

CIPUTRA

Results Presentation 9M26



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- Company Overview
- Growth Strategy and Project Highlights
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- Country Overview

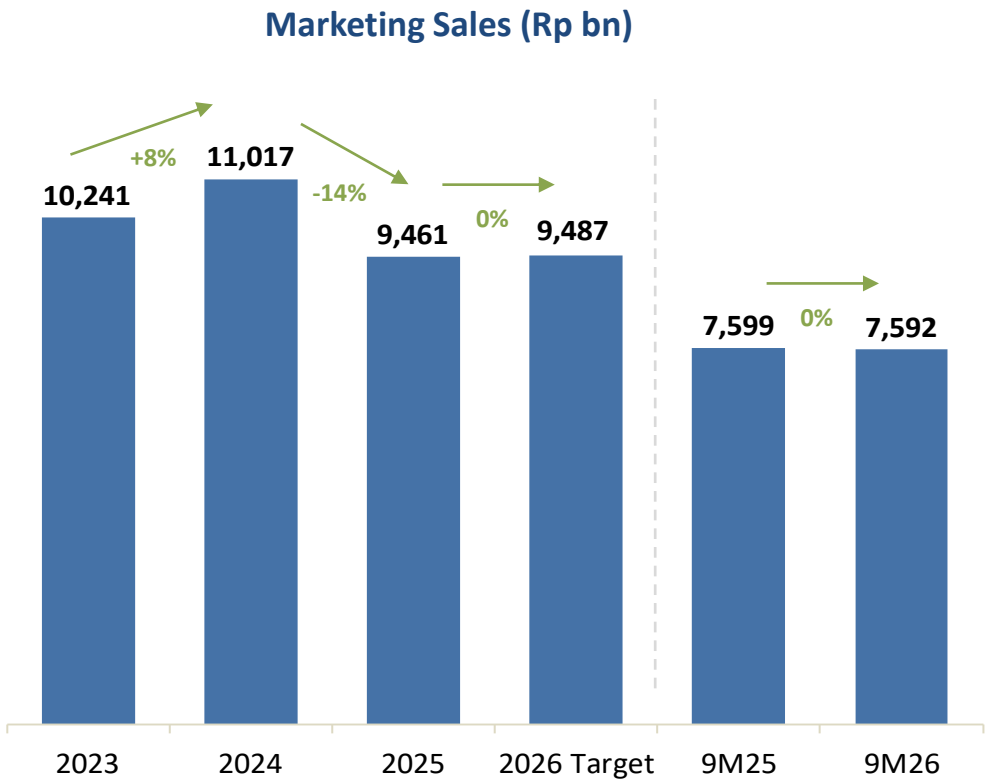


Key Highlights

Key Highlights – Navigating Through a Softer Year

Achieves Rp7.6 trillion marketing sales (80% of FY26 target)

New launches in 9M26 with a total contribution of Rp3.8 trillion marketing sales from 1,954 units sold

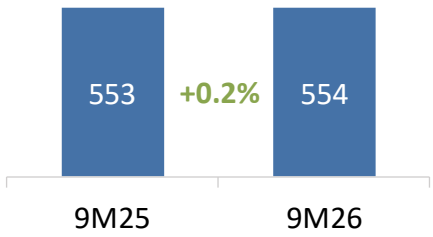


New Launches	Marketing Sales	Units Sold
Citra Homes Halim - New Project	Rp1.2tn	459
CitraGarden City Jakarta - Cedarwood Cluster at The Forestine	Rp616bn	271
CitraLand City CPI Makassar - Cataluna Apartment	Rp476bn	558
CitraGarden City Jakarta - Lacewood Cluster Phase 1 at The Forestine	Rp168bn	63
CitraGarden Serpong - Hortis Cluster Phase 2	Rp155bn	73
CitraGarden Serpong - Jorvis Garden Home Cluster	Rp122bn	68
CitraLand Gama City Medan - Orchard Square Shophouses	Rp64bn	9
Other Projects	Rp1.0tn	453

Key Highlights – Stable Performance of Investment Properties

Stable operations in all shopping malls

Mall Revenue (Rpbn)

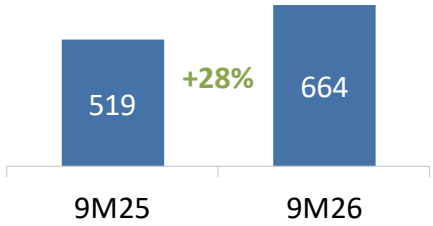


Revenue Rp554bn
(+0.2% YoY)

- 91% Occupancy from 263,000 m2 NLA
- Improving foot traffic
- Increase in rental rate

Growing performance of healthcare segment

Healthcare Revenue (Rpbn)

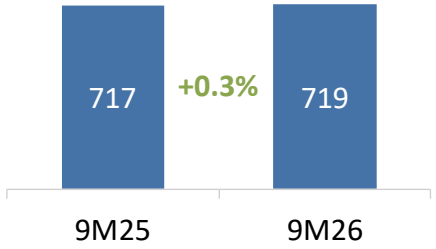


Revenue Rp664bn
(+28% YoY)

- Increase of inpatient revenue (+31% YoY)
- Increase of outpatient revenue (+18% YoY)

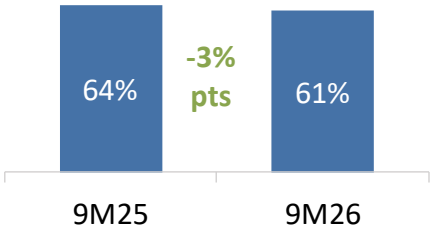
Moderating RevPAR in several hotel assets

ARR (Rp'000)



ARR Rp719,000
(+0.3% YoY)

Occupancy



Occupancy 61%
(-3% points YoY)

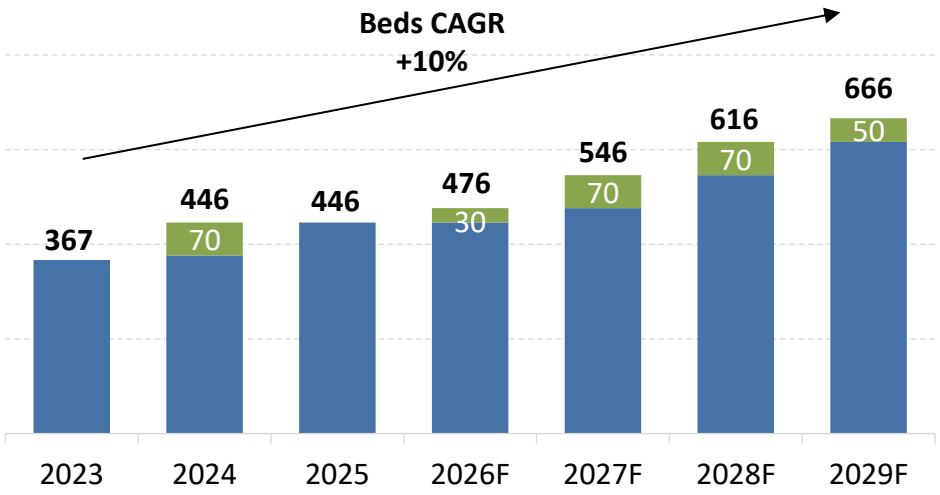
- 9M26 RevPAR Rp452,000 (+0.03% YoY)
- Declining RevPAR of almost all hotels regarding the Government budget-efficiency policy on meeting and travelling expenditures

Stable office-leasing performance amid weak demand

Occupancy 72% (+22% point YoY)

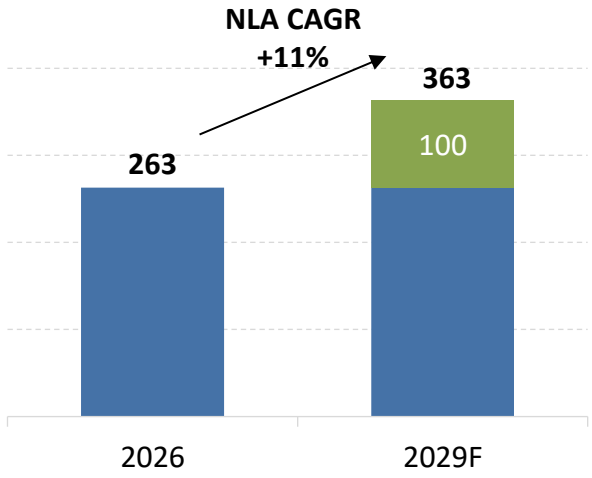
Key Highlights - Organic Expansion of Investment Properties

Hospital Operational Beds



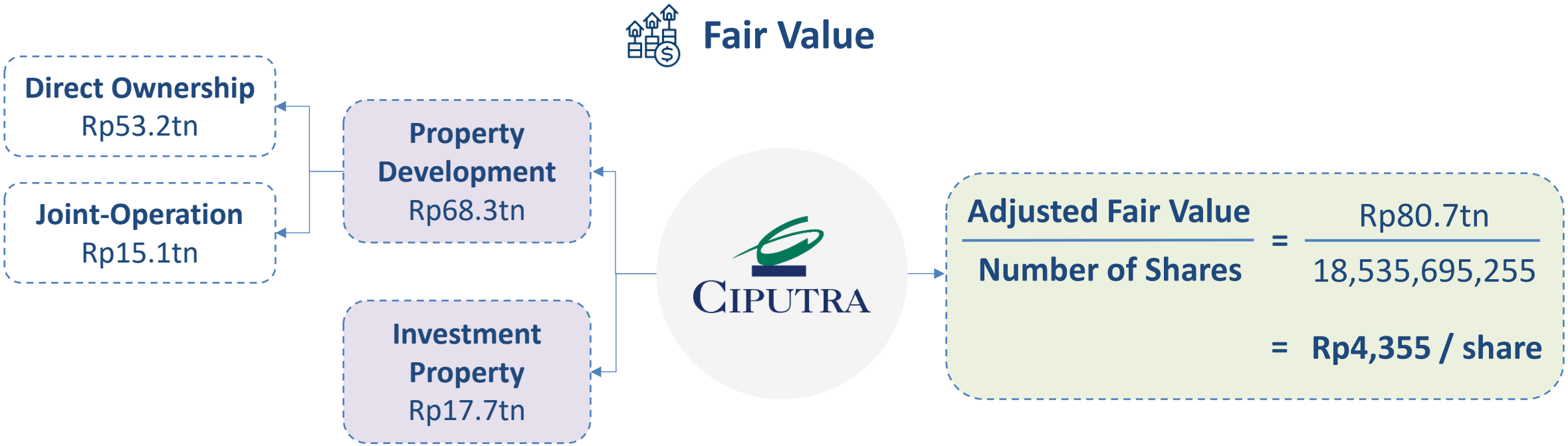
- Stable pipeline of healthcare assets by increasing operational beds by +290 (+81%) by 2029, from new hospitals and additional beds in existing hospitals
- Targeting strategic locations with stable and captive demand for healthcare services in tier-1 and tier-2 cities
- Strong Centers of Excellence such as Oncology, Women & Children, Cardiology

Malls Net Leasable Area ('000 sqm)



- Expanding retail footprint for long-term recurring revenue by increasing +100,000 sqm NLA (+38%) by 2029
- Focused in creating lifestyle destination malls with curated tenant mix
- Targeting populated catchment areas with high retail potential

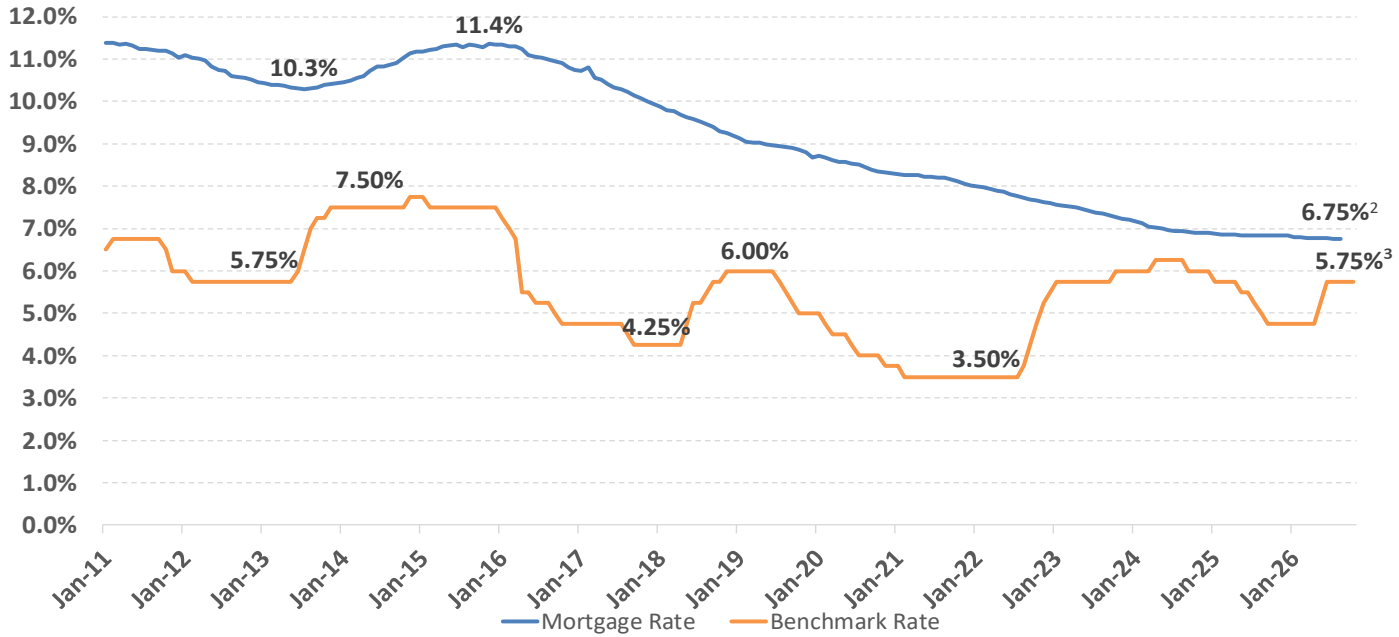
Key Highlights - Asset Valuation Highlights Growth Potential



- **Fair Value Basis:** CTRA's fair value per share is based on the asset valuation of real estate assets (inventories, land for development, fixed assets, investment properties) as of 31 Dec 2023, adjusted with the book value of remaining assets and liabilities
- **Independent Valuation:** Conducted by KJPP Rengganis, Hamid & Rekan (in strategic alliance with CBRE), KJPP Susan Widjojo & Rekan (member of VPC Asia Pacific), and KJPP Willson & Rekan (Knight Frank)
- **Key Valuation Assumptions:**
  - Land for Development and Inventory: Valued using Market Comparison Approach or Income Approach (development or residual technique based on highest and best-use)
  - Income-Generating Assets: Valued using Income Approach (DCF) and/or Cost Approach (replacement cost method)
  - Joint-Operations: Valued using Income Approach (DCF) based on potential net cash flow attributable to CTRA
  - Other Assets for Internal Use: Valued using Cost Approach (replacement cost method)

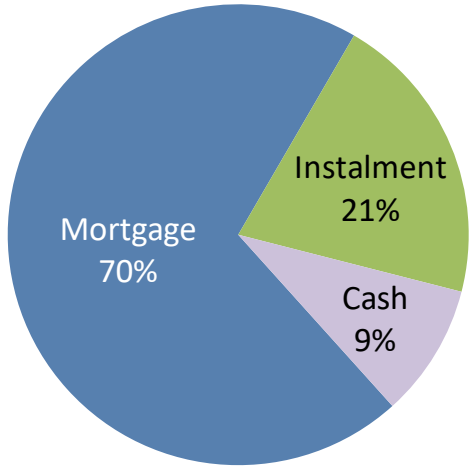
Key Highlights - Affordable Mortgage Environment

BI Rate vs. Mortgage Rate[1]



Notes
1. Average Mortgage Rates of Commercial Banks for Landed Houses (Indonesia Financial Services Authority)
2. Mortgage rate as of August 2026
3. Benchmark rate as of October 2026

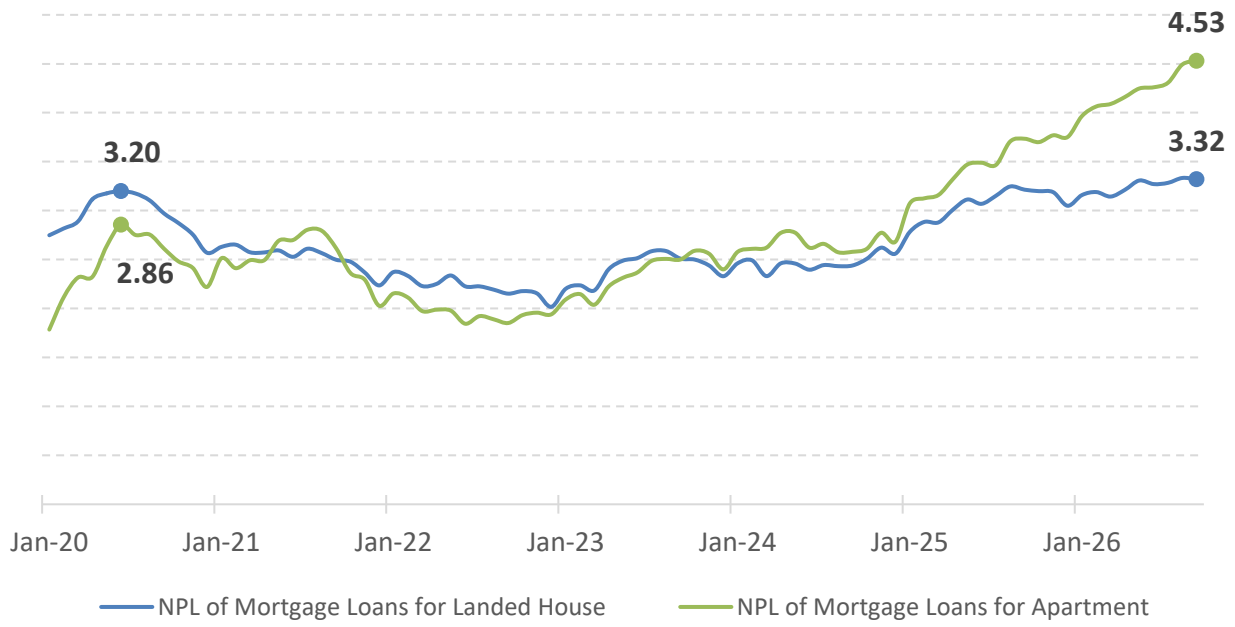
Indonesian House Financing (6M26)



