



**PT Lippo Karawaci Tbk**  
**9M19 Results Presentation**  
**November 2019**

# Shareholder Structure

No.	Description	As of 30 September 2019			As of 31 December 2018			Change YTD (%)
		No. of Investors	No. of Shares	%	No. of Investors	No. of Shares	%	
<b>I.</b>	<b>Domestic</b>							
	Insurance	38	1,365,641,390	1.9%	17	780,351,000	3.4%	75.0%
	Individual	11,711	3,586,626,943	5.1%	8,503	1,163,018,443	5.0%	208.4%
	Corporation	176	30,931,163,264	43.6%	100	17,943,046,650	77.8%	72.4%
	Foundation	3	14,551,000	0.0%	2	175,000	0.0%	8214.9%
	Pension Fund	30	116,905,460	0.2%	22	16,514,340	0.1%	607.9%
	Others	2	460,000	0.0%	72	271,693,484	1.2%	-99.8%
	<b>Sub Total</b>	<b>11,960</b>	<b>36,015,348,057</b>	<b>50.8%</b>	<b>8,716</b>	<b>20,174,798,917</b>	<b>87.4%</b>	<b>78.5%</b>
<b>II.</b>	<b>International</b>							
	Retail	64	58,916,738	0.1%	47	23,651,532	0.1%	149.1%
	Institutional	286	34,823,753,574	49.1%	256	2,878,854,078	12.5%	1109.6%
	Others	-	-	0.0%	7	385,092	0.0%	-100.0%
	<b>Sub Total</b>	<b>350</b>	<b>34,882,670,312</b>	<b>49.2%</b>	<b>310</b>	<b>2,902,890,702</b>	<b>12.6%</b>	<b>1101.7%</b>
	<b>Total</b>	<b>12,310</b>	<b>70,898,018,369</b>	<b>100.0%</b>	<b>9,026</b>	<b>23,077,689,619</b>	<b>100.0%</b>	<b>207.2%</b>

# Contents

Business Model	04 - 05
Recent Developments	06 - 15
9M19 Financial Data	16 - 35
Subsidiaries	36 - 52
Turnaround Initiatives	53 - 55
Meikarta	56 - 59
Corporate Data	60 - 63
Appendix	64 - 77



# One of Indonesia's largest integrated real estate developers




**One of the largest** diversified publicly listed property companies in Indonesia by total assets and revenue

- Total assets as of 9M19: **\$4.0 billion**
- LTM revenue: **\$781 million**
- Market capitalization: **\$1.2 billion<sup>(1)</sup>**



**Market leader** in property development, lifestyle malls, and healthcare in Indonesia

- Ongoing development of **6 projects<sup>(2)</sup>** with GFA of approximately **297,000 sqm**
- Manage **51 malls** with GFA of **3.5 million sqm**
- Network of **36 hospitals** with **3,666 beds**



**Nationwide platform** with presence across **35 cities** in the country



**Largest diversified land bank** with development rights of over **8,000 ha**

- **1,461 ha** available across Indonesia, providing more than **15 years** of development pipeline



**Recapitalized capital structure** with one of the **lowest net debt to equity of 20%** vs. peers<sup>(3)</sup>



**Integrated business model** with **ability to recycle capital.**

- Sale of Malls and Hospitals to REIT provides capital to finance expansion

Notes: IDRUSD of 14,174 used throughout unless otherwise stated

(1) As of 31/10/2019

(2) Projects directly owned by LPKR

(3) Peers include Pakuwon Jati, Bumi Serpong Damai, Ciputra Development, Summarecon Agung, Agung Podomoro, Alama Sutera, ModernLand, Intiland; Peer average net debt to equity of 50%. Total Debt excluded Financial Leases

# Refocused strategy: Building on our core strengths

## Landbank & Real Estate Development

- **Expand our Urban Homes product** catering to the rising mass affluent segment, capitalizing on urbanization trends & the increase in home ownership
- Acceleration/increase of **Marketing Sales** from existing inventory and 2019 projects
- Increase in sale of **large land plots** - in non-core areas and **sale of non-core assets** in 2020
- **LPCK**: Pay out dividends by 2022. Divesting of non-core assets
- **Use technology and innovation** to shorten time-to-market and improve cash flow cycle
- Our **large and low cost landbank** uniquely positions us to capitalise on opportunities
- Leverage off of our integrated ecosystem to create **value-added mixed-use developments**

## Services & Management

- **Highly attractive healthcare industry** fueled by supportive Indonesian demographics
- At Siloam, 1) Focus on **clinical quality and patient care**; 2) **Returns and cash flow oriented** approach to hospital expansion; 3) Proactive leasing strategies and improved execution to **drive better asset yields**; 4) Dividends from Siloam to come in the next 2-3 years
- **Maintain market leadership in lifestyle malls**, capitalizing on Indonesia's strong consumption themes
- Continue to grow and improve efficiency and collections at our town management division, Sky Parking and other recurring income business lines

## Investments & Fund Management

- Actively review portfolio to optimise returns through efficient **asset recycling strategies**
- **Continue to Exit** non-core investment holdings and improve performance at REITs
- **Focus on recycling capital** through two public listed REITs in Singapore
  - FIRT : for Hospitals assets
  - LMRT ; for retail malls and retail spaces assets

Disciplined capital management

Strong execution and corporate governance

# Recent events highlights

**A**

Lippo Karawaci completes management revamp with appointment of proven executive as Chief Operating Officer : Mr. Rudy Halim joined in August as Chief Operating Officer (“COO”) effective from August 2019. In his role, Mr. Halim will be responsible for overseeing the overall strategy and business operations of LPKR’s business units, including its hotels, town management, malls operations, as well as its real estate subsidiaries

**B**

LPKR and LMRT have agreed to extend the deadline for the completion of the Segregation Process and the long stop date to complete the Proposed CSPA of the Lippo Mall Puri to no later than June 30, 2020. The Purchase Consideration remains at Rp3.7 trillion (\$260 million)

**C**

Lippo Cikarang gradually handed over 508 apartment units located in its 40 story apartment complex located in Orange County, Lippo Cikarang. Glendale Park is a joint project between Lippo Cikarang and Mitsubishi Corporation with a total investment of Rp520 billion and represents the fifth tower in the Orange County complex. The Glendale Park handover is a continuation of the previously handed over 1,271 Orange County apartment units

**D**

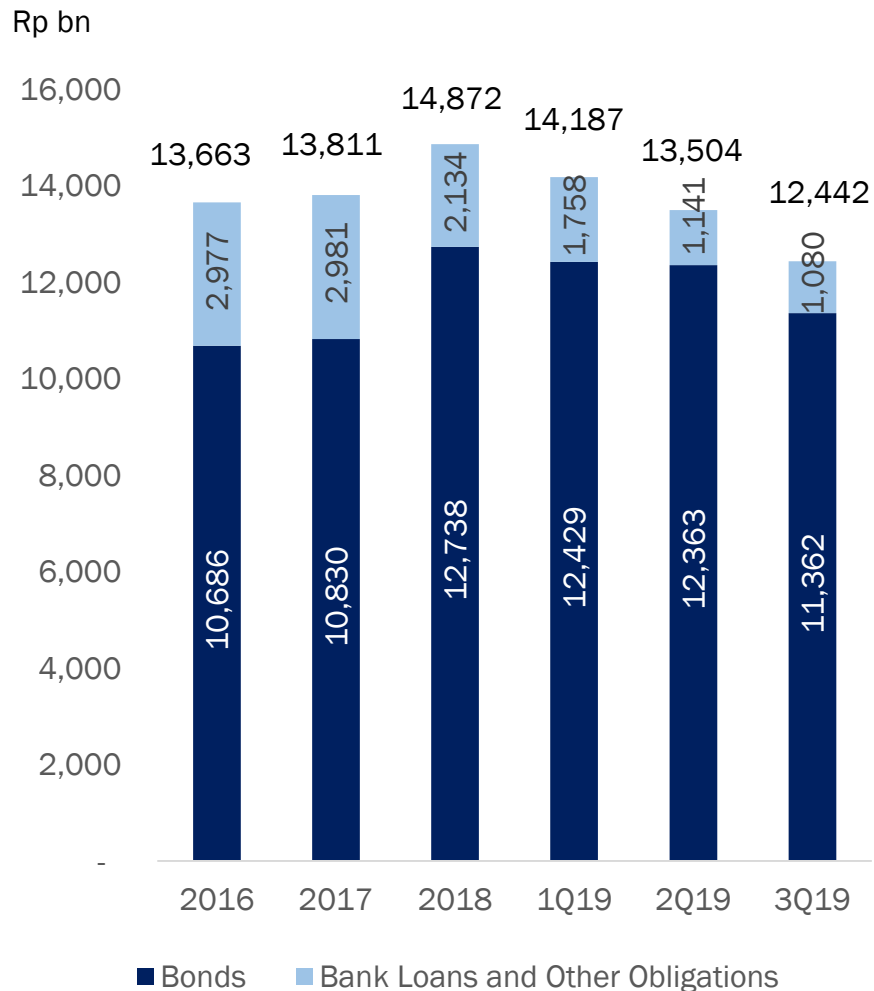
Lippo Cikarang re-appointed Mr. M.C. Loh as Chief Executive Officer (“CEO”) of the Company effective in November 2019. In his role, Mr. Loh will be responsible for leading the Company forward with its strategy to develop more landed and residential housing on its remaining 455 hectare land bank

# Update on Transformation Plan

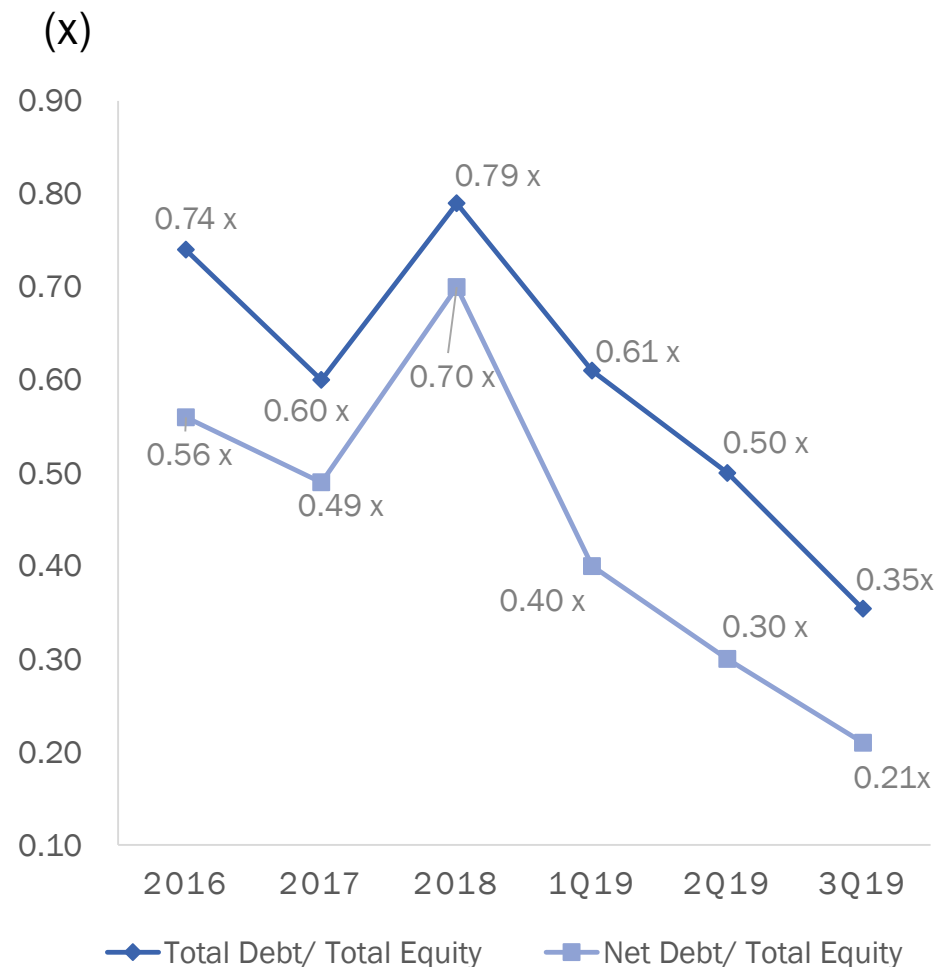
		Event	(A) Announced March 2019	(B) Status 9M19	(C) Variance (C=B-A)	(D) Contracted / Committed	(E) Pro - Forma Variance (E=C+D)	Comments
Funding Program	LPKR Rights Issue	LPKR Rights Issue	\$730m	\$787.5m	\$58m		\$58m	<ul style="list-style-type: none"> <li>Investment by anchor investors for over \$230m</li> <li>Strong shareholder response to rights issuance indicate renewed confidence in LPKR</li> </ul>
	Asset Divestment	Sale of Myanmar healthcare JVs	\$20m	\$20m				Sale of Myanmar healthcare joint ventures completed in April 2019
		Proceeds from sale of Lippo Mall Puri	\$260m		(\$260m)	\$260m		Sale of Lippo Mall Puri delayed in the regulatory strata titling process, long-stop date for completion of sale extended to 30 June 2020
	Subtotal		\$1,010m	\$807.5m	(\$202m)	\$260m	\$58m	
Strategic Initiatives	Deleveraging	Bond tender and loan repayments	(\$275m)	(\$186m)	\$89m		\$89m	<ul style="list-style-type: none"> <li>Bond tender completed in March 2019, total of \$8.67m of bonds was tendered</li> <li>\$75m bond repayment completed in August</li> <li>\$50m UBS-DB syndicated loan repayment completed in March 2019</li> <li>Other bank loans were paid down in 1H19</li> </ul>
	Shore Up Liquidity	Liquidity Buffer	(\$288m)	(\$103m)	\$185m	(\$226m)	(\$41m)	
		Working Capital	(\$27m)	(\$42m)	(\$15m)	(\$52m)	(\$67m)	
	Generate Returns	Investment in LPCK/ Meikarta & Puri Mall transaction	(\$320m)	(\$188m)	\$132m	(\$130m)	\$2m	LPCK rights issuance completed in July 2019, \$188m invested
		Investment in existing pipeline projects	(\$100m)	(\$34m)	\$66m	(\$107m)	(\$41m)	\$34m have been invested into existing pipeline projects
Subtotal		(\$1,010m)	(\$553m)	\$457m	(\$515m)	(\$58m)		

# Progress on Deleveraging

## Total Debt 2016<sup>(1)</sup> to Present



## Debt<sup>(1)</sup> to Equity Ratios 2016 to Present

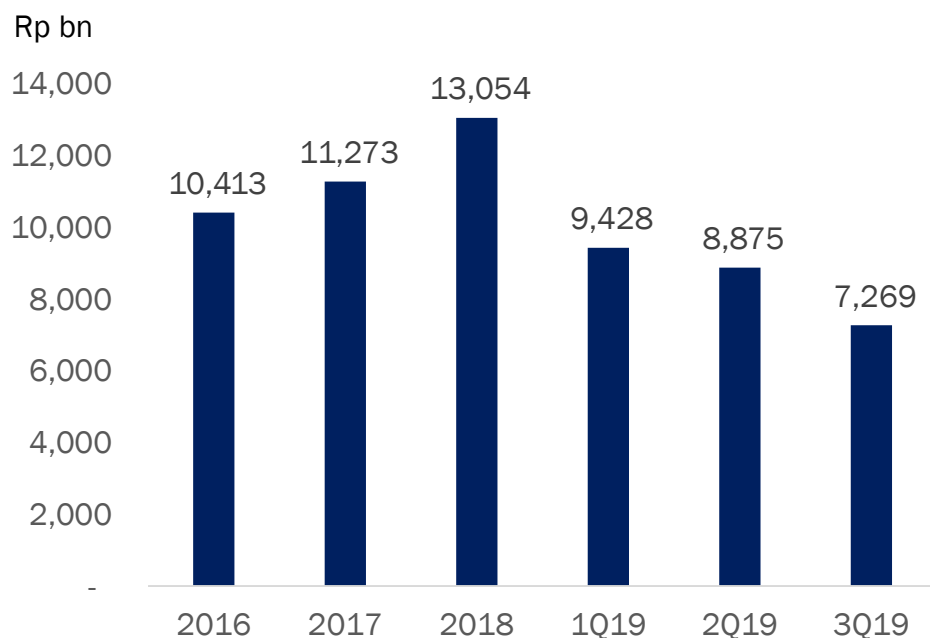


Note : (1) Debt included Financial Leases



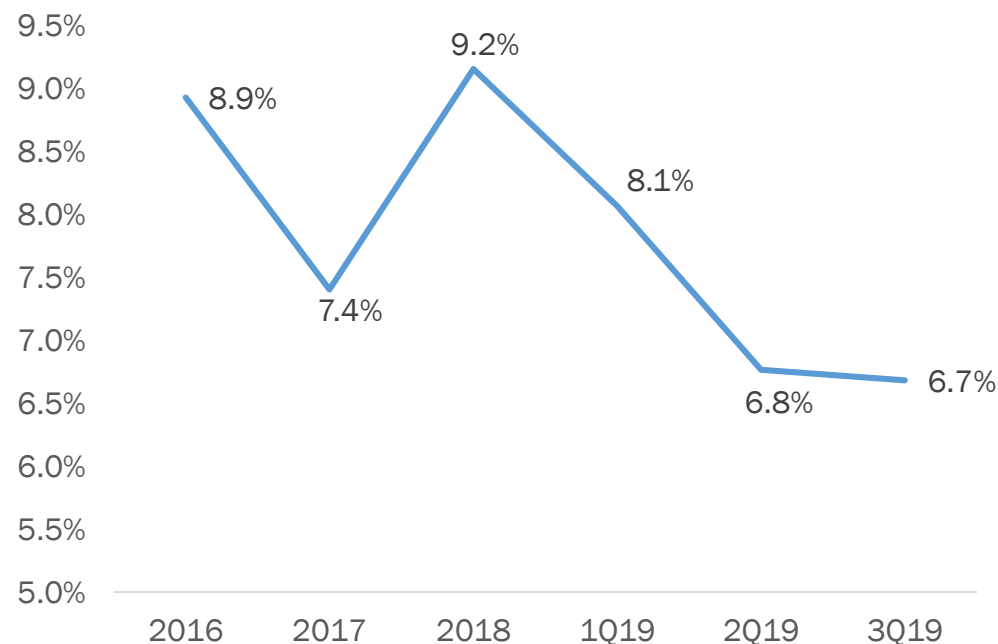
# Progress on Deleveraging (2)

## Net Debt<sup>(1)</sup> - 2016 to Present



(Rp bn)	2016	2017	2018	1Q19	2Q19	3Q19
Total Debt	13,663	13,811	14,872	14,187	13,504	12,442
Cash & Cash Equivalents	(3,250)	(2,538)	(1,818)	(4,759)	(4,629)	(5,173)
<b>Net Debt</b>	<b>10,413</b>	<b>11,273</b>	<b>13,054</b>	<b>9,428</b>	<b>8,875</b>	<b>7,269</b>

## Cost of Debt<sup>(1)</sup> - 2016 to Present



(Rp bn)	2016	2017	2018	1Q19	2Q19	3Q19
Average Debt	13,014	13,737	14,341	14,529	14,188	13,657
Interest Expense	160	253	547	24	480	684
Capitalised Interest						
To Inventory	130	208	182	49	-	-
To Land	872	556	584	220	-	-
<b>Total Interest Expense</b>	<b>1,162</b>	<b>1,017</b>	<b>1,313</b>	<b>1,172</b>	<b>960</b>	<b>913</b>
<b>Cost of Debt <sup>(2)</sup></b>	<b>8.9%</b>	<b>7.4%</b>	<b>9.2%</b>	<b>8.1%</b>	<b>6.8%</b>	<b>6.7%</b>

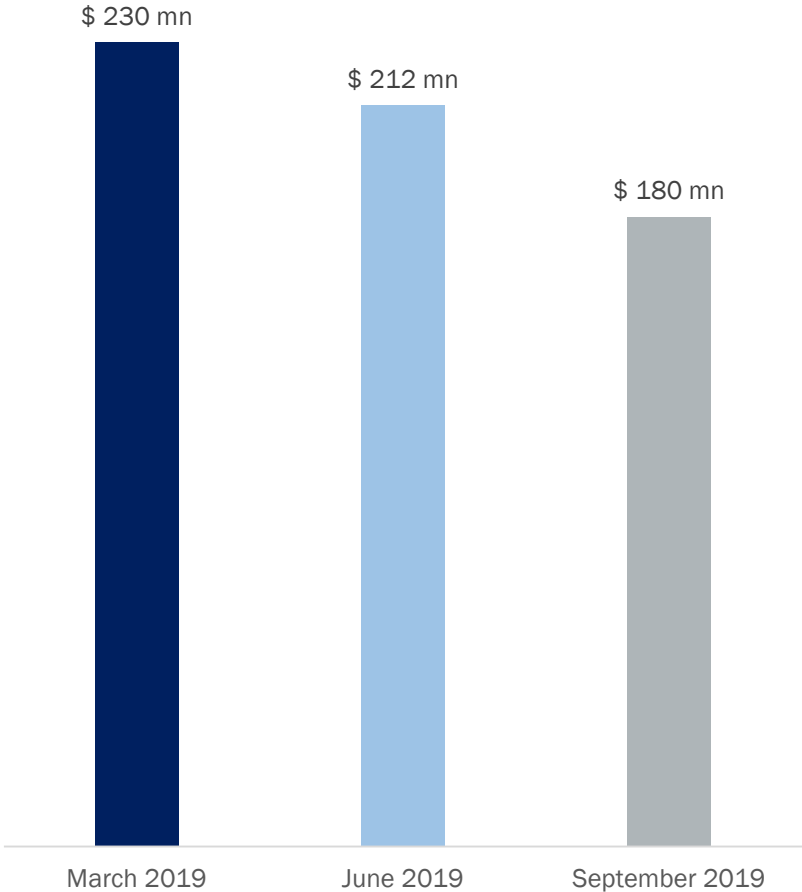
Note : (1) 1Q19 and 2Q19 and 3Q19 total interest expense annualized for comparison. Total Debt included Financial Leases

(2) Cost of Debt is calculated using total interest expense for the time period divided by the average of beginning and ending debt balance for the time period

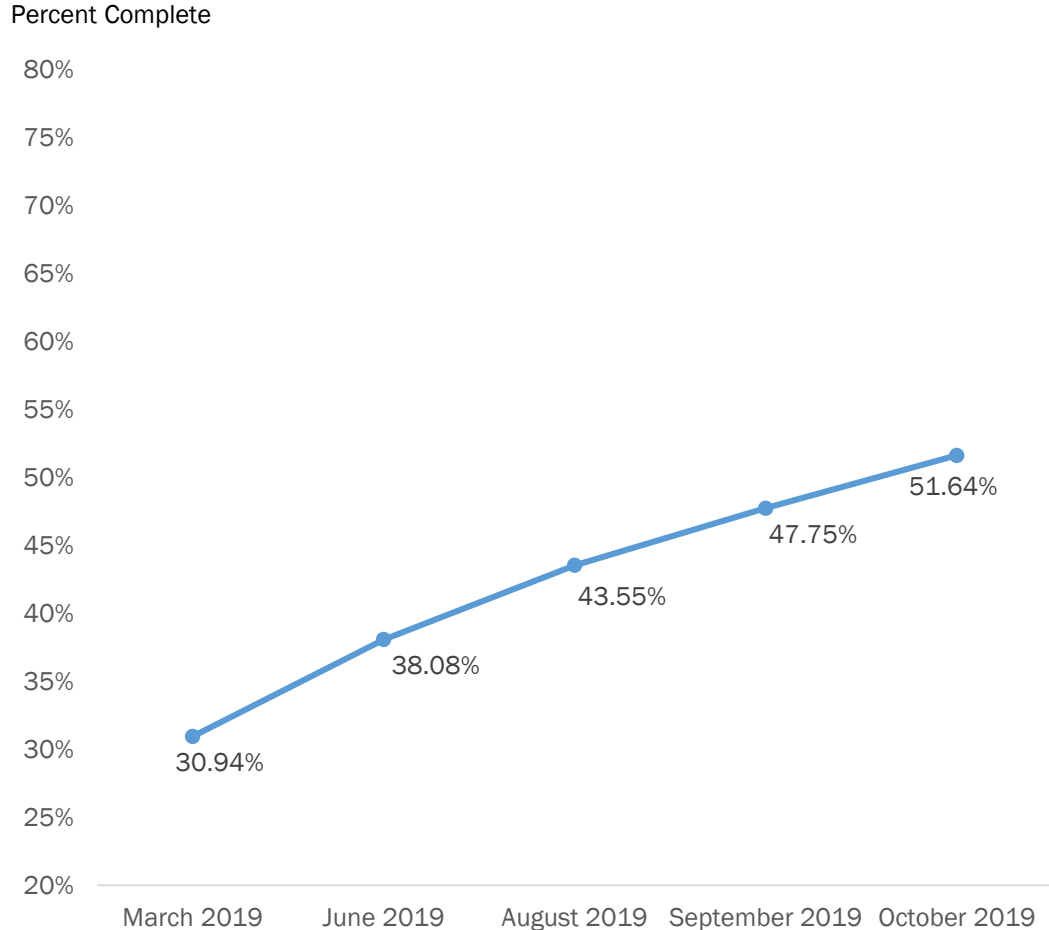
# Where the Existing Pipeline Project Funds Have Been Spent



