



CIPUTRA

Marketing Sales
Presentation FY 2022





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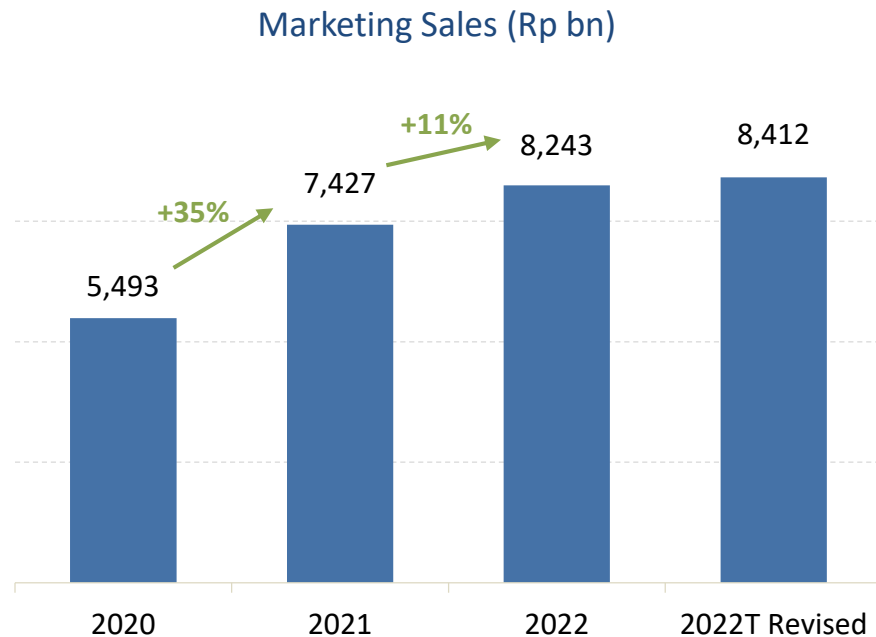
- Key Highlights
- Company Overview
- Growth Strategy and Project Highlights
- Financial Results
- Country Overview



Key Highlights

Key Highlights - Strong Marketing Sales Recovery Post-Covid

**Achieved 98% of 2022 upgraded target
with a solid +11% yoy growth**

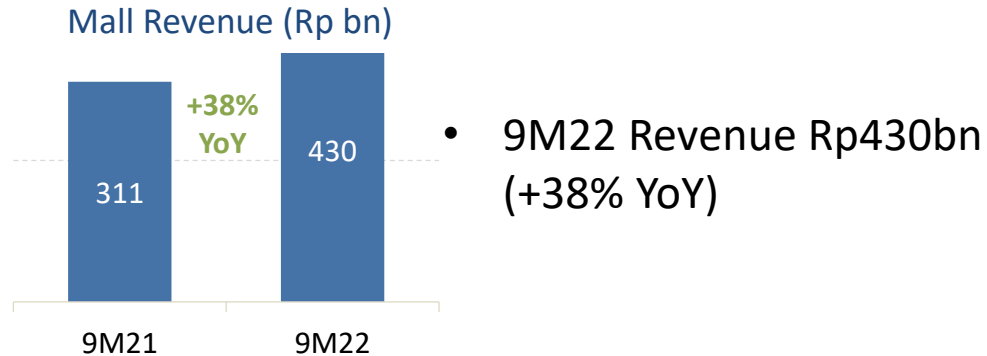


**Successful launches in FY22 with total marketing
sales of Rp3.7tn from 2,253 units**

New Launches Per Location - 2022	Marketing Sales	Units Sold
Greater Surabaya	Rp1,233bn	757
Sumatra	Rp1,217bn	600
Greater Jakarta	Rp624bn	458
Sulawesi	Rp259bn	114
Other Java	Rp239bn	254
Kalimantan	Rp107bn	70
Total	Rp3,679bn	2,253

Key Highlights - Consistent Improvement in Investment Properties

Improving operations in all shopping malls

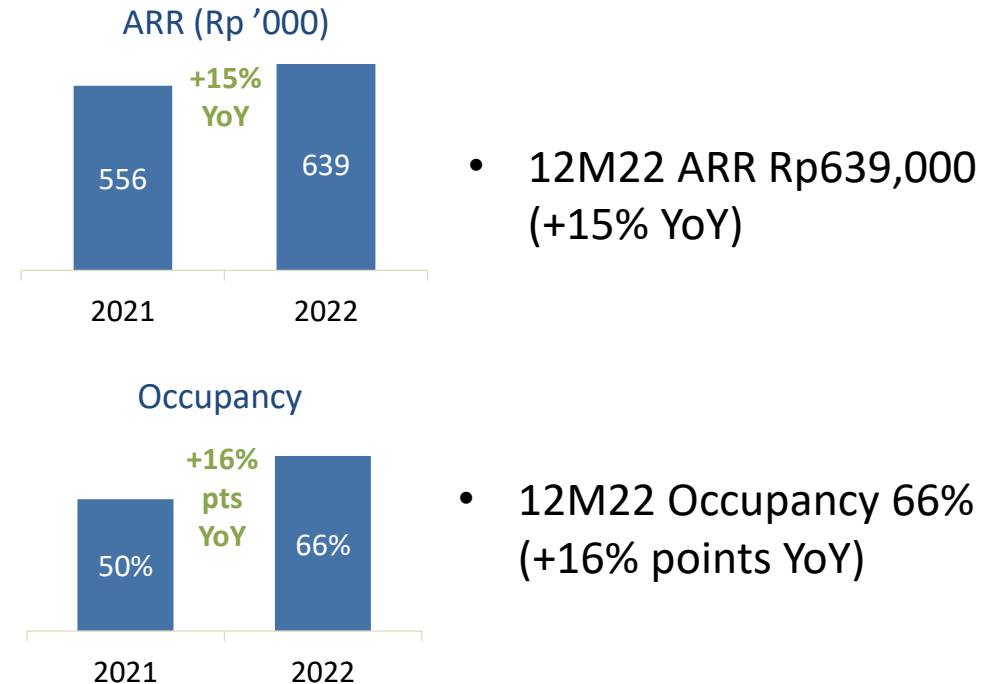


- Removal of most rental discounts starting May 2022
- Foot traffic >95% of pre-Covid across all malls
- 88% occupancy from 256,000m2 NLA

Stable occupancy in office assets

- 12M22 Occupancy 84% (-2% points YoY) from 89,500m2 SGA

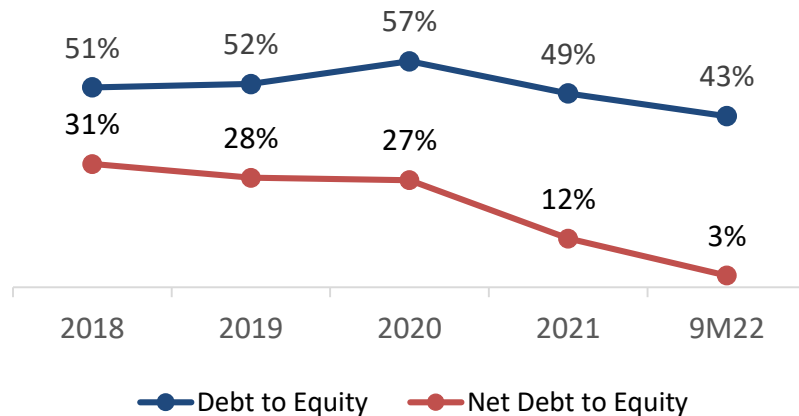
Strong RevPAR growth in all hotel assets



- 12M22 RevPAR Rp424,000 (+53% YoY)
- Driven by re-opening of borders and easing of travel restrictions

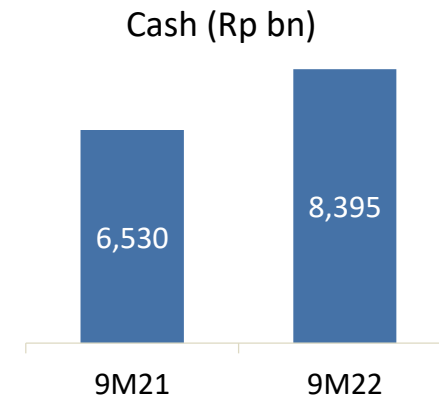
Key Highlights - Strong Capital Position

Improving balance sheet



- More selective land banking capex
- Coming out of the pandemic with a stronger balance sheet position

Sufficient liquidity



- Higher portion of mortgage financing and faster mortgage disbursement from banks



Company Overview

Ciputra at a Glance



Footprints

Number of
Projects
>82

Green Building
Certifications
5

Directly Owned
Land Bank
2,247 Ha

Employees
4,723

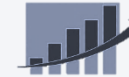


57.7%

42.3%

JO Land Bank
3,233 Ha

Customer Satisfaction
89.8%



Financial Highlights

Total Assets (9M22)

Rp 41.3 tn

Revenue (9M22)

Rp 7.2 tn

Net Profit (9M22)

**Rp 1.5 tn
(+50% YoY)**

EBITDA (9M22)

Rp 2.6 tn

ROAE (9M22)