- Competitive mortgage market leading to better affordability and availability of mortgages for end-users

Key Highlights - Rising Mortgage NPL

Mortgage NPL for Houses and Apartments



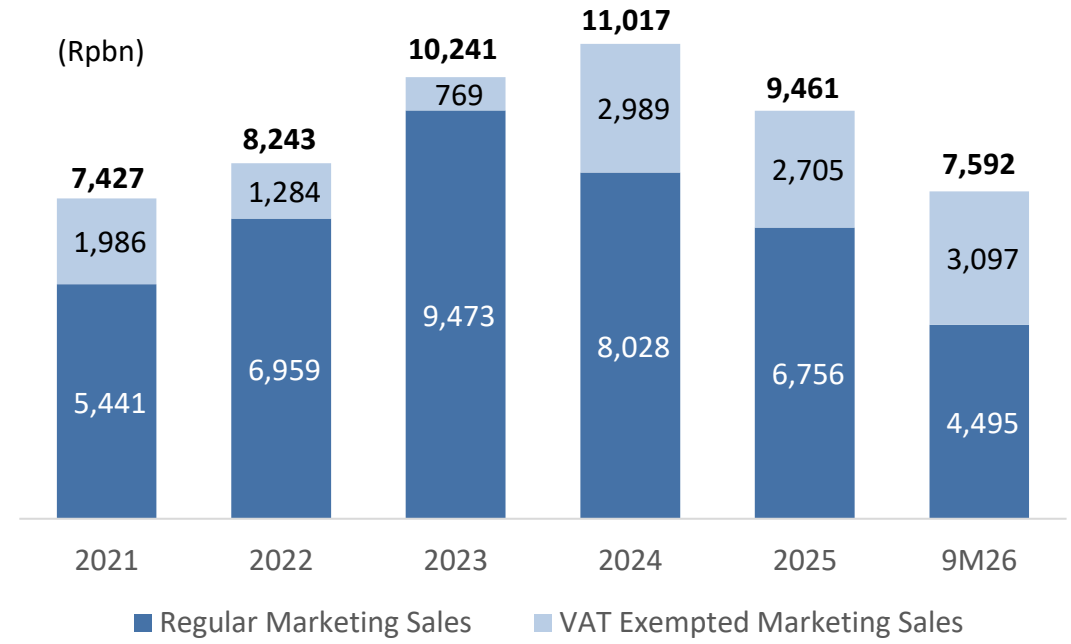
- Mortgage NPLs at similar level to pandemic for landed house and above pandemic level for apartment
- Total outstanding mortgage loans is Rp798tn for landed houses and Rp32tn for apartment

Key Highlights - Supportive Government Regulation (VAT Exemption)

The government provides VAT exemption for houses, shophouses, and apartments up to a maximum price of Rp5.0bn per unit, exempting the VAT on the first Rp2.0bn of the unit's value.

VAT Exemption	Period
100%	Jan – Dec 2026

Historical Marketing Sales with VAT Exemption





Company Overview

Ciputra at a Glance

Footprints

Number of Projects
>90

Green Building Certifications
9

Directly Owned Land Bank
2,062 Ha

Employees
5,076

56%
44%

JO Development Plan
2,156 Ha

Customer Satisfaction
88.9%

CIPUTRA

Financial Highlights

Total Assets (9M26)
Rp47.0tn

EBITDA (9M26)
Rp2.1tn

Revenue (9M26)
Rp7.5tn

ROAE (9M26)
7.4%

Net Profit (9M26)
Rp1.3tn
(-19% YoY)

Net Profit Margin
18%

Main Business Activities

76% Property Development for Sale

24% Commercial Property Development & Management

One of Indonesia's Leading Property Developers

Property Development



Townships & Residential - **70** projects



Condominiums - **11** projects



Offices for Sale - **8** projects

Commercial Property Development & Management



Malls - **5** projects



Hotels - **9** projects

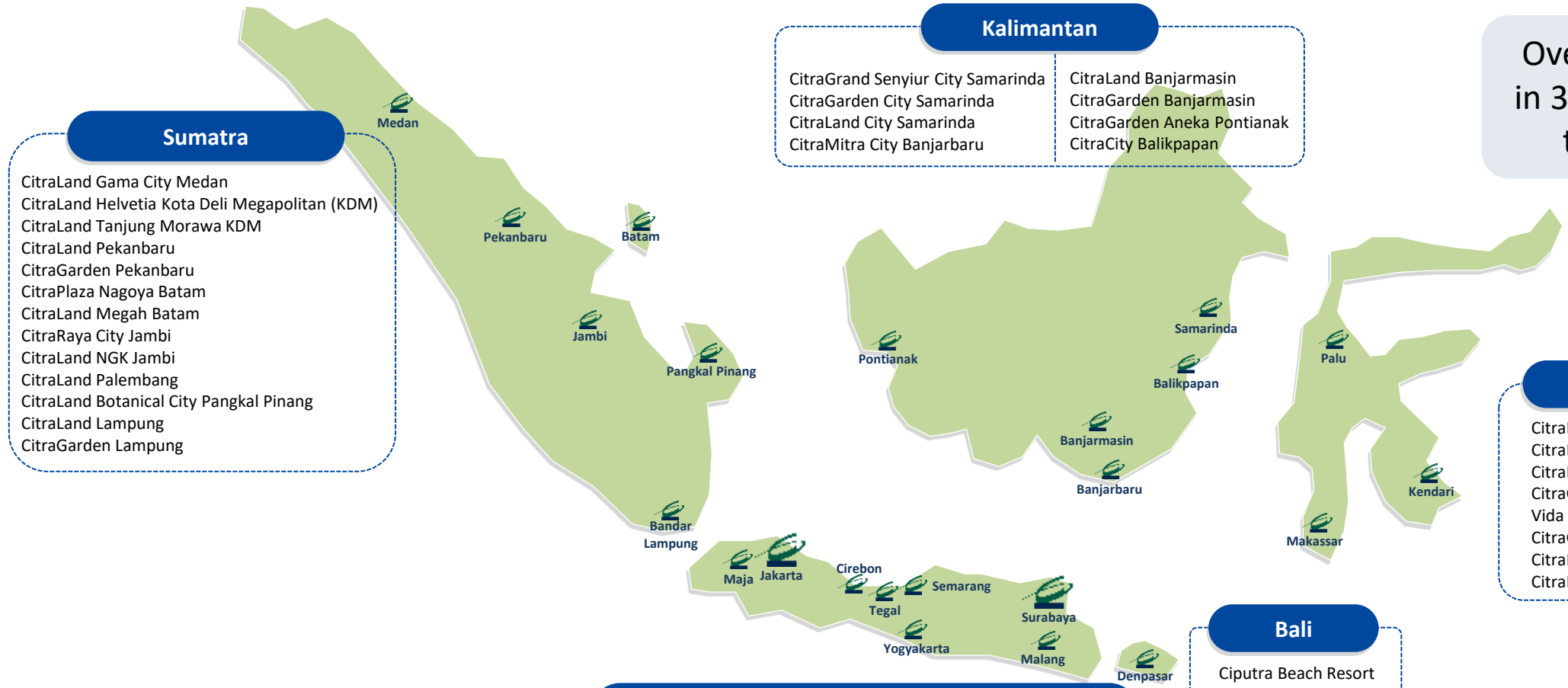


Healthcare - **4** projects



Offices for Lease - **4** projects

Geographically Diversified Project Portfolio



Over 90 projects in 34 cities across the nation.

Sumatra

- CitraLand Gama City Medan
- CitraLand Helvetia Kota Deli Megapolitan (KDM)
- CitraLand Tanjung Morawa KDM
- 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 Senyiur 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

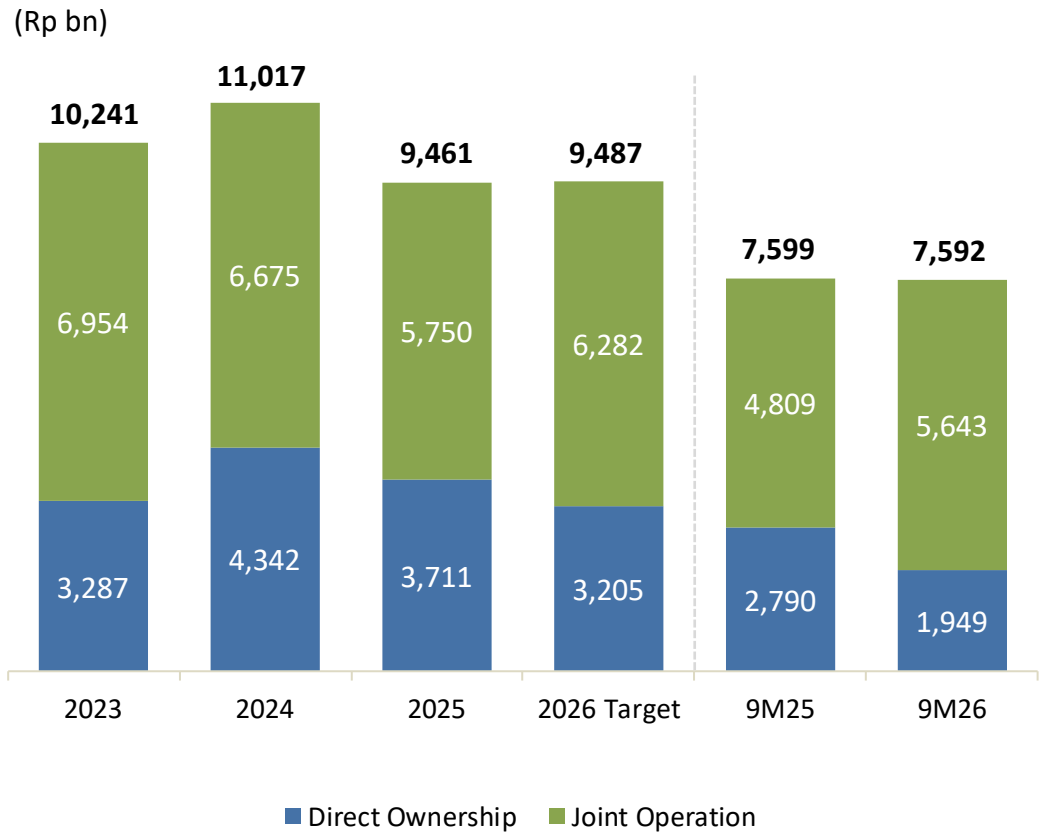
- CitraRaya Tangerang
- CitraIndah City Jonggol
- CitraLand Cibubur
- Citra Sentul Raya
- Citra City Sentul
- Citra Maja City
- CitraGarden Serpong
- CitraGarden Bintaro
- CitraGarden City Jakarta
- Ciputra World Jakarta
- Ciputra Puri International
- CitraGarden Puri Jakarta
- Citra Homes Halim
- Citra Towers Kemayoran
- CitraLake Sawangan Depok
- CitraGarden BMW Cilegon
- CitraLand Puri Serang
- CitraLand Cirebon
- CitraLand BSB City Semarang
- CitraGrand Semarang
- CitraLand Tegal
- Barsa City Yogyakarta
- CitraSun Garden Yogyakarta
- CitraSun Garden Semarang
- CitraLand Surabaya
- Ciputra World Surabaya
- CitraLand Vittorio Surabaya
- CitraLand The Green Lake Surabaya
- CitraLand Driyorejo CBD
- CitraHarmoni Sidoarjo
- CitraGarden Sidoarjo
- CitraIndah Sidoarjo
- CitraGarden City Malang
- CitraLand Puncak Tidar Malang
- CitraLand City Kedamean
- CitraLand Gresik

Greater Jakarta Project Portfolio



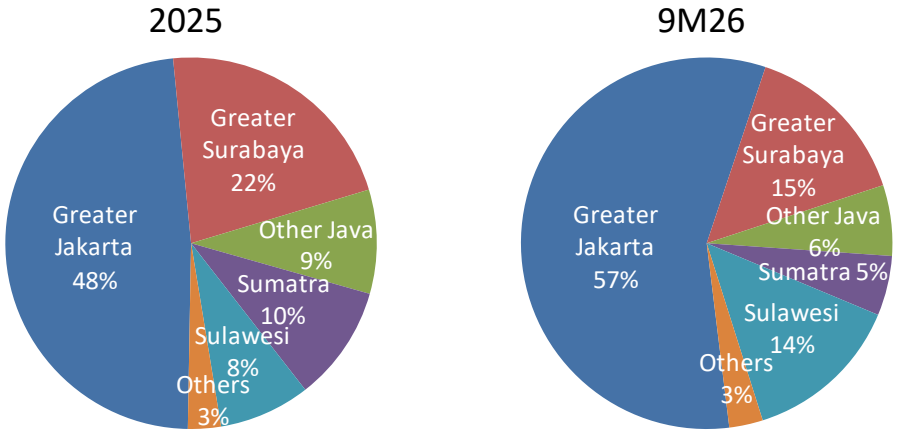
Marketing Sales Performance Across Regions and Segments