## Cost to Completion

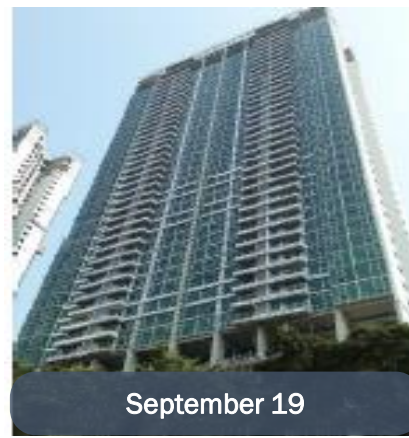
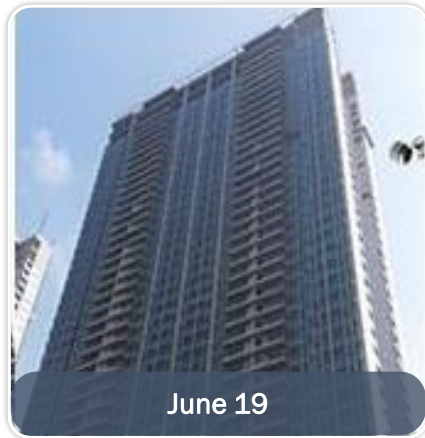


## Construction Progress



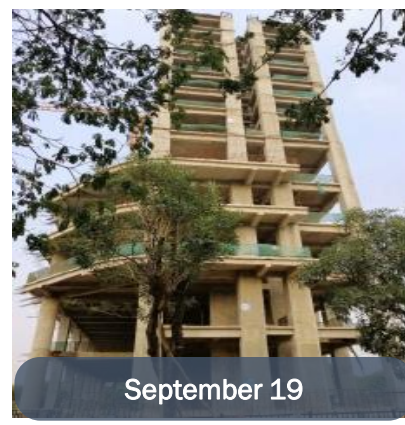
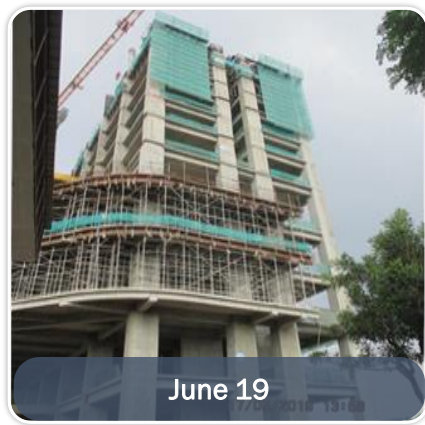
# Commitment to deliver existing key projects

## Millenium Village – Ahead of targeted construction schedule



Launched	2014	Target completion	1Q20
Total residential units	454	Estimated construction costs to completion	\$42 mn
Total GFA	100,716 sqm	% Sold as per 30 Sept 2019	73%

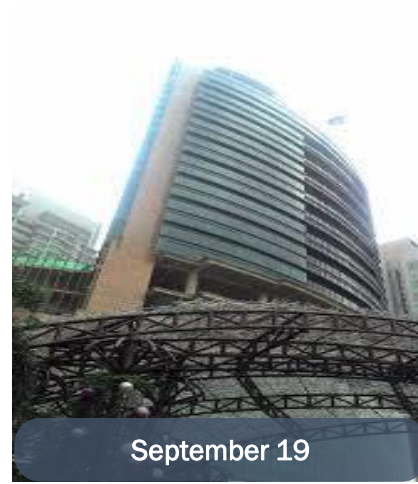
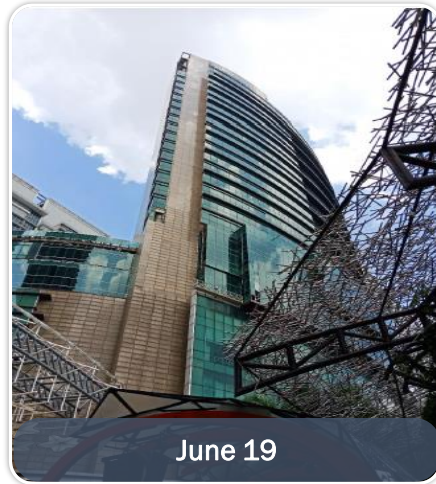
## Embarcadero – On Schedule



Launched	2014	Target completion	1Q21
Total residential units	722	Estimated construction costs to completion	\$48 mn
Total GFA	67,724 sqm	% Sold as per 30 Sept 2019	64%

# Commitment to deliver existing key projects (cont'd)

## Kemang Village Hotel / Office – On Schedule



Launched	2007	Target completion	1Q20
Total units	95	Estimated construction costs to completion	N.A.
Total GFA	21,937 sqm	% Sold as per 30 Sept 2019	0%

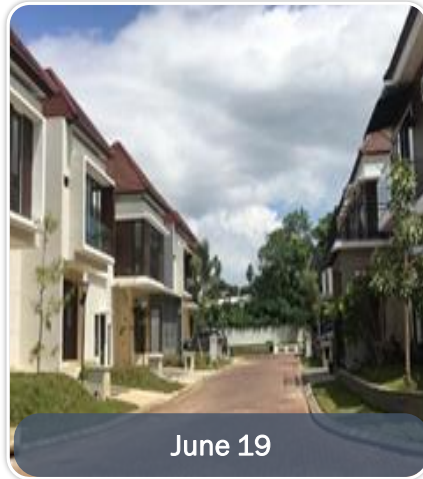
## Holland Village – Ahead of targeted construction schedule



Launched	2013	Target completion	4Q20
Total residential units	688	Estimated construction costs to completion	\$76 mn
Total GFA	85,693 sqm	% Sold as per 30 Sept 2019	69%

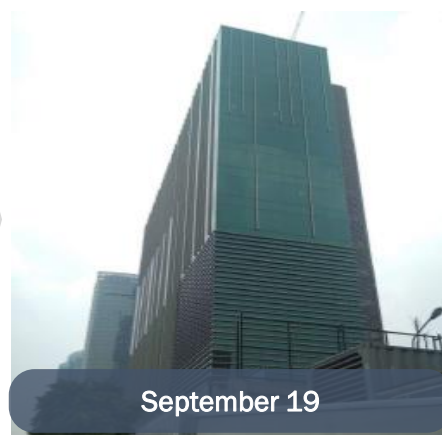
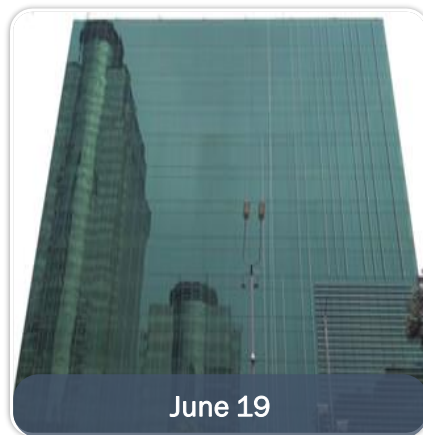
# Commitment to deliver existing key projects (cont'd)

## Holland Village Manado – On Schedule



Launched	2015	Target completion	N.A.
Total residential units	465	Estimated construction costs to completion	\$9 mn
Total GFA	N.A.	% Sold as per 30 Sept 2019	78%

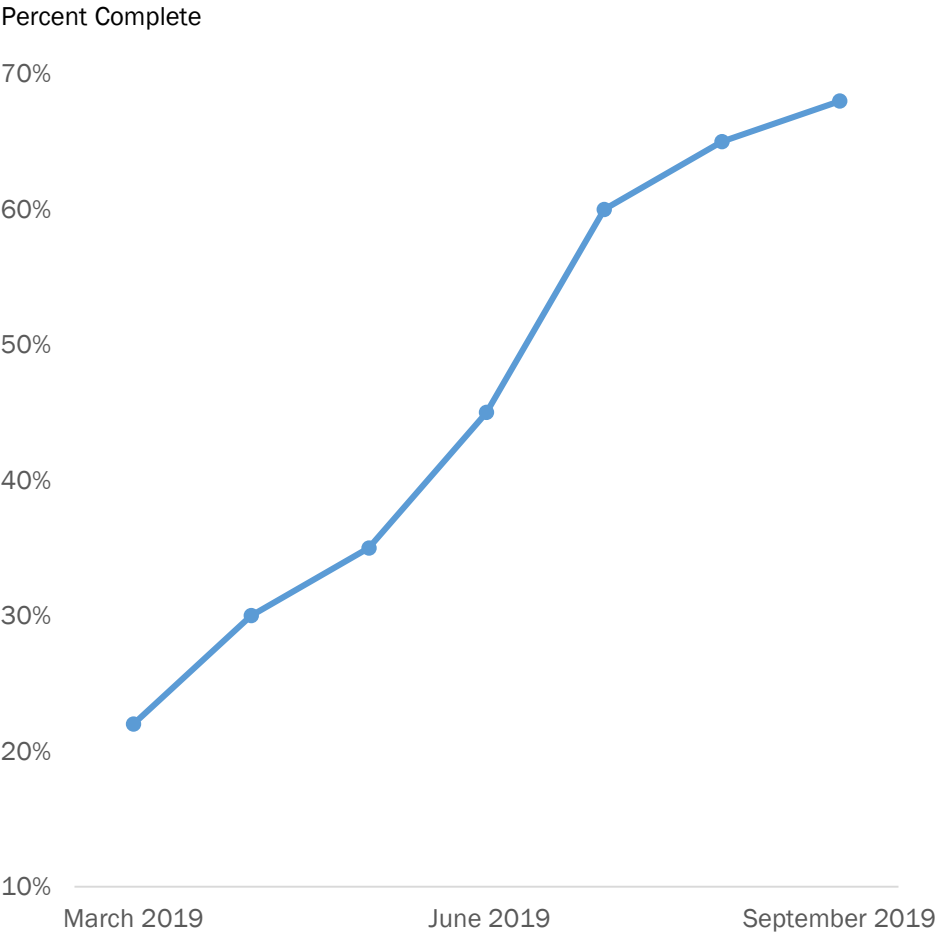
## Lippo Office Thamrin – On Schedule



Launched	2013	Target completion	4Q19
Total units	58	Estimated construction costs to completion	\$5 mn
Total GFA	20,856 sqm	% Sold as per 30 Sept 2019	88%

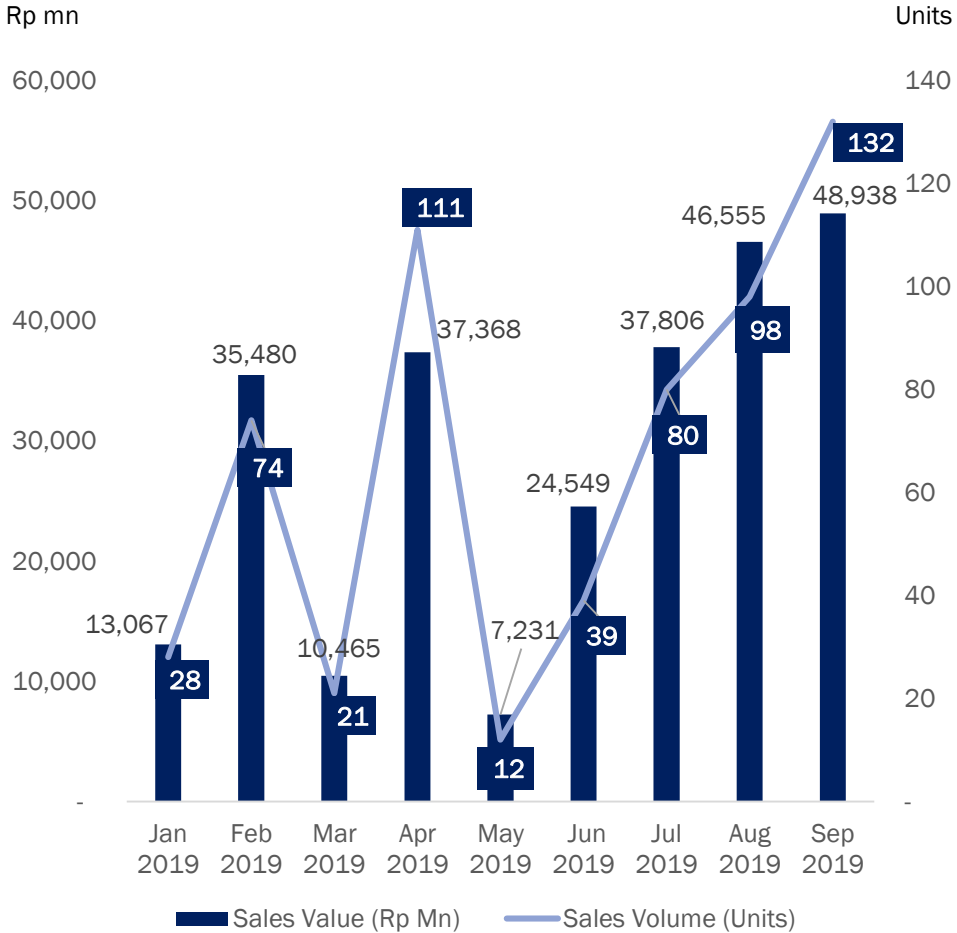


### Construction Progress



- Structure: 4 towers have topped off as of 30 September 2019

### Sales Pickup



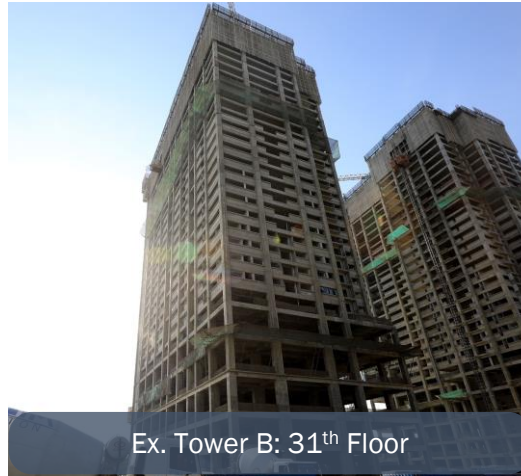
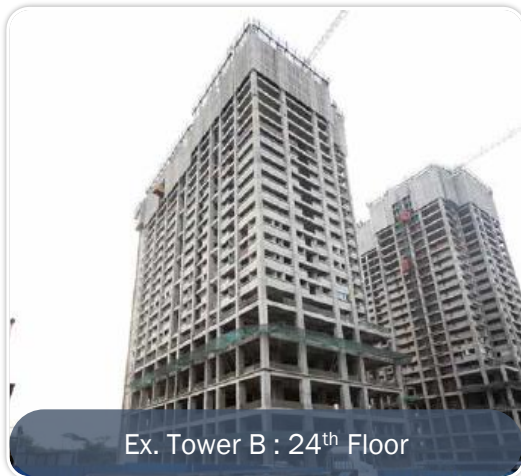
- Marketing Sales from July to September have picked up by 126% vs 1Q19 and 93% vs 2Q19

# Meikarta: Significant progress year to date

26 July 2019



4 October 2019



~500ha of total landbank for long term development over phases

### Phase 1

- Consists of ~84 ha
- Significant funds already invested into key foundation infrastructure for “Phase 1 +”

### Phase 1A

- Consists of ~28 ha
- 62 towers, of which 44 towers are in construction
- 4 towers in District 1 were topped off by 30 Sep 19

### Marketing Sales 9M19

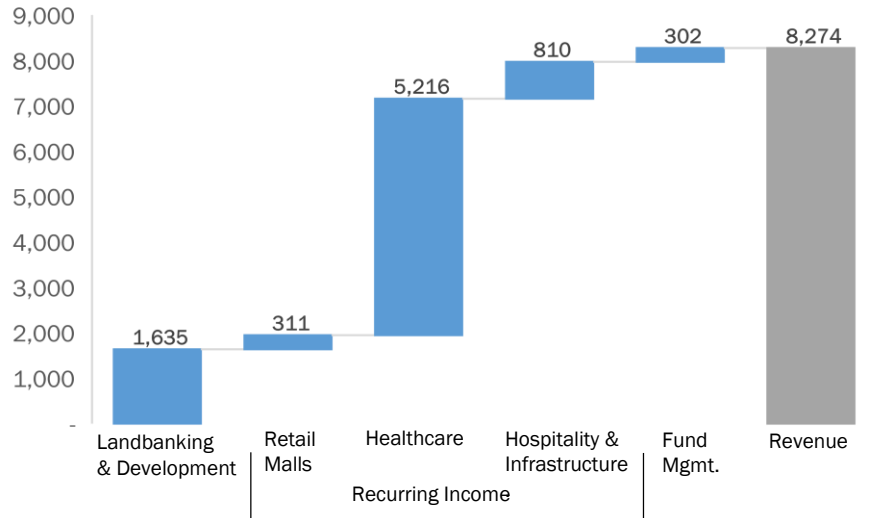
Amount (Rp bn)	261.5
Total units	595
Sqm	30,987
Cash	13%
Mortgage	66%
Installment	21%

# 9M19 FINANCIAL DATA

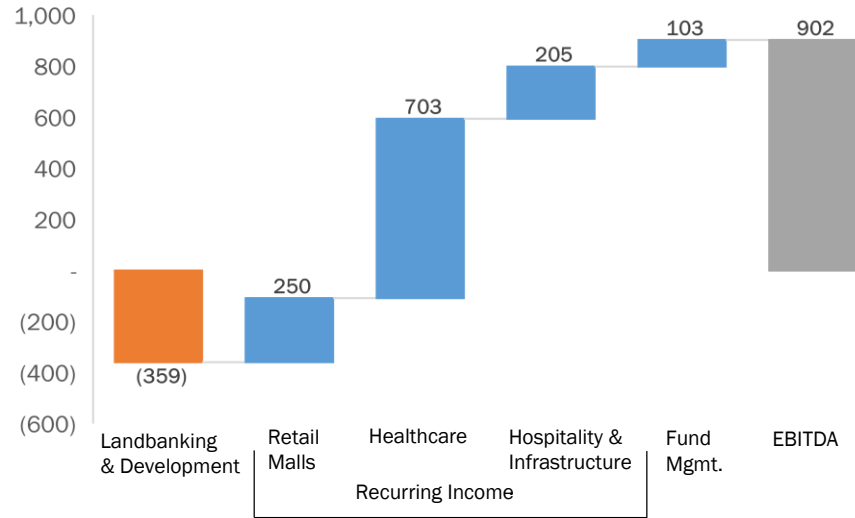


# LPKR Financials as of 9M19

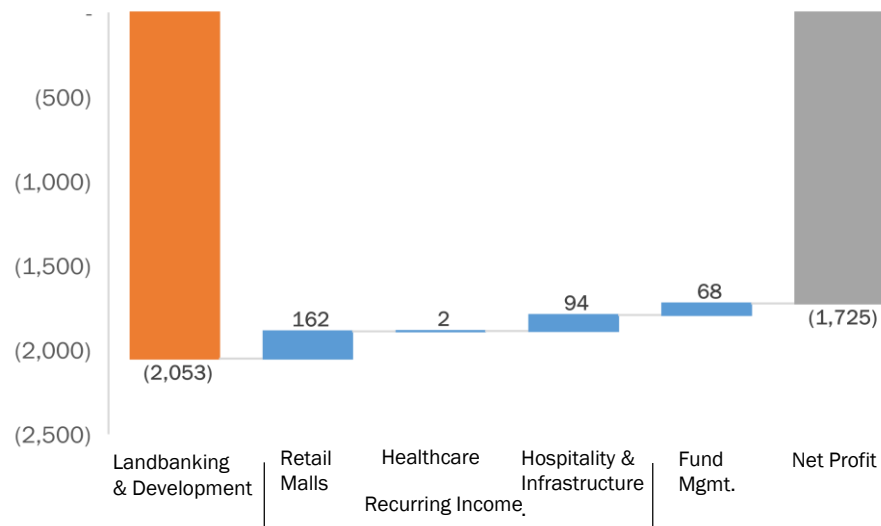
### Revenue (Rp Bn)



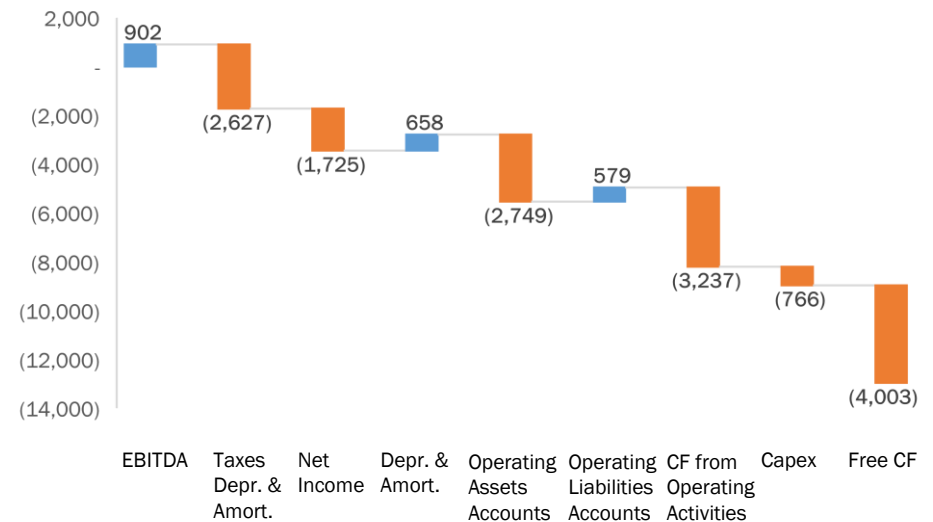
### EBITDA (Rp Bn)



### Net Profit (Rp Bn)



### Free Cash Flow (Rp Bn)



# Starting to see resolution in existing pipeline projects

## Completed projects with units ready to be sold

Project	Stake	Type	Total GFA (sqm)	Total residential units	Target Completion	2Q19 Account Rec. (\$m)	2Q19 Est. value of Unsold Units (\$m)	3Q19 Account Rec. (\$m)	3Q19 Est. value of Unsold Units (\$m)	Percentage Sold
Kemang Village	100%	Mixed-use development	253,337	1,688	Completed	2.3	12.9	0.8	10.4	99%
St Moritz Puri	100%	Mixed-use development	211,929	1,064	Completed	2.8	13.5	3.3	13.3	98%

## Projects under construction

Projects under construction	Type	Total GFA (sqm)	Launched Year	Construction Status			Achieved sales		Future sales			
				Target Completion 2Q19	Target Completion 3Q19	Estimated Costs to Completion (\$m)	Project Total		Project Sold		Project Balance	
				Total units	Value (\$m)	Total units	Value (\$m)	Total units	Value (\$m)			
Holland Village	Mixed-use development	85,693	2013	4Q21	4Q20	76	688	153	475	91	213	62
Millenium Village	Mixed-use development	100,716	2014	4Q21	1Q20	42	454	94	332	69	122	25
Kemang Office	Grade A Office Space	21,937	2007	1Q20	1Q20	-	95	42	-	-	95	42
Embarcadero	Mixed-use development	67,724	2014	4Q20	1Q21	48	722	54	460	32	262	22
Lippo Office Thamrin	Grade A Office Space	20,856	2013	4Q19	4Q19	5	58	48	51	41	7	7
Holland Village Manado	Landed Residential	N.A.	2015	3Q19	N.A	9	465	40	364	27	101	12
<b>Total</b>						<b>180</b>	<b>2,482</b>	<b>431</b>	<b>1,682</b>	<b>261</b>	<b>800</b>	<b>170</b>

Source: Company information.

Note: Assume exchange rate 30/6 of US\$1 to IDR 14,141 and 30/9 of 14,174; all figures subject to FX movements.

