

## A Company Presentation



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## A. Company Profile

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## CORPORATE INFORMATION

### CORPORATE INFORMATION

Incorporated	:	26/Nov/1975		
Listing Date	:	7/May/1990	IPO Price :	Rp 680 /Share
Ticker	:	SMRA:IJ		
Share Value (Nominal)	:	Rp 100 /Share		
Total Shares Issued	:	16,508,568,358	Share Capital :	Rp 1,651 bn
<b>Share Price @ 31/Jul/2022</b>	:	<b>Rp 605 /Share</b>	<b>Market Capitalisation :</b>	<b>Rp 9,988 bn</b>
			<b>Market Capitalisation in USD :</b>	<b>USD 672 mn</b>
Net Book Value @ 30/Jun/2022	:	Rp 686 /Share	Net Book Value :	Rp 11,330 bn
			Price to Book Ratio :	0.88 X

### SHAREHOLDER PROFILE

#### % Shareholding

Founders & Associates	37.42%
Public - Local	37.80%
Public - Foreign	24.78%
	100.00%

### MAJOR & AFFILIATED SHAREHOLDERS

	No. of Shares	% Shareholding	
PT Semarop Agung	5,585,167,916	33.83%	Controlling Shareholder
PT Sinarmegah Jayasentosa	332,415,970	2.01%	
Harto Djojo Nagaria	20,800,002	0.13%	Company Commissioner
Liliawati Raharjo	238,327,436	1.44%	Company Director
	6,176,711,324	37.42%	



## MANAGEMENT TEAM (Boards of Commissioners & Directors)



- Seated (L-R) : Nanik Widjaja (D-Corporate Services), Adrianto P. Adhi (President Director), Liliawati Rahardjo (Managing Director), Soetjipto Nagaria (President Commissioner), Ge Lilies Yamin (C-Independent), Lydia Tjio (D-Finance)
- Standing (L-R) : Soegianto Nagaria (D-Investment Property), Jason Lim (D-Technical & Projects), Drs. Edi Darnadi (C-Independent), Harto Djojo Nagaria (C), Lexy Arie Tumiwa (C-Independent), Ir. Sharif Benyamin (D-Property Development), Herman Nagaria (D-Business & Property Development)

\* Please refer to the Annual Report 2021 for the Management Team's Profile

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## PRINCIPAL BUSINESS ACTIVITIES

### Property Development

- ❖ Sales revenue from developed properties
- ❖ Marketing sales 2021: IDR5,242bn
- ❖ Marketing Sales 4M2022: IDR1,723bn
- ❖ 7(seven) development areas of approx. 2,000ha
- ❖ Total landbank approx. 2,116ha
- ❖ Revenue
  - ❖ 2021: IDR 4,148bn
  - ❖ 2020: IDR 3,670bn

### Investment Property

- 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
  - 2021: IDR 918bn
  - 2020: IDR 894bn

### Leisure, Hospitality & Others

- Supplemental facilities with recurring revenues
- Harris Hotel & POP! Hotel Kelapa Gading, Harris Hotel Bekasi, Movenpick Resort & Spa Bali
- Others include: Klub Kelapa Gading, The Springs Club, Pradita University, Sekolah Islam Al-Azhar
- Revenue
  - 2021: IDR 502bn
  - 2020: IDR 466bn



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## PROJECT LOCATIONS (TOWNSHIPS)



Location / (Population Ranking based on 2020 Census of 100 cities)

1. Kelapa Gading, North Jakarta
2. Serpong, South Tangerang, Banten (14<sup>th</sup> largest)
3. Bekasi City, West Java (3<sup>rd</sup>)
4. Bogor Regency, West Java (18<sup>th</sup>)
5. East Karawang, West Java (80<sup>th</sup>)
6. Bandung, West Java (4<sup>th</sup>)
7. Makassar, Sulawesi (13<sup>th</sup>)



## Landbank and Projected Acquisitions

Location	Business Structure	% Ownership	Gross Area 31/Mar/22	Effective Acreage Ownership	
				Own	Minority
1 Summarecon Kelapa Gading	Own	100%	8 ha	8 ha	0 ha
2 Summarecon Serpong	Own	100%	473 ha	430 ha	43 ha
Own Land	Own	100%	293 ha	293 ha	0 ha
Land under Joint Operations (1)	Joint Operations	80%	128 ha	102 ha	26 ha
Land under Joint Operations (2)	Joint Operations	70%	42 ha	29 ha	13 ha
Land under Joint Operations (3)	Joint Operations	55%	10 ha	6 ha	5 ha
3 Summarecon Bekasi	Own	100%	79 ha	79 ha	0 ha
4 Summarecon Crown Gading <sup>#</sup>	Joint Venture	51%	299 ha	152 ha	147 ha
5 Summarecon Bogor	Joint Venture	51%	383 ha	195 ha	188 ha
6 Summarecon Karawang	Own	100%	7,0 ha	5,6 ha	1,4 ha
Own Land	Own	100%	4,2 ha	4,2 ha	0,0 ha
Land under PT SMTH	Joint Venture	51%	2,8 ha	1,4 ha	1,4 ha
7 Summarecon Bandung	Own	100%	296 ha	296 ha	0 ha
8 Summarecon Mutiara Makassar	Own	100%	332 ha	244 ha	88 ha
Own Land	Own	100%	160 ha	160 ha	0 ha
Land under PT SGMC	Joint Venture	51%	158 ha	81 ha	77 ha
Land under PT SGMF	Joint Venture *	26%	14 ha	4 ha	10 ha
9 Bali	Own	100%	19 ha	19 ha	0 ha
10 Others	Own	100%	225 ha	225 ha	0 ha
<b>TOTAL ACREAGE AVAILABLE FOR DEVELOPMENT</b>			<b>2,121 ha</b>	<b>1,655 ha</b>	<b>466 ha</b>
			<b>100%</b>	<b>78%</b>	<b>22%</b>

# Tarumajaya, North Bekasi

\* Effective Ownership

	FY-2021	FY-2022	
Projected Acquisitions (routine)	Rp 300 Bn	Rp 400 Bn	Existing locations whenever available
Projected Acquisitions (New Locations)	Rp 0 Bn	Rp 0 Bn	No new locations planned
<b>PROJECTED TOTAL LAND ACQUISITION COSTS</b>	<b>Rp 300 Bn</b>	<b>Rp 400 Bn</b>	

## A. Company Profile

# B. Property Development

## C. Investment Property

## D. Hospitality Business

## E. Leisure, Education & Others

## F. Financials

## G. Our Plans and Strategy

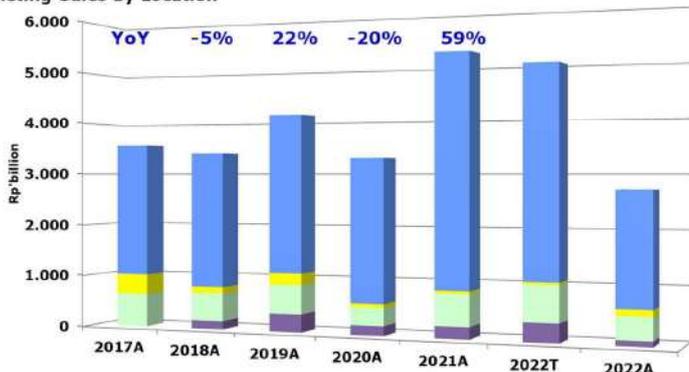
## H. Contact Information

## I. Disclaimer



## Property Development : Marketing Sales by Location & by Product Type

Marketing Sales by Location

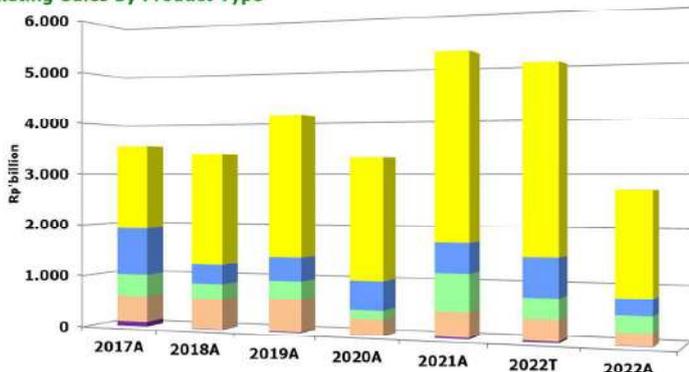


SALES LOCATION	2017A	2018A	2019A	2020A	2021A	2022T	2022A
	Actual	Actual	Actual	Actual	Actual	Target	Ytd
Greater Jakarta	Rp'bn 2,544	Rp'bn 2,585	Rp'bn 3,021	Rp'bn 2,718	Rp'bn 4,370	Rp'bn 3,930	Rp'bn 2,087
Karawang	386	123	219	72	56	40	121
Bandung	631	530	548	333	590	680	417
Makassar	160	344	181	226	350	103	
<b>Total</b>	<b>3,561</b>	<b>3,398</b>	<b>4,132</b>	<b>3,304</b>	<b>5,242</b>	<b>5,000</b>	<b>2,728</b>
YoY Change	↑ 556	↓ -163	↑ 734	↓ -828	↑ 1,938		

% Location Segment

Greater Jakarta	71%	76%	73%	82%	83%	79%	77%
Karawang	11%	4%	5%	2%	1%	1%	4%
Bandung	18%	15%	13%	10%	11%	13%	15%
Makassar		5%	9%	6%	5%	7%	4%

Marketing Sales by Product Type



PRODUCT TYPE	2017A	2018A	2019A	2020A	2021A	2022T	2022A
	Actual	Actual	Actual	Actual	Actual	Target	Ytd
House	Rp'bn 1,647	Rp'bn 2,157	Rp'bn 2,712	Rp'bn 2,297	Rp'bn 3,502	Rp'bn 3,480	Rp'bn 1,904
Shops	902	372	460	542	553	730	290
Landplots	431	302	349	159	692	370	294
Apartment	489	559	595	302	468	390	234
Office, Others	92	8	16	4	27	30	6
<b>Total</b>	<b>3,561</b>	<b>3,398</b>	<b>4,132</b>	<b>3,304</b>	<b>5,242</b>	<b>5,000</b>	<b>2,728</b>

% Product Segment

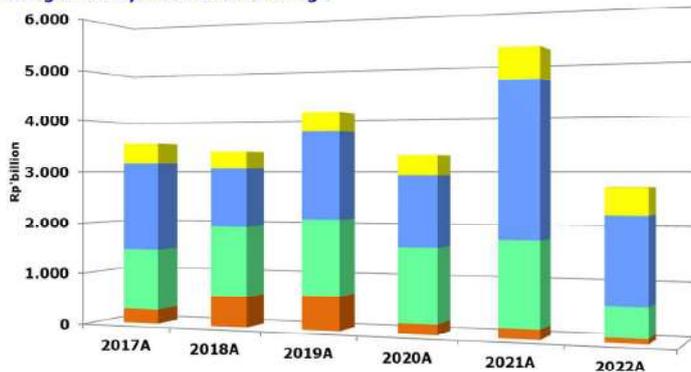
House	46%	64%	66%	70%	67%	69%	70%
Shops	25%	11%	11%	16%	11%	15%	11%
Landplots	12%	9%	9%	5%	13%	7%	11%
Apartment	14%	16%	14%	9%	9%	8%	9%
Office, Others	3%	0%	0%	0%	0%	1%	0%