8.9%

Net Profit Margin

21%



Main Business Activities

81% Property Development for Sale

19% Commercial Property Development & Management

One of Indonesia's Leading Property Developer

Property Development for Sale



Township & Residential – **61** projects



Condominium – **11** projects



Strata/Office for Sale – **8** projects

Commercial Property Development & Management



Shopping Mall – **5** projects



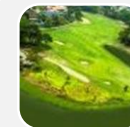
Hotel – **9** projects



Healthcare – **3** projects

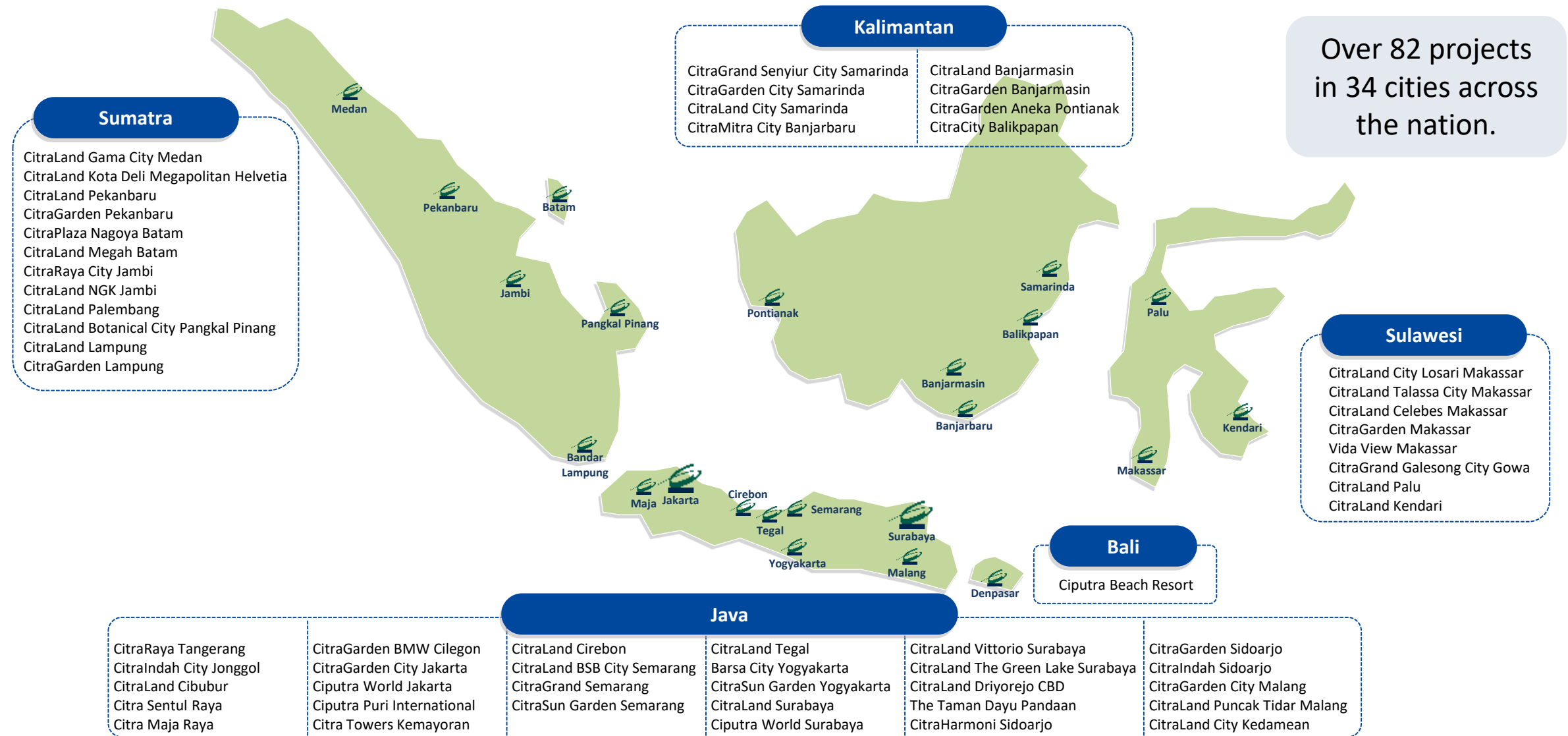


Office for Lease – **4** projects

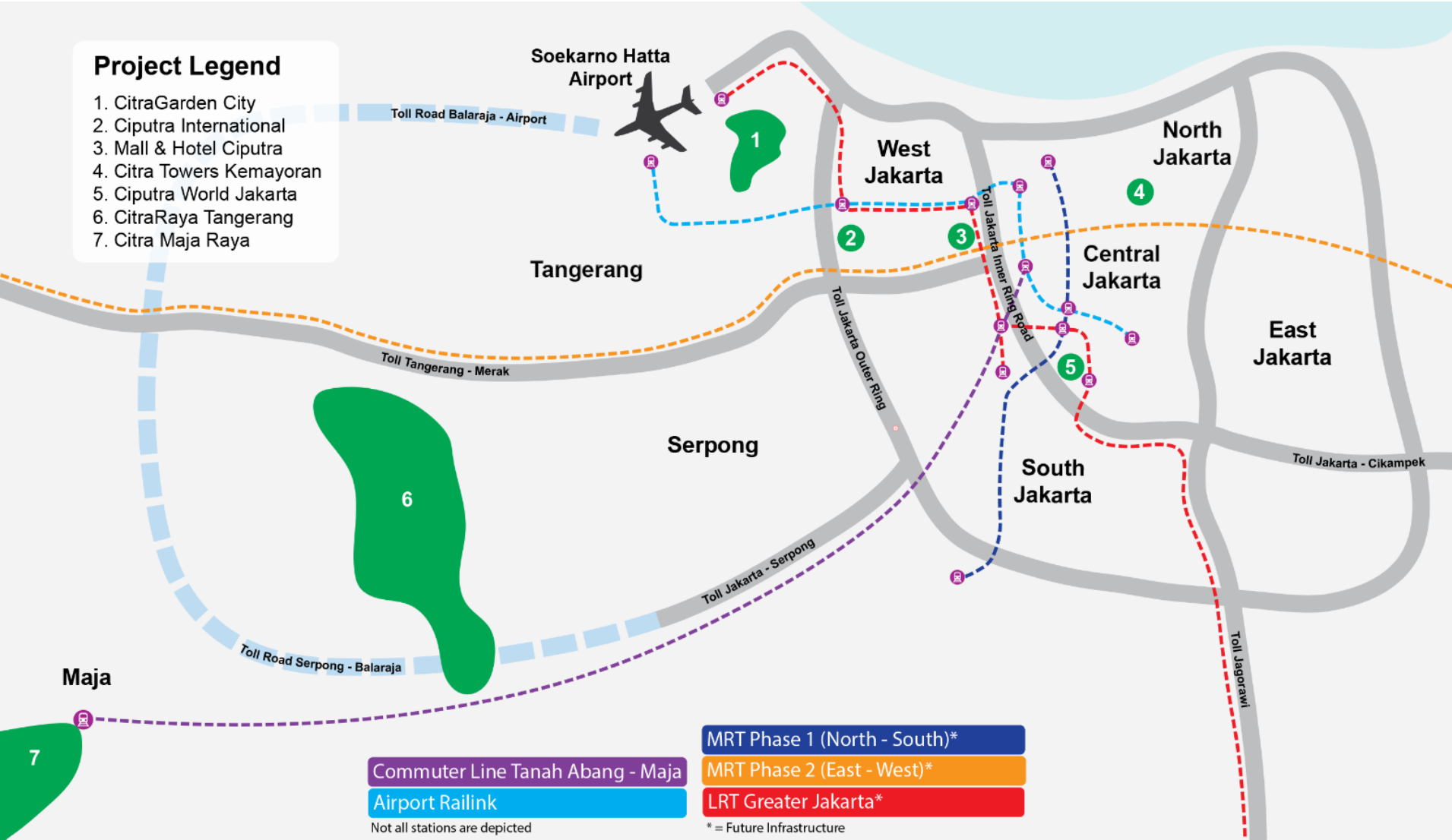


6 Waterparks & **1** Golf Course

Geographically Diversified Project Portfolio

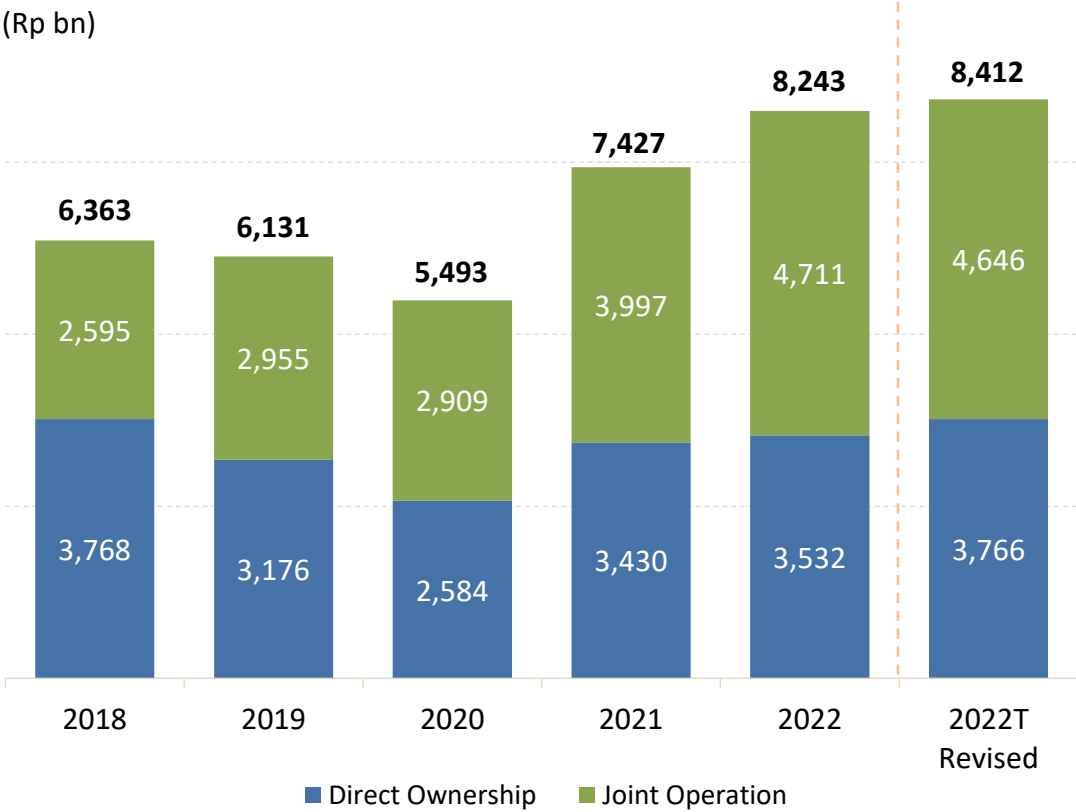


Greater Jakarta Project Portfolio



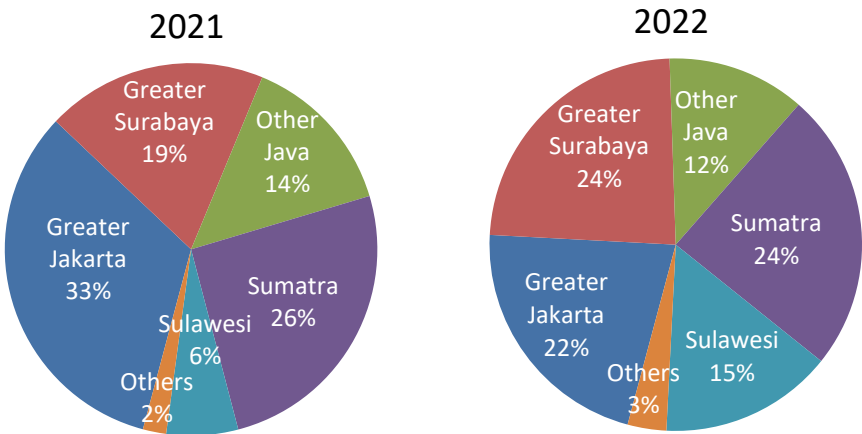
Strong Growth and Geographically Diversified Marketing Sales

Historical Presales

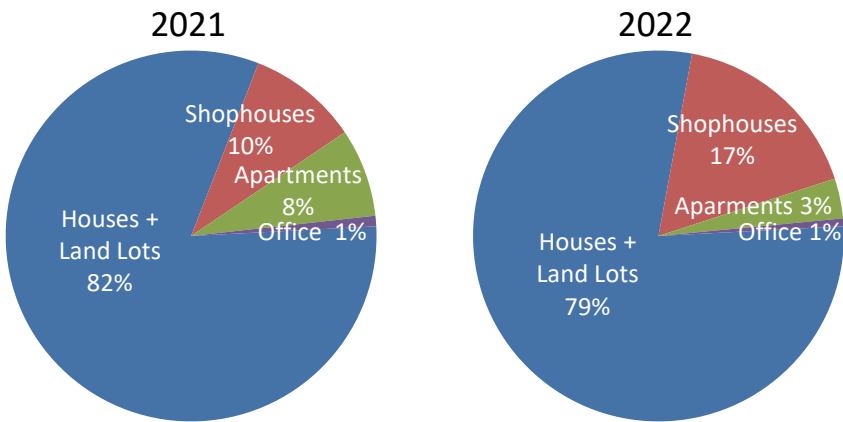


Units Sold	8,545	7,035	5,452	6,279	5,468	
Area Sold (Ha)	74	67	66	66	65	

Presales per Location

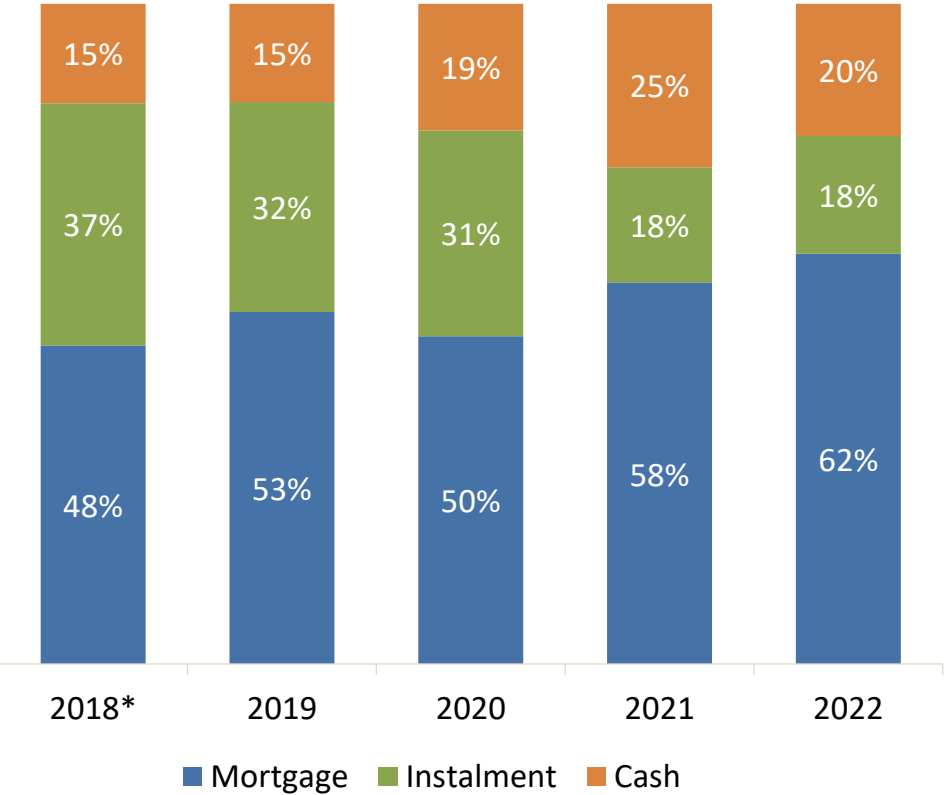


Presales per Product



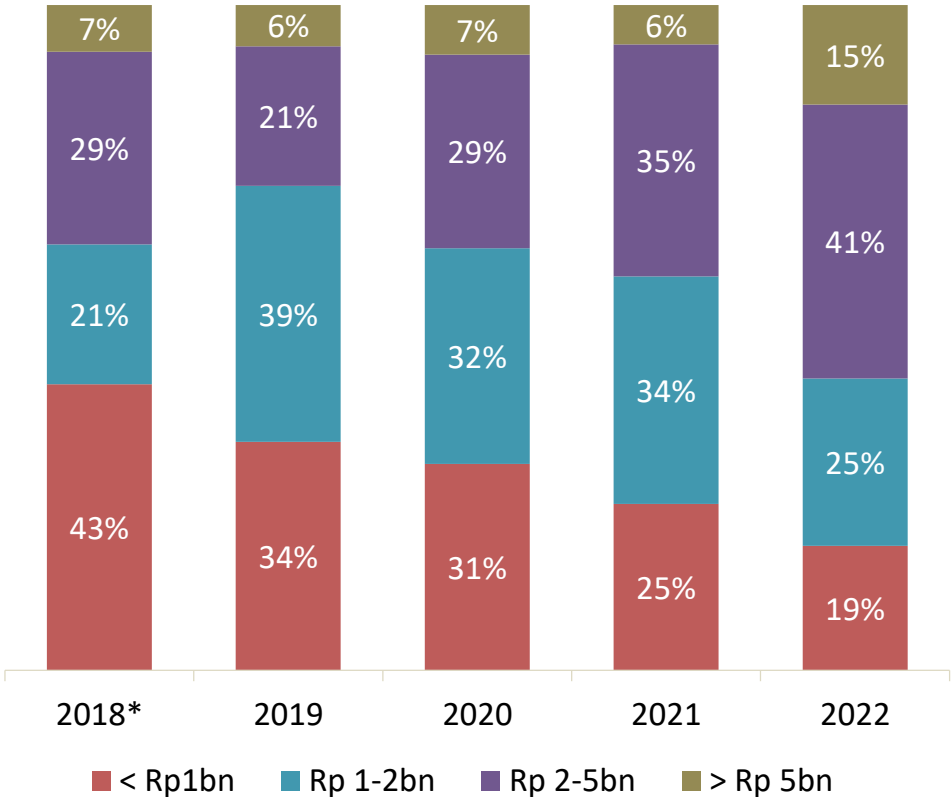
Increasing High-End Product Trend with Mortgage as Most Popular Form of Payment

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 starting to dominate the presales as high-end products are currently more popular for upgraders and targeted to customers outside Java

*Note: 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 (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 bn)
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%	37	100%
	The Newton 2		22,500	41%	615	36%
Ciputra International	San Francisco	JV - 55%	25,300	53%	263	100%
	Amsterdam		24,200	89%	60	100%
CitraRaya Tangerang Ecopolis	Yashinoki	JV - 51%	5,500	83%	12	100%
	Suginoki		3,900	91%	5	100%
CitraLake Suites	Tower A+B	JV - 51%	18,000	92%	33	100%
Citra Living	Orchard	JO Revenue - 70%	9,100	99%	2	100%
	Lotus		9,100	92%	15	100%
Total Jakarta			219,900	81%	1,530	
CitraLand Surabaya	Denver	100%	22,500	71%	124	100%
Ciputra World Surabaya	Voila	JV - 53%	35,800	100%	-	100%
	The Vertu		9,100	60%	93	100%
	Sky Residence		6,700	22%	105	100%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	17,600	58%	140	88%
Total Surabaya			91,700	75%	462	
CitraPlaza Nagoya Batam	Tower 1	JV - 50%	22,700	94%	36	100%
Barsa City Yogyakarta	Cornell	JO Profit - 50%	8,500	60%	73	100%
Vida View Makassar	Brentsville	JO Profit - 50%	24,800	54%	263	100%
CitraLand City Losari Makassar	Delft	JO Profit - 50%	19,800	84%	70	62%
Total Others			75,800	75%	441	
Total Strata Title Apartment			387,400	79%	2,432	

