



**PT. SUMMARECON AGUNG TBK (IDX: SMRA)**

*Investor Presentation – May 2021*



# Agenda

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## Section

- |   |   |
|---|---|
| 1 | Company overview  |
| 2 | Key investment highlights   |
| 3 | Property development / investment property / leisure & hospitality overview |
| 4 | Financial highlights  |
| 5 | Future growth strategy  |

## Section 1

# Company overview

# Business overview



## Property Development

- ✓ Sales revenue from developed property
- ✓ Marketing sales 2020: IDR3,670bn
- ✓ Marketing sales YTD March 2021: IDR1,647bn
- ✓ 7(seven) development areas of approx. 2,000ha
- ✓ Total landbank approx. 2,200ha
- ✓ Launched Summarecon Bogor in October 2020
- ✓ Revenue 2020: IDR3,670bn (73.0%)
- ✓ Revenue 2019: IDR3,620bn (60.9%)



## Investment Properties

- ✓ Recurring revenues from rental and service charge fee
- ✓ 3 landmark Summarecon malls in Jakarta and Greater Jakarta areas: Kelapa Gading, Serpong, Bekasi aggregate GFA of 300,000+ sqm
- ✓ Others include: Samasta Lifestyle Village, Menara Satu Office, Kensington Office, Scientia Business Park, Summerville Apartment
- ✓ Revenue 2020: IDR894bn (17.8%)
- ✓ Revenue 2019: IDR1,599bn (26.9%)



## Leisure, Hospitality and Others

- ✓ Supplemental facilities with recurring revenues
- ✓ Haris Hotel & POP! Hotel Kelapa Gading, Haris Hotel Bekasi, Movenpick Resort & Spa Bali
- ✓ Others include: Klub Kelapa Gading, The Springs Club, Pradita University, Sekolah Islam Al-Azhar
- ✓ Revenue 2020: IDR466bn (9.3%)
- ✓ Revenue 2019: IDR726bn (12.2%)



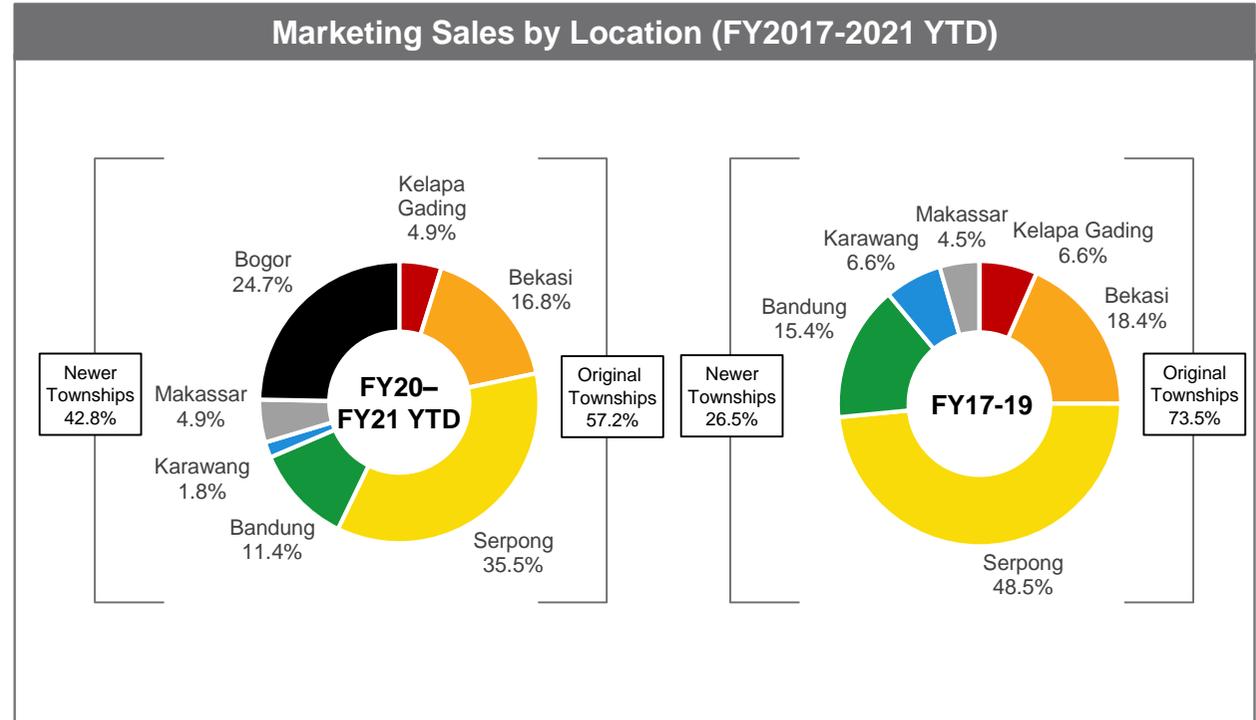
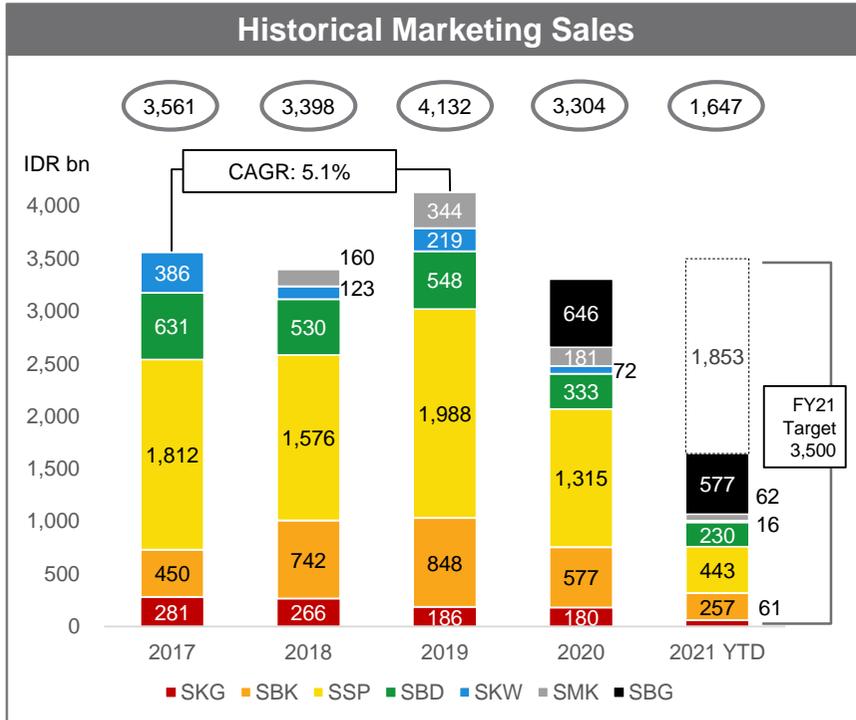
# Portfolio snapshot

Location	Starting Year	Area (ha)	Developed (ha)	Land Bank (ha)	Property Developed and Sold	Investment Property, Leisure & Hospitality
Kelapa Gading	1976	550	542	8	<ul style="list-style-type: none"> <li>30,000+ residential houses</li> <li>2,120+ shoplots</li> <li>2,850+ apartment units</li> </ul>	<ul style="list-style-type: none"> <li>Mal Kelapa Gading 1 - 5</li> <li>Gading Food City</li> <li>Harris Hotel Kelapa Gading</li> <li>POP! Hotel Kelapa Gading</li> <li>Menara Satu</li> <li>Kensington Office</li> </ul>
Serpong	1993	800	320	480	<ul style="list-style-type: none"> <li>11,800+ residential houses</li> <li>2,000+ shoplots</li> <li>1,800+ residential landplots</li> <li>5,800+ apartment units</li> </ul>	<ul style="list-style-type: none"> <li>Summarecon Mall Serpong</li> <li>Summarecon Digital Center</li> <li>Scientia Square Park</li> <li>Scientia Business Park</li> <li>St Carolus Hospital</li> <li>Plaza Summarecon Serpong</li> </ul>
Bekasi	2010	656	260	396	<ul style="list-style-type: none"> <li>1,500+ residential houses</li> <li>500+ shoplots</li> <li>4,700+ apartment units</li> </ul>	<ul style="list-style-type: none"> <li>Summarecon Mall Bekasi</li> <li>Plaza Summarecon Bekasi</li> </ul>
Bandung	2015	373	40	333	<ul style="list-style-type: none"> <li>1,390+ residential houses</li> <li>320+ shoplots</li> </ul>	<ul style="list-style-type: none"> <li>Plaza Summarecon Bandung</li> </ul> Planned: <ul style="list-style-type: none"> <li>Summarecon Mall Bandung</li> <li>Harris Hotel Summarecon Bandung</li> <li>Schools</li> </ul>
Karawang	2016	33	28	14	<ul style="list-style-type: none"> <li>1,090+ residential houses</li> <li>75+ shoplots</li> </ul>	Planned: <ul style="list-style-type: none"> <li>Summarecon Villaggio Jakarta Luxury Outlet</li> </ul>
Makassar	2018	360	34	326	<ul style="list-style-type: none"> <li>540+ residential houses</li> <li>50+ commercial units</li> </ul>	Planned: <ul style="list-style-type: none"> <li>Summarecon Mall Makassar</li> <li>Convention Centers / Function Halls</li> <li>Schools</li> </ul>
Bogor	2020	450	25	425	<ul style="list-style-type: none"> <li>500+ residential houses</li> </ul>	Planned: <ul style="list-style-type: none"> <li>Summarecon Mall Bogor</li> <li>Schools</li> <li>Culinary Center</li> <li>Transit Oriented Development</li> <li>Hotels</li> </ul>