\* As per 31st July 2022



## Property Development : Product Price Range & Customer Payment Profile

Marketing Sales by Product Price Range

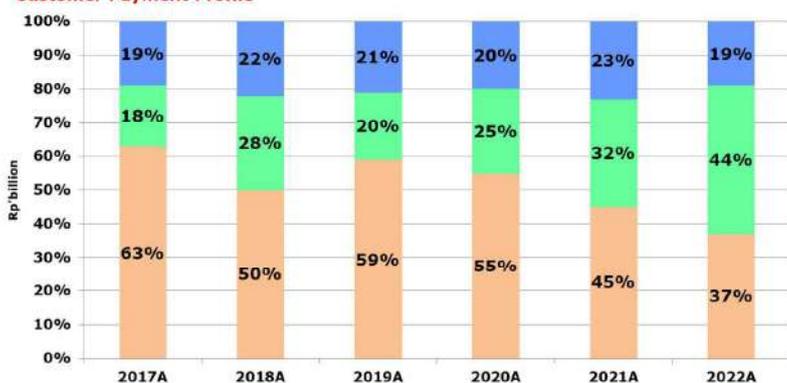


PRODUCT PRICE RANGE	2017A	2018A	2019A	2020A	2021A	2022A
	Actual	Actual	Actual	Actual	Actual	YTD
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn
> Rp 5bn	394	331	369	366	572	486
Rp 2 - 5bn	1,703	1,136	1,656	1,329	2,902	1,616
Rp 1 - 2bn	1,194	1,351	1,462	1,413	1,593	533
< Rp 1bn	270	580	645	196	175	93
<b>Total</b>	<b>3,561</b>	<b>3,398</b>	<b>4,132</b>	<b>3,304</b>	<b>5,242</b>	<b>2,728</b>

% Product Price Segment

> Rp 5bn	11%	10%	9%	11%	11%	18%
Rp 2 - 5bn	48%	33%	40%	40%	56%	59%
Rp 1 - 2bn	33%	40%	35%	43%	30%	20%
< Rp 1bn	8%	17%	16%	6%	3%	3%

Customer Payment Profile



PAYMENT PROFILE	2017A	2018A	2019A	2020A	2021A	2022A
	Actual	Actual	Actual	Actual	Actual	YTD
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn
Cash	676	747	868	661	1,194	509
Bank Mortgage	641	951	826	826	1,678	1,201
Dev Instalment	2,244	1,700	2,438	1,817	2,370	1,018
<b>Total</b>	<b>3,561</b>	<b>3,398</b>	<b>4,132</b>	<b>3,304</b>	<b>5,242</b>	<b>2,728</b>

% Customer Payment Profile

Cash	19%	22%	21%	20%	23%	19%
Bank Mortgage	18%	28%	20%	25%	32%	44%
Dev Instalment	63%	50%	59%	55%	45%	37%

\* As per 31st July 2022

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## Property Development : Group Project Development Value (Ongoing Projects)

PROJECT DEVELOPMENT VALUE (SOME ONGOING PROJECTS)

SUMMARY BY LOCATIONS	Development Value			No. of Units			% sold (Value)	% sold (Units)
	Total	Sold	Bal	Total	Sold	Bal		
	Rp'bn	Rp'bn	Rp'bn					
Kelapa Gading	2,138	(1,877)	261	739	(647)	92	88%	88%
Serpong	7,423	(6,241)	1,182	4,183	(3,646)	537	84%	87%
Bekasi	3,951	(2,193)	1,758	3,997	(3,175)	822	56%	79%
Karawang	535	(458)	77	595	(471)	124	86%	79%
Bandung	1,544	(1,269)	275	615	(503)	112	82%	82%
Makassar	1,107	(954)	153	845	(690)	155	86%	82%
Bogor	2,813	(2,813)	0	1,086	(1,086)	0	100%	100%
<b>TOTAL GROUP</b>	<b>19,511</b>	<b>(15,805)</b>	<b>3,706</b>	<b>12,060</b>	<b>(10,218)</b>	<b>1,842</b>	<b>81%</b>	<b>85%</b>

\* Total Values include Estimates of Planned | Projected Developments

\* Some projects|products are released progressively based on market niches

Excludes new projects that have not been formally launched for sale. Including planned projects, the Total Project Development Values may exceed Rp 10 Trillion

PROJECT DEVELOPMENT VALUE (SOME ONGOING PROJECTS)

SUMMARY BY PRODUCT TYPE	Development Value			No. of Units			% sold (Value)	% sold (Units)
	Total	Sold	Bal	Total	Sold	Bal		
	Rp'bn	Rp'bn	Rp'bn					
House	11,031	(9,380)	1,651	6,084	(5,093)	991	85%	84%
Shop	1,745	(1,387)	358	675	(551)	124	79%	82%
Landplot	704	(640)	64	236	(218)	18	91%	92%
Apartment	5,762	(4,232)	1,530	4,951	(4,288)	663	73%	87%
Office	233	(150)	83	87	(56)	31	64%	64%
Industrial	36	(16)	20	27	(12)	15	44%	44%
<b>TOTAL GROUP</b>	<b>19,511</b>	<b>(15,805)</b>	<b>3,706</b>	<b>12,060</b>	<b>(10,218)</b>	<b>1,842</b>	<b>81%</b>	<b>85%</b>

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## Property Development : Summarecon Kelapa Gading (in Greater Jakarta)

### PROJECT DEVELOPMENT VALUE (SOME ONGOING PROJECTS)

Project   Product Name	Product Type	1st Launch Date	Completion Date	Development Value			No. of Units			ASP   Unit	% sold (Value)
				Total	Sold	Bal	Total	Sold	Bal		
				Rp'bn	Rp'bn	Rp'bn				Rp'mn	
Kensington Royal Suites [A-C]	Apartment	Sep-14	Sep-18	1,475	(1,338)	<b>137</b>	453	(411)	<b>42</b>	3,256	91%
Kensington Royal Suites [D]	Apartment	Apr-15	Apr-19	430	(389)	<b>41</b>	199	(180)	<b>19</b>	2,161	90%
Kensington Office (Exclude-Rent)	Office	Jun-17	Jun-20	233	(150)	<b>83</b>	87	(56)	<b>31</b>	2,678	64%
<b>Total Kelapa Gading</b>				<b>2,138</b>	<b>(1,877)</b>	<b>261</b>	<b>739</b>	<b>(647)</b>	<b>92</b>		<b>88%</b>

### TOWNSHIP OVERVIEW

Started	1975
Area	Total Area: 550 Ha Developed: 542 Ha (97%) Undeveloped: 8 Ha (3%)
Development Period	> 10 years on the available land bank
Developed	<ul style="list-style-type: none"> <li>30,000+ residential houses</li> <li>2,120+ shoplots</li> <li>2,850+ apartment units</li> </ul>
Investment Property, Leisure & Hospitality, and Other Business	<ul style="list-style-type: none"> <li>Mall Kelapa Gading</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>
Other Key Facilities (by 3 <sup>rd</sup> Parties)	<ul style="list-style-type: none"> <li>Mitra Keluarga Hospital</li> <li>Gading Pluit Hospital</li> <li>Al Azhar Islamic School</li> <li>TKK Penabur (Christian) School</li> </ul>

### Masterplan | Project Snapshots



Kensington Royal Suites



Kensington Office



## Property Development : Summarecon Serpong (in Greater Jakarta)

### TOWNSHIP OVERVIEW

Started	1993
Area	Total Area: 800 Ha Developed: 320 Ha (40%) Future development : 480 Ha (60%)
Development Period	> 10 years on the available land bank
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>
Other key facilities (by 3 <sup>rd</sup> Parties)	<ul style="list-style-type: none"> <li>Pradita University</li> <li>Universitas Multimedia Nusantara</li> <li>Gading Raya Golf Course &amp; Club</li> <li>3<sup>rd</sup> Party Hotels</li> </ul>

### Masterplan | Project Snapshots



Symphonia



The Springs



Scientia Garden



Serpong M-Town



## Property Development : Summarecon Serpong (in Greater Jakarta)

### PROJECT DEVELOPMENT VALUE (SOME ONGOING PROJECTS)

Project   Product Name	Product Type	1st Launch Date	Completion Date	Development Value			No. of Units			ASP   Unit	% sold (Value)
				Total	Sold	Bal	Total	Sold	Bal		
				Rp'bn	Rp'bn	Rp'bn				Rp'mmn	
<b>The Springs</b>											
Goldfinch [Ext]	House	Mar-15	Mar-17	81	(73)	<b>8</b>	20	(18)	<b>2</b>	4,050	90%
Flamingo [Ext]	House	Agu-17	Agu-19	452	(303)	<b>149</b>	152	(102)	<b>50</b>	2,974	67%
Rainbow Springs [19 Blocks]	Apartment	Agu-19	Feb-22	744	(738)	<b>6</b>	520	(516)	<b>4</b>	1,431	99%
Rainbow Springs [6 Blocks] **	Apartment			205	0	<b>205</b>	120	0	<b>120</b>	1,708	0%
South Goldfinch Commercial*	Shop	Nov-19	Nov-22	250	(125)	<b>125</b>	74	(37)	<b>37</b>	3,378	50%
Caribbean	House	Agu-21	Agu-24	243	(191)	<b>52</b>	84	(66)	<b>18</b>	2,893	79%
<b>Scientia Garden</b>											
Alloggio	House	Jun-15	Jun-17	498	(461)	<b>37</b>	325	(301)	<b>24</b>	1,532	93%
Alloggio [Ext]	House	Jul-17	Jul-19	77	(74)	<b>3</b>	50	(48)	<b>2</b>	1,540	96%
Edision Commercial	Shop	Apr-17	Apr-19	177	(116)	<b>61</b>	61	(40)	<b>21</b>	2,902	66%
Dalton Commercial [Ext]	Shop	Feb-20	Feb-22	173	(160)	<b>13</b>	40	(37)	<b>3</b>	4,325	92%
Faraday Commercial	Shop	Jul-20	Jul-22	181	(173)	<b>8</b>	72	(69)	<b>3</b>	2,514	96%
Maxwell Commercial	Shop	Jul-20	Jul-22	106	(94)	<b>12</b>	44	(39)	<b>5</b>	2,409	89%
Aristoteles Commercial	Shop	Apr-21	Apr-23	246	(227)	<b>19</b>	78	(72)	<b>6</b>	3,154	92%
Carson	House	Okt-21	Okt-23	641	(589)	<b>52</b>	222	(204)	<b>18</b>	2,887	92%
<b>Symphonia</b>											
Agnesi	House	Nov-19	Nov-21	416	(415)	<b>1</b>	308	(307)	<b>1</b>	1,351	100%
Baroni	House	Des-20	Des-22	537	(489)	<b>48</b>	345	(314)	<b>31</b>	1,557	91%
Mozart 2	House	Jul-21	Jul-23	730	(608)	<b>122</b>	150	(125)	<b>25</b>	4,867	83%
Melody Commercial	Shop	Feb-21	Feb-23	100	(100)	<b>0</b>	46	(46)	<b>0</b>	2,174	100%
Melody Commercial 2	Shop	Apr-22	Apr-24	252	(144)	<b>108</b>	84	(48)	<b>36</b>	3,000	57%
Leonora	House	Feb-22	Feb-24	587	(490)	<b>97</b>	266	(222)	<b>44</b>	2,207	83%
<b>M-Town</b>											
M-Town Residence [C,D]	Apartment	Mei-15	Mei-19	727	(671)	<b>56</b>	1,122	(1,035)	<b>87</b>	648	92%
M-Town Signature [I] **	Apartment					<b>0</b>			<b>0</b>	0	
<b>Total Serpong</b>				<b>7,423</b>	<b>(6,241)</b>	<b>1,182</b>	<b>4,183</b>	<b>(3,646)</b>	<b>537</b>		<b>84%</b>

