32%
<b>Total Surabaya</b>			<b>74,800</b>	<b>66%</b>	<b>579</b>	
<b>Total Strata Title Office</b>			<b>200,800</b>	<b>80%</b>	<b>1,085</b>	

## Leased Office

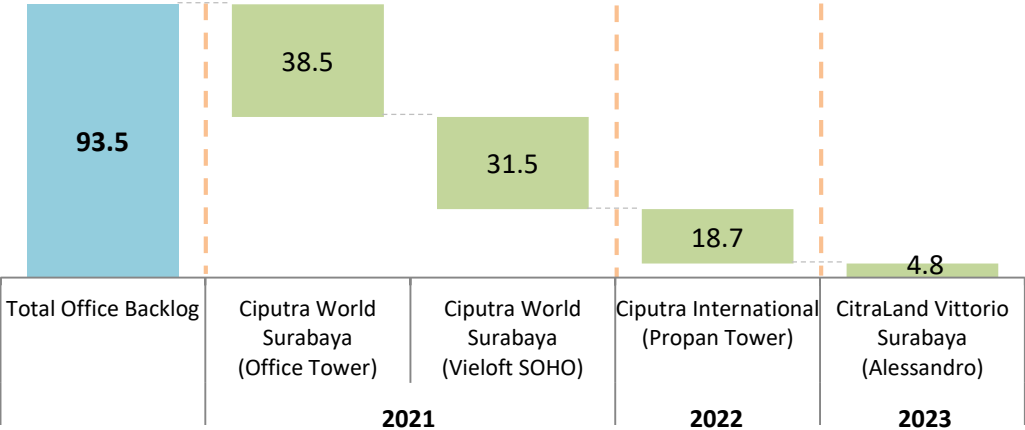
Project Name	Tower	Ownership Scheme	Leasable SGA (sqm)	Leased	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	42,200	90%	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	38,000	77%	100%
Ciputra International	Tokopedia Care Tower	JV - 55%	10,000	99%	100%
<b>Total Jakarta</b>			<b>90,200</b>	<b>85%</b>	
<b>Total Office for Lease</b>			<b>90,200</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	JV - 51%	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



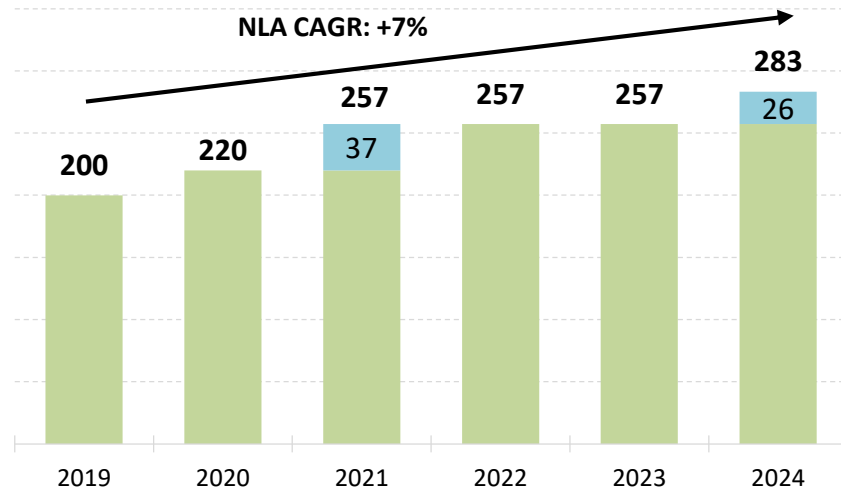
# Healthy Occupancy and Lease Expiry Profile for Malls

Mall	Net Leasable Area (sqm)	Occupancy Rate				
		2017	2018	2019	2020	2021
Ciputra World Jakarta 1	81,000	100%	100%	100%	100%	100%
Ciputra World Surabaya	87,500	94%	92%	96%	94%	70%*
Ciputra Mall Jakarta	42,400	97%	98%	98%	93%	90%
Ciputra Mall Semarang	20,300	100%	98%	100%	96%	96%
Ciputra Mall CitraRaya Tangerang	26,000	-	-	-	90%	90%
Expansion Plans						
CitraLand Surabaya Mall	26,000					

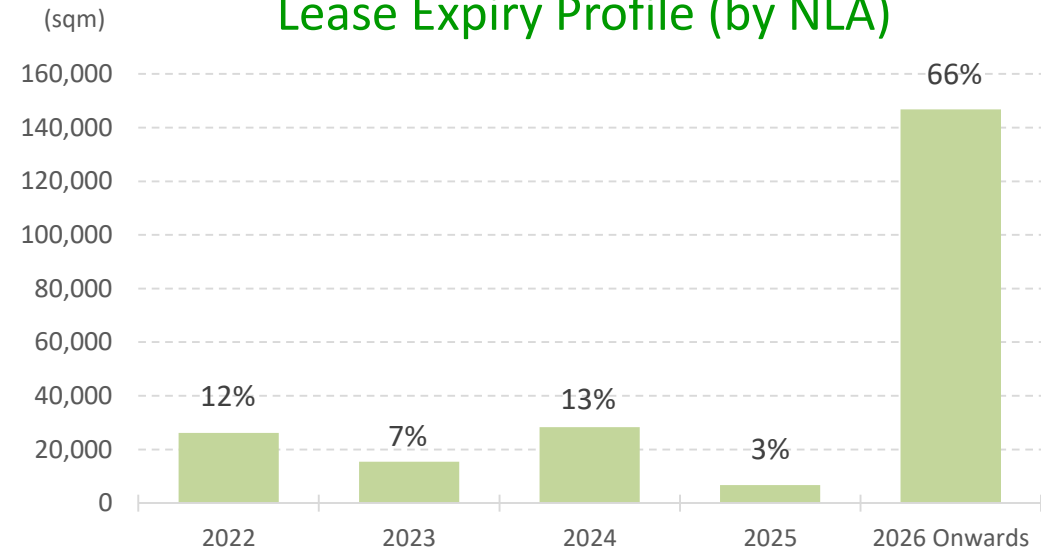
\* = Newly opened extension with 37,500m2 NLA in April 2021

- Total mall **NLA of 257k m<sup>2</sup>** with average occupancy rate of **87%**

## Total Net Leasable Area ('000 sqm)



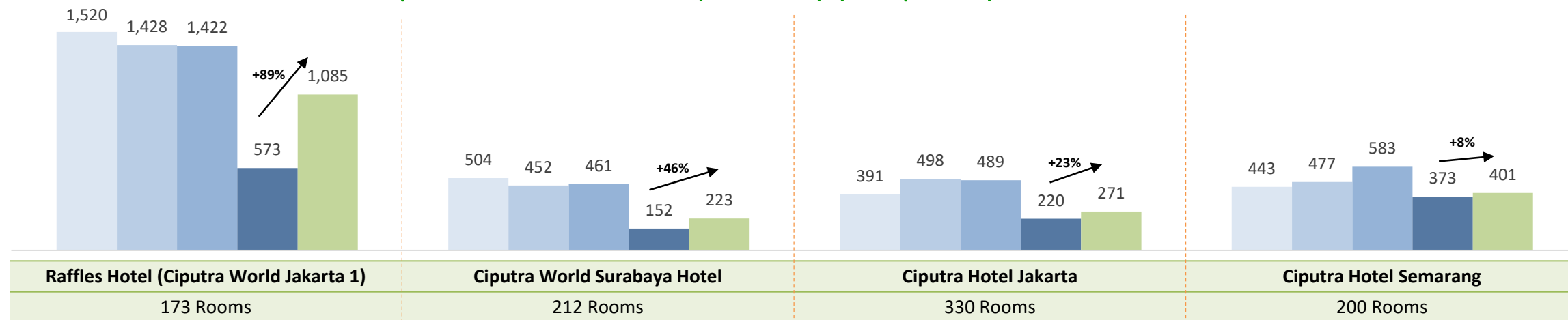
## Lease Expiry Profile (by NLA)



