

## A Company Presentation

**November 2023**



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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 @ 30/Sep/2023</b>	:	<b>Rp 575 /Share</b>	<b>Market Capitalisation :</b>	<b>Rp 9,492 bn</b>
			<b>Market Capitalisation in USD :</b>	<b>USD 611 mn</b>
Net Book Value @ 30/Sep/2023	:	Rp 749 /Share	Net Book Value :	Rp 12,372 bn
			Price to Book Ratio :	0.77 X

### SHAREHOLDER PROFILE

#### % Shareholding

Founders & Associates	35.40%
Public - Local	39.39%
Public - Foreign	25.21%
	100.00%

### MAJOR & AFFILIATED SHAREHOLDERS

#### No. of Shares

#### % Shareholding

PT Semarop Agung	5,585,167,916	33.83%	Controlling Shareholder
Harto Djojo Nagaria	20,800,002	0.13%	Company Commissioner
Liliawati Raharjo	238,327,436	1.44%	Company Director
	5,844,295,354	35.40%	



## 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 2022 for the Management Team's Profile

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## PRINCIPAL BUSINESS ACTIVITIES

### Property Development

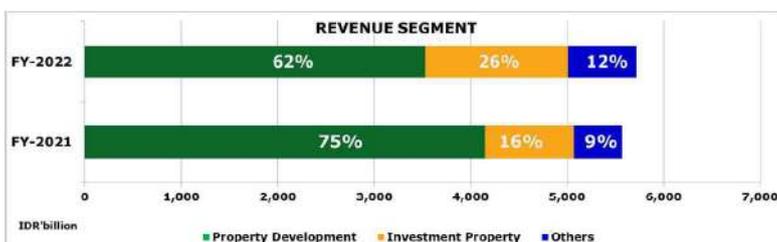
- ❖ Sales revenue from developed properties
- ❖ Marketing sales 2021: IDR5,242bn
- ❖ Marketing Sales 2022: IDR4,946bn
- ❖ 8(eight) development areas of approx. 2,000ha
- ❖ Total landbank approx. 2,142ha
- ❖ Revenue
  - ❖ 2022: IDR 3,529bn
  - ❖ 2021: IDR 4,148bn

### 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: Villagio Outlets, Samasta Lifestyle Village, Menara Satu Office, Kensington Office, Scientia Business Park, Summerville Apartment
- Revenue
  - 2022: IDR 918bn
  - 2021: IDR 1,481bn

### 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
  - 2022: IDR 710bn
  - 2021: IDR 502bn



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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. Tarumajaya, Bekasi Regency, West Java
6. East Karawang, West Java (80<sup>th</sup>)
7. Bandung, West Java (4<sup>th</sup>)
8. Makassar, Sulawesi (13<sup>th</sup>)



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## Landbank and Projected Acquisitions

Location	Business Structure	% Ownership	Gross Area 30/Sep/23	Effective Acreage Ownership	
				Own	Minority
1 Summarecon Kelapa Gading	Own	100%	8 ha	8 ha	0 ha
2 Summarecon Serpong	Own	100%	513 ha	470 ha	43 ha
Own Land	Own	100%	333 ha	333 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%	88 ha	88 ha	0 ha
4 Summarecon Crown Gading*	Joint Venture	51%	294 ha	150 ha	144 ha
5 Summarecon Bogor	Joint Venture	51%	373 ha	190 ha	183 ha
6 Summarecon Karawang	Own	100%	6,5 ha	3,3 ha	3,2 ha
Own Land	Own	100%	0,0 ha	0,0 ha	0,0 ha
Land under PT SMTH	Joint Venture	51%	6,5 ha	3,3 ha	3,2 ha
7 Summarecon Bandung	Own	100%	292 ha	292 ha	0 ha
8 Summarecon Mutiara Makassar	Own	100%	322 ha	239 ha	83 ha
Own Land	Own	100%	160 ha	160 ha	0 ha
Land under PT SGMC	Joint Venture	51%	148 ha	75 ha	73 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%	226 ha	226 ha	0 ha
<b>TOTAL ACREAGE AVAILABLE FOR DEVELOPMENT</b>			<b>2,142 ha</b>	<b>1,686 ha</b>	<b>456 ha</b>
			<b>100%</b>	<b>79%</b>	<b>21%</b>

# Tarumajaya, North Bekasi

\* Effective Ownership

	FY-2022	FY-2023	
Projected Acquisitions (routine)	Rp 400 Bn	Rp 1,000 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 400 Bn</b>	<b>Rp 1,000 Bn</b>	

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## A. Company Profile

# B. Property Development

## C. Investment Property

## D. Hospitality Business

## E. Leisure, Education & Others

## F. Financials

## G. Our Plans and Strategy

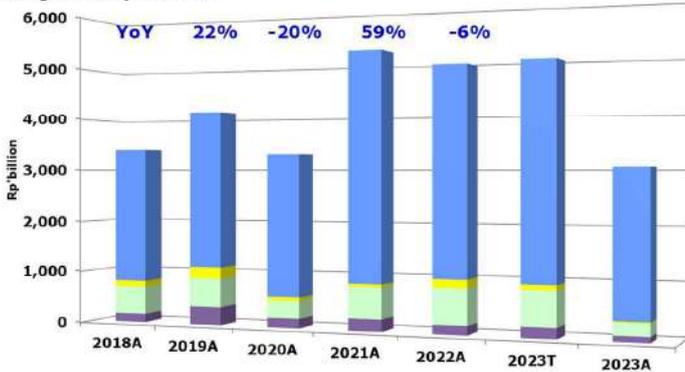
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## Property Development : Marketing Sales by Location & by Product Type

Marketing Sales by Location

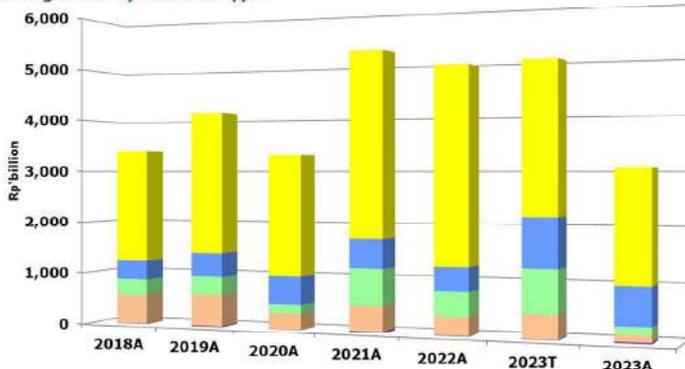


SALES LOCATION	2018A	2019A	2020A	2021A	2022A	2023T	2023A
	Actual	Actual	Actual	Actual	Actual	Target	Ytd
Greater Jakarta	2,585	3,021	2,718	4,370	3,939	4,050	2,710
Karawang	123	219	72	56	159	100	22
Bandung	530	548	333	590	676	650	226
Makassar	160	344	181	226	172	200	110
<b>Total</b>	<b>3,398</b>	<b>4,132</b>	<b>3,304</b>	<b>5,242</b>	<b>4,946</b>	<b>5,000</b>	<b>3,068</b>
YoY Change		↓ -163	↑ 734	↓ -828	↑ 1,938	↓ -296	

% Location Segment

Location	2018A	2019A	2020A	2021A	2022A	2023T	2023A
Greater Jakarta	76%	73%	82%	83%	80%	81%	88%
Karawang	4%	5%	2%	1%	3%	2%	1%
Bandung	15%	13%	10%	11%	14%	13%	7%
Makassar	5%	9%	6%	5%	3%	4%	4%

Marketing Sales by Product Type



PRODUCT TYPE	2018A	2019A	2020A	2021A	2022A	2023T	2023A
	Actual	Actual	Actual	Actual	Actual	Target	Ytd
House	2,157	2,712	2,297	3,502	3,685	2,810	2,067
Shops	372	460	542	553	447	930	696
Landplots	302	349	159	692	450	800	154
Apartment	559	595	302	468	354	450	128
Office, Others	8	16	4	27	10	10	23
<b>Total</b>	<b>3,398</b>	<b>4,132</b>	<b>3,304</b>	<b>5,242</b>	<b>4,946</b>	<b>5,000</b>	<b>3,068</b>

% Product Segment

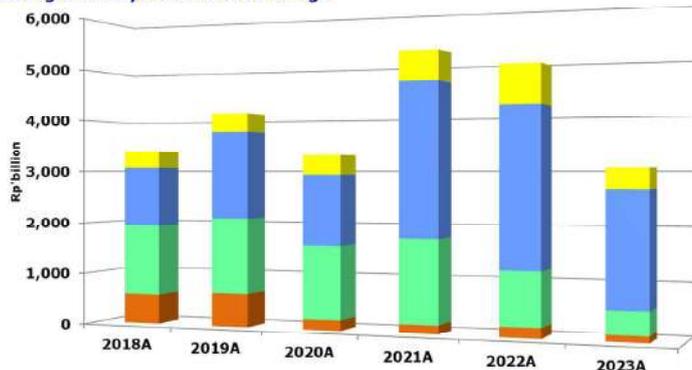
Product Type	2018A	2019A	2020A	2021A	2022A	2023T	2023A
House	64%	66%	70%	67%	75%	56%	67%
Shops	11%	11%	16%	11%	9%	19%	23%
Landplots	9%	9%	5%	13%	9%	16%	5%
Apartment	16%	14%	9%	9%	7%	9%	4%
Office, Others	0%	0%	0%	0%	0%	0%	1%