# Marketing sales summary

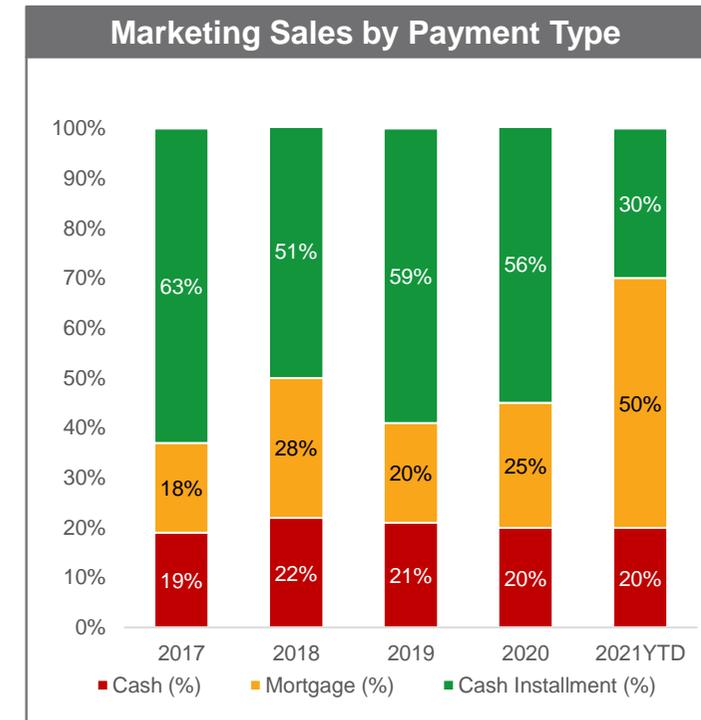
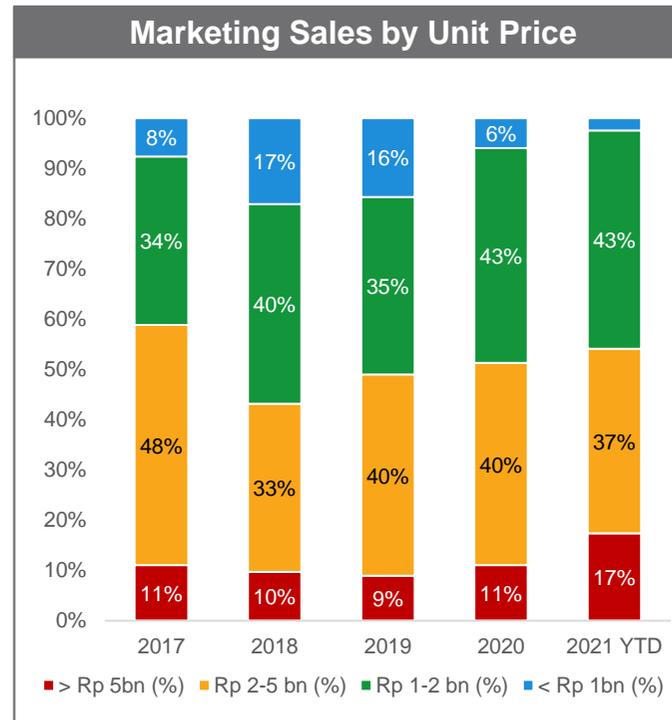
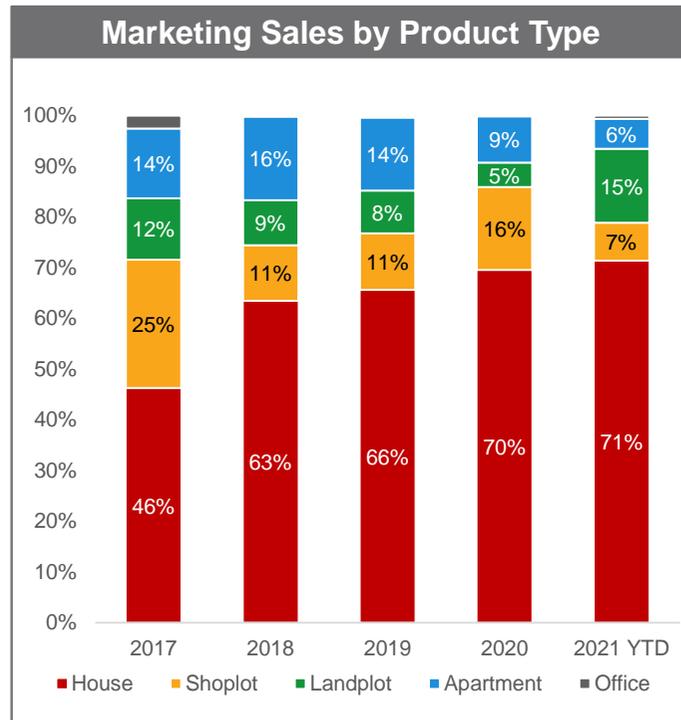
After good achievement in 2019 with sales up +21.6% YoY, project diversification is the key factor supporting Summarecon's marketing sales amid challenging times in 2020 and 2021.



- The Company grew at 5.1% CAGR during 2017-2019, mainly due to Summarecon Mutiara Makassar and increase in sales of Summarecon Serpong products
- During the pandemic year, **the launch of Summarecon Bogor in 4Q2021** helped to ease the burden from the drop of sales in other townships
- As of 31 March 2021, the Company has already reached 47.1% of FY21 target and approximately half of 2020 numbers
- With the launch of Summarecon Bogor, the trend of increasing contributions from newer townships continues, representing 42.8% of sales in 2020-3M2021 compared to 26.5% in 2017-2019

# Marketing sales summary

Summarecon also sees increasing marketing sales contribution from houses (from 46% in 2017 to 70% in 2020), especially in the IDR1-2bn price range in the past few years.



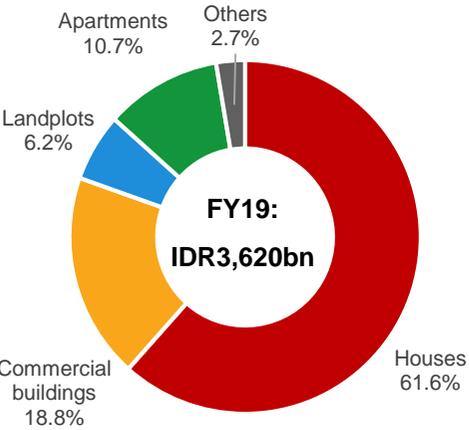
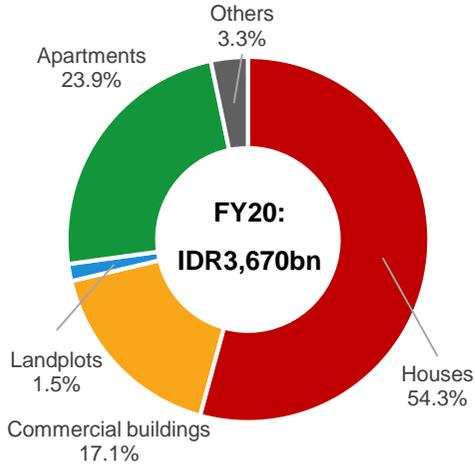
- Focusing on landed houses while still maintaining a good amount of sales contribution from shoplots and apartments helped the Company deal with the ups and downs of the property business over the years
- Further growth is expected from relaxation of VAT for residential properties from March to August 2021

- In line with the downsizing trend across developers, SMRA's pricing revolve around Rp1-2bn which is the ideal pricing spot for Summarecon's target market

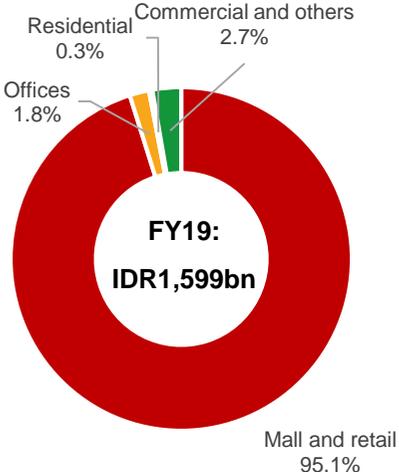
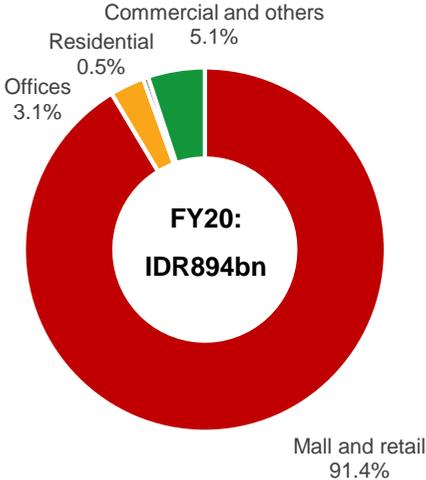
- Cash payment is relatively stable, but mortgage has been steadily increasing mainly due to the declining interest rate environment
- Further growth from mortgage is expected from potential positive impact of government's LTV relaxation from March to December 2021