Office Assets – Strata Title and Leased

Strata-Title Office

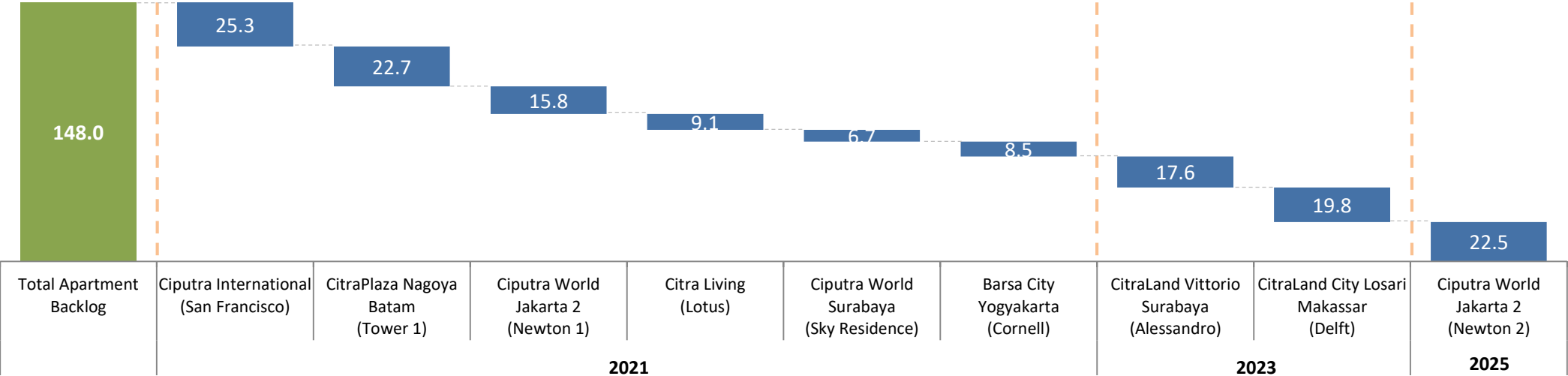
Project Name	Tower	Ownership Scheme	Saleable SGA (sqm)	Sold	Est. Unsold Stock Value (Rp bn)	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	18,300	96%	38	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	28,000	82%	227	100%
Ciputra International	Propan Tower	JV - 55%	18,700	76%	115	100%
	Tokopedia Care Tower		24,000	85%	79	100%
Citra Towers Kemayoran	North Tower	JO Profit - 50%	37,000	98%	25	100%
Total Jakarta			126,000	88%	483	
Ciputra World Surabaya	Vieloft SOHO	JV - 53%	31,500	57%	305	100%
	Office Tower		38,500	79%	193	100%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	4,800	45%	50	88%
Total Surabaya			74,800	68%	547	
Total Strata Title Office			200,800	81%	1,031	

Leased Office

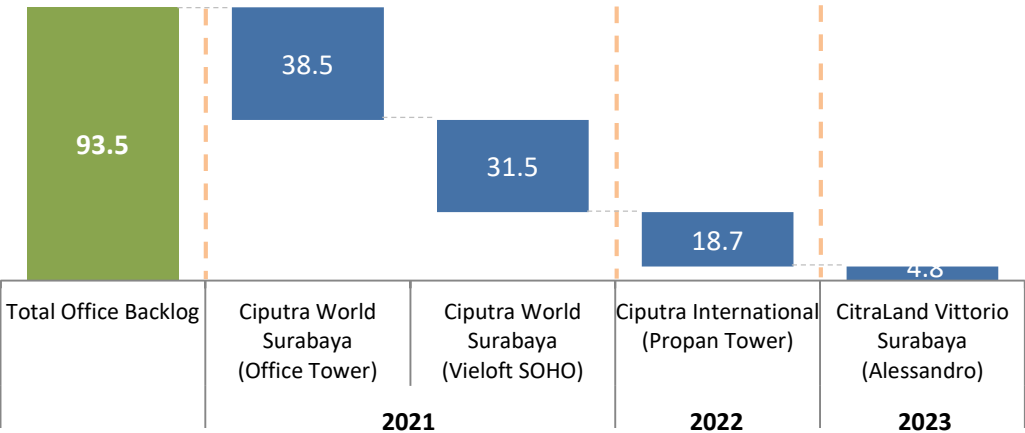
Project Name	Tower	Ownership Scheme	Leasable SGA (sqm)	Leased	Construction Progress
Ciputra World Jakarta 1	DBS Bank Tower	100%	41,500	88%	100%
Ciputra World Jakarta 2	Tokopedia Tower	100%	38,000	77%	100%
Ciputra International	Tokopedia Care Tower	JV - 55%	10,000	99%	100%
Total Jakarta			89,500	84%	
Total Office for Lease			89,500	84%	

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*	JV - 46%	61,000
Ciputra International**	JV - 55%	66,000
Citra Towers Kemayoran	JO Profit - 50%	38,000
Citra Living	JO Revenue - 70%	3,500
Total Jakarta		419,500
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		949,500

* : Obtained 2Ha land out of optional 7Ha

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



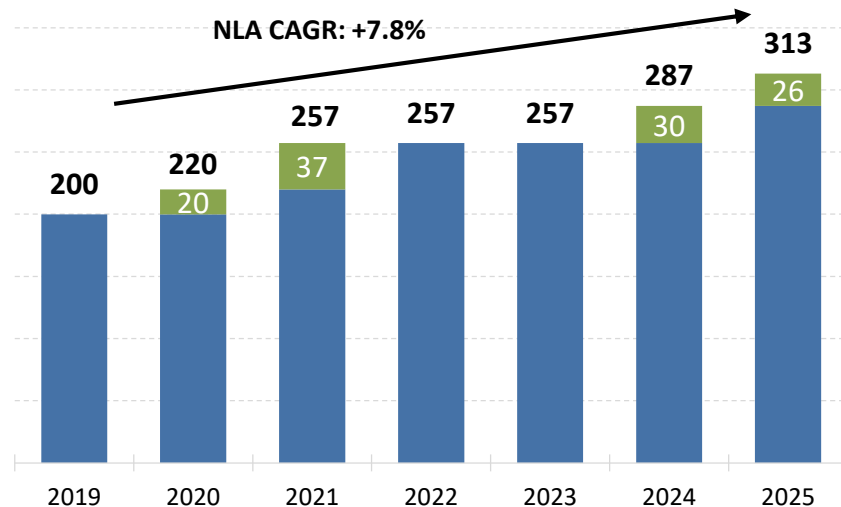
Healthy Occupancy and Lease Expiry Profile for Malls

Mall	Net Leasable Area (sqm)	Occupancy Rate				
		2018	2019	2020	2021	2022
Ciputra World Jakarta 1	79,500	100%	100%	100%	100%	100%
Ciputra World Surabaya	87,500	92%	96%	94%	90%	75% *
Ciputra Mall Jakarta	42,400	98%	98%	93%	82%	89%
Ciputra Mall Semarang	20,300	98%	100%	96%	95%	96%
Ciputra Mall CitraRaya Tangerang	26,000	-	-	90%	90%	88%
Expansion Plans						
CitraLand Losari City Mall	30,000					
CitraLand Surabaya Mall	26,000					

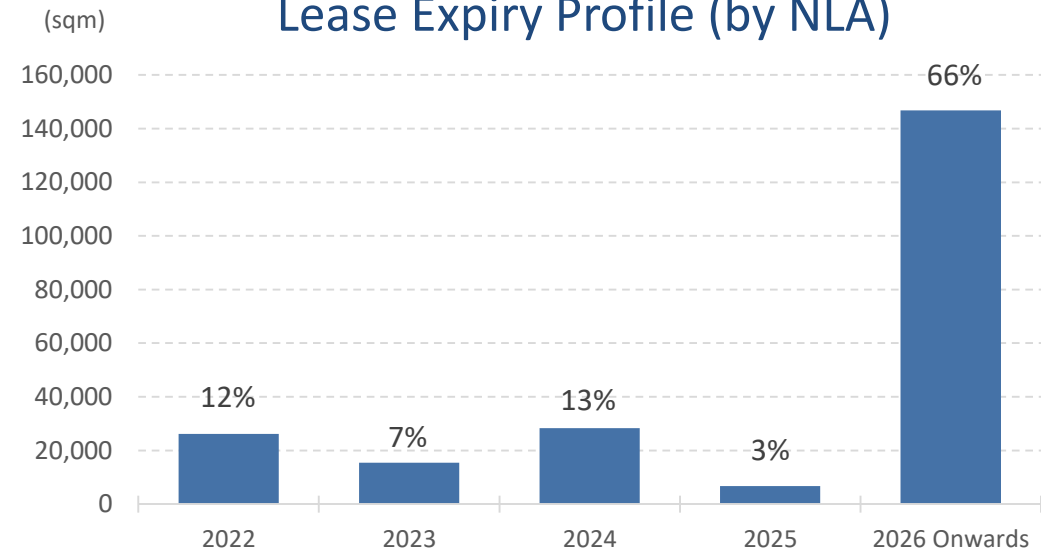
* Newly opened extension with 37,500m2 NLA in April 2021

Total mall **NLA of 257k m²**
with average occupancy rate
of **88%**

Total Net Leasable Area ('000 sqm)

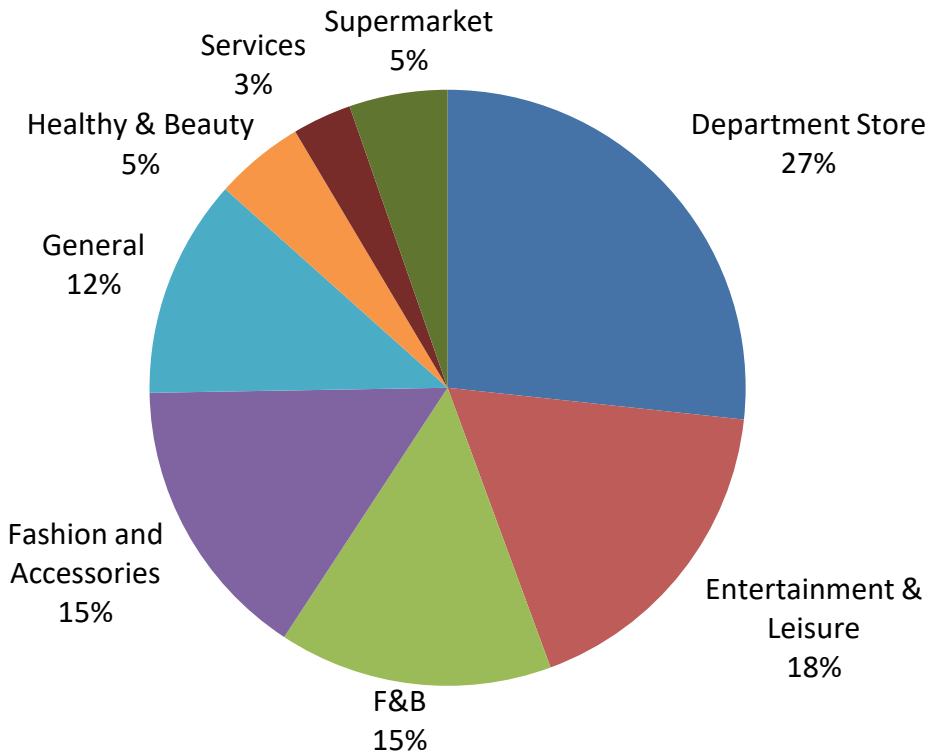


Lease Expiry Profile (by NLA)



Well-Diversified Mall Tenants with Reputable Brands

Mall Tenants Breakdown (% Leased Area)



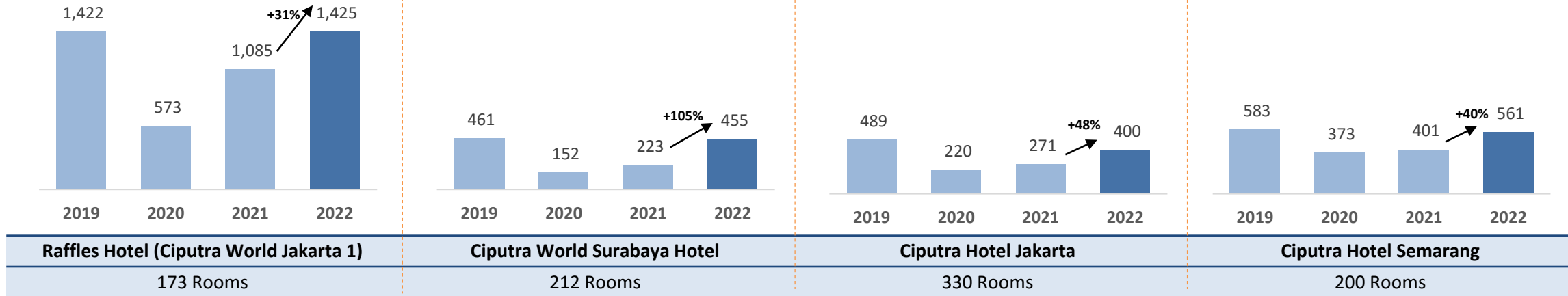
Reputable Tenants



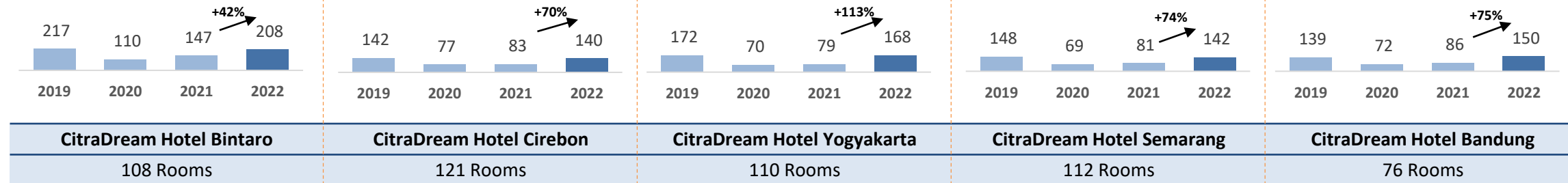
Several Hotel Operational Metrics Already Surpassed Pre-COVID Levels

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

Star Hotels



Budget Hotels

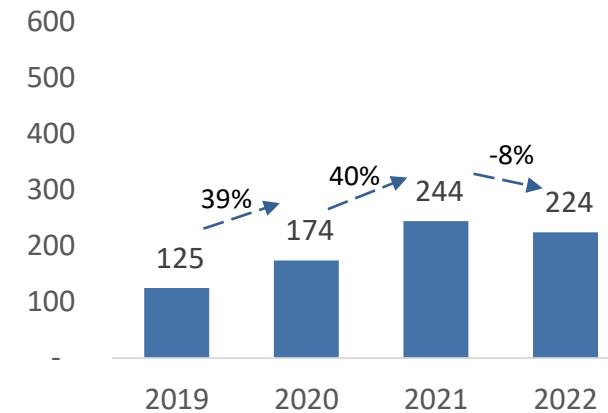


Integrated Healthcare Facilities within Township Projects

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

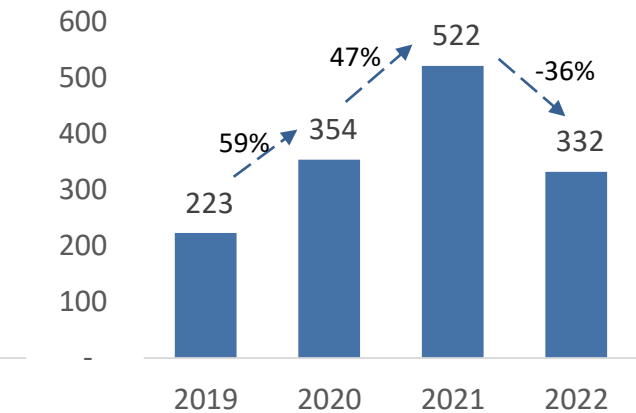
(Rp bn)