\* As per 30th Sept 2023



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

Marketing Sales by Product Price Range

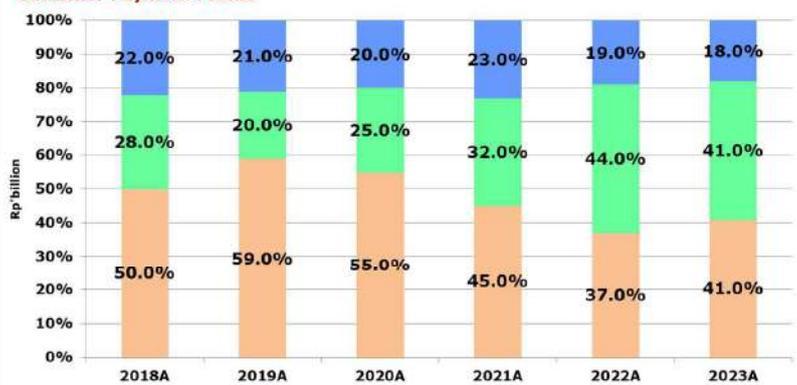


PRODUCT PRICE RANGE	2018A	2019A	2020A	2021A	2022A	2023A
	Actual	Actual	Actual	Actual	Actual	YTD
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn
> Rp 5bn	331	369	366	572	730	382
Rp 2 - 5bn	1,136	1,656	1,329	2,902	3,004	2,132
Rp 1 - 2bn	1,351	1,462	1,413	1,593	1,012	435
< Rp 1bn	580	645	196	175	200	119
<b>Total</b>	<b>3,398</b>	<b>4,132</b>	<b>3,304</b>	<b>5,242</b>	<b>4,946</b>	<b>3,068</b>

% Product Price Segment

> Rp 5bn	10%	9%	11%	11%	15%	12%
Rp 2 - 5bn	33%	40%	40%	56%	61%	70%
Rp 1 - 2bn	40%	35%	43%	30%	20%	14%
< Rp 1bn	17%	16%	6%	3%	4%	4%

Customer Payment Profile



PAYMENT PROFILE	2018A	2019A	2020A	2021A	2022A	2023A
	Actual	Actual	Actual	Actual	Actual	YTD
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn
Cash	747	868	661	1,194	934	555
Bank Mortgage	951	826	826	1,678	2,162	1,262
Dev Instalment	1,700	2,438	1,817	2,370	1,850	1,251
<b>Total</b>	<b>3,398</b>	<b>4,132</b>	<b>3,304</b>	<b>5,242</b>	<b>4,946</b>	<b>3,068</b>

% Customer Payment Profile

Cash	22%	21%	20%	23%	19%	18%
Bank Mortgage	28%	20%	25%	32%	44%	41%
Dev Instalment	50%	59%	55%	45%	37%	41%

\* As per 30th Sept 2023

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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	2,150	(1,951)	199	739	(670)	69	91%	91%
Serpong	10,027	(7,752)	2,275	4,809	(4,209)	600	77%	88%
Bekasi	4,416	(2,923)	1,493	4,199	(3,669)	530	66%	87%
Karawang	563	(495)	68	554	(491)	63	88%	89%
Bandung	1,828	(1,659)	169	708	(640)	68	91%	90%
Makassar	1,275	(1,094)	181	870	(758)	112	86%	87%
Bogor	3,776	(3,708)	68	1,499	(1,469)	30	98%	98%
Crown Gading [North Bekasi]	1,519	(847)	672	676	(482)	194		56%
<b>TOTAL GROUP</b>	<b>25,552</b>	<b>(20,429)</b>	<b>5,123</b>	<b>14,054</b>	<b>(12,388)</b>	<b>1,666</b>	<b>80%</b>	<b>88%</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	16,392	(12,771)	3,621	7,855	(6,675)	1,180	78%	85%
Shop	2,057	(1,904)	153	791	(731)	60	93%	92%
Landplot	686	(672)	14	229	(225)	4	98%	98%
Apartment	6,054	(4,865)	1,189	5,051	(4,680)	371	80%	93%
Office	243	(173)	70	87	(62)	25	71%	71%
Industrial	120	(44)	76	41	(15)	26	37%	37%
<b>TOTAL GROUP</b>	<b>25,552</b>	<b>(20,429)</b>	<b>5,123</b>	<b>14,054</b>	<b>(12,388)</b>	<b>1,666</b>	<b>80%</b>	<b>88%</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	1,473	(1,372)	101	453	(422)	31	3,251	93%
Kensington Royal Suites [D]	Apartment	Apr-15	Apr-19	434	(406)	28	199	(186)	13	2,181	94%
Kensington Office (Exclude-Rent)	Office	Jun-17	Jun-20	243	(173)	70	87	(62)	25	2,790	71%
<b>Total Kelapa Gading</b>				<b>2,150</b>	<b>(1,951)</b>	<b>199</b>	<b>739</b>	<b>(670)</b>	<b>69</b>		<b>91%</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>											
Flamingo [Ext]	House	Aug-17	Aug-19	781	(705)	<b>76</b>	256	(231)	<b>25</b>	3,052	90%
Rainbow Springs	Apartment	Aug-19	Feb-22	1,229	(1,214)	<b>15</b>	740	(731)	<b>9</b>	1,661	99%
South Goldfinch Commercial*	Shop	Nov-19	Nov-22	189	(178)	<b>11</b>	67	(63)	<b>4</b>	2,825	94%
Heron	House	Nov-22	Nov-24	1,410	(109)	<b>1,301</b>	207	(16)	<b>191</b>	6,813	8%
<b>Scientia Garden</b>											
Alloggio	House	Jun-15	Jun-17	586	(548)	<b>38</b>	381	(356)	<b>25</b>	1,539	93%
Edision Commercial	Shop	Apr-17	Apr-19	180	(130)	<b>50</b>	61	(44)	<b>17</b>	2,955	72%
Dalton Commercial [Ext]	Shop	Feb-20	Feb-22	177	(177)	<b>0</b>	40	(40)	<b>0</b>	4,425	100%
Faraday Commercial	Shop	Jul-20	Jul-22	182	(179)	<b>3</b>	72	(71)	<b>1</b>	2,521	99%
Maxwell Commercial	Shop	Jul-20	Jul-22	108	(103)	<b>5</b>	44	(42)	<b>2</b>	2,452	95%
Aristoteles Commercial	Shop	Apr-21	Apr-23	247	(247)	<b>0</b>	78	(78)	<b>0</b>	3,167	100%
Carson	House	Oct-21	Oct-23	702	(620)	<b>82</b>	241	(213)	<b>28</b>	2,911	88%
Downtown Drive	Shop	Apr-23	Apr-25	266	(230)	<b>36</b>	82	(71)	<b>11</b>	3,239	87%
<b>Symphonia</b>											
Agnesi	House	Nov-19	Nov-21	416	(415)	<b>1</b>	308	(307)	<b>1</b>	1,352	100%
Baroni	House	Dec-20	Dec-22	591	(563)	<b>28</b>	364	(347)	<b>17</b>	1,622	95%
Mozart 2	House	Jul-21	Jul-23	747	(692)	<b>55</b>	150	(139)	<b>11</b>	4,978	93%
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	208	(173)	<b>35</b>	71	(59)	<b>12</b>	2,932	83%
Leonora	House	Feb-22	Feb-24	595	(537)	<b>58</b>	266	(240)	<b>26</b>	2,238	90%
Strozzi	House	Jun-23	Jun-25	579	(136)	<b>443</b>	213	(50)	<b>163</b>	2,720	23%
<b>M-Town</b>											
M-Town Residence [C,D]	Apartment	May-15	May-19	733	(696)	<b>37</b>	1,122	(1,065)	<b>57</b>	654	95%
M-Town Signature [I] **	Apartment					<b>0</b>			<b>0</b>	0	
<b>Total Serpong</b>				<b>10,027</b>	<b>(7,752)</b>	<b>2,275</b>	<b>4,809</b>	<b>(4,209)</b>	<b>600</b>		<b>77%</b>

\* Progressive release of projects/products

\*\* Not Launched Yet



# Property Development : Summarecon Bekasi (in Greater Jakarta)

## TOWNSHIP OVERVIEW

Started	2010
Area	Total Area: 263 Ha Developed: 163 Ha (60%) Future Development: 80 Ha (40%)
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