# FY2020 and FY2019 results breakdown

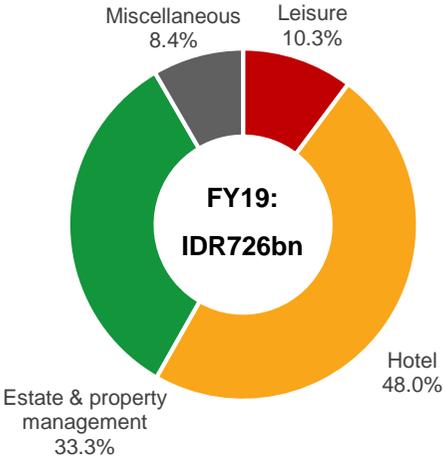
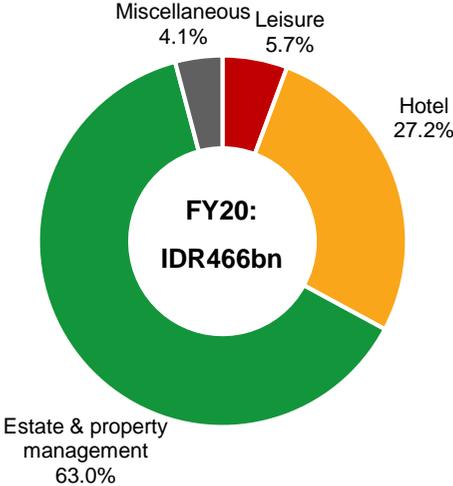
## Property Development



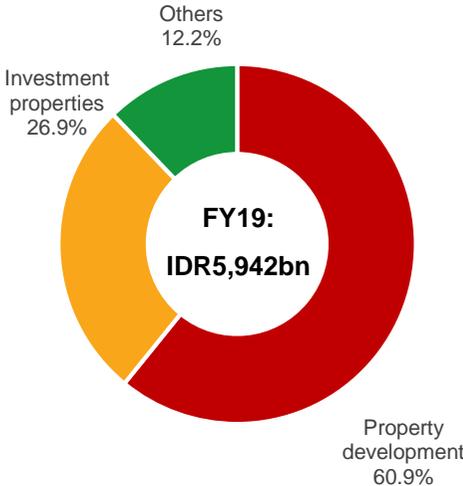
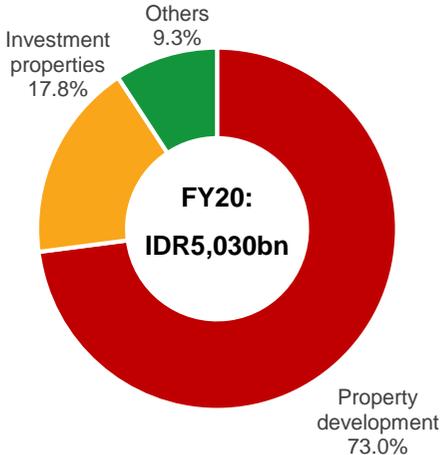
## Investment Property



## Others (Leisure and Hospitality)



## Total Revenue by Segment



## Section 2

# Key investment highlights

# Key investment highlights

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- **01** Leading Indonesian property developer with strong track record
- **02** Integrated residential townships in strategic locations across Indonesia
- **03** Well-diversified portfolio with strong recurring income
- **04** Among the largest land banks in Indonesia
- **05** Experienced management team

# 1 Leading Indonesian property developer with strong track record

## Proven track record >40yrs

~2,000 hectares development area  
**53,000+** residences (house and apartment)  
**4,000+** retail neighbourhood shoplots

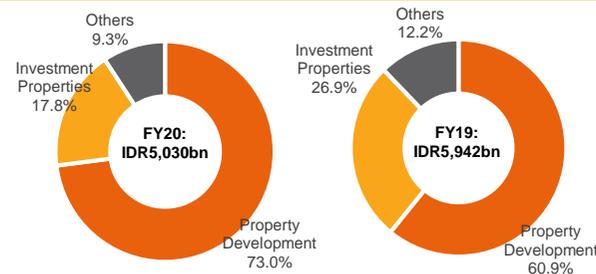
## Strong marketing sales

**Rp3,500+ bn** average sales in the past 4 years  
**Rp1,600+ bn** marketing sales in YTD March 2021, 47% achievement of 2021 target  
 ~**Rp1,200 bn** successful launch of Summarecon Bogor in 2020 and YTD March 2021 despite the pandemic

## Sufficient land bank for the next 10 years

~ **2,200** hectares of land bank across the country

## Balanced revenue model



## Diversified geographical presence

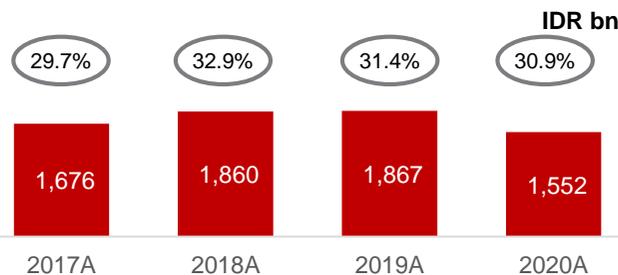
**7** development areas  
**Kelapa Gading, Serpong, Bekasi, Bandung, Karawang, Makassar, Bogor**

## Well-managed mall operator

**300,000+ sqm** of GFA of retail mall complexes  
 ~**95%** occupancy rate  
 Consistently in **Top 10** most visited malls in Jabodetabek



## Stable and resilient EBITDA margin



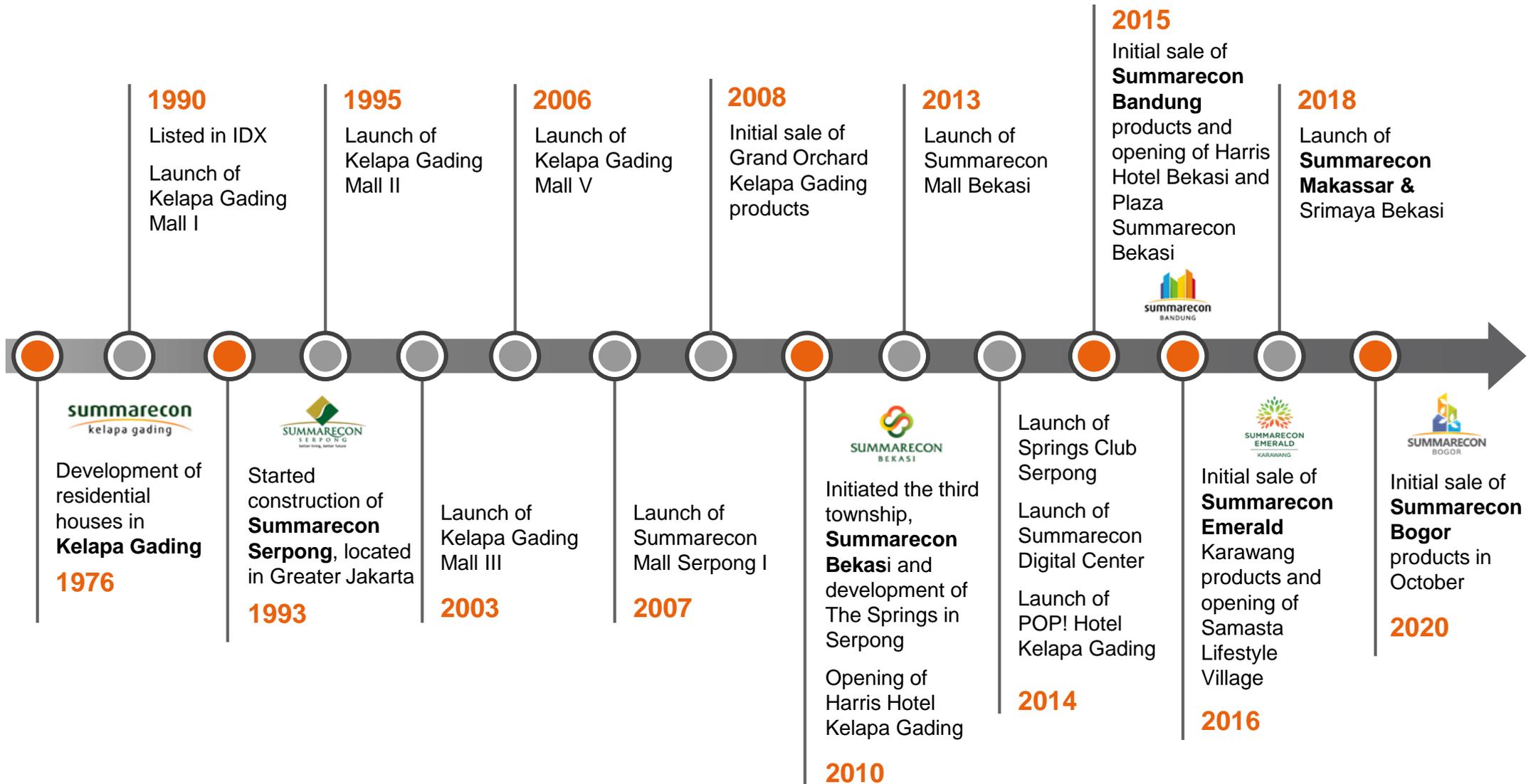
## Well-organized hotel operator

**4 hotels** in close proximity to nearby shopping centers

Harris Hotel Kelapa Gading	Mall Kelapa Gading
POP! Hotel Kelapa Gading	Mall Kelapa Gading
Harris Hotel Bekasi	Mall Bekasi
Movenpick Resort & Spa	Samasta Lifestyle Village