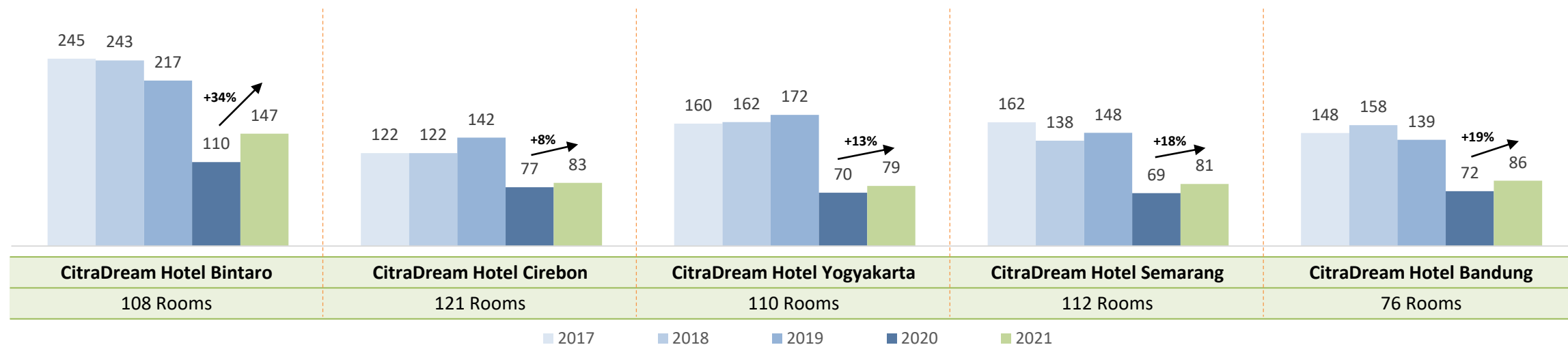
# Consistent Recovery in Hotel Operational Metrics

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**

<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>



---

## 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+ / 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 0.16x** 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



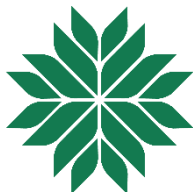
**0**

Fatalities related to work accidents

## Key Recognitions



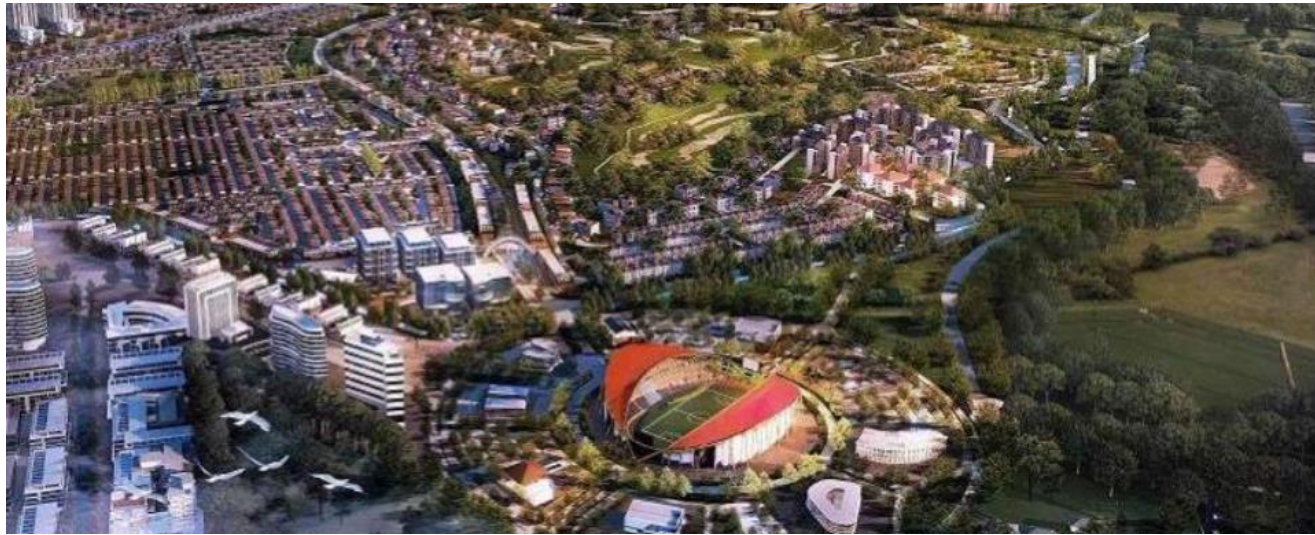
IDX ESG Leaders Index since 2020



KEHATI

ESG Sector Leaders IDX KEHATI Index since 2021

# New Projects 2022



## CitraLand Bangun Sari 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
<b>Estimated launch</b>	2Q 2022
<b>2022 est. pre-sales</b>	Rp250 billion
<b>Unit price range</b>	Rp360 million to Rp1.2 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

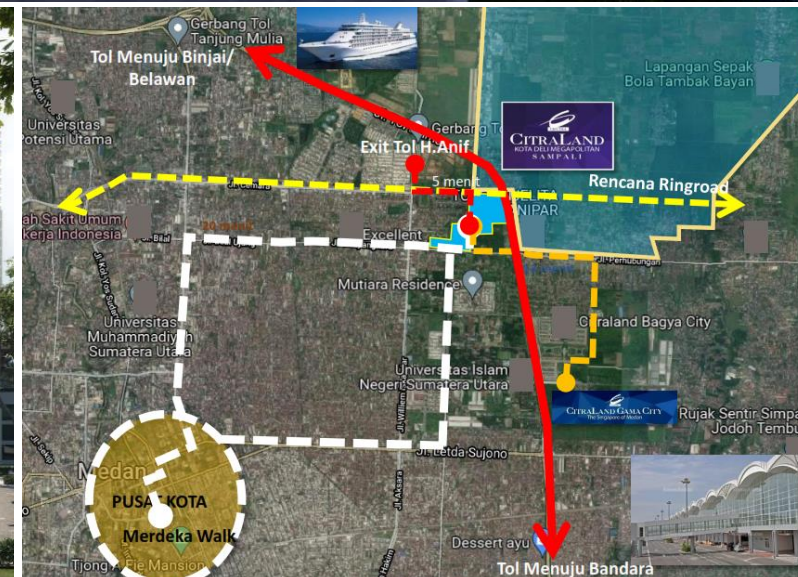


# New Projects 2022



## 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>	3Q 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 2021



## 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 2021</b>	Rp904 billion
<b>Selling price per unit</b>	Rp642 million to Rp9.0 billion
<b>Average unit selling price</b>	Rp3.1 billion
<b>Average land selling price</b>	Rp10.5 million
<b>Unit sold</b>	296 units
<b>Others</b>	Launched new cluster of house in Jun