St. Moritz Makassar and Monaco Bay Residences removed from the list



# Net asset value breakdown

	Ownership (%)	Land Area (ha)	Assets Value (\$m)
<b>URBAN DEVELOPMENT:</b>			
Lippo Village <sup>1A)</sup>	100%	424	2,353
Lippo Cikarang <sup>1A)</sup>	81%	455	1,015
Tanjung Bunga <sup>1C)</sup>	62.7%	192	115
San Diego Hills <sup>1A)</sup>	100%	91	185
Micro Suburbs <sup>1C)</sup>	100%	20	25
<b>SUB TOTAL</b>			<b>3,693</b>
<b>LARGE SCALE INTEGRATED DEVELOPMENT:</b>			
City of Tomorrow (retail, apart, inv & hotel) <sup>1C)</sup>	85%	5	43
Kemang Village <sup>1C)</sup>	100%	13	156
St Moritz <sup>1B)</sup>	100%	21	552
6 New Projects <sup>1A)</sup>			198
Others (land, retail space inv & other devt) <sup>1C)</sup>	100%		178
<b>SUB TOTAL</b>			<b>1,127</b>
<b>RETAIL MALLS:</b>			
Retail Space Inventory	100%		52
<b>SUB TOTAL<sup>2)</sup></b>			<b>52</b>
<b>HOTELS:</b>			
Hotels	100%		118
<b>SUB TOTAL<sup>2)</sup></b>			<b>118</b>
Hospitals <sup>3)</sup>	51.05		416
First REIT <sup>3)</sup>	8.92		52
LMIRT <sup>3)</sup>	31.57		152
<b>ESTIMATED TOTAL ASSET VALUE</b>			<b>5,610</b>
	Add:	Cash <sup>3)</sup>	365
	Less:	Debt <sup>3)</sup>	878
	Less:	Advances from Customers <sup>3)</sup>	185
<b>ESTIMATED NAV</b>			<b>4,912</b>

1A) Appraised value as of 31 Dec 2018 by FAST

1B) FAST appraised all non Puri Mall assets at St. Moritz and Lippo Mall Puri appraised value as of 31 Dec 2018 by local partner of CBRE

1C) Appraised value as of 31 Dec 2016 by local partner of CB Richard Ellis & local partner of Baker Tilly International

2) Business Value as of 31 Dec 2016 : Malls: 12.66% WACC; Hotels: 11.96% WACC

3) All values as of 30 Sep 2019 and in US\$ using the exchange rate as at 30 Sep 2019 US\$1 = Rp 14,174

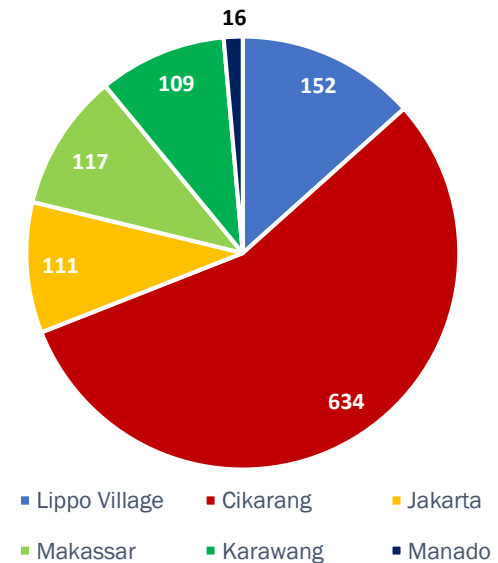
## Key Financial Highlights

	9M19	9M18	Change (%)
Presales (Rp billion)	1,139	1,100	4%
Revenue (Rp billion)	8,274	8,268	0%
Recurring Revenue (Rp billion)	6,639	5,781	15%
EBITDA (Rp billion)	902	1,776	-49%
<i>EBITDA Margin</i>	11%	21%	-2%
Net Income (Rp billion)	(1,725)	(780)	121%
Net Debt/Equity Ratio (X)	0.21	0.49	N.A.
Interest Coverage Ratio (X)	1.32	2.08	N.A.
Cash (Rp billion)	5,173	1,849	180%
Inventory (Rp billion)	26,866	25,833	4%

# Marketing sales on track with adjusted target

Project	Location	FY19 Marketing Sales Target (Rp Bn)	9M19 Marketing Sales (Rp Bn)	9M19 Units Sold	9M19 Land ASP (Rp Mn/sqm)
Lippo Village	West Greater Jakarta	154	125	16	18.8
Lippo Cikarang:		832	591	168	
Residential	East Greater Jakarta	392	168	133	11.4
Commercial	East Greater Jakarta	35	21	1	10.7
Industrial	East Greater Jakarta	105	92	30	2.1
DS8 (JO)	East Greater Jakarta	300	309	4	1.3
Holland Village Manado	Manado, North Sulawesi	16	16	13	10.3
Tanjung Bunga	Makassar, South Sulawesi	133	117	246	6.1
San Diego Hills	Karawang, West Java	135	109	1,219	12.5
Kemang Village	South Jakarta	46	30	13	22.8
St Moritz Jakarta	West Jakarta	81	78	19	24.5
Embarcadero	Tangerang, Banten	1	1	1	19.7
Nine Residence	South Jakarta	2	2	2	23.3
Park View	Depok, West Java	-	0	1	7.9
Holland Village Jakarta	Central Jakarta	10	-	-	-
Orange County	East Greater Jakarta	55	43	49	16.5
Millenium Village	West Greater Jakarta	35	28	10	21.4
<b>Total</b>		<b>1,500</b>	<b>1,139</b>	<b>1,757</b>	

## Marketing Sales by Location



Marketing Sales based on Location	9M19	9M18	Changes YoY %
Lippo Village	152	635	0%
Cikarang	634	128	19%
Jakarta	111	63	77%
Makassar	117	149	-22%
Karawang	109	136	-20%
Manado	16	(12)	N/.A
<b>Total</b>	<b>1,139</b>	<b>1,100</b>	

# Property marketing sales by structure

(in Rp bn)	FY15	FY16	FY17	FY18	9M18	9M19	FY19 Guidance
Residential	3,039	973	423	1,336	907	599	915
Low Rise	1,129	573	227	1,190	822	417	685
High Rise	1,910	400	196	146	85	181	230
Commercial	127	-	63	19	4	30	45
Industrial	279	75	78	81	53	402	405
Unique Product SDH	178	154	138	162	136	109	135
Total Property Sales	3,623	1,201	702	1,598	1,100	1,139	1,500
<b>Assets sold to REITS</b>	-	<b>938</b>	<b>1,109</b>	-	-	-	-
<b>Total Marketing Sales</b>	<b>3,623</b>	<b>2,139</b>	<b>1,811</b>	<b>1,598</b>	<b>1,100</b>	<b>1,139</b>	<b>1,500</b>

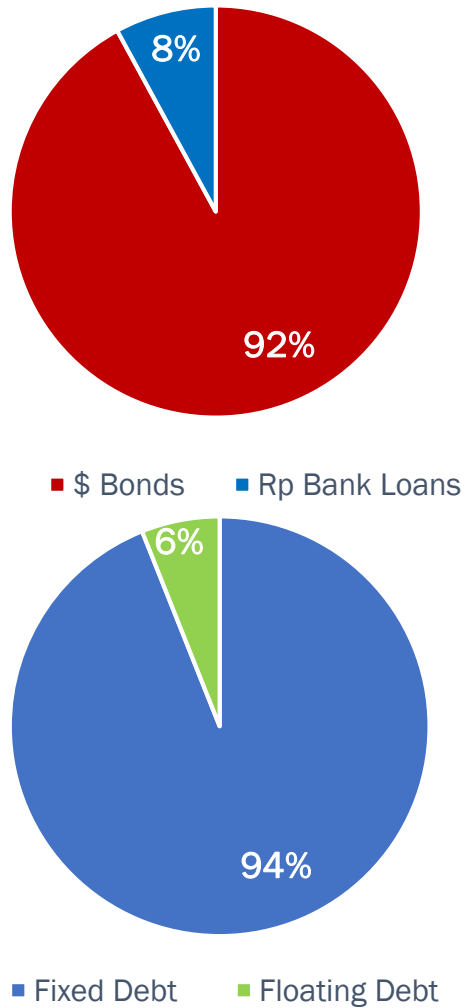
# Full impact of rights issue improves B/S & deleveraging

(Rp Billion Consolidated)					
ASSETS	9M19	FY18	LIABILITIES & STOCKHOLDERS' EQUITY	9M19	FY18
<b>Current Assets</b>			<b>Current Liabilities</b>		
Cash & Cash Equivalent	5,173	1,818	Bank Loan	672	1,495
Investments	4,908	4,846	Other Debt - Non Bank	131	119
Account Receivable	2,376	2,402	Accounts Payable	2,158	2,292
Inventories	26,866	25,403	Accrued Exp. & Taxes Payable	2,185	1,677
Prepaid Taxes & Expenses	1,015	876	Customers' Deposits	2,622	3,182
Adv & Other Receivable	2,430	2,547	Deferred Gain on Sale and Leaseback	960	1,081
<b>Total Current Assets</b>	<b>42,768</b>	<b>37,892</b>	Deferred Income	774	716
			Estimated Liabilities on Employees' Benefits	475	453
			Other Payables	67	63
			<b>Total Current Liabilities</b>	<b>10,044</b>	<b>11,078</b>
<b>Fixed Assets</b>	<b>5,999</b>	<b>5,830</b>	<b>NON-CURRENT LIABILITIES</b>		
			Bank Loans and Finance Lease	277	519
			Bonds	11,362	12,738
			<b>Total Non Current Liabilities</b>	<b>11,639</b>	<b>13,257</b>
<b>Non Current Assets</b>			<b>EQUITY</b>		
Land for Future Dev.	1,131	1,122	Capital Stock - Issued & Fully Paid	7,090	2,308
Goodwill & Intangible Assets	785	708	Additional Paid In Capital	10,530	4,081
Other Non Current Assets	6,128	3,531	Other Additional Capital	8,513	6,328
<b>Total Non Current Assets</b>	<b>8,044</b>	<b>5,360</b>	Retained Earnings	3,264	5,022
			Total Equity Attributable to Owner of the Parent	<b>29,397</b>	<b>17,739</b>
			Non-Controlling Interest	5,731	7,009
			<b>Total Stockholders' Equity</b>	<b>35,128</b>	<b>24,748</b>
<b>TOTAL ASSETS</b>	<b>56,811</b>	<b>49,083</b>	<b>TOTAL LIABILITIES &amp; STOCKHOLDERS EQUITY</b>	<b>56,811</b>	<b>49,083</b>

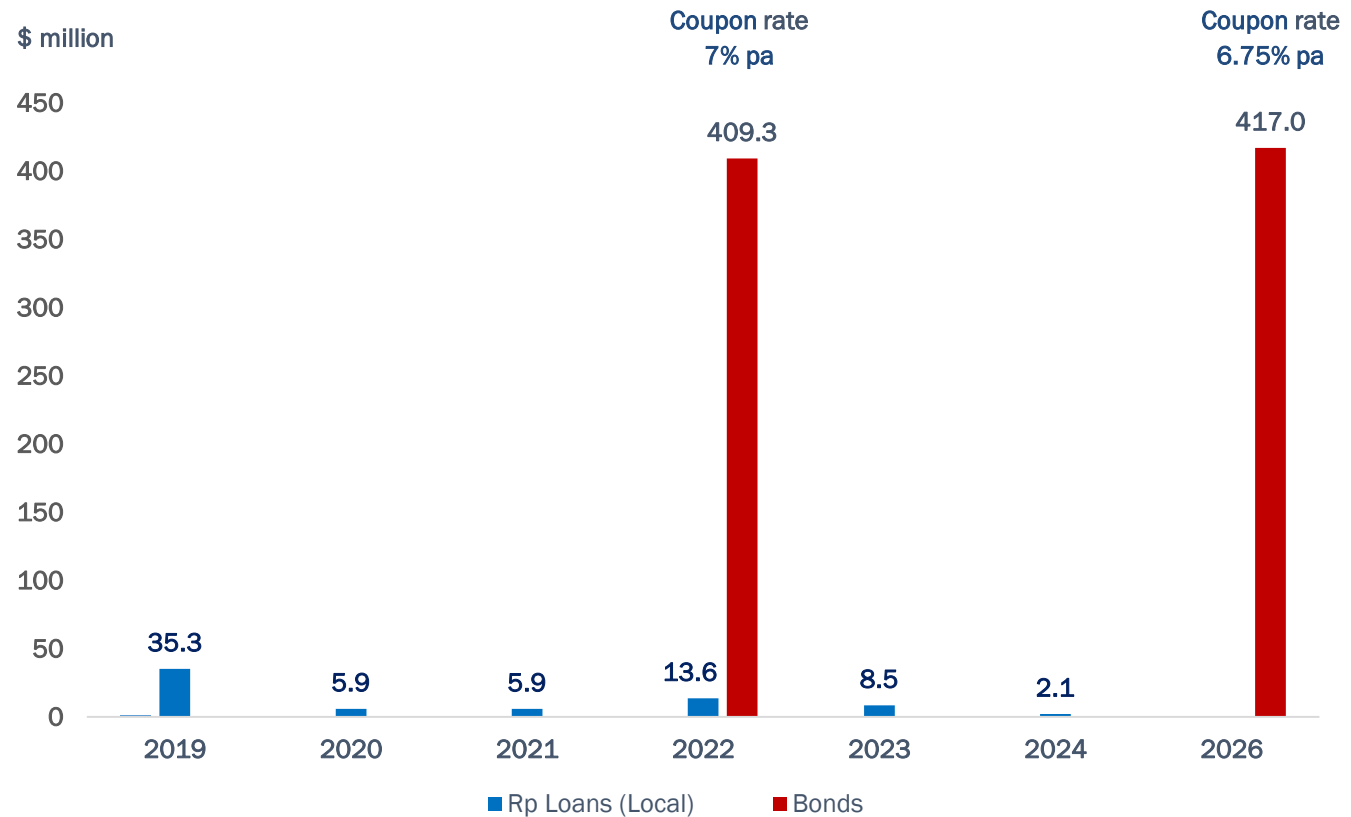


# Debt maturity profile

## Debt breakdown as of 9M19



## Debt maturity Profile (as of 9M19)



(in \$m)	2019	2020	2021	2022	2023	2024	2026
Rp Loans (Local)	35.3	5.9	5.9	13.6	8.5	2.1	0.0
Bonds	0.0	0.0	0.0	409.3	0.0	0.0	417.0

# 3Q19 Net Loss Improves Compared to 3Q18

(in Rp million)	3Q19	3Q18	Change	%	9M19	9M18	Change	%
<b>Total Revenues</b>	<b>2,971,656</b>	<b>2,931,783</b>	<b>39,873</b>	<b>1%</b>	<b>8,273,999</b>	<b>8,268,158</b>	<b>5,841</b>	<b>0%</b>
<b>COGS</b>	<b>1,745,944</b>	<b>1,528,921</b>	<b>217,023</b>	<b>14%</b>	<b>4,985,411</b>	<b>4,396,393</b>	<b>589,018</b>	<b>13%</b>
<b>Gross Profit</b>	<b>1,225,712</b>	<b>1,402,862</b>	<b>(177,150)</b>	<b>-13%</b>	<b>3,288,588</b>	<b>3,871,765</b>	<b>(583,177)</b>	<b>-15%</b>
Operating Expenses	1,026,636	675,694	350,942	52%	2,896,935	2,571,767	325,168	13%
<b>Operating Profit</b>	<b>199,076</b>	<b>727,168</b>	<b>(528,092)</b>	<b>-73%</b>	<b>391,653</b>	<b>1,299,998</b>	<b>(908,345)</b>	<b>-70%</b>
Other Income	22,302	83,440	(61,138)	-73%	421,899	2,206,679	(1,784,780)	-81%
Other Expenses	364,285	1,288,221	(923,936)	-72%	2,165,916	2,278,386	(112,470)	-5%
<b>Income Before Tax</b>	<b>(142,907)</b>	<b>(477,613)</b>	<b>334,706</b>	<b>-70%</b>	<b>(1,352,364)</b>	<b>1,228,291</b>	<b>(2,580,655)</b>	<b>-210%</b>
Tax Expenses	88,731	71,819	16,912	24%	340,515	344,292	(3,777)	-1%
<b>Profit for the Period</b>	<b>(231,638)</b>	<b>(549,432)</b>	<b>317,794</b>	<b>-58%</b>	<b>(1,692,879)</b>	<b>883,999</b>	<b>(2,576,878)</b>	<b>-292%</b>
Non Controlling Interest	37,118	715,707	(678,589)	-95%	32,055	1,663,587	(1,631,532)	-98%
<b>Profit for the period attributable to owners of the parent</b>	<b>(268,756)</b>	<b>(1,265,139)</b>	<b>996,383</b>	<b>-79%</b>	<b>(1,724,934)</b>	<b>(779,588)</b>	<b>(945,346)</b>	<b>121%</b>

(in Rp million)	3Q19	3Q18	Change	%	9M19	9M18	Change	%
<b>Total Revenues</b>	<b>2,971,656</b>	<b>2,931,783</b>	<b>39,873</b>	<b>1%</b>	<b>8,273,999</b>	<b>8,268,158</b>	<b>5,841</b>	<b>0%</b>
Urban Development	273,942	657,648	(383,706)	-58%	917,418	1,780,156	(862,738)	-48%
Large Scale Integrated Devt	370,323	239,890	130,433	54%	718,016	707,190	10,826	2%
Retail Malls	105,431	73,371	32,060	44%	310,907	249,973	60,934	24%
Healthcare	1,838,842	1,547,528	291,314	19%	5,215,695	4,395,998	819,697	19%
Hospitality and Infrastructure	280,731	285,670	(4,939)	-2%	810,437	776,833	33,604	4%
Property and Portfolio Mgmt	102,387	127,676	(25,289)	-20%	301,526	358,008	(56,482)	-16%
<b>COGS</b>	<b>1,745,944</b>	<b>1,528,921</b>	<b>217,023</b>	<b>14%</b>	<b>4,985,411</b>	<b>4,396,393</b>	<b>589,018</b>	<b>13%</b>
Urban Development	102,061	324,798	(222,737)	-69%	351,469	675,656	(324,187)	-48%
Large Scale Integrated Devt	292,503	50,303	242,200	481%	741,771	314,822	426,949	136%
Retail Malls	376	1,309	(933)	-71%	1,020	1,982	(962)	-49%
Healthcare	1,198,113	1,011,290	186,823	18%	3,434,938	2,991,022	443,916	15%
Hospitality and Infrastructure	141,959	135,448	6,511	5%	425,336	399,003	26,333	7%
Property and Portfolio Mgmt	10,932	5,773	5,159	89%	30,877	13,908	16,969	122%
<b>Gross Profit</b>	<b>1,225,712</b>	<b>1,402,862</b>	<b>(177,150)</b>	<b>-13%</b>	<b>3,288,588</b>	<b>3,871,765</b>	<b>(583,177)</b>	<b>-15%</b>

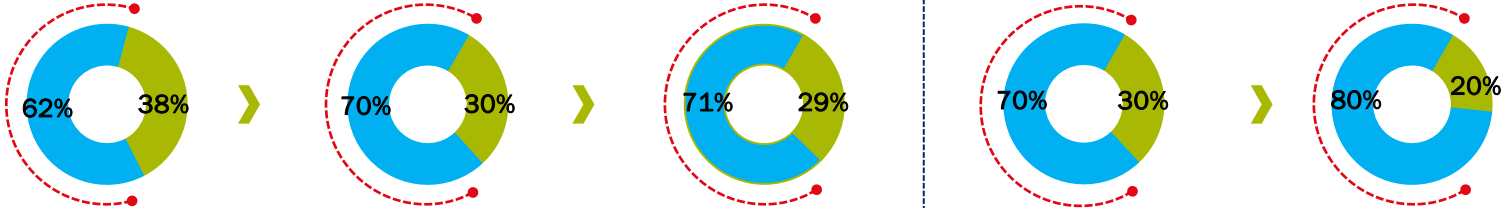
# One off items impacted 2Q19, No One time items in 3Q19

(Rp billion)	9M19	9M18	YoY%	Comments
Revenue	8,274	8,268	0%	<ul style="list-style-type: none"> <li>1H18 had one time sales impacting revenues</li> </ul>
EBITDA	902	1,776	-49%	<ul style="list-style-type: none"> <li>Impacted by non-recurring gains in 2018 and non-recurring losses in 2019</li> </ul>
Net income	(1,725)	(780)	N/A	
One-off adjustments	(883)	1,003	N/A	<ul style="list-style-type: none"> <li>Included cost overruns, penalty related costs and other costs in 1H19</li> </ul>
Adjusted net income	(933)	(1,438)	N/A	<ul style="list-style-type: none"> <li>Adjusted for non-recurring items and tax impact</li> </ul>

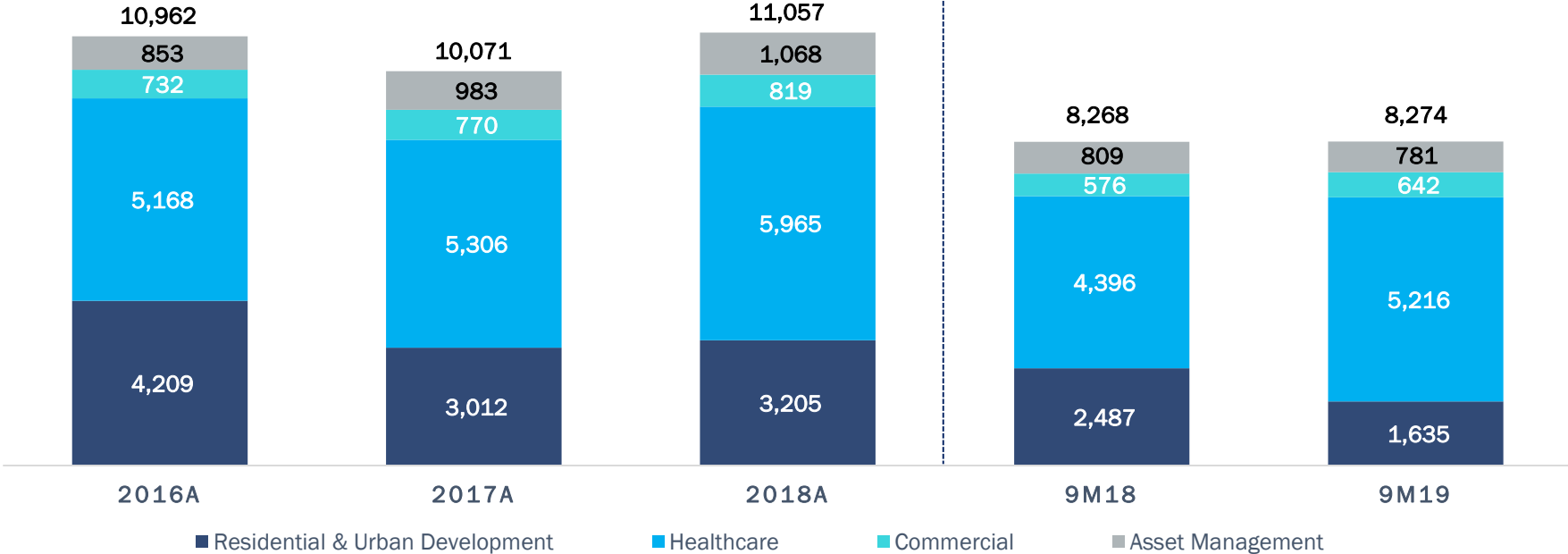
# Business is underpinned by a high quality revenue profile with significant visibility

## High proportion of revenue attributable to recurring income streams

Recurring vs Development revenue



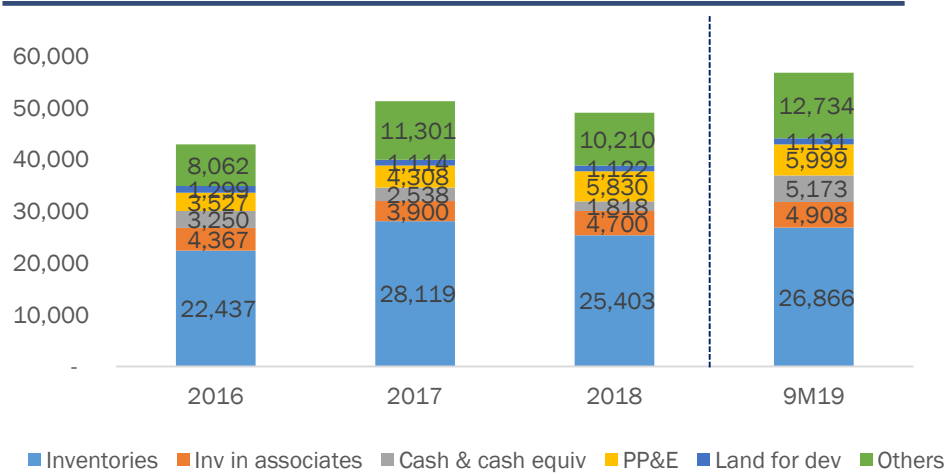
(Rp bn)



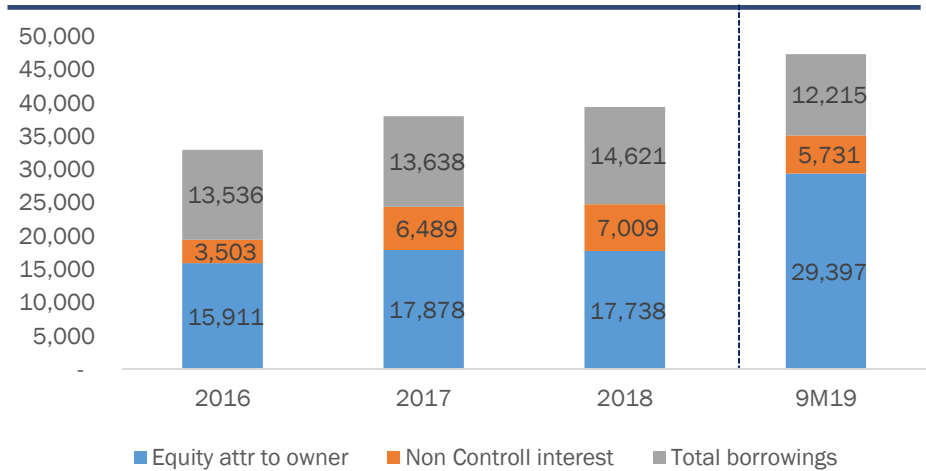
Notes: Development revenue refers to revenue from sale of properties and rental of LPKR's assets. Recurring revenue refers to revenue from LPKR's healthcare, hospitality, property and portfolio management businesses.