Morizen Residence



SpringLake View



Magenta Residence



## 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	381	(380)	<b>1</b>	778	(775)	<b>3</b>	490	100%
SpringLake View [E]	Apartment	Aug-15	Aug-19	384	(323)	<b>61</b>	856	(720)	<b>136</b>	449	84%
SpringLake View [F]	Apartment	Oct-16	Oct-20	308	(269)	<b>39</b>	743	(649)	<b>94</b>	414	87%
SpringLake View [G,H] **	Apartment			862		<b>862</b>			<b>0</b>	0	0%
Primrose Condovilla [A,B,C]	Apartment	Oct-15	Apr-18	149	(130)	<b>19</b>	100	(87)	<b>13</b>	1,494	87%
Primrose Condovilla [D,E]	Apartment	Mar-17	Sep-19	100	(75)	<b>25</b>	60	(45)	<b>15</b>	1,667	75%
Srimaya	House	Aug-18	Aug-20	342	(301)	<b>41</b>	781	(688)	<b>93</b>	438	88%
Morizen *	House	Aug-19	Aug-22	728	(541)	<b>187</b>	156	(116)	<b>40</b>	4,664	74%
Srimaya Kiosks	Shop	Jul-20	Jul-22	24	(21)	<b>3</b>	65	(56)	<b>9</b>	375	86%
Magenta	House	Sep-20	Sep-22	594	(543)	<b>51</b>	421	(385)	<b>36</b>	1,410	91%
Scarlet Commercial	Shop	Oct-21	Oct-23	88	(83)	<b>5</b>	35	(33)	<b>2</b>	2,515	94%
Mulberry Residence	House	Dec-21	Dec-23	456	(257)	<b>199</b>	204	(115)	<b>89</b>	2,235	56%
<b>Total Bekasi</b>				<b>4,416</b>	<b>(2,923)</b>	<b>1,493</b>	<b>4,199</b>	<b>(3,669)</b>	<b>530</b>		<b>66%</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)

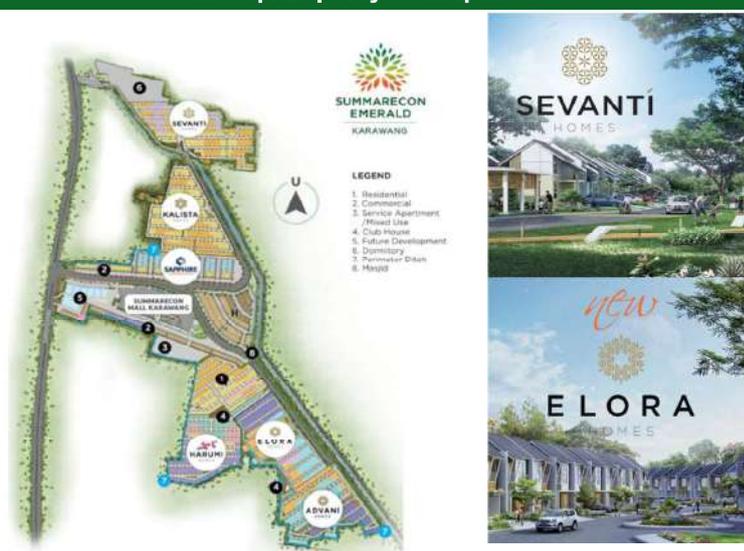
Project   Product Name	Product Type	1st Launch Date	Completion Date	Development Value			No. of Units			ASP   Unit	% sold (Value)
				Total	Sold	Bal	Total	Sold	Bal		
				Rp'bn	Rp'bn	Rp'bn				Rp'mn	
Elora 2	House	Feb-17	Feb-19	212	(209)	<b>3</b>	199	(196)	<b>3</b>	1,065	99%
Sapphire Commercial	Shop	Jul-17	Jul-19	148	(146)	<b>2</b>	76	(75)	<b>1</b>	1,947	99%
Sevanti	House	Nov-18	Nov-20	124	(113)	<b>11</b>	247	(209)	<b>38</b>	502	91%
Verena Homes	House	Nov-22	Nov-24	79	(27)	<b>52</b>	32	(11)	<b>21</b>	2,469	34%
<b>Total Karawang</b>				<b>563</b>	<b>(495)</b>	<b>68</b>	<b>554</b>	<b>(491)</b>	<b>63</b>		<b>88%</b>

\* Progressive release of projects|products

### TOWNSHIP OVERVIEW

Started	2016
Area	Total Area: 33 Ha Developed: 27 Ha (82%) Future Development: 6 Ha (18%)
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	May-22	622	(622)	0	140	(140)	0	4,443	100%
Flora	House	Sep-20	Mar-23	741	(732)	9	408	(403)	5	1,816	99%
Xandari *	Landplot	Nov-21	Nov-24	223	(209)	14	62	(58)	4	3,603	94%
Genova	House	Jul-23	Jan-26	241	(96)	145	98	(39)	59	2,462	40%
<b>Total Bandung</b>				<b>1,828</b>	<b>(1,659)</b>	<b>169</b>	<b>708</b>	<b>(640)</b>	<b>68</b>		<b>91%</b>

\* Progressive release of projects/products

### TOWNSHIP OVERVIEW

Started	2015
Area	Total Area: 373 Ha Developed: 78 Ha (21%) Future Development: 295 Ha (79%)
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



Magna Commercial



Emily



Xandari



## 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	265	(265)	0	235	(235)	0	1,128	100%
Jade	House	Nov-18	Nov-20	417	(383)	34	186	(171)	15	2,240	92%
Titanium Warehouse	Industrial	Dec-19	Dec-21	120	(44)	76	41	(15)	26	2,933	37%
Blue Crystal	House	Aug-20	Aug-22	187	(183)	4	149	(146)	3	1,253	98%
Green Crystal	House	Apr-21	Apr-23	153	(137)	16	113	(101)	12	1,356	89%
Topaz	House	Oct-21	Oct-23	133	(82)	51	146	(90)	56	911	62%
<b>Total Makassar</b>				<b>1,275</b>	<b>(1,094)</b>	<b>181</b>	<b>870</b>	<b>(758)</b>	<b>112</b>		<b>86%</b>

### TOWNSHIP OVERVIEW

Started	2018
Area	Total Area: 360 Ha Developed: 39 Ha (11%) Future Development: 321 Ha (89%)
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



Beryl show unit



Jade show unit



## 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	566	(566)	0	321	(321)	0	1,763	100%
Mahogany Island	Landplot	Oct-20	Apr-23	120	(120)	0	79	(79)	0	1,519	100%
Agathis	House	Oct-20	Apr-23	725	(725)	0	196	(196)	0	3,699	100%
Pinewood	House	Oct-21	Apr-24	688	(688)	0	336	(336)	0	2,048	100%
Rosewood Golf Residence	House	Oct-21	Apr-24	572	(572)	0	148	(148)	0	3,865	100%
Rosewood Golf Residence	Landplot	Oct-21	Apr-24	343	(343)	0	88	(88)	0	3,898	100%
Graha Boulevard	Shop	Mar-23	Sep-25	140	(137)	3	54	(53)	1	2,585	98%
Alderwood	House	Aug-23	Feb-26	622	(557)	65	277	(248)	29	2,246	90%
<b>Total Bogor</b>				<b>3,776</b>	<b>(3,708)</b>	<b>68</b>	<b>1,499</b>	<b>(1,469)</b>	<b>30</b>		<b>98%</b>

### TOWNSHIP OVERVIEW

Started	2020
Area	Total Area: 450 Ha Developed: 78 Ha (17%) Future Development: 372 Ha (83%)
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)

### 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	
Regia	House	Nov-22	May-25	567	(536)	31	422	(399)	23	1,343	95%
Jasmia	House	Nov-22	May-25	952	(311)	641	254	(83)	171	3,747	33%
<b>Total Crown Gading [N Bekasi]</b>				<b>1,519</b>	<b>(847)</b>	<b>672</b>	<b>676</b>	<b>(482)</b>	<b>194</b>		<b>56%</b>

### TOWNSHIP OVERVIEW

Started	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



Main Entrance



JASMI  
RESIDENCE



REGIA  
RESIDENCE

- A. Company Profile
- B. Property Development
- C. Investment Property**
- D. Hospitality Business**
- E. Leisure, Education & Others**
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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>	93%	Rp 340,000	Rp 159,000	50%	~ 600+	FY-2022 * 21.0 Mn FY-2021 * 12.0 Mn
Summarecon Mall Serpong	115,000 m <sup>2</sup>	79,000 m <sup>2</sup>	89%	Rp 250,000	Rp 131,000	29%	~ 400+	FY-2022 * 19.0 Mn FY-2021 * 9.0 Mn
Summarecon Mall Bekasi	77,000 m <sup>2</sup>	54,000 m <sup>2</sup>	97%	Rp 230,000	Rp 131,000	20%	~ 300+	FY-2022 * 15.0 Mn FY-2021 * 9.0 Mn
Samasta Village, Bali	5,000 m <sup>2</sup>	4,500 m <sup>2</sup>	72%	Rp 121,000	Rp 71,000	1%	~ 20+	FY-2022 * 0.2 Mn FY-2021 * 0.2 Mn

\* Gross Floor Area, Net Leasable Area

On 4 October 2023, Summarecon officially opened Summarecon Villagio Outlets located in East Karawang. The total NLA of the Outlets approximately ~15.000 m<sup>2</sup>. At the opening the occupancy rate around 60% and expect to increase to 80% by the end of the year.

### 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 2022, the hotel operations were already back to pre-pandemic due to easing of the travels regulations, thus increasing the hotel occupancy of 70-80%.

The revenue form this segment grew by 98% compare to 2021.

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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 2022, the operations were already back to pre-pandemic where as individual mobility restriction and social distancing was eased.