Revenue - Inpatient



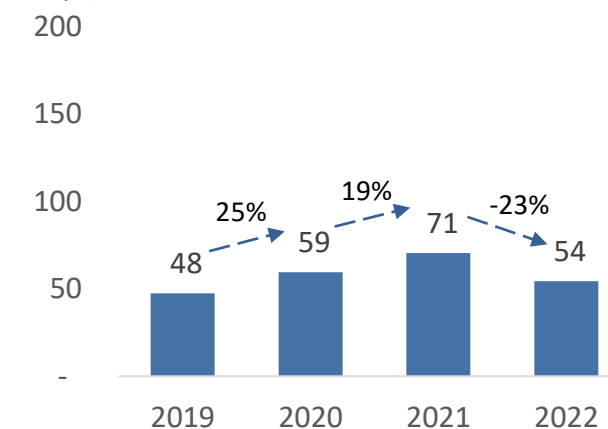
(Rp bn)

Revenue – Outpatient



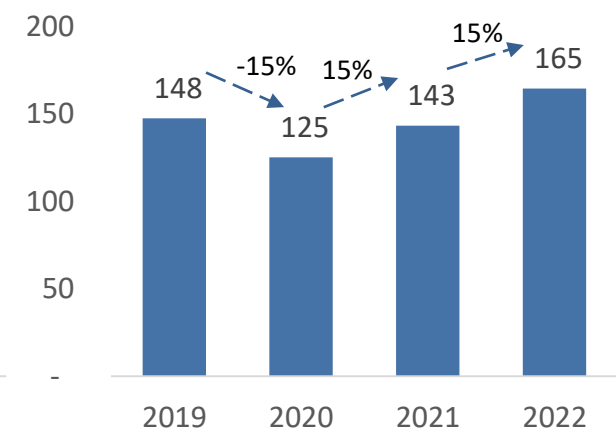
('000
Days)

Inpatient Days



('000
Visits)

Outpatient Visit

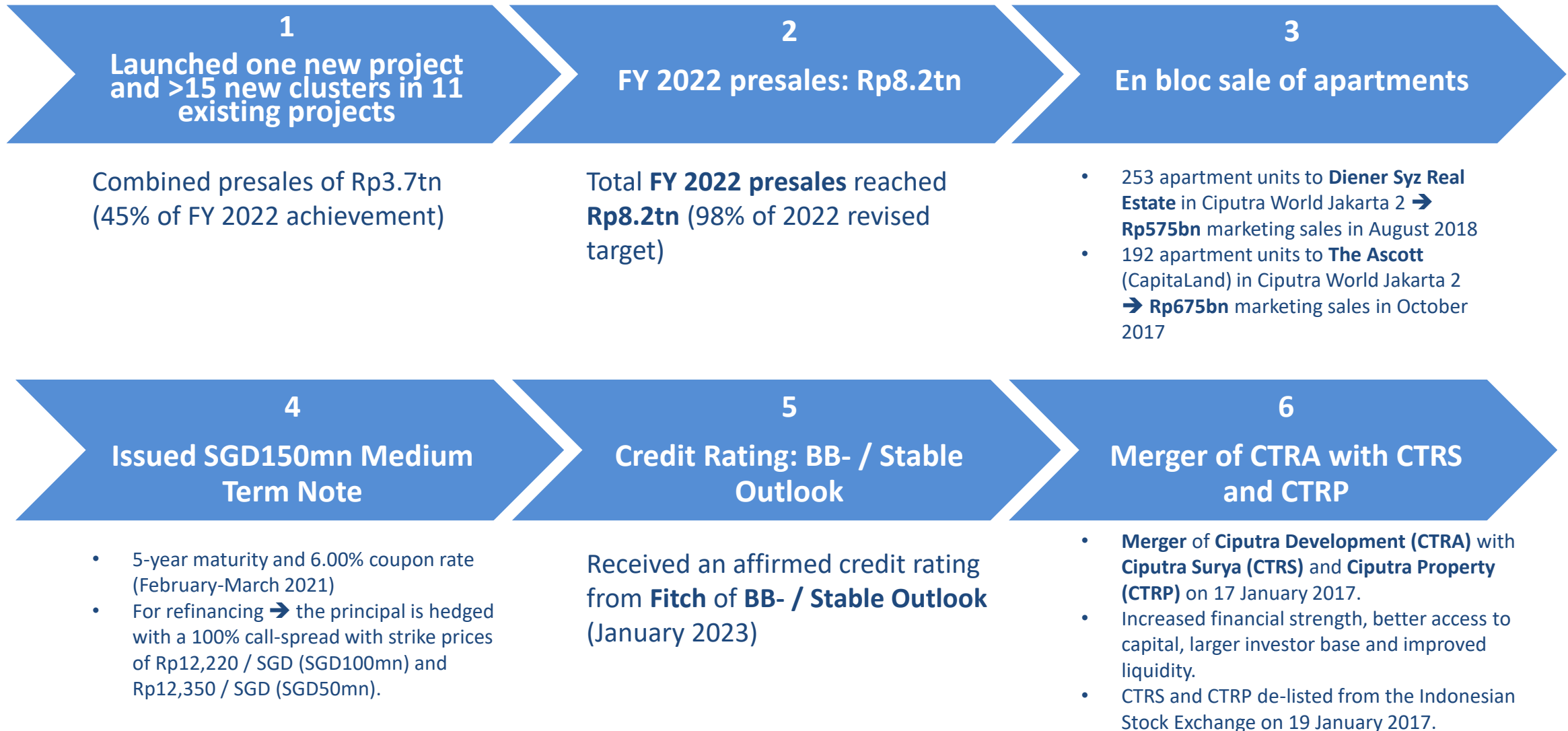




 CITRALAND

Growth Strategy and Project Highlights

Key Developments



Growth Strategy

Retain healthy land bank levels

Continuously replenishing land bank in existing projects while searching for new strategic locations (currently sufficient for **>15 years of development**)

Wide geographical footprint

Allow **diversification of products** and target market while **minimizing concentration risk** (currently have a presence in **34 cities**)

Increase portion of recurring income

While simultaneously boost synergy by focusing on complimentary amenities within existing developments (e.g. malls, hospitals, and offices)

Innovative product launches

Best cater to existing demand by capitalizing on the flexibility given by ample and diverse land bank

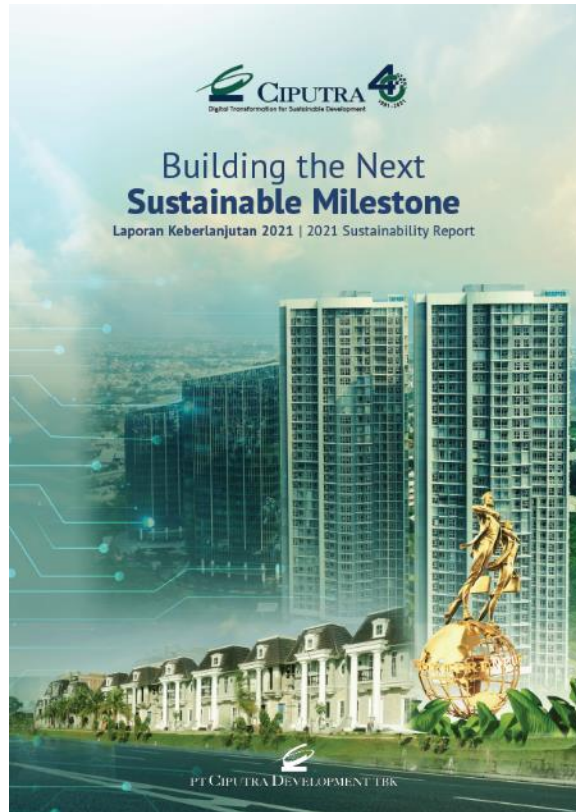
Ciputra brand equity

Continuing Joint-Operation schemes with landowners to leverage the **Ciputra brand equity**

Maintain prudent capital management

Well-balanced debt maturity profile and mixed sources of funding (**net gearing at 0.03x** as of September 2022)

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

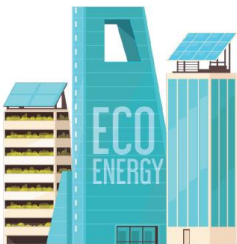
Sustainability Achievements

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




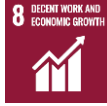








IDX ESG Leaders Index
since 2020



KEHATI

ESG Sector Leaders IDX KEHATI Index
since 2021

Commitment to Achieve UN SDGs

UN SDGs	Commitment Performed	UN SDGs	Commitment Performed
	<ul style="list-style-type: none"> Routine distribution of food packages and basic needs to people in need, specifically surrounding the Company's project in 15 cities Organize iftar activities and provide free takjil during Ramadhan Provision of sacrificial animals for the surrounding community in 17 projects 		<ul style="list-style-type: none"> New projects brought indirect economic impact on local, national, and overseas suppliers.
	<ul style="list-style-type: none"> Provision of 610,000 doses of vaccine Addition of bed capacity for COVID-19 patients in Ciputra Hospital CitraGarden City Jakarta and Ciputra Hospital CitraRaya Tangerang Distribution of masks, hand sanitizers, rapid tests, and PCR for communities surrounding the project in more than 5 cities. Provision of a sphygmomanometer to the Tangerang Public Health Center Free spraying or fogging to residents living near the construction site 		<ul style="list-style-type: none"> Donation to religious places in 8 cities Renovation of local Government offices and road infrastructure in 8 cities Construction of water retention walls and canal dredging in 3 cities
	<ul style="list-style-type: none"> Support for educational facilities, such as the distribution of scholarship funds and seminars Donation for Islamic boarding schools and orphanages in more than 5 cities 		<ul style="list-style-type: none"> Support for the construction of public service and security institutions, such as sub-district offices and neighborhood security posts. Construction of water retention walls and canal dredging in 3 cities Absorption of local workers, both as Ciputra's employees and through outsourcing for each of the Company's project
	<ul style="list-style-type: none"> Processing effluent at the Sewage Treatment Plant (STP) to produce clean water that meets standard 		<ul style="list-style-type: none"> Utilization of eco-friendly and the recycled materials Reduced the use of wood in project construction by substituting it with high pressure laminate (HPL) and multiplex for coatings, light steel for roof trusses, and aluminum for frames and doors Conduct internal energy audits periodically on a number of projects 1,085 ton of waste recycled and composted Prohibit the use of plastic shopping bags in the shopping centers
	<ul style="list-style-type: none"> Installation of more efficient equipment, such as LED lights, timers and automatic adjustment features on lights and air conditioners (AC), and low-emissivity glass to block the sun's heat and reduce the use of AC Reducing water consumption by reusing used water (effluent) for watering plants and gardens, cooling AC, flushing toilets, with some being channeled into waterways and reabsorbed into the soil. 		<ul style="list-style-type: none"> Clean up canals, clean up watersheds, and tree cultivations in 3 cities Support for the procurement program of cleaning equipment for the communities surrounding our projects.

New Projects 2023



CitraGarden Serpong

Location	Tangerang, West of Jakarta
Development plan	120 ha out of 350 ha masterplan
Market segment	Middle-low to middle-high
Estimated launch	1Q 2023
2023 est. pre-sales	Rp650 billion
Unit price range	Rp630 million to Rp2.8 billion
Others	Accessibility: 1 minute to Cisauk railway station 10 minutes to Jakarta-Serpong toll Cisauk exit



New Projects 2023



CitraLand Sampali Kota Deli Megapolitan

Location	Deli Serdang, North Sumatra
Development plan	Phase 1: 35 ha
Market segment	Middle and middle-up
Estimated launch	2Q 2023
2023 est. pre-sales	Rp450 billion
Unit price range	Rp1.4 billion to Rp3.8 billion
Others	Accessibility: 25 minutes (6 km) to city center 5 minutes to Belmera exit toll



New Projects 2022

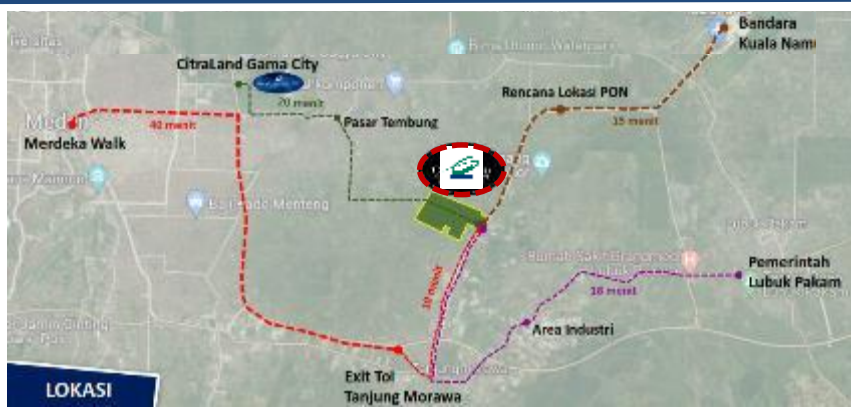


CitraLand City Kedamean

Location	Gresik, East Java
Launch	Aug 2022
Development plan	Phase 1: 12.5 ha out of 200 ha masterplan
Market segment	Middle to middle-low
Pre-sales 2022	Rp163 billion
Selling price per unit	Rp454 million to Rp1.6 billion
Average unit selling price	Rp736 million
Unit sold	221 units
Others	Accessibility: 3 minutes to Surabaya-Mojokerto (Krian) toll gate 3 minutes to KLBM (Belahan Rejo) toll gate 35 minutes to Juanda international airport 45 minutes to Surabaya city center



New Projects 2022



CitraLand Tanjung Morawa Kota Deli Megapolitan

Location	Deli Serdang, North Sumatra
Launch	Nov 2022
Development plan	Phase 1: 15 ha out of 50 ha
Market segment	Middle-low
Pre-sales 2022	Rp260 billion
Selling price per unit	Rp382 million to Rp1.5 billion
Average unit selling price	Rp873 million
Unit sold	298 units
Others	Accessibility: 15 minutes to Kualanamu airport 10 minutes to Tanjung Morawa exit toll 45 minutes to Belawan port 45 minutes to Medan city center