Historical Presales

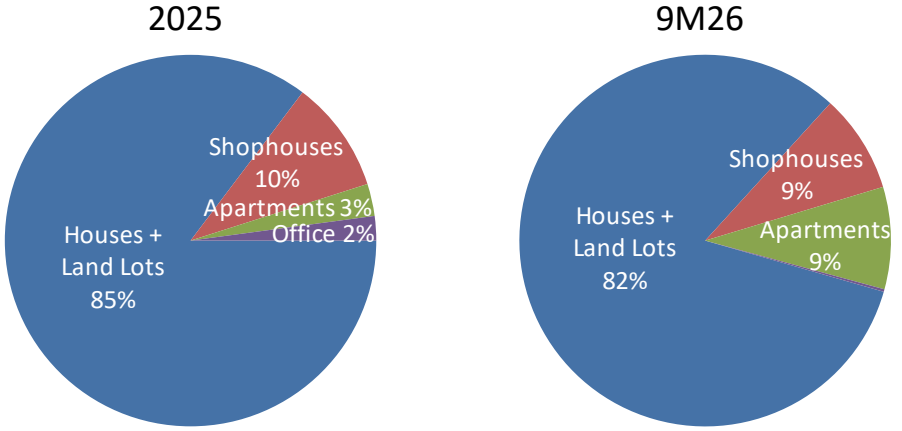


Units Sold	6,365	6,883	5,065		4,207	4,142
New Launches	62%	46%	41%		37%	50%

Presales per Location



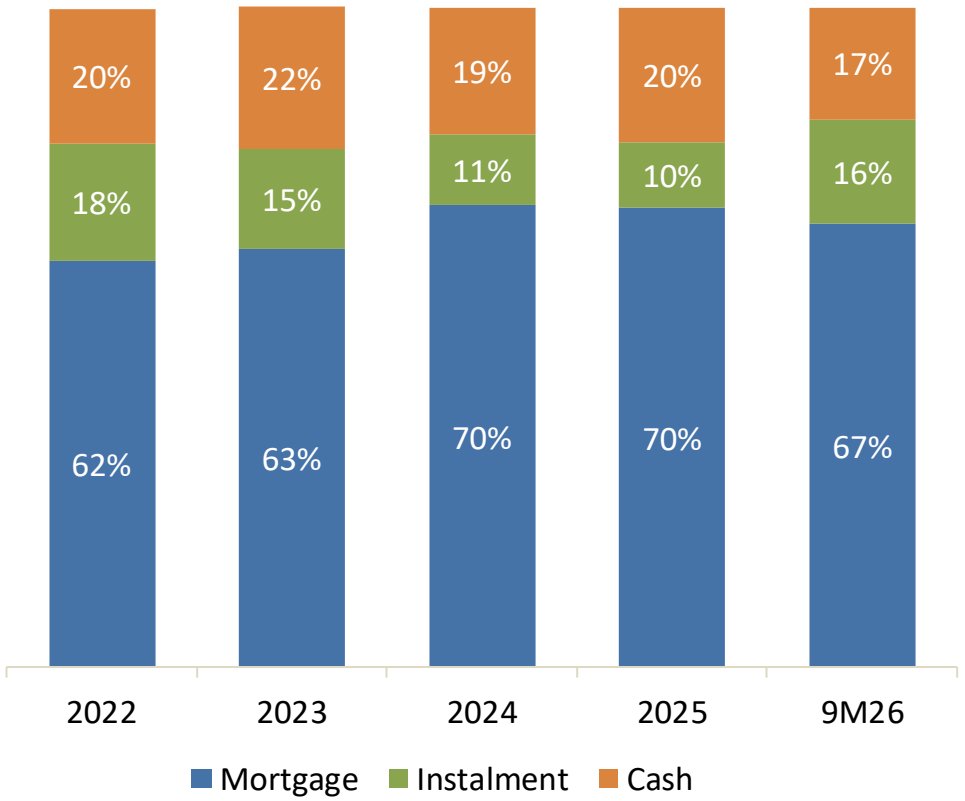
Presales per Product



PT CIPUTRA DEVELOPMENT TBK

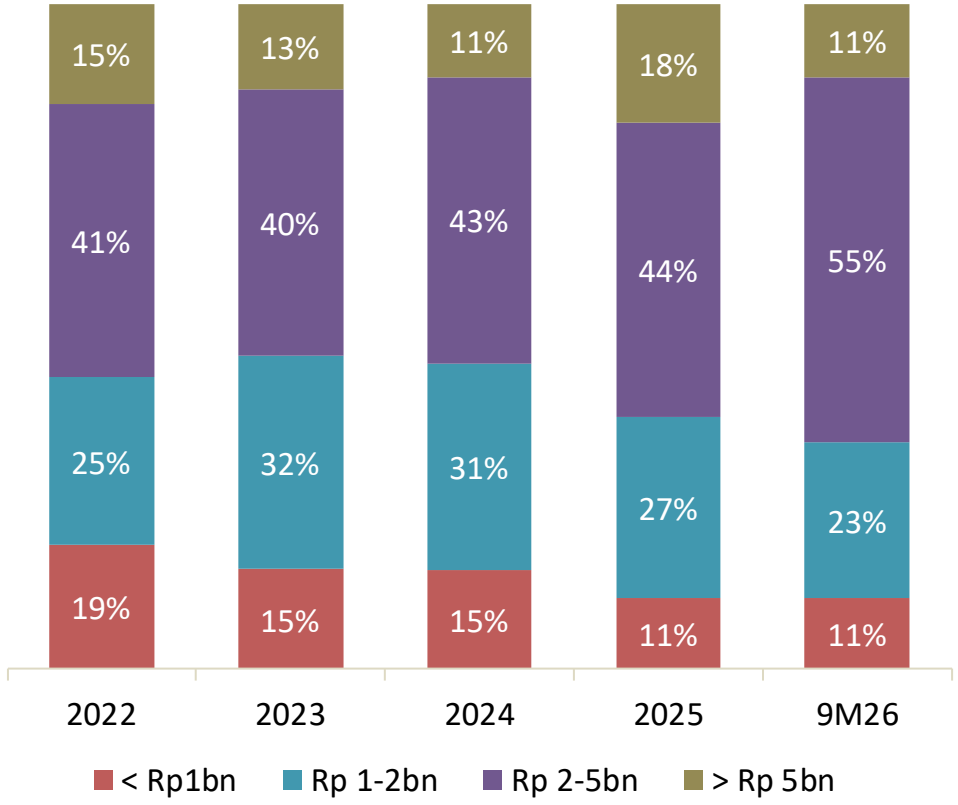
Expanding Middle-Upper Segment Financing with Mortgage

Presales per Payment Method



Growing proportion of mortgage payments due to affordability of mortgages and high portion of end-user buyers

Presales per Unit Price



Growing proportion of presales from units priced between Rp1-3 billion, reflecting higher demand from the middle and upper segments

Sufficient Land Bank to Sustain >15 Years of Development

Project Name	Ownership Scheme	Gross Land Bank 2025 (Ha)	9M2026 Average Unit Price (Rpbn)
CitraRaya Tangerang	100%	775	0.9
CitraIndah City Jonggol	100%	136	0.6
CitraGarden City Jakarta	100%	22	3.0
CitraLand Cibubur	JV - 60%	77	1.3
Total Greater Jakarta		**1,010**	
CitraLand Surabaya	100%	839	4.1
CitraHarmoni Sidoarjo	100%	51	1.4
CitraGarden Sidoarjo	JV - 60%	15	3.4
Total Greater Surabaya		**906**	
CitraLand Bandar Lampung	100%	18	2.4
CitraLand Palembang	JV - 60%	84	2.7
CitraLand Pekanbaru	JV - 60%	3	2.0
Ciputra Beach Resort Tabanan	JV - 60%	42	3.3
Total Others		**147**	
Total Land Bank		**2,062**	

Rights to Additional Land Bank Through Joint-Operation Schemes

Joint Operation Project	Gross Landbank 2025 (Ha)	9M2026 Average Unit Price (Rpbn)
Citra Sentul Raya	4	1.9
CitraLake Sawangan Depok	1	1.9
CitraGarden Serpong	60	1.8
Citra City Sentul	129	2.2
CitraGarden Bintaro	2	3.0
Citra Homes Halim	9	2.9
Total Greater Jakarta	**204**	
The Taman Dayu Pandaan	17	1.7
CitraLand The GreenLake Surabaya	25	3.2
CitraLand Driyorejo CBD	5	2.0
CitraLand City Kedamean	142	1.3
CitraLand Gresik	18	2.7
Total Greater Surabaya	**207**	
Citra Maja City	335	0.3
CitraLand BSB City Semarang	21	2.6
CitraGrand Semarang	17	2.9
CitraSun Garden Semarang	0	1.6
CitraGarden Malang	32	1.3
CitraGarden BMW Cilegon	20	0.9
CitraLand Cirebon	22	1.0
CitraLand Puri Serang	38	1.4
CitraGarden Pekalongan	3	0.2
CitraLand Puncak Tidar Malang	23	3.8
CitraLand Tegal	2	1.7
Total Java Ex-Jakarta Ex-Surabaya	**514**	
CitraRaya City Jambi	525	0.4
CitraLand Gama City Medan	22	4.9
CitraLand Botanical City Pangkalpinang	42	1.0
Citra AeroLink Batam	8	1.9
CitraLand Megah Batam	10	2.1
CitraLand Tanjung Morawa Kota Deli Megapolitan	21	0.8
CitraLand City Sampali Kota Deli Megapolitan	17	2.9
Total Sumatra	**655**	

Joint Operation Project	Gross Landbank 2025 (Ha)	9M2026 Average Unit Price (Rpbn)
CitraGrand Senyiur City Samarinda	115	0.9
CitraGarden City Samarinda	26	0.7
CItraLand City Samarinda	11	1.7
CitraMitra City Banjarbaru	115	0.6
CitraLand Banjarmasin	27	2.2
CitraGarden Aneka Pontianak	16	2.5
Citra City Balikpapan	6	4.3
BizPark Banjarmasin	13	2.2
Total Kalimantan	**330**	
CitraGrand Galesong City Gowa	176	0.3
CitraLand City CPI Makassar	12	1.2
CitraLand Tallasa City Makassar	31	2.8
CitraLand Celebes Makassar	4	5.6
CitraGarden Makassar	3	1.0
CitraLand Palu	21	2.0
CitraLand Kendari	0	3.7
Insignia Residence	0	3.1
Total Sulawesi	**247**	

Total **JO Gross Landbank** of **2,156 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	89%	259	100%
Ciputra World Jakarta 2	The Orchard	100%	31,000	94%	70	100%
	The Residence		14,000	96%	20	100%
Ciputra World Jakarta 2 Ext.	The Newton 1	100%	15,800	98%	12	100%
	The Newton 2		22,500	72%	281	100%
Ciputra International	San Francisco	JV - 55%	25,300	57%	265	100%
	Amsterdam		25,300	89%	68	100%
CitraRaya Tangerang Ecopolis	Yashinoki	JV - 51%	5,500	95%	2	100%
	Suginoki		3,900	94%	2	100%
CitraLake Suites	Tower A+B	JV - 51%	18,000	86%	53	100%
Citra Living	Orchard	JO Revenue - 70%	9,100	98%	3	100%
	Lotus		9,100	80%	35	100%
		Total Jakarta	**221,000**	**85%**	**1,070**	
CitraLand Surabaya	Denver	100%	22,500	79%	90	100%
Ciputra World Surabaya	Voila	JV - 53%	35,800	100%	-	100%
	The Vertu		9,100	75%	59	100%
	Sky Residence		6,700	64%	51	100%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	14,300	72%	68	100%
		Total Surabaya	**88,400**	**85%**	**269**	
CitraPlaza Nagoya Batam	Tower 1	JV - 50%	22,700	94%	29	100%
Barsa City Yogyakarta	Cornell	JO Profit - 50%	8,500	75%	48	100%
Vida View Makassar	Brentsville	JO Profit - 50%	24,800	98%	10	100%
CitraLand City CPI Makassar	Delft	JO Profit - 50%	19,800	99%	4	100%
	Azure	JO Profit - 50%	5,300	100%	-	100%
	Cataluna	JO Profit - 50%	27,400	80%	127	0%
		Total Others	**108,500**	**91%**	**217**	
		Total Strata Title Apartment	**417,900**	**87%**	**1,556**	

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%	22,500	94%	63	100%
Ciputra World Jakarta 2	Office Tower	100%	54,200	43%	1,384	100%
Ciputra International	Propan Tower	JV - 55%	18,700	86%	65	100%
	Tower 3		33,400	72%	218	100%
Citra Towers Kemayoran	North Tower	JO Profit - 50%	37,000	99%	13	100%
		Total Jakarta	**165,800**	**73%**	**1,743**	
Ciputra World Surabaya	Vieloft SOHO	JV - 53%	31,500	58%	323	100%
	Office Tower		38,500	97%	28	100%
CitraLand Vittorio Surabaya	Alessandro	JV - 51%	4,800	67%	27	100%
		Total Surabaya	**74,800**	**79%**	**378**	
		Total Strata Title Office	**240,600**	**75%**	**2,121**	

Leased Office

Project Name	Tower	Ownership Scheme	Leasable SGA (sqm)	Leased
Ciputra World Jakarta 1	DBS Bank Tower	100%	38,700	87%
Ciputra World Jakarta 2	Office Tower	100%	11,000	24%
Ciputra International	Tower 3	JV - 55%	1,000	38%
		Total Jakarta	**50,700**	**72%**
		Total Office for Lease	**50,700**	**72%**

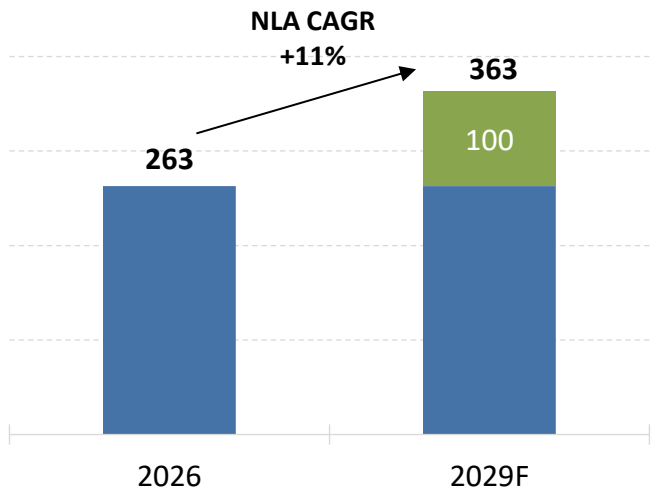
Healthy Occupancy and Lease Expiry Profile for Malls

Mall	Net Leasable Area (sqm)	Occupancy Rate				
		2022	2023	2024	2025	9M26
Ciputra World Jakarta 1	79,500	100%	100%	100%	100%	100%
Ciputra World Surabaya	91,500	74% [1]	77% [1]	75% [2]	83% [2]	85% [2]
Ciputra Mall Jakarta	42,300	89%	93%	91%	82%	85%
Ciputra Mall Semarang	20,100	96%	96%	91%	93%	92%
Ciputra Mall Tangerang	29,500	88%	82%	97% [3]	99% [3]	97% [3]

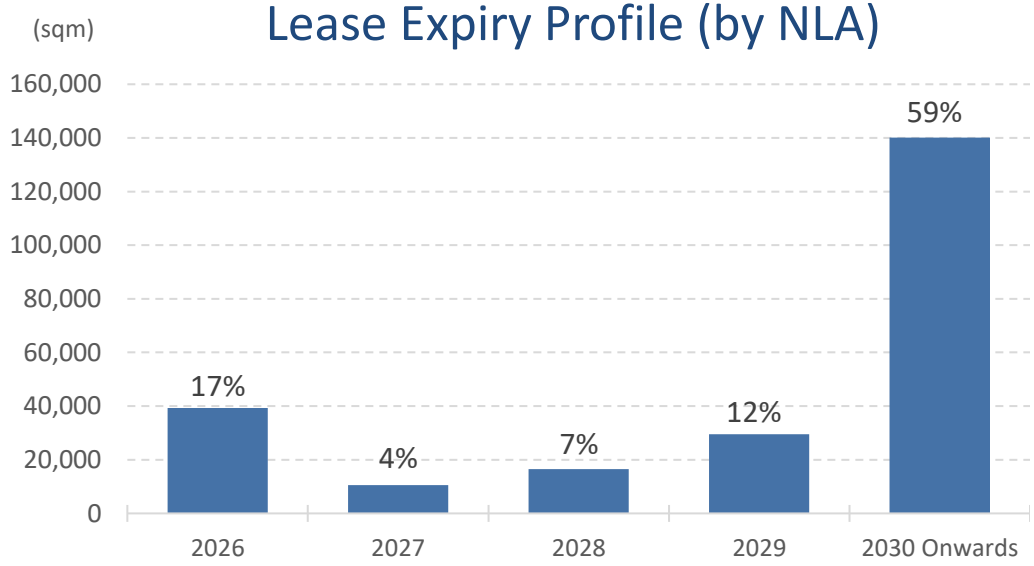
Notes
1. Newly opened extension with 37,500m2 NLA in April 2021
2. Refurbishment of several floors for new tenants
3. Refurbishment of entire lower-ground floor for new AEON tenant

Total mall **NLA** of **263k sqm** with average occupancy rate of **91%**

Total Net Leasable Area ('000 sqm)

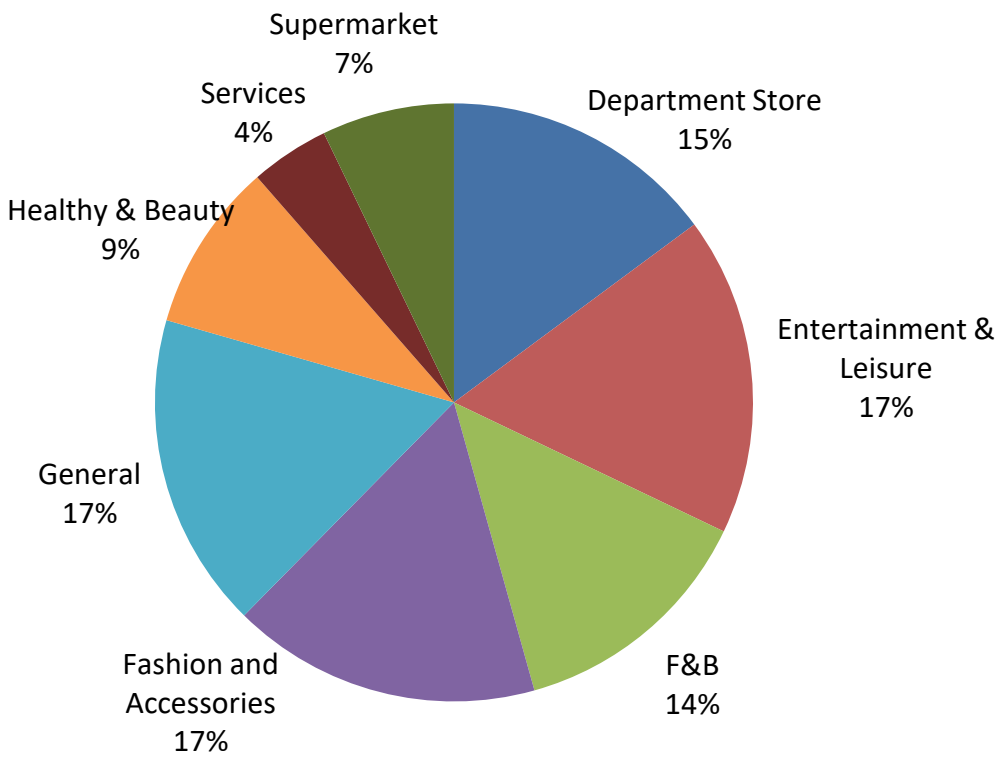


Lease Expiry Profile (by NLA)



Well-Diversified Mall Tenants with Reputable Brands

Mall Tenants Breakdown (% Leased Area)



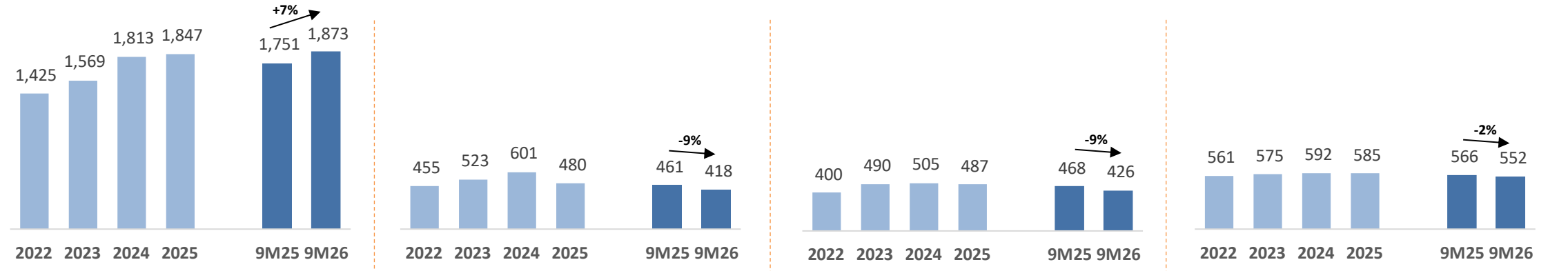
Main Tenants

AEON
LOTTE
IKEA
Cinema XXI
FUN WORLD
ARENA REKREASI KELUARGA
SPORTS STATION
COACH
NEW YORK
FILA
UNIQLO
MASARI
GROUP
adidas
az•ko