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



- A. Company Profile
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### F. Financials

- Consolidated
- Revenues by Business Segment
- EBITDA by Business Segment
- EBIT by Business Segment
  
- Income Statements (Property Development)
  - Revenues by Product Type
  - Revenues by Location
  - EBITDA by Location
  
- Income Statements (Investment Property)
- Income Statements (Leisure & Hospitality)
- Income Statements (Other Businesses)
  
- Balance Sheet Summary
- Debt Profile
- Non-land Capital Investments



## FINANCIALS : Consolidated

CONSOLIDATED INCOME STATEMENTS	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUE</b>	<b>5,661</b>	<b>5,942</b>	<b>5,030</b>	<b>5,568</b>	<b>5,719</b>	<b>3%</b>	<b>4,212</b>	<b>5,081</b>	<b>21%</b>
<b>GROSS PROFIT</b>	<b>2,953</b>	<b>3,047</b>	<b>2,502</b>	<b>2,801</b>	<b>3,199</b>	<b>14%</b>	<b>2,301</b>	<b>2,719</b>	<b>18%</b>
OVERHEADS	(1,103)	(1,180)	(950)	(980)	(1,232)		(839)	(977)	
- Selling Expense	(343)	(354)	(275)	(306)	(322)		(224)	(294)	
- Administrative Expense	(767)	(835)	(681)	(677)	(893)		(625)	(687)	
- Other Optg Income/(Expense)	8	9	6	3	-17		11	3	
<b>EBITDA</b>	<b>1,850</b>	<b>1,867</b>	<b>1,552</b>	<b>1,822</b>	<b>1,967</b>	<b>8%</b>	<b>1,462</b>	<b>1,741</b>	<b>19%</b>
Depreciation	(302)	(278)	(276)	(264)	(258)		(182)	(193)	
<b>EBIT</b>	<b>1,548</b>	<b>1,589</b>	<b>1,276</b>	<b>1,558</b>	<b>1,708</b>	<b>10%</b>	<b>1,281</b>	<b>1,548</b>	<b>21%</b>
Net Finance Income/(Expense)	(608)	(670)	(842)	(810)	(700)		(683)	(402)	
Non-Operating Income/(Expense)	10	4	6	8	9		5	8	
Taxation	(260)	(310)	(194)	(206)	(246)		(180)	(215)	
<b>PROFIT FOR THE YEAR (PAT)</b>	<b>691</b>	<b>613</b>	<b>246</b>	<b>550</b>	<b>772</b>	<b>40%</b>	<b>422</b>	<b>939</b>	<b>122%</b>
Other Comprehensive Inc/(Exp)	17	21	-13	(1)	10		(1)	9	
Compreh. Income for the Year	708	634	232	549	782		422	948	
PROFIT ATTRIBUTABLE TO :									
COMPANY OWNERS	449	515	180	324	625		310	653	
NON-CONTROLLING INTERESTS	242	98	66	226	146		113	286	
PROFIT FOR THE YEAR	691	613	246	550	772		422	939	
Gross Profit Margin	52%	51%	50%	50%	56%	6%	55%	54%	-2%
Overheads Ratio	19%	20%	19%	18%	22%	4%	20%	19%	-1%
EBITDA Margin	33%	31%	31%	33%	34%	2%	35%	34%	0%
EBIT Margin	27%	27%	25%	28%	30%	2%	30%	30%	0%
PAT Margin	12%	10%	5%	10%	13%	4%	10%	18%	8%
YoY% Growth - Revenues		5%	-15%	11%	3%				
YoY% Growth - EBITDA		1%	-17%	17%	8%				
YoY% Growth - Profit For The Year		-11%	-60%	124%	40%				

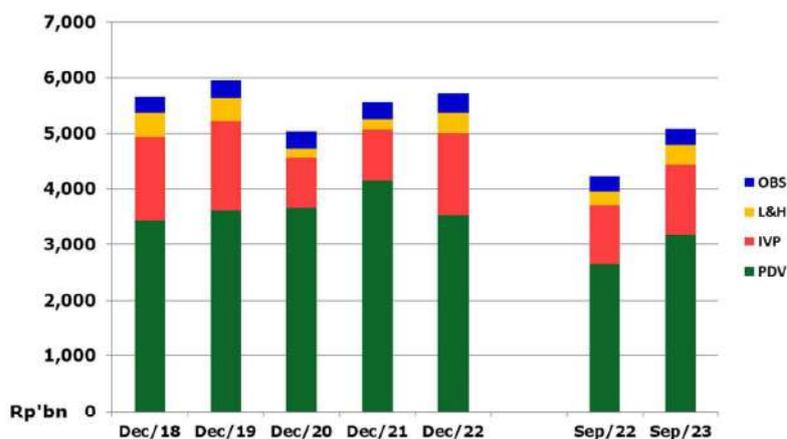
FY 2021/2022 : With improvement in the business environment, Company's revenues increased by 3% from Rp 5.57 trillion to Rp 5.72 trillion, mainly from the Investment Property and Other Businesses segments. Property Development revenue could not be recognized yet, hence the decrease in revenue.

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## Financials : Revenues Business Segment

CONTRIBUTION BY BUSINESS SEGMENT	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUES</b>	<b>5,661</b>	<b>5,942</b>	<b>5,030</b>	<b>5,568</b>	<b>5,719</b>	<b>3%</b>	<b>4,212</b>	<b>5,081</b>	<b>21%</b>
Property Development (PDV)	3,436	3,617	3,670	4,148	3,529	-15%	2,661	3,182	20%
Investment Property (IVP)	1,492	1,599	894	918	1,481	61%	1,051	1,261	20%
Leisure & Hospitality (L&H)	422	423	153	183	346	89%	231	348	51%
Other Businesses (OBS)	312	303	313	319	364	14%	269	290	8%
Property Development	61%	61%	73%	75%	62%	-13%	63%	63%	-1%
Investment Property	26%	27%	18%	16%	26%	9%	25%	25%	0%
Leisure & Hospitality	7%	7%	3%	3%	6%	3%	5%	7%	1%
Other Businesses	6%	5%	6%	6%	6%	1%	6%	6%	-1%

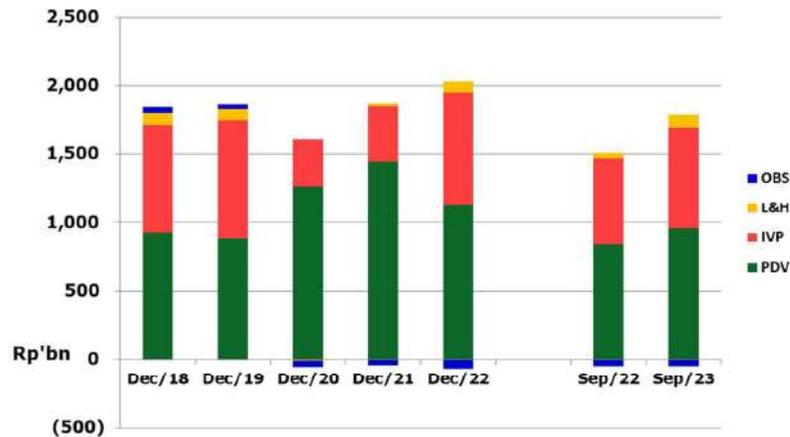


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## Financials : EBITDA Business Segment

CONTRIBUTION BY BUSINESS SEGMENT	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		
<b>EBITDA</b>	1,850	1,867	1,552	1,822	1,967	8%	1,462	1,741	19%
Property Development (PDV)	931	885	1,267	1,446	1,124	-22%	845	958	13%
Investment Property (IVP)	785	865	341	410	827	102%	626	738	18%
Leisure & Hospitality (L&H)	87	78	-12	12	81	550%	40	94	133%
Other Businesses (OBS)	47	39	-44	(46)	(66)	43%	(49)	(50)	1%
Property Development	50%	47%	82%	79%	57%	-22%	58%	55%	-3%
Investment Property	42%	46%	22%	22%	42%	20%	43%	42%	0%
Leisure & Hospitality	5%	4%	-1%	1%	4%	3%	3%	5%	3%
Other Businesses	3%	2%	-3%	-3%	-3%	-1%	-3%	-3%	1%

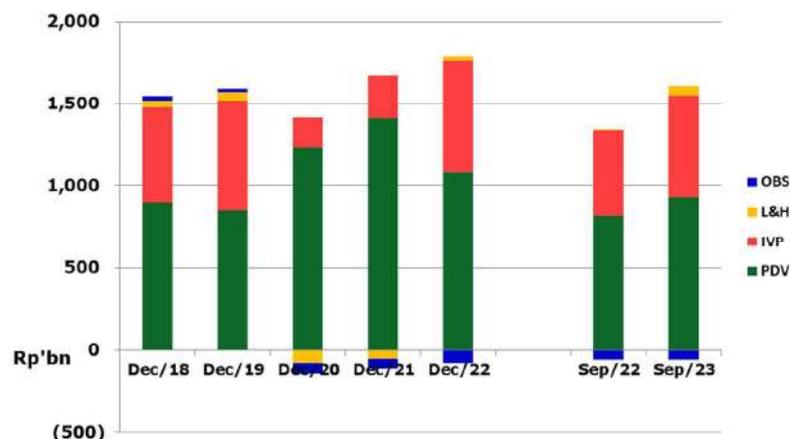


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## Financials : EBIT Business Segment

CONTRIBUTION BY BUSINESS SEGMENT	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		
<b>EBIT</b>	1,548	1,589	1,276	1,558	1,708	10%	1,281	1,548	21%
Property Development (PDV)	895	852	1,231	1,410	1,082	-23%	819	929	14%
Investment Property (IVP)	582	665	182	259	677	162%	518	621	20%
Leisure & Hospitality (L&H)	41	55	-77	(51)	27	-153%	3	57	1648%
Other Businesses (OBS)	29	18	-60	(60)	(78)	30%	(59)	(59)	1%
Property Development	58%	54%	96%	91%	63%	-27%	64%	60%	-4%
Investment Property	38%	42%	14%	17%	40%	23%	40%	40%	0%
Leisure & Hospitality	3%	3%	-6%	-3%	2%	5%	0%	4%	3%
Other Businesses	2%	1%	-5%	-4%	-5%	-1%	-5%	-4%	1%