# Key Projects 2021

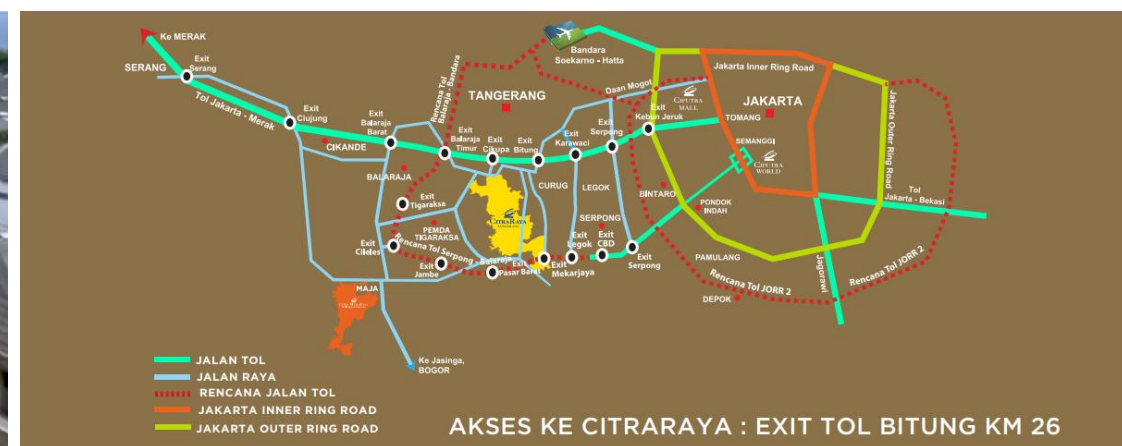


## CitraLand Surabaya

Location	West Surabaya
Launch	1993
Development plan	1,700 ha (sold 776 ha)
Market segment	Middle to middle-high
Pre-sales 2021	Rp883 billion
Selling price per unit	Rp455 million to Rp7.2 billion
Average unit selling price	Rp1.9 billion
Average land selling price	Rp9.3 million
Unit sold	462 units
Others	-



# Key Projects 2021

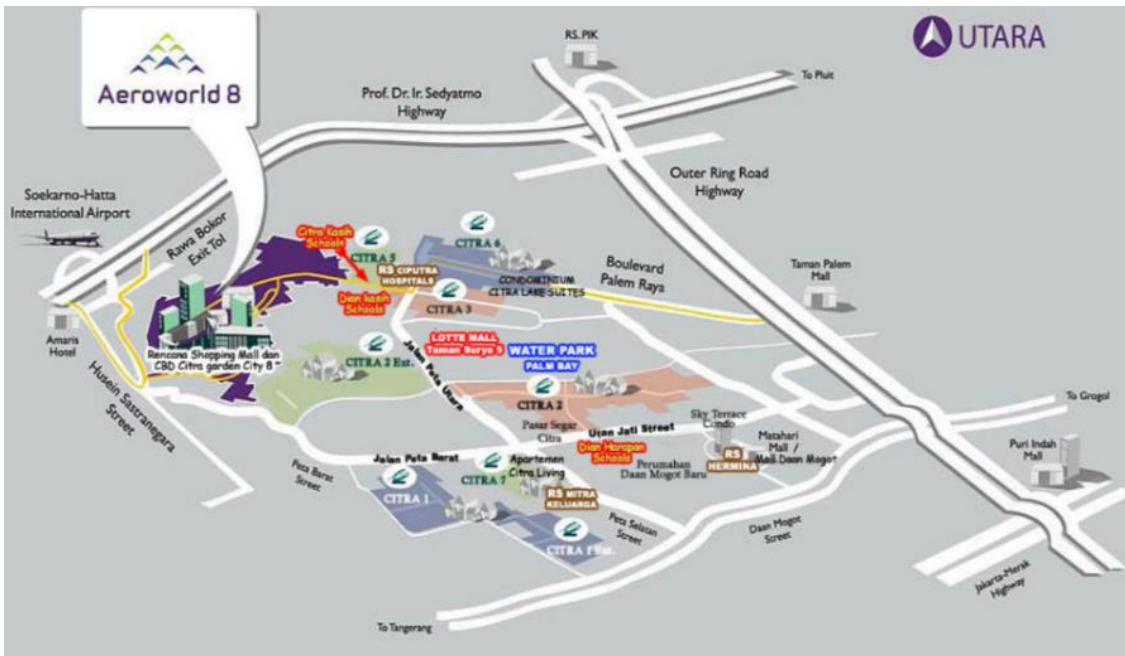


## CitraRaya Tangerang

Location	Tangerang, West of Jakarta
Launch	1994
Development plan	2,760 ha (sold 866 ha)
Market segment	Middle-low to middle-high
Pre-sales 2021	Rp585 billion
Selling price per unit	Rp169 million to Rp4.1 billion
Average unit selling price	Rp883 million
Average land selling price	Rp4.7 million
Unit sold	663 units
Others	Launched new clusters of house (Jan, Mar, Jun, Sep and Oct)



# Key Projects 2021



## CitraGarden City Jakarta

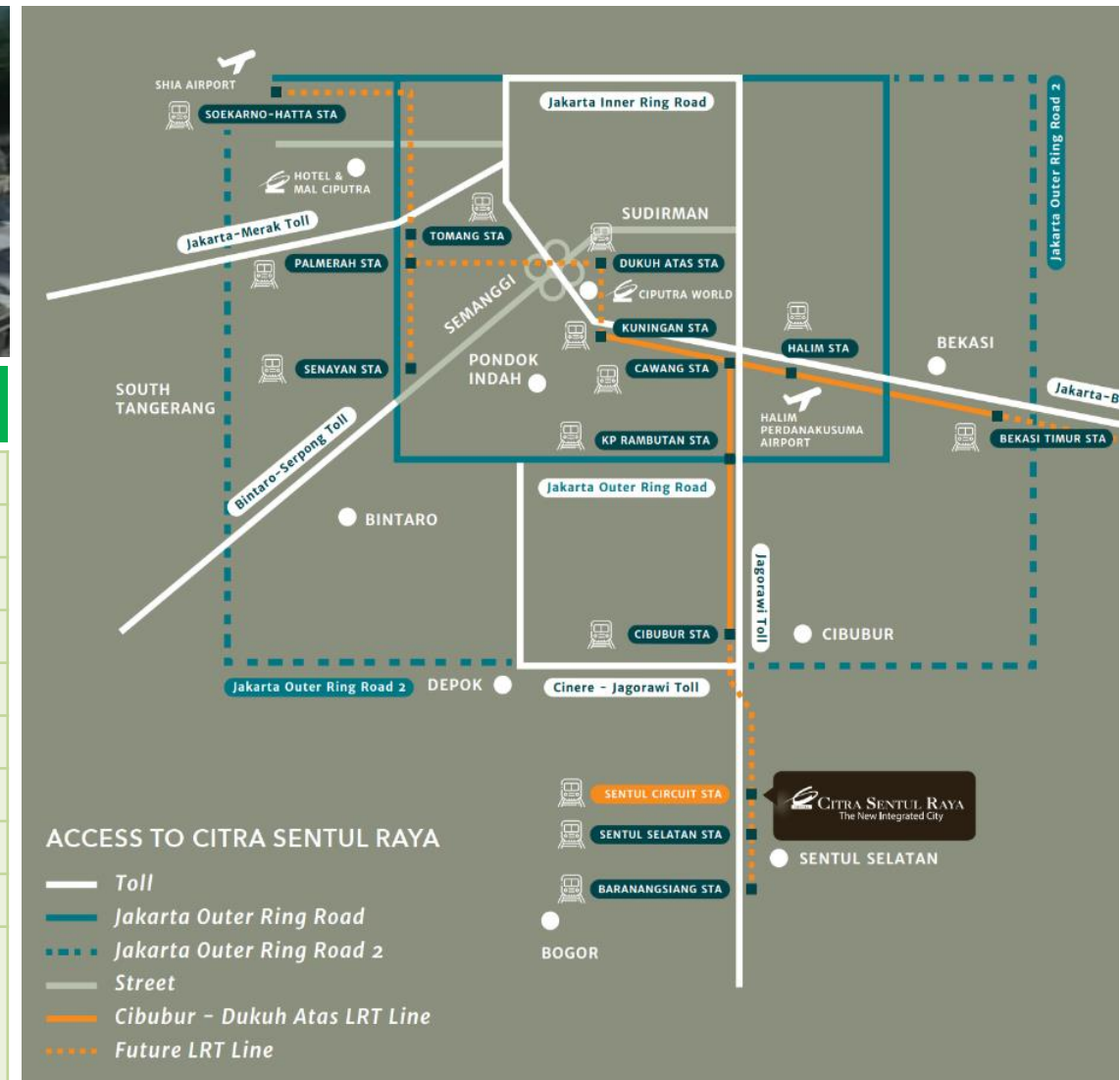
<b>Location</b>	Kalideres, West Jakarta
<b>Launch</b>	1984
<b>Development plan</b>	454 ha (sold 356 ha)
<b>Market segment</b>	Middle to high
<b>Pre-sales 2021</b>	Rp540 billion
<b>Selling price per unit</b>	Rp419 million to Rp8.6 billion
<b>Average unit selling price</b>	Rp 1.5 billion
<b>Average land selling price</b>	Rp 14.4 million
<b>Unit sold</b>	371 units
<b>Others</b>	-