\* Progressive release of projects/products

\*\* Not Launched Yet

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## Property Development : Summarecon Bekasi (in Greater Jakarta)

### TOWNSHIP OVERVIEW

Started	2010
Area	Total Area: 656 Ha Developed: 263 Ha (40%) Future Development: 393 Ha (60%)
Development Period	> 10 years on the available land bank
Developed	<ul style="list-style-type: none"> <li>1,500+ residential houses</li> <li>500+ shoplots</li> <li>4,700+ apartment units</li> </ul>
Investment Property, Leisure & Hospitality, and Other Business	<ul style="list-style-type: none"> <li>Summarecon Mall Bekasi</li> <li>Plaza Summarecon Bekasi</li> <li>Harris Hotel Bekasi</li> </ul>
Other Key Facilities (by 3 <sup>rd</sup> Parties)	<ul style="list-style-type: none"> <li>Bina Nusantara University (Binus)</li> <li>Al Azhar Islamic School</li> <li>BPK Penabur (Christian) School</li> </ul>

### Masterplan | Project Snapshots



Scarlet Commercial



Primrose Condovilla



Magenta Residence

Morizen Residence



SpringLake View

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## Property Development : Summarecon Bekasi (in Greater Jakarta)

PROJECT DEVELOPMENT VALUE (SOME ONGOING PROJECTS)											
Project   Product Name	Product Type	1st Launch Date	Completion Date	Development Value			No. of Units			ASP   Unit	% sold (Value)
				Total	Sold	Bal	Total	Sold	Bal		
				Rp'bn	Rp'bn	Rp'bn				Rp'mn	
SpringLake [D]	Apartment	Jul-14	Jul-18	379	(365)	14	778	(749)	29	487	96%
SpringLake View [E]	Apartment	Agu-15	Agu-19	384	(302)	82	856	(673)	183	449	79%
SpringLake View [F]	Apartment	Okt-16	Okt-20	307	(252)	55	743	(609)	134	414	82%
SpringLake View [G,H] **	Apartment			862		862			0	0	0%
Primrose Condovilla [A,B,C]	Apartment	Okt-15	Apr-18	149	(121)	28	100	(81)	19	1,494	81%
Primrose Condovilla [D,E]	Apartment	Mar-17	Sep-19	99	(56)	43	60	(34)	26	1,647	57%
Srimaya	House	Agu-18	Agu-20	336	(261)	75	781	(606)	175	431	78%
Morizen *	House	Agu-19	Agu-22	750	(389)	361	158	(82)	76	4,747	52%
Srimaya Kiosks	Shop	Jul-20	Jul-22	24	(21)	3	65	(56)	9	375	86%
Magenta	House	Sep-20	Sep-22	572	(341)	231	421	(251)	170	1,359	60%
Scarlet Commercial	Shop	Okt-21	Okt-23	88	(85)	3	35	(34)	1	2,500	97%
<b>Total Bekasi</b>				<b>3,951</b>	<b>(2,193)</b>	<b>1,758</b>	<b>3,997</b>	<b>(3,175)</b>	<b>822</b>		<b>56%</b>

\* Progressive release of projects|products

\*\* Not Launched Yet

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## Property Development : Summarecon Karawang (in West Java)

PROJECT DEVELOPMENT VALUE (SOME ONGOING PROJECTS)											
Project   Product Name	Product Type	1st Launch Date	Completion Date	Development Value			No. of Units			ASP   Unit	% sold (Value)
				Total	Sold	Bal	Total	Sold	Bal		
				Rp'bn	Rp'bn	Rp'bn				Rp'mn	
Elora_2	House	Feb-17	Feb-19	219	(207)	12	206	(195)	11	1,062	95%
Sapphire Commercial	Shop	Jul-17	Jul-19	148	(142)	6	76	(73)	3	1,947	96%
Sevanti	House	Nov-18	Nov-20	168	(109)	59	313	(203)	110	537	65%
<b>Total Karawang</b>				<b>535</b>	<b>(458)</b>	<b>77</b>	<b>595</b>	<b>(471)</b>	<b>124</b>		<b>86%</b>

\* Progressive release of projects|products

### TOWNSHIP OVERVIEW

Started	2016
Area	Total Area: 33 Ha Developed: 19 Ha (58%) Future Development: 14 Ha (42%)
Development Period	~ 5 years on the available land bank
Developed	<ul style="list-style-type: none"> <li>1,390+ residential houses</li> <li>75+ shoplots</li> </ul>
Investment Property, Leisure & Hospitality, and Other Business	Under Construction: <ul style="list-style-type: none"> <li>Summarecon Villaggio Jakarta Luxury Outlet</li> </ul>

### Masterplan | Project Snapshots



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## Property Development : Summarecon Bandung (in West Java)

### PROJECT DEVELOPMENT VALUE (SOME ONGOING PROJECTS)

Project   Product Name	Product Type	1st Launch Date	Completion Date	Development Value			No. of Units			ASP   Unit	% sold (Value)
				Total	Sold	Bal	Total	Sold	Bal		
				Rp'bn	Rp'bn	Rp'bn				Rp'mn	
Emily	House	Nov-19	Mei-22	588	(509)	<b>79</b>	141	(122)	<b>19</b>	4,170	87%
Flora	House	Sep-20	Mar-23	712	(580)	<b>132</b>	405	(330)	<b>75</b>	1,758	81%
Xandari *	Landplot	Nov-21	Nov-24	244	(180)	<b>64</b>	69	(51)	<b>18</b>	3,536	74%
<b>Total Bandung</b>				<b>1,544</b>	<b>(1,269)</b>	<b>275</b>	<b>615</b>	<b>(503)</b>	<b>112</b>		<b>82%</b>

\* Progressive release of projects/products

### TOWNSHIP OVERVIEW

Started	2015
Area	Total Area: 373 Ha Developed: 40 Ha (11%) Future Development: 333 Ha (89%)
Development Period	>10 years on the available land bank
Developed	<ul style="list-style-type: none"> <li>1,390+ residential houses</li> <li>320+ shoplots</li> </ul>
Investment Property, Leisure & Hospitality, and Other Business	<ul style="list-style-type: none"> <li>Plaza Summarecon Bandung</li> <li>Summarecon Mall Bandung (under construction)</li> <li>Planned: <ul style="list-style-type: none"> <li>Harris Hotel Summarecon Bandung</li> <li>Schools</li> </ul> </li> </ul>

### Masterplan | Project Snapshots



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## Property Development : Summarecon Mutiara Makassar (in Sulawesi)

### PROJECT DEVELOPMENT VALUE (SOME ONGOING PROJECTS)

Project   Product Name	Product Type	1st Launch Date	Completion Date	Development Value			No. of Units			ASP   Unit	% sold (Value)
				Total	Sold	Bal	Total	Sold	Bal		
				Rp'bn	Rp'bn	Rp'bn				Rp'mn	
Beryl	House	Nov-18	Nov-20	263	(261)	<b>2</b>	235	(233)	<b>2</b>	1,119	99%
Jade	House	Nov-18	Nov-20	248	(244)	<b>4</b>	116	(114)	<b>2</b>	2,138	98%
Neo Jade	House	Sep-19	Sep-21	81	(81)	<b>0</b>	36	(36)	<b>0</b>	2,250	100%
Titanium Warehouse	Industrial	Des-19	Des-21	36	(16)	<b>20</b>	27	(12)	<b>15</b>	1,333	44%
Blue Crystal	House	Agu-20	Agu-22	187	(182)	<b>5</b>	149	(145)	<b>4</b>	1,255	97%
Green Crystal	House	Apr-21	Apr-23	121	(109)	<b>12</b>	91	(82)	<b>9</b>	1,330	90%
Topaz	House	Okt-21	Okt-23	171	(61)	<b>110</b>	191	(68)	<b>123</b>	895	36%
<b>Total Makassar</b>				<b>1,107</b>	<b>(954)</b>	<b>153</b>	<b>845</b>	<b>(690)</b>	<b>155</b>		<b>86%</b>

### TOWNSHIP OVERVIEW

Started	2018
Area	Total Area: 360 Ha Developed: 34 Ha (9%) Future Development: 326 Ha (91%)
Development Period	>10 years on the available land bank
Developed	<ul style="list-style-type: none"> <li>540+ residential houses</li> <li>50+ commercial units</li> </ul>
Investment Property, Leisure & Hospitality, and Other Business	<ul style="list-style-type: none"> <li>Planned: <ul style="list-style-type: none"> <li>Summarecon Mall Makassar</li> <li>Convention Centers / Function Halls</li> <li>Schools</li> </ul> </li> </ul>

### Masterplan | Project Snapshots



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## Property Development : Summarecon Bogor (in Greater Jakarta)

### PROJECT DEVELOPMENT VALUE (SOME ONGOING PROJECTS)

Project   Product Name	Product Type	1st Launch Date	Completion Date	Development Value			No. of Units			ASP   Unit	% sold (Value)
				Total	Sold	Bal	Total	Sold	Bal		
				Rp'bn	Rp'bn	Rp'bn				Rp'mn	
Mahogany	House	Oct-20	Apr-23	563	(563)	0	321	(321)	0	1,754	100%
Mahogany Island	Landplot	Oct-20	Apr-23	120	(120)	0	79	(79)	0	1,519	100%
Agathis	House	Oct-20	Apr-23	722	(722)	0	196	(196)	0	3,684	100%
Pinewood	House	Oct-21	Apr-24	508	(508)	0	254	(254)	0	2,000	100%
Rosewood Golf Residence	House	Oct-21	Apr-24	560	(560)	0	148	(148)	0	3,784	100%
Rosewood Golf Residence	Landplot	Oct-21	Apr-24	340	(340)	0	88	(88)	0	3,864	100%
<b>Total Bogor</b>				<b>2,813</b>	<b>(2,813)</b>	<b>0</b>	<b>1,086</b>	<b>(1,086)</b>	<b>0</b>		<b>100%</b>

### TOWNSHIP OVERVIEW

Started	2020
Area	Total Area: 450 Ha Developed: 25 Ha (6%) Future Development: 425 Ha (94%)
Development Period	> 10 years on the available land bank
Developed	> 500 residential houses
Investment Property, Leisure & Hospitality, and Other Business	Planned: • Summarecon Mall Bogor • Schools • Culinary Centers • Hotels

### Masterplan | Project Snapshots



Mahogany



Agathis



Pinewood



Rosewood



## Property Development : Summarecon Crown Gading (in Greater Jakarta)

### TOWNSHIP OVERVIEW

Target to Open	Q4 2022
Area	Total Area: 437 Ha
Development Period	> 10 years on the available land bank
Investment Property, Leisure & Hospitality, and Other Business	Planned: • Shopping Mall • Schools • Culinary Centers • Hotels

### Project Snapshots



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## INVESTMENT PROPERTY : Shopping Malls

At present, Summarecon owns and operates 3 shopping malls with total GFA of more than 300,000 m<sup>2</sup>, generating significant recurring revenues from the lease of retail malls.