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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/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUE</b>	<b>3,436</b>	<b>3,617</b>	<b>3,670</b>	<b>4,148</b>	<b>3,529</b>	<b>-15%</b>	<b>2,661</b>	<b>3,182</b>	<b>20%</b>
Houses	1,823	2,228	1,991	2,723	1,750	-36%	1,312	2,511	91%
Shops	123	681	627	444	873	97%	639	343	-46%
Landplots	286	224	56	176	446	153%	314	227	-28%
Apartments	1,184	388	876	716	406	-43%	356	66	-82%
Offices	0	74	78	54	20	-63%	14	12	-16%
Industrial Properties	0	0	13	4	10	133%	10	3	-68%
Others	20	22	30	32	26	-19%	16	19	22%
<b>GROSS PROFIT</b>	<b>1,693</b>	<b>1,683</b>	<b>1,938</b>	<b>2,191</b>	<b>2,013</b>	<b>-8%</b>	<b>1,485</b>	<b>1,668</b>	<b>12%</b>
Houses	959	973	951	1,424	815	-43%	595	1,229	107%
Shops	49	318	440	285	568	99%	428	226	-47%
Landplots	235	143	45	116	396	241%	261	169	-35%
Apartments	430	189	420	303	195	-36%	174	17	-90%
Offices	0	39	47	29	11	-63%	7	6	-23%
Industrial Properties	0	0	5	2	3	81%	4	1	-68%
Others	20	22	30	32	26	-19%	16	19	22%
<b>Gross Profit Margin</b>	<b>49%</b>	<b>47%</b>	<b>53%</b>	<b>53%</b>	<b>57%</b>	<b>4%</b>	<b>56%</b>	<b>52%</b>	<b>-3%</b>
Houses	53%	44%	48%	52%	47%	-6%	45%	49%	4%
Shops	40%	47%	70%	64%	65%	1%	67%	66%	-1%
Landplots	82%	64%	80%	66%	89%	23%	83%	74%	-9%
Apartments	36%	49%	48%	42%	48%	6%	49%	26%	-23%
Offices	0%	52%	61%	55%	55%	0%	53%	48%	-4%
Industrial Properties	0%	0%	38%	41%	32%	-9%	40%	39%	-1%
<b>GROSS PROFIT (Net of Depn)</b>	<b>1,700</b>	<b>1,691</b>	<b>1,952</b>	<b>2,203</b>	<b>2,023</b>	<b>-8%</b>	<b>1,494</b>	<b>1,675</b>	<b>12%</b>
Selling Expense	(228)	(229)	(229)	(269)	(242)	-10%	(184)	(208)	13%
General & Administration	(546)	(582)	(456)	(497)	(642)	29%	(471)	(511)	9%
Other Optg Income / (Expense)	4	6	1	9	-14	-256%	6	2	-59%
<b>EBITDA</b>	<b>931</b>	<b>885</b>	<b>1,267</b>	<b>1,446</b>	<b>1,124</b>	<b>-22%</b>	<b>845</b>	<b>958</b>	<b>13%</b>
Less : Total Depreciation	(36)	(34)	(36)	(36)	(42)	18%	(26)	(29)	10%
<b>EBIT</b>	<b>895</b>	<b>852</b>	<b>1,231</b>	<b>1,410</b>	<b>1,082</b>	<b>-23%</b>	<b>819</b>	<b>929</b>	<b>14%</b>
<b>EBITDA Margin</b>	<b>27%</b>	<b>24%</b>	<b>35%</b>	<b>35%</b>	<b>32%</b>	<b>-3%</b>	<b>32%</b>	<b>30%</b>	<b>-2%</b>
<b>EBIT Margin</b>	<b>26%</b>	<b>24%</b>	<b>34%</b>	<b>34%</b>	<b>31%</b>	<b>-3%</b>	<b>31%</b>	<b>29%</b>	<b>-2%</b>

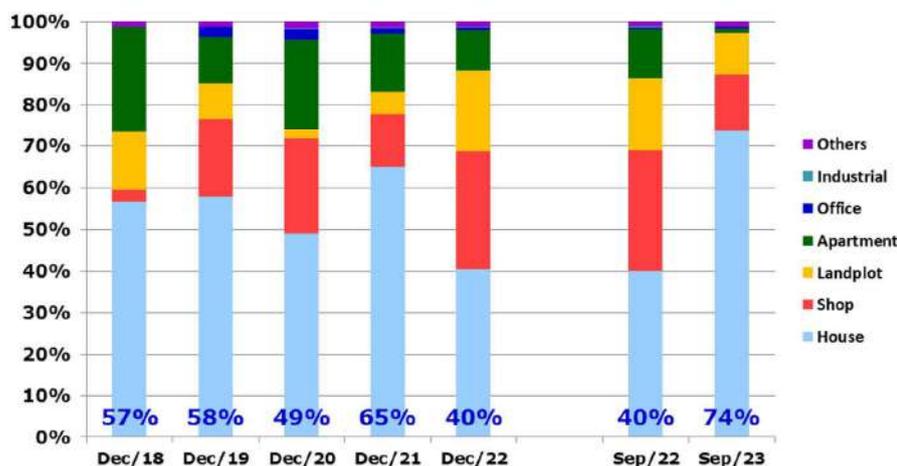
Improved profitability contributed to the better performance of property development. Most of the revenues are derived from marketing sales that were acquired from previous years; normally 24 months (for landed properties) and up to 48 months (for apartments) as revenues are recognised in the financial 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/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUE</b>									
Houses	57%	58%	49%	65%	40%	-25%	40%	74%	34%
Shops	3%	19%	23%	13%	28%	15%	29%	14%	-15%
Landplots	14%	8%	2%	5%	20%	14%	18%	10%	-7%
Apartments	25%	11%	22%	14%	10%	-4%	12%	1%	-11%
Offices	0%	2%	2%	1%	1%	-1%	0%	0%	0%
Industrial Properties	0%	0%	0%	0%	0%	0%	0%	0%	0%
Others	1%	1%	2%	1%	1%	0%	1%	1%	0%



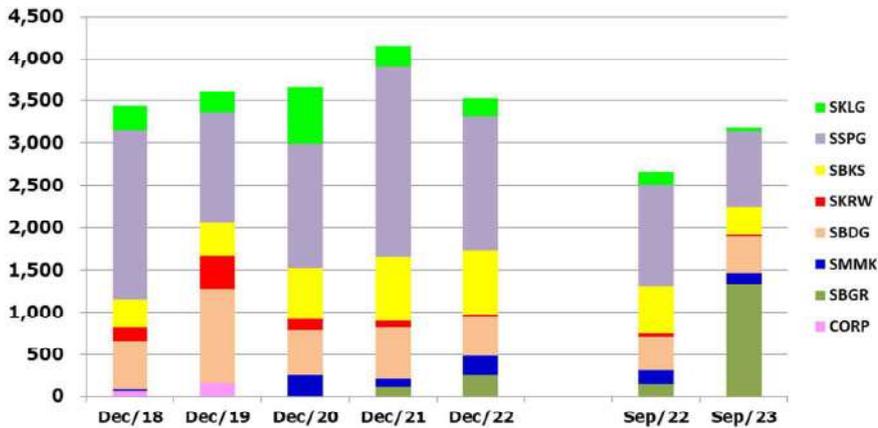
Houses are still the preferred product. Apartment sales face stiff competitive as the market is over-supplied. Company have not launched any new apartment projects, preferring instead to quickly dispose these stocks.

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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/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUES</b>	<b>3,436</b>	<b>3,617</b>	<b>3,670</b>	<b>4,148</b>	<b>3,529</b>	<b>-15%</b>	<b>2,661</b>	<b>3,182</b>	<b>20%</b>
SKLG Kelapa Gading	287	251	680	247	202	-18%	156	41	-74%
SSPG Serpong	1,997	1,313	1,463	2,243	1,589	-29%	1,207	895	-26%
SBKS Bekasi	333	388	610	757	760	0%	552	329	-40%
SKRW Karawang	158	397	126	79	43	-45%	32	20	-36%
SBDG Bandung	576	1,113	533	600	448	-25%	394	429	9%
SMMK Makassar	24	9	257	107	227	112%	179	126	-29%
SBGR Bogor	0	0	0	115	257	124%	142	1,339	845%
Other Locations   Corporate	60	146	1	0	0	0%	0	0	0%
<b>Kelapa Gading</b>	<b>8%</b>	<b>7%</b>	<b>19%</b>	<b>6%</b>	<b>6%</b>	<b>0%</b>	<b>6%</b>	<b>1%</b>	<b>-5%</b>
<b>Serpong</b>	<b>58%</b>	<b>36%</b>	<b>40%</b>	<b>54%</b>	<b>45%</b>	<b>-9%</b>	<b>45%</b>	<b>28%</b>	<b>-17%</b>
<b>Bekasi</b>	<b>10%</b>	<b>11%</b>	<b>17%</b>	<b>18%</b>	<b>22%</b>	<b>3%</b>	<b>21%</b>	<b>10%</b>	<b>-10%</b>
<b>Karawang</b>	<b>5%</b>	<b>11%</b>	<b>3%</b>	<b>2%</b>	<b>1%</b>	<b>-1%</b>	<b>1%</b>	<b>1%</b>	<b>-1%</b>
<b>Bandung</b>	<b>17%</b>	<b>31%</b>	<b>15%</b>	<b>14%</b>	<b>13%</b>	<b>-2%</b>	<b>15%</b>	<b>13%</b>	<b>-1%</b>
<b>Makassar</b>	<b>1%</b>	<b>0%</b>	<b>7%</b>	<b>3%</b>	<b>6%</b>	<b>4%</b>	<b>7%</b>	<b>4%</b>	<b>-3%</b>
<b>Bogor</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>3%</b>	<b>7%</b>	<b>5%</b>	<b>5%</b>	<b>42%</b>	<b>37%</b>
<b>Other Locations   Corporate</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>	<b>0%</b>