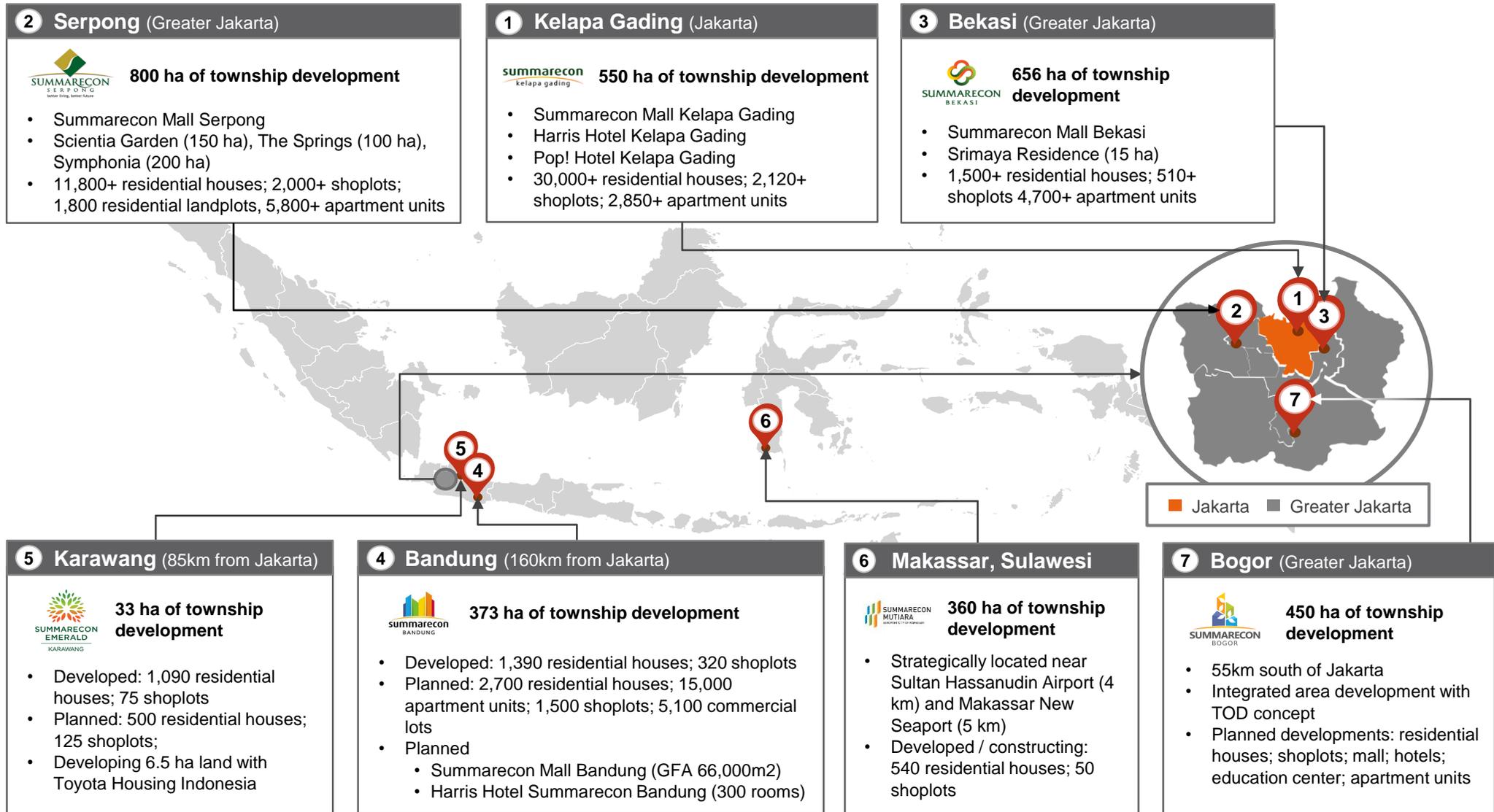
# 1 Leading Indonesian property developer with strong track record

Summarecon is a leading property company in Indonesia with more than 40 years of experience in building and developing a well-established and modern townships, as well as managing prime and reputable leisure and recreational properties.



# 2 Integrated residential townships in strategic locations across Indonesia

Spread across various locations in Indonesia, Summarecon offers product diversity and presence in several rapidly growing areas, particularly in the Greater Jakarta area.



### 3 Well-diversified portfolio with strong recurring income

Apart from generating revenue from property development, Summarecon also manages retail malls with high occupancy rates, providing stability to the Company's routine income base.

#### Market Leader in Jakarta & Greater Jakarta



Consistently in the Top 5 most visited malls in each location

#### Main Investment Properties

Investment properties	GFA* (m <sup>2</sup> )	NLA* (m <sup>2</sup> )	Occupancy	Average rent/m <sup>2</sup> /month	Visitor traffic	Number of tenants
Summarecon Mall Kelapa Gading	150.000	112.000	95%	Rp270.000	2019: 30mn 2020: 12mn	600+
Summarecon Mall Serpong	115.000	79.000	94%	Rp210.000	2019: 26mn 2020: 10mn	400+
Summarecon Mall Bekasi	77.000	54.000	97%	Rp180.000	2019: 21mn 2020: 10mn	300+

#### Key Tenants



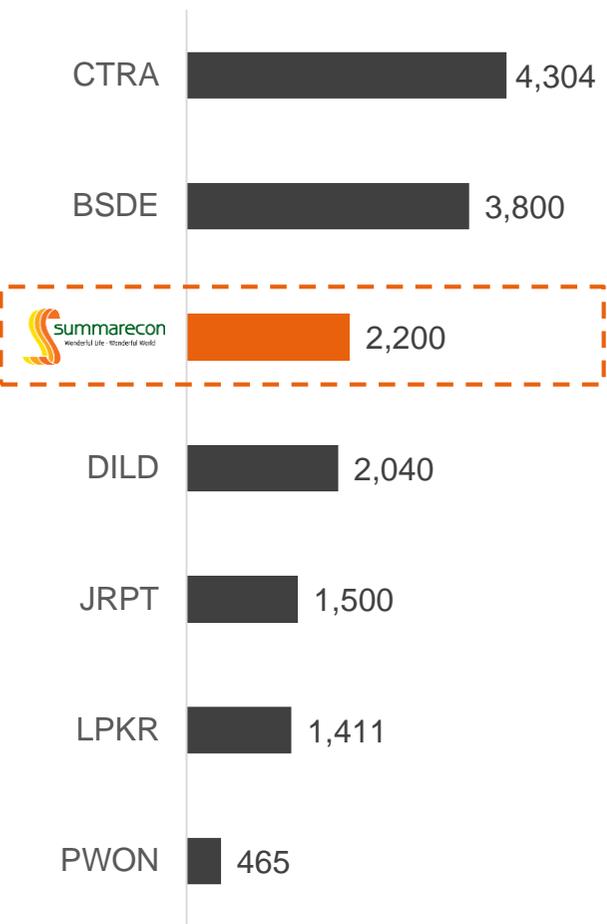
## 4 Among the largest land banks in Indonesia

Summarecon has one of the largest land reserves among property companies in Indonesia, laying a solid foundation for current and future development projects.

Township	Business Structure	% Ownership	Gross Area (ha)	Planned Acquisitions (ha)	
				2021	2022
<b>Summarecon Kelapa Gading</b>	Own	100%	8	-	-
<b>Summarecon Serpong</b>			480	15	13
<i>Own land</i>	<i>Own</i>	<i>100%</i>	300		
<i>Land under PT JBC</i>	<i>Joint Operations</i>	<i>70%</i>	138		
<i>Land under PT TGS (The Springs)</i>	<i>Joint Operations</i>	<i>55%</i>	42		
<b>Summarecon Bekasi</b>			396	15	14
<i>Own land</i>	<i>Own</i>	<i>100%</i>	107		
<i>Land under PT DSA</i>	<i>Joint Venture</i>	<i>51%</i>	289		
<b>Summarecon Bandung</b>	Own	100%	333	15	17
<b>Summarecon Bogor</b>	Joint Venture	51%	425	20	17
<b>Summarecon Makassar</b>			326	15	15
<i>Own land</i>	<i>Own</i>	<i>100%</i>	149		
<i>Land under PT SMC</i>	<i>Joint Venture</i>	<i>51%</i>	177		
<b>Summarecon Karawang</b>	Own	100%	14	-	-
Others			218		
<b>TOTAL HECTARAGE</b>			<b>2,200</b>	<b>80</b>	<b>76</b>

### Top 3 Listed Residential Property Developers by Land Bank Gross Area\*

(ha, 2020)



# 5 Experienced management team

Summarecon is led by a highly experienced management team comprised of seasoned professionals where most of the directors and executive directors have joined the Company for more than 15 years

## Board of Commissioners



- |  |   |  |  |   |
|--|---|--|--|---|
| <p><b>Ir. Soetjipto Nagaria</b><br/>President Commissioner</p> <ul style="list-style-type: none"> <li>President Commissioner of the Company since 9 November 2001</li> <li>Prior to the role, he served as the President Director of the Company from November 1975 to June 1998</li> <li>Graduated with a Chemical Engineering degree from Bandung Institute of Technology</li> </ul> | <p><b>Harto Djojo Nagaria</b><br/>Commissioner</p> <ul style="list-style-type: none"> <li>Commissioner of the Company since March 1980</li> <li>Graduated with a Bachelor of Economics from Oregon University, USA in 1972</li> </ul> | <p><b>H. Edi Darnadi</b><br/>Independent Commissioner</p> <ul style="list-style-type: none"> <li>Independent Commissioner of the Company since June 2009</li> <li>Graduated from the Republic of Indonesia Police Academy, Police Science College, Police Staff and Leadership School, and Sesko ABRI</li> </ul> | <p><b>Lexy Arie Turniwa</b><br/>Independent Commissioner</p> <ul style="list-style-type: none"> <li>Independent Commissioner of the Company since June 2019</li> <li>Graduated with a Civil Engineering degree from Sam Ratulangi and a Diploma of Science degree from the Hotel &amp; Tourism Academy, USA</li> </ul> | <p><b>Ge Lilies Yamin</b><br/>Independent Commissioner</p> <ul style="list-style-type: none"> <li>Independent Commissioner of the Company since June 2019</li> <li>Graduated with a degree in Architectural Engineering from Tarumanegara University</li> </ul> |
|--|---|--|--|---|