# Balance sheet highlights

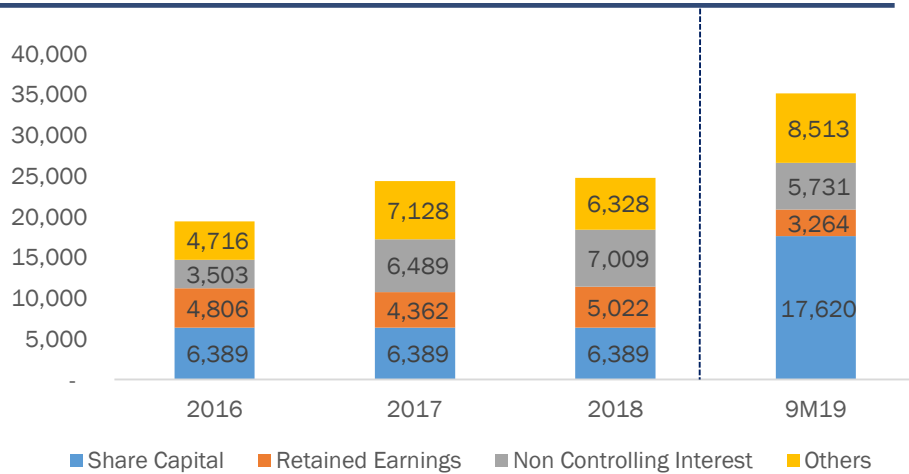
## Total assets (Rp Bn)



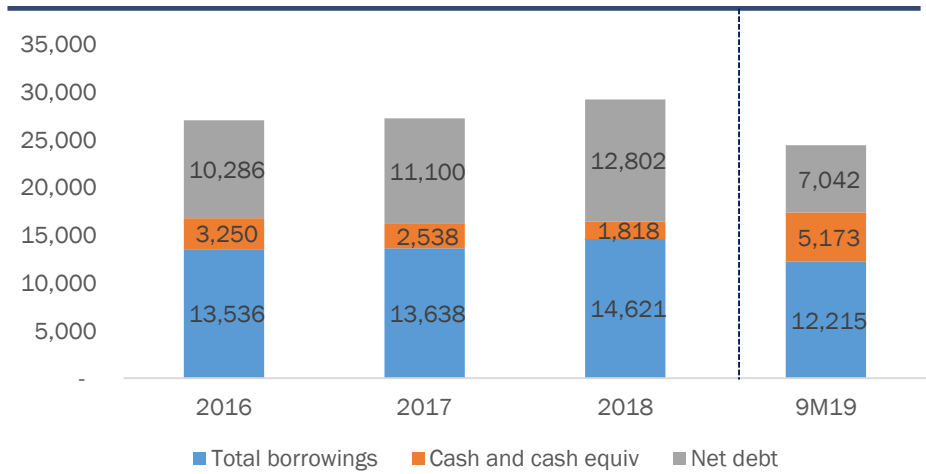
## Total capitalization (Rp Bn)



## Total equity (Rp Bn)



## Net debt and cash position (Rp Bn)



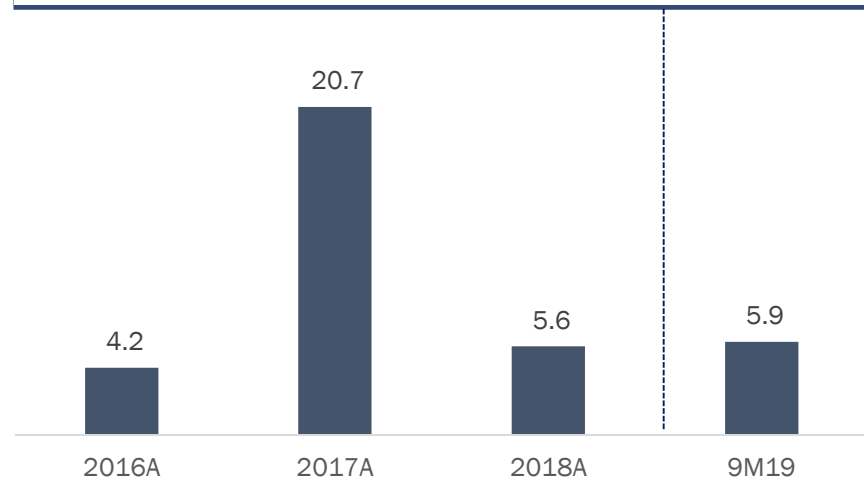
Notes: IDRUSD of 14,174 used throughout unless otherwise stated

(1) Financial leases excluded from total borrowings.

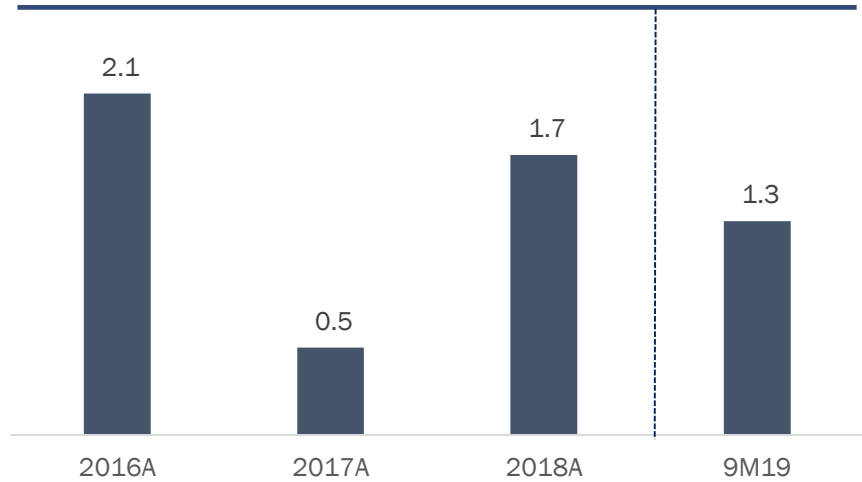


# Key credit metrics

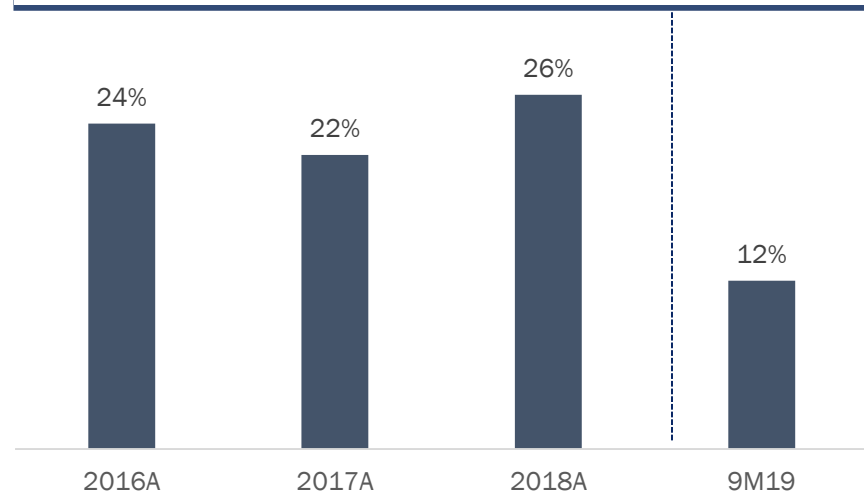
Net debt / EBITDA (x) <sup>(1)</sup>



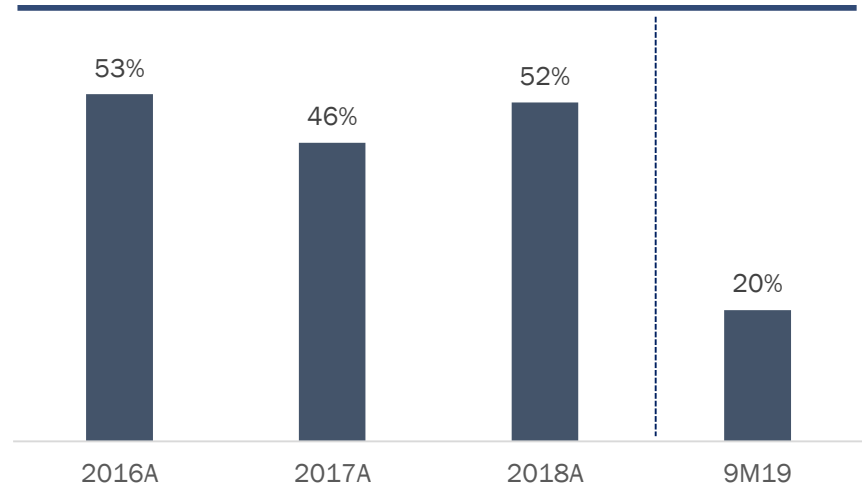
EBITDA / Interest (x) <sup>(2)</sup>



Net debt / Total assets (%)



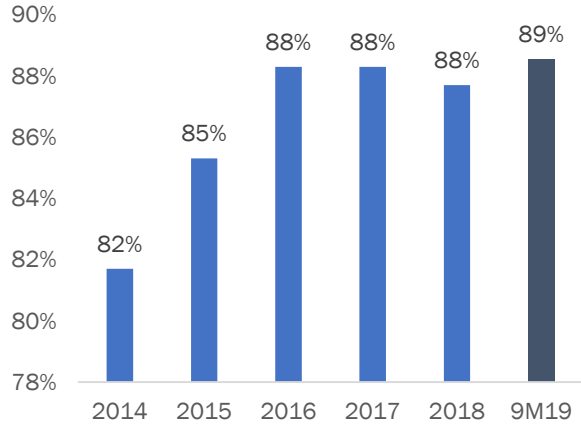
Net debt / Total equity (%)



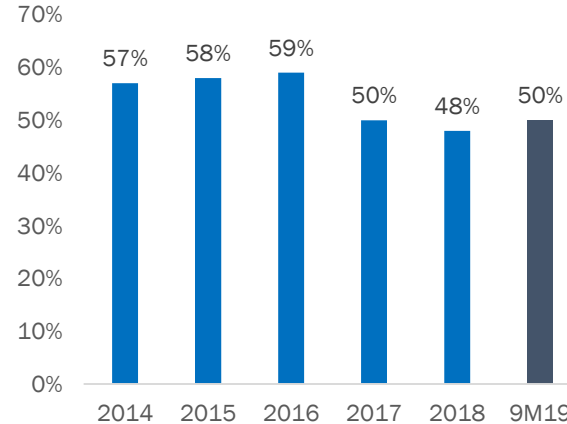
(1) 9M 2019 EBITDA is annualised and Debt excludes Financial Leases  
(2) Refers to adjusted interest which includes capitalised interest expenses.

# Key Operational Metrics of Recurring Income Assets

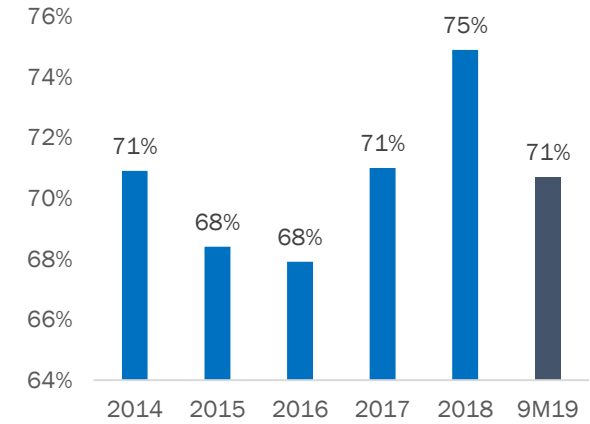
**Occupancy Trend  
Malls Under Management**



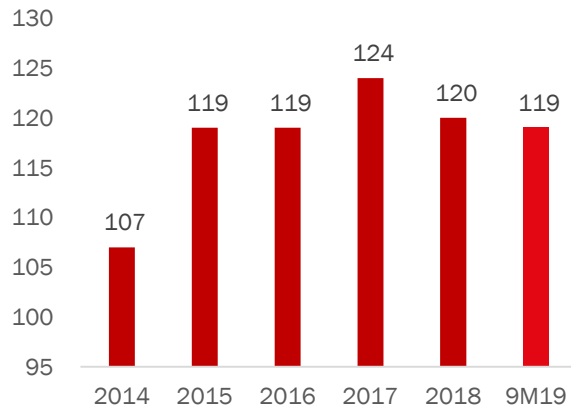
**Occupancy Trend  
Network of Hospitals**



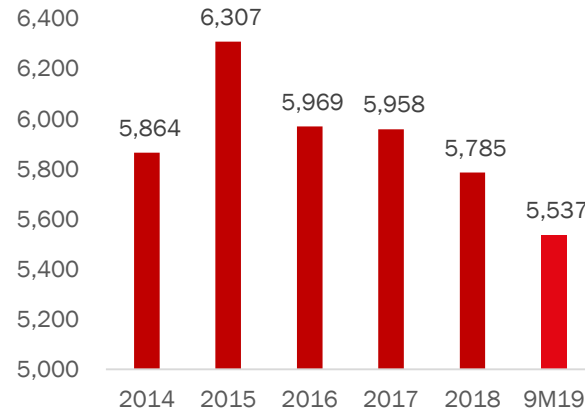
**Occupancy Trend  
Hotels Under Management**



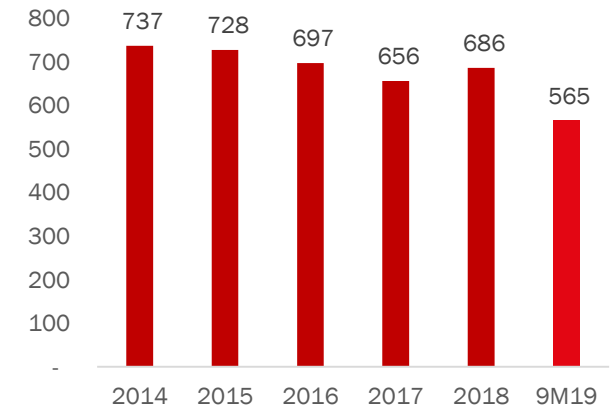
**Average Rental Rate Trend  
(Rp '000 per sqm per month)**



**Average Revenue Inpatient per day  
(Rp '000)**

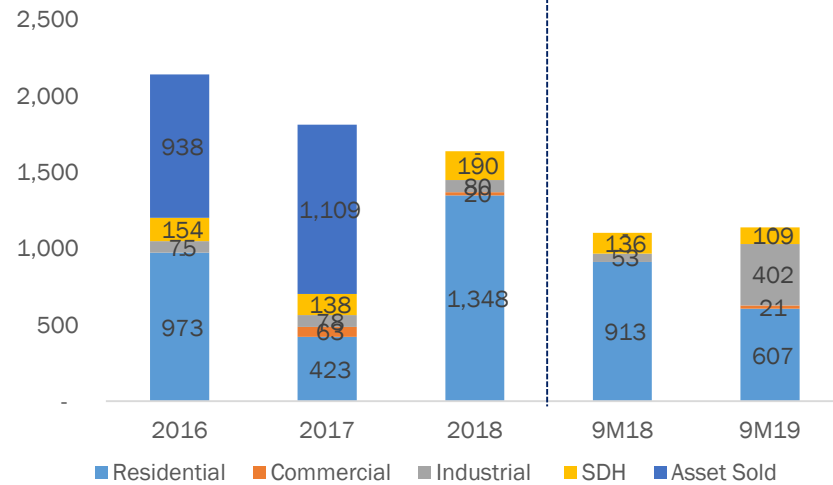


**Average Room Rate  
(Rp '000 per room per day)**

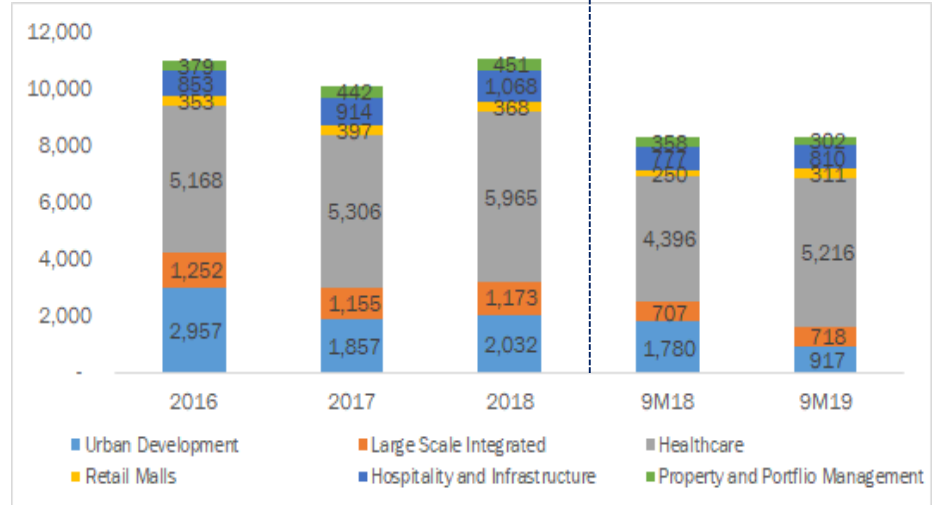


# Income statement details

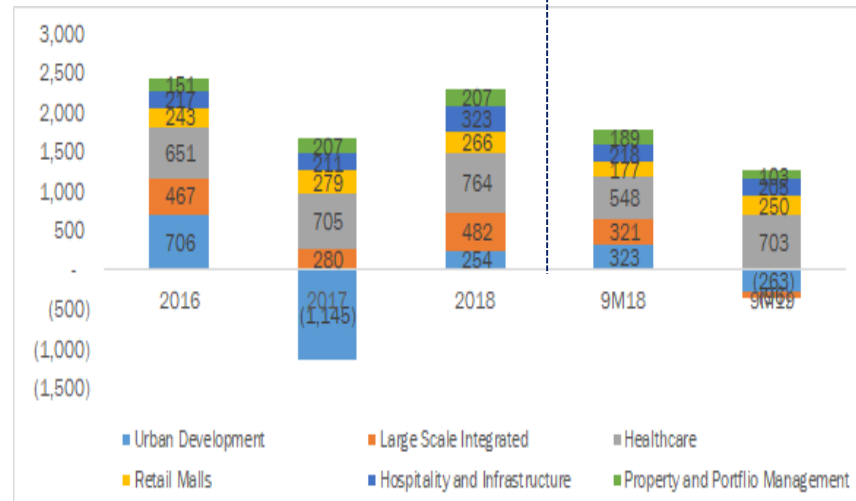
## Property marketing sales (Rp Bn)



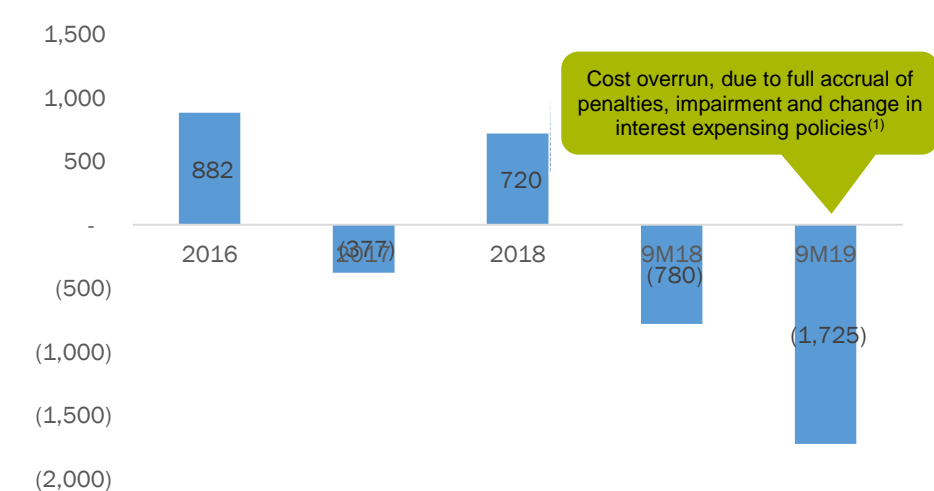
## Revenue (Rp Bn)



## EBITDA (Rp Bn)



## Net income (Rp Bn)

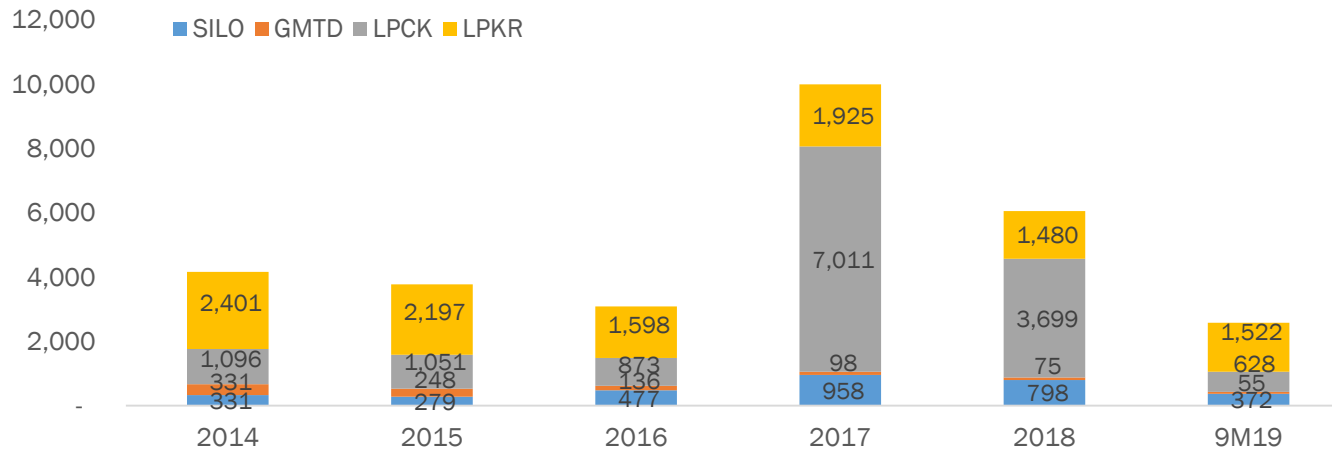


Notes: IDRUSD of 14,174 used throughout unless otherwise stated

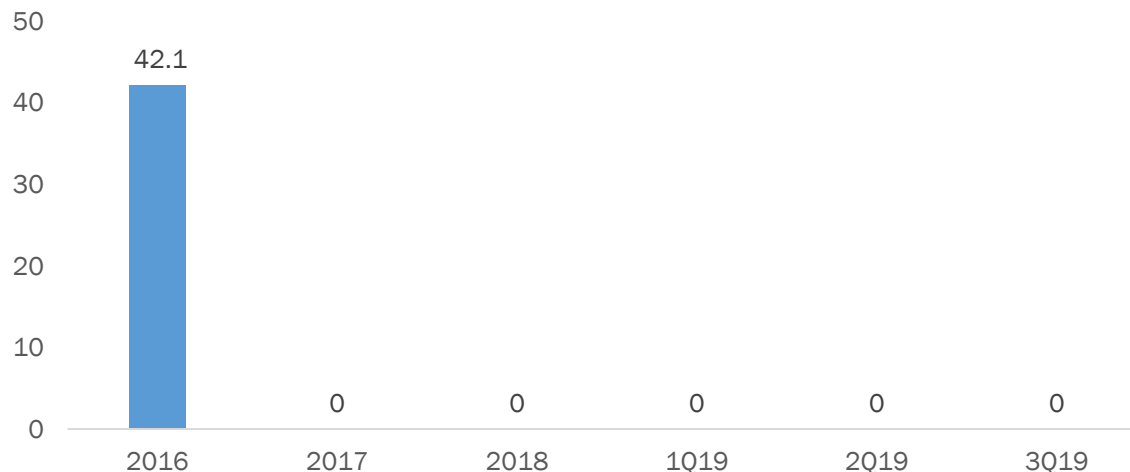
(1) One-off impairment of St Mortiz Makassar and Monaco Bay Manado. Before 1H2019, some interest payments were capitalized. Starting 1H2019, all interests payments are expense per OJK guidelines

# Historical capex spending & land bank purchases

## Capex Spending (Rp Bn)



## Acquisition of Land for Development <sup>1)</sup> – Historical (In Hectares)



- New Policy is to monetize existing land banks
- If any new land purchases it is to be strategic in nature to support immediate development plans

1) At PT Lippo Karawaci Tbk only, excluding subsidiaries - Net

# Currency risk is offset by our hedging strategy



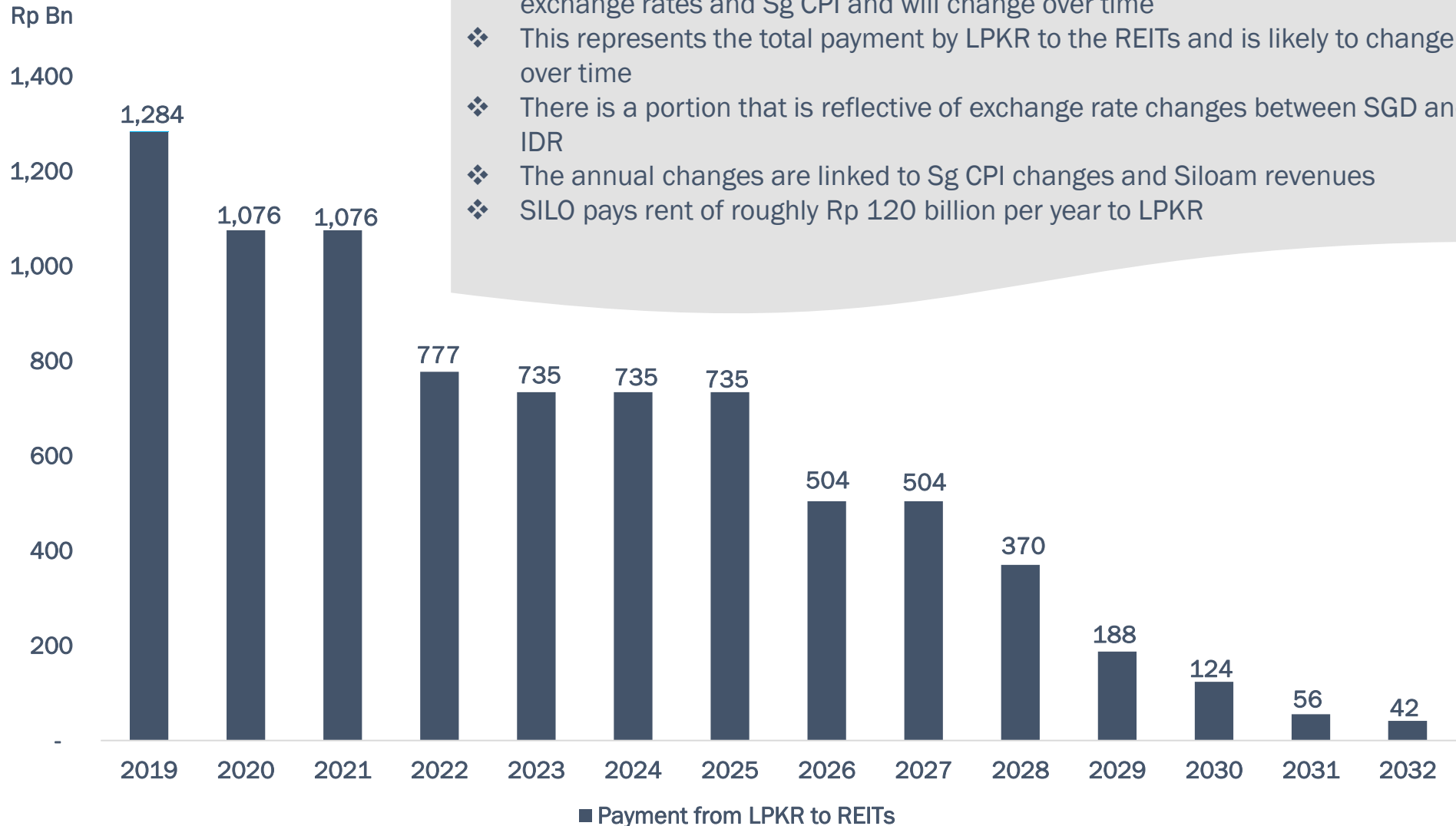
Description	Amount (\$m)	Lower Strike (Rp)	Upper Strike (Rp)	Maturity
Bond 2022	409.3	11,500	14,000	Apr-22
Bond 2026	417	11,500	14,500	Oct-26
Coupon 2026	417	13,300	17,000	Oct-26

From time to time, the Company enters into non-deliverable USD call spread options to protect our USD denominated bonds principal & coupon payments.