Selective RevPAR Growth Amid Broad-Based Moderation Across Hotels

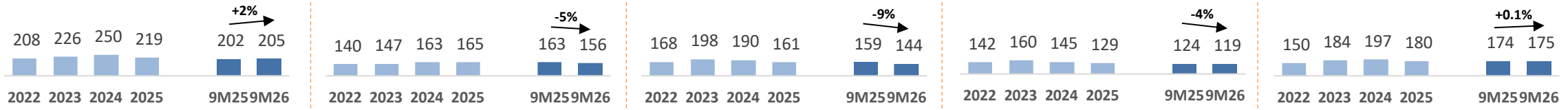
Revenue per Available Room (RevPAR) (in Rp'000 /room/day)

Star Hotels



Raffles Hotel (Ciputra World Jakarta 1)	Ciputra World Surabaya Hotel	Ciputra Hotel Jakarta	Ciputra Hotel Semarang
173 Rooms	212 Rooms	336 Rooms	200 Rooms

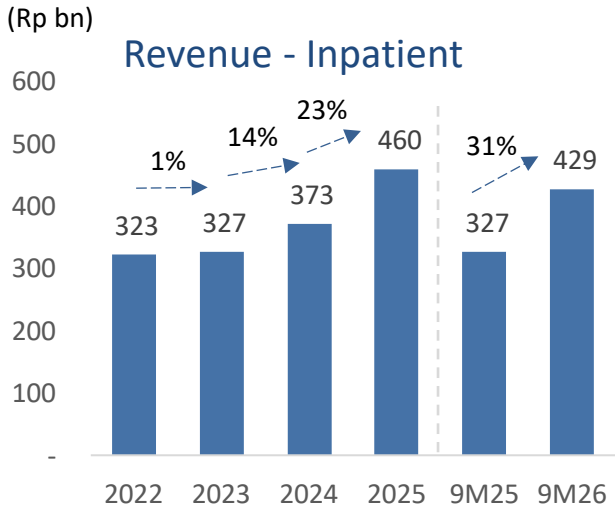
Budget Hotels

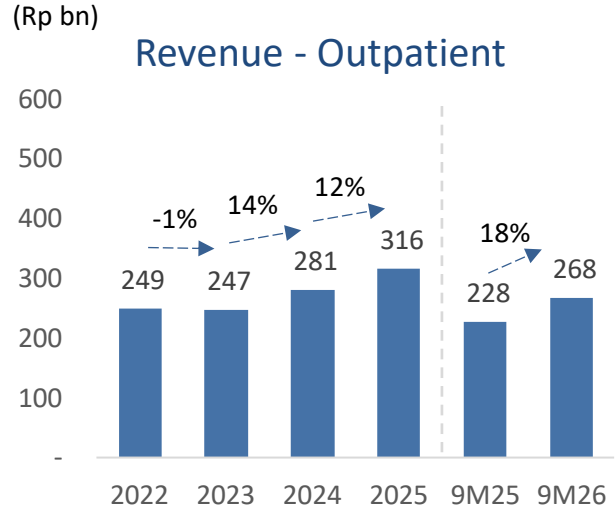


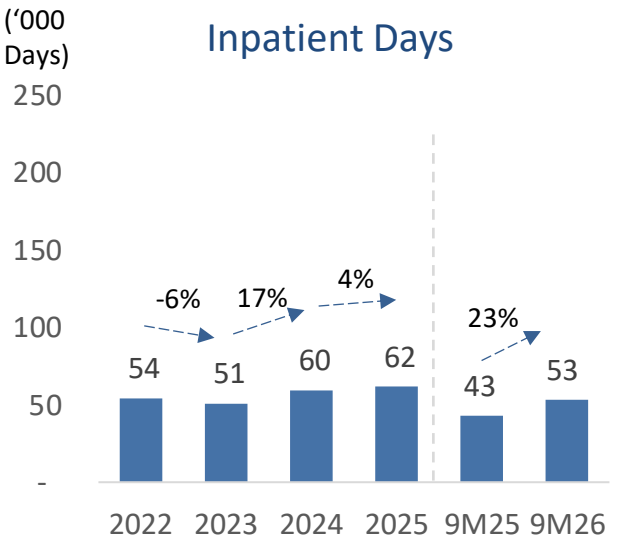
CitraDream Hotel Bintaro	CitraDream Hotel Cirebon	CitraDream Hotel Yogyakarta	CitraDream Hotel Semarang	CitraDream Hotel Bandung
108 Rooms	121 Rooms	110 Rooms	112 Rooms	76 Rooms

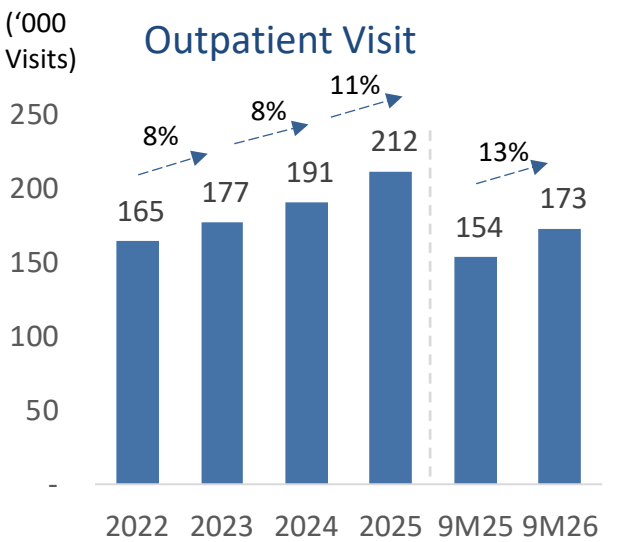
Integrated Healthcare Facilities within Township Projects

	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
Maximum Capacity	183 Beds	230 Beds	168 Beds
Operational Capacity	150 Beds	130 Beds	126 Beds
Center of Excellence	• Cancer Center • Trauma Center • Women & Children Center	• Cardiac Center • Neurology & Neurosurgery Center • Women & Children Center	• Cardiac Center • Trauma Center • Women & Children Center









Ciputra Hospital Surabaya Expansion Overview





Ciputra Hospital Surabaya

Township & location	CitraLand Surabaya at West Surabaya
Start operation	August 2024
Maximum capacity	200 beds
Operational capacity	70 beds
Capital expenditure	Rp520billion
Center of Excellence	Cardiology, Oncology, Neurosurgery
Accessibility	• Located at Radial Road Surabaya • 20 minutes from Kota Satelit exit toll • 30 minutes from city center • 40 minutes from Juanda international airport • 10 minutes from Driyorejo exit toll





Growth Strategy and Project Highlights

Key Developments

1
Launched >15 new clusters in 30 existing projects

Combined presales of Rp3.8tn (50% of 9M26 achievement)

2
9M26 presales: Rp7.6tn

Total **9M26 presales** reached **Rp7.6tn** (80% of 2026 target)

3
Recognition in Sustainability Achievement

- 9 green building certifications
- 6 ESG awards
- 3 IDX indexes inclusion related to ESG

4
Issued SGD150mn Medium Term Note

- 5-year maturity and 6.00% coupon rate (February-March 2026)
- For refinancing ➔ the principal is hedged with a 100% call-spread with strike prices between Rp12,127 / SGD and Rp12,627 / SGD.

5
Credit Rating: BB- / Stable Outlook

Received an affirmed credit rating from **Fitch** of **BB- / Stable Outlook** (September 2024)

6
Merger of CTRA with CTRS and CTRP

- **Merger** of **Ciputra Development (CTRA)** with **Ciputra Surya (CTRS)** and **Ciputra Property (CTRP)** on 17 January 2017.
- Increased financial strength, better access to capital, larger investor base and improved liquidity.
- CTRS and CTRP de-listed from the Indonesian Stock Exchange on 19 January 2017.

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

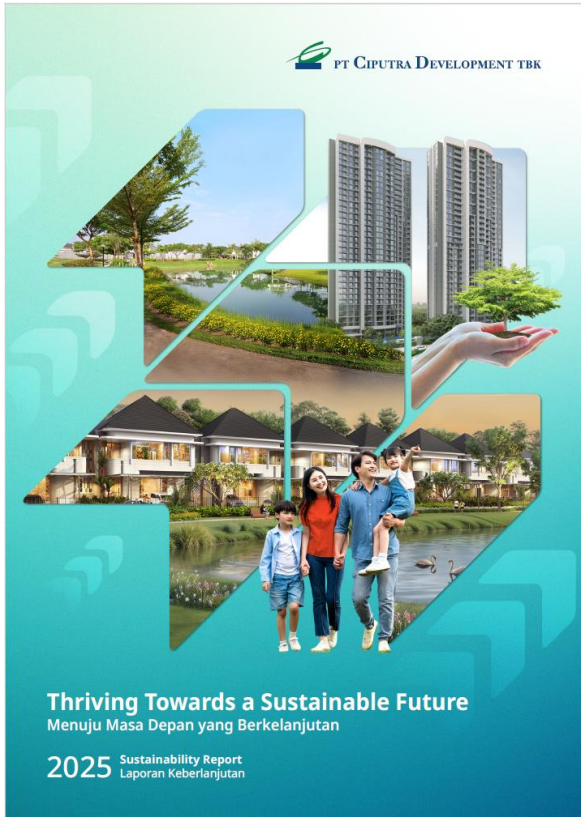
Ciputra brand equity

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 -0.01x** as of Sep 2026)

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
	Employment Practices	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 2025



215,436 MWh
Electricity consumption level



9
Green building certifications



219,124 ton CO2eq
GHG Emissions



22,664
Job creation
through tenants



2,625 ton
Waste recycled and
composted



3,716,288 m2
Urban green space

Key Recognitions

IDX Indonesia Stock Exchange member of WFE World Federation of Exchanges	IDX ESG Leaders Index since 2020
KEHATI	ESG Sector Leaders IDX KEHATI Index since 2021
KEHATI	ESG Quality 45 IDX KEHATI Index since 2022

First Green Loan: A Sustainability Milestone

- Marks a milestone in Ciputra's sustainability journey.
- Demonstrates commitment to Environmental, Social, and Governance (ESG) principles.
- Compliance with Green Standard which has been verified by third party in form of Green Building Certification.



Green Loan Detail	
Facility Amount	Rp950bn
Tenor	7 years
Lender Bank	HSBC
Issuance Period	October 2024



Green Building Ceritification Detail	
Project Name	Ciputra World Jakarta 2 – Office
Type	EDGE Certification
Energy Savings	21%
Water Savings	43%
Less Embodied Carbon in Materials	78%
Operational CO_2 Savings	818.11 tCO_2/year

Commitment to Achieve UN SDGs

UN SDGs	Commitment Performed
	• Distribution of basic needs assistance to the underprivileged communities surrounding the Company's project which is carried out on a regular basis and post-natural disaster; • Organize iftar activities and provision of sacrificial animals for the surrounding community in almost all of projects.
	• Conduct blood donation and medical check up for community surrounding projects.
	• Support for educational facilities, such as the distribution of scholarship funds, books, bookshelves, and tables; • Conduct seminars and training for people with disabilities; • Conduct parenting seminars at schools; • Support Focus Group Discussion (FGD) activities for youth education advocates; • Donation for Islamic boarding schools, nursing homes, and orphanages;
	• Processing effluent at the Sewage Treatment Plant (STP) to produce clean water that meets standard; • Utilizing rain water and long pond for plant watering.
	• Installation of more efficient equipment, such as LED lights, timers, inverter, solar panel, motion sensors and automatic adjustment features on lights, air conditioners (AC), and water pumps, as well as low-emissivity glass to block the sun's heat and reduce the use of AC; • Reduce water consumption by reusing recycled water for watering plants and gardens, cooling AC, flushing toilets, with some being channeled into waterways and reabsorbed into the soil.

UN SDGs	Commitment Performed
	• New projects and new launches brought indirect economic impact on local, national, and overseas suppliers; • Conduct MSMEs festival to support Community's economic empowerment; • 22,664 jobs creation through 2,288 tenants who rent in Ciputra's commercial area.
	• Renovation of local Government offices and road infrastructure; • Support for the construction of health facilities, social services facilities (orphanages), place of worship, public service and security institutions facilities;
	• Absorption of local workers, both as Ciputra's employees and through outsourcing company for each of the Company's project; • Hold religious support activities such as Christmas celebration at orphanages or nearby churches.
	• 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; • 2,625 ton of waste recycled and composted; • Prohibit the use of plastic shopping bags in the shopping centers.
	• Clean up canals, waterways, river conservation activities and tree plantation. • Support for the procurement program of cleaning equipment for the communities surrounding our projects.

New Projects 2026





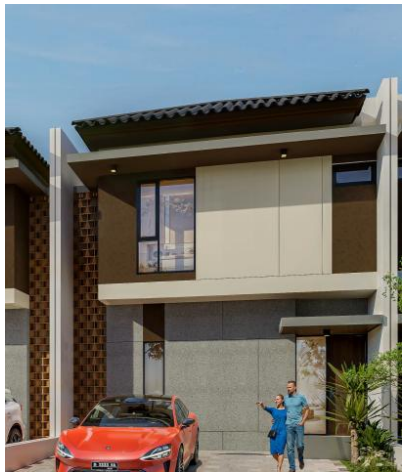


Citra Homes Halim

Project scheme & location	Joint operation in East of Jakarta
Development plan	8.5 ha
Market segment	Middle
Presales 9M2026	Rp1,220 billion
House price range	Rp2.0 billion to Rp7.7 billion
Average unit price	Rp2.9 billion
Units sold	459 units
Others	Launched 2 clusters of houses in May and July 2026 Accessibility: 3.3 km (9 minutes) to Taman Mini toll gate 3.5 km (10 minutes) to Halim Perdana Kusuma Airport 4.7 km (13 minutes) to Taman Mini LRT



New Projects 2026

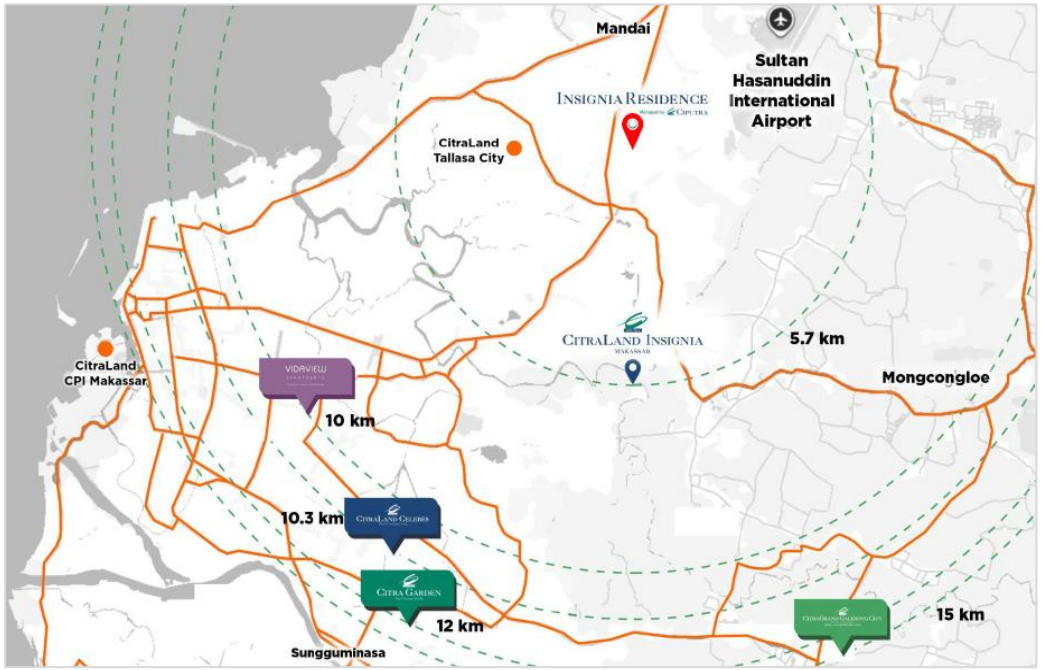






Insignia Residence

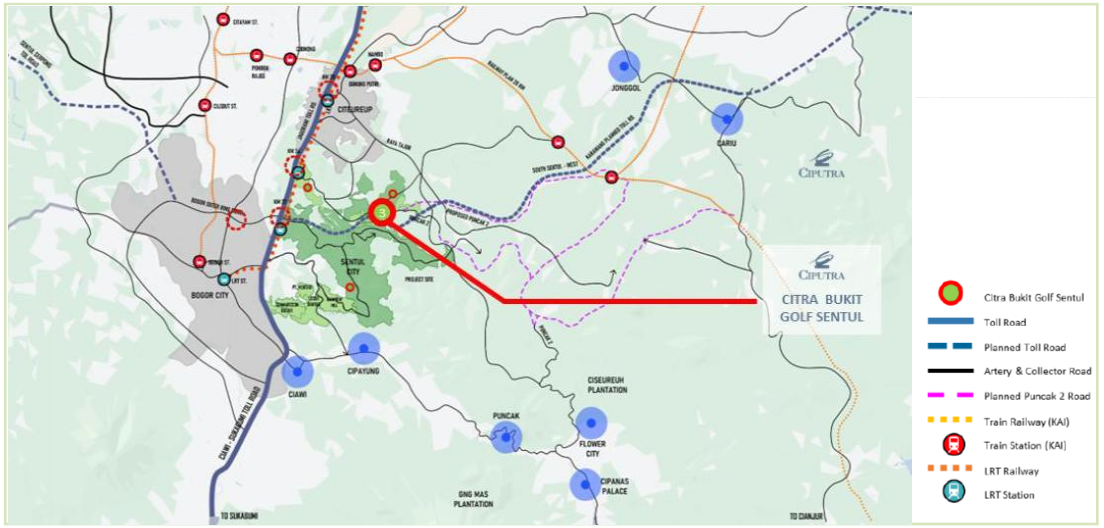
Project scheme & location	Joint operation in Makassar, South Sulawesi
Development plan	6.5 ha
Market segment	Middle to high
Presales 9M2026	Rp42 billion
House price range	Rp2.0 billion to Rp3.6 billion
Average unit price	Rp3.1 billion
Units sold	15 units
Others	Distance to other CTRA's projects: 8.2 km to CitraLand Tallasa City 10.0 km to Vida View 10.3 km to CitraLand Celebes 12.0 km to CitraGarden Gowa 15.0 km to CitraGrand Galesong City 20.6 km to CitraLand City CPI