## Board of Directors



- |   |   |  |  |  |  |  |   |
|---|---|--|--|--|--|--|---|
| <p><b>Ir. Adrianto Pitoyo Adhi</b><br/>President Director</p> <ul style="list-style-type: none"> <li>President Director of the Company since June 2015</li> <li>Deputy Chairman of <i>KADIN</i>* Indonesia (Policy, Law and Legislation Standing Committee )</li> <li>Prior to the role, he served as Director of PT Metropolitan Land</li> <li>Graduated with a Architectural Engineering degree from Diponegoro University</li> </ul> | <p><b>Liliawati Rahardjo</b><br/>Director</p> <ul style="list-style-type: none"> <li>Director of the Company since June 2009</li> <li>Responsible for the sales and marketing activities of the Company</li> <li>Studied at National Taiwan University</li> </ul> | <p><b>Soegianto Nagaria</b><br/>Director</p> <ul style="list-style-type: none"> <li>Director of the Company since 23 June 2006</li> <li>Responsible for the retail operations of the Company</li> <li>Graduated with an MBA from Peter F. Drucker Graduate School of Management</li> </ul> | <p><b>Herman Nagaria</b><br/>Director</p> <ul style="list-style-type: none"> <li>Director of the Company since June 2006</li> <li>Responsible for the business and property development of the Company</li> <li>Graduated with a Bachelor Degree in Civil Engineering from National Cheng Kung University</li> </ul> | <p><b>Lydia Tjio</b><br/>Director</p> <ul style="list-style-type: none"> <li>Director of the Company since June 2018</li> <li>Responsible for the finance and business strategies of the Company</li> <li>Graduated with a Diploma in Accounting from Jayabaya University and a Bachelor of Financial Management from the University of Indonesia</li> </ul> | <p><b>Ir. Sharif Benyamin</b><br/>Director</p> <ul style="list-style-type: none"> <li>Director of the Company since June 2013</li> <li>Responsible for the operations of Summarecon Mutiara Makassar and Summarecon Bogor</li> <li>Graduated with a Bachelor of Civil Engineering degree from Parahyangan Catholic University</li> </ul> | <p><b>Nanik Widjaja</b><br/>Director</p> <ul style="list-style-type: none"> <li>Director of the Company since June 2018</li> <li>Responsible for corporate service strategies, including human resource management</li> <li>Graduated from Indonesian School of Economics</li> </ul> | <p><b>Jason Lim</b><br/>Director</p> <ul style="list-style-type: none"> <li>Director of the Company since June 2018</li> <li>Responsible for special projects planning and execution</li> <li>Graduated with a Master of Engineering degree at the Asian Institute of Technology Bangkok and a Master of Science degree at Ti Delft Netherland</li> </ul> |
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## Section 3

# Property Development / Investment Property / Leisure & Hospitality Overview

# Property development - Summarecon Kelapa Gading

## Project Snapshots



## Project Development Value (Ongoing & Future Projects)

Product Name	Type	Launch Year	Total Value (Rp bn)	Total Sold (Rp bn)	Balance (Rp bn)	Sold %
Kensington Apartments [Tower A-C]	Residential	2014	1,316	1,136	180	86%
Kensington Apartments [Tower D]	Residential	2015	578	465	113	80%
Kensington Office	Office	2017	233	126	107	54%
Summit Apartment Tahap 2	Residential	2022	1,260	-	1,260	0%
<b>Total - Kelapa Gading</b>			<b>3,387</b>	<b>1,727</b>	<b>1,660</b>	<b>51%</b>



### Residentials

- Sold: Rp1,601 bn (51%)
- Balance: Rp1,553 bn (49%)



### Office

- Sold: Rp126 bn (54%)
- Balance: Rp107 bn (46%)

## Township Overview



Built in 1975, Summarecon Kelapa Gading is the first township developed by the Company with an initial area of 10 hectares. The Company has succeeded in developing and transforming the swamp area into one of the prestigious residential areas in Jakarta with a current land area of ± 550ha.

<b>Started</b>	1975
<b>Area</b>	Total Area: 550 Ha Developed: 542 Ha (97%) Undeveloped: 8 Ha (3%)
<b>Development Period for Available Land Bank</b>	~10 years
<b>Developed</b>	<ul style="list-style-type: none"> <li>• 30,000+ residential houses</li> <li>• 2,120+ shoplots</li> <li>• 2,850+ apartment units</li> </ul>
<b>Investment Property, Leisure &amp; Hospitality, and Other Business</b>	<ul style="list-style-type: none"> <li>▪ Mall Kelapa Gading 1-5</li> <li>▪ Gading Food City</li> <li>▪ Harris Hotel Kelapa Gading</li> <li>▪ POP! Hotel Kelapa Gading</li> <li>▪ Menara Satu</li> <li>▪ Kensington Office</li> </ul>

# Property development - Summarecon Serpong

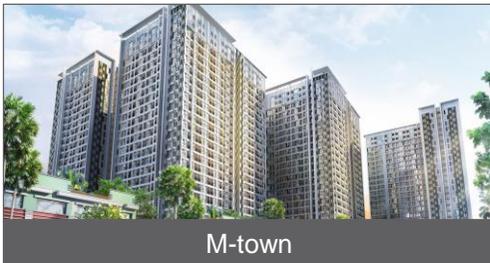
## Ongoing Projects



- 1,400 housing units built and will continue to be developed up to 13 housing cluster (200-300 units each)
- 3 shoplots areas developed to create and support local economies for residents.



- 150 ha residential and commercial areas, as well as office areas and digital centers
- Available 80 ha for future development
- Nearby universities: Multimedia Nusantara University and Pradita University



- 10 towers apartment complex with a total of 5,000 units.
- To date, the Company has completed and handed over 9 apartment towers



- 200 ha residential area with an emphasis on the concept of nature and smart living
- 6 clusters launched with 1,500+ housing units.

## Township Overview



Integrated satellite city located in Tangerang (21 km west of Jakarta) that will support the development of the capital city. To date, Summarecon Serpong has developed more than 50 residential and commercial development clusters in an area of approximately 320 hectares.

Started	1993
Area	Total Area: 800 Ha Developed: 320 Ha (40%) Undeveloped: 480 Ha (60%)
Development Period for Available Land Bank	~10 years
Developed	<ul style="list-style-type: none"> <li>▪ 11,800+ residential houses</li> <li>▪ 2,000+ shoplots</li> <li>▪ 1,800+ residential landplots</li> <li>▪ 5,800+ apartment units</li> </ul>
Investment Property, Leisure & Hospitality, and Other Business	<ul style="list-style-type: none"> <li>▪ Summarecon Mall Serpong</li> <li>▪ Summarecon Digital Center</li> <li>▪ Scientia Square Park</li> <li>▪ Scientia Business Park</li> <li>▪ The Springs Club</li> <li>▪ St. Carolus Hospital</li> <li>▪ Plaza Summarecon Serpong</li> </ul>

# Property development - Summarecon Serpong

## Project Development Value (Ongoing & Future Projects)

Product Name	Type	Launch Year	Total Value (Rp bn)	Sold (Rp bn)	Balance (Rp bn)	Sold %
<b>The Springs</b>						
Goldfinch [Ext]	Residential	2015	82	73	9	89%
Flamingo [2]	Residential	2017	302	212	90	70%
Rainbow Springs 13 blocks	Residential	2019	451	286	165	63%
South Goldfinch Commercial	Commercial	2019	205	122	83	59%
<b>Scientia Garden</b>						
Alloggio Residence	Residential	2015	529	459	70	87%
Alloggio Residence [Ext.]	Residential	2017	148	77	71	52%
Edison Shoplots	Commercial	2017	193	110	83	57%
Dalton Ext	Commercial	2020	64	39	25	61%
Aristoteles Ruko [1]	Commercial	2021	73	-	73	0%
Aristoteles Ruko [2]	Commercial	2021	57	-	57	0%
Volta Comm	Commercial	2021	226	-	226	0%
<b>M-town</b>						
M-town Residence (Tower C,D)	Residential	2015	656	594	62	91%
M-town Signature (3 Towers)	Residential	2019	176	158	18	90%
M-town Signature (Tower I)	Residential	2022	492	-	492	0%
<b>Symphonia</b>						
Agnesi	Residential	2019	417	413	4	99%
Baroni	Residential	2020	526	357	169	68%
Mozzart B	Residential	2021	562	205	357	36%
Melody Commercial	Commercial	2021	100	100	-	100%
R16	Residential	2021	230	-	230	0%
<b>Total - Serpong</b>			<b>5,489</b>	<b>3,205</b>	<b>2,284</b>	<b>58%</b>



### Residential

- Sold: Rp571 bn (68%)
- Balance: Rp264 bn (32%)



### Commercial

- Sold: Rp122 bn (59%)
- Balance: Rp83 bn (41%)



### Residential

- Sold: Rp536 bn (79%)
- Balance: Rp141 bn (21%)



### Commercial

- Sold: Rp149 bn (24%)
- Balance: Rp464 bn (76%)



### Residential

- Sold: Rp752 bn (57%)
- Balance: Rp572 bn (43%)



### Residential

- Sold: Rp975 bn (56%)
- Balance: Rp 760 bn (44%)



### Commercial

- Sold: Rp 100 bn (100%)