# Rental Payment to REITS

- ❖ Please note these are estimates that are subject to change and are based off of exchange rates and Sg CPI and will change over time
- ❖ This represents the total payment by LPKR to the REITs and is likely to change over time
- ❖ There is a portion that is reflective of exchange rate changes between SGD and IDR
- ❖ The annual changes are linked to Sg CPI changes and Siloam revenues
- ❖ SILO pays rent of roughly Rp 120 billion per year to LPKR

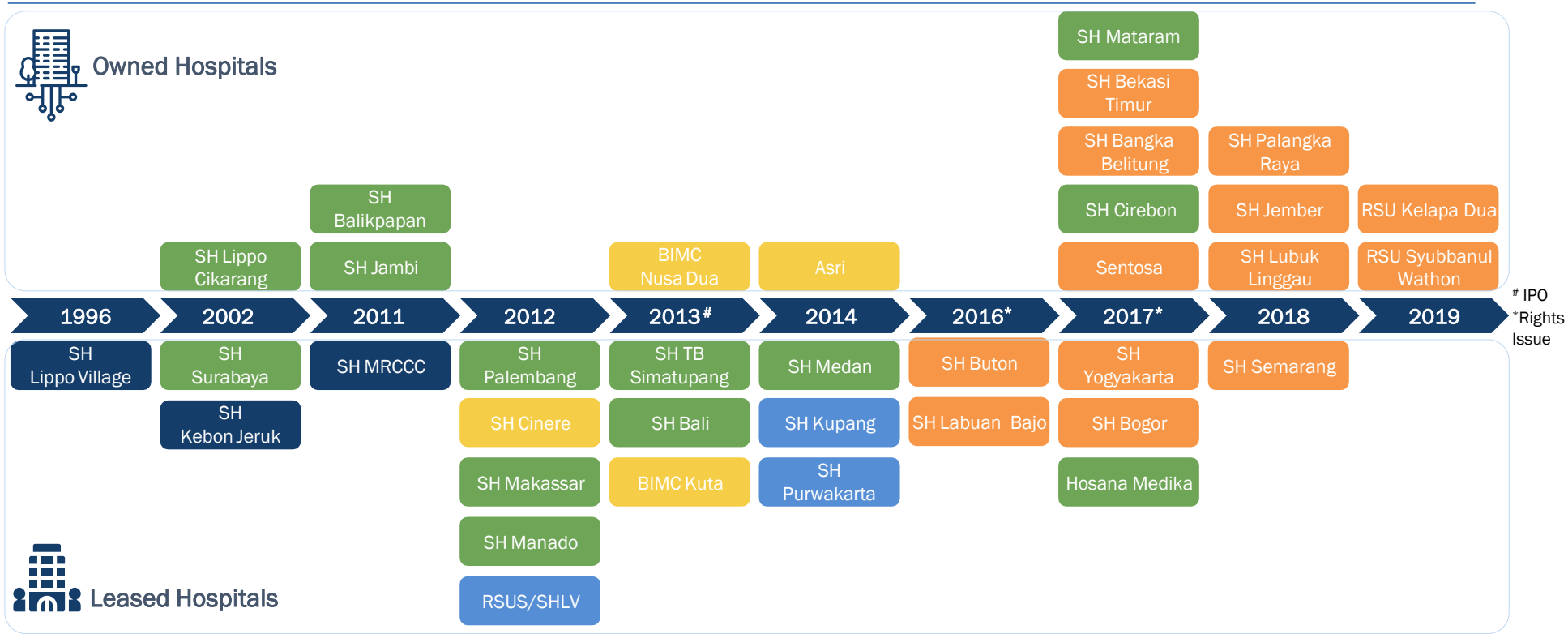


- 1 Puri Mall Strata process is currently pending the below:
  - Regulatory body approval
  - Governor's approval
  - Administrative process to obtain the legalization of segregation deed and registration of title
- 2 Once Strata is issued, LMIRT and LPKR will start the completion process, which involves processes including SGX clearance, fund raising, and unitholder extraordinary general meeting,
- 3 In light of the above, we estimate the transaction to be completed in 1H20
- 4 LPKR and LMIRT have agreed to an extension of the long stop date of the transaction to June 30, 2020

# SUBSIDIARIES



# Siloam's Strategic Growth to Take Advantage of the Market Potential



# IPO  
\*Rights Issue

Total Bed Capacity: 7,557

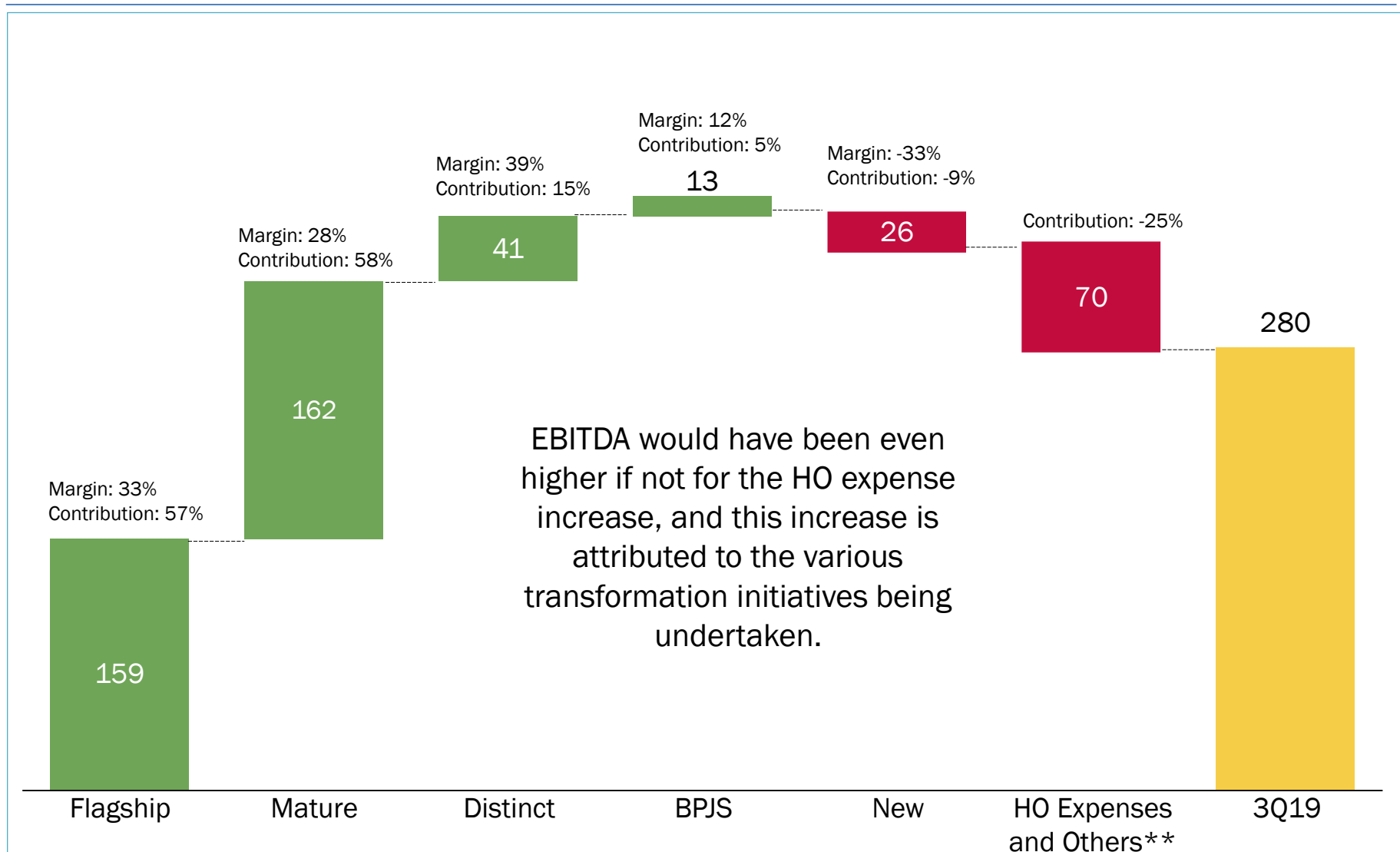
Total Operational Beds: 3,666

No. of GPs, Specialist and Dentist: 3,106

No of Nurses and Medical Staff: 7,230

Notes: Financials and operational metrics include all hospitals and exclude clinics

# Siloam hospitals EBITDA 3Q19 by Segments\* (IDR bn)














\*EBITDA Margin is calculated by dividing EBITDA with NOR of each segments

\*Contribution is calculated by dividing EBITDA from each segments by the total EBITDA for 3Q19

\*\*Others include non-hospital units (e.g. clinics)












# Siloam Hospitals - Flagship Hospitals

	Name	Class	Region	Year Opened	Bed Capacity	Operational Beds	GPs & Specialists	Nurses	Centre of Excellence	Accreditation	Land/ Building Ownership
	SH Lippo Village	B	1. Greater Jakarta	1996	308	274	250	394	Cardiology, Orthopedics, Neuroscience, Emergency	 JCIA  BPIS Kesehatan	 FIRST REAL ESTATE INVESTMENT TRUST
	SH Kebon Jeruk	B	1. Greater Jakarta	2002	285	214	189	349	Cardiology, Urology, Orthopedics, Emergency	 JCIA  BPIS Kesehatan	 FIRST REAL ESTATE INVESTMENT TRUST
	MRCCC Siloam Semanggi	B	1. Greater Jakarta	2011	334	176	185	241	Cancer, Liver, Emergency	 BPIS Kesehatan	 FIRST REAL ESTATE INVESTMENT TRUST









# Siloam Hospitals - Mature Hospitals

	Name	Class	Region	Year Opened	Bed Capacity	Operational Beds	GPs & Specialists	Nurses	Centre of Excellence	Accreditation	Land/Building Ownership
	SH Surabaya	B	3. East Java	2002	160	160	151	246	Cardiology, Emergency		
	SH Lippo Cikarang	B	2. West Java	2002	164	98	76	147	Occupational Health, Emergency		
	SH Jambi	B	5. Sumatera	2011	119	108	61	124	Emergency		
	SH Balikpapan	B	4. Kalimantan	2011	232	165	92	141	Orthopedics, Emergency		
	SH Manado	B	4. Sulawesi	2012	238	177	95	205	Emergency		
	SH Makassar	B	4. Sulawesi	2012	362	215	127	228	Cardiology, Emergency, Endocrinology		
	SH Palembang	C	5. Sumatera	2012	357	170	114	165	Gastroenterology, Emergency		
	SH Denpasar	B	3. Bali	2013	281	124	132	195	Cardiology, Orthopedics, Tourists, Emergency		
	SH TB Simatupang	B	1. Greater Jakarta	2013	269	99	126	145	Cardiology, Emergency, Neuroscience, Oncology		
	SH Siloam Dhirga Surya Medan	B	5. Sumatera	2014	356	129	116	149	Emergency, Trauma		










# Siloam Hospitals - Mature Hospitals (Cont'd)

	Name	Class	Region	Year Opened	Bed Capacity	Operational Beds	GPs & Specialists	Nurses	Centre of Excellence	Accreditation	Land/Building Ownership
	RS Umum Putera Bahagia	C	2. West Java	2017	114	94	48	107	Emergency		
	RS Hosana Bekasi	C	2. West Java	2017	98	72	43	85	Emergency		
	SH Mataram	C	3. West Nusa Tenggara	2017	69	40	53	53	Emergency		

# Siloam Hospitals - Distinct Hospitals




















	Name	Class	Region	Date Opened	Bed Capacity	Operational Beds	GPs & Specialists	Nurses	Centre of Excellence	Accreditation	Land/Building Ownership
	SH Cinere	C	1. Greater Jakarta	2012	203	33	21	43	Cardiology		3 <sup>rd</sup> Party
	BIMC Kuta	C	3. Bali	2013	39	18	44	59	Tourists, Emergency		3 <sup>rd</sup> Party
	BIMC Nusa Dua	B	3. Bali	2013	24	24	48	49	Cosmetic Surgery, Emergency		3 <sup>rd</sup> Party
	SH Asri	B	1. Greater Jakarta	2014	54	54	108	92	Urology		

# Siloam Hospitals - BPJS Hospitals











	Name	Class	Place	Date Opened	Bed Capacity	Operational Beds	GPs & Specialists	Nurses	Centre of Excellence	Accreditation	Land/Building Ownership
	RSUS	B	1. Greater Jakarta	2012	640	250	139	249	Emergency	 BPJS Kesehatan Badan Penyelenggara Jaminan Sosial	
	SH Purwakarta	B	2. West Java	2014	235	228	77	255	Emergency	 BPJS Kesehatan Badan Penyelenggara Jaminan Sosial	
	SH Kupang	B	3. East Nusa Tenggara	2014	416	140	67	198	Emergency	 BPJS Kesehatan Badan Penyelenggara Jaminan Sosial	



# Siloam Hospitals - New Hospitals

	Name	Class	Region	Date Opened	Bed Capacity	Operational Beds	GPs & Specialists	Nurses	Centre of Excellence	Accreditation	Land/Building Ownership
	SH Buton	C	4. Sulawesi	2016	140	80	33	94	Emergency		
	SH Labuan Bajo	C	3. East Nusa Tenggara	2016	124	95	25	72	Emergency		
	SH Bogor	C	2. West Java	2017	246	56	56	56	Emergency		
	RS Siloam Bangka	C	5. Bangka Belitung	2017	412	33	32	48	Emergency		
	RS Siloam Yogyakarta	C	2. Central Java	2017	249	30	60	44	Emergency		
	Siloam Medika Blu Plaza	C	2. West Java	2017	53	50	50	67	Emergency		
	RS Umum Sentosa	D	2. West Java	2017	51	51	29	59	Emergency		

# Siloam Hospitals - New Hospitals (Cont'd)

	Name	Class	Region	Date Opened	Bed Capacity	Operational Beds	GPs & Specialists	Nurses	Centre of Excellence	Accreditation	Land/Building Ownership
	RS Siloam Lubuk Linggau	C	5. Sumatera	2018	175	45	33	52	Emergency		
	SH Jember	C	3. East Java	2018	323	30	31	46	Emergency		
	SH Semarang	D	2. Central Java	2018	50	17	39	23	Emergency		3 <sup>rd</sup> Party
	SH Palangka Raya	C	4. Kalimantan	2018	44	37	38	51	Emergency		3 <sup>rd</sup> Party
	RSU Kelapa Dua	C	1. Greater Jakarta	2019	215	40	29	42	Emergency		
	RSU Syubannul Wathon	C	2. Central Java	2019	120	40	19	29	Emergency		3 <sup>rd</sup> Party

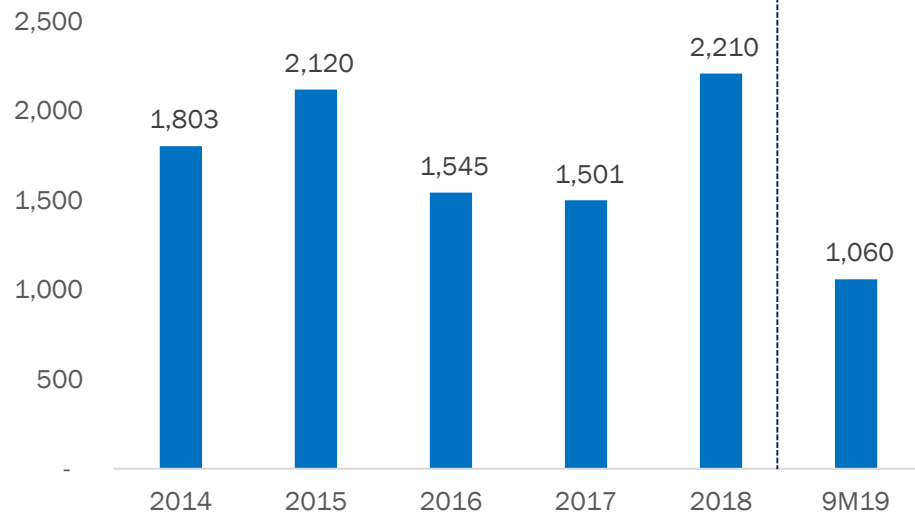
# Lippo Cikarang balance sheet and marketing sales

Balance Sheet (Rp Billion)	Dec 2015	Dec 2016	Dec 2017	Dec 2018	Sep 2019
Assets	5,477	5,727	11,267	9,226	12,377
Debt	30	-	249	-	200
Liability	1,813	1,483	4,734	1,696	1,488
Equity	3,633	4,244	6,533	7,530	10,889
Return on Assets (%)	16.7%	9.4%	-7.3%	21.3%	4.0%
Return on Equity (%)	25.2%	12.7%	-12.6%	26.1%	4.5%
Net Gearing Ratio (x)	0.01	-	0.04	-	-
Liability to Asset Ratio (x)	0.33	0.26	0.42	0.18	0.12

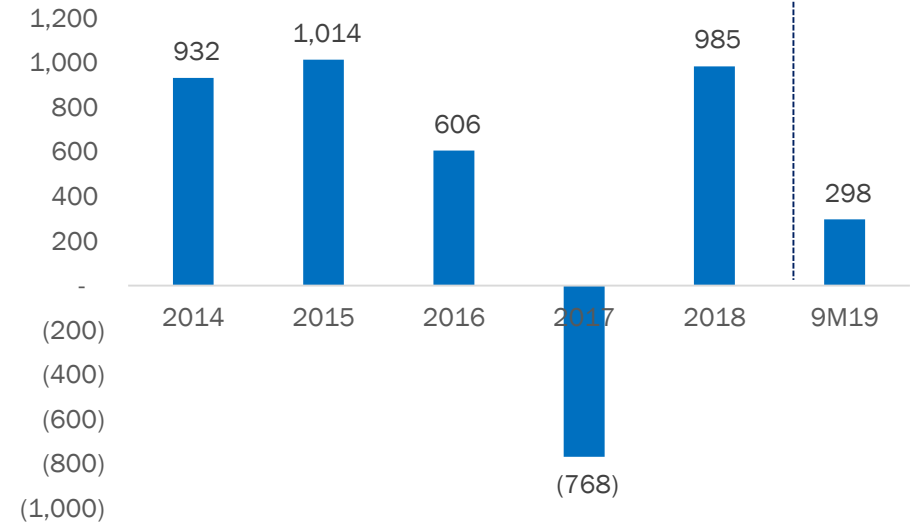
Marketing Sales (Rp Billion)	FY15	FY16	FY17	FY18	9M18	9M19	FY19 Guidance
<b>Lippo Cikarang</b>							
Residential	652	363	54	935	572	168	392
Commercial	53	-	54	1	(3)	21	35
Industrial	29	6	8	81	53	92	105
<b>Total Lippo Cikarang</b>	<b>734</b>	<b>369</b>	<b>116</b>	<b>1,017</b>	<b>623</b>	<b>281</b>	<b>532</b>
Orange County Residential	1,708	311	123	16	14	43	55
DS8 JV	250	69	71	-	-	309	300
<b>Total Sales</b>	<b>2,692</b>	<b>749</b>	<b>310</b>	<b>1,033</b>	<b>636</b>	<b>634</b>	<b>887</b>

# Lippo Cikarang summary income statement

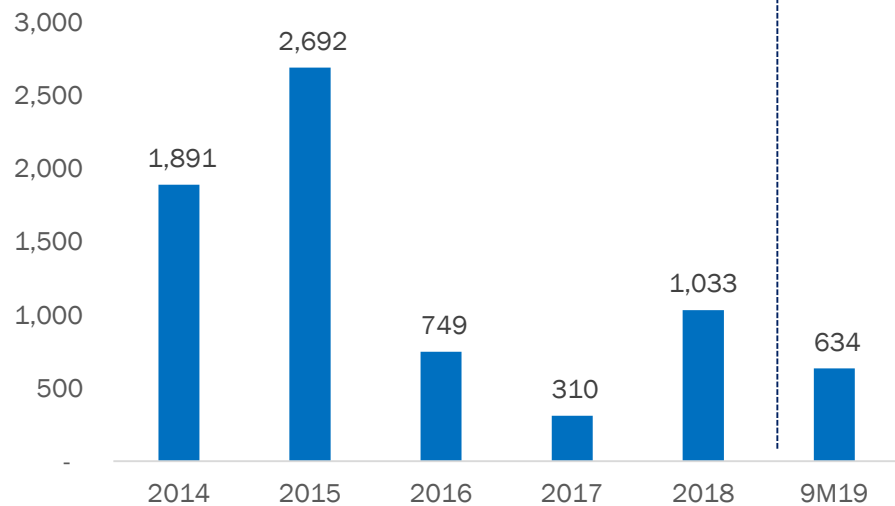
Revenue (Rp Bn)



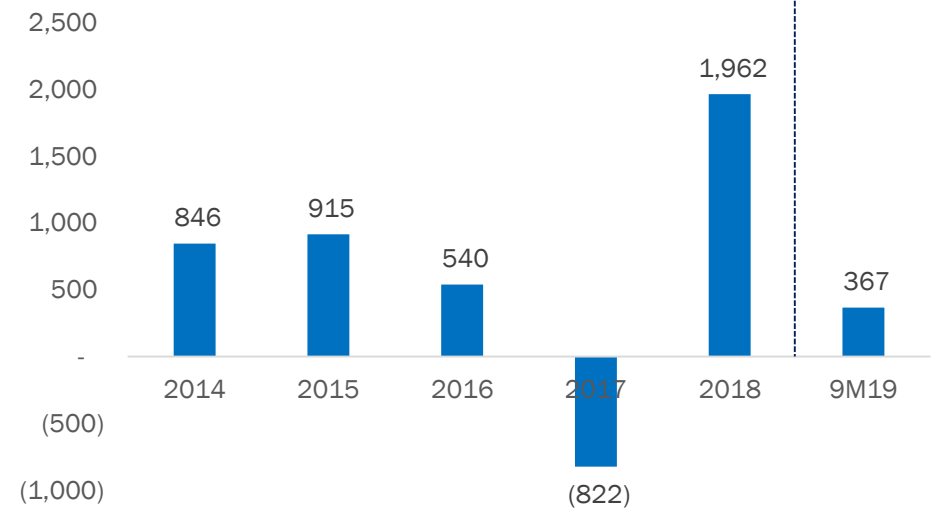
EBITDA (Rp Bn)