PT CIPUTRA DEVELOPMENT TBK

New Projects 2026/2027





Ciputra Genting Golf

Project scheme & location	Joint operation in Sentul, South Greater Jakarta
Development plan	152 ha
Market segment	Middle to high
Estimated launch	2H2026 / 2027
2026 est. pre-sales	Rp300 billion
Unit price	Starting from Rp3.0billion
Others	-



Key Projects 2026







5 minutes	Jakarta Outer Ring Road 2
5 minutes	Soekarno Hatta International Airport
15 minutes	PIK Avenue
20 minutes	Puri Indah Mall
40 minutes	Central Jakarta
45 minutes	Sudirman Central Business District
20 minutes	Tangerang Area





CitraGarden City Jakarta

Project scheme & location	Directly owned in Kalideres, West Jakarta
Launch	1984
Development plan	454 ha (sold 376 ha)
Market segment	Middle to high
Presales 9M2026	Rp1,076 billion
House price range	Rp1.8 billion to Rp6.6 billion
Average unit price	Rp3.0 billion
Units sold	394 units
Others	Launched new clusters and types of houses in February, March, August and September and a new cluster of shophouse in June

Key Projects 2026

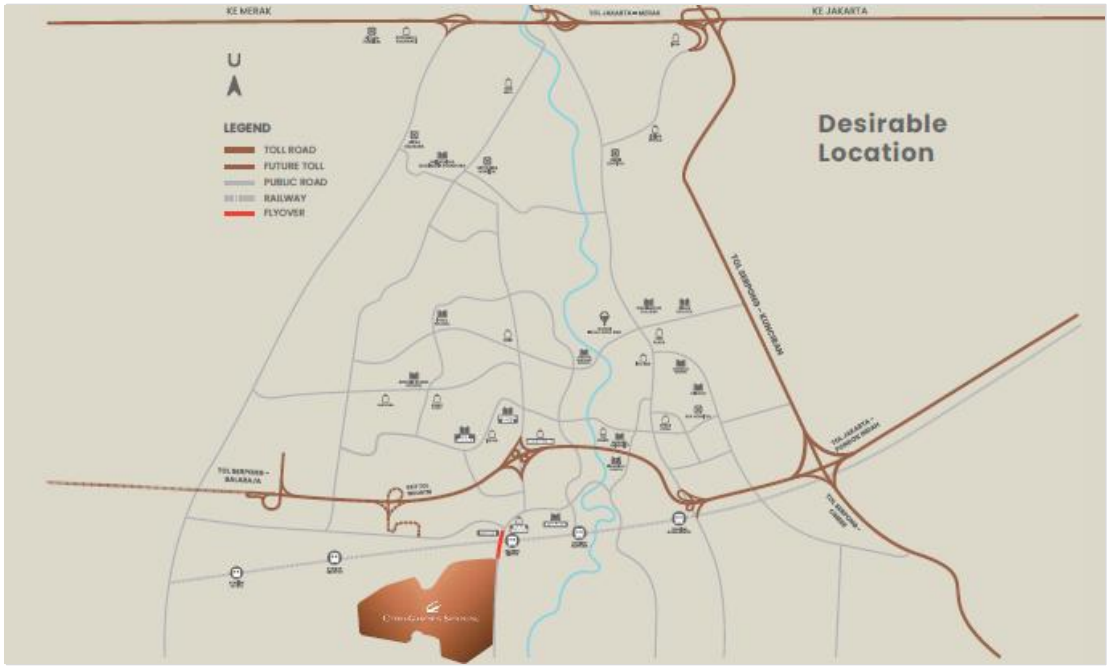






CitraGarden Serpong

Project scheme & location	Joint operation in Tangerang, West of Jakarta
Launch	February 2023
Development plan	120 ha out of 350 ha masterplan
Market segment	Middle-low to middle-high
Presales 9M2026	Rp644 billion
House price range	Rp779 million to Rp4.0 billion
Average unit price	Rp1.8 billion
Units sold	397 units
Others	Launched new clusters and types of houses in February and May Accessibility: 1 minute to Cisauk railway station 10 minutes to Jakarta-Serpong toll Cisauk exit



Key Projects 2026







CitraLand City CPI Makassar

Project scheme & location	Joint operation in Makassar, South Sulawesi
Launch	October 2015
Development plan	157 ha (sold 35 ha + 50 ha to government)
Market segment	Middle to high
Presales 9M2026	Rp630 billion
Unit price range	Rp515 million to Rp10.0 billion
Average unit price	Rp1.2 billion
Units sold	571 units
Others	Launched a new apartment tower in July



Key Projects 2026

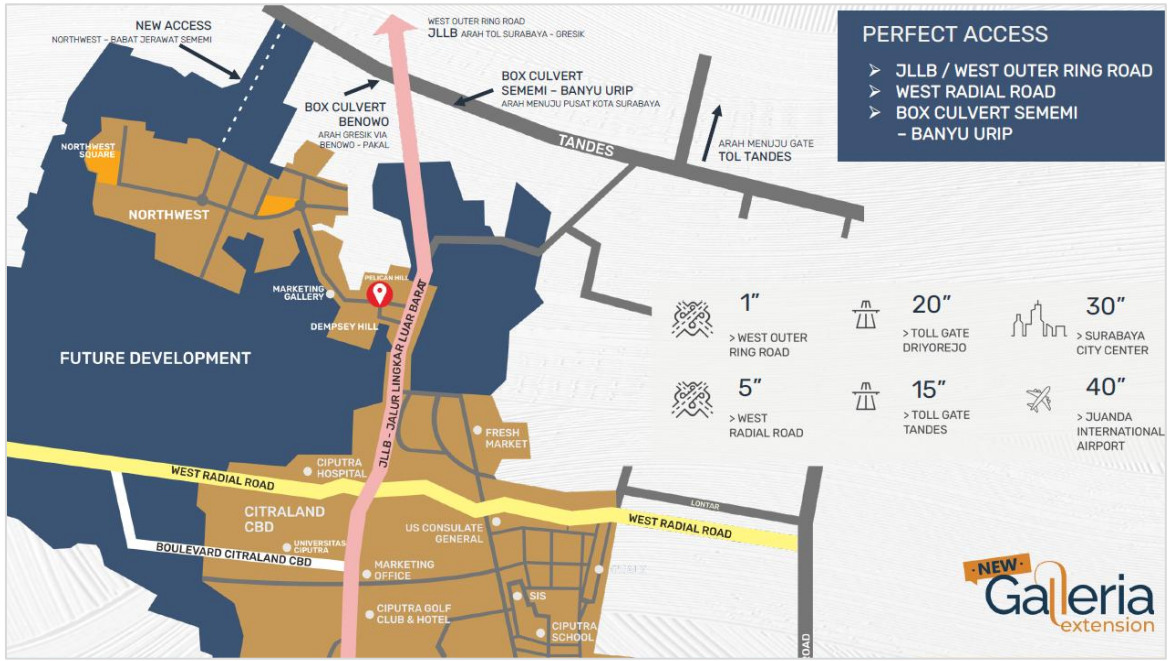






CitraLand Surabaya

Project scheme & location	Directly owned in West Surabaya
Launch	1993
Development plan	1,700 ha (sold 824 ha)
Market segment	Middle to middle-high
Presales 9M2026	Rp628 billion
House price range	Rp596 million to Rp26.1 billion
Average unit price	Rp4.1 billion
Units sold	170 units
Others	Launched new clusters of shophouses in January, June and August and new cluster and type of houses in April and August



Key Projects 2026

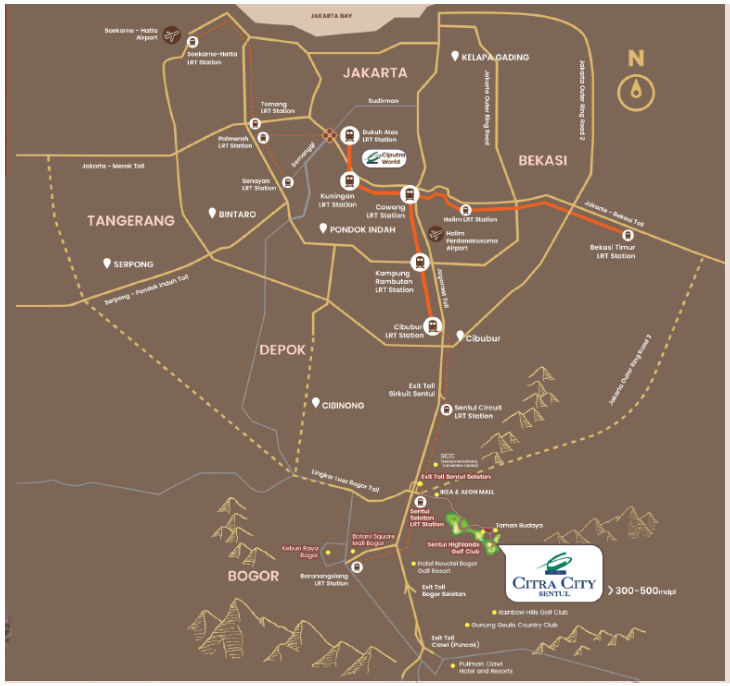






Citra City Sentul

Project scheme & location	Joint operation in Sentul, South Greater Jakarta
Launch	October 2023
Development plan	400 ha
Market segment	Middle-low to middle-high
Presales 9M2026	Rp386 billion
House price range	Rp1.0 billion to Rp7.3 billion
Average unit price	Rp2.2 billion
Units sold	197 units
Others	Launched new clusters of houses in March and August and new types of houses in May and June





Key Projects 2026

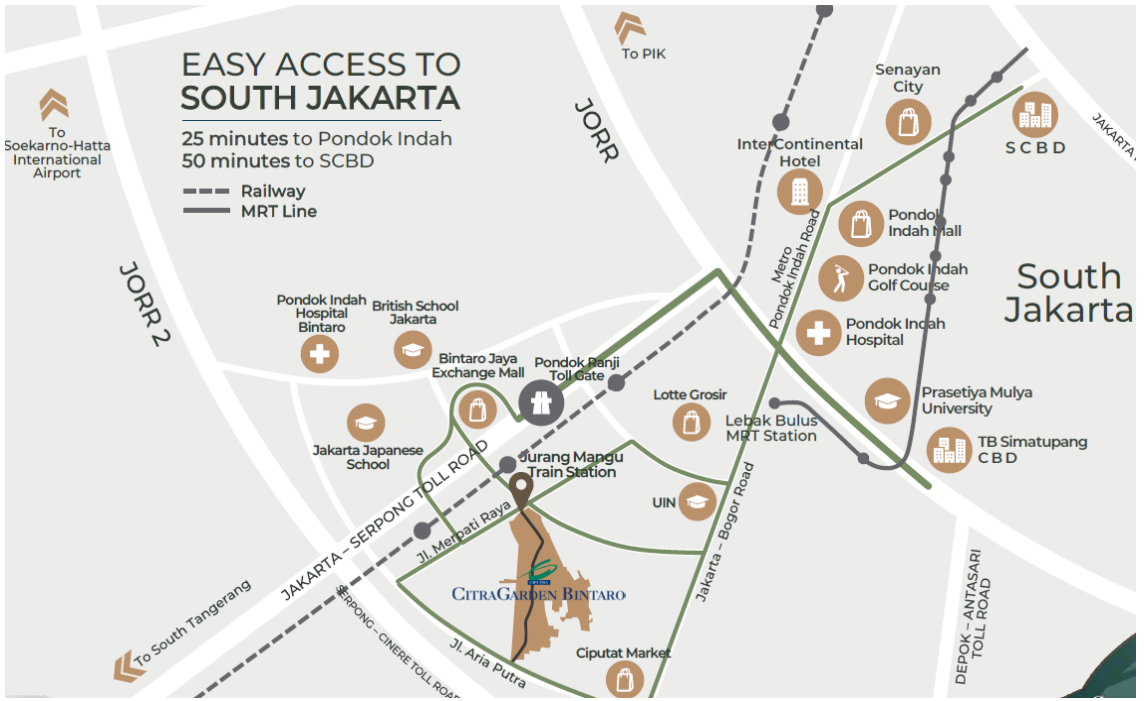






CitraGarden Bintaro

Project scheme & location	Joint operation in South of Jakarta
Launch	November 2023
Development plan	28 ha
Market segment	Middle-low to middle-up
Presales 9M2026	Rp382 billion
House price range	Rp1.7 billion to Rp5.0 billion
Average unit price	Rp3.0 billion
Units sold	139 units
Others	Accessibility: 10 minutes to Bintaro City 25 minutes to Serpong City 35 minutes to Soekarno-Hatta international airport



Key Projects 2026







CitraRaya Tangerang

Project scheme & location	Directly owned in Tangerang, West of Jakarta
Launch	1994
Development plan	2,760 ha (sold 903 ha)
Market segment	Middle-low to middle-high
Presales 9M2026	Rp310 billion
House price range	Rp263 million to Rp4.8 billion
Average unit price	Rp856 million
Units sold	402 units
Others	Launched a new type of house in May



Key Projects 2026









CitraLand Tallasa City Makassar

Project scheme & location	Joint operation in Makassar, South Sulawesi
Launch	May 2017
Development plan	69 ha
Market segment	Middle
Presales 9M2026	Rp167 billion
House price range	Rp816 million to Rp8.0 billion
Average unit price	Rp2.8 billion
Units sold	65 units
Others	-

Key Projects 2026


Ciputra World Jakarta (CWJ) 2 - Newton 2


CWJ 2 - Newton 1



CWJ 2 - Newton 1

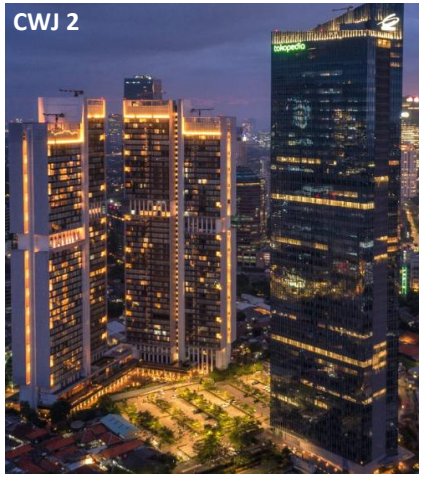


CWJ 2 - Newton 2


The Office @CWJ 2



The Office @CWJ 2


CWJ 2

Ciputra World Jakarta

Project scheme & location	Directly owned in Jakarta CBD
Launch	June 2013 (Ciputra World Jakarta - CWJ 1)
Development plan	± 10.7 ha
Market segment	Middle to high end
Presales 9M2026	Rp146 billion
Unit price range	Rp1.2 billion to Rp22.3 billion
Average unit price	Rp4.1 billion
Unit sold	40 units
Others	Consists of: - CWJ 1 (DBS Bank Tower - Office, Raffles and MyHome - Apartment, Raffles Hotel and Lotte Mall) - CWJ 2 (The Office - Office, The Orchard and The Residence - Apartment, Newton 1 and 2 - Apartment)



CWJ 1

Key Projects 2026







CitraGarden Sidoarjo

Project scheme & location	Joint venture in Sidoarjo, South Greater Surabaya
Launch	August 2005
Development plan	58 ha
Market segment	Middle
Presales 9M2026	Rp138 billion
House price range	Rp1.7 billion to Rp11.5 billion
Average unit price	Rp3.4 billion
Units sold	45 units
Others	Launched new types of houses in January, February and June





Financial Results

Results Summary (Income Statement)