The 3 malls are located in Summarecon's townships and are market leaders in the Greater Jakarta region.



Summarecon Mall Kelapa Gading



Summarecon Mall Serpong



Summarecon Bekasi

These are middle-class shopping malls 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.

### Some Key Tenants





## INVESTMENT PROPERTY : Shopping Malls

SHOPPING MALL   RETAIL CENTER	GFA   m <sup>2</sup>	NLA   m <sup>2</sup>	Occupancy	Average Rent m <sup>2</sup> / Month	Service Charge m <sup>2</sup> / Month	% of Mall Revenues	No. of Tenants	Visitor Traffic Pax / Year	
Summarecon Mall Kelapa Gading	150,000 m <sup>2</sup>	112,000 m <sup>2</sup>	91%	Rp 330,000	Rp 112,000	50%	~ 600+	FY-2021 *	12.0 Mn
								FY-2020 *	12.0 Mn
Summarecon Mall Serpong	115,000 m <sup>2</sup>	79,000 m <sup>2</sup>	82%	Rp 250,000	Rp 104,000	29%	~ 400+	FY-2021 *	9.0 Mn
								FY-2020 *	10.0 Mn
Summarecon Mall Bekasi	77,000 m <sup>2</sup>	54,000 m <sup>2</sup>	95%	Rp 220,000	Rp 95,000	20%	~ 300+	FY-2021 *	9.0 Mn
								FY-2020 *	10.0 Mn
Samasta Village, Bali	5,000 m <sup>2</sup>	4,500 m <sup>2</sup>	66%	Rp 28,000	Rp 46,000	1%	~ 20+	FY-2021 *	0.2 Mn
								FY-2020 *	0.2 Mn

\* Gross Floor Area, Net Leasable Area

In 2020 and 2021, the mall operations were materially affected under Covid-19 regulations wherein tenant operations were curtailed and visitor footfall was limited to 25% - 50% of a mall's capacity. Contractually, there were no changes to the Base Rent but rent discounts ranging from 20-50% were given to qualifying tenants. Service Charge, commensurate with operating hours, were still levied in full except when there was a total lock-down of the premises. Consequently, contribution to Group Revenues declined from 27% to 16%.

### More Key Tenants



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## HOSPITALITY BUSINESS

### Hotel & Resort



**Harris Hotel Kelapa Gading**

4 star business hotel with 307 rooms located in Summarecon Mall Kelapa Gading



**Harris Hotel Bekasi**

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



**Pop! Hotel Kelapa Gading**

Low-cost hotel with 266 modern rooms in Summarecon Mall Kelapa Gading



**Movenpick Resort & Spa, Bali**

5 star hotel with a "Family Concept" and a capacity of 297 rooms. Operated and managed by the Accor Hotels group

Harris and Pop! hotels are operated and managed by Tauzia Hotels, a member of Singapore's Ascott Group

**The hospitality business unit provide important complementary facilities in each township, while simultaneously generating recurring income.**

The city hotels are located within the vicinity of the shopping malls, thus providing a synergistic business environment.

In 2020 and 2021, the hotel operations were affected under Covid-19 regulations wherein travel was restricted, thus reducing the hotel occupancy from a norm of 70-80% to a low of 30-58%.

The contribution to Group Revenues declined to 3% from 6%.

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## LEISURE, EDUCATION & OTHERS

### 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

### 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

**The leisure and education business units provide important complementary facilities to support each township, while simultaneously generating recurring income.**

In 2020 and 2021, the operations were affected under Covid-19 regulations wherein individual mobility was restricted and social distancing enforced, thus curtailing the operations of these facilities.

The contribution to Group Revenues are not material but they do provide an essential service to the development of each township



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### F. Financials

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- Revenues by Business Segment
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## FINANCIALS : Consolidated

CONSOLIDATED INCOME STATEMENTS	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUE</b>	<b>5,641</b>	<b>5,661</b>	<b>5,942</b>	<b>5,030</b>	<b>5,568</b>	<b>11%</b>	<b>2,459</b>	<b>2,729</b>	<b>11%</b>
<b>GROSS PROFIT</b>	<b>2,803</b>	<b>2,953</b>	<b>3,047</b>	<b>2,502</b>	<b>2,801</b>	<b>12%</b>	<b>1,290</b>	<b>1,549</b>	<b>20%</b>
OVERHEADS	(1,127)	(1,103)	(1,180)	(950)	(980)		(445)	(520)	
- Selling Expense	(339)	(343)	(354)	(275)	(306)		(127)	(137)	
- Administrative Expense	(791)	(767)	(835)	(681)	(677)		(321)	(392)	
- Other Optg Income/(Expense)	2	8	9	6	3		2	9	
<b>EBITDA</b>	<b>1,676</b>	<b>1,850</b>	<b>1,867</b>	<b>1,552</b>	<b>1,822</b>	<b>17%</b>	<b>845</b>	<b>1,029</b>	<b>22%</b>
Depreciation	(335)	(302)	(278)	(276)	(264)		(134)	(122)	
<b>EBIT</b>	<b>1,341</b>	<b>1,548</b>	<b>1,589</b>	<b>1,276</b>	<b>1,558</b>	<b>22%</b>	<b>711</b>	<b>907</b>	<b>28%</b>
Net Finance Income/(Expense)	(542)	(608)	(670)	(842)	(810)		(469)	(484)	
Non-Operating Income/(Expense)	-0	10	4	6	8		6	5	
Taxation	(267)	(260)	(310)	(194)	(206)		(91)	(119)	
<b>PROFIT FOR THE YEAR (PAT)</b>	<b>532</b>	<b>691</b>	<b>613</b>	<b>246</b>	<b>550</b>	<b>124%</b>	<b>156</b>	<b>308</b>	<b>97%</b>
Other Comprehensive Inc/(Exp)	(23)	17	21	(13)	(1)		(7)	(1)	
Compreh. Income for the Year	509	708	634	232	549		149	307	
PROFIT ATTRIBUTABLE TO :									
COMPANY OWNERS	362	449	515	180	324		109	255	
NON-CONTROLLING INTERESTS	170	242	98	66	226		47	53	
PROFIT FOR THE YEAR	532	691	613	246	550		156	308	
Gross Profit Margin	50%	52%	51%	50%	50%	1%	52%	57%	8%
Overheads Ratio	20%	19%	20%	19%	18%	-1%	18%	19%	1%
EBITDA Margin	30%	33%	31%	31%	33%	2%	34%	38%	3%
EBIT Margin	24%	27%	27%	25%	28%	3%	29%	33%	4%
PAT Margin	9%	12%	10%	5%	10%	5%	6%	11%	5%
YoY% Growth - Revenues		0%	5%	-15%	11%				
YoY% Growth - EBITDA		10%	1%	-17%	17%				
YoY% Growth - Profit For The Year		30%	-11%	-60%	124%				

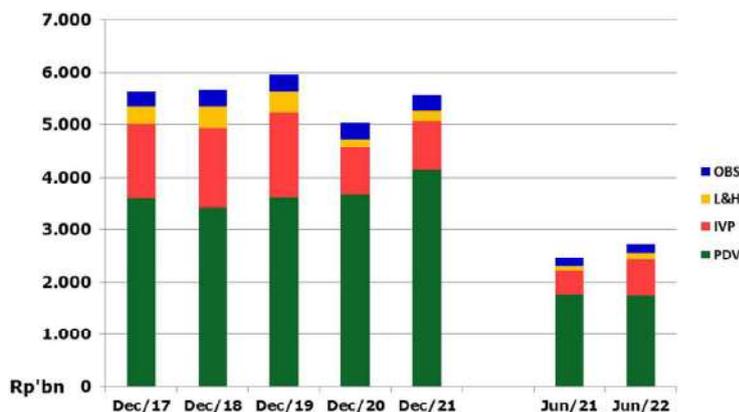
FY 2020/2019 : Despite improved performance from the Property Development segment, Group performance declined as the Investment Property segment was significantly affected by the impact of the Covid-19 pandemic. Performance of the Investment Property segment is still significantly impacted in 2021 and is expected to continue into FY-2022 despite signs of recovery.

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## Financials : Revenues Business Segment

CONTRIBUTION BY BUSINESS SEGMENT	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUES</b>	<b>5,641</b>	<b>5,661</b>	<b>5,942</b>	<b>5,030</b>	<b>5,568</b>	<b>11%</b>	<b>2,459</b>	<b>2,729</b>	<b>11%</b>
Property Development (PDV)	3,603	3,436	3,617	3,670	4,148	13%	1,749	1,743	0%
Investment Property (IVP)	1,400	1,492	1,599	894	918	3%	467	682	46%
Leisure & Hospitality (L&H)	354	422	423	153	183	20%	88	130	47%
Other Businesses (OBS)	283	312	303	313	319	2%	155	174	13%
Property Development	64%	61%	61%	73%	75%	2%	71%	64%	-7%
Investment Property	25%	26%	27%	18%	16%	-1%	19%	25%	6%
Leisure & Hospitality	6%	7%	7%	3%	3%	0%	4%	5%	1%
Other Businesses	5%	6%	5%	6%	6%	0%	6%	6%	0%

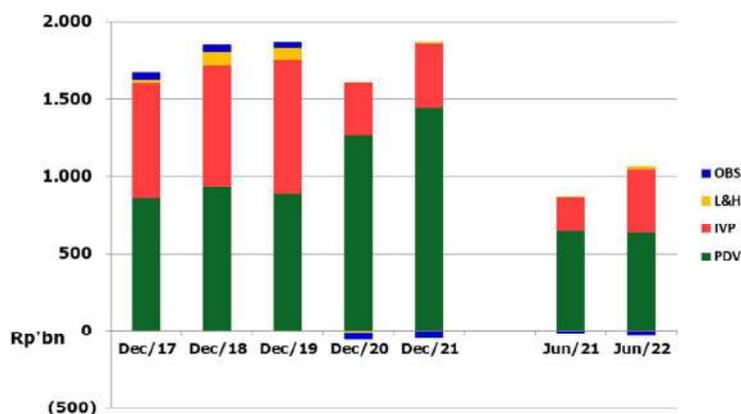


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## Financials : EBITDA Business Segment