Marketing Sales (Rp Bn)



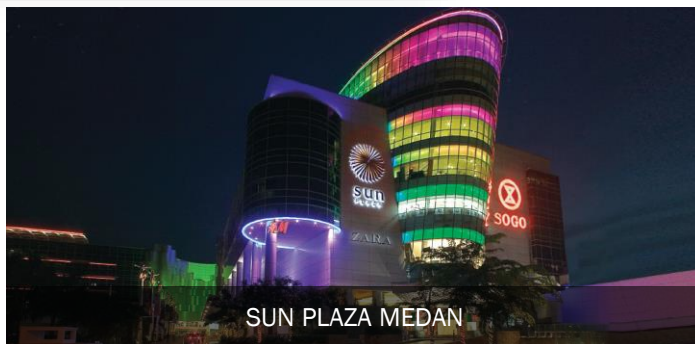
Net Profit (Rp Bn)



Dominant position in retail development & property management, through management of 51 malls throughout Indonesia

- 3.5 million sqm GFA
- As of September 30, 2019 : Overall average occupancy 88.5% and 92.2% in LMIRT properties

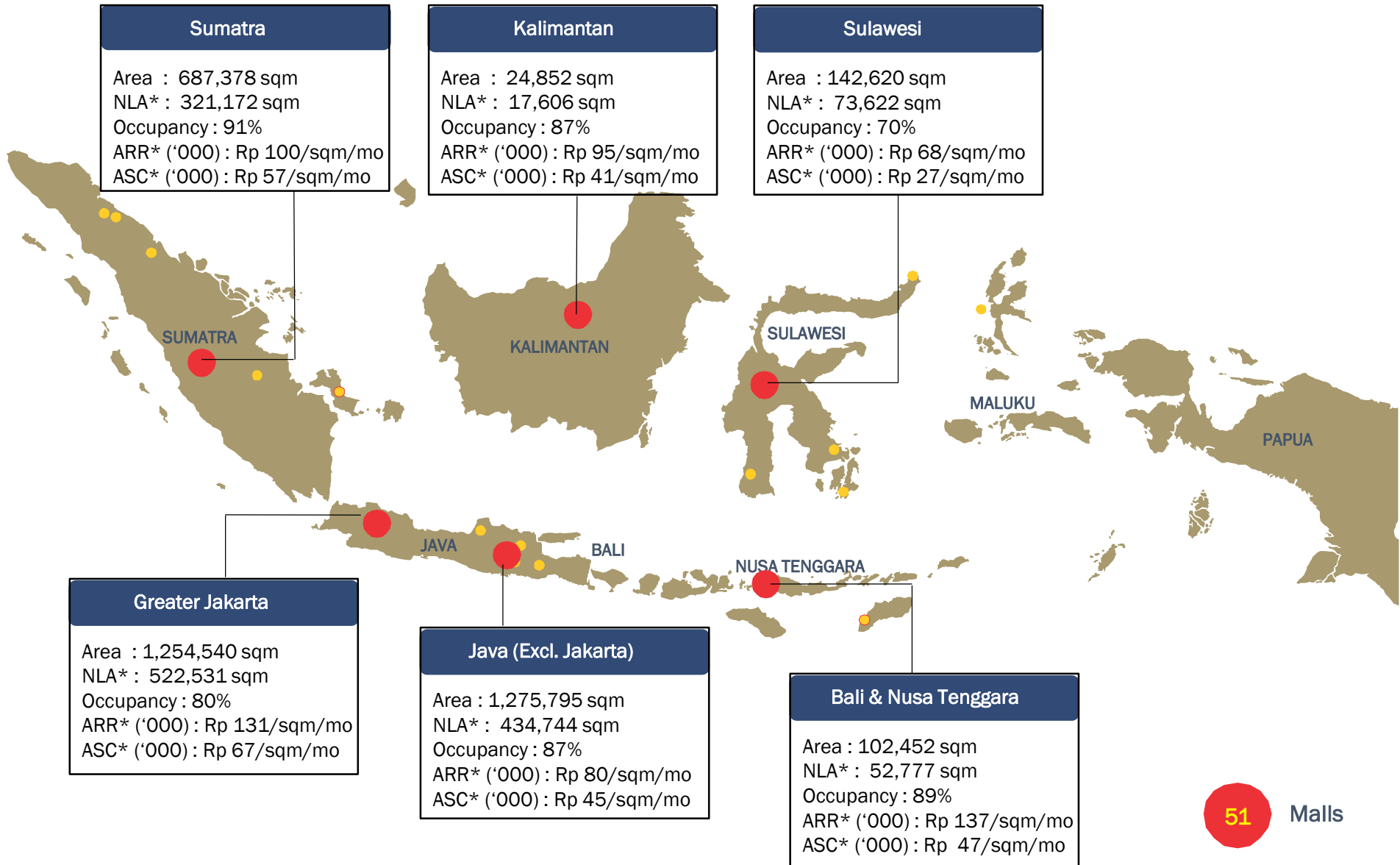
## MANAGED MALLS:



## PIPELINE MALLS:



# Lippo Malls- Existing Network across Indonesia



**51** Malls

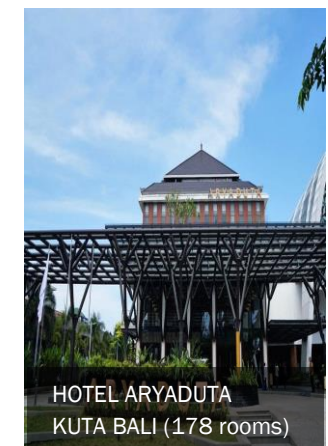
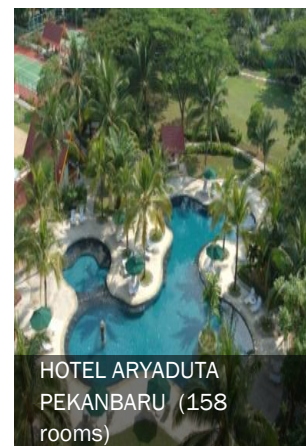
.Note: \* NLA = Net Leaseable Area  
 ARR = Average Rental Rate (Blended)  
 ASC = Average Service Charge (Blended)



# Aryaduta Hotels

	Aryaduta Hotel Jakarta	Aryaduta Hotel Pekanbaru	Imperial Aryaduta Hotel & Country Club, LK	Aryaduta Hotel Medan	Aryaduta Hotel Manado	Aryaduta Hotel Kuta Bali
Occupancy rate	68.3%	55.6%	78.3%	80.7%	78.1%	75.7%
Avg room rate (Rp '000/room/day)	557	351	605	517	417	851
Number of rooms	302	158	192	197	199	178
Hotel Owner	LPKR	LPKR	First REIT	LPKR	First REIT	LPKR

	Aryaduta Hotel Palembang	Aryaduta Suites Semanggi	Aryaduta Hotel Makassar	Aryaduta Hotel Bandung
Occupancy rate	78.1%	70.6%	53.7%	70.5%
Avg room rate (Rp '000/room/day)	490	702	486	564
Number of rooms	167	275	224	252
Hotel Owner	Third Party	Third Party	Third Party	Third Party





# Lippo Malls REIT – Manages 23 retail malls and 7 retail spaces



S\$ Millions	3Q19	3Q18	Y-0-Y	9M19	9M18	Y-0-Y
Gross Rental Income (GRI)	39.3	37.0	6.2%	115.7	118.7	-2.5%
Total Gross Revenue	69.2	64.8	6.8%	203.4	166.6	22.1%
Net Property Income (NPI)	44.1	39.5	11.8%	128.6	126.6	1.6%
Distributable Income to Unitholders	16.2	13.9	16.6%	49.8	49.7	0.1%
DPU (Cents)	0.56	0.49	14.3%	1.71	1.75	-2.3%

S\$ Millions	9M19	FY18
Non Current Assets <sup>1</sup>	1,926.1	1,851.0
Current Assets	173.5	115.1
Total Debt	729.2	680.0
Other Liabilities	208.1	206.9
Total Equity <sup>2</sup>	1,162.3	1,079.2
Gearing Ratio	34.7%	34.6%
Total Units in Issue (million)	2,864.9	2,859.9
Net Asset Value (per unit in cents) <sup>3</sup>	31.20	28.66

Notes:

- 1) Included in the Non Current Assets are the Investment properties of S\$1,905.3 million as at 30 September 2019 and S\$1,831.6 million as at 31 December 2018. The carrying values of the properties are stated based on the independent valuation as at 31 December 2018 and adjusted for property enhancement to date. The valuation and property enhancement figures are recorded in the financial statements in Indonesian Rupiah and translated into Singapore Dollar using the respective exchange rate as at the end of the respective period
- 2) Total equity is represented by Unitholder's funds of Unitholder's funds of S\$903.2 million and Perpetual Securities of S\$259.1 million as at 30 September 2019 and \$819.6 million and Perpetual Securities of \$259.6 million as at 31 December 2018.
- 3) Net Asset Value per unit is calculated as Unitholder's funds over the units issued at the end of the period.

# First REIT – LPKR decreases ownership to 8.9% in 3Q19

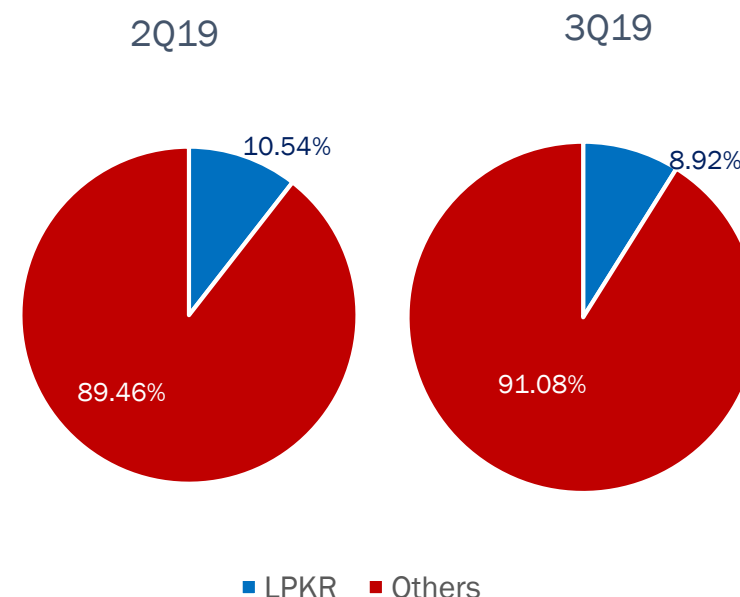
S\$ Millions	3Q19	3Q18	Y-0-Y	9M19	9M18	Y-0-Y
Rental and Other Income	28.8	29.2	-1.5%	86.4	86.9	-0.5%
Net Property Income	28.2	28.9	-2.5%	84.6	85.9	-1.5%
Distributable Income	17.2	16.9	1.3%	51.3	50.7	1.2%
DPU (cents)	2.15	2.15	-	6.45	6.45	-

S\$ Millions	9M19	FY18
<b>Assets</b>		
Non Current	1,374.1	1,373.8
Current	55.1	65.0
<b>Total</b>	<b>1,429.2</b>	<b>1,438.8</b>

<b>Liabilities</b>		
Non Current	518.9	418.9
Current	42.2	150.8
<b>Total</b>	<b>561.1</b>	<b>569.6</b>

Unitholders' Funds	808.0	808.3
NAV/Unit (in cents)	101.60	102.51
<b>Total Debt (in SGD mn)</b>		
	493.2	503.0
<b>Gearing Ratio</b>	<b>34.5%</b>	<b>35.0%</b>

## FIRT Ownership



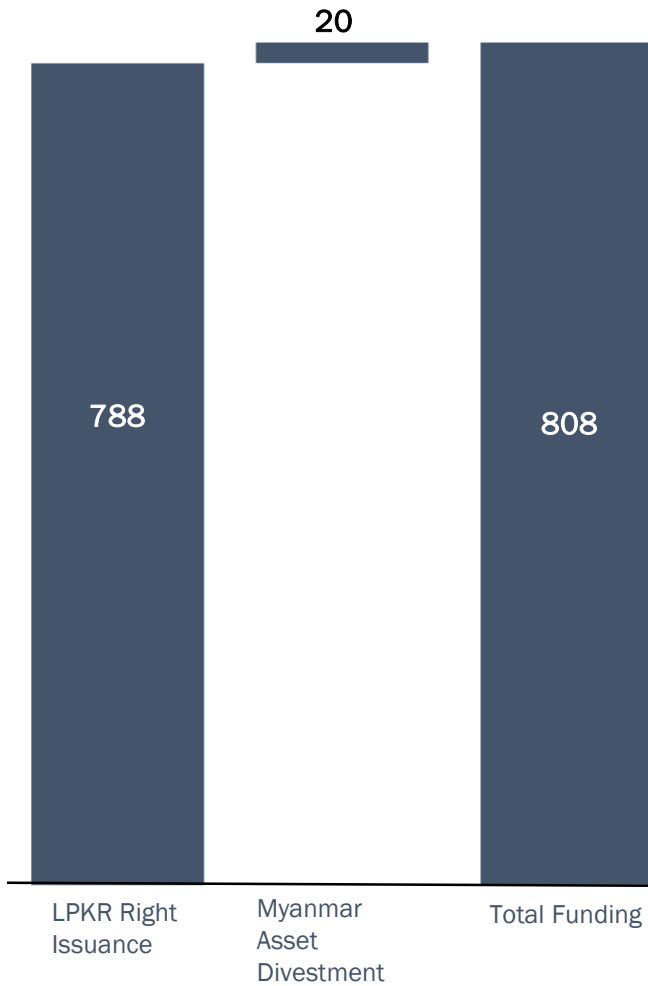
# TURNAROUND INITIATIVES



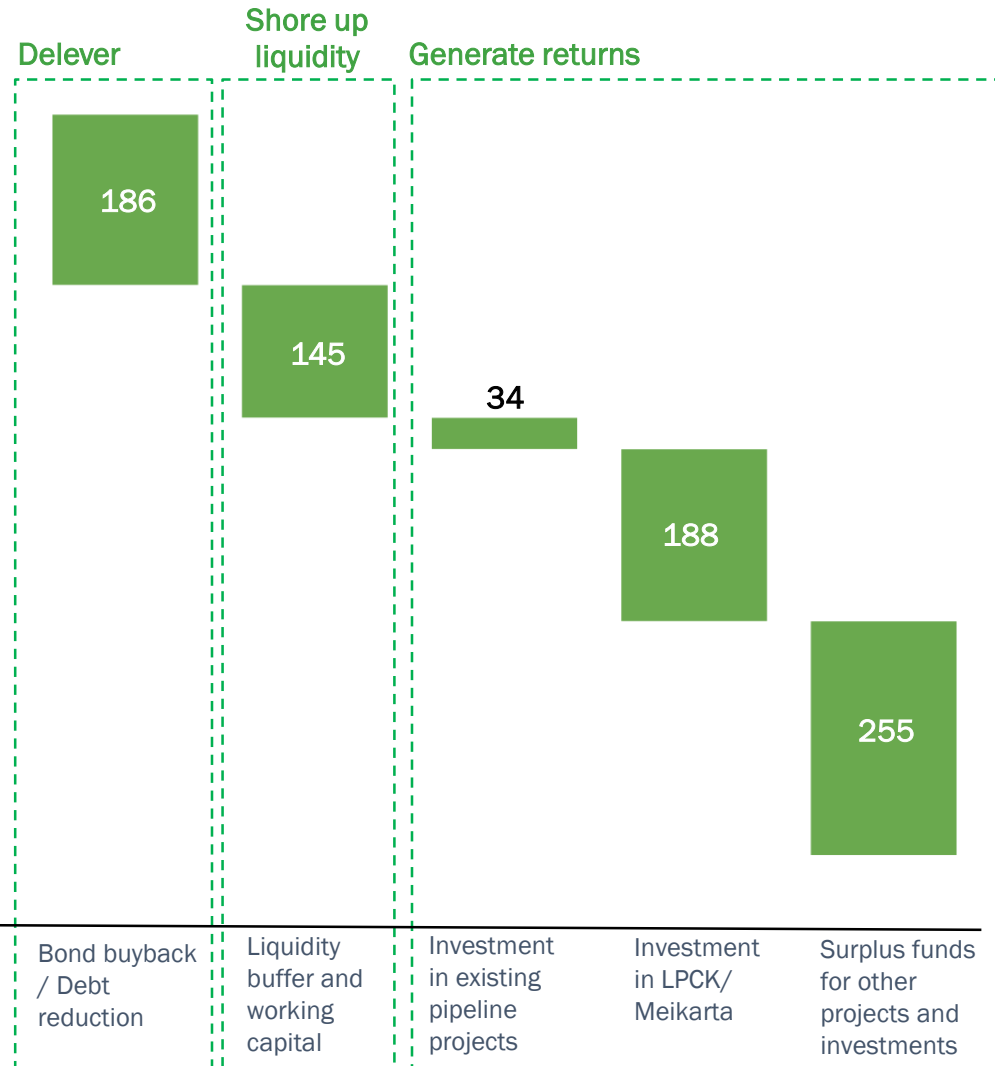
# Delever, improve liquidity and generate returns

## Comprehensive funding programme

(\$m)



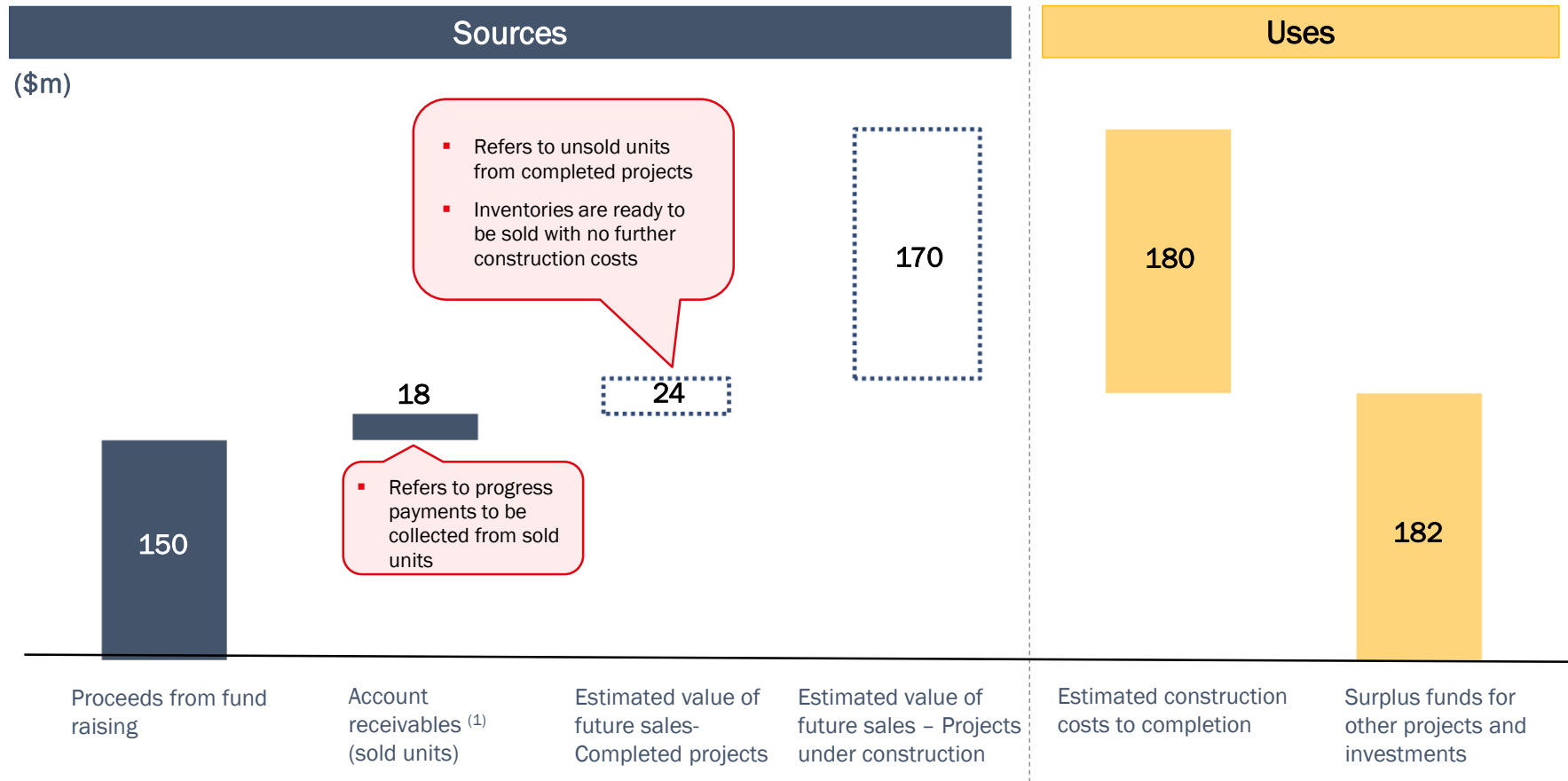
## Strategic initiatives to delever, improve liquidity and generate returns



Note: Assume exchange rate of US\$1 to IDR 14,174; all figures subject to FX movements.

# Commitment to deliver existing key projects

## Investment in existing key projects



**Cost to complete existing projects fully funded by (i) additional \$150 mn capital set aside for investment; (ii) accounts receivable to be received; and (iii) future sales**

Source: Company information.

Note: Assume exchange rate of US\$1 to IDR 14.174; all figures subject to FX movements.

(1) As at 30 Sep 2019.

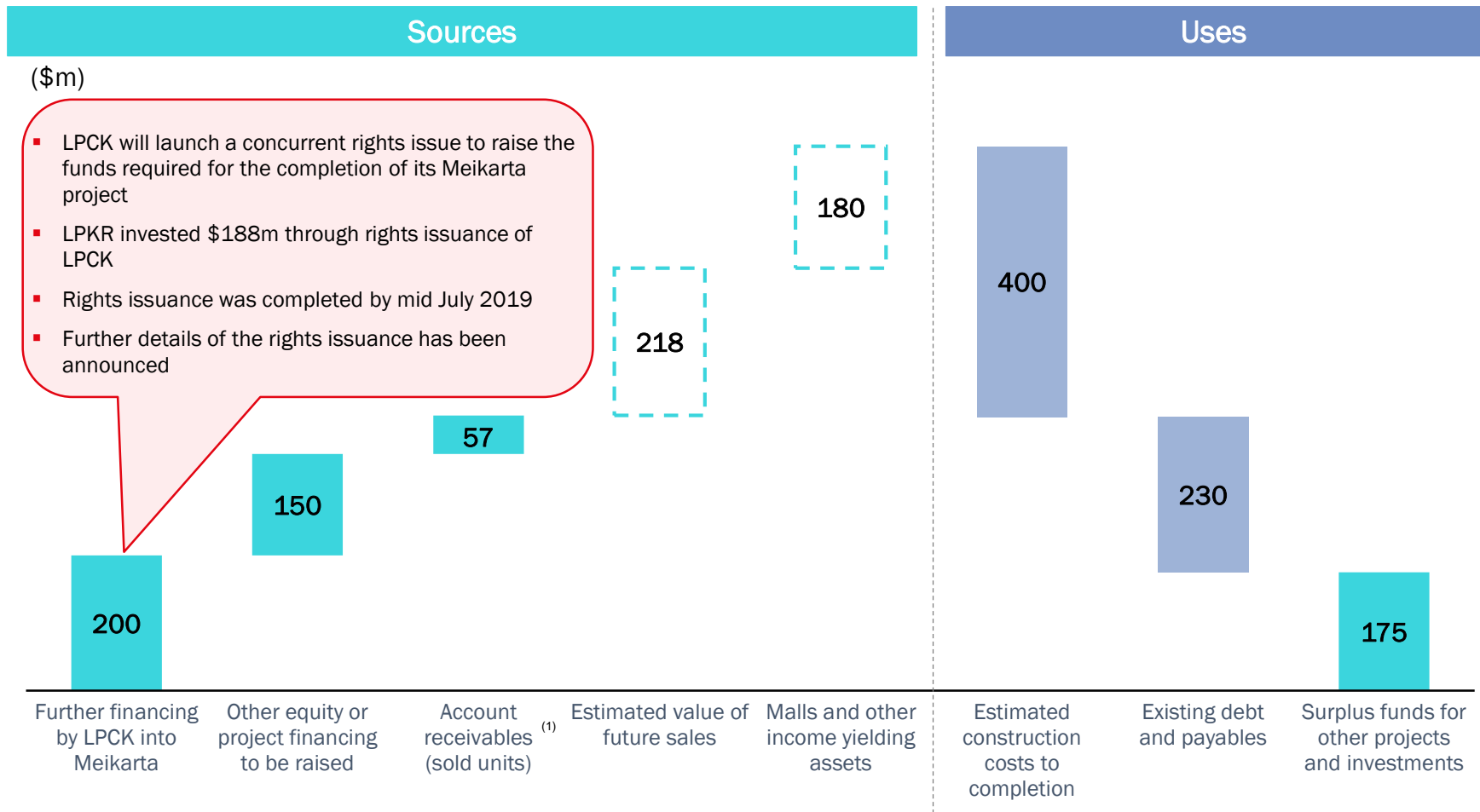


# MEIKARTA



# Meikarta: our next development initiative (cont'd)

## Investment in LPCK / Meikarta



### Fully funded business plan to complete current development projects in Meikarta Phase 1A

Source: Company information.  
 Note: Assume exchange rate of US\$1 to IDR 14,500; all figures subject to FX movements.  
 (1) As at 31 Dec 2018.