Key Projects 2022



CitraLand Surabaya

Location	West Surabaya
Launch	1993
Development plan	1,700 ha (sold 789 ha)
Market segment	Middle to middle-high
Pre-sales 2022	Rp1,337 billion
Selling price per unit	Rp486 million to Rp5.8 billion
Average unit selling price	Rp2.1 billion
Unit sold	646 units
Others	Launched new clusters of house (Mar, Jun and Sep) and shop house (Sep)



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 2022	Rp1,206 billion
Selling price per unit	Rp853 million to Rp8.3 billion
Average unit selling price	Rp3.5 billion
Unit sold	342 units
Others	Launched new clusters of shop house (Mar, Jun and Aug) and house (Jul)



Key Projects 2022



CitraGarden City Jakarta

Location	Kalideres, West Jakarta
Launch	1984
Development plan	454 ha (sold 361 ha)
Market segment	Middle to high
Pre-sales 2022	Rp772 billion
Selling price per unit	Rp1.6 billion to Rp9.1 billion
Average unit selling price	Rp 2.5 billion
Unit sold	310 units
Others	Launched new clusters of house (Jan, Mar, Apr, Sep) and shop house (Aug, Oct)

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 2022	Rp756 billion
Selling price per unit	Rp2.3 billion to Rp9.8 billion
Average unit selling price	Rp3.3 billion
Unit sold	233 units
Others	Launched new cluster of house in Jun



Key Projects 2022



CitraRaya Tangerang

Location	Tangerang, West of Jakarta
Launch	1994
Development plan	2,760 ha (sold 874 ha)
Market segment	Middle-low to middle-high
Pre-sales 2022	Rp406 billion
Selling price per unit	Rp308 million to Rp4.4 billion
Average unit selling price	Rp934 million
Unit sold	435 units
Others	Launched new clusters of house in Jan, Mar, May and Aug



Key Projects 2022



CitraLand Tallasa City Makassar

Location	Makassar, South Sulawesi
Launch	May 2017
Development plan	69 ha (sold 36 ha)
Market segment	Middle
Pre-sales 2022	Rp266 billion
Selling price per unit	Rp589 million to Rp6.2 billion
Average unit selling price	Rp1.4 billion
Unit sold	185 units
Others	Launched new cluster of house in Mar and Nov

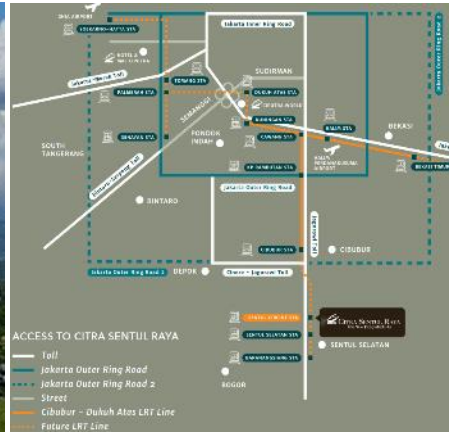
Key Projects 2022



CitraGrand Semarang

Location	Semarang, Central Java
Launch	Sep 2012
Development plan	55 ha (sold 27 ha)
Market segment	Middle and middle-up
Pre-sales 2022	Rp211 billion
Selling price per unit	Rp707 million to Rp4.4 billion
Average unit selling price	Rp 1.7 billion
Unit sold	122 units
Others	Launched new cluster of house in Sep

Key Projects 2022



Citra Sentul Raya

Location	Sentul, South Greater Jakarta
Launch	Jul 2019
Development plan	Phase 1: 114 ha out of 1,000 ha master plan
Market segment	Middle and middle-low
Pre-sales 2022	Rp174 billion
Selling price per unit	Rp655 million to Rp4.8 billion
Average unit selling price	Rp1.9 billion
Unit sold	94 units
Others	Launched new cluster of house in Jun

Key Projects 2022



Citra Indah City Jonggol

Location	South Greater Jakarta
Launch	1997
Development plan	780 ha (sold 639 ha)
Market segment	Middle and middle low
Pre-sales 2022	Rp170 billion
Selling price per unit	Rp162 million to Rp1.1 billion
Average unit selling price	Rp567 million
Unit sold	301 units
Others	Launched new cluster of house in Mar and Jun



Key Projects 2022



Citra Maja Raya

Location	Lebak, Banten, West Java
Launch	November 2014
Development plan	1,200 ha (sold 293 ha)
Market segment	Middle to middle-low
Pre-sales 2022	Rp169 billion
Selling price per unit	Rp82 million to Rp658 million
Average unit selling price	Rp295 million
Unit sold	574 units
Others	Launched new clusters of shop house (Feb) and house (May, Sep, Oct)



Financial Results

Results Summary (Income Statement)

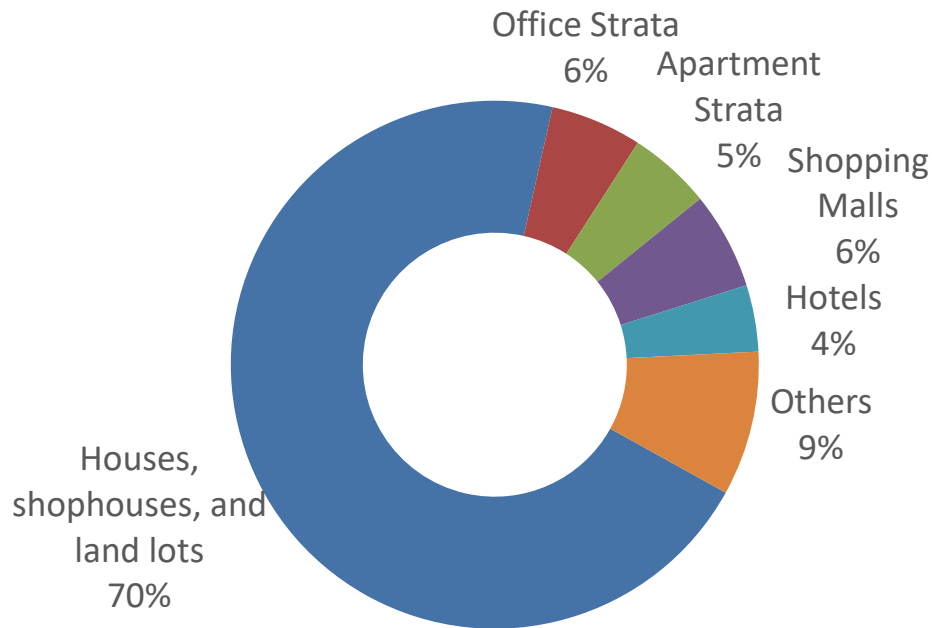
(Rp bn)	9M22	9M21	% YoY	
Revenue	7,227	6,649	8.7%	<i>Effect of +7.6% YoY in Property Development segment and +13.5% YoY in Recurring segment</i>
COGS	(3,603)	(3,351)	7.5%	
Gross Profit	3,624	3,298	9.9%	
<i>Gross Profit Margin</i>	<i>50.1%</i>	<i>49.6%</i>		
Operating Expense	(1,265)	(1,147)	10.3%	
Operating Profit	2,359	2,151	9.7%	
<i>Operating Profit Margin</i>	<i>32.6%</i>	<i>32.3%</i>		
Interest Income (Expense) - Net	(619)	(801)	-22.8%	<i>Effect of deleveraging and lower borrowing costs</i>
Other Income (Expense) - Net	131	117	12.4%	
Final Tax and Income Tax	(225)	(198)	13.5%	
Net Income Before Non-Controlling Interest	1,647	1,268	29.8%	
Non-Controlling Interest	(122)	(254)	-52.0%	<i>Effect of lower revenue recognition from JV projects</i>
Net Income Attributable to Owners	1,525	1,015	50.3%	
<i>Net Profit Margin</i>	<i>21.1%</i>	<i>15.3%</i>		

Results Summary (Revenue Breakdown and Margin Performance)

(Rp bn)	9M22	9M21	% YoY	
Revenue Breakdown				
Property Development Revenue	5,863	5,447	7.6%	
Houses, shophouses, and land lots	5,092	4,158	22.5%	
Office for sale	405	856	-52.7%	<i>Adoption of new accounting standard affecting highrise revenue recognition (IFRS 15 ; PSAK 72)</i>
Apartments	366	433	-15.4%	
Recurring Revenue	1,364	1,202	13.5%	
Hospitals	415	536	-22.7%	<i>Reduction in Covid-related healthcare services, partially offset by increase in non-Covid segment</i>
Shopping malls	430	311	38.3%	<i>Reduction in tenant rental discounts</i>
Office for lease	157	162	-3.3%	
Hotels	295	160	83.9%	<i>Normalization of occupancy rate and average room rate</i>
Others	68	33	109.7%	<i>Re-opening of golf courses and waterparks</i>
Total Revenue	7,227	6,649	8.7%	
Margin Performance				
Property Development GPM	51.5%	51.0%		
Houses, shophouses, and land lots	51.8%	50.0%		
Office for sale	55.1%	60.1%		<i>Effect of product mix</i>
Apartments	43.0%	42.6%		<i>Effect of product mix</i>
Recurring GPM	44.3%	43.3%		
Hospitals	46.4%	52.9%		
Shopping malls	40.3%	27.9%		
Office for lease	64.2%	67.8%		
Hotels	42.4%	33.6%		
Others	19.0%	-41.3%		
Total GPM	50.1%	49.6%		

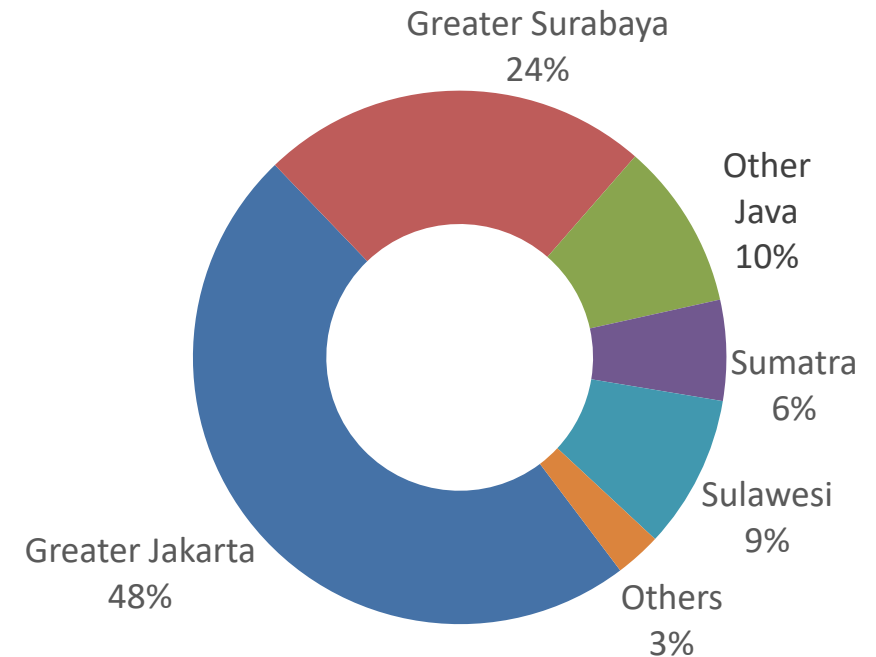
Focusing on Property Development and Minimizing Concentration Risk

Revenue per Segment (9M22)



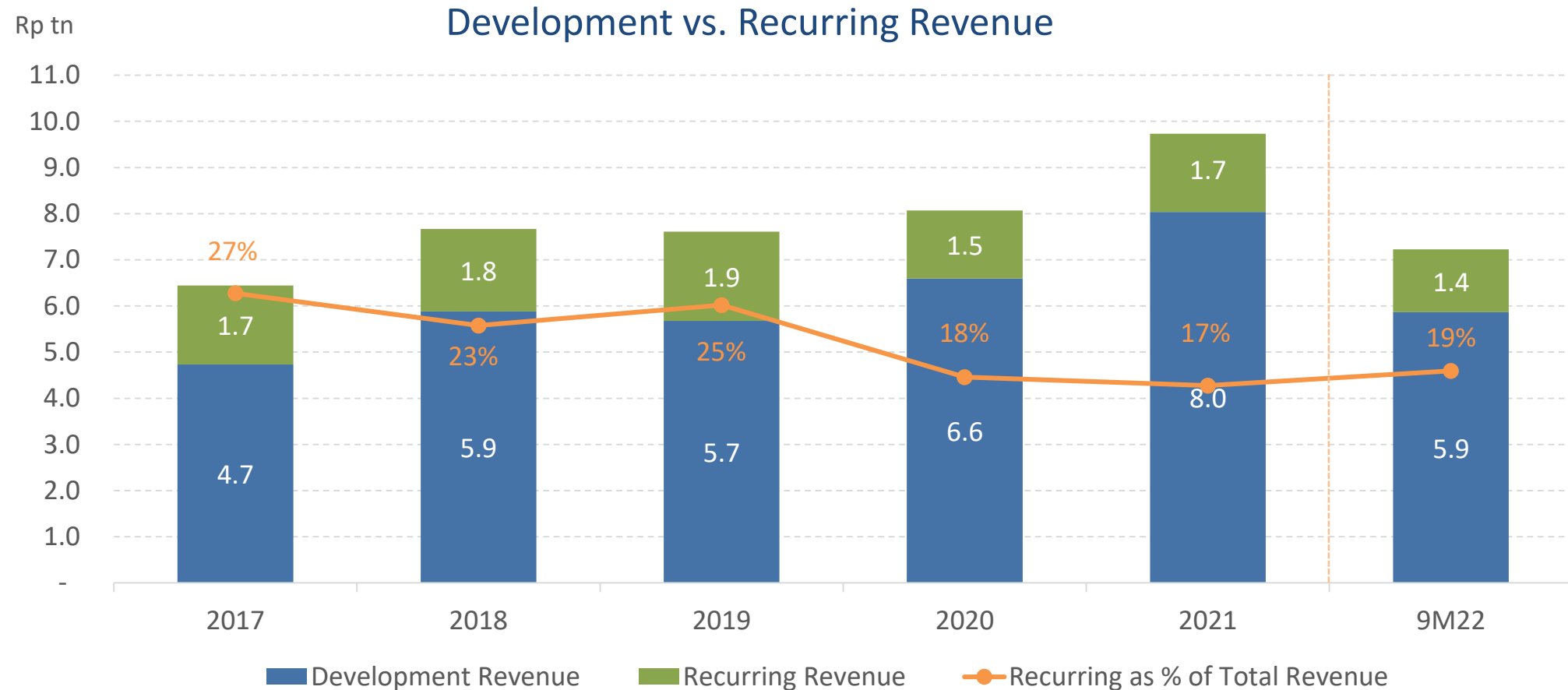
- Development = 81% (Houses + Office + Apartments)
- Recurring = 19% (Malls + Hotels + Hospitals + Office)

Revenue per Location (9M22)