CONTRIBUTION BY BUSINESS SEGMENT	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>EBITDA</b>	1,676	1,850	1,867	1,552	1,822	17%	845	1,029	22%
Property Development (PDV)	861	931	885	1,267	1,446	14%	645	637	-1%
Investment Property (IVP)	743	785	865	341	410	20%	220	410	87%
Leisure & Hospitality (L&H)	17	87	78	(12)	12	-203%	2	17	740%
Other Businesses (OBS)	55	47	39	(44)	(46)	5%	(22)	(35)	57%
Property Development	51%	50%	47%	82%	79%	-2%	76%	62%	-14%
Investment Property	44%	42%	46%	22%	22%	1%	26%	40%	14%
Leisure & Hospitality	1%	5%	4%	-1%	1%	1%	0%	2%	1%
Other Businesses	3%	3%	2%	-3%	-3%	0%	-3%	-3%	-1%

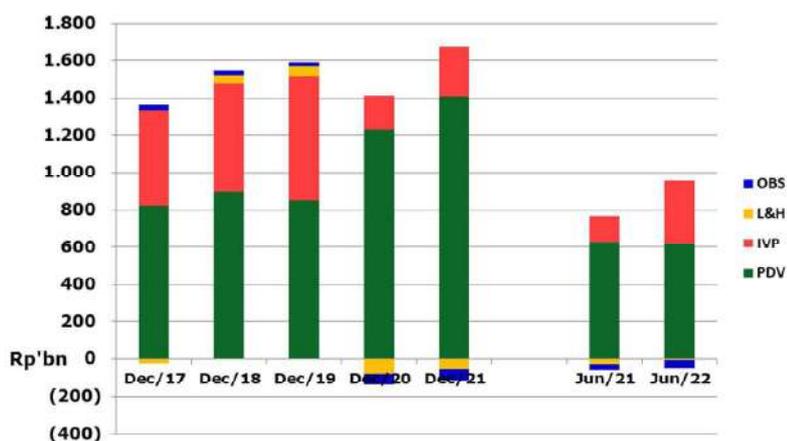


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## Financials : EBIT Business Segment

CONTRIBUTION BY BUSINESS SEGMENT	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>EBIT</b>	1,341	1,548	1,589	1,276	1,558	22%	711	907	28%
Property Development (PDV)	822	895	852	1,231	1,410	15%	628	619	-1%
Investment Property (IVP)	507	582	665	182	259	42%	139	337	143%
Leisure & Hospitality (L&H)	(25)	41	55	(77)	(51)	-34%	(26)	(8)	-68%
Other Businesses (OBS)	37	29	18	(60)	(60)	0%	(30)	(41)	38%
Property Development	61%	58%	54%	96%	91%	-6%	88%	68%	-20%
Investment Property	38%	38%	42%	14%	17%	2%	19%	37%	18%
Leisure & Hospitality	-2%	3%	3%	-6%	-3%	3%	-4%	-1%	3%
Other Businesses	3%	2%	1%	-5%	-4%	1%	-4%	-5%	0%



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## Financials : Income Statement Property Development Business

INCOME BY BUSINESS SEGMENT PROPERTY DEVELOPMENT	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUE</b>	<b>3,603</b>	<b>3,436</b>	<b>3,617</b>	<b>3,670</b>	<b>4,148</b>	<b>13%</b>	<b>1,749</b>	<b>1,743</b>	<b>0%</b>
Houses	810	1,823	2,228	1,991	2,723	37%	1,212	813	-33%
Shops	234	123	681	627	444	-29%	213	498	134%
Landplots	607	286	224	56	176	216%	34	162	371%
Apartments	1,935	1,184	388	876	716	-18%	235	233	-1%
Offices	0	0	74	78	54	-31%	38	14	-63%
Industrial Properties	0	0	0	13	4	-68%	0	10	0%
Others	17	20	22	30	32	7%	17	13	-26%
<b>GROSS PROFIT</b>	<b>1,680</b>	<b>1,693</b>	<b>1,683</b>	<b>1,938</b>	<b>2,191</b>	<b>13%</b>	<b>983</b>	<b>1,035</b>	<b>5%</b>
Houses	386	959	973	951	1,424	50%	659	433	-34%
Shops	144	49	318	440	285	-35%	153	332	117%
Landplots	460	235	143	45	116	160%	25	135	448%
Apartments	673	430	189	420	303	-28%	108	112	4%
Offices	0	0	39	47	29	-38%	22	7	-66%
Industrial Properties	0	0	0	5	2	-65%	0	4	0%
Others	17	20	22	30	32	7%	17	13	-26%
<b>Gross Profit Margin</b>	<b>47%</b>	<b>49%</b>	<b>47%</b>	<b>53%</b>	<b>53%</b>	<b>0%</b>	<b>56%</b>	<b>59%</b>	<b>3%</b>
Houses	48%	53%	44%	48%	52%	5%	54%	53%	-1%
Shops	61%	40%	47%	70%	64%	-6%	72%	67%	-5%
Landplots	76%	82%	64%	80%	66%	-14%	72%	83%	12%
Apartments	35%	36%	49%	48%	42%	-6%	46%	48%	2%
Offices	0%	0%	52%	61%	55%	-6%	58%	53%	-5%
Industrial Properties	0%	0%	0%	38%	41%	3%	0%	40%	40%
<b>GROSS PROFIT (Net of Depn)</b>	<b>1,687</b>	<b>1,700</b>	<b>1,691</b>	<b>1,952</b>	<b>2,203</b>	<b>13%</b>	<b>988</b>	<b>1,042</b>	<b>5%</b>
Selling Expense	(249)	(228)	(229)	(229)	(269)	17%	(107)	(114)	6%
General & Administration	(578)	(546)	(582)	(456)	(497)	9%	(237)	(294)	24%
Other Optg Income / (Expense)	1	4	6	1	9	987%	1	3	149%
<b>EBITDA</b>	<b>861</b>	<b>931</b>	<b>885</b>	<b>1,267</b>	<b>1,446</b>	<b>14%</b>	<b>645</b>	<b>637</b>	<b>-1%</b>
Less : Total Depreciation	(39)	(36)	(34)	(36)	(36)	-2%	(18)	(18)	0%
<b>EBIT</b>	<b>822</b>	<b>895</b>	<b>852</b>	<b>1,231</b>	<b>1,410</b>	<b>15%</b>	<b>628</b>	<b>619</b>	<b>-1%</b>
<b>EBITDA Margin</b>	<b>24%</b>	<b>27%</b>	<b>24%</b>	<b>35%</b>	<b>35%</b>	<b>0%</b>	<b>37%</b>	<b>37%</b>	<b>0%</b>
<b>EBIT Margin</b>	<b>23%</b>	<b>26%</b>	<b>24%</b>	<b>34%</b>	<b>34%</b>	<b>0%</b>	<b>36%</b>	<b>36%</b>	<b>0%</b>

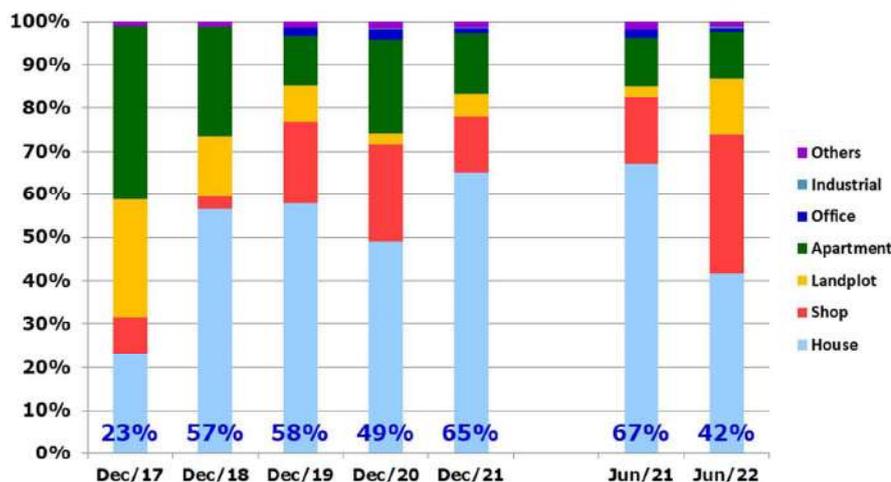
Improved profitability contributed to the better performance of property development. Most of the revenues are derived from marketing sales that were acquired from previous years; normally 24 months (for landed properties) and up to 48 months (for apartments) as revenues are recognised in the financial statements only upon completion of the projects.

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## Financials : Property Development Business (By Product Type)

PROPERTY DEVELOPMENT PRODUCT SEGMENT	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUE</b>									
Houses	23%	57%	58%	49%	65%	16%	67%	42%	-25%
Shops	9%	3%	19%	23%	13%	-10%	16%	32%	17%
Landplots	27%	14%	8%	2%	5%	3%	2%	13%	10%
Apartments	40%	25%	11%	22%	14%	-8%	11%	11%	0%
Offices	0%	0%	2%	2%	1%	-1%	2%	1%	-2%
Industrial Properties	0%	0%	0%	0%	0%	0%	0%	0%	0%
Others	1%	1%	1%	2%	1%	0%	2%	1%	-1%



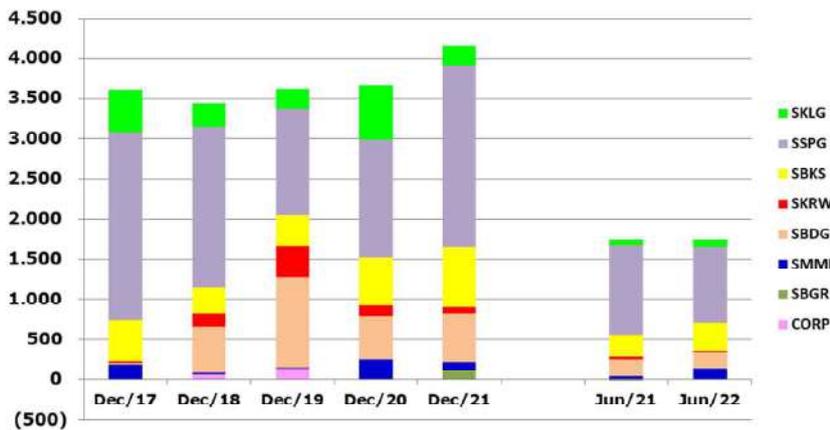
Houses are still the preferred product. Apartment sales face stiff competitive as the market is over-supplied. Company have not launched any new apartment projects, preferring instead to quickly dispose these stocks.