# Property development - Summarecon Bekasi

## Project Snapshots



## Project Development Value (Ongoing & Future Projects)

Product Name	Type	Launch Year	Total Value (Rp bn)	Total Sold (Rp bn)	Balance (Rp bn)	Sold %
SpringLake Apartments (Tower D)	Residential	2014	424	382	42	90%
SpringLake Apartments (Tower E)	Residential	2015	369	306	63	83%
SpringLake Apartments (Tower F)	Residential	2016	320	216	104	68%
SpringLake Apartments (Tower G-H)	Residential	2023	862	-	862	0%
Primrose Condo Villas 3 blocks (GA,GB,GC)	Residential	2015	154	122	32	79%
Primrose Condo Villas 2 blocks (GD-GE)	Residential	2017	93	40	53	43%
Olive Residence	Residential	2018	379	350	29	92%
Morizen	Residential	2019	776	275	501	35%
Cluster HJ	Residential	2021	138	-	138	0%
Ruko RB	Commercial	2021	35	-	35	0%
Srimaya Residence	Residential	2018	329	232	97	71%
Srimaya Kiosk	Commercial	2020	24	21	3	88%
<b>Total - Bekasi</b>			<b>3,903</b>	<b>1,944</b>	<b>1,959</b>	<b>50%</b>



### Residentials

- Sold: Rp1,923 bn (50%)
- Balance: Rp1,921 bn (50%)



### Commercial

- Sold: Rp21 bn (36%)
- Balance: Rp38 bn (64%)

## Township Overview



As the third township, the Company has developed Bekasi into a metropolitan residential and commercial area with large green spaces and adequate urban infrastructure. Mobilization is expected to be easier with the construction of infrastructure projects (Tol Becakayu, Central Jakarta-East Bekasi LRT, and Tol Jakarta-Cikampek)

<b>Started</b>	2010
<b>Area</b>	Total Area: 656 Ha Developed: 263 Ha (40%) Undeveloped: 393 Ha (60%)
<b>Development Period for Available Land Bank</b>	~10 years
<b>Developed</b>	<ul style="list-style-type: none"> <li>1,500+ residential houses</li> <li>500+ shoplots</li> <li>4,700+ apartment units</li> </ul>
<b>Investment Property, Leisure &amp; Hospitality, and Other Business</b>	<ul style="list-style-type: none"> <li>Summarecon Mall Bekasi</li> <li>Plaza Summarecon Bekasi</li> </ul>

# Property development - Summarecon Bandung

## Project Snapshots



## Project Development Value (Ongoing & Future Projects)

Product Name	Type	Launch Year	Total Value (Rp bn)	Total Sold (Rp bn)	Balance (Rp bn)	Sold %
Topaz Commercial	Commercial	2017	96	93	3	97%
Emily	Residential	2019	449	266	183	59%
Flora	Residential	2020	333	312	21	94%
Commercial Lots	Landplot	2020	110	110	-	100%
Cluster R9	Residential	2021	180	-	180	0%
Magna Commercial Phase II	Commercial	2021	208	-	208	0%
Btari Commercial Phase II	Commercial	2021	95	-	95	0%
Ruko Baleria	Commercial	2021	86	-	86	0%
Magna Towers Phase I	Commercial	2021	174	-	174	0%
<b>Total - Bandung</b>			<b>1,731</b>	<b>781</b>	<b>950</b>	<b>45%</b>



### Residentials

- Sold: Rp578 bn (60%)
- Balance: Rp384 bn (40%)



### Commercial

- Sold: Rp93 bn (14%)
- Balance: Rp566 bn (86%)

## Township Overview



Developed in 2015, Summarecon Bandung is the first township developed outside the Greater Jakarta region. It is part of "Bandung Teknopolis", the vision of the Bandung City Government for a modern and integrated city. In the future, Summarecon Bandung will be connected to Purbalenyi toll-road, Bandung Intra Urban Toll Road, and Jakarta-Bandung fast train line plan.

<b>Started</b>	2015
<b>Area</b>	Total Area: 373 Ha Developed: 40 Ha (11%) Undeveloped: 333 Ha (89%)
<b>Development Period for Available Land Bank</b>	~10 years
<b>Developed</b>	<ul style="list-style-type: none"> <li>• 1,390+ residential houses</li> <li>• 320+ shoplots</li> </ul>
<b>Investment Property, Leisure &amp; Hospitality, and Other Business</b>	<ul style="list-style-type: none"> <li>• Plaza Summarecon Bandung Planned:</li> <li>• Summarecon Mall Bandung</li> <li>• Harris Hotel Summarecon Bandung</li> <li>• Schools</li> </ul>

# Property development - Summarecon Emerald Karawang

## Project Snapshots



## Project Development Value (Ongoing & Future Projects)

Product Name	Type	Launch Year	Total Value (Rp bn)	Total Sold (Rp bn)	Balance (Rp bn)	Sold %
Cluster Elora (New Phase)	Residential	2017	209	184	25	88%
Sapphire Commercial	Commercial	2017	146	136	10	93%
Sevanti	Residential	2018	163	93	70	57%
Harumi	Residential	2020	245	14	231	6%
<b>Total - Karawang</b>			<b>763</b>	<b>427</b>	<b>336</b>	<b>56%</b>



### Residential

- Sold: Rp291 bn (47%)
- Balance: Rp326 bn (53%)



### Commercial

- Sold: Rp136 bn (93%)
- Balance: Rp10 bn (7%)

## Township Overview



Implementing a Green Living Lifestyle, The Summarecon Emerald Karawang is supported by various infrastructure development, such as international airports, ports and fast trains from Jakarta to Bandung. Besides being close to the center of government, city center, and transportation access, the integrated city is also equipped with thematic gardens along pedestrian roads.

<b>Started</b>	2016
<b>Area</b>	Total Area: 33 Ha Developed: 19 Ha (58%) Undeveloped: 14 Ha (42%)
<b>Development Period for Available Land Bank</b>	~5 years
<b>Developed</b>	<ul style="list-style-type: none"> <li>• 1,390+ residential houses</li> <li>• 75+ shoplots</li> </ul>
<b>Investment Property, Leisure &amp; Hospitality, and Other Business</b>	Planned: <ul style="list-style-type: none"> <li>• Summarecon Villaggio Jakarta Luxury Outlet</li> </ul>

# Property development - Summarecon Mutiara Makassar

## Project Snapshots



## Project Development Value (Ongoing & Future Projects)

Product Name	Type	Launch Year	Total Value (Rp bn)	Total Sold (Rp bn)	Balance (Rp bn)	Sold %
Beryl	Residential	2018	263	237	26	90%
Jade	Residential	2018	326	307	19	94%
Titanium Smart Warehouse	Commercial	2019	62	24	39	38%
Blue Crystal	Residential	2020	186	159	27	85%
Shoplots 2 storey	Commercial	2021	34	-	34	0%
Emerald	Residential	2021	57	-	57	0%
Yellow Topaz	Residential	2021	36	-	36	0%
Green Crystal	Residential	2021	50	6	44	12%
Red Topaz	Residential	2021	24	-	24	0%
Shoplots 3 storey	Commercial	2022	19	-	19	0%
<b>Total - Makassar</b>			<b>1,057</b>	<b>733</b>	<b>325</b>	<b>69%</b>



### Residentials

- Sold: Rp709 bn (75%)
- Balance: Rp233 bn (25%)



### Commercial

- Sold: Rp24 bn (20%)
- Balance: Rp92 bn (80%)

## Township Overview



Newly developed in 2018, Summarecon Mutiara Makassar presents an area with an airport city concept as it is only 4 km from Hasanuddin Airport and 5km from a new port in Eastern Indonesia, making the integrated city well-poised to support both domestic and international business.

<b>Started</b>	2018
<b>Area</b>	Total Area: 360 Ha Developed: 34 Ha (9%) Undeveloped: 326 Ha (91%)
<b>Development Period for Available Land Bank</b>	~10 years
<b>Developed</b>	<ul style="list-style-type: none"> <li>• 540+ residential houses</li> <li>• 50+ commercial units</li> </ul>
<b>Investment Property, Leisure &amp; Hospitality, and Other Business</b>	Planned: <ul style="list-style-type: none"> <li>• Summarecon Mall Makassar</li> <li>• Convention Centers / Function Halls</li> <li>• Schools</li> </ul>

# Property development - Summarecon Bogor

## Project Snapshots



## Project Development Value (Ongoing & Future Projects)

Product Name	Type	Launch Year	Total Value (Rp bn)	Total Sold (Rp bn)	Balance (Rp bn)	Sold %
Mahogany Residence	Residential	2020	563	563	-	100%
Mahogany Island	Landplot	2020	120	120	-	100%
Agathis Residence	Residential	2020	722	571	151	79%
Cluster R3 & R4	Residential	2021	385	-	385	0%
Cluster R6	Residential	2021	244	-	244	0%
<b>Total - Bogor</b>			<b>2,034</b>	<b>1,254</b>	<b>780</b>	<b>62%</b>



### Residentials

- Sold: Rp1,134 bn (59%)
- Balance: Rp780 bn (41%)



### Landplot

- Total Value: Rp120 bn

## Township Overview



Summarecon Bogor is the seventh integrated city area developed by the Company in 2020 and is located 55 km from Jakarta with direct toll access to the Summarecon Bogor area. The project launched for the first time in October 2020 and sold more than 500 units. Around the Summarecon Bogor area, there are 2 golf courses. In the future, facilities will be built to support, among others, malls, hotels, educational and health facilities.