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

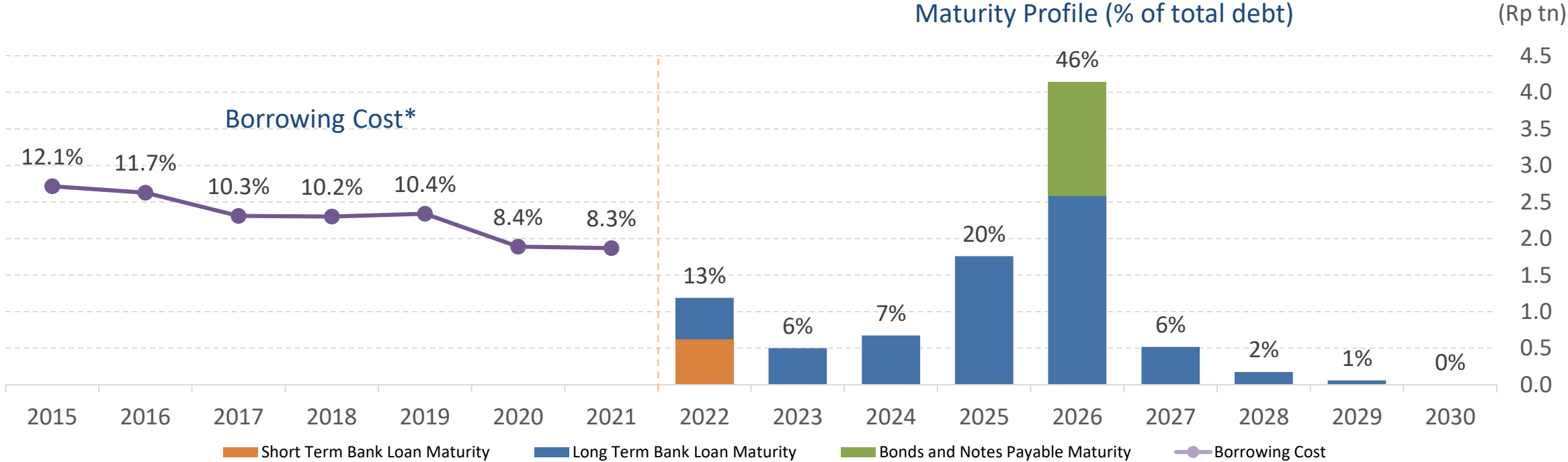
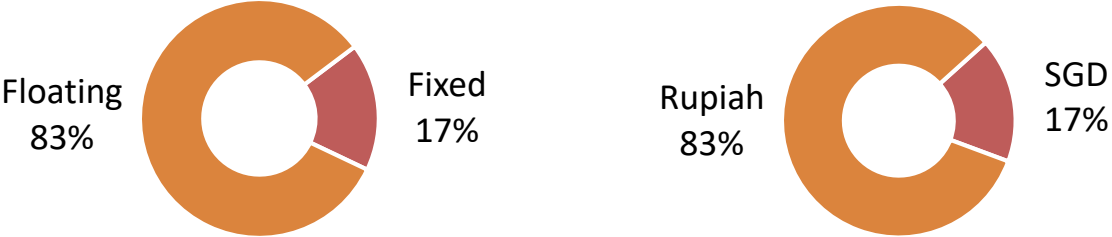
Solid Development Revenue Complemented by Stable Recurring Assets



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

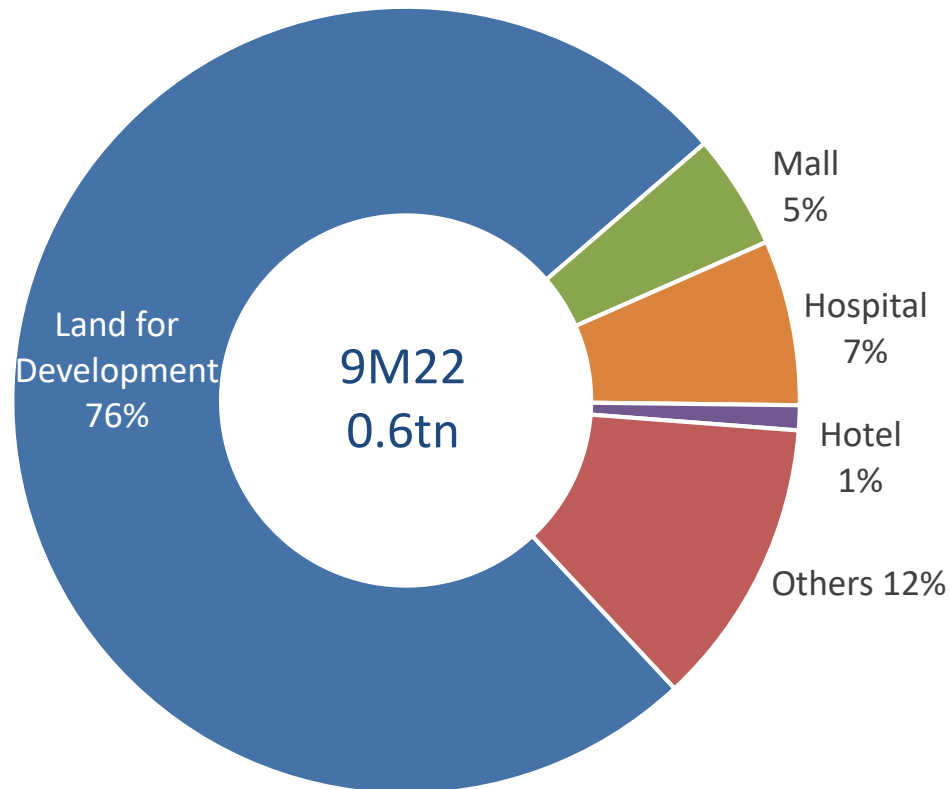
Debt Profile

As of Sep-22
Total Borrowings: Rp9.0tn

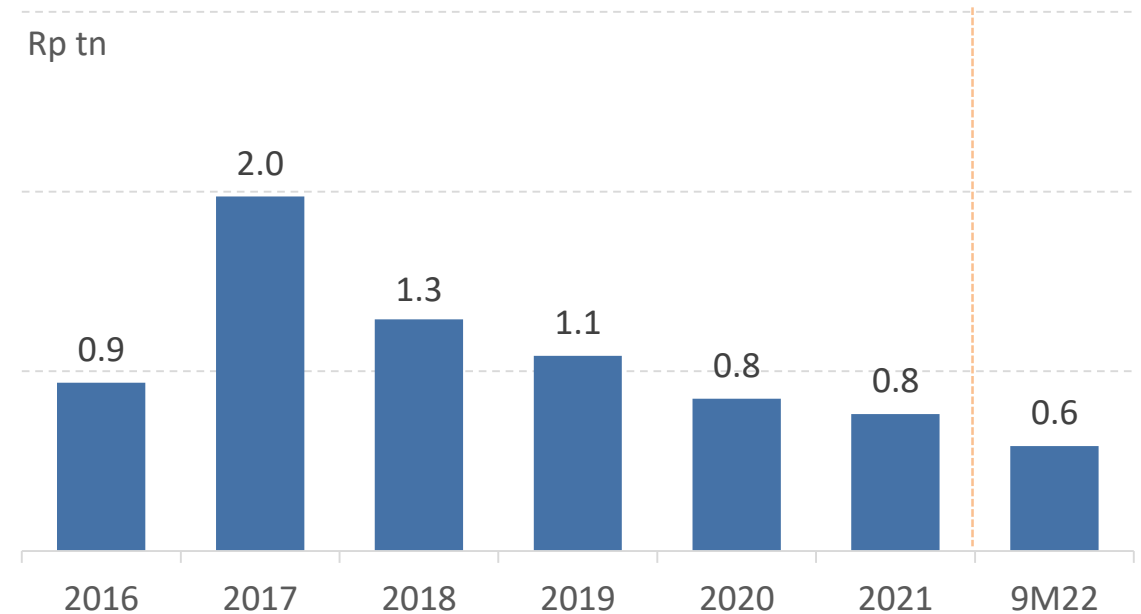


*Average Borrowing Cost calculation includes capitalized interest expense of 74bn, 131bn, 179bn, Rp89bn, Rp6bn, Rp25bn, Rp45bn in 2015, 2016, 2017, 2018, 2019, 2020, and 2021 and excludes PSAK 72 impact of 469bn in 2021.

Selective Land Banking and Deferring Non-committal Capex

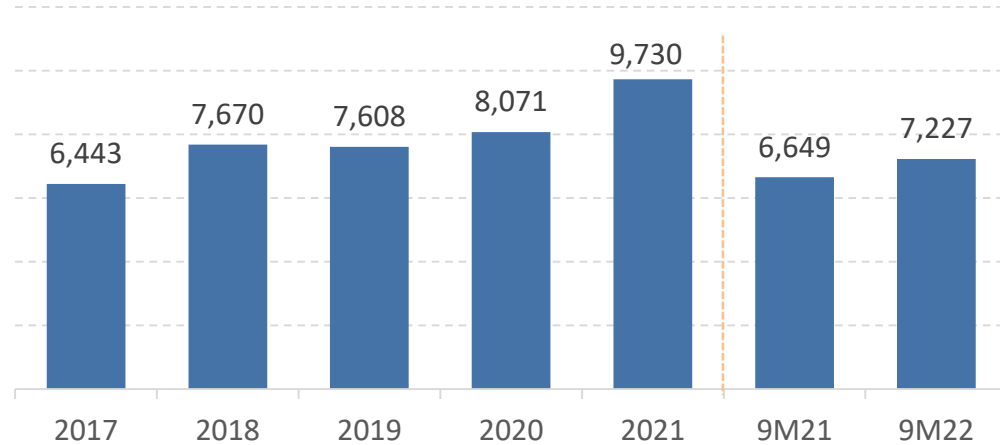


Historical Capex

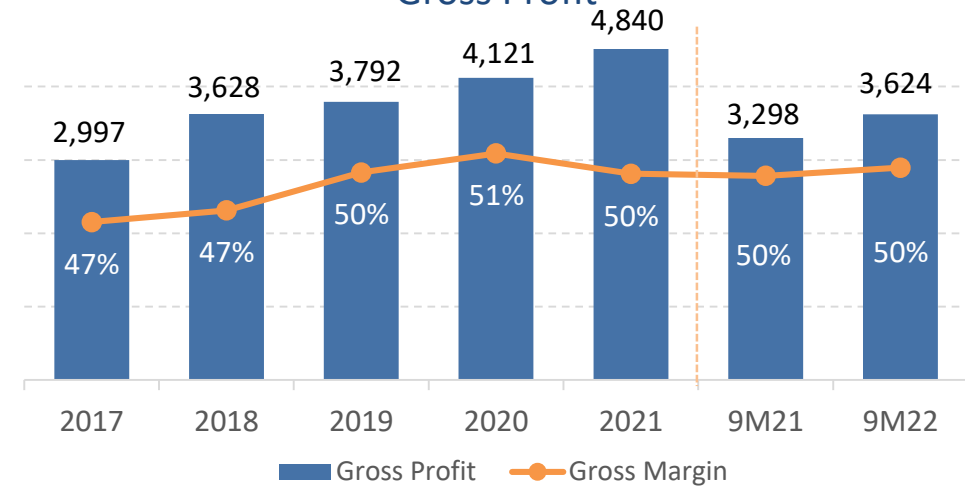


Resilient Financial Performance with Continuous Growth

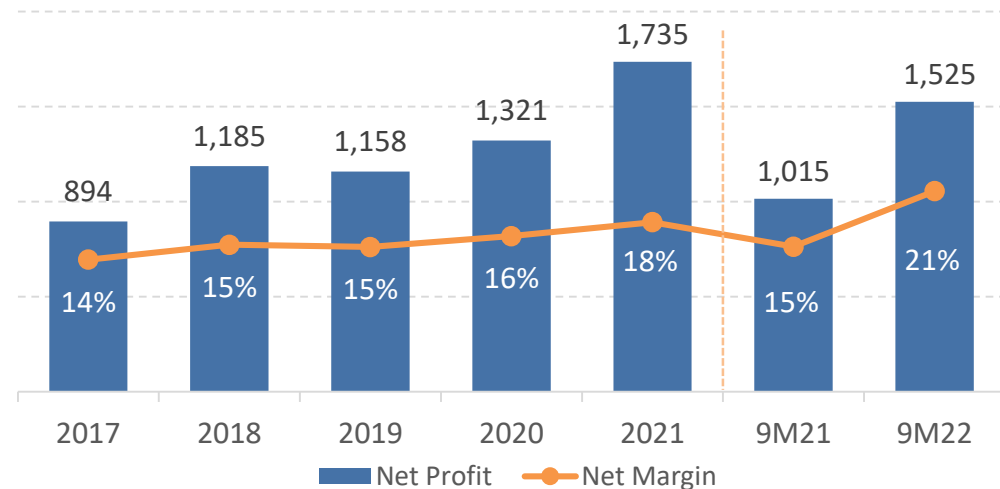
Revenue



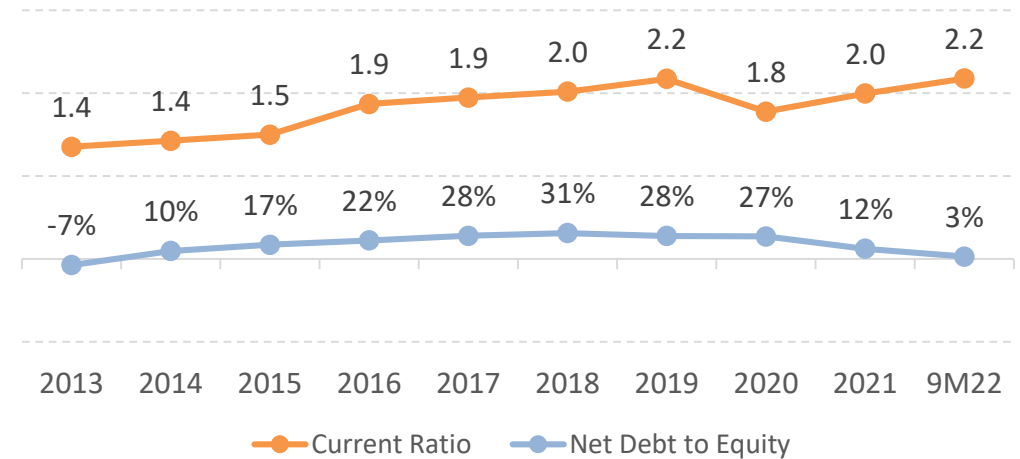
Gross Profit



Net Profit



Key Ratios



Balance Sheet Summary

Rp bn	Sep-22	Dec 2021	Dec 2020	Dec 2019	Dec 2018	Dec 2017
Assets	41,325	40,668	39,255	36,196	34,289	31,872
Cash & cash equivalents	8,395	7,162	5,276	4,238	3,243	3,240
Land	14,344	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	5,392	5,528	5,523	5,373	4,962	4,762
Others	10,642	10,937	11,390	9,972	9,921	9,031
Liabilities	20,620	21,274	21,798	18,434	17,645	16,322
Debt	9,004	9,555	10,024	9,176	8,455	7,618
Contract Liabilities	6,501	8,978	9,218	6,870	6,814	6,459
Others	5,115	2,742	2,556	2,388	2,375	2,245
Equity	20,705	19,394	17,458	17,762	16,644	15,551
Minority interests	2,482	2,424	2,125	2,409	2,270	2,113
Equity net of minority interests	18,222	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	3%	12%	27%	28%	31%	28%