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## Financials : Property Development Business (By Location)

PROPERTY DEVELOPMENT GEOGRAPHIC LOCATION	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUES</b>	<b>3,603</b>	<b>3,436</b>	<b>3,617</b>	<b>3,670</b>	<b>4,148</b>	<b>13%</b>	<b>1,749</b>	<b>1,743</b>	<b>0%</b>
SKLG Kelapa Gading	522	287	251	680	247	-64%	71	86	21%
SSPG Serpong	2,344	1,997	1,313	1,463	2,243	53%	1,114	950	-15%
SBKS Bekasi	505	333	388	610	757	24%	268	352	31%
SKRW Karawang	20	158	397	126	79	-37%	39	15	-62%
SBDG Bandung	16	576	1,113	533	600	13%	209	200	-4%
SMMK Makassar	196	24	9	257	107	-58%	49	134	173%
SBGR Bogor	0	0	0	0	115	358949%	-0	8	-1757%
Other Locations   Corporate	0	60	146	1	0	-100%	0	0	0%
<b>Kelapa Gading</b>	<b>14%</b>	<b>8%</b>	<b>7%</b>	<b>19%</b>	<b>6%</b>	<b>-13%</b>	<b>4%</b>	<b>5%</b>	<b>1%</b>
<b>Serpong</b>	<b>65%</b>	<b>58%</b>	<b>36%</b>	<b>40%</b>	<b>54%</b>	<b>14%</b>	<b>64%</b>	<b>54%</b>	<b>-9%</b>
<b>Bekasi</b>	<b>14%</b>	<b>10%</b>	<b>11%</b>	<b>17%</b>	<b>18%</b>	<b>2%</b>	<b>15%</b>	<b>20%</b>	<b>5%</b>
<b>Karawang</b>	<b>1%</b>	<b>5%</b>	<b>11%</b>	<b>3%</b>	<b>2%</b>	<b>-2%</b>	<b>2%</b>	<b>1%</b>	<b>-1%</b>
<b>Bandung</b>	<b>0%</b>	<b>17%</b>	<b>31%</b>	<b>15%</b>	<b>14%</b>	<b>0%</b>	<b>12%</b>	<b>11%</b>	<b>0%</b>
<b>Makassar</b>	<b>5%</b>	<b>1%</b>	<b>0%</b>	<b>7%</b>	<b>3%</b>	<b>-4%</b>	<b>3%</b>	<b>8%</b>	<b>5%</b>
<b>Bogor</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>3%</b>	<b>3%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
<b>Other Locations   Corporate</b>	<b>0%</b>	<b>2%</b>	<b>4%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>

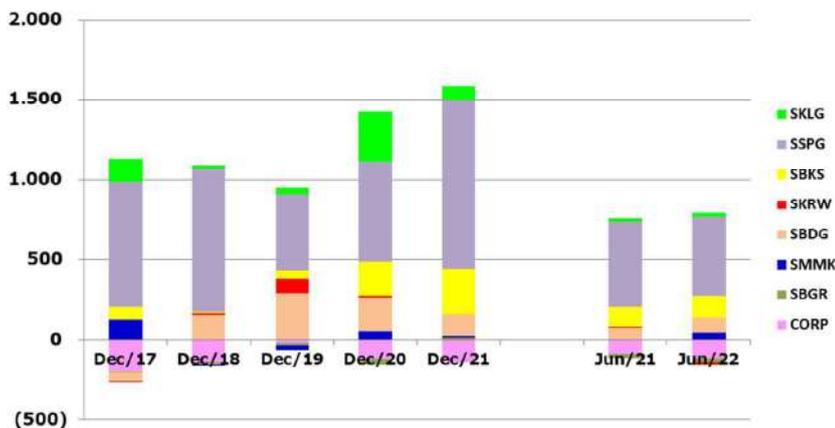


**Summarecon Serpong** is still the preferred location with the most revenues. It contributed from 54% in first half 2022. And will still be the major Revenue contributor as it is the lead contributor to the Marketing Sales.



## Financials : Property Development Business (By Location)

PROPERTY DEVELOPMENT GEOGRAPHIC LOCATION	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>EBITDA</b>	<b>861</b>	<b>931</b>	<b>885</b>	<b>1,267</b>	<b>1,446</b>	<b>14%</b>	<b>645</b>	<b>637</b>	<b>-1%</b>
SKLG Kelapa Gading	142	24	38	306	84	-73%	23	22	-4%
SSPG Serpong	780	893	485	630	1,057	68%	530	494	-7%
SBKS Bekasi	80	8	49	213	280	32%	127	133	4%
SKRW Karawang	(4)	12	91	8	4	-54%	6	-16	-383%
SBDG Bandung	(54)	155	289	212	132	-38%	73	95	31%
SMMK Makassar	126	(9)	(33)	54	10	-82%	1	46	4277%
SBGR Bogor	(11)	(12)	(13)	(39)	17	-142%	(25)	-25	2%
Other Locations   Corporate	(198)	(140)	(20)	(116)	(136)	18%	(89)	(113)	27%
<b>Kelapa Gading</b>	<b>17%</b>	<b>3%</b>	<b>4%</b>	<b>24%</b>	<b>6%</b>	<b>-18%</b>	<b>4%</b>	<b>3%</b>	<b>0%</b>
<b>Serpong</b>	<b>91%</b>	<b>96%</b>	<b>55%</b>	<b>50%</b>	<b>73%</b>	<b>23%</b>	<b>82%</b>	<b>78%</b>	<b>-4%</b>
<b>Bekasi</b>	<b>9%</b>	<b>1%</b>	<b>6%</b>	<b>17%</b>	<b>19%</b>	<b>3%</b>	<b>20%</b>	<b>21%</b>	<b>1%</b>
<b>Karawang</b>	<b>0%</b>	<b>1%</b>	<b>10%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>-2%</b>	<b>-3%</b>
<b>Bandung</b>	<b>-6%</b>	<b>17%</b>	<b>33%</b>	<b>17%</b>	<b>9%</b>	<b>-8%</b>	<b>11%</b>	<b>15%</b>	<b>4%</b>
<b>Makassar</b>	<b>15%</b>	<b>-1%</b>	<b>-4%</b>	<b>4%</b>	<b>1%</b>	<b>-4%</b>	<b>0%</b>	<b>7%</b>	<b>7%</b>
<b>Bogor</b>	<b>-1%</b>	<b>-1%</b>	<b>-1%</b>	<b>-3%</b>	<b>1%</b>	<b>4%</b>	<b>-4%</b>	<b>-4%</b>	<b>0%</b>
<b>Other Locations   Corporate</b>	<b>-23%</b>	<b>-15%</b>	<b>-2%</b>	<b>-9%</b>	<b>-9%</b>	<b>0%</b>	<b>-14%</b>	<b>-18%</b>	<b>-4%</b>





## Financials : Income Statement Investment Property Business

INCOME BY BUSINESS SEGMENT INVESTMENT PROPERTY	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUE</b>	<b>1,400</b>	<b>1,492</b>	<b>1,599</b>	<b>894</b>	<b>918</b>	<b>3%</b>	<b>467</b>	<b>682</b>	<b>46%</b>
Mall & Retail properties	1,330	1,414	1,521	817	835	2%	428	635	48%
Office properties	27	31	29	27	27	-1%	12	15	24%
Residential properties	9	7	5	4	4	-4%	2	2	-10%
Commercial properties & others	35	40	43	45	52	14%	25	30	20%
<b>GROSS PROFIT</b>	<b>718</b>	<b>814</b>	<b>935</b>	<b>329</b>	<b>378</b>	<b>15%</b>	<b>190</b>	<b>382</b>	<b>102%</b>
Mall & Retail properties	691	787	905	303	349	15%	176	361	105%
Office properties	7	10	7	3	2	-54%	-0	3	-4927%
Residential properties	4	3	2	1	1	-2%	0	0	-26%
Commercial properties & others	16	15	22	21	27	27%	13	18	41%
<b>GROSS PROFIT (Net of Depn)</b>	<b>908</b>	<b>976</b>	<b>1,097</b>	<b>468</b>	<b>514</b>	<b>10%</b>	<b>261</b>	<b>449</b>	<b>72%</b>
Selling Expense	(64)	(86)	(98)	(35)	(27)	-22%	(14)	(16)	8%
General & Administration	(103)	(106)	(135)	(95)	(70)	-27%	(28)	(28)	2%
Other Optg Income / (Expense)	1	4	6	1	9	987%	1	3	149%
<b>EBITDA</b>	<b>742</b>	<b>788</b>	<b>870</b>	<b>338</b>	<b>426</b>	<b>26%</b>	<b>220</b>	<b>408</b>	<b>85%</b>
Less : Total Depreciation	(236)	(203)	(201)	(158)	(151)	-5%	(81)	(73)	-10%
<b>EBIT</b>	<b>506</b>	<b>584</b>	<b>669</b>	<b>180</b>	<b>275</b>	<b>53%</b>	<b>139</b>	<b>335</b>	<b>141%</b>
EBITDA Margin	21%	23%	24%	9%	10%	1%	13%	23%	11%
EBIT Margin	14%	17%	19%	5%	7%	2%	8%	19%	11%
<b>REVENUE CONTRIBUTION</b>									
Mall & Retail properties	95%	95%	95%	91%	91%	0%	92%	93%	2%
Office properties	2%	2%	2%	3%	3%	0%	3%	2%	0%
Residential properties	1%	0%	0%	0%	0%	0%	0%	0%	0%
Commercial properties & others	2%	3%	3%	5%	6%	1%	5%	4%	-1%

The 3 shopping malls of Kelapa Gading, Serpong and Bekasi contributes to 93% of Investment Property Revenues and almost all the profits in this business segment

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## Financials : Investment Property Business

INVESTMENT PROPERTIES (MAJORS)	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
<b>REVENUE</b>	<b>1,400</b>	<b>1,492</b>	<b>1,599</b>	<b>894</b>	<b>918</b>	<b>3%</b>	<b>467</b>	<b>682</b>	<b>46%</b>
Summarecon Mall Kelapa Gading	669	686	725	402	402	0%	197	305	55%
Summarecon Mall Serpong	377	417	454	242	226	-6%	127	187	47%
Summarecon Mall Bekasi	273	296	322	163	197	21%	100	136	36%
Others   Corporate	81	93	97	87	92	6%	44	54	24%
<b>EBITDA</b>	<b>742</b>	<b>788</b>	<b>870</b>	<b>338</b>	<b>426</b>	<b>26%</b>	<b>220</b>	<b>408</b>	<b>85%</b>
Summarecon Mall Kelapa Gading	365	371	385	202	204	1%	109	200	83%
Summarecon Mall Serpong	157	207	229	95	77	-19%	49	106	118%
Summarecon Mall Bekasi	129	141	178	64	97	51%	49	81	64%
Others   Corporate	91	68	77	(22)	48	-314%	13	21	64%
<b>EBIT</b>	<b>506</b>	<b>584</b>	<b>669</b>	<b>180</b>	<b>275</b>	<b>53%</b>	<b>139</b>	<b>335</b>	<b>141%</b>
Summarecon Mall Kelapa Gading	323	333	345	159	167	5%	90	182	101%
Summarecon Mall Serpong	106	151	173	40	24	-41%	21	82	279%
Summarecon Mall Bekasi	84	101	142	28	62	121%	29	66	125%
Others   Corporate	(6)	(1)	9	(47)	22	-146%	(2)	6	-444%
EBITDA Margin	53%	53%	54%	38%	46%	9%	47%	60%	13%
Summarecon Mall Kelapa Gading	55%	54%	53%	50%	51%	1%	56%	66%	10%
Summarecon Mall Serpong	42%	50%	50%	39%	34%	-5%	38%	57%	18%
Summarecon Mall Bekasi	47%	48%	55%	39%	49%	10%	49%	59%	10%
EBIT Margin	36%	39%	42%	20%	30%	10%	30%	49%	19%
Summarecon Mall Kelapa Gading	48%	48%	48%	40%	42%	2%	46%	60%	14%
Summarecon Mall Serpong	28%	36%	38%	17%	10%	-6%	17%	44%	27%
Summarecon Mall Bekasi	31%	34%	44%	17%	32%	14%	29%	48%	19%

Profitability of the 3 malls were significantly affected by the pandemic. They properties and business are still impacted in 2022 despite signs of recovery.