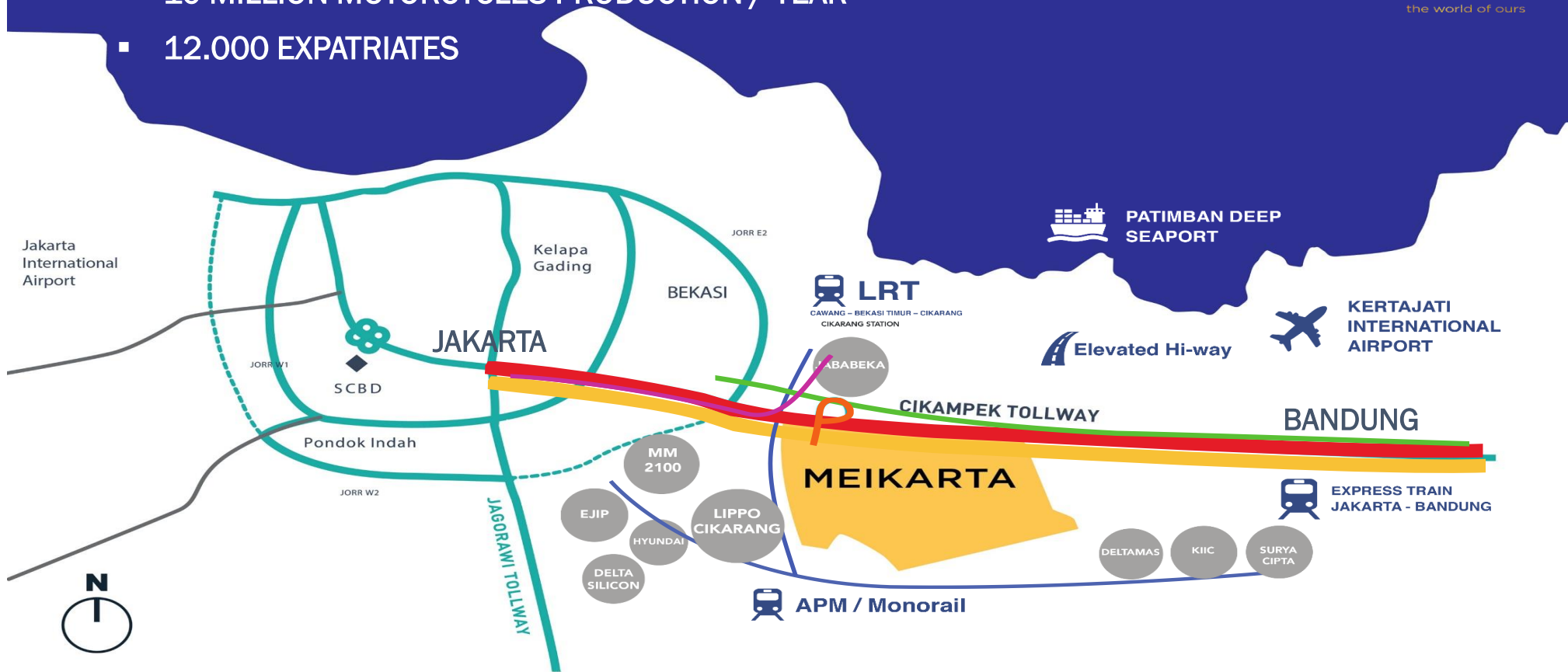


# Strategic region for growth – In between 2 of Indonesia’s largest cities (Jakarta & Bandung); West Java is Indonesia’s most populous province



## SURROUNDED BY FORTUNE 500 COMPANIES

- 4.000 MULTINATIONAL COMPANIES
- 1 MILLION CAR PRODUCTION / YEAR
- 10 MILLION MOTORCYCLES PRODUCTION / YEAR
- 12.000 EXPATRIATES



# New infrastructure underway increasing accessibility to Industrial Estates, Future driver of FDI

## KERTAJATI INTERNATIONAL AIRPORT



airport

Estimated cost: Rp 25.4 Tn.  
Estimated completion: Already Operational

## PATIMBAN DEEP SEAPORT



Estimated cost: Rp 40.0 Tn.  
Estimated completion: End of 2021 (Partial)

## ELEVATED TOLL ROAD (JAKARTA – CIKAMPEK)



Estimated cost: Rp 16.0 Tn,  
Estimated completion: Already Operational

## HIGH SPEED TRAIN (JAKARTA – BANDUNG)



Estimated cost: Rp 65.0 Tn.  
Estimated completion: 2022

## LIGHT RAIL (LRT CAWANG – BEKASI TIMUR)



Estimated cost: Rp 3.2 Tn.  
Estimated completion: 2021

## APM (MONORAIL) CONNECTING INDUSTRIAL ESTATES

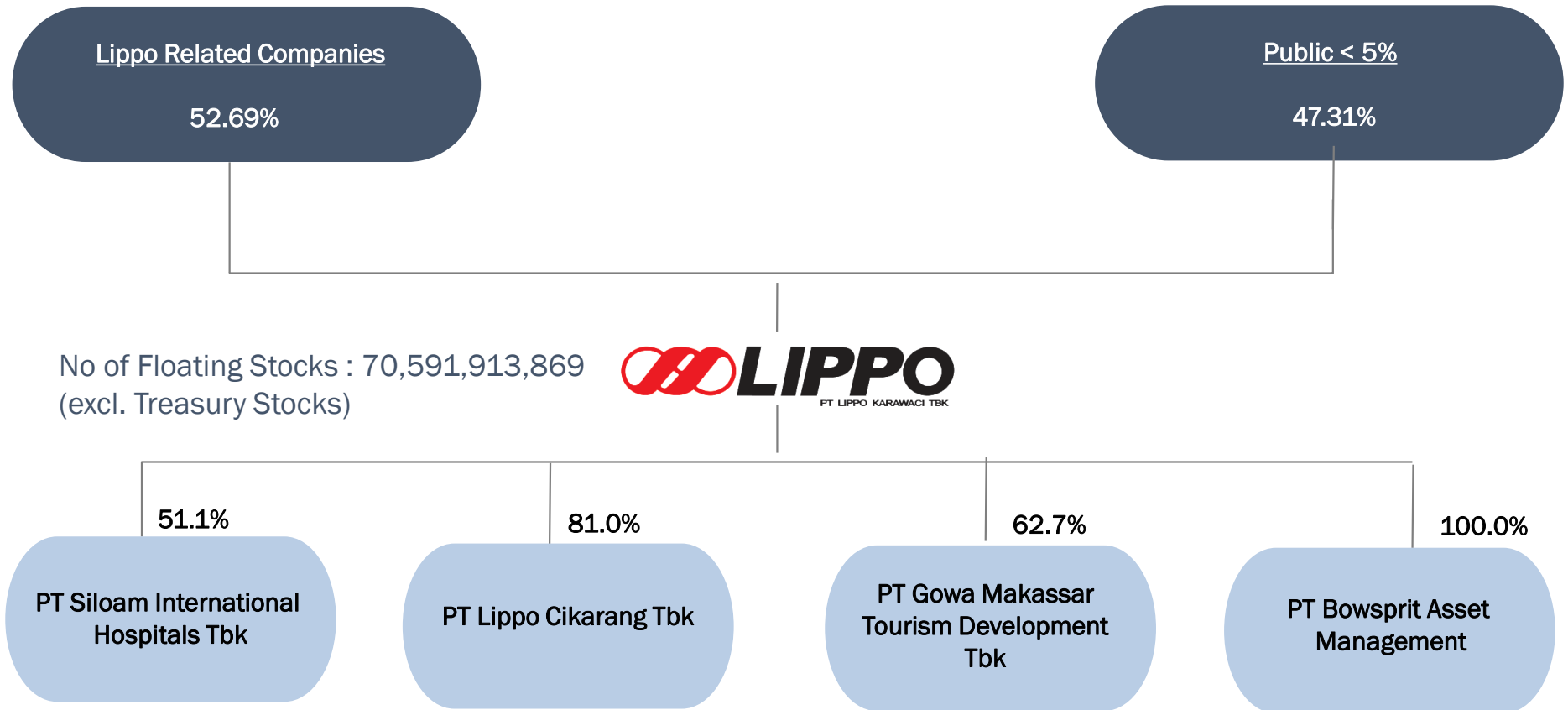


Estimated cost: Rp 21.0 Tn.  
Estimated completion: N/A

# CORPORATE DATA



# 3Q19 Shareholder Structure



# Notes Outstanding

**LIPPO**  
PT LIPPO KARAWACI TBK

Theta Capital Pte. Ltd

\$149.3m  
7.0% Senior Notes  
Reg S  
Due 2022

April 2014

**LIPPO**  
PT LIPPO KARAWACI TBK

Theta Capital Pte. Ltd

\$260m  
7.0% Senior Notes  
Reg S  
Due 2022

August 2016

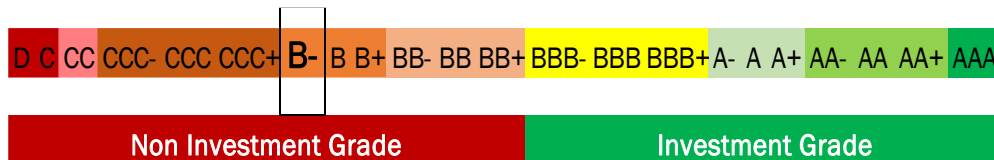
**LIPPO**  
PT LIPPO KARAWACI TBK

Theta Capital Pte. Ltd

\$417m  
6.75% Senior Notes  
Reg S  
Due 2026

October 2016

**STANDARD  
& POOR'S**



**MOODY'S**








**FitchRatings**








# Board of Commissioners and Directors team focused on corporate governance and driving the business

## Board of Commissioners

 <p><b>John A Prasetyo</b> Independent President Commissioner</p>	 <p><b>Dr. Stephen Riady</b> Commissioner</p>	 <p><b>George Raymond Zage III</b> Commissioner</p>	 <p><b>Kin Chan</b> Commissioner</p>	 <p><b>Anangga W. Roosdiono</b> Independent Commissioner</p>
<ul style="list-style-type: none"> <li>■ President Commissioner of the Indonesia Stock Exchange since 2017</li> <li>■ Other notable roles include Indonesian Ambassador to Republic of Korea, Asia Pacific CEO of Andersen Worldwide, Executive Chairman of EY Indonesia, Independent Commissioner of PT Global Mediacom Tbk</li> </ul>	<ul style="list-style-type: none"> <li>■ Executive Chairman of OUE Limited, Executive Director of Lippo Limited and Hong Kong Chinese Limited</li> <li>■ Strong record of public service including the role as an Advisor in the Hong Kong and Macao Office of the State Council</li> </ul>	<ul style="list-style-type: none"> <li>■ Founder and Chief Executive Officer of Tiga Investments</li> <li>■ Prior to the role, he served as Chief Executive Officer, Managing Director and Portfolio Manager at Farallon Capital Management</li> <li>■ Non-executive Director of Whitehaven Coal Limited</li> </ul>	<ul style="list-style-type: none"> <li>■ Founding shareholder and Chief Investment Officer of Argyle Street Management</li> <li>■ Previous roles as Executive Directors, Chief Executive and Managing Director of global financial institutions</li> </ul>	<ul style="list-style-type: none"> <li>■ Founder and Senior Partner of Roosdiono &amp; Partners. Prior to the role, he served as Senior Legal Advisor at PT Mobil Oil Indonesia and Partner at Makarim &amp; Taira</li> <li>■ Vice Chairman of the Indonesian Arbitration Board and member of the ASEAN Business Advisory Council</li> </ul>

## Board of Directors

 <p><b>Ketut Budi Wijaya</b> President Director</p>	 <p><b>John Riady</b> Director / Chief Executive Officer</p>	 <p><b>Surya Tatang</b> Director / Chief Financial Officer</p>	 <p><b>Marshall Martinus</b> Director</p>	 <p><b>Alwi Rubidium Sjaaf</b> Director</p>
<ul style="list-style-type: none"> <li>■ Appointed President Director in 2010 after previous appointment as Director in 2006. He concurrently serves as Independent Commissioner of PT Multipolar Tbk</li> <li>■ Formerly Director of PT Matahari Putra Prima Tbk and PT Multipolar Corporation Tbk</li> </ul>	<ul style="list-style-type: none"> <li>■ Director of PT Lippo Karawaci Tbk and various executive positions at Lippo Group companies</li> <li>■ Holds degrees in Political Philosophy and Economics from Georgetown University; an MBA from the Wharton School of Business, and a Juris Doctor from the Columbia University Law School</li> </ul>	<ul style="list-style-type: none"> <li>■ Previously Chief Financial Officer and Independent Director of PT Link Net Tbk, and Corporate Finance at PT Star Pacific Tbk</li> <li>■ Independent Commissioner of Matahari Department Store</li> <li>■ Formerly the Head of Research at Sucorinvest Central Gani</li> </ul>	<ul style="list-style-type: none"> <li>■ Prior to his appointment in 2018, he served as Executive Director of Lippo Malls Indonesia since 2013</li> <li>■ Formerly Mall Director at Ekalokasari Plaza Mall, Lease Management Head and Deputy Director of Property Management at PT Lippo Malls</li> </ul>	<ul style="list-style-type: none"> <li>■ More than 30 years' experience in architectural and interior design projects</li> <li>■ Prior to his appointment, he worked in research &amp; development for Triade &amp; Allesi Furniture and a contributor to several architecture magazines</li> </ul>



# APPENDIX

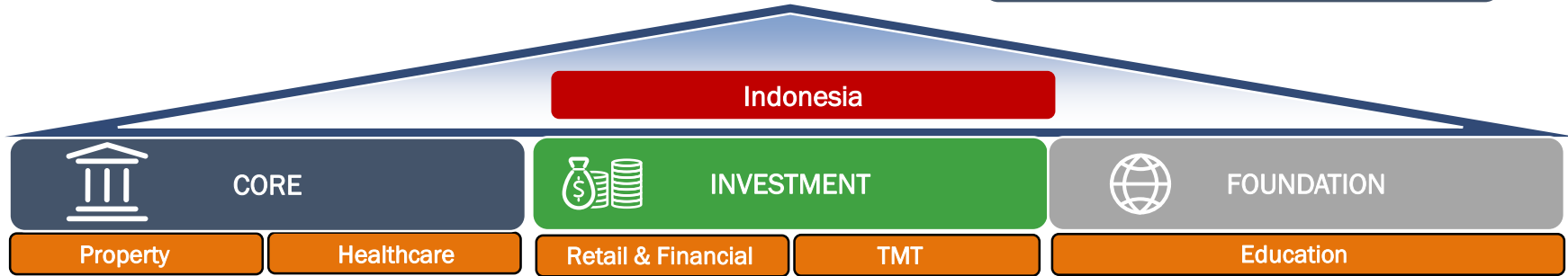




# The Lippo Group operates across multiple industries



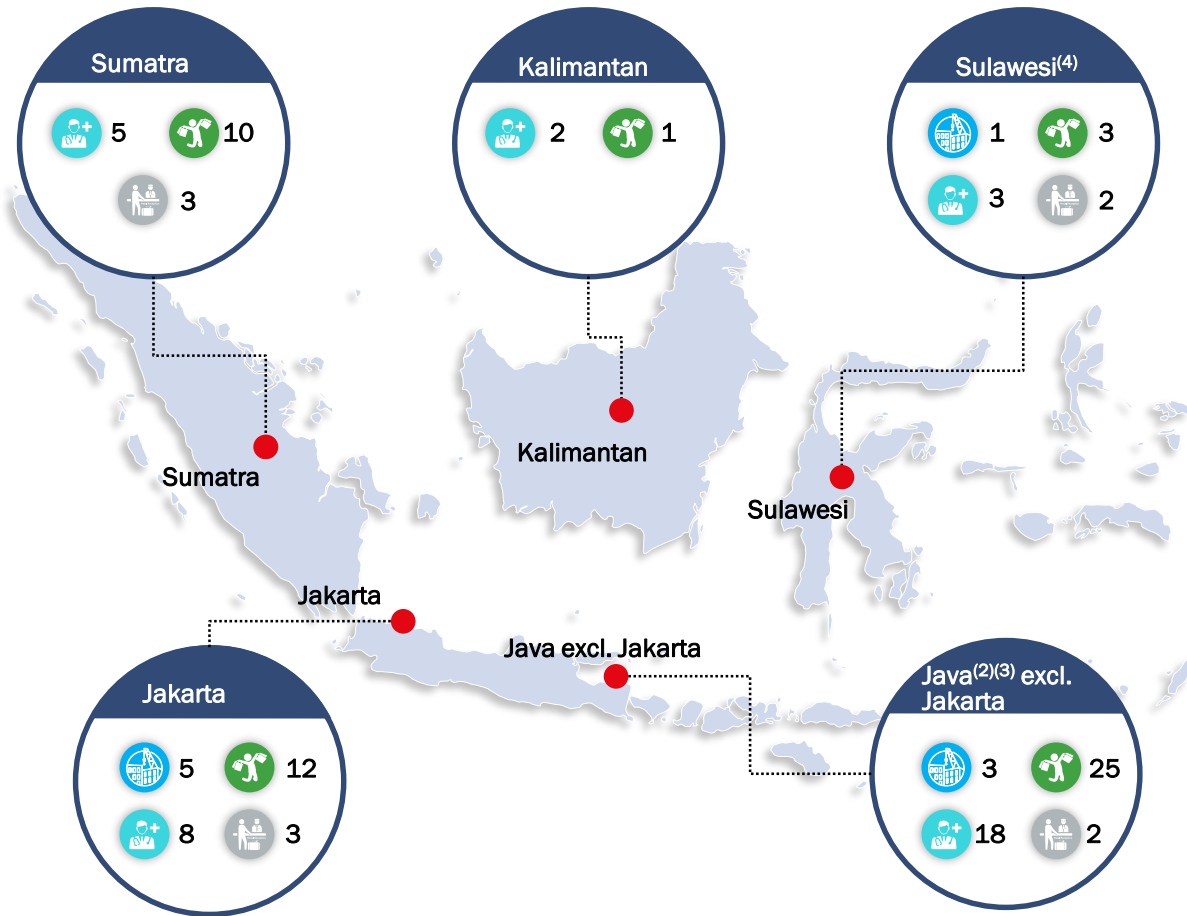
Regional Presence in China, Hong Kong, Japan, Singapore, Korea, and Macau



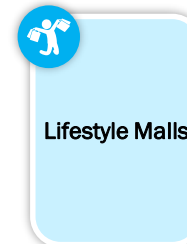
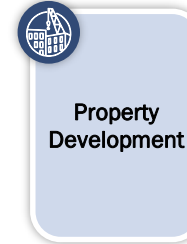
- LIPPO
- LIPPO CIKARANG
- TANJUNG BUNGA THE PRIDE OF MAKASSAR
- FIRST REIT ASIA'S PREMIER HEALTHCARE TRUST
- LMIR TRUST LIPPO MALLS INDONESIA RETAIL TRUST
- LIPPO MALLS
- HOTEL ARYADUTA



# Nationwide presence across Indonesia creates network effect

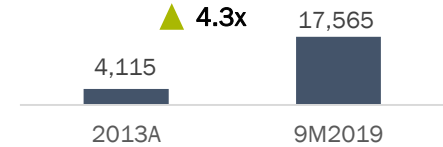


## Business segment

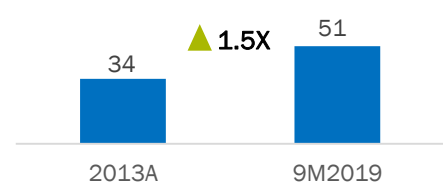


## Growth metrics

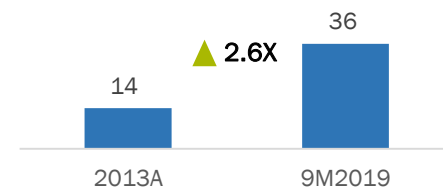
Cummulative Marketing Sales (Rp Bn)<sup>(1)</sup>



# of malls under management



Network of hospitals



“On-the-ground” intel provides first-hand knowledge on trends



Indonesia's “go-to” landlord for international and established local brands



Largest hospital network across Indonesia

Notes:

- (1) Cumulative (starting in 2013A) marketing sales on a consolidated basis including asset sold
- (2) Also includes Bali and Nusa Tenggara in this illustration.
- (3) Included Orange County and Meikarta via LPCK.
- (4) Included Tanjung Bunga via GMTD.



Property Development



Lifestyle Malls



Healthcare



Hotels

# refers to number of projects / assets under LPKR

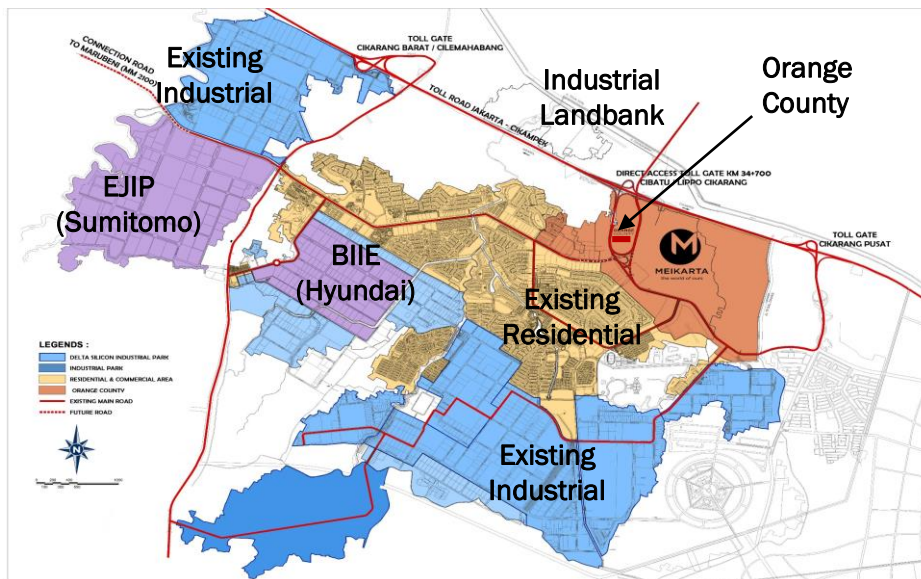
# Residential & Urban development

## Lippo Village – in Karawaci, West of Jakarta



Dev. Rights	3,223 ha	Jobs	48,734
Acq. Land	1,415 ha		
Landbank	385 ha		
Houses	10,593	Roads Built	113,5 km
Condos	5,686		
Shophouses	1,193		
Population	59,519	Trees planted	58,199

## Lippo Cikarang– East of Jakarta



Dev. Rights	3,250 ha	Workers	561,328
Acq. Land	2,805 ha		
Landbank	408 ha	Factories	1,316
Houses	17,192		
Condos	3,980		
Shophouses	1,216	Roads Built	286 km
Population	55,128		

# Residential & Urban development

## Tanjung Bunga – Makassar, South Sulawesi



<b>Dev. Rights</b>	1,500 ha	<b>Jobs</b>	14,517
<b>Acq. Land</b>	651 ha		
<b>Landbank</b>	278 ha	<b>Roads Built</b>	26,7 km
<b>Houses</b>	7,006		
<b>Shophouses</b>	199		
<b>Population</b>	20,880	<b>Trees planted</b>	13,199

## San Diego Hills Memorial Park & Funeral Homes



<b>Master Plan</b>	500 ha
<b>Acq. Land</b>	125 ha
<b>Landbank</b>	89 ha



## Old PSAK 23/34/44 Revenue

- Separate models for: Construction Contracts, Real estate developments, Goods and Services
- Focus on risk & reward

## Old PSAK 30 Leases

- Dual lease model
- Off-balance sheet treatment

## New PSAK 72 Revenue

- Single model for performance obligations
- Focus on Control

## New PSAK 73 Leases

- Single lease model
- All leases on balance sheet

## PSAK 72

The new standard require recognition of Revenue based on when **control** is transfer to the customer.

Therefore, *for certain contracts where the Group does not have enforceable right to payment*, revenue is recognized only when the completed residential project is delivered to the customers and the customers have accepted it in accordance with the sales contract.