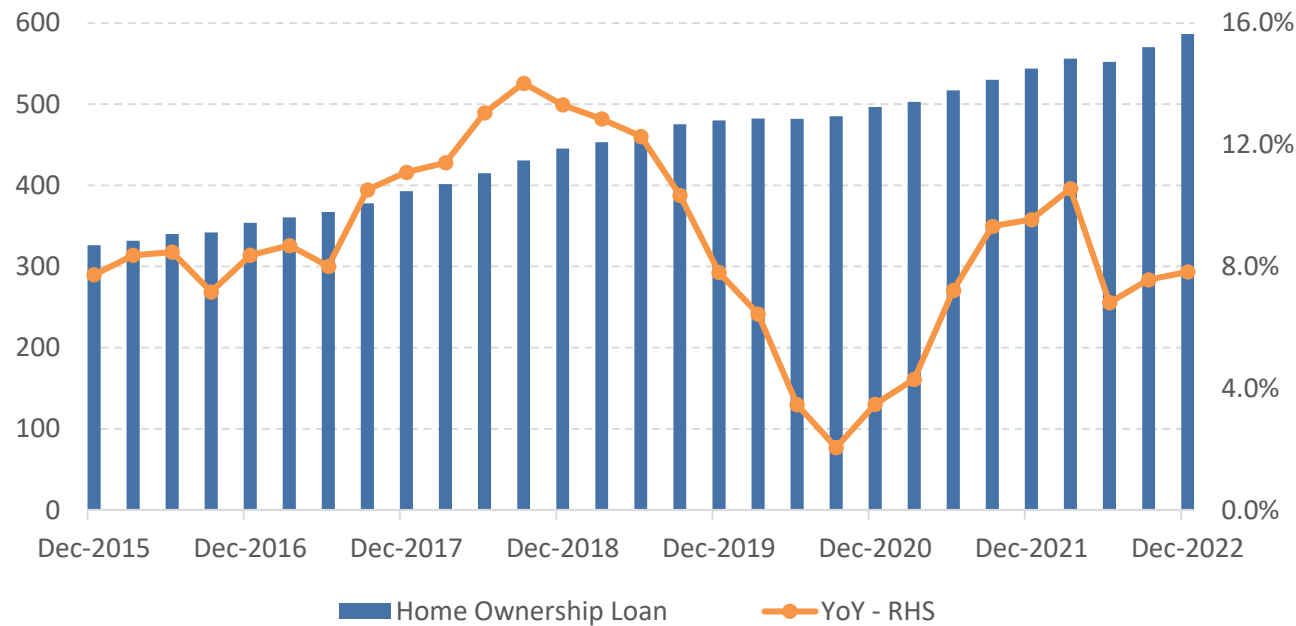


Country Overview

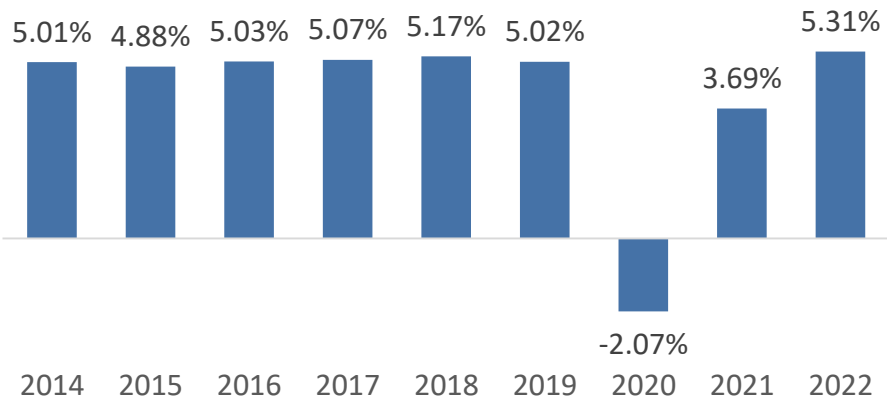
Encouraging Macro Conditions

Robust economic growth accelerating middle class formation and increasing housing demand

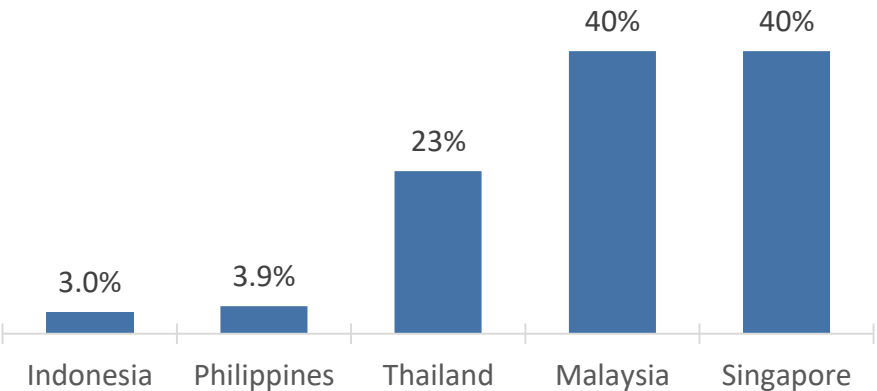
Home Ownership Loan Outstanding (Rp tn)



Real GDP Growth



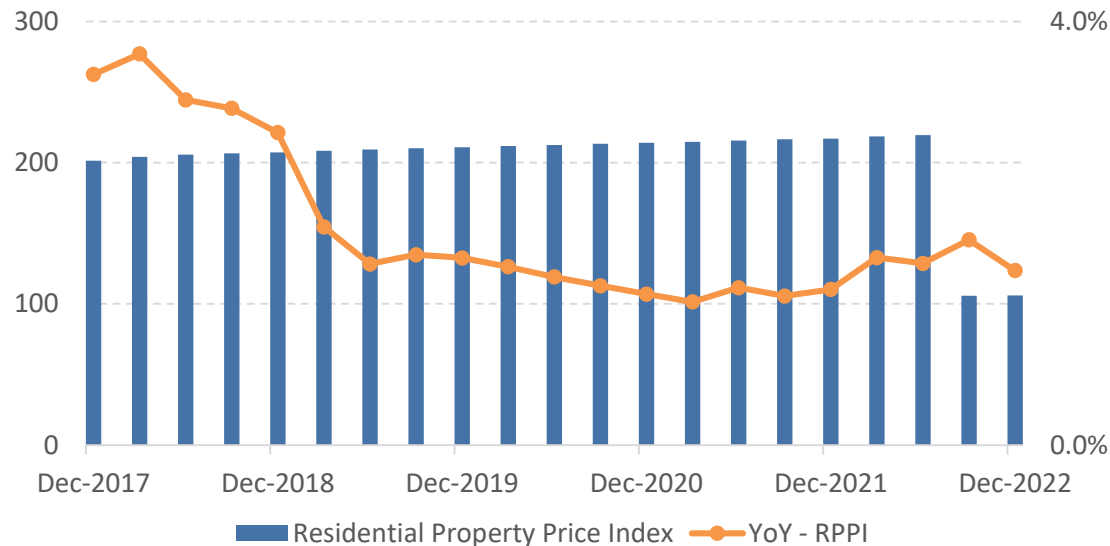
Housing Loan as % of Nominal GDP (December 2019)



Property Price Index

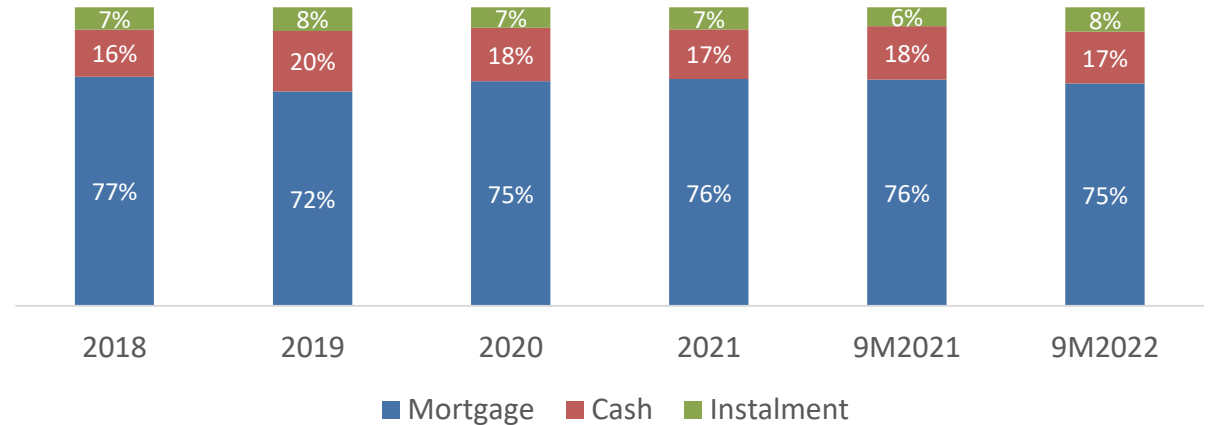
- Mortgage consistently being Indonesian customers' preference, even with increased interest rate due to inflation.
- There is an imperfect correlation between mortgage rate and benchmark rate.
- The composite Residential Property Price Index (RPPI) relatively tends to increase since 2020.
- In overall, CTRA's total marketing sales trend is inline with the RPPI trend since 2018.

Residential Property Price Index (RPPI)

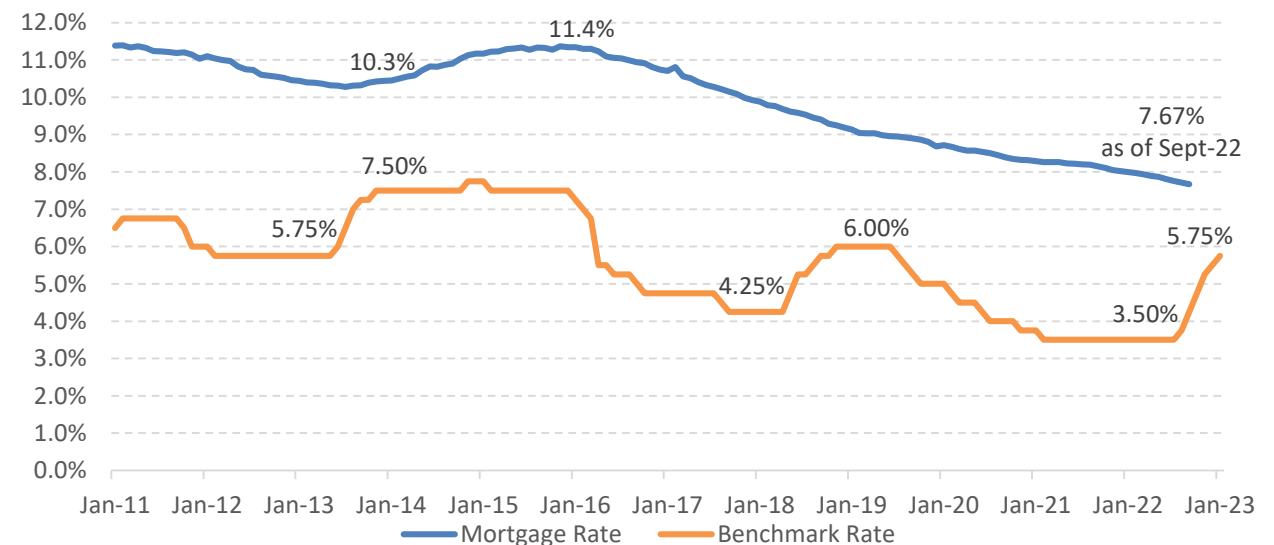


*Since Q3 2022, there has been methodology adjustments for RPPI calculation from BI