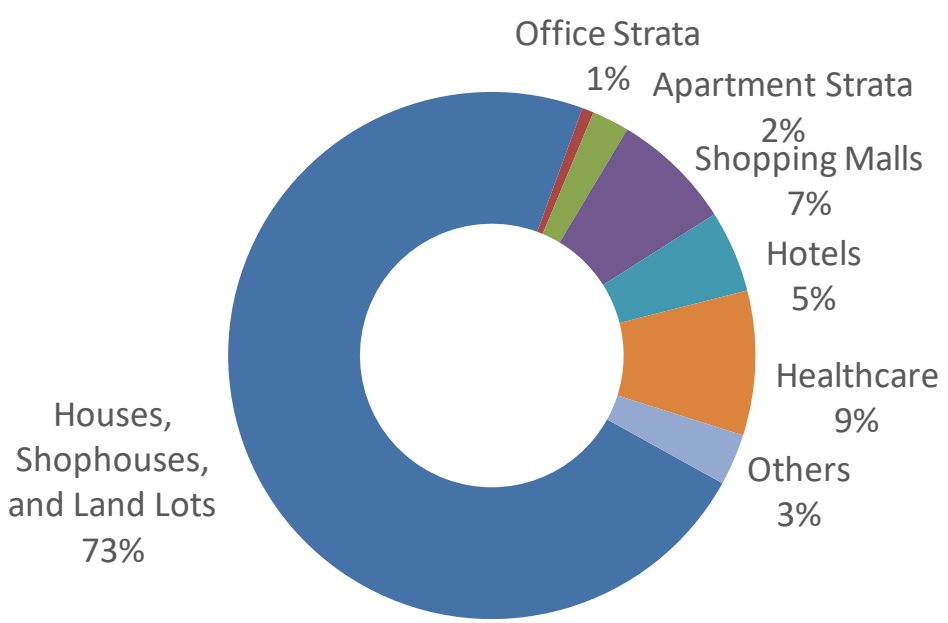
(Rpbn)	9M26	9M25	% YoY	
Revenue	**7,486**	**8,392**	**-10.8%**	*Effect of -15.3% YoY in Property Development segment and +6.6% YoY in Recurring segment*
COGS	(3,956)	(4,366)	-9.4%	
Gross Profit	**3,530**	**4,026**	**-12.3%**	
Gross Profit Margin	*47.2%*	*48.0%*		*Effect of product mix*
Operating Expense	(1,706)	(1,624)	5.0%	
Operating Profit	**1,824**	**2,402**	**-24.1%**	
Operating Profit Margin	*24.4%*	*28.6%*		
Interest Income (Expense) - Net	(367)	(429)	-14.3%	*Effect of lower significant financing component interest expense, in line with lower contract liabilities and marketing sales*
Other Income (Expense) - Net	191	21	796.8%	*Effect of change in accounting treatment of MTN hedging contract*
Final Tax and Income Tax	(215)	(244)	-11.9%	
Net Income Before Non-Controlling Interest	1,433	1,751	-18.1%	
Non-Controlling Interest	(111)	(129)	-13.5%	
Net Income Attributable to Owners	**1,322**	**1,622**	**-18.5%**	
Net Profit Margin	*17.7%*	*19.3%*		

Results Summary (Revenue Breakdown and Margin Performance)

(Rpbn)	9M26	9M25	% YoY	
Revenue Breakdown				
Property Development Revenue	**5,655**	**6,673**	**-15.3%**	
Houses, shophouses, and land lots	5,430	6,126	-11.4%	*In line with lower marketing sales since 2025*
Apartments	171	392	-56.2%	*Due to subdued high-rise demand and the absence of a bulk handover (recorded in 2Q25)*
Office for sale	54	156	-65.7%	*Impact of lower marketing sales amid continued subdued demand for high-rise properties*
Recurring Revenue	**1,831**	**1,719**	**6.6%**	
Shopping malls	554	553	0.2%	
Healthcare	664	519	27.9%	*Operational ramp-up of Ciputra Hospital Surabaya subsequent to its commencement in August 2024*
Hotels	376	384	-1.9%	
Office for lease	76	114	-33.5%	*Decreased occupancy from low office-leasing demand*
Others	160	148	8.2%	
Total Revenue	**7,486**	**8,392**	**-10.8%**	
Margin Performance				
Property Development GPM	**49.1%**	**49.4%**		
Houses, shophouses, and land lots	49.3%	49.9%		
Apartments	39.9%	33.9%		*Effect of product mix*
Office for sale	57.7%	70.2%		
Recurring GPM	**41.2%**	**42.3%**		
Shopping malls	44.7%	43.9%		
Healthcare	30.8%	34.5%		*Initial ramp-up of Ciputra Hospital Surabaya and the new cancer center at Ciputra Hospital Jakarta*
Hotels	44.2%	44.2%		
Office for lease	55.5%	48.7%		*Higher GPM driven by lease of mature DBS Bank Office Tower*
Others	58.6%	54.2%		
Total GPM	**47.2%**	**48.0%**		

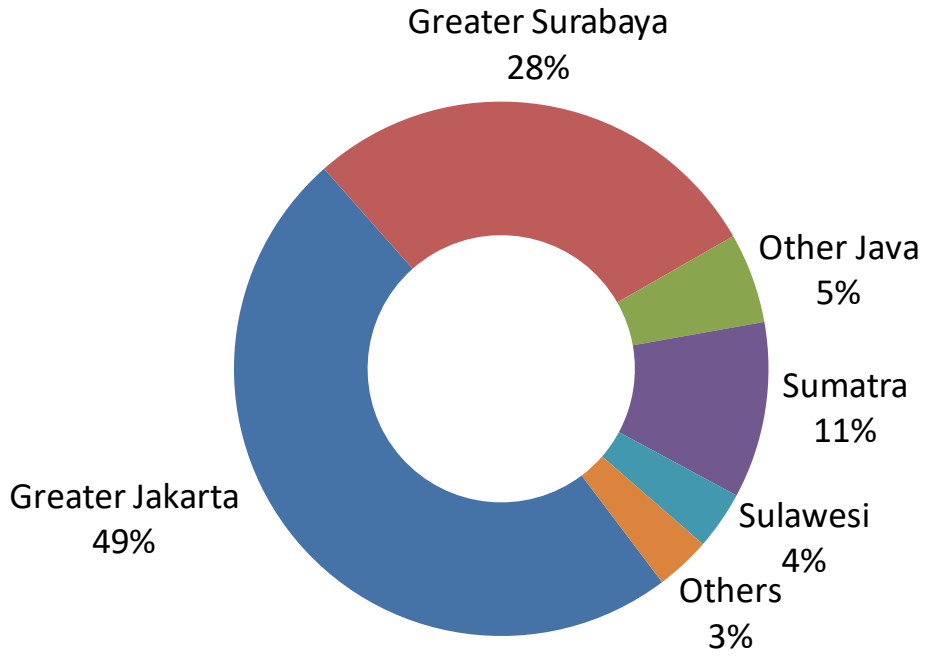
Focusing on Property Development and Minimizing Concentration Risk

Revenue per Segment (9M26)



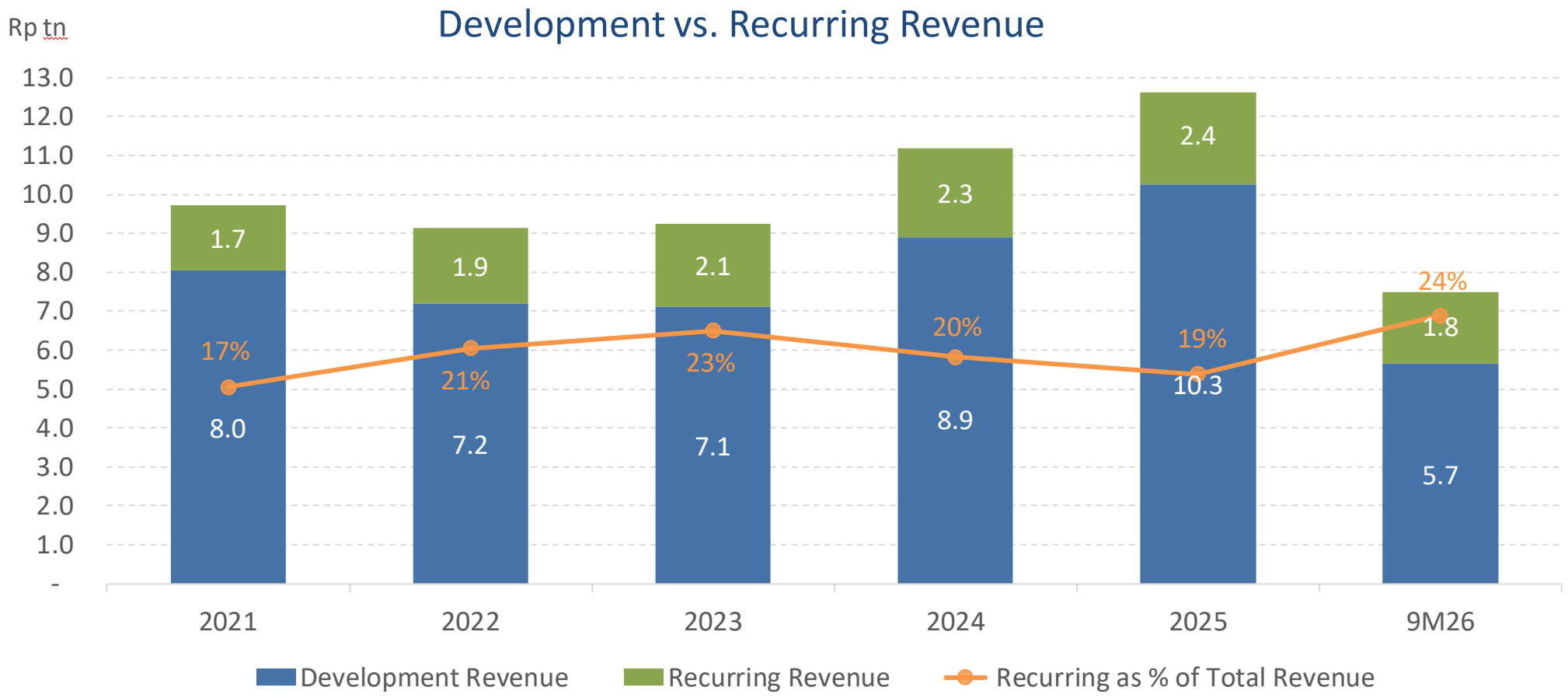
- Development = 76% (Houses + Office + Apartments)
- Recurring = 24% (Malls + Hotels + Healthcare + Office)

Revenue per Location (9M26)



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

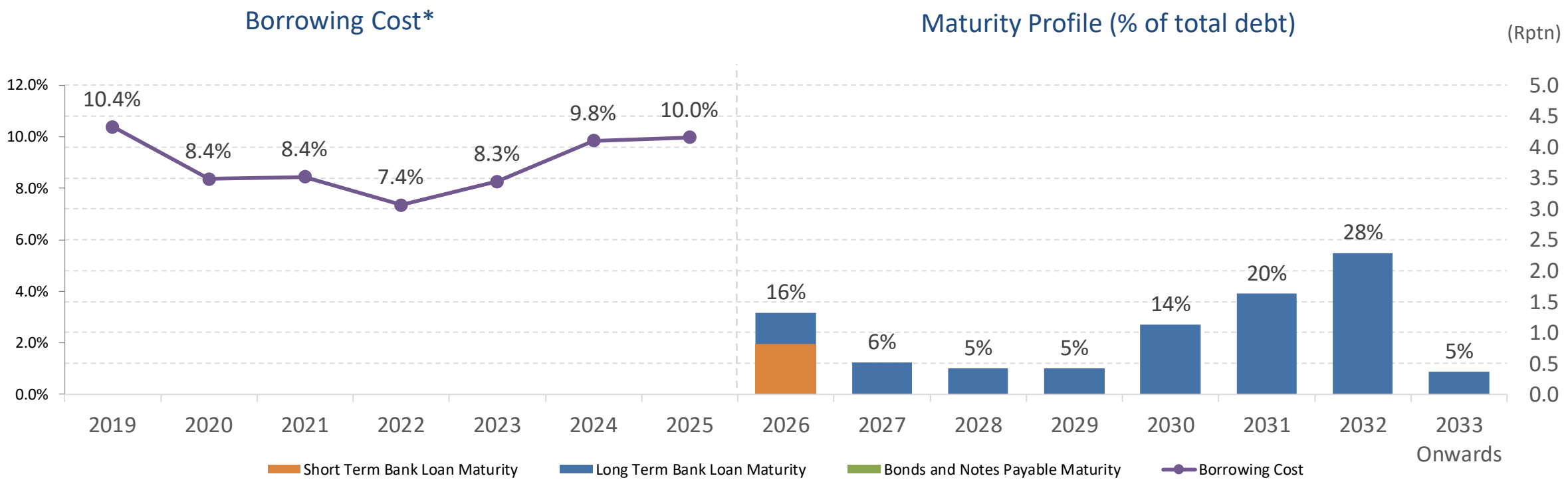
Solid Development Revenue Combined by Stable Recurring Revenue



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

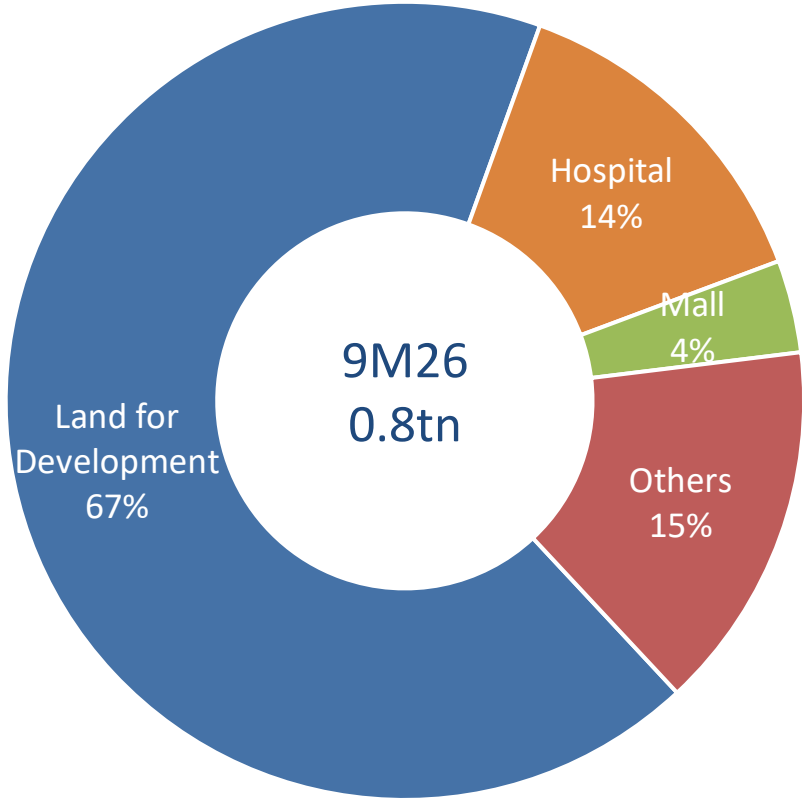
Debt Profile

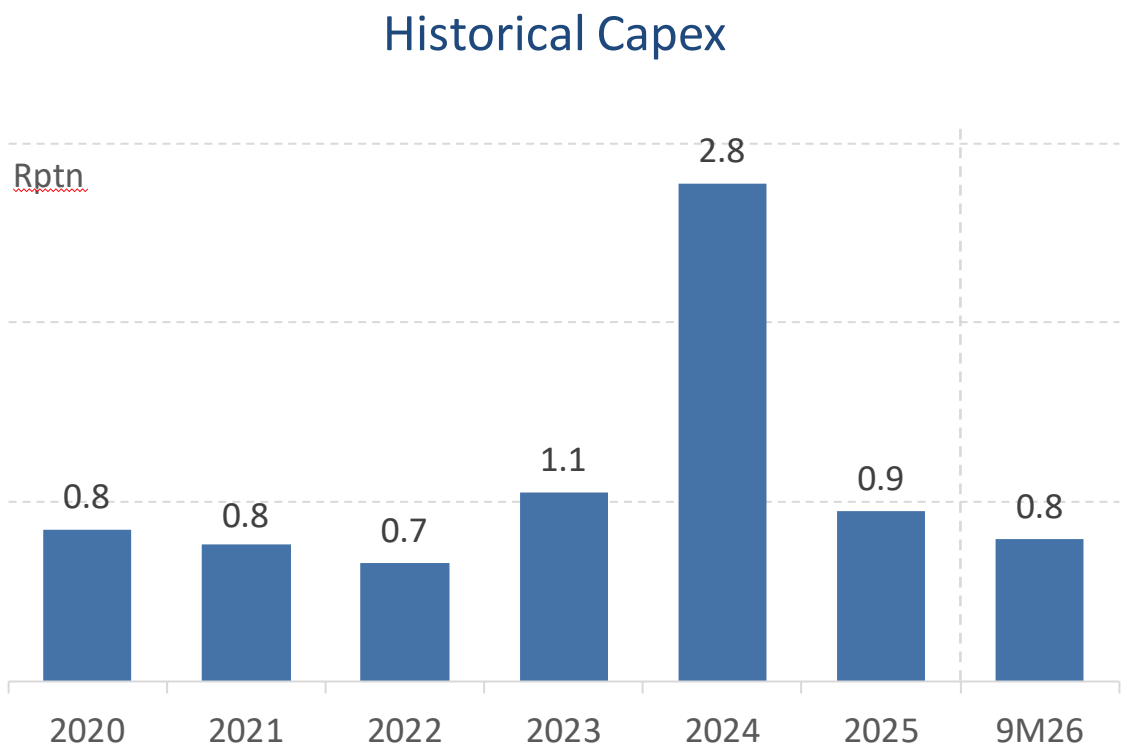
As of Sep-26
Total Borrowings: Rp8.1tn



*Average Borrowing Cost calculation includes capitalized interest expense of Rp6bn, Rp25bn, Rp45bn and Rp12bn in 2019, 2020, 2021 and 2022 and excludes PSAK 115 impact of Rp457bn, Rp469bn, Rp401bn, Rp506bn, Rp569bn, and Rp440bn in 2020, 2021, 2022, 2023, 2024, and 2025