Thus, **some of the project that has been recognized as Revenue in the financial statements is being reversed.**

## PSAK 73

No impact on actual cash flow. Significant impact on reporting of financial statements:

- All leases (operating and finance lease) will be recognized:
  - Right-of-use (ROU) assets
  - Lease liability
- Any deferred gain on sale and leaseback will be allocated against ROU assets on adoption
- Lease expense is replaced by:
  - Depreciation of ROU Assets
  - Interest expense on lease liability
- For sub-lease arrangement, the lessor must recognizes any difference between the ROU asset and the net investment in the sublease in profit or loss

# Regulations becoming more conducive to growth

Property Type	Old Regulation			New Regulation	
	I	II	III & above	I	II & above
<b>Landed Property</b>					
> 70 sqm	85%	80%	75%	-	80%
22-70 sqm	-	85%	80%	-	85%
<= 21 sqm	-	-	-	-	-
<b>Apartment</b>					
> 70 sqm	85%	80%	75%	-	80%
22-70 sqm	90%	85%	80%	-	85%
<= 21 sqm	-	85%	80%	-	85%
<b>Shop House</b>	-	85%	80%	-	85%

In 2019 the regulators have:

- ❖ Increased the transaction price the for super luxury tax to be implemented from Rp 10 billion to Rp 30 billion
- ❖ Lowered the VAT tax (PPH 22) to 1% from 5%, and 0% for victims of a natural disaster

## Mortgage Disbursement:

Old Regulation		New Regulation	
Disbursement	Terms	Disbursement	Terms
<b><u>Landed Properties</u></b>		<b><u>Landed Properties</u></b>	
Up tp 40% from total credit	Complete Foundation	Up tp 30% from total credit	Following signing of credit agreement
Up tp 80% from total credit	Topping Off	Up tp 50% from total credit	Complete Foundation
Up tp 90% from total credit	Hand Over	Up tp 90% from total credit	Hand Over
Up tp 100% from total credit	Completion of SPA	Up tp 100% from total credit	Completion of SPA
<b><u>Apartments</u></b>		<b><u>Apartments</u></b>	
Up tp 40% from total credit	Complete Foundation	Up tp 30% from total credit	Following signing of credit agreement
Up tp 70% from total credit	Topping Off	Up tp 50% from total credit	Complete Foundation
Up tp 90% from total credit	Hand Over	Up tp 90% from total credit	Hand Over
Up tp 100% from total credit	Completion of SPA	Up tp 100% from total credit	Completion of SPA



# Foreign ownership remains a challenge

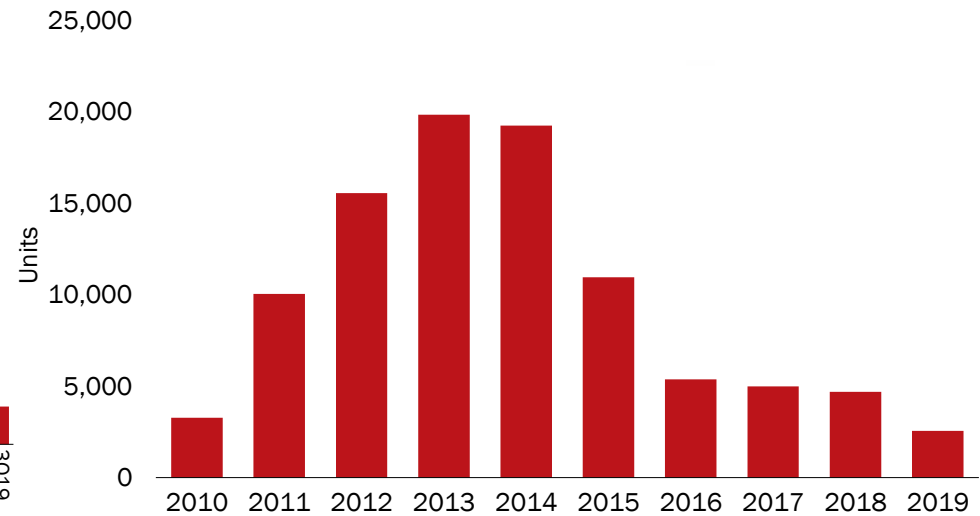
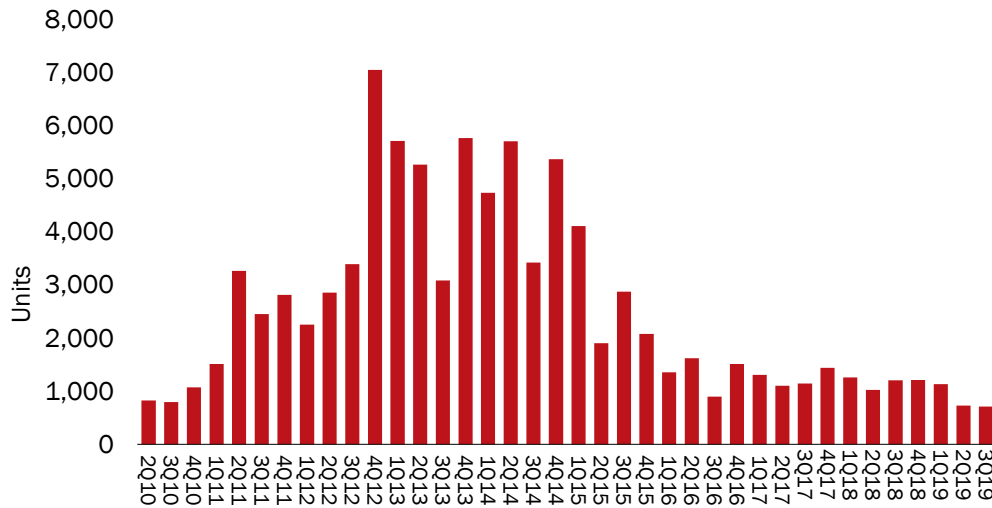
## LAND TITLES AVAILABLE :

1. Freehold : may be held by Indonesian citizens only (not even by fully Indonesian- owned companies).
2. Right to Build (renewable leasehold) : may be held by Indonesian citizens and any company established in Indonesia for an initial 30 years.
3. Right to Use (renewable leasehold) : may be held by Indonesian citizens, any company and foreigner residence in Indonesia for an initial 30 years, extendable for another 20 years and renewable for another 30 years

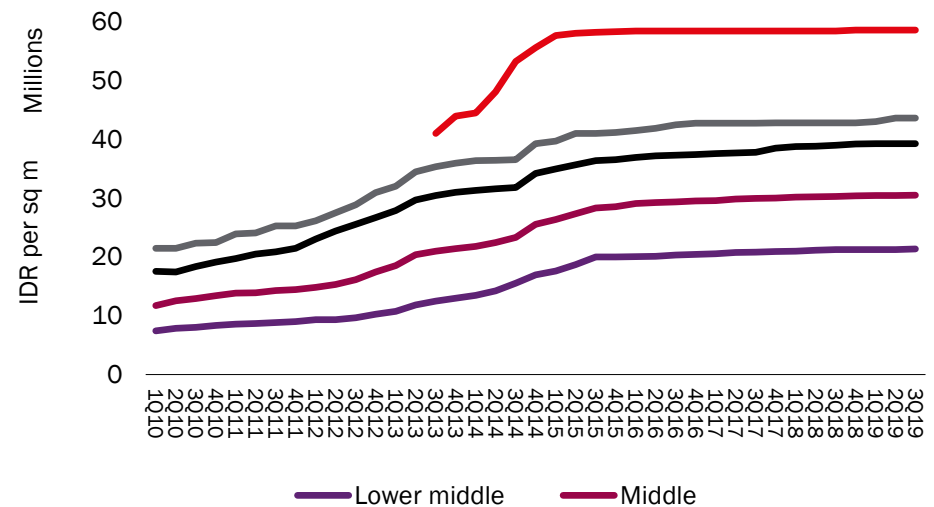
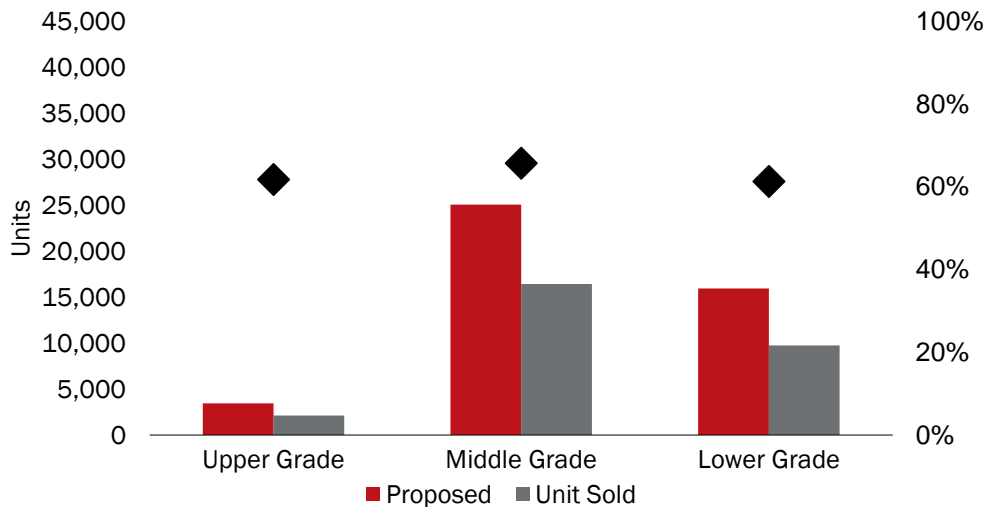
## OPTIONS FOR FOREIGN OWNERSHIP :

1. Foreign residence in Indonesia can purchase property in own name under *Right to Use* title under Government Regulation no 103/2015 dated on 22 December 2015 and further reinforced by The Ministry of Agricultural and Spatial Planning /National Land Agency Regulation no 29/2016 dated on 19 Sept 2016 for certain minimum property value, which in Jakarta Province, a minimum Rp 10 bn for landed house and Rp 3 bn for condominium and subsequently much lower value for other areas.
2. Establish a company with approval for full or part foreign ownership (PMA company) to own the property.
3. Through Indonesian nominees, establish a locally owned company.
4. Use an Indonesian professional third party corporate nominee.
5. Private unregistered lease.
6. Establish a person to person arrangement with an Indonesian private individual who will personally own the property.

## Quarterly & Annual Condominium Sales

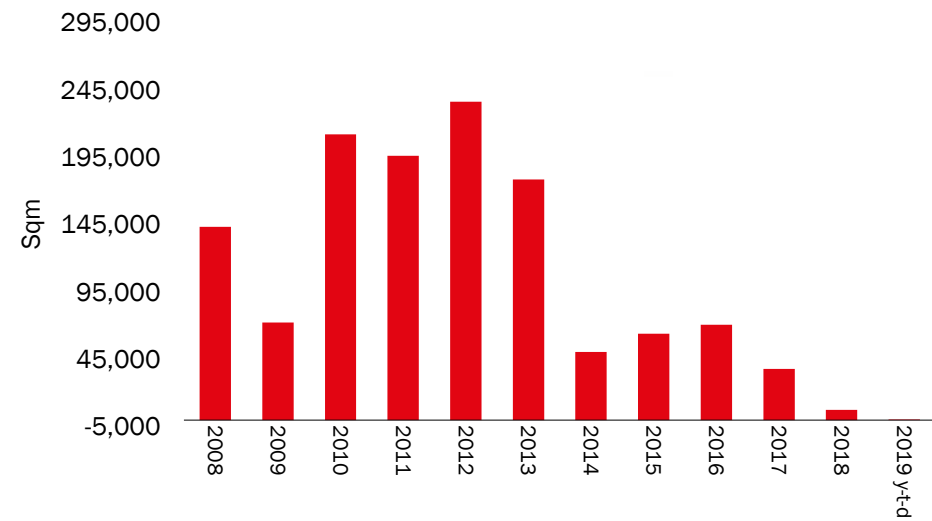
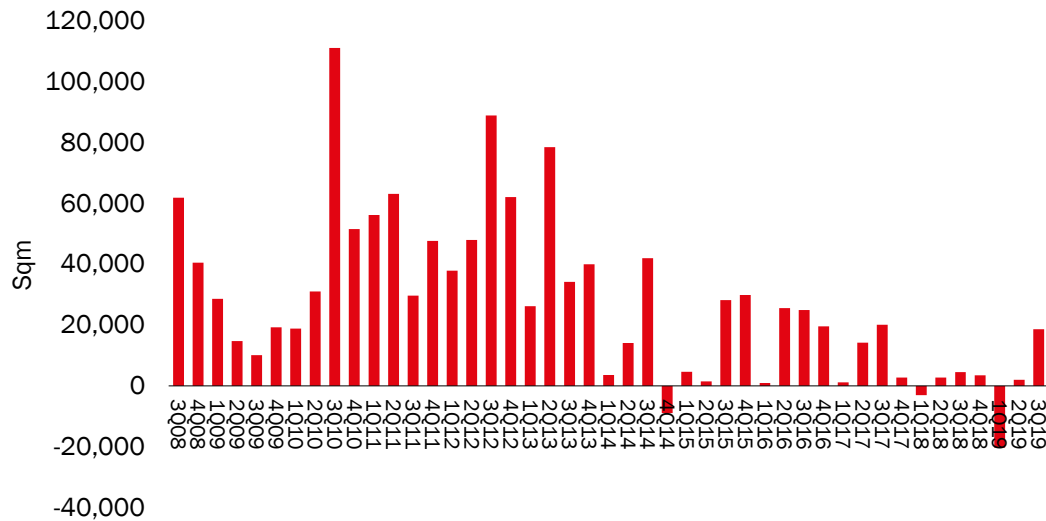


## New Launches by Segment & Prices Per Square Meter

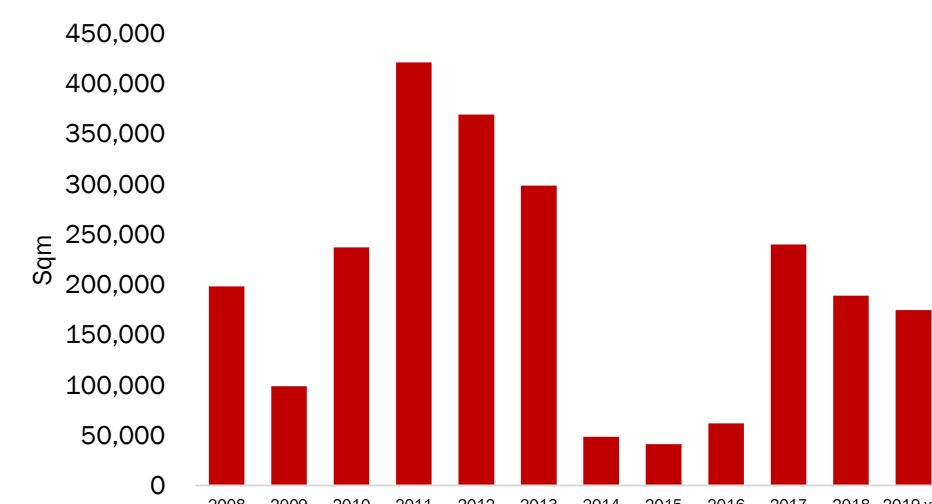
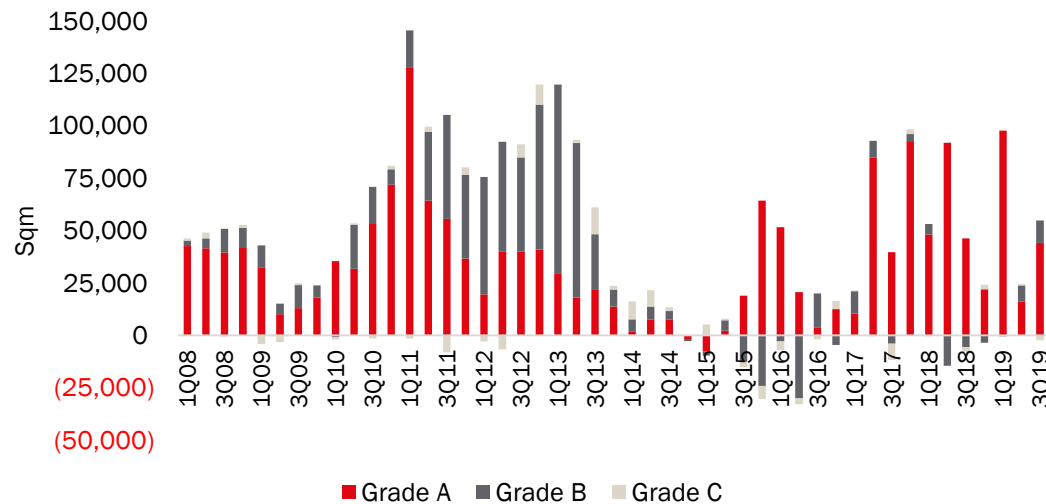


# Overview of Jakarta's shopping mall & CBD office market

## Quarterly and Annual Shopping Mall Net Absorption



## Quarterly and Annual CBD Office Net Absorption



Source : 3Q19 Jones Lang LaSalle Research

# Indonesia – An Underpenetrated Healthcare Market



**53,000**

Doctors in Indonesia<sup>(1)</sup>

**2.0**

Doctors to 10,000 population in Indonesia<sup>(1)</sup>

**12.5**

Doctors to 10,000 population in China, Vietnam, India and Malaysia <sup>(1)</sup>

**264,000,000**  
**The Population of Indonesia**

**238,000**

Total number of Hospital Beds in Indonesia<sup>(1)</sup>

**9.0**

Beds to 10,000 population in Indonesia<sup>(1)</sup>

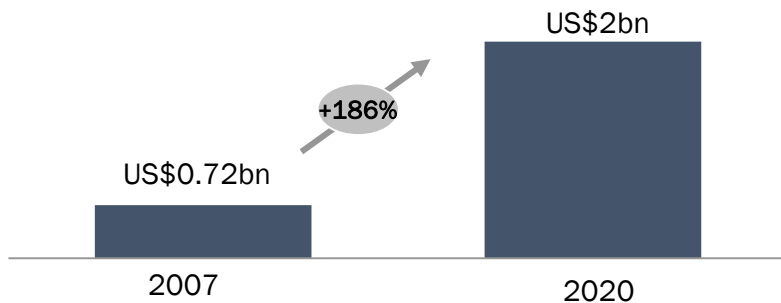
**21.0**

Average beds to 10,000 population in China, Vietnam, India and Malaysia <sup>(1)</sup>

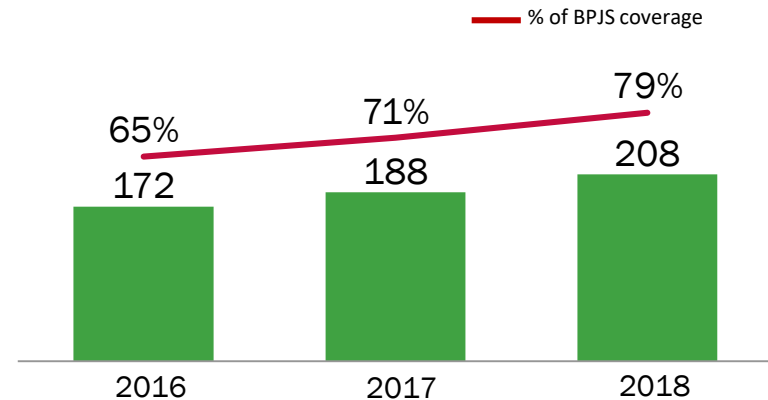
Despite growth in healthcare in recent years, the number of doctors and hospital beds per population in Indonesia is still significantly below regional peers.

# Continual growth in private insurance and government healthcare spend

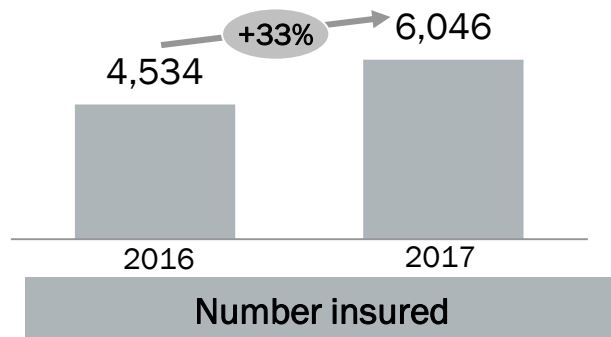
Annual value of private medical insurance continue to increase<sup>(1)</sup>.



BPJS Participation (million people)<sup>(3)</sup>



The number of insured people by private medical insurance providers experienced a 33% growth<sup>(2)</sup>



CAGR for Indonesian Government Healthcare Budget Spending between 2015-2019 is 15.4%<sup>(4)</sup>

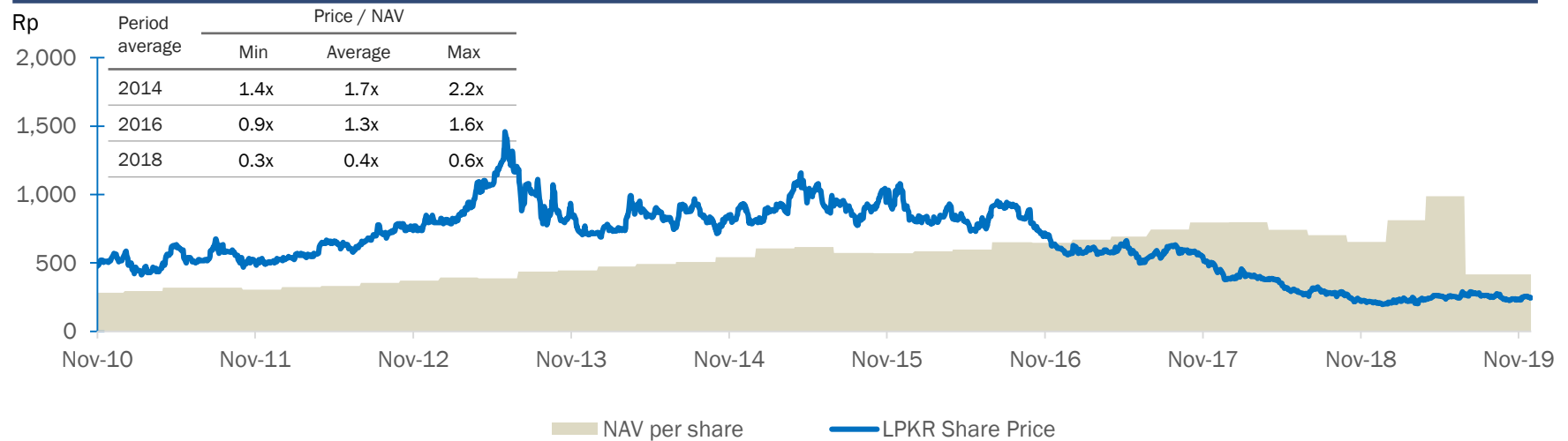


The increasing demand for healthcare services in Indonesia creates substantial opportunities for private healthcare providers.

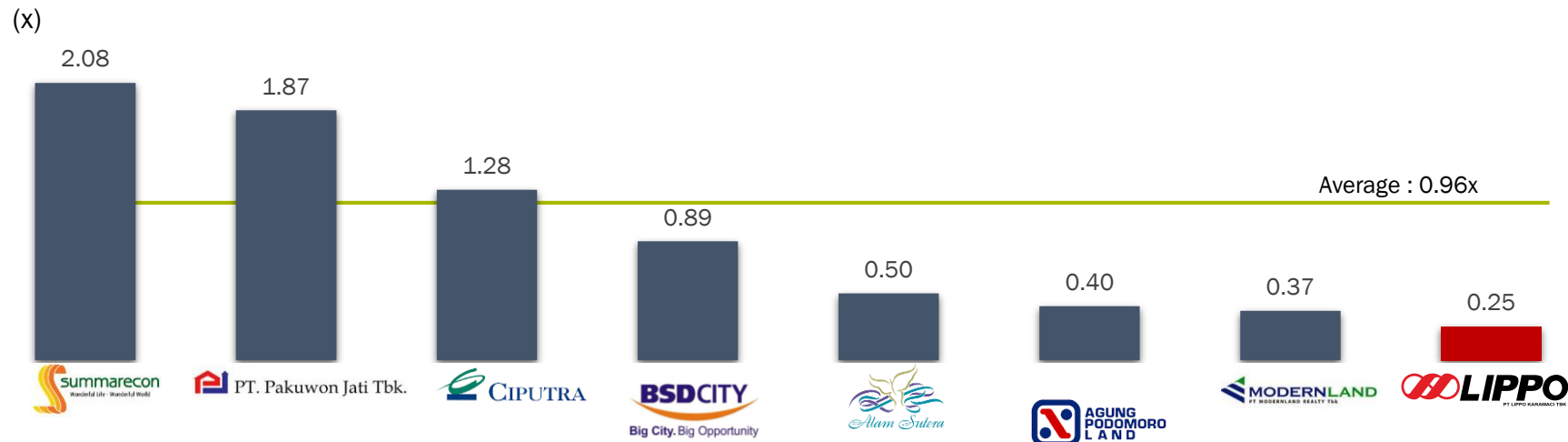
Source: (1) McKinsey Report, (2) OJK Insurance Statistics 2017, (3) BPJS Kesehatan, (4) Ministry of Finance

# LPKR's trading performance

## LPKR historical Price / NAV per share post global financial crisis



## Price to Book as of 31 October 2019<sup>(1)</sup>



Source: Market data extracted from Bloomberg and FactSet as of 31 October 2019.

Note:

(1) Peers average determined based on the simple average P/BV ratio of Summarecon, Pakuwon, Ciputra, Bumi Serpong, Alam Sutera, Agung Podomoro and Modernland









## Investor Relations

Bret Ginesky

Head of Investor Relations



: [bret.ginesky@lippokarawaci.co.id](mailto:bret.ginesky@lippokarawaci.co.id)



: +62 21 25669078



: [www.lippokarawaci.co.id](http://www.lippokarawaci.co.id)