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## Financials : Income Statement Leisure & Hospitality Business

INCOME BY BUSINESS SEGMENT LEISURE & HOSPITALITY	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		
<b>REVENUE</b>	<b>354</b>	<b>422</b>	<b>423</b>	<b>153</b>	<b>183</b>	<b>20%</b>	<b>88</b>	<b>130</b>	<b>47%</b>
Leisure	71	77	75	27	35	32%	18	22	21%
Hospitality (Hotels)	283	344	348	127	148	17%	70	108	54%
<b>GROSS PROFIT</b>	<b>96</b>	<b>161</b>	<b>168</b>	<b>0</b>	<b>9</b>	<b>2225%</b>	<b>7</b>	<b>31</b>	<b>365%</b>
Leisure	25	24	20	(11)	(3)	-74%	(1)	(1)	-37%
Hospitality (Hotels)	71	136	148	11	12	8%	8	32	315%
<b>Gross Profit Margin</b>	<b>27%</b>	<b>38%</b>	<b>40%</b>	<b>0%</b>	<b>5%</b>	<b>5%</b>	<b>8%</b>	<b>24%</b>	<b>16%</b>
Leisure	36%	31%	26%	-40%	-8%	32%	-5%	-3%	3%
Hospitality	25%	40%	43%	9%	8%	-1%	11%	29%	18%
<b>GROSS PROFIT (Net of Depn)</b>	<b>124</b>	<b>193</b>	<b>184</b>	<b>47</b>	<b>61</b>	<b>29%</b>	<b>29</b>	<b>51</b>	<b>79%</b>
Selling Expense	(23)	(26)	(24)	(11)	(10)	-11%	(5)	(8)	52%
General & Administration	(84)	(81)	(84)	(49)	(40)	-20%	(22)	(27)	25%
Other Optg Income / (Expense)	-0	0	1	1	0	-40%	0	0	
<b>EBITDA</b>	<b>17</b>	<b>87</b>	<b>78</b>	<b>(12)</b>	<b>12</b>	<b>-203%</b>	<b>2</b>	<b>17</b>	<b>740%</b>
Less : Total Depreciation	(42)	(46)	(23)	(65)	(63)	-2%	(28)	(25)	-11%
<b>EBIT</b>	<b>(25)</b>	<b>41</b>	<b>55</b>	<b>(77)</b>	<b>(51)</b>	<b>-34%</b>	<b>(26)</b>	<b>(8)</b>	<b>-68%</b>
<b>EBITDA Margin</b>	<b>0%</b>	<b>3%</b>	<b>2%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>1%</b>	<b>1%</b>
<b>EBIT Margin</b>	<b>-1%</b>	<b>1%</b>	<b>2%</b>	<b>-2%</b>	<b>-1%</b>	<b>1%</b>	<b>-1%</b>	<b>0%</b>	<b>1%</b>

Leisure business is from the sports & recreational clubs that facilitate the townships of Kelapa Gading and Serpong. Hospitality business is from the city hotels that complements the mall business and a resort hotel in Bali. Contribution to Revenues is not material at only 5%. These businesses are incurring losses for the time being. All these properties and businesses were significantly affected by the pandemic as result of health safety protocols and mobility restrictions. They are still impacted in 2022 despite signs of recovery.

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## Financials : Income Statement Other Businesses

INCOME BY BUSINESS SEGMENT OTHER BUSINESSES	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		
<b>REVENUE</b>	<b>283</b>	<b>312</b>	<b>303</b>	<b>313</b>	<b>319</b>	<b>2%</b>	<b>155</b>	<b>174</b>	<b>13%</b>
Healthcare	108	100	0	0	0	0%	0	0	0%
Estate & Property Management	145	175	242	294	301	2%	147	162	10%
Miscellaneous	30	37	61	19	18	-7%	7	12	63%
<b>GROSS PROFIT</b>	<b>71</b>	<b>72</b>	<b>64</b>	<b>25</b>	<b>16</b>	<b>-38%</b>	<b>7</b>	<b>4</b>	<b>-47%</b>
Healthcare	41	27	0	0	0	0%	0	0	0%
Estate & Property Management	24	38	47	24	15	-36%	7	3	-61%
Miscellaneous	6	8	18	1	0	-69%	0	1	156%
<b>Gross Profit Margin</b>	<b>25%</b>	<b>23%</b>	<b>21%</b>	<b>8%</b>	<b>5%</b>	<b>-3%</b>	<b>5%</b>	<b>2%</b>	<b>-3%</b>
Healthcare	38%	27%	0%	0%	0%	0%	0%	0%	0%
Estate & Property Management	17%	21%	19%	8%	5%	-3%	5%	2%	-3%
Miscellaneous	20%	21%	29%	7%	2%	-5%	7%	11%	4%
<b>GROSS PROFIT (Net of Depn)</b>	<b>84</b>	<b>84</b>	<b>74</b>	<b>35</b>	<b>23</b>	<b>-34%</b>	<b>12</b>	<b>7</b>	<b>-42%</b>
Selling Expense	(2)	(4)	(3)	(0)	(0)	-67%	-0	-0	3%
General & Administration	(26)	(34)	(34)	(80)	(70)	-12%	(34)	(43)	24%
Other Optg Income / (Expense)	(1)	1	1	1	1	33%	0	1	
<b>EBITDA</b>	<b>55</b>	<b>47</b>	<b>39</b>	<b>(44)</b>	<b>(46)</b>	<b>5%</b>	<b>(22)</b>	<b>(35)</b>	<b>57%</b>
Less : Total Depreciation	(18)	(17)	(21)	(17)	(14)	-14%	(8)	(6)	-17%
<b>EBIT</b>	<b>37</b>	<b>29</b>	<b>18</b>	<b>(60)</b>	<b>(60)</b>	<b>0%</b>	<b>(30)</b>	<b>(41)</b>	<b>38%</b>
<b>EBITDA Margin</b>	<b>2%</b>	<b>1%</b>	<b>1%</b>	<b>-1%</b>	<b>-1%</b>	<b>0%</b>	<b>-1%</b>	<b>-2%</b>	<b>-1%</b>
<b>EBIT Margin</b>	<b>1%</b>	<b>1%</b>	<b>0%</b>	<b>-2%</b>	<b>-1%</b>	<b>0%</b>	<b>-2%</b>	<b>-2%</b>	<b>-1%</b>

Grouped into this category are facilities that support the township developments. Contributions from this segment is not material

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## Financials : Balance Sheet Summary

SUMMARY CONSOLIDATED BALANCE SHEETS	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	Variance
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
Cash & Cash Equivalents	1,474	1,534	1,664	1,656	2,774	67%	2,842	3,247	14%
Inventories	6,498	7,890	8,514	9,187	9,254	1%	9,290	9,685	4%
Landbank	6,296	6,436	6,536	6,260	6,167	-1%	6,244	6,110	-2%
Fixed Assets	422	377	338	332	318	-4%	330	303	-8%
Investment Properties	4,461	4,386	4,357	4,383	4,260	-3%	4,318	4,339	1%
Others	2,512	2,677	3,032	3,105	3,277	6%	3,509	3,552	1%
<b>TOTAL ASSETS</b>	<b>21,663</b>	<b>23,299</b>	<b>24,442</b>	<b>24,923</b>	<b>26,050</b>	<b>5%</b>	<b>26,533</b>	<b>27,237</b>	<b>3%</b>
Debt Borrowings	7,984	8,607	8,969	9,452	7,039	-26%	8,382	6,206	-26%
Banks	4,700	5,807	6,566	8,342	6,341	-24%	7,269	5,507	-24%
Bonds	3,283	2,800	2,403	1,111	698	-37%	1,113	699	-37%
Contract Liabilities	2,838	3,311	3,294	4,252	5,612	32%	5,215	7,371	41%
Contract Liab. Current Maturity	1,730	1,556	2,059	2,662	2,283	-14%	2,858	4,010	40%
Contract Liab. Non-Current	1,108	1,755	1,236	1,590	3,329	109%	2,357	3,361	43%
Others	2,488	2,321	2,727	2,133	2,168	2%	3,803	2,330	-39%
<b>TOTAL LIABILITIES</b>	<b>13,309</b>	<b>14,239</b>	<b>14,990</b>	<b>15,837</b>	<b>14,819</b>	<b>-6%</b>	<b>17,400</b>	<b>15,907</b>	<b>-9%</b>
Equity	6,510	6,904	7,368	6,846	8,661	27%	6,948	8,915	28%
Minority Interests	1,844	2,157	2,084	2,240	2,569	15%	2,185	2,415	10%
Total Equity	8,354	9,061	9,451	9,086	11,230	24%	9,133	11,330	24%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>21,663</b>	<b>23,299</b>	<b>24,442</b>	<b>24,923</b>	<b>26,050</b>	<b>5%</b>	<b>26,533</b>	<b>27,237</b>	<b>3%</b>

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## Financials : Debt Profile

DEBT PROFILE	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		
	Dec/2017	Dec/2018	Dec/2019	Dec/2020	Dec/2021		Jun/2021	Jun/2022	Variance
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>Total Bank &amp; Bond Debts</b>	<b>8,008</b>	<b>8,632</b>	<b>9,001</b>	<b>9,473</b>	<b>7,055</b>	<b>-26%</b>	<b>8,400</b>	<b>6,222</b>	<b>-26%</b>
Bank Debt	4,708	5,816	6,585	8,357	6,355	-24%	7,284	5,522	-24%
Bonds	3,300	2,816	2,416	1,116	700	-37%	1,116	700	-37%
<b>Debt Maturity Profile</b>									
Current Maturity	2,400	3,721	4,667	3,975	2,923	-26%	3,323	2,165	-35%
Non-Current Maturity	5,607	4,912	4,334	5,498	4,132	-25%	5,077	4,057	-20%
- payable in 2 Years	1,984	2,525	1,300	1,432	748		1,347	778	
- payable in 3 Years	2,504	1,287	901	779	1,180		1,004	929	
- payable in 4 Years	796	351	482	1,199	841		1,134	1,063	
- payable in 5 Years	230	396	640	829	551		476	430	
- payable after 5 Years	230	396	640	829	812		476	430	
<b>Debt Maturity Profile</b>									
Current Maturity Ratio	30%	43%	52%	42%	41%	-1%	40%	35%	-5%
Non-Current Maturity Ratio	70%	57%	48%	58%	59%	1%	60%	65%	5%
Gross Debt	8,008	8,632	9,001	9,473	7,055		8,400	6,222	
Less : Cash & Equivalents	(1,474)	(1,534)	(1,664)	(1,656)	(2,774)		(2,842)	(3,247)	
Less : Restricted Bank Deposits	(426)	(700)	(1,023)	(1,094)	(1,095)		(1,294)	(1,116)	
<b>Net Debt</b>	<b>6,108</b>	<b>6,399</b>	<b>6,314</b>	<b>6,723</b>	<b>3,186</b>	<b>-53%</b>	<b>4,263</b>	<b>1,859</b>	<b>-56%</b>
<b>Debt to Equity Ratios</b>									
Gross Debt to Equity Ratio	96%	95%	95%	104%	63%	-41%	92%	55%	-37%
Net Debt to Equity Ratio	73%	71%	67%	74%	28%	-46%	47%	16%	-30%

Bank Interest Rates in 2021 ranged from 4.14% to 8.50% (Average 7.7%), and in 2022 from 4.14% to 8.00% (Average 7.2%)  
Bond Coupon ranged from 9.125% to 9.5% (Average 9.3%)

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# Non-land Capital Investments

NON-LAND CAPITAL INVESTMENTS	Indicative Optg Date	TOTAL	FY-2021	FY-2022	FY-2023
		Rp'bn	Rp'bn	Rp'bn	Rp'bn
Summarecon Villaggio Jakarta Luxury Outlet	1Q 2023	160	30	110	20
Summarecon Mall Bandung	4Q 2023	130	25	95	10
		290	55	205	30

**Summarecon Villaggio Jakarta Luxury Outlet** will be the first retail center that caters to the “affordable luxury” market segment. Located in East Karawang, it targets domestic travellers traveling on the trans-Java route.