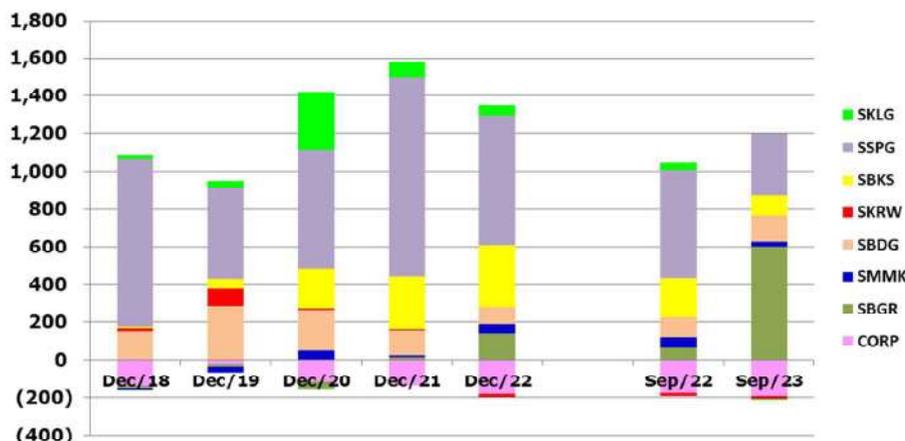


**Summarecon Serpong** is still the preferred location with the most revenues. It contributed from 45% in 2022. And will still be the major Revenue contributor as it is the lead contributor to the Marketing Sales.



## Financials : Property Development Business (By Location)

PROPERTY DEVELOPMENT GEOGRAPHIC LOCATION	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>EBITDA</b>	<b>931</b>	<b>885</b>	<b>1,267</b>	<b>1,446</b>	<b>1,124</b>	<b>-22%</b>	<b>845</b>	<b>958</b>	<b>13%</b>
SKLG Kelapa Gading	24	38	306	84	54	-36%	43	-4	-108%
SSPG Serpong	893	485	630	1,057	686	-35%	573	326	-43%
SBKS Bekasi	8	49	213	280	325	16%	209	102	-51%
SKRW Karawang	12	91	8	4	-15	-511%	-19	-15	-20%
SBDG Bandung	155	289	212	132	99	-25%	103	136	32%
SMMK Makassar	(9)	(33)	54	10	48	383%	54	28	-49%
SBGR Bogor	(12)	(13)	(39)	17	140	742%	68	605	790%
Other Locations   Corporate	(140)	(20)	(116)	(136)	(181)	33%	(175)	(193)	10%
<b>Kelapa Gading</b>	<b>3%</b>	<b>4%</b>	<b>24%</b>	<b>6%</b>	<b>5%</b>	<b>-1%</b>	<b>5%</b>	<b>0%</b>	<b>-6%</b>
<b>Serpong</b>	<b>96%</b>	<b>55%</b>	<b>50%</b>	<b>73%</b>	<b>61%</b>	<b>-12%</b>	<b>68%</b>	<b>34%</b>	<b>-34%</b>
<b>Bekasi</b>	<b>1%</b>	<b>6%</b>	<b>17%</b>	<b>19%</b>	<b>29%</b>	<b>10%</b>	<b>25%</b>	<b>11%</b>	<b>-14%</b>
<b>Karawang</b>	<b>1%</b>	<b>10%</b>	<b>1%</b>	<b>0%</b>	<b>-1%</b>	<b>-2%</b>	<b>-2%</b>	<b>-2%</b>	<b>1%</b>
<b>Bandung</b>	<b>17%</b>	<b>33%</b>	<b>17%</b>	<b>9%</b>	<b>9%</b>	<b>0%</b>	<b>12%</b>	<b>14%</b>	<b>2%</b>
<b>Makassar</b>	<b>-1%</b>	<b>-4%</b>	<b>4%</b>	<b>1%</b>	<b>4%</b>	<b>4%</b>	<b>6%</b>	<b>3%</b>	<b>-4%</b>
<b>Bogor</b>	<b>-1%</b>	<b>-1%</b>	<b>-3%</b>	<b>1%</b>	<b>12%</b>	<b>11%</b>	<b>8%</b>	<b>63%</b>	<b>55%</b>
<b>Other Locations   Corporate</b>	<b>-15%</b>	<b>-2%</b>	<b>-9%</b>	<b>-9%</b>	<b>-16%</b>	<b>-7%</b>	<b>-21%</b>	<b>-20%</b>	<b>1%</b>





## Financials : Income Statement Investment Property Business

INCOME BY BUSINESS SEGMENT INVESTMENT PROPERTY	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUE</b>	<b>1,492</b>	<b>1,599</b>	<b>894</b>	<b>918</b>	<b>1,481</b>	<b>61%</b>	<b>1,051</b>	<b>1,261</b>	<b>20%</b>
Mall & Retail properties	1,414	1,521	817	835	1,384	66%	980	1,181	21%
Office properties	31	29	27	27	32	16%	24	26	10%
Residential properties	7	5	4	4	3	-16%	2	2	-37%
Commercial properties & others	40	43	45	52	62	19%	45	52	15%
<b>GROSS PROFIT</b>	<b>814</b>	<b>935</b>	<b>329</b>	<b>378</b>	<b>861</b>	<b>128%</b>	<b>598</b>	<b>751</b>	<b>26%</b>
Mall & Retail properties	787	905	303	349	820	135%	565	719	27%
Office properties	10	7	3	2	5	245%	4	5	15%
Residential properties	3	2	1	1	1	-50%	0	-1	-276%
Commercial properties & others	15	22	21	27	36	33%	28	28	0%
<b>GROSS PROFIT (Net of Depn)</b>	<b>976</b>	<b>1,097</b>	<b>468</b>	<b>514</b>	<b>999</b>	<b>94%</b>	<b>697</b>	<b>856</b>	<b>23%</b>
Selling Expense	(86)	(98)	(35)	(27)	(61)	124%	(28)	(66)	141%
General & Administration	(106)	(135)	(95)	(70)	(104)	50%	(47)	(52)	9%
Other Optg Income / (Expense)	4	6	1	9	-14	-256%	6	2	-59%
<b>EBITDA</b>	<b>788</b>	<b>870</b>	<b>338</b>	<b>426</b>	<b>820</b>	<b>93%</b>	<b>628</b>	<b>740</b>	<b>18%</b>
Less : Total Depreciation	(203)	(201)	(158)	(151)	(150)	-1%	(109)	(117)	8%
<b>EBIT</b>	<b>584</b>	<b>669</b>	<b>180</b>	<b>275</b>	<b>670</b>	<b>144%</b>	<b>520</b>	<b>623</b>	<b>20%</b>
EBITDA Margin	53%	54%	38%	46%	55%	9%	60%	59%	-1%
EBIT Margin	39%	42%	20%	30%	45%	15%	49%	49%	0%
<b>REVENUE CONTRIBUTION</b>									
Mall & Retail properties	95%	95%	91%	91%	93%	2%	93%	94%	0%
Office properties	2%	2%	3%	3%	2%	-1%	2%	2%	0%
Residential properties	0%	0%	0%	0%	0%	0%	0%	0%	0%
Commercial properties & others	3%	3%	5%	6%	4%	-1%	4%	4%	0%