# Key Projects 2021



## Citra Sentul Raya

<b>Location</b>	Sentul, South Greater Jakarta
<b>Launch</b>	Jul 2019
<b>Development plan</b>	Phase 1: 114 ha out of 1,000 ha master plan
<b>Market segment</b>	Middle and middle-low
<b>Pre-sales 2021</b>	Rp472 billion
<b>Selling price per unit</b>	Rp595 million to Rp5.7 billion
<b>Average unit selling price</b>	Rp1.3 billion
<b>Average land selling price</b>	Rp6.9 million
<b>Unit sold</b>	371 units
<b>Others</b>	Launched new cluster of house in Jun, Agst, Oct and Nov Accessibility: 5 minutes from Sentul Circuit LRT Station 5 minutes from Sentul Circuit toll road exit

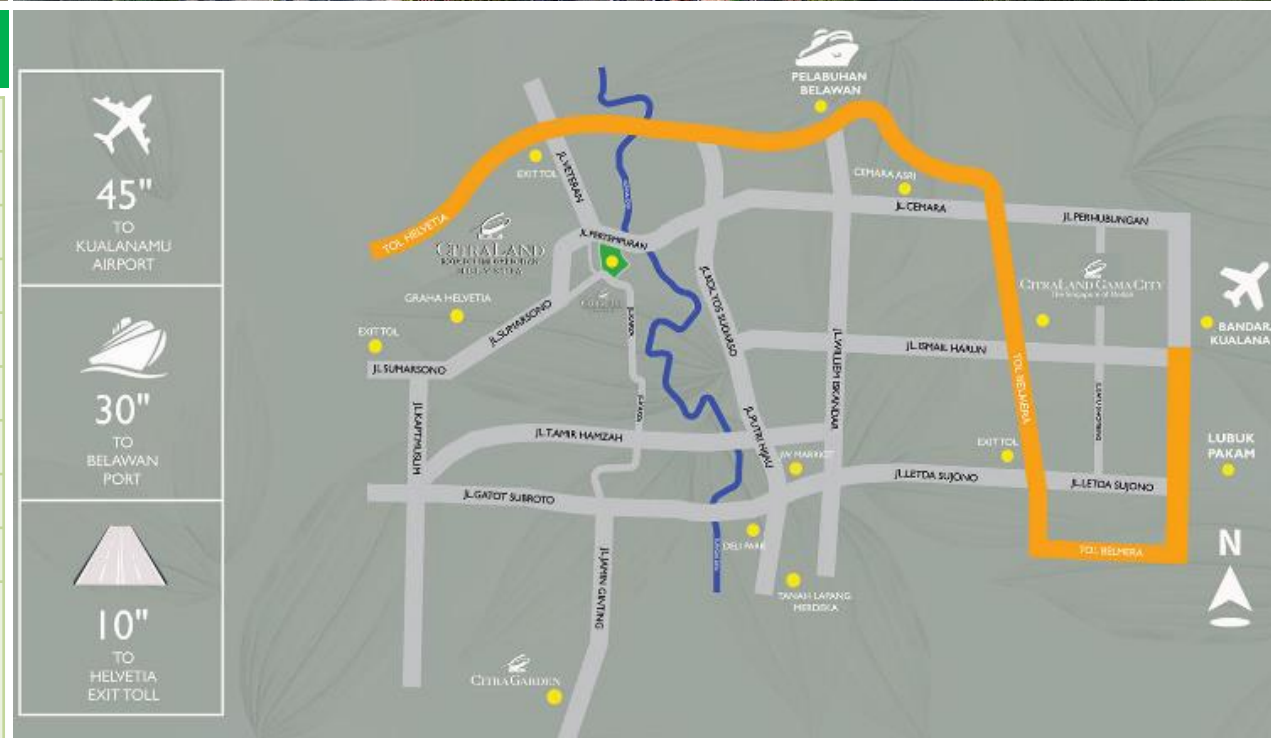


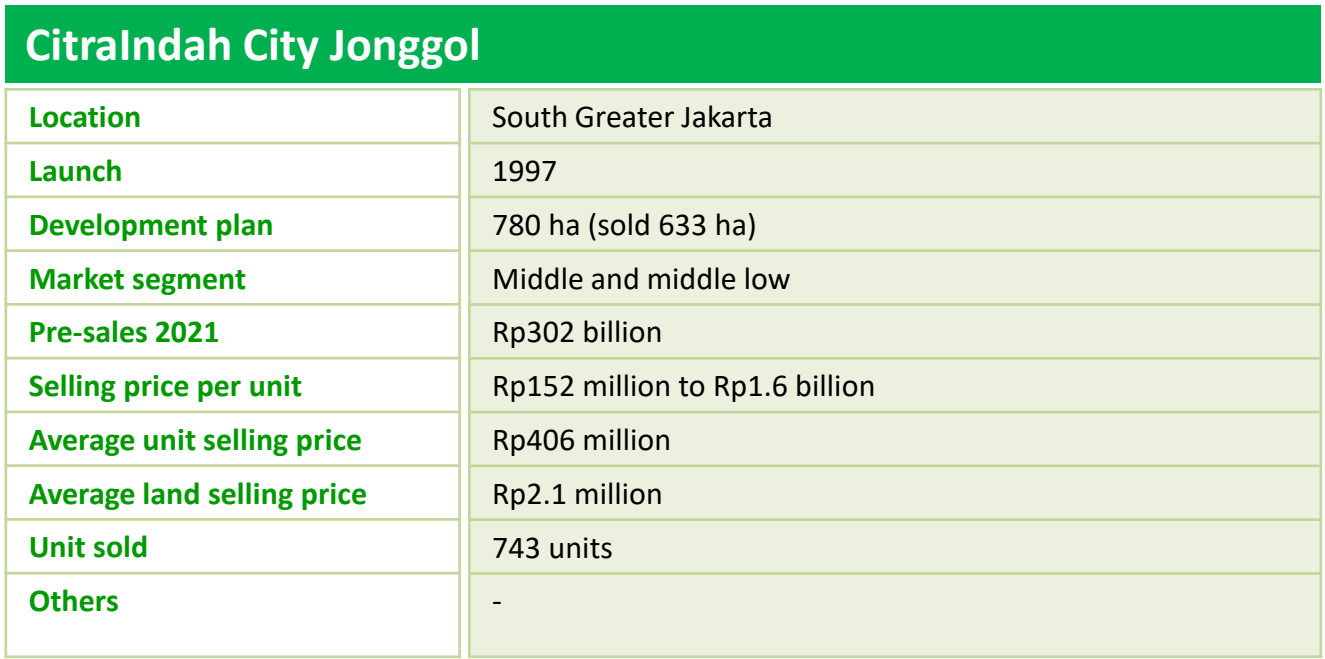
# Key Projects 2021



## CitraLand Helvetia Kota Deli Megapolitan

<b>Location</b>	Deli Serdang, North Sumatra
<b>Launch</b>	Nov 2021
<b>Development plan</b>	Phase 1: 7 ha out of total 8,000 ha
<b>Market segment</b>	Middle and middle-up
<b>Pre-sales 2021</b>	Rp464 billion
<b>Selling price per unit</b>	Rp999 million to Rp3.6 billion
<b>Average unit selling price</b>	Rp2.0 billion
<b>Average land selling price</b>	Rp5.9 million
<b>Unit sold</b>	236 units
<b>Others</b>	Accessibility: 15 minutes (5 km) to city center 10 minutes to Helvetia and Marelان exit toll 30 minutes to Belawan port 45 minutes to Kualanamu airport