**Summarecon Mall Bandung**, located in Summarecon Bandung’s CBD, will replicate the concepts and services of the Summarecon malls concept of “A Family Mall” that caters to the daily needs of the residents. Additionally, it is poised to be the destination for visitors to Bandung; Bandung being known as a tourist destination.



- A. Company Profile
- B. Property Development
- C. Investment Property
- D. Hospitality Business
- E. Leisure, Education & Others
- F. Financials

## G. Our Plans and Strategy

- H. Contact Information
- I. Disclaimer



## Our Business Model

Build Integrated Townships with both residential and commercial complexes, and associated infrastructure like roads, water treatment plants for potable water supply, drainage and sewage facilities, energy distribution, education institutions, hospitals, retail centers, places of worship etc, that come together to form a miniature urban ecosystem. The emphasis is to create the ultimate living ecosystem for our residents and workers.

**Property Development** division generates revenues from sale of property products such as houses, commercial shops, apartments, land plots, office spaces and other commercial/industrial property products.

**Investment Property** division generate recurring revenues from lease of retail spaces and commercial areas.

Education institutions



Education institutions

Hospital



Central Business District with Shopping Mall, Retail, Offices & Other Commercial properties



High-rise residential for closer proximity to the center



High-rise residential for closer proximity to the center

Landed residential encircling the center



Landed residential encircling the center



## Our Competitiveness

### PROPERTY DEVELOPMENT



- ✓ Proven successful development of residential townships integrated with commercial, recreational and infrastructure facilities
- ✓ Residential product size and mix are controlled with easily manageable residential clusters
- ✓ Product launchings controlled to ensure efficient and maximum absorption by the market
- ✓ Blend of residential and commercial retail areas with vibrant local economy. Creates virtuous demand cycle
- ✓ Town / residential estate management : security, landscaping, community centre, sports facility, environment
- ✓ Timing of developments to take advantage of strong property demand

A Trusted Brand Name for Quality and Value

### INVESTMENT PROPERTY



- ✓ Development, ownership, and operation of retail malls and commercial areas integrated into the residential townships
- ✓ Continued upgrading, expansion, and refurbishment of commercial and retail properties to grow attractiveness of the townships
- ✓ Commitment to manage tenant mix and placements to ensure optimum performance of malls
- ✓ Evolving recreational facilities to provide township residents with in-demand lifestyles
- ✓ Make our malls a destination for both living and recreational needs with wide variety of entertaining events

A Trusted Brand for Family and Lifestyle Experiences



## Outlook for the Year

- ☑ **The pandemic is the biggest uncertainty on the horizon, reinforced by the surfacing of the Omicron variant, for instance, and the likelihood of more variants. Whilst the endgame of the pandemic is very uncertain, we assume that the world is entering a stage where the pandemic is likely to become endemic.**
- ☑ **Inflation in 2022 is projected to be a bit higher than 2021's est. of 3.6%, partly due to the increase in VAT rates. This may have an impact on the purchasing power of consumers.**
- ☑ **Prospective increase in IDR interest rate as consequence of increase in USD interest rates, thus potentially increasing the bank mortgage rates.**
  - ▣ **However with our focus on the middle-up property segment, we believe the impact of higher inflation and higher interest rates on the Company's revenues may be muted.**
- ☑ **Sustained global demand for commodities and raw materials, and the stability of prices will continue to boost the economy in 2022**

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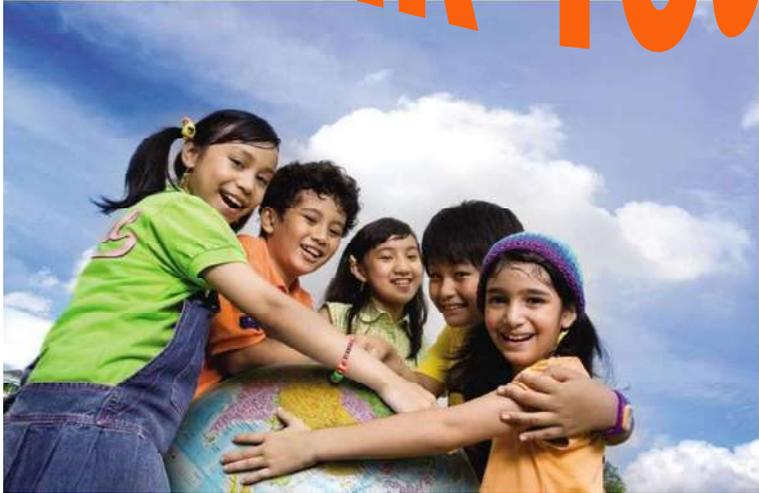


## Moving Forward

- ☑ **Focus on development of integrated cities in strategic areas**
- ☑ **Continuously develop diversified portfolio, both in terms of products and geographical location**
  - ▣ **The opening of the 8<sup>th</sup> township, Summarecon Crown Gading, in Q4 is expected to further boost the Company's performance**
  - ▣ **The opening of Summarecon Villaggio Jakarta Luxury Outlet in Q1 2023 and Summarecon Mall Bandung in Q4 2023 will add to the recurring income portfolio**
- ☑ **Develop existing land reserves and acquire strategic land plots**
  - ▣ **A large landbank allows us the flexibility to market products appropriate to the prevailing market conditions**
- ☑ **Continue to create innovations in marketing strategies and product offerings**
  - ▣ **Enhance customers' experience in our shopping malls and other investment properties with the offering of innovative and exciting programs, thus bringing more potential customers to the tenants**
- ☑ **Maintain product and service quality standards (The Summarecon Home Warranty)**

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# Thank You



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# Pernyataan Sanggahan

Presentasi ini disiapkan oleh PT Summarecon Agung Tbk ("Perusahaan") untuk tujuan informasi saja dan tidak boleh dianggap sebagai penawaran atau ajakan untuk membeli atau memiliki berbagai jenis surat berharga Perusahaan. Dokumen yang telah disiapkan dan disediakan ini bersifat rahasia dan tidak boleh diproduksi ulang baik secara keseluruhan ataupun bagian darinya, digunakan, diterbitkan atau diedarkan tanpa persetujuan tertulis dari Perusahaan terlebih dahulu.

Presentasi ini mungkin mengandung pernyataan-pernyataan tertentu mengenai keadaan perusahaan di masa depan, termasuk namun tidak terbatas pada hal-hal yang berkenaan dengan posisi keuangan, strategi bisnis, rencana dan tujuan manajemen untuk operasional ke depannya (termasuk rencana pembangunan dan hal-hal yang berkaitan dengan produk yang ada saat ini dan yang akan datang). Pernyataan-pernyataan berwawasan ke masa depan tersebut memiliki risiko yang sudah diketahui maupun belum diketahui, ketidakpastian, dan faktor-faktor lainnya, yang dapat menyebabkan hasil, kinerja, atau pencapaian aktual Perusahaan, atau hasil industri, menjadi secara material berbeda dari hasil, kinerja, atau pencapaian yang terjadi di masa mendatang yang diungkapkan atau pun yang tersirat dari pernyataan-pernyataan tersebut.

Pernyataan-pernyataan ini didasarkan pada berbagai asumsi mengenai strategi bisnis kami saat ini dan di masa depan dan keadaan di mana kami perkirakan akan terjadi di masa depan. Setiap kinerja masa lalu bukan merupakan indikasi kinerja masa depan atau sebagai panduan untuk kinerja masa depan. Kami secara tegas menyatakan tidak memiliki kewajiban atau keharusan apa pun untuk memberitahukan secara publik setiap pembaruan atau revisi apa pun atas pernyataan-pernyataan berwawasan ke depan yang terkandung di presentasi ini untuk mencerminkan setiap perubahan atas perkiraan yang telah kami buat atau juga setiap perubahan dalam peristiwa, kondisi, atau keadaan yang menjadi dasar pernyataan tersebut.

Dalam keadaan apa pun Perusahaan tidak bertanggung jawab atau memiliki kewajiban dengan cara apa pun atas setiap tuntutan, kerusakan, kerugian, pengeluaran, biaya, atau kewajiban apa pun yang diakibatkan atau timbul secara langsung atau tidak langsung dari pemahaman atau bergantungnya Anda pada informasi dan materi dalam dokumen ini.

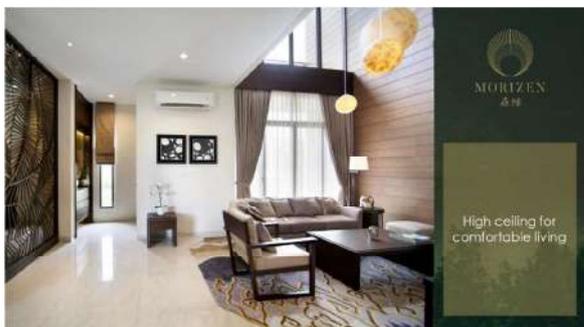
## Appendix :

### Examples of Product Specifications



← Morizen Residence

↓ Goldfinch Residence



↑ M-Town Apartment



← Tesla Residence





# Marketing Brochure (sample)



Land : 66m2  
Building GFA : 62 – 68 m2  
Price : ~Rp 1.1 bn each

Land : 77m2  
Building GFA : 73 – 78 m2  
Price : ~Rp 1.4bn each



# Marketing Brochure (sample)



Land / Building Size :  
66 m2 / 62 m2



Land / Building Size :  
66 m2 / 68 m2

Land / Building Size :  
77 m2 / 78 m2



Land / Building Size :  
77 m2 / 73 m2





**End of Presentation**