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/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>REVENUE</b>	<b>1,492</b>	<b>1,599</b>	<b>894</b>	<b>918</b>	<b>1,481</b>	<b>61%</b>	<b>1,051</b>	<b>1,261</b>	<b>20%</b>
Summarecon Mall Kelapa Gading	686	725	402	402	648	61%	463	531	15%
Summarecon Mall Serpong	417	454	242	226	421	86%	292	380	30%
Summarecon Mall Bekasi	296	322	163	197	298	51%	213	254	19%
Others   Corporate	93	97	87	92	114	24%	84	95	14%
<b>EBITDA</b>	<b>788</b>	<b>870</b>	<b>338</b>	<b>426</b>	<b>820</b>	<b>93%</b>	<b>628</b>	<b>740</b>	<b>18%</b>
Summarecon Mall Kelapa Gading	371	385	202	204	385	89%	305	355	16%
Summarecon Mall Serpong	207	229	95	77	226	194%	164	198	21%
Summarecon Mall Bekasi	141	178	64	97	177	84%	127	152	20%
Others   Corporate	68	77	-22	48	31	-36%	33	35	6%
<b>EBIT</b>	<b>584</b>	<b>669</b>	<b>180</b>	<b>275</b>	<b>670</b>	<b>144%</b>	<b>520</b>	<b>623</b>	<b>20%</b>
Summarecon Mall Kelapa Gading	333	345	159	167	347	108%	277	325	17%
Summarecon Mall Serpong	151	173	40	24	179	655%	128	162	26%
Summarecon Mall Bekasi	101	142	28	62	148	137%	104	131	26%
Others   Corporate	(1)	9	-47	22	-4	-119%	10	5	-47%
EBITDA Margin	53%	54%	38%	46%	55%	9%	60%	59%	-1%
Summarecon Mall Kelapa Gading	54%	53%	50%	51%	60%	9%	66%	67%	1%
Summarecon Mall Serpong	50%	50%	39%	34%	54%	20%	56%	52%	-4%
Summarecon Mall Bekasi	48%	55%	39%	49%	59%	11%	60%	60%	0%
EBIT Margin	39%	42%	20%	30%	45%	15%	49%	49%	0%
Summarecon Mall Kelapa Gading	48%	48%	40%	42%	54%	12%	60%	61%	1%
Summarecon Mall Serpong	36%	38%	17%	10%	43%	32%	44%	43%	-1%
Summarecon Mall Bekasi	34%	44%	17%	32%	49%	18%	49%	52%	3%

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/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		
<b>REVENUE</b>	<b>422</b>	<b>423</b>	<b>153</b>	<b>183</b>	<b>346</b>	<b>89%</b>	<b>231</b>	<b>348</b>	<b>51%</b>
Leisure	77	75	27	35	52	49%	35	45	29%
Hospitality (Hotels)	344	348	127	148	294	98%	196	303	55%
<b>GROSS PROFIT</b>	<b>161</b>	<b>168</b>	<b>0</b>	<b>9</b>	<b>110</b>	<b>1101%</b>	<b>68</b>	<b>142</b>	<b>110%</b>
Leisure	24	20	-11	(3)	3	-207%	(0)	6	-4172%
Hospitality (Hotels)	136	148	11	12	107	793%	68	136	100%
<b>Gross Profit Margin</b>	<b>38%</b>	<b>40%</b>	<b>0%</b>	<b>5%</b>	<b>32%</b>	<b>27%</b>	<b>29%</b>	<b>41%</b>	<b>11%</b>
Leisure	31%	26%	-40%	-8%	6%	14%	0%	14%	14%
Hospitality	40%	43%	9%	8%	36%	28%	35%	45%	10%
<b>GROSS PROFIT (Net of Depn)</b>	<b>193</b>	<b>184</b>	<b>47</b>	<b>61</b>	<b>156</b>	<b>154%</b>	<b>98</b>	<b>172</b>	<b>76%</b>
Selling Expense	(26)	(24)	(11)	(10)	(18)	79%	(13)	(19)	46%
General & Administration	(81)	(84)	(49)	(40)	(57)	45%	(45)	(59)	32%
Other Optg Income / (Expense)	0	1	1	0	0	-78%	0	0	
<b>EBITDA</b>	<b>87</b>	<b>78</b>	<b>-12</b>	<b>12</b>	<b>81</b>	<b>550%</b>	<b>40</b>	<b>94</b>	<b>133%</b>
Less : Total Depreciation	(46)	(23)	(65)	(63)	(54)	-15%	(37)	(37)	0%
<b>EBIT</b>	<b>41</b>	<b>55</b>	<b>-77</b>	<b>(51)</b>	<b>27</b>	<b>-153%</b>	<b>3</b>	<b>57</b>	<b>1648%</b>
<b>EBITDA Margin</b>	<b>3%</b>	<b>2%</b>	<b>0%</b>	<b>0%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>3%</b>	<b>1%</b>
<b>EBIT Margin</b>	<b>1%</b>	<b>2%</b>	<b>-2%</b>	<b>-1%</b>	<b>1%</b>	<b>2%</b>	<b>0%</b>	<b>2%</b>	<b>2%</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/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		
<b>REVENUE</b>	<b>312</b>	<b>303</b>	<b>313</b>	<b>319</b>	<b>364</b>	<b>14%</b>	<b>269</b>	<b>290</b>	<b>8%</b>
Healthcare	100	0	0	0	0	0%	0	0	0%
Estate & Property Management	175	242	294	301	331	10%	248	261	5%
Miscellaneous	37	61	19	18	33	85%	21	29	37%
<b>GROSS PROFIT</b>	<b>72</b>	<b>64</b>	<b>25</b>	<b>16</b>	<b>16</b>	<b>1%</b>	<b>7</b>	<b>11</b>	<b>43%</b>
Healthcare	27	0	0	0	0	0%	0	0	0%
Estate & Property Management	38	47	24	15	9	-43%	4	1	-73%
Miscellaneous	8	18	1	0	7	1662%	3	10	179%
<b>Gross Profit Margin</b>	<b>23%</b>	<b>21%</b>	<b>8%</b>	<b>5%</b>	<b>4%</b>	<b>-1%</b>	<b>3%</b>	<b>4%</b>	<b>1%</b>
Healthcare	27%	0%	0%	0%	0%	0%	0%	0%	0%
Estate & Property Management	21%	19%	8%	5%	3%	-2%	2%	0%	-1%
Miscellaneous	21%	29%	7%	2%	22%	19%	16%	33%	17%
<b>GROSS PROFIT (Net of Depn)</b>	<b>84</b>	<b>74</b>	<b>35</b>	<b>23</b>	<b>22</b>	<b>-7%</b>	<b>12</b>	<b>15</b>	<b>31%</b>
Selling Expense	(4)	(3)	(0)	(0)	(0)	113%	-0	-1	816%
General & Administration	(34)	(34)	(80)	(70)	(89)	26%	(62)	(65)	4%
Other Optg Income / (Expense)	1	1	1	1	2	32%	1	0	
<b>EBITDA</b>	<b>47</b>	<b>39</b>	<b>(44)</b>	<b>(46)</b>	<b>(66)</b>	<b>43%</b>	<b>(49)</b>	<b>(50)</b>	<b>1%</b>
Less : Total Depreciation	(17)	(21)	(17)	(14)	(13)	-11%	(10)	(10)	3%
<b>EBIT</b>	<b>29</b>	<b>18</b>	<b>-60</b>	<b>(60)</b>	<b>(78)</b>	<b>30%</b>	<b>(59)</b>	<b>(59)</b>	<b>1%</b>
<b>EBITDA Margin</b>	<b>1%</b>	<b>1%</b>	<b>-1%</b>	<b>-1%</b>	<b>-2%</b>	<b>-1%</b>	<b>-2%</b>	<b>-2%</b>	<b>0%</b>
<b>EBIT Margin</b>	<b>1%</b>	<b>0%</b>	<b>-2%</b>	<b>-1%</b>	<b>-2%</b>	<b>-1%</b>	<b>-2%</b>	<b>-2%</b>	<b>0%</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:		Variance
	Dec/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
Cash & Cash Equivalents	1,534	1,664	1,656	2,774	3,143	13%	3,038	3,169	4%
Inventories	7,890	8,514	9,187	9,254	9,960	8%	9,923	10,005	1%
Landbank	6,436	6,536	6,260	6,167	6,760	10%	6,162	7,303	19%
Fixed Assets	377	338	332	318	370	17%	301	396	32%
Investment Properties	4,386	4,357	4,383	4,260	4,574	7%	4,405	5,044	15%
Others	2,677	3,032	3,105	3,277	3,626	11%	3,689	3,583	-3%
<b>TOTAL ASSETS</b>	<b>23,299</b>	<b>24,442</b>	<b>24,923</b>	<b>26,050</b>	<b>28,434</b>	<b>9%</b>	<b>27,519</b>	<b>29,500</b>	<b>7%</b>
Debt Borrowings	8,607	8,969	9,452	7,039	5,909	-16%	5,997	6,482	8%
Banks	5,807	6,566	8,342	6,341	5,266	-17%	4,855	5,839	20%
Bonds	2,800	2,403	1,111	698	642	-8%	1,142	643	-44%
Contract Liabilities	3,311	3,294	4,252	5,612	8,261	47%	7,739	8,340	8%
Contract Liab. Current Maturity	1,556	2,059	2,662	2,283	4,788	110%	4,225	6,145	45%
Contract Liab. Non-Current	1,755	1,236	1,590	3,329	3,473	4%	3,514	2,195	-38%
Others	2,321	2,727	2,133	2,168	2,514	16%	2,439	2,305	-5%
<b>TOTAL LIABILITIES</b>	<b>14,239</b>	<b>14,990</b>	<b>15,837</b>	<b>14,819</b>	<b>16,684</b>	<b>13%</b>	<b>16,174</b>	<b>17,127</b>	<b>6%</b>
Equity	6,904	7,368	6,846	8,661	9,197	6%	8,871	9,744	10%
Minority Interests	2,157	2,084	2,240	2,569	2,553	-1%	2,474	2,629	6%
Total Equity	9,061	9,451	9,086	11,230	11,750	5%	11,345	12,372	9%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>23,299</b>	<b>24,442</b>	<b>24,923</b>	<b>26,050</b>	<b>28,434</b>	<b>9%</b>	<b>27,519</b>	<b>29,500</b>	<b>7%</b>

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## Financials : Debt Profile