<b>Started</b>	2020
<b>Area</b>	Total Area: 450 Ha Developed: 25 Ha (6%) Undeveloped: 425 Ha (94%)
<b>Developed</b>	<ul style="list-style-type: none"> <li>• 500+ residential houses</li> </ul>
<b>Investment Property, Leisure &amp; Hospitality, and Other Business</b>	Planned: <ul style="list-style-type: none"> <li>• Summarecon Mall Bogor</li> <li>• Schools</li> <li>• Culinary Centers</li> <li>• Hotels</li> <li>• Transit Oriented Development</li> </ul>

# Investment property

At present, Summarecon owns and operates 3 shopping malls with total GFA of more than 300,000 m2, generating significant recurring revenues from lease of retail malls.



**Summarecon Mall Kelapa Gading**

	GFA* (m <sup>2</sup> ) <b>150,000</b>		Visitor Traffic <b>2019: 30mn</b> <b>2020: 12mn</b>
	NLA* (m <sup>2</sup> ) <b>112,000</b>		Average Rent <b>Rp315,000/m<sup>2</sup>/mth</b>
	Occupancy <b>95%</b>		# of tenant <b>600</b>

- Middle-high shopping center with a fashion-food entertainment concept
- Gading Walk provide an open-air dining experience
- Gading Food City is equipped with live music to create a more festive atmosphere.



**Summarecon Mall Serpong**

	GFA* (m <sup>2</sup> ) <b>115,000</b>		Visitor Traffic <b>2019: 26mn</b> <b>2020: 10mn</b>
	NLA* (m <sup>2</sup> ) <b>79,000</b>		Average Rent <b>Rp210,000/m<sup>2</sup>/mth</b>
	Occupancy <b>94%</b>		# of tenant <b>400</b>

- Middle-class shopping mall with the concept of "Your family Mall" offering an extensive variety of merchandise from fashion to home and household products, and from multi-cultural cuisine to entertainment for the family.
- Furthermore, the "Downtown Walk" offers a wide variety of dining and live entertainment in a casual outdoor setting and with extended opening times.



**Summarecon Mall Bekasi**

	GFA* (m <sup>2</sup> ) <b>77,000</b>		Visitor Traffic <b>2019: 21mn</b> <b>2020: 10mn</b>
	NLA* (m <sup>2</sup> ) <b>54,000</b>		Average Rent <b>Rp180,000/m<sup>2</sup>/mth</b>
	Occupancy <b>97%</b>		# of tenant <b>300</b>

- Middle-class shopping mall with the concept of "Your family Mall" offering an extensive variety of merchandise from fashion to home and household products, and from multi-cultural cuisine to entertainment for the family.
- Furthermore, the "Downtown Walk" offers a wide variety of dining and live entertainment in a casual outdoor setting and with extended opening times.

\* As of 2020

# Investment property

In addition to malls, Summarecon also owns and operates other shopping centers, recreational areas, and head offices, all of which are an integral part of township development.



## Scientia Square

- Designed to be the center of business and lifestyle in the Scientia Garden area
- Commercial buildings nearby: Multimedia Nusantara University, Pradita University, Scientia Business Park



## Samasta Lifestyle Village

- Various of lifestyle tenants with a traditional Balinese environment
- Connected to Movenpick Resort & Spa Jimbaran Bali



## Menara Satu

A modern 11-storey office building with an area of 18,600 m<sup>2</sup>



## Apartemen Summerville

42 units of exclusive service apartment located in Kelapa Gading



## Plaza Summarecon

- Head office of the Company
- Eight-storey office building with an area of 8,600 m<sup>2</sup>



## Plaza Summarecon Serpong

- Head office of Summarecon Serpong
- Eight-storey office building with an area of 8,800 m<sup>2</sup>



## Plaza Summarecon Bekasi

- Head office of Summarecon Bekasi
- Office building with an area of 10,000 m<sup>2</sup>



## Plaza Summarecon Bandung

- Head office of Summarecon Bandung

# Leisure, hospitality and others

The hospitality and leisure business unit provide important complementary facilities in each townships, while simultaneously generating recurring income for Summarecon.

## Sports Club



**Klub Kelapa Gading**

Largest sports club in Jakarta with various facilities for field sports



**The Springs Club**

Recreation center with sports and banquet facilities located in The Springs area



## Hotel & Resort



**Harris Hotel Kelapa Gading**

Business hotel with 307 rooms located in the shopping center area of Summarecon Mall Kelapa Gading



**Pop! Hotel Kelapa Gading**

Low-cost hotel with 266 modern rooms strategically located near Mall Kelapa Gading



**Harris Hotel Bekasi**

4 star business hotel with 332 rooms located in Summarecon Mall Bekasi



**Movenpick Resort & Spa**

5 star hotel with a "Family Concept" and a capacity of 297 room. Part of the Accor Hotels group



## Education



**Pradita University**

Education center that focuses on the field of property & hospitality



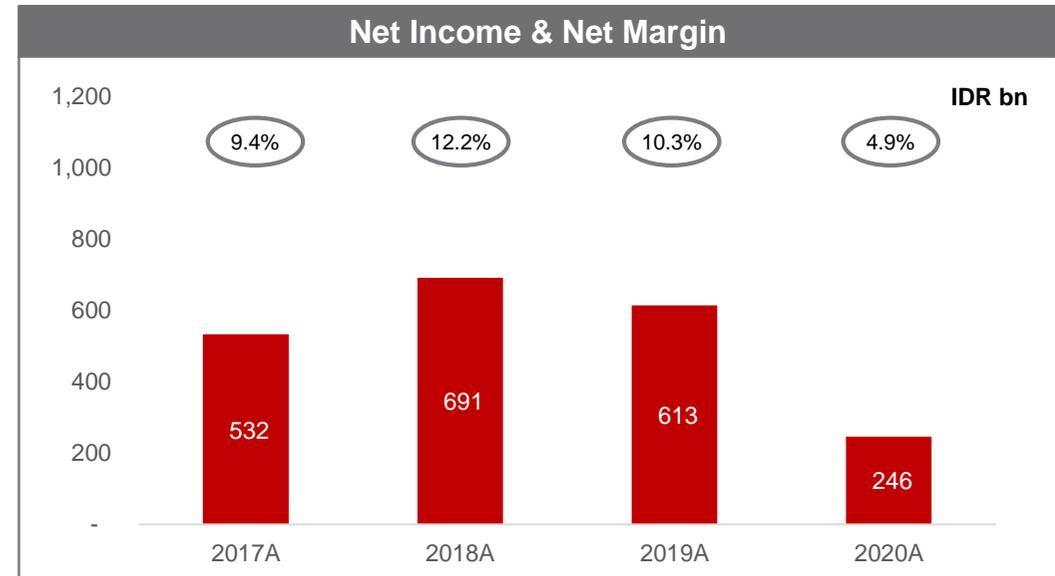
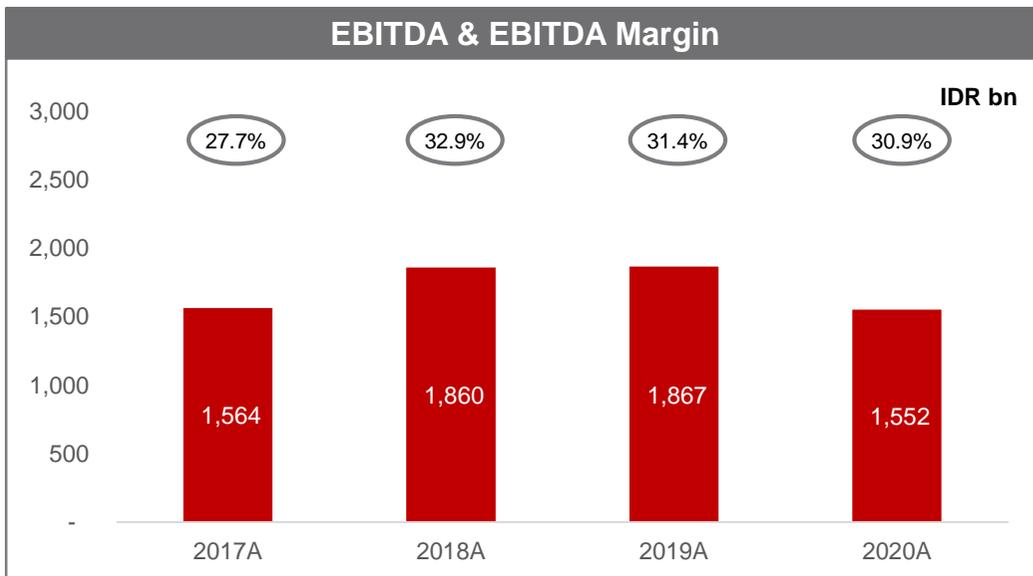
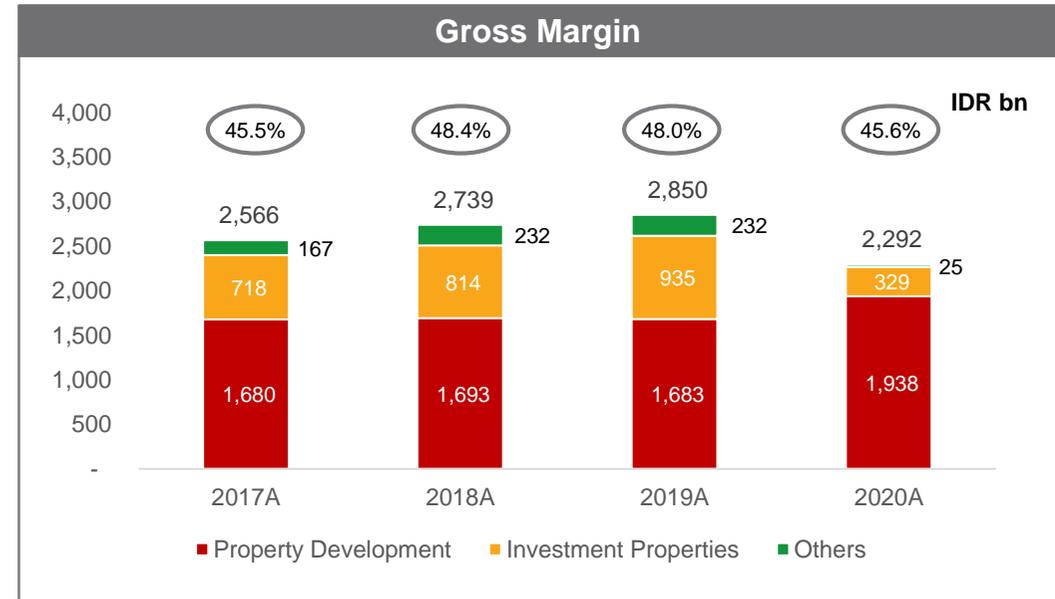
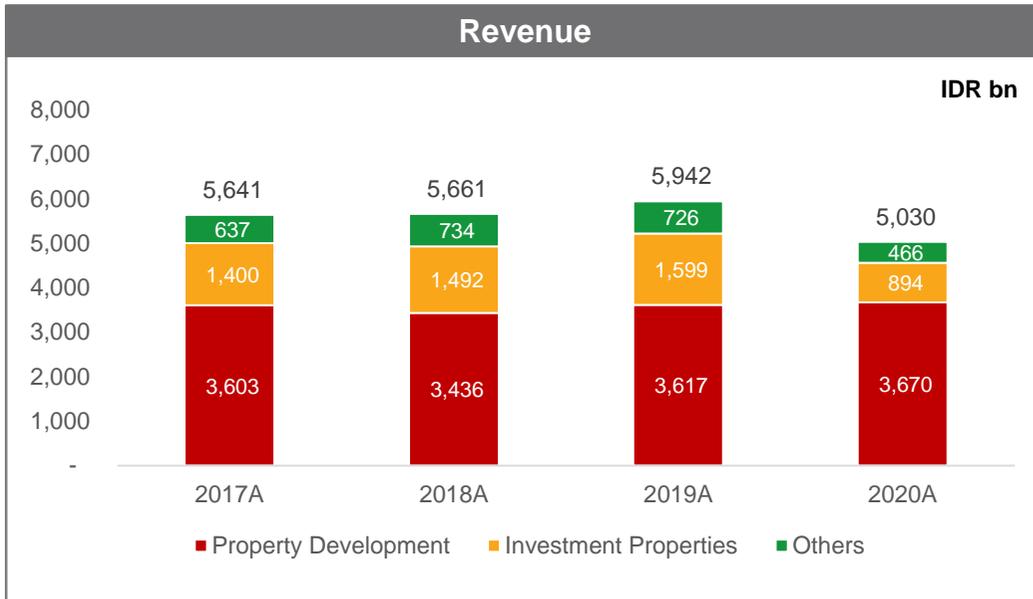
**Sekolah Islam Al Azhar**