# Key Projects 2021



## CitraLand Puncak Tidar Malang

<b>Location</b>	Malang, East Java
<b>Launch</b>	Feb 2021
<b>Development plan</b>	32 ha
<b>Market segment</b>	Middle and middle-up
<b>Pre-sales 2021</b>	Rp300 billion
<b>Selling price per unit</b>	Rp1.1 billion to Rp6.0 billion
<b>Average unit selling price</b>	Rp2.6 billion
<b>Average land selling price</b>	Rp7.6 million
<b>Unit sold</b>	117 units
<b>Others</b>	Accessibility: 10 minutes from city center 20 minutes from Abdul Rachman Saleh airport



# Key Projects 2021



## CitraLand Tallasa City Makassar

<b>Location</b>	Makassar, South Sulawesi
<b>Launch</b>	May 2017
<b>Development plan</b>	69 ha (sold 32 ha)
<b>Market segment</b>	Middle
<b>Pre-sales 2021</b>	Rp224 billion
<b>Selling price per unit</b>	Rp625 million to Rp4.8 billion
<b>Average unit selling price</b>	Rp1.6 billion
<b>Average land selling price</b>	Rp4.8 million
<b>Unit sold</b>	145 units
<b>Others</b>	-

# Key Projects 2021



## CitraGrand Semarang

<b>Location</b>	Semarang, Central Java
<b>Launch</b>	September 2012
<b>Development plan</b>	55 ha (sold 24 ha)
<b>Market segment</b>	Middle and middle-up
<b>Pre-sales 2021</b>	Rp191 billion
<b>Selling price per unit</b>	Rp510 million to Rp5.2 billion
<b>Average unit selling price</b>	Rp 1.6 billion
<b>Average land selling price</b>	Rp 5.4 million
<b>Unit sold</b>	121 units
<b>Others</b>	-

# Key Projects 2021



## Citra Landmark

<b>Location</b>	Ciracas, East Jakarta
<b>Launch</b>	Mar 2021
<b>Development plan</b>	Phase 1: 2 ha out of 7 ha (approx. 61,000 sqm out of 213,000 sqm SGA)
<b>Market segment</b>	Middle-low and low
<b>Pre-sales 2021</b>	Rp47 billion
<b>Selling price per unit</b>	Rp337 million to Rp962 million
<b>Average unit selling price</b>	Rp473 million
<b>Average building selling price</b>	Rp18.8 million
<b>Unit sold</b>	100 units
<b>Others</b>	Accessibility: 5 minutes from Ciracas LRT Station 30 minutes from Halim Perdanakusuma Airport

## Direct Access Around Location





---

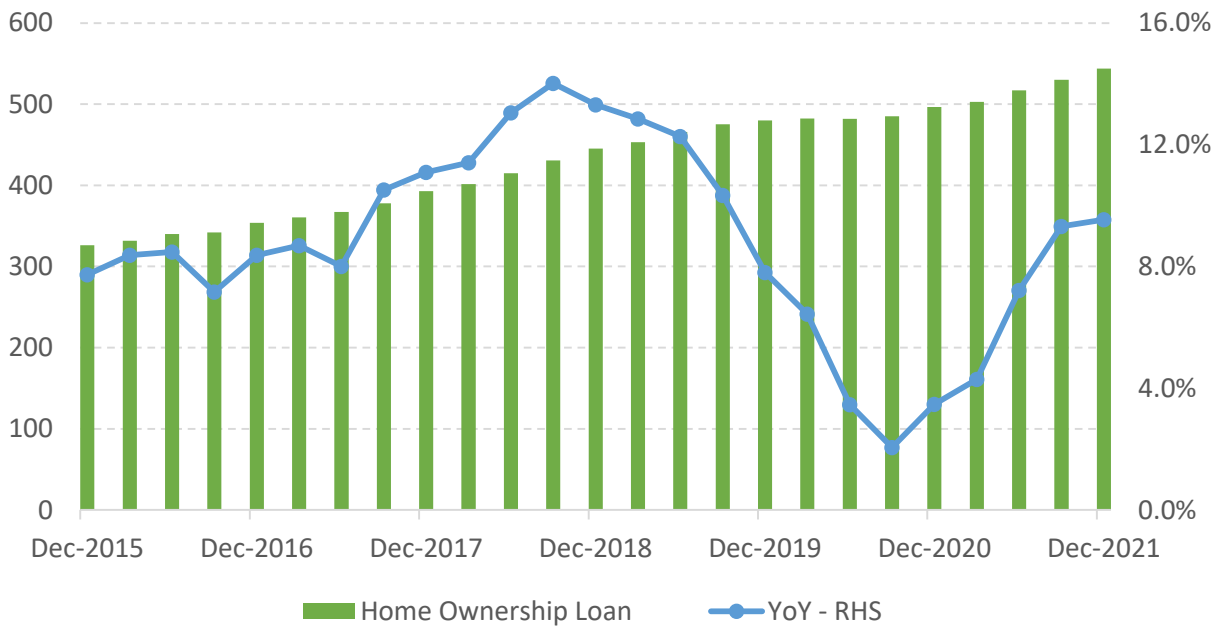
## Country Overview

---

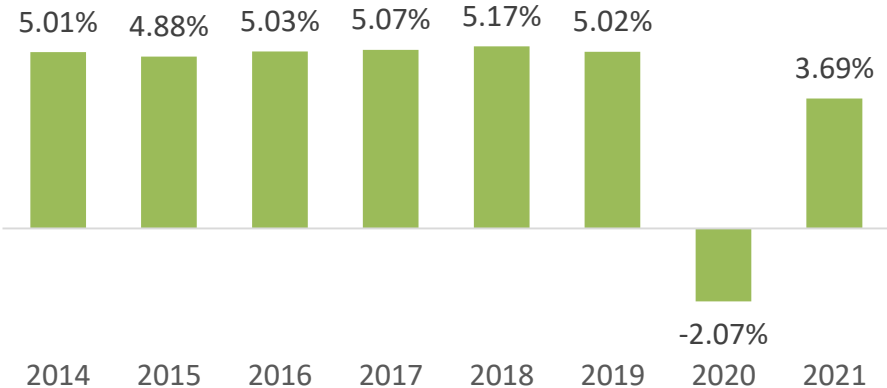
# Encouraging Macro Conditions

Robust economic growth accelerating middle class formation and increasing housing demand

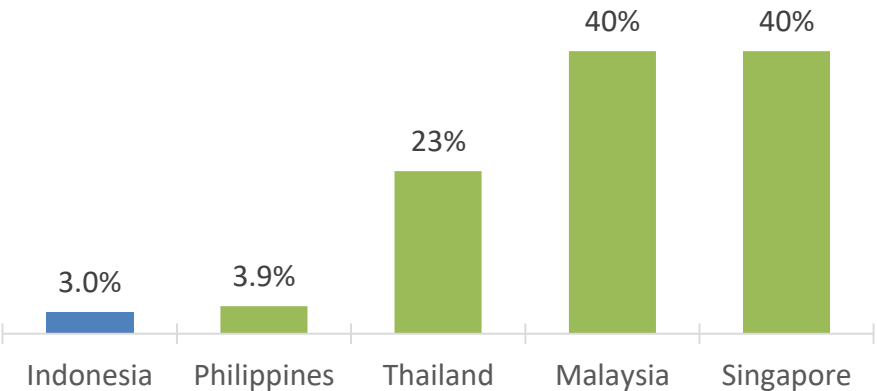
Home Ownership Loan Outstanding (Rp tn)