DEBT PROFILE	FINANCIAL YEAR ENDED:					Last 2 Yrs Variance	PERIOD ENDED:		Variance
	Dec/2018	Dec/2019	Dec/2020	Dec/2021	Dec/2022		Sep/2022	Sep/2023	
	Rp'bn	Rp'bn	Rp'bn	Rp'bn	Rp'bn		Rp'bn	Rp'bn	
<b>Total Bank &amp; Bond Debts</b>	<b>8,632</b>	<b>9,001</b>	<b>9,473</b>	<b>7,055</b>	<b>5,924</b>	<b>-16%</b>	<b>6,018</b>	<b>6,495</b>	<b>8%</b>
Bank Debt	5,816	6,585	8,357	6,355	5,276	-17%	4,870	5,847	20%
Bonds	2,816	2,416	1,116	700	648	-7%	1,148	648	-44%
<b>Debt Maturity Profile</b>									
Current Maturity	3,721	4,667	3,975	2,923	2,627	-10%	1,833	2,898	58%
Non-Current Maturity	4,912	4,334	5,498	4,132	3,297	-20%	4,185	3,597	-14%
- payable in 2 Years	2,525	1,300	1,432	748	997		701	914	
- payable in 3 Years	1,287	901	779	1,180	665		954	782	
- payable in 4 Years	351	482	1,199	841	441		847	762	
- payable in 5 Years	396	640	829	551	826		873	333	
- payable after 5 Years	396	640	829	551	369		873	333	
<b>Debt Maturity Profile</b>									
Current Maturity Ratio	43%	52%	42%	41%	44%	3%	30%	45%	14%
Non-Current Maturity Ratio	57%	48%	58%	59%	56%	-3%	70%	55%	-14%
Gross Debt	8,632	9,001	9,473	7,055	5,924		6,018	6,495	
Less : Cash & Equivalents	(1,534)	(1,664)	(1,656)	(2,774)	(3,143)		(3,038)	(3,169)	
Less : Restricted Bank Deposits	(700)	(1,023)	(1,094)	(1,095)	(1,106)		(1,210)	(891)	
<b>Net Debt</b>	<b>6,399</b>	<b>6,314</b>	<b>6,723</b>	<b>3,186</b>	<b>1,676</b>	<b>-47%</b>	<b>1,770</b>	<b>2,436</b>	<b>38%</b>
<b>Debt to Equity Ratios</b>									
Gross Debt to Equity Ratio	95%	95%	104%	63%	50%	-12%	53%	52%	-1%
Net Debt to Equity Ratio	71%	67%	74%	28%	14%	-14%	16%	20%	4%

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 8 % to 9.5% (Average 8.8%)

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## Non-land Capital Investments

NON-LAND CAPITAL INVESTMENTS	Indicative Optg Date	TOTAL	FY-2023	FY-2024
		Rp'bn	Rp'bn	Rp'bn
Summarecon Villaggio Jakarta Outlet	4Q 2023	180	50	5
Summarecon Mall Bandung	1Q 2024	700	350	75
La Piazza	4Q 2023	60	50	10
Gafoy	4Q 2023	80	65	15
		1,020	515	105

**Summarecon Villaggio Jakarta Outlet** 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, Retails, 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

- ☑ From the macroeconomic perspectives, the Indonesia's economy in general in 2023 is predicted to face soft headwind impacted from the global uncertainty risks. The global risks which might affect to Indonesia's economy are mostly coming from the Russian-Ukraine war, higher commodity prices, higher inflation and higher interest rate.
- ☑ However, Indonesia is in a better position compared to other countries this year as it is benefited from the commodity boom last year which this could trigger to higher domestic consumption in the midst of easing social restrictions.
- ☑ Indonesian currency Rupiah is predicted to weaken but on a limited impact as the Government and the central bank already require exporters to park their dollars from export proceeds domestically.
- ☑ Cautiously optimistic for Indonesia's economy in 2023.

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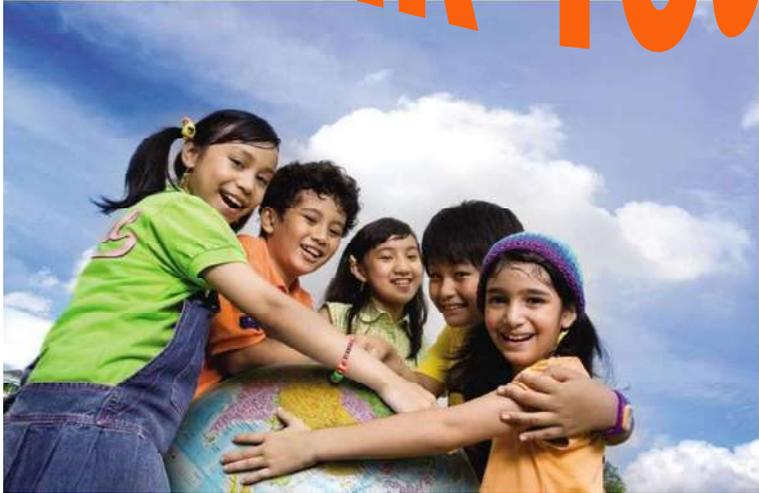


## Moving Forward

- ☑ Focus on development of integrated cities in strategic areas
- ☑ Continuously develop diversified portfolio, both in terms of products and geographical location
  - ▣ The opening of Summarecon Villaggio Jakarta Luxury Outlet in Q3 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.

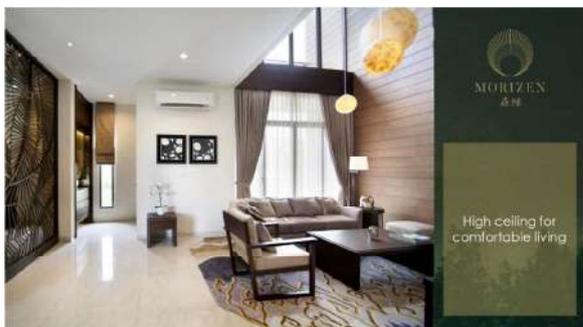
## Appendix :

### Examples of Product Specifications



← Morizen Residence

↓ Goldfinch Residence



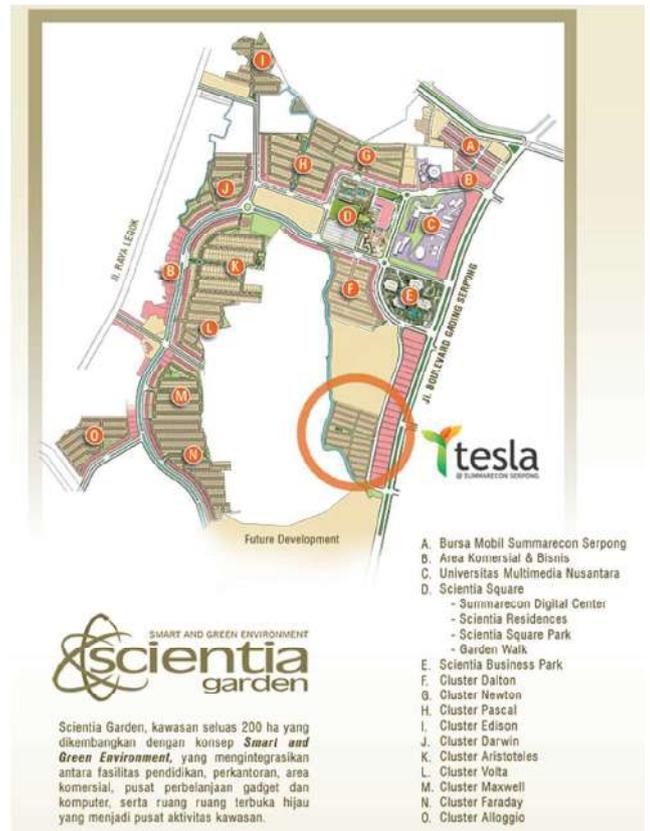
↑ M-Town Apartment



← Tesla Residence



## A Typical Residential Product (sample)



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## Marketing Brochure (sample)

Security and Gate to each cluster ↓

- ☑ Concept :
  - Gated community with strict security at the gates and regular patrols within the estate
  - Centrally maintained estate management of landscaping, cleanliness, garbage collection (including recycling), waste water treatment
  - Monthly fees collected for upkeep of the estate and for the town



Community Centre / Clubhouse ↓

- ☑ Acreage = 4 ha
- ☑ Houses = 406 units
- ☑ Unit Land size = 66 – 77 m<sup>2</sup>  
(Average = 71 m<sup>2</sup>)
- ☑ Building GFA = 62 – 78 m<sup>2</sup>  
(Average = 70 m<sup>2</sup>)
- ☑ ASP Unit = Rp 1.1bn – Rp1.4bn  
(Average = Rp 1.3bn)



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## Marketing Brochure (sample)



Land : 66m<sup>2</sup>  
Building GFA : 62 – 68 m<sup>2</sup>  
Price : ~Rp 1.1 bn each

Land : 77m<sup>2</sup>  
Building GFA : 73 – 78 m<sup>2</sup>  
Price : ~Rp 1.4bn each



## Marketing Brochure (sample)



Land / Building Size :  
66 m<sup>2</sup> / 62 m<sup>2</sup>



Land / Building Size :  
66 m<sup>2</sup> / 68 m<sup>2</sup>

Land / Building Size :  
77 m<sup>2</sup> / 78 m<sup>2</sup>

Land / Building Size :  
77 m<sup>2</sup> / 73 m<sup>2</sup>





**End of Presentation**