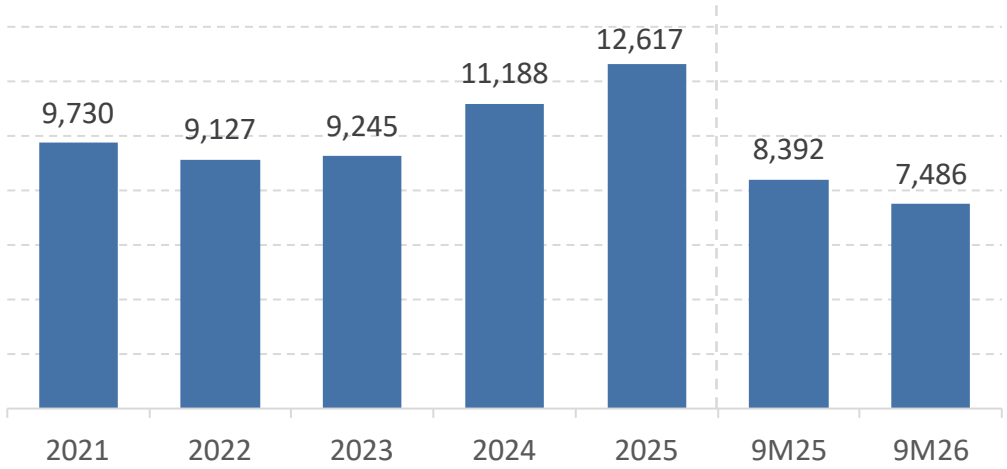
Selective Land Banking and Expanding Investment Properties



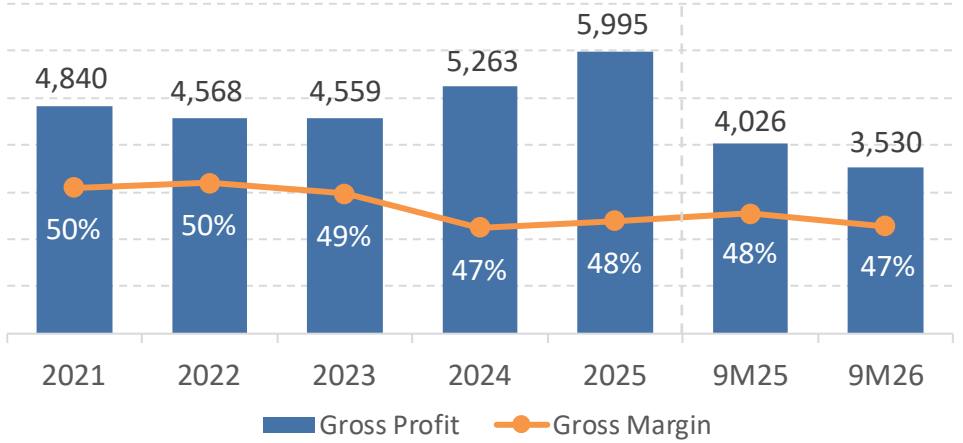


Resilient Financial Performance Amid Market Challenges

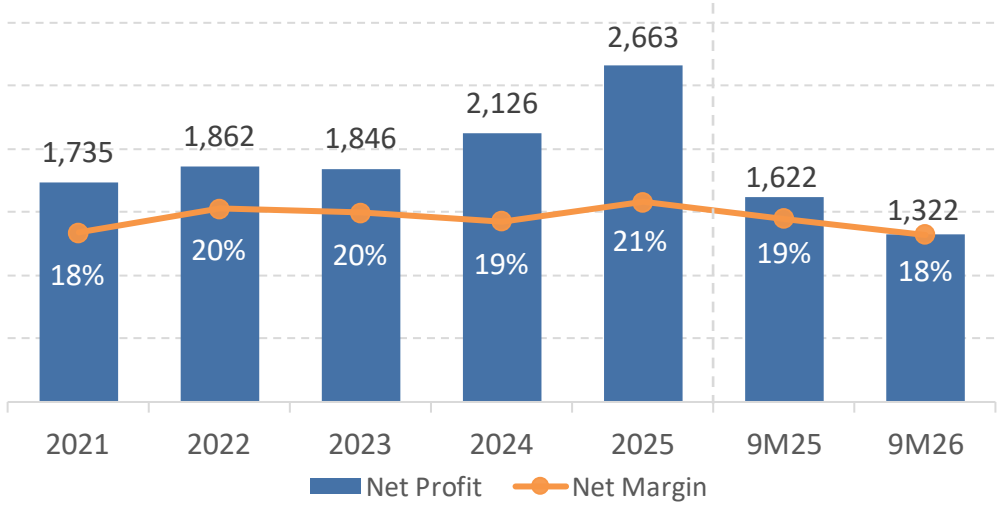
Revenue



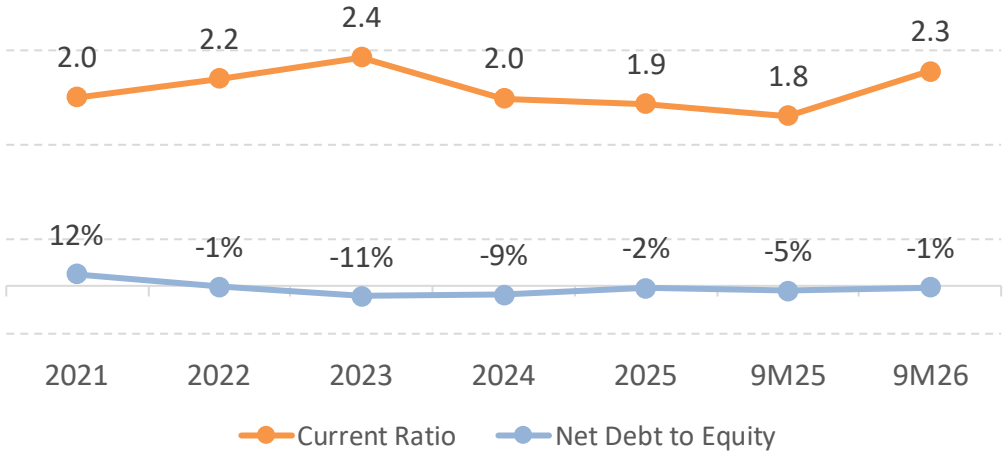
Gross Profit



Net Profit



Key Ratios



Balance Sheet Summary

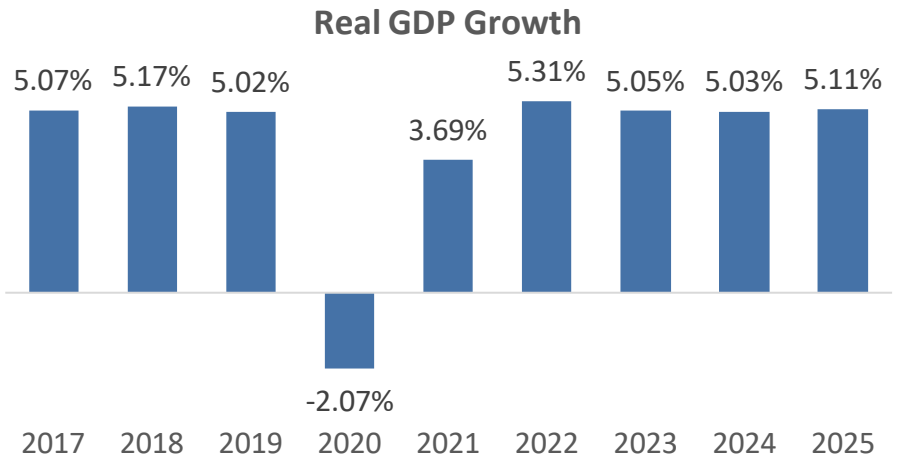
Rpbn	Sep 2026	Dec 2025	Dec 2024	Dec 2023	Dec 2022	Dec 2021
Assets	**47,015**	**47,988**	**47,023**	**44,115**	**42,033**	**40,668**
Cash & cash equivalents	8,492	10,362	10,195	10,601	9,050	7,162
Land	18,218	17,530	17,530	15,296	14,495	14,538
Fixed Assets	3,420	3,255	3,042	2,835	2,691	2,504
Investment Properties	4,317	4,388	4,996	5,189	5,349	5,528
Others	12,568	12,454	11,259	10,194	10,447	10,937
Liabilities	**19,384**	**21,070**	**22,407**	**21,490**	**21,018**	**21,274**
Debt	8,085	9,835	7,956	8,092	8,917	9,555
Contract Liabilities	7,604	7,828	11,019	10,762	9,446	8,978
Others	3,695	3,407	3,432	2,637	2,655	2,741
Equity	**27,631**	**26,919**	**24,615**	**22,625**	**21,015**	**19,394**
Minority interests	2,907	2,850	2,754	2,579	2,475	2,424
Equity net of minority interests	24,723	24,069	21,861	20,046	18,540	16,971
Debt to Total Equity	29%	37%	32%	36%	42%	49%
Net Debt to Total Equity	-1%	-2%	-9%	-11%	-1%	12%

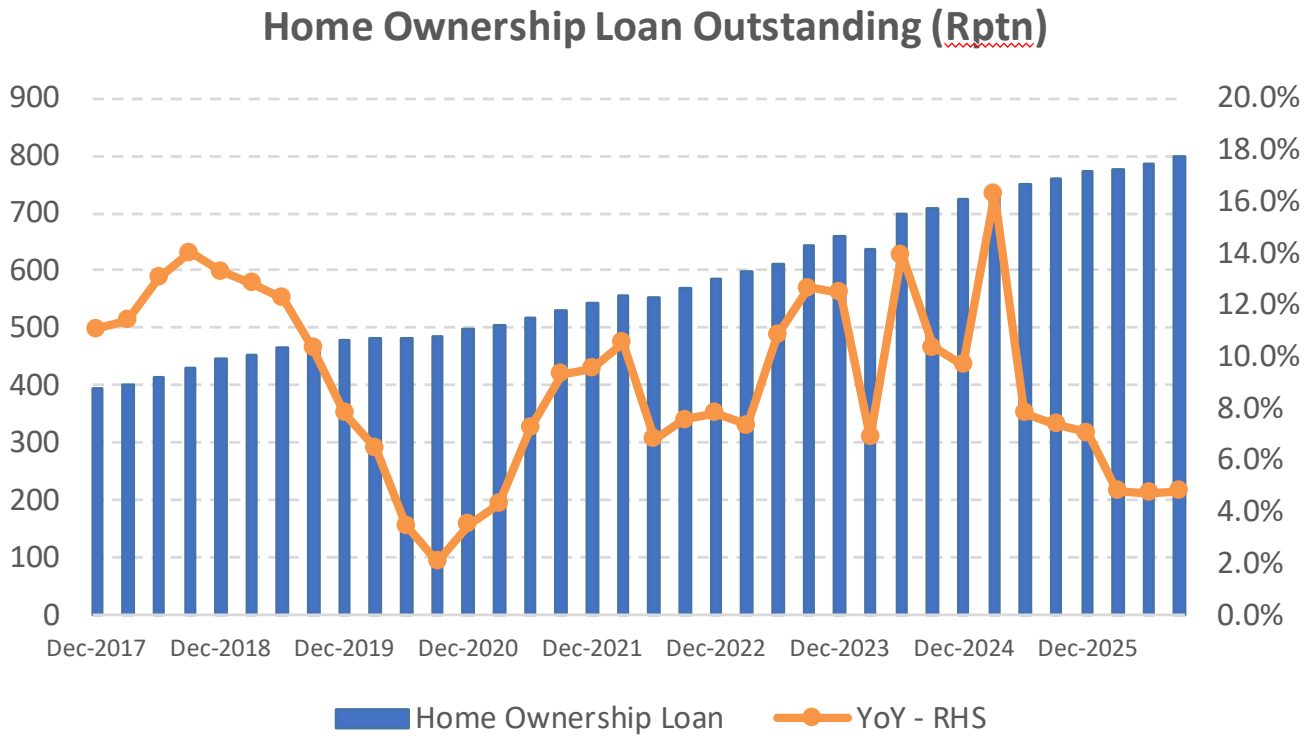


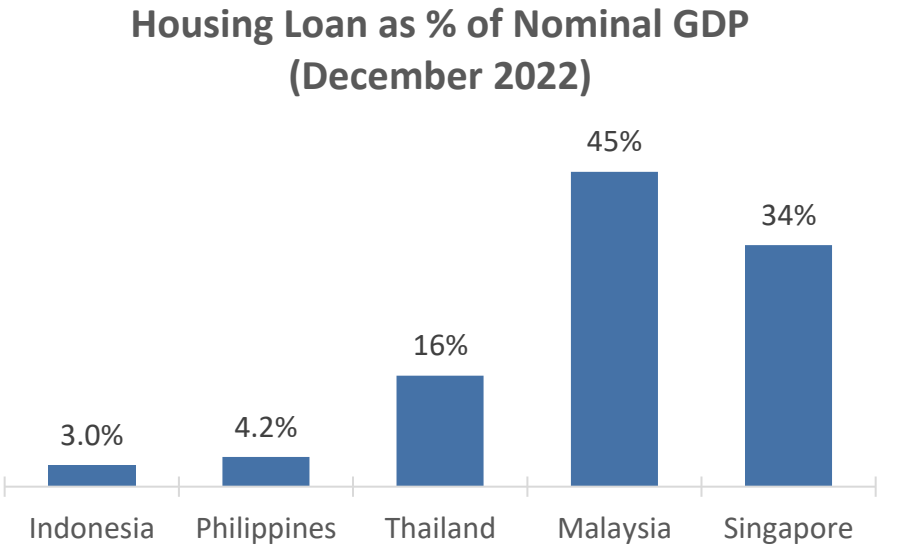
Country Overview

Encouraging Macro Conditions

Solid economic growth accelerating middle class formation and increasing housing demand



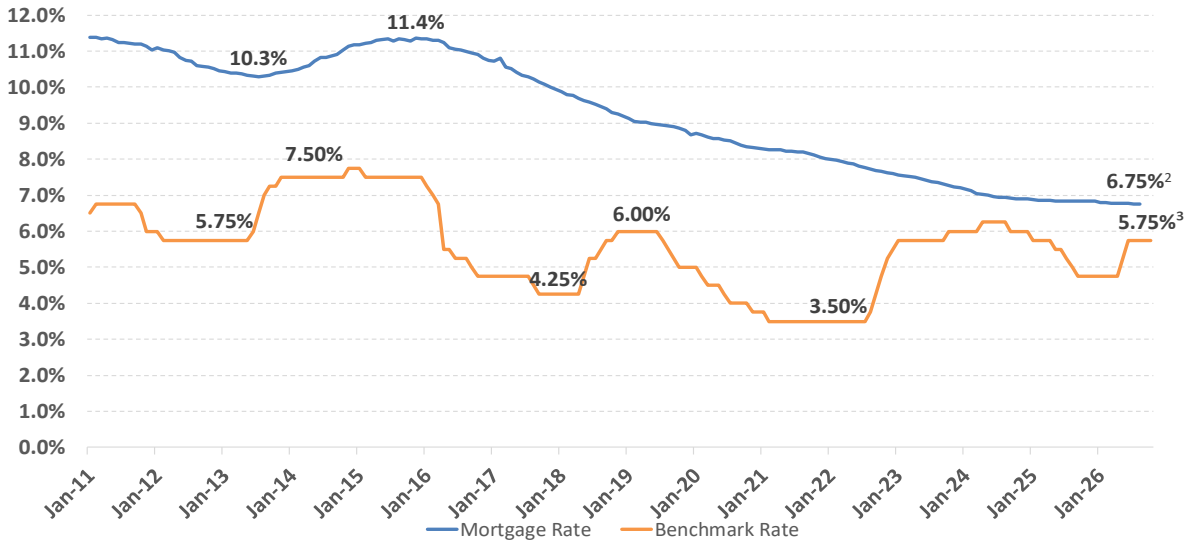




Property Price Index

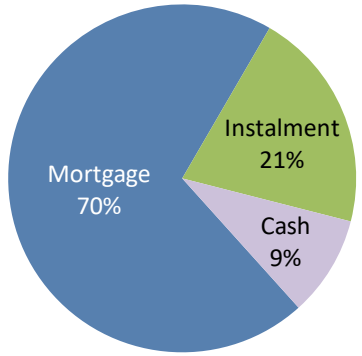
- **Mortgage consistently being Indonesian customers' preference**
- **There is an imperfect correlation between mortgage rate and benchmark rate.**

BI Rate vs. Mortgage Rate[1]

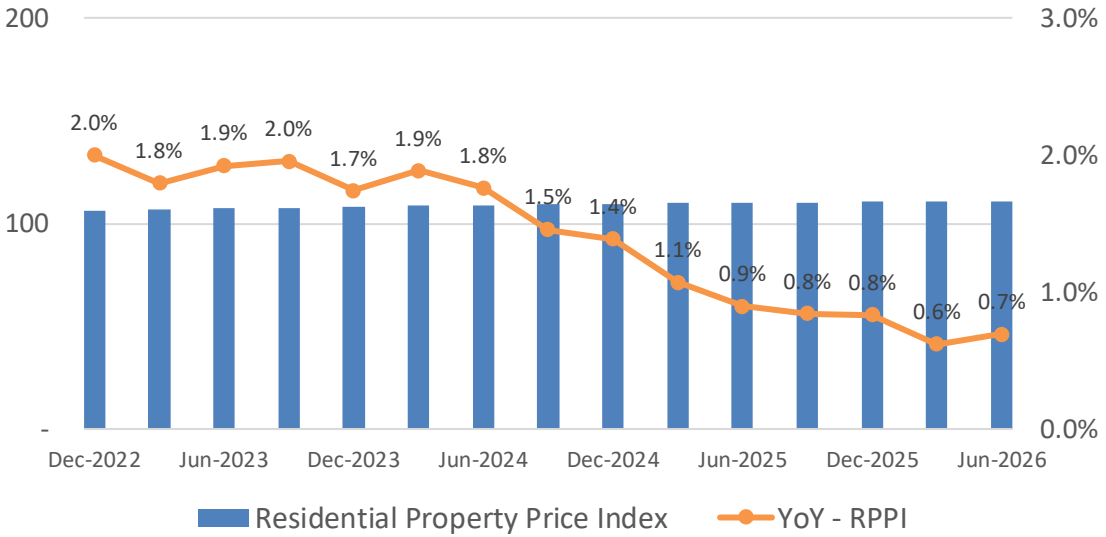


Notes
1. Average Mortgage Rates of Commercial Banks for Landed Houses (Indonesia Financial Services Authority)
2. Mortgage rate as of August 2026
3. Benchmark rate as of October 2026