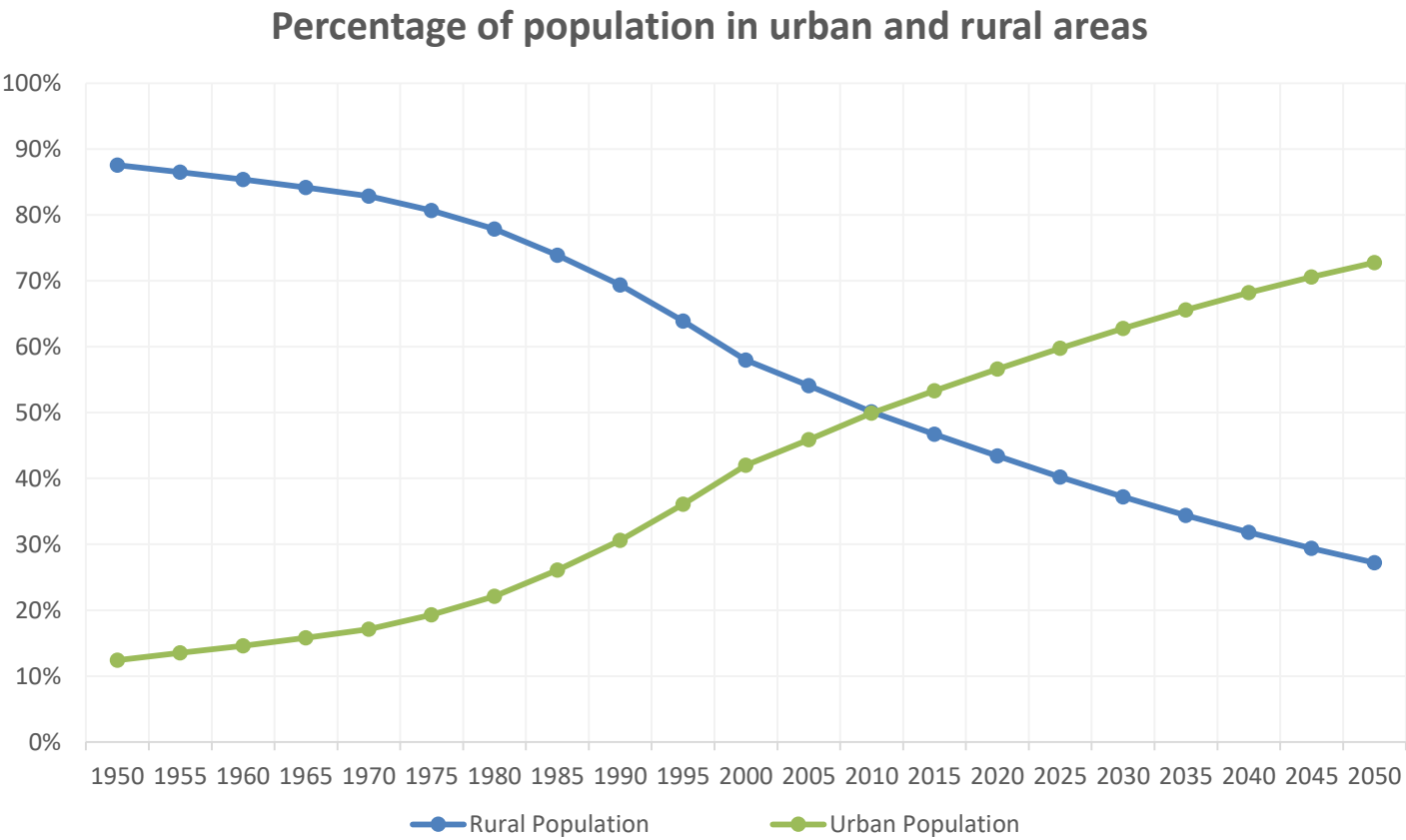
Real GDP Growth



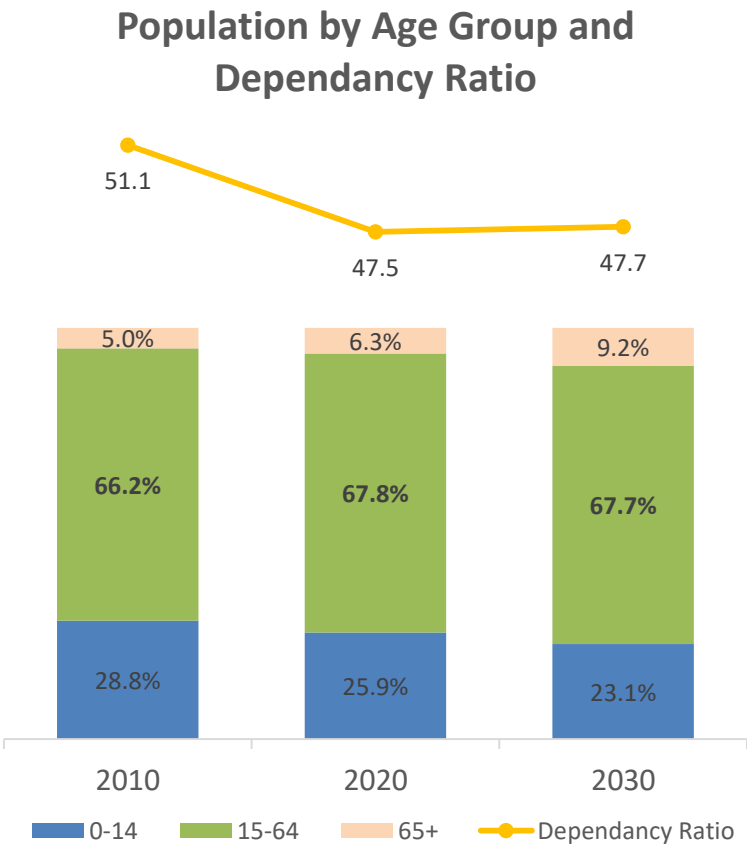
Housing Loan as % of Nominal GDP (December 2019)