Located in Serpong, Bekasi, and Bandung. Collaboration with Yayasan Pesantren Islam (YPI) Al-Azhar

## Section 4

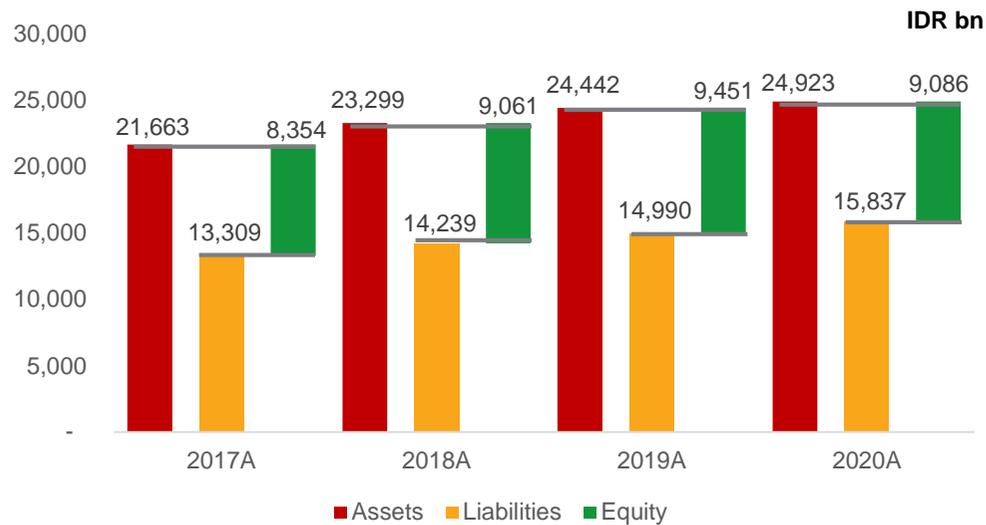
# Financial highlights

# Income statement highlights

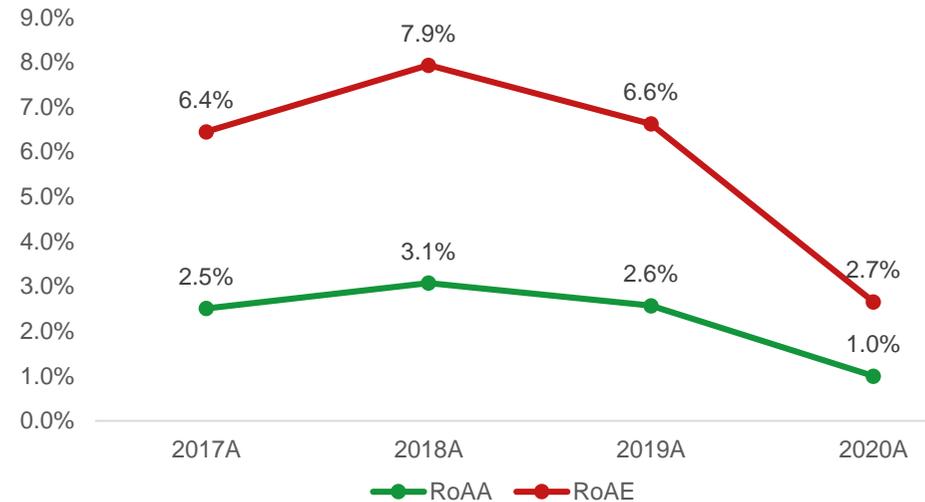


# Balance sheet highlights

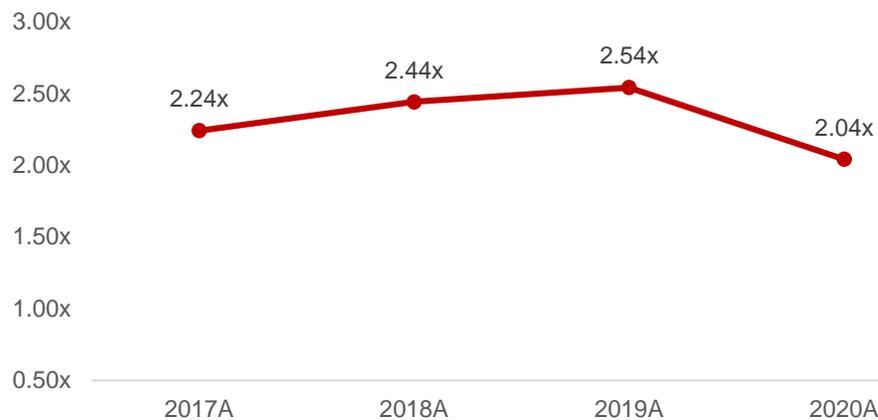
### Total Assets, Liabilities, and Equity



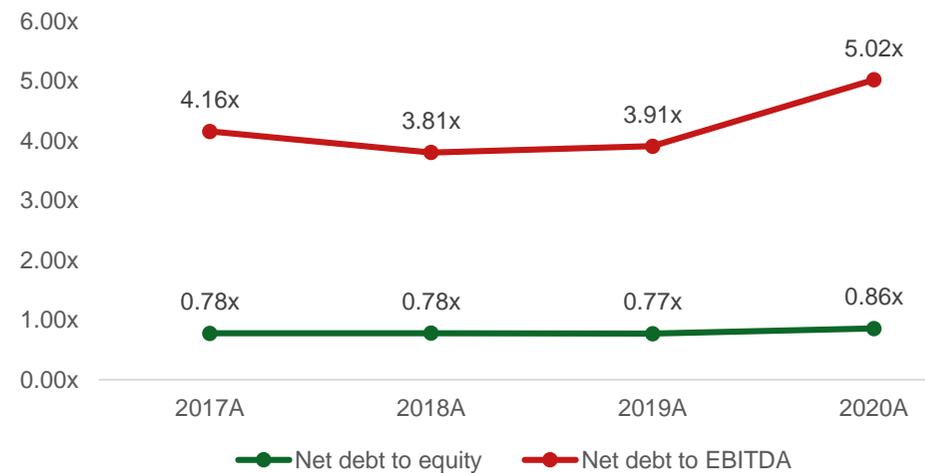
### RoAA & RoAE



### EBITDA to Interest Expense Ratio



### Net Debt to Equity & EBITDA



## Section 5

# Future growth strategy

# Future growth strategy

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- **01** Focus on development of townships in strategic areas
- **02** Continuously developed diversified portfolio, both in terms of products and geographical location
- **03** Develop existing land reserves and acquire strategic land plots
- **04** Continue to create innovations in marketing strategies and product offerings
- **05** Maintain product and service quality standards

# Disclaimer

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Such forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause our actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

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