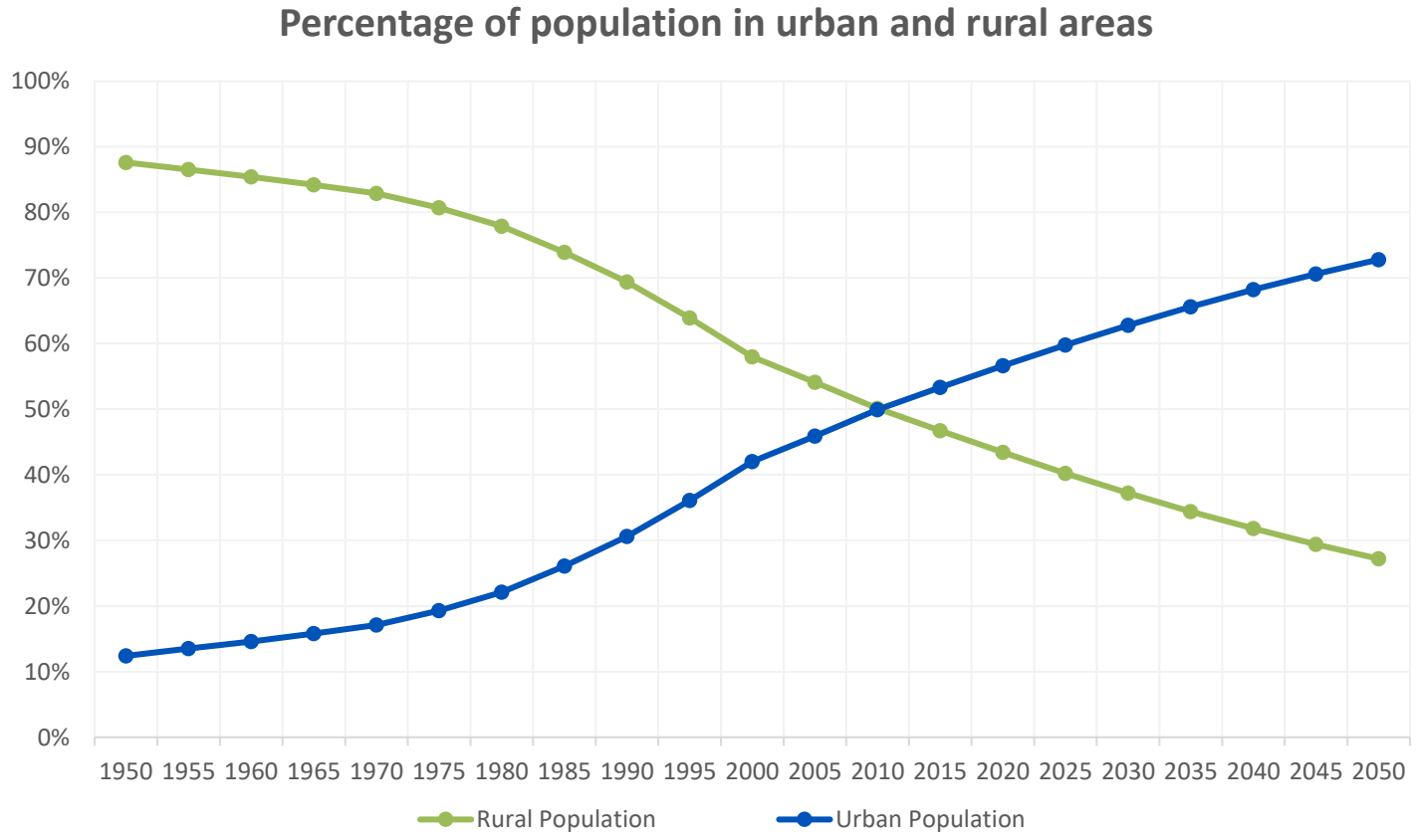
Source of Consumer Financing (6M26)



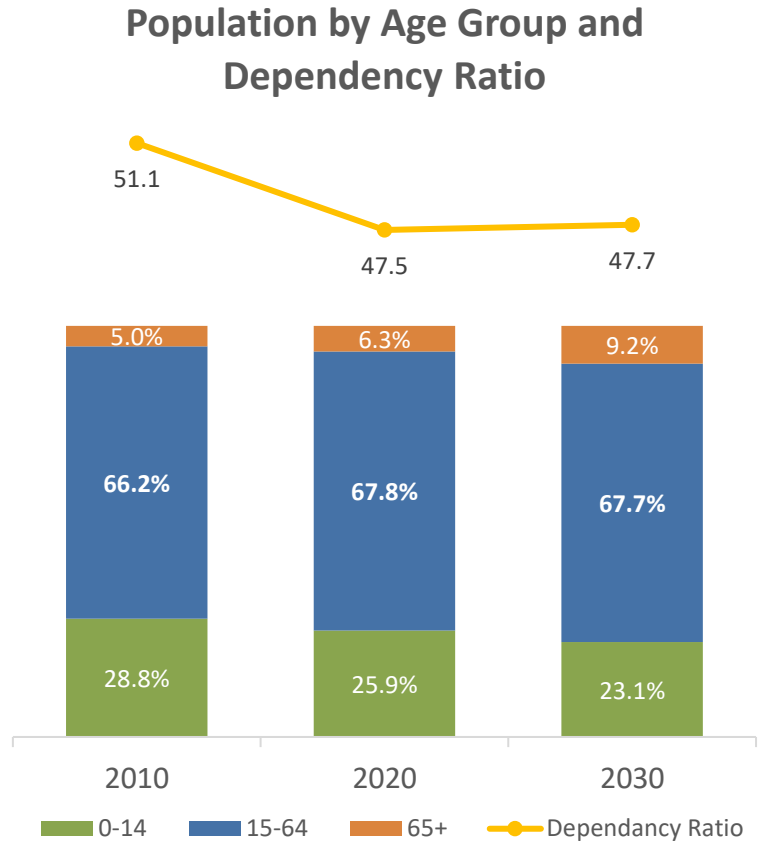
Residential Property Price Index (RPPI)



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



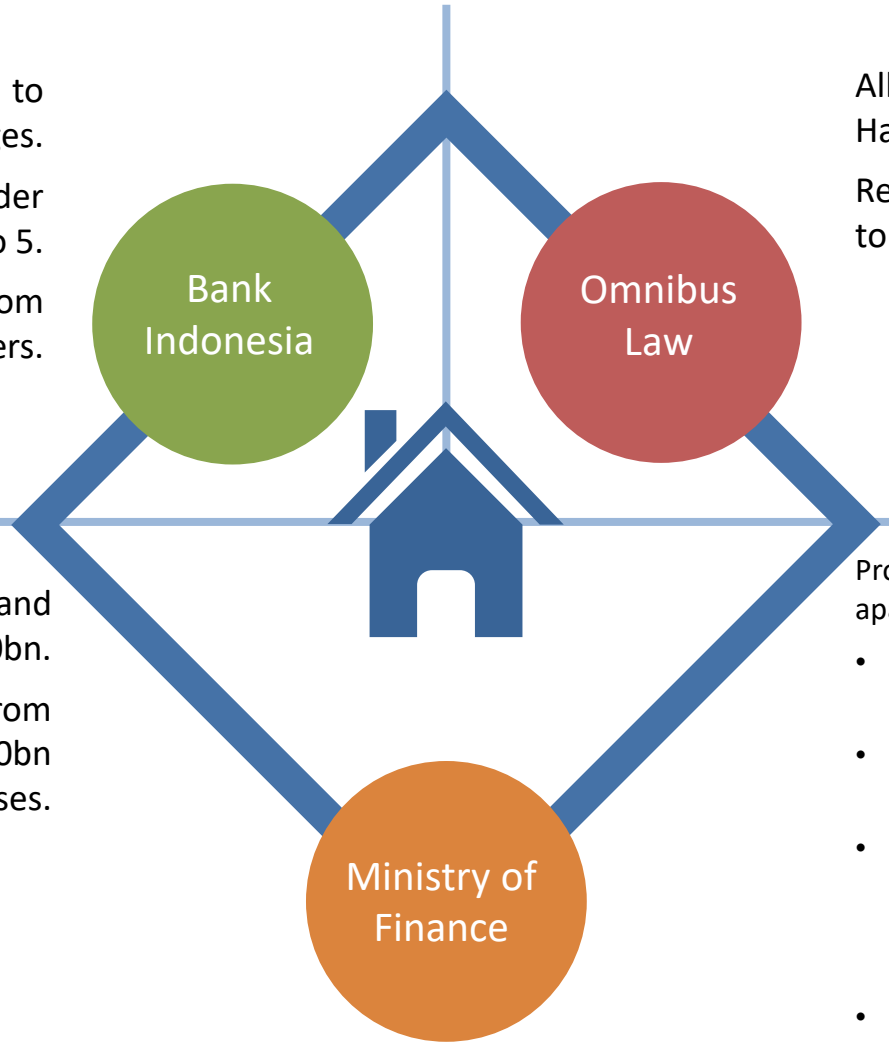
Rising working age population leading to a reduction in dependency ratio and promoting economic growth

Regulatory Support from the Government

Increased maximum Loan-to-Value (LTV) to 100% for all mortgages.

Increased limit for mortgages for units under construction from 2 to 5.

Deregulated mortgage disbursement from banks to developers.



Allowed foreigners to own apartments over Hak Guna Bangunan (HGB) land.

Relaxed the permit requirements for foreigners to be eligible to buy property.

Lowered super luxury tax from 5% to 1% and increased the threshold from Rp5bn to Rp30bn.

Increased price threshold for 20% luxury tax from Rp10bn to Rp30bn for apartments and from Rp20bn to Rp30bn for houses.

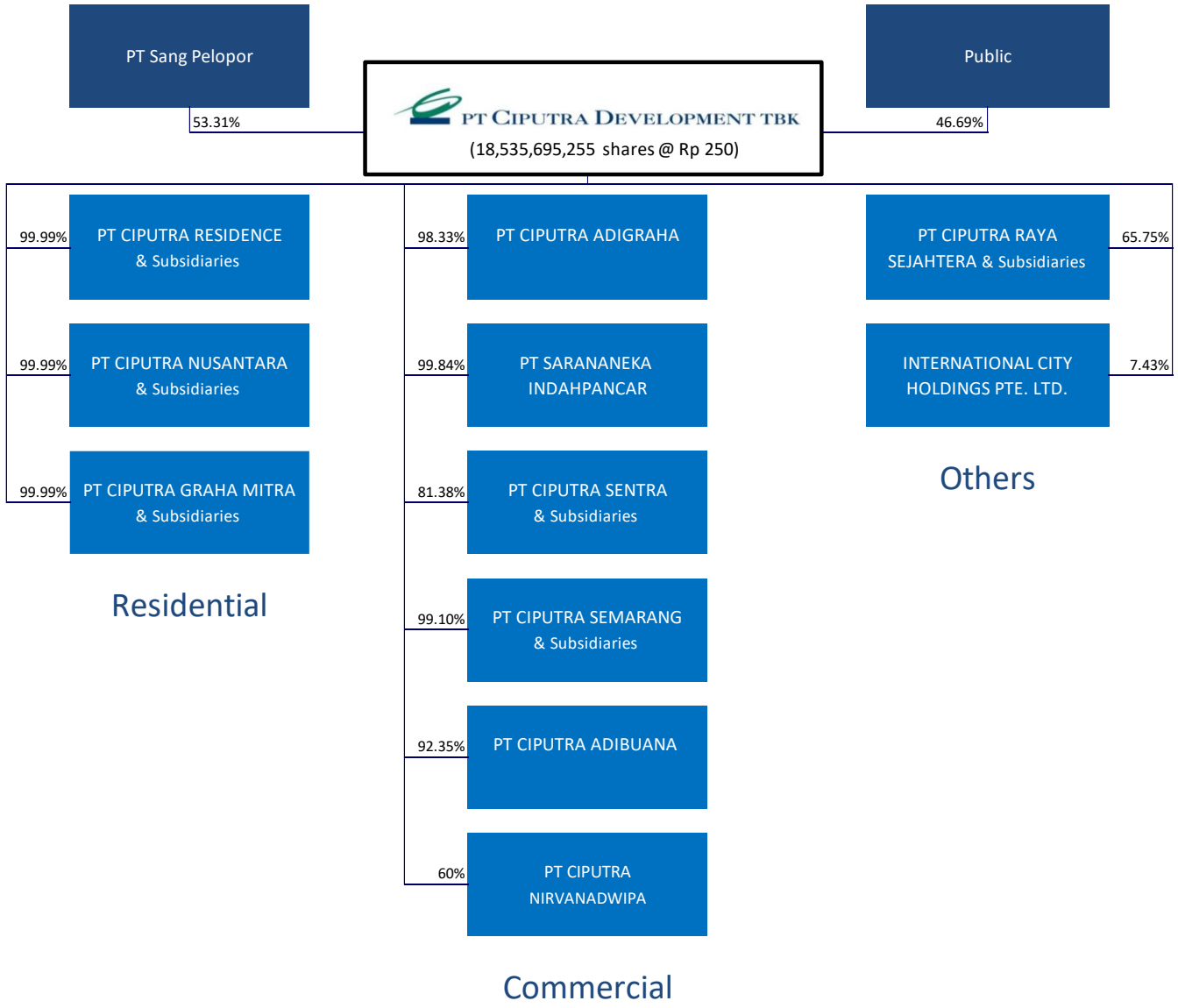
Provided VAT waiver for houses, shophouses and apartments:

- 2021: 100% for units priced below Rp2bn and 50% between Rp2bn to Rp5bn.
- 2022: 50% for units priced below Rp2bn and 25% between Rp2bn to Rp5bn.
- 2023-2024: VAT waiver for units priced up to a maximum of Rp5bn per unit, waiving on the first Rp2bn; 100% for Nov 2023 to Jun 2024, 50% for Jul to Aug 2024 and 100% for Sep to Dec 2024.
- 2025 & 2026: 100% VAT waiver for units priced up to a maximum of Rp5bn per unit, waiving on the first Rp2bn



Appendix

Corporate Structure



Corporate Milestones

1981: Established under the name of PT Citra Habitat Indonesia

1994 : IPO and listing on JSX
1995 : Issuance of Notes - US$ 100 million
1996 : - Rights issue I
- Listing on SSX
- Issuance of bond - Rp 150 billion
- Issuance of TLCF US$ 25 million *(Transferrable loan certificate facility)*

1997 : Economic crisis hit Indonesia. Start of debt restructuring process
1999 : PT Ciputra Surya Tbk (CTRS)'s listing on JSX
2000 : Bonus shares distribution

2006 : - Issuance of 2.4 billion shares without pre-emptive rights for debt settlement
- Rights Issue II
2007 : IPO of PT Ciputra Property Tbk (CTRP)
2015 : - Share dividend distribution
- First achievement on green building certification (CitraLake Suites)
- Issuance of Medium Term Notes (MTN) - SGD65 million
2016 : Share dividend distribution

2017 : - Merger with CTRS and CTRP
- Issuance of MTN - SGD150 million
2020 : - Included in IDX ESG Leaders Index
- First virtual marketing (Citra Maja Raya and CitraGarden Puri Jakarta)
2021 : - Acquisition of PT Metropolitan Land (MTLA)'s shares with 15% ownership
- Included in ESG Sector Leaders IDX KEHATI Index
- Refinancing of MTN - SGD150 million
2022 : Fitch rating revision from stable to positive outlook
2023 : Fitch rating upgraded rating to BB- with stable outlook
2024 : First Green Loan

1981 | **1984-1996** | **1997-2005** | **2006-present**

Developed and launched:
1984 : CitraGarden City (West Jakarta) - our first project
1993 : - CitraLand Surabaya - first and largest township project in Surabaya
- Ciputra Mall & Hotel Jakarta - our first commercial project
1994 : CitraRaya Tangerang - largest township development project, covering an area of more than 2,700 ha

Developed and launched:
2005 : CitraGarden Lampung (Sumatra) and CitraGarden Banjarmasin (Kalimantan) - marking the beginning of business expansion outside of Java

Developed and launched:
2007 : Ciputra World Surabaya
2008 : Ciputra World Jakarta
2009 : CitraLand Celebes Makassar - first project in Sulawesi
2011 : Ciputra Hospital Tangerang - first healthcare project
2012 : CitraDream Hotel Cirebon - first budget hotel
2013 : Ciputra Beach Resort Bali - first resort development
2015 : CitraLand City Losari in Makassar - first reclamation residential project
2016 : Ciputra Mitra Hospital - first healthcare project in Kalimantan
2020: Mall Ciputra Tangerang - first mall in Tangerang

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

CIPUTRA

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*

Experienced Management Team - Board of Directors



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Thank you

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