# Favorable Population Structure

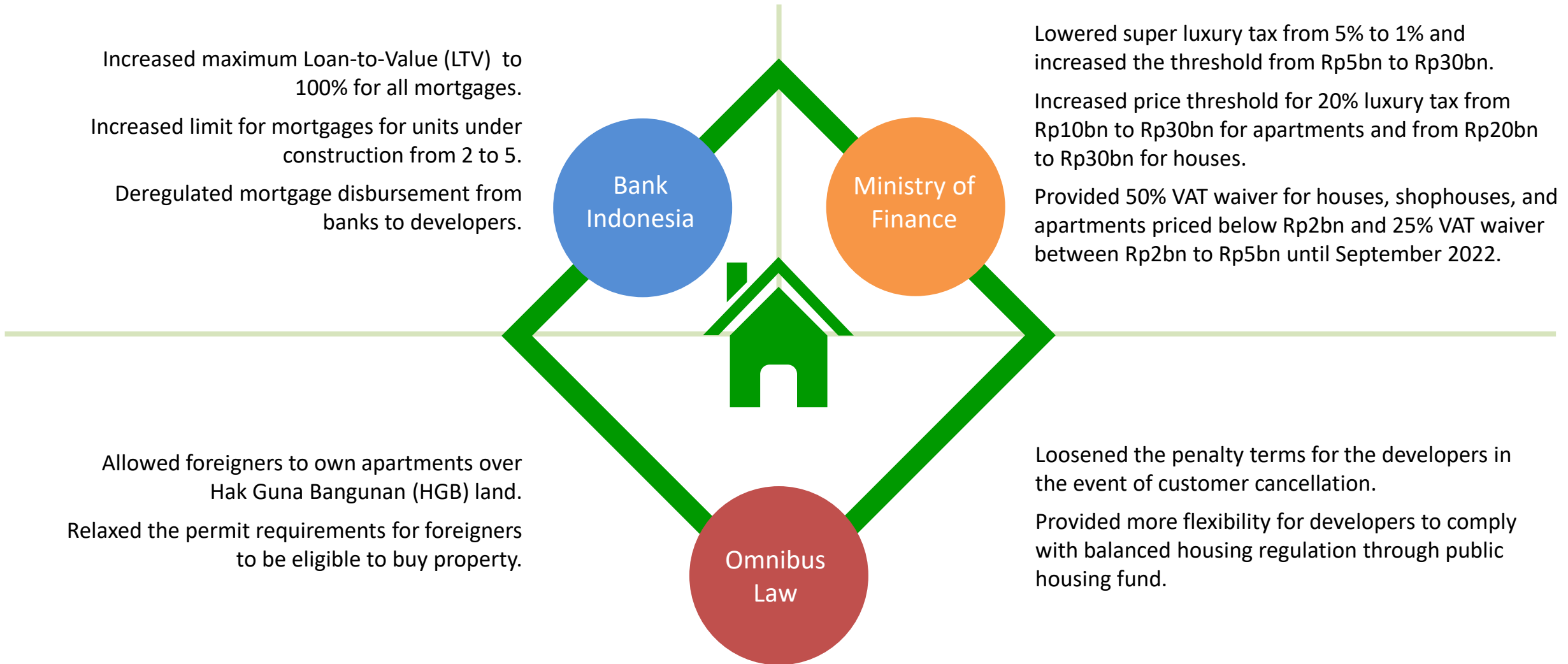


More than half of the Indonesian population lives in urban areas since 2010 and it is estimated to reach almost three-quarters by 2050