Source of Consumer Financing

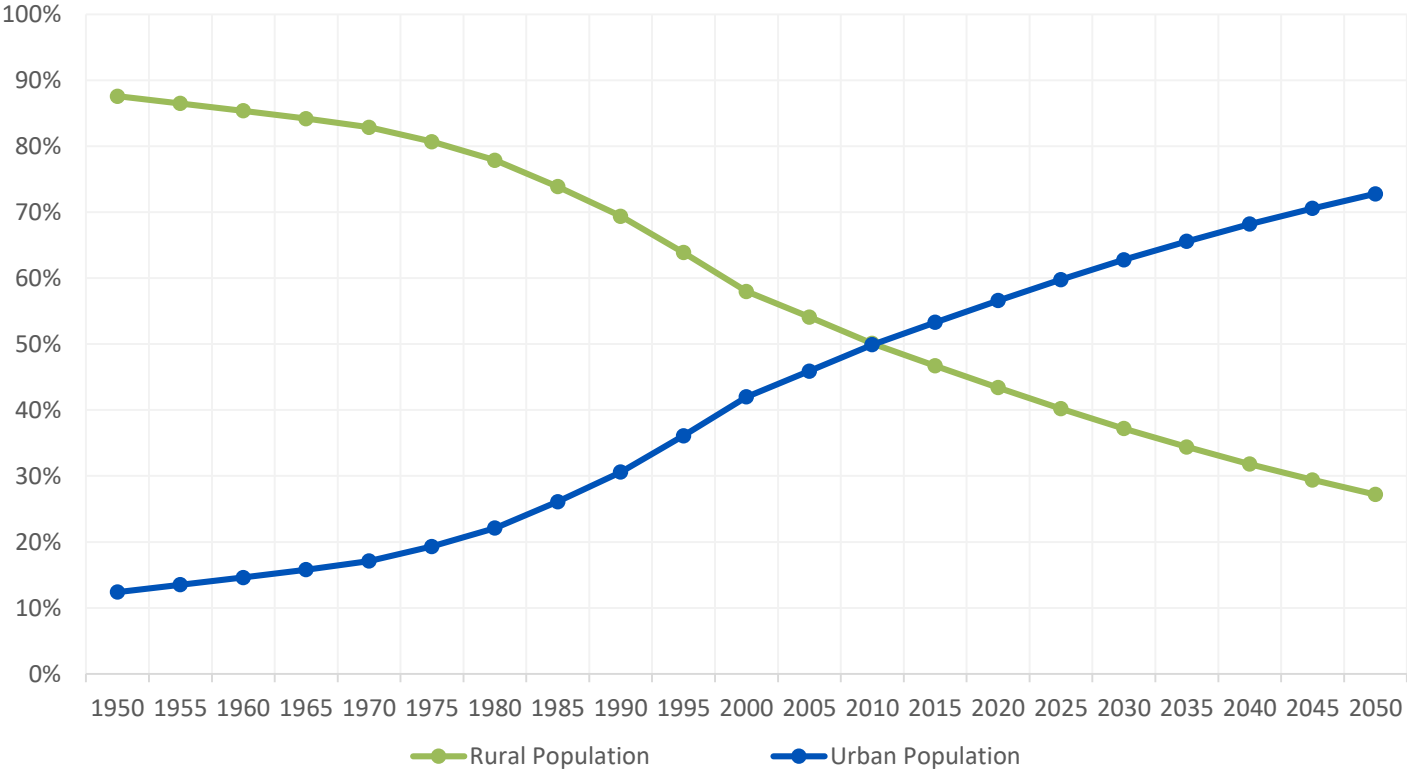


BI Rate vs. Mortgage Rate



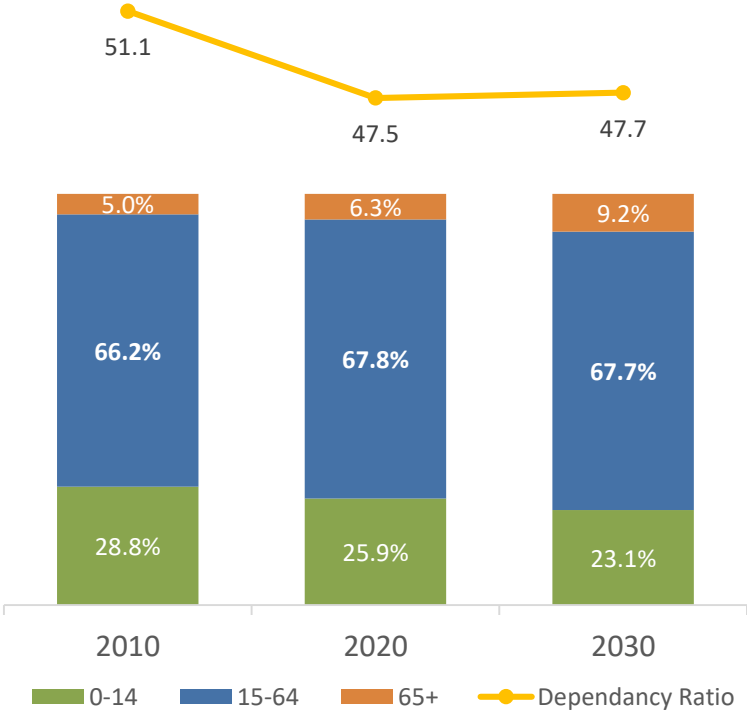
Favorable Population Structure

Percentage of population in urban and rural areas



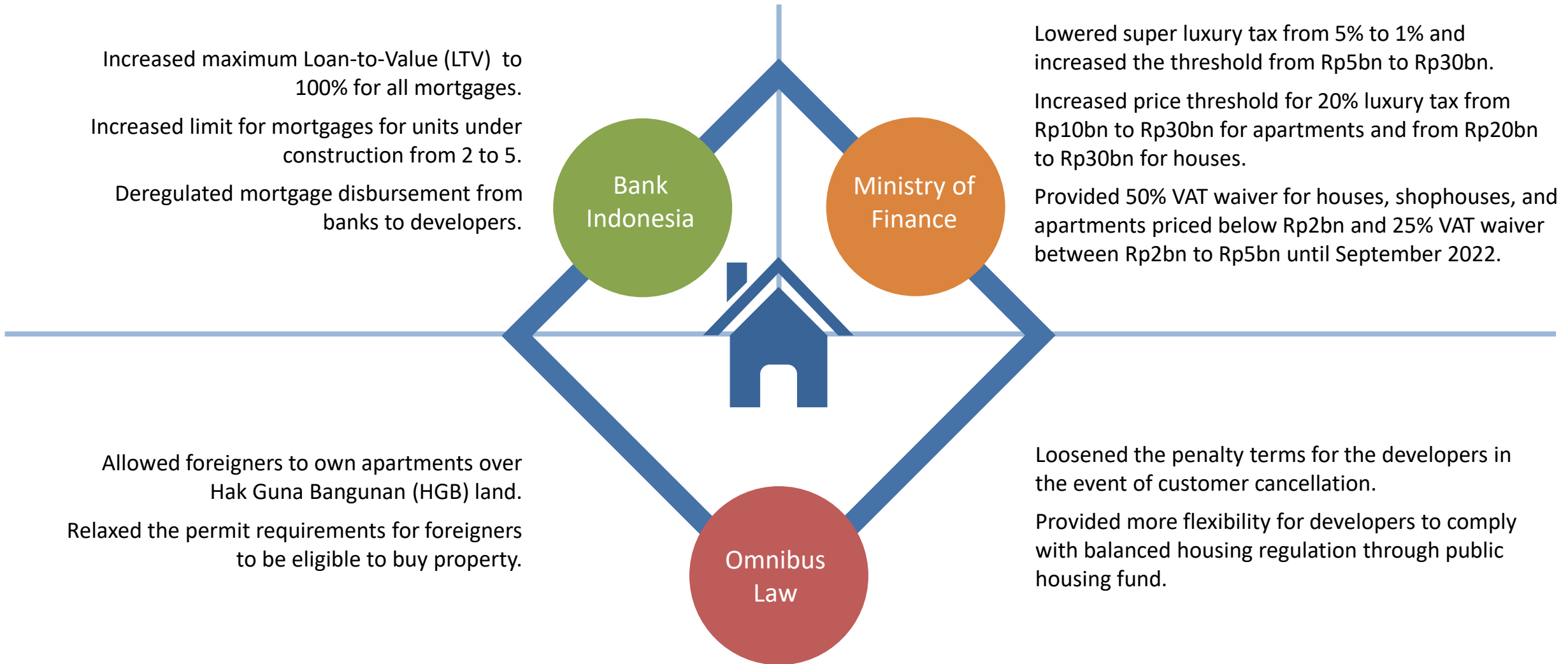
More than half of the Indonesian population lives in urban areas since 2010 and it is estimated to reach almost three-quarters by 2050

Population by Age Group and Dependency Ratio



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

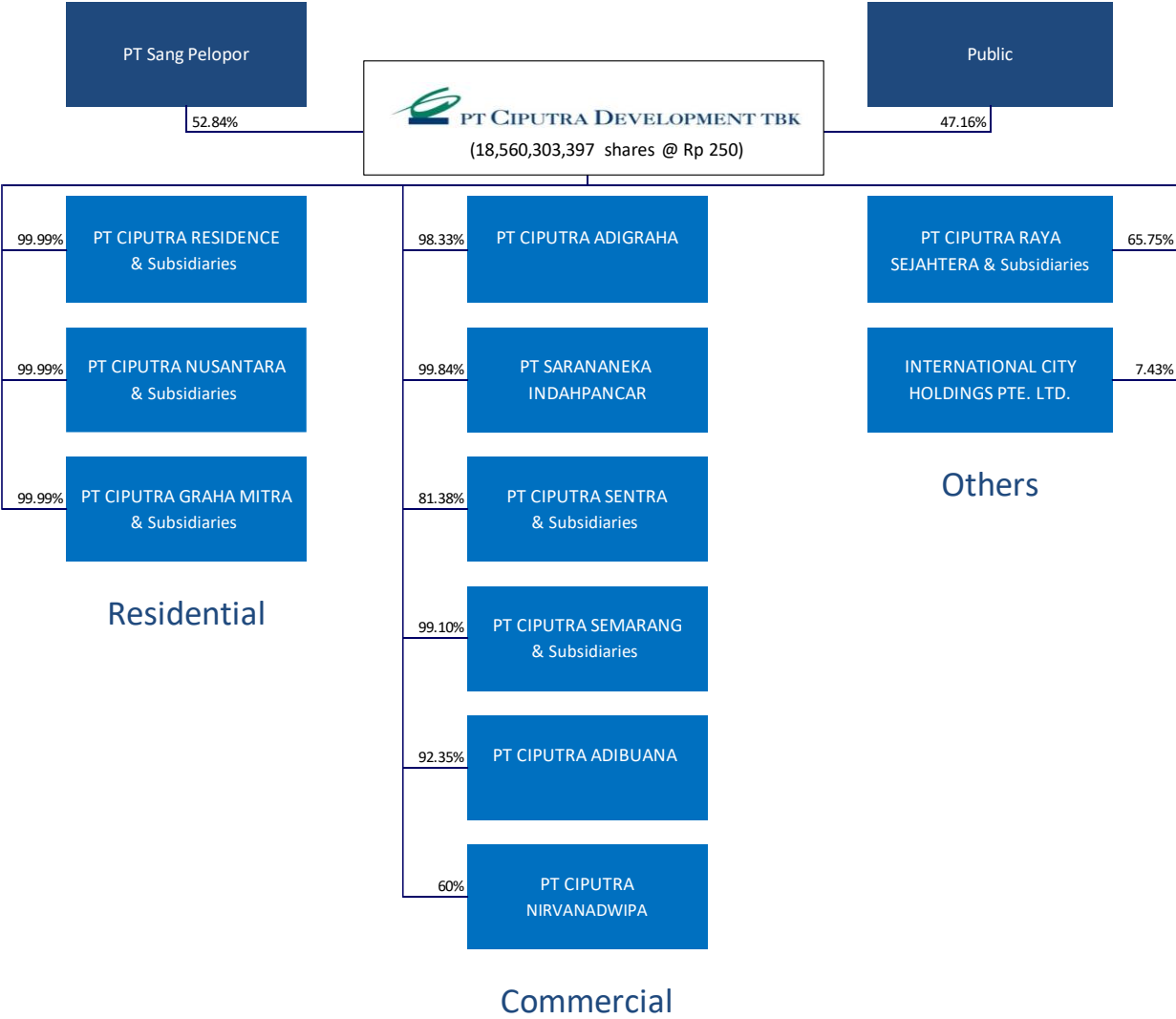
Regulatory Support from the Government



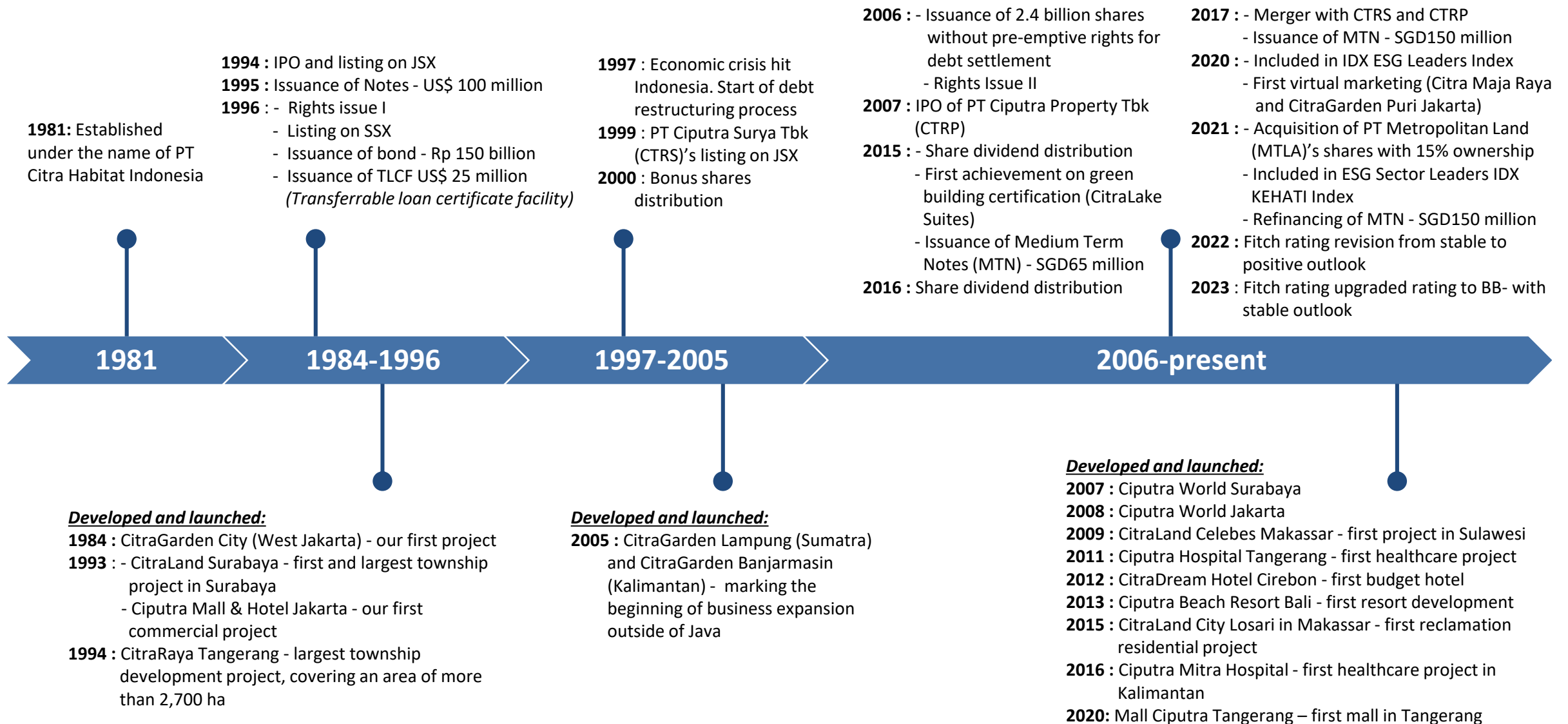


Appendix

Corporate Structure



Corporate Milestones



We are well positioned in Indonesia's current property outlook

Company's Strengths



Focus on real estate business



Most diversified in market targets, products offered & project locations



Large land bank at prime locations to support future growth



Reputable brand & experienced management team



Steady launch and development of pipeline projects



Business Prospects

Increase in housing needs

Urbanization trends

Change in customers' lifestyle

Availability in mortgage facility

Potential economic growth

Government stimulus plan

Stable political outlook

Experienced Management Team - Board of Commissioners

Rina Ciputra Sastrawinata
- *Chairman*



Junita Ciputra



Sandra Hendharto



Kodradi
- *Independent member*



Tanan H. Antonius
- *Independent member*



Thomas Bambang
- *Independent member*



Experienced Management Team - Board of Directors

Candra Ciputra - *President*



Artadinata Djangkar



Budiarsa Sastrawinata



MI Meiko Handoyo



Harun Hajadi



Nanik J. Santoso



Cakra Ciputra



Sutoto Yakobus



Agussurja Widjaja



Tulus Santoso - *Corporate Secretary*



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Thank you!

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