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

# Regulatory Support from the Government



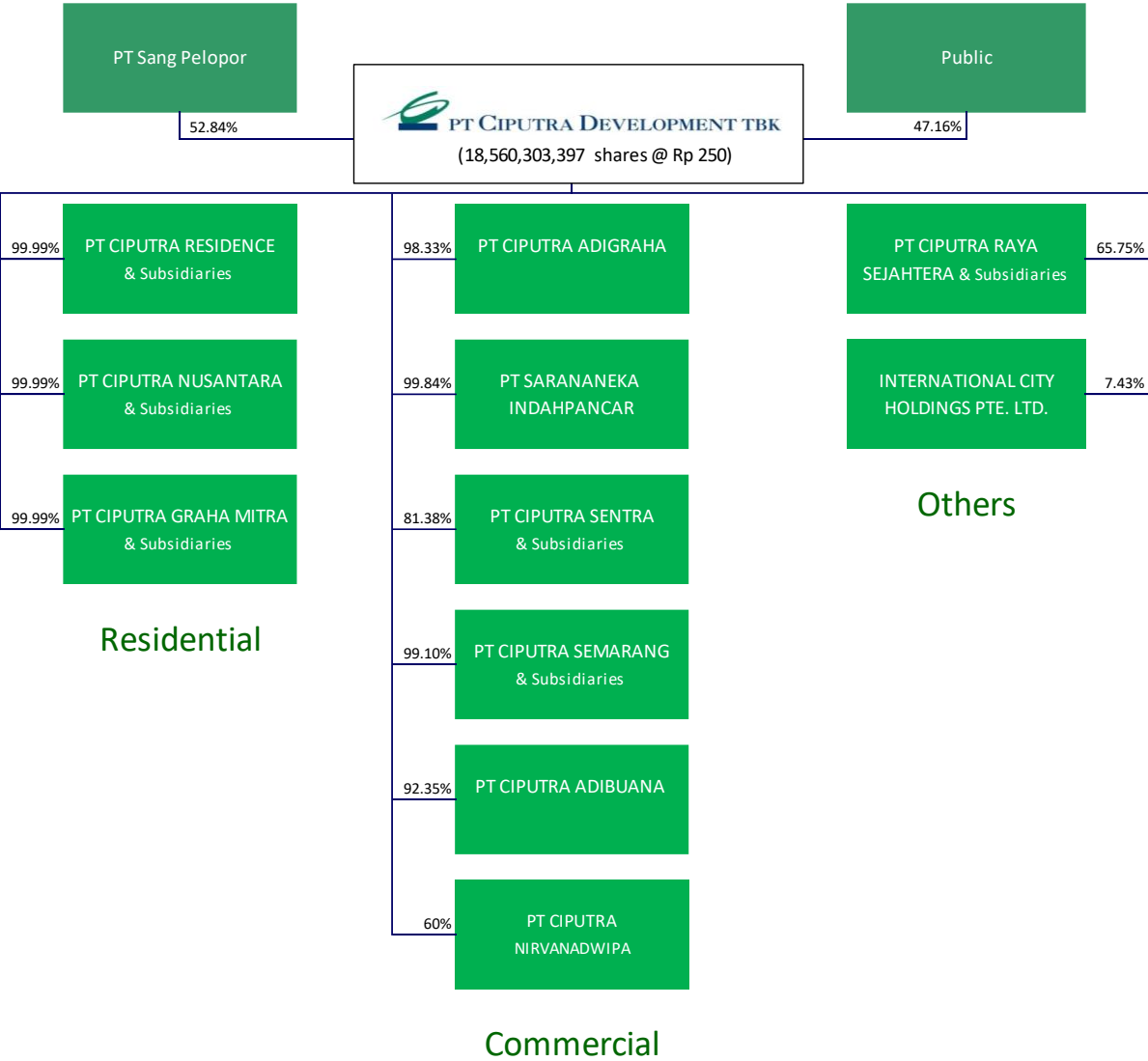


---

## Appendix

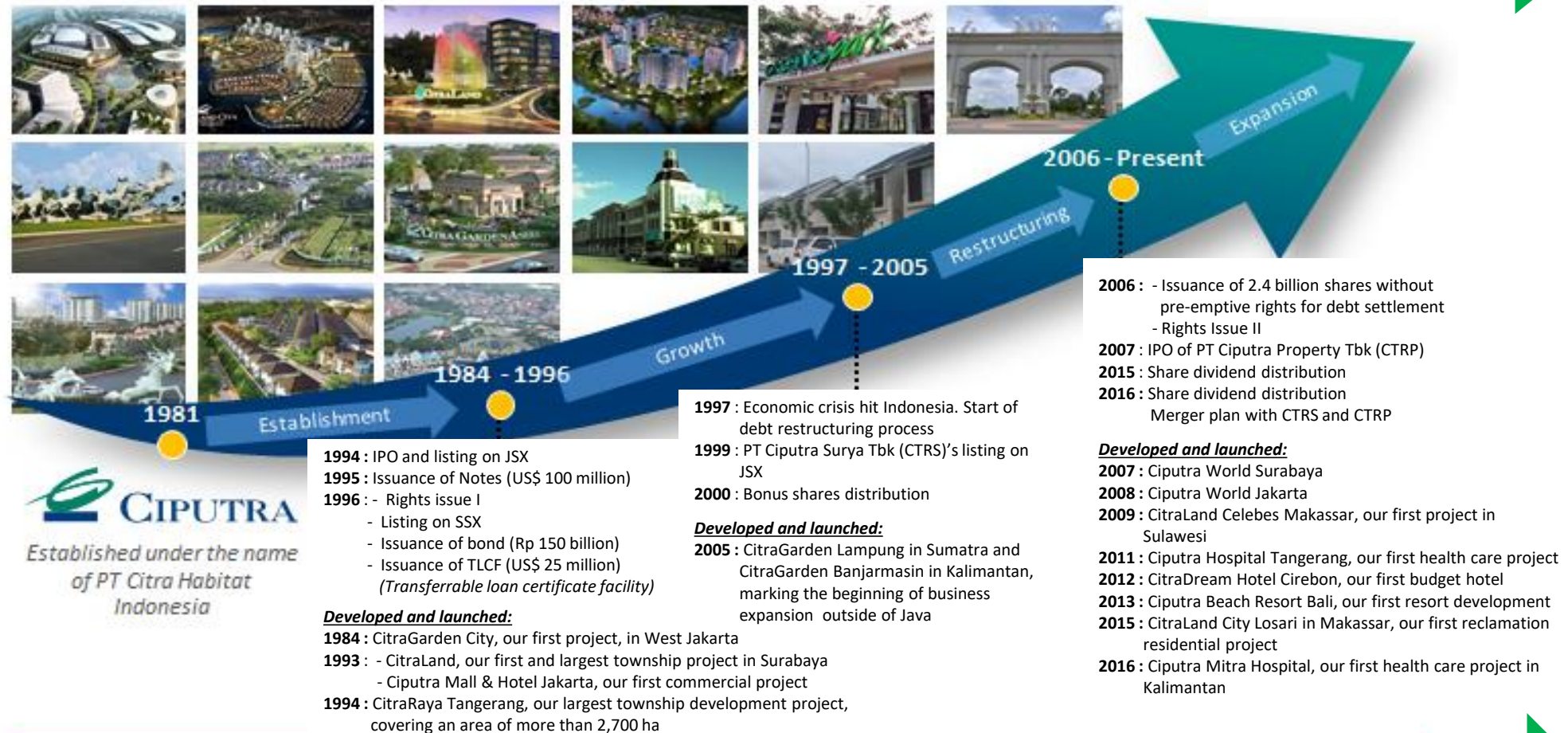
---

# Corporate Structure



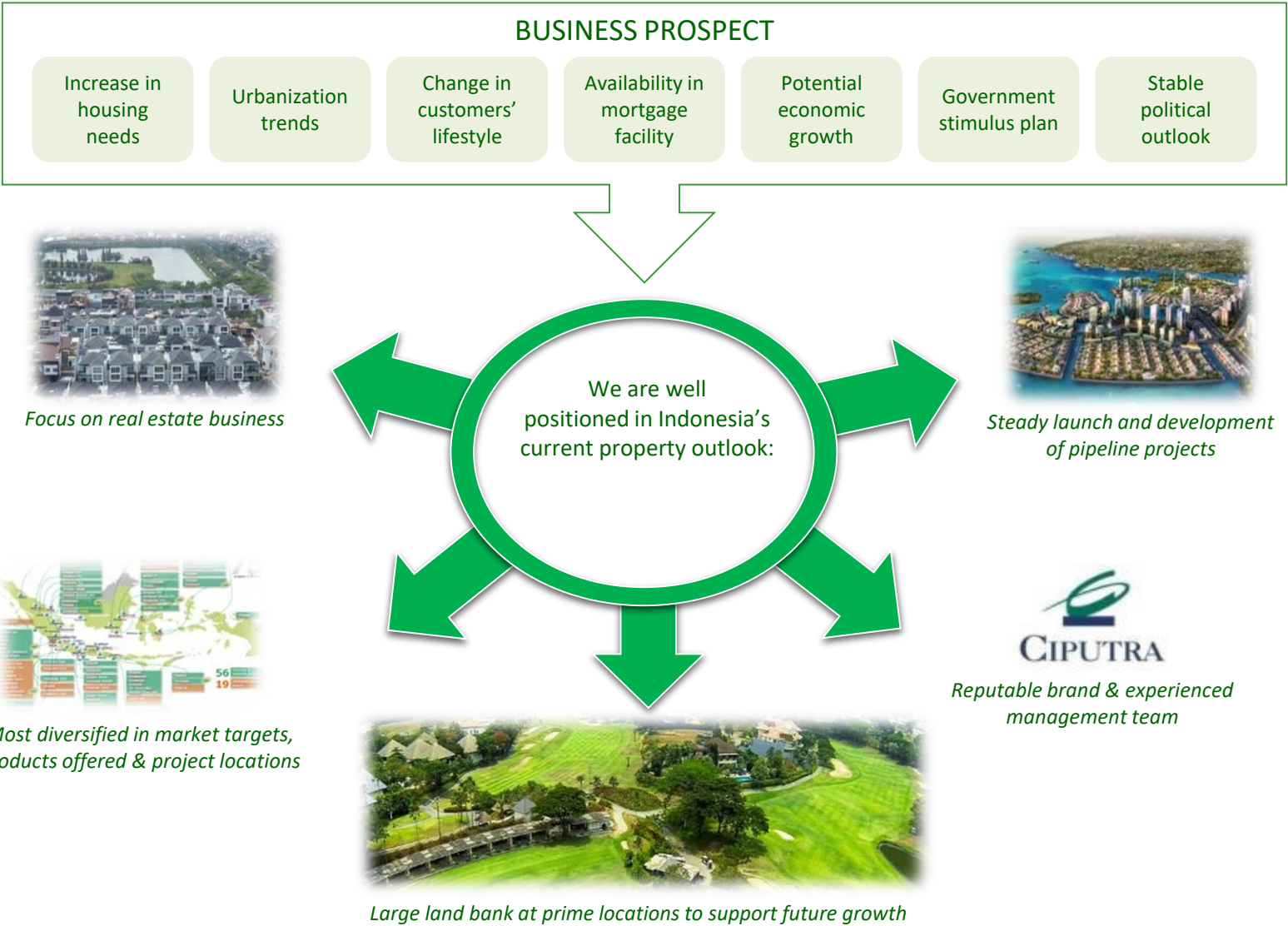
# Corporate Milestones

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.



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*

# Investor Relations

---

Ciputra World 1

DBS Bank Tower 39<sup>th</sup> Floor

Jl. Prof. DR. Satrio Kav. 3-5

Jakarta 12940 - Indonesia

Phone : +62 21 29885858 / 6868

Fax : +62 21 29888787

Email : [investor@ciputra.com](mailto:investor@ciputra.com)

Website : [www.ciputradevelopment.com](http://www.ciputradevelopment.com)

# Disclaimer

---

Any person obtaining this Presentation material, will be deemed to have understood and agreed to the obligations and restrictions herein.

The content of this material are provided on a strictly private confidential basis and shall be the proprietary of PT. CIPUTRA DEVELOPMENT Tbk. Information contained in the material are intended for information purpose and does not constitute or form part of an offer solicitation, invitation or inducement to purchase or subscribe for any securities of the PT. CIPUTRA DEVELOPMENT Tbk. or any contract or commitment whatsoever, and further is not intended to be distributed, reproduced or copied at any time to any party without prior written consent of PT. CIPUTRA DEVELOPMENT Tbk. The communication of this information herein is restricted by law, it is not intended for distribution to or use by any person in any jurisdiction where such distribution or use would be contrary to local law or regulation in such jurisdiction.

The information and opinions contained in this material have not been independently verified, and no representations or warranties (expressed or implied) is made as to, and no reliance should be placed on the fairness, accuracy, completeness, correctness, omissions of the information or opinions contained herein. It is not the intention to provide and you may not rely on this material as providing a complete or comprehensive analysis of the condition (financial or others), earnings, business affairs, business prospects, properties or results of operations of the company or its subsidiaries. The information and opinions contained in this material are provided as at the date of this presentation and are subject to change without any notice. The company (including any of its subsidiaries, shareholders, affiliates, representatives, partners, directors, employees, advisers or agents) shall have no responsibility or liability whatsoever (in negligence or otherwise) for any direct, indirect or consequential loss and/ or damages arising from the use of this materials, contents, information, opinions or communication therewith.

This presentation may contain forward-looking statements and assumptions that are subject to various risks and uncertainties which may change over time and in many cases are outside the control of the company. Therefore, actual performance, outcomes and results may differ materially from those expressed in the statements. You are advised and cautioned not to place undue reliance on these statements, which are based on current view of management on future events.

