

## A Company Presentation

April 2014

SAKSIKAN PROGRAM TV  
**Wonderful Living**  
"Pengembangan Apartemen The SpringLake di Kota Summarecon Bekasi"



**SUMMARECON BEKASI**

**METRO TV** | **SINDO TV**  
Jumat, 18 April 2014 Pkl. 19.30 WIB | Minggu, 20 April 2014 Pkl. 20.00 WIB

**NARA SUMBER**



**Adrianto P. Adhi**  
Director  
PT Summarecon Agung Tbk



**Alevieri Akbar**  
Associate Director  
Residence Sales & Leasing  
PT Colliers International  
Indonesia



**Dani Indra B**  
Marketing Manager  
Summarecon Bekasi




**The SpringLake**  
SUMMARECON BEKASI

a creation of  
**summarecon**  
Wonderful Life · Wonderful World

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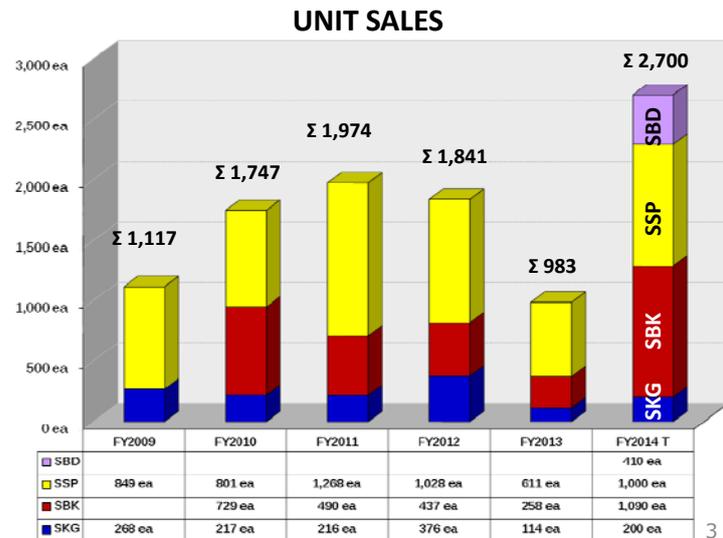
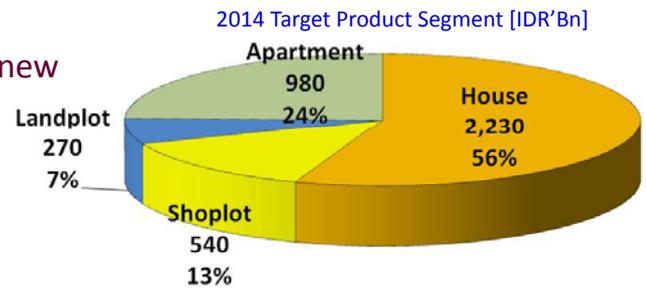
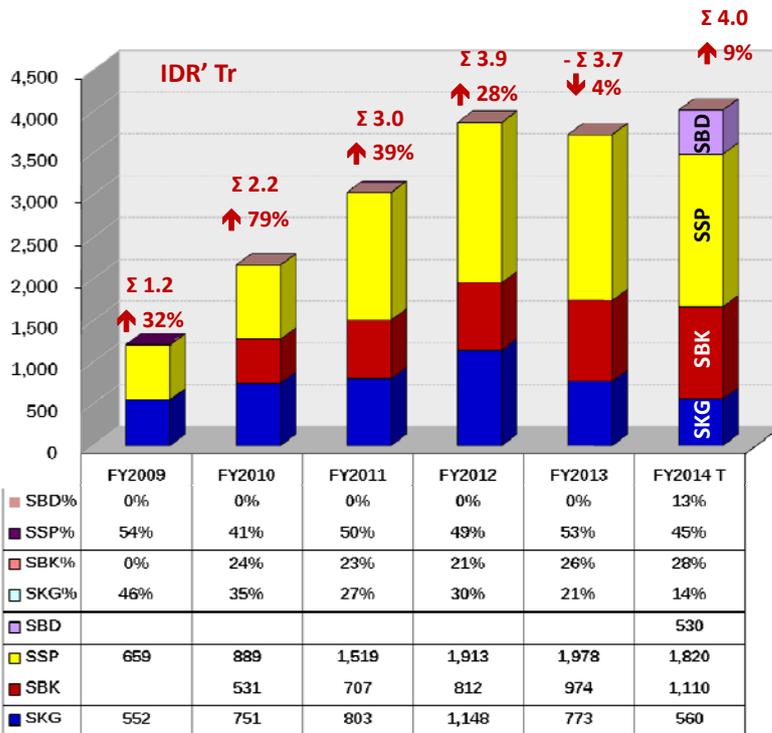
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## Plans for 2014 : Property Development

- 1) 2014 Marketing Sales target = Rp 4.0Tr [9% growth] ;
- 2) Sales from Kelapa Gading, Bekasi, Serpong & Bandung [new township to open in 2014Q4]



## Plans for 2014 : Investment Property

Construction in Progress. Preparing for future recurring earnings

- 1) Summarecon Digital Centre @ Serpong ; Retail mall for electronic and digital products [Opening 2014Q2]
- 2) Scientia Garden Village ; Entertainment, F&B retail outlets [Opening 2014Q1]
- 3) Scientia Business Park ;
  - 6 blocks of 'green office' for rent
  - 1<sup>st</sup> Block opened in September 2013. Book building for 2<sup>nd</sup> and 3<sup>rd</sup> block in 2014.
- 4) Plaza Summarecon Bekasi ; Office for Summarecon Bekasi [Opening 2014Q3]
- 5) La Terrazza ; F&B outlets within Bekasi CBD [Opening 2014Q4]
- 6) POP ! Hotel Kelapa Gading [Opening 2014-Q2]
- 7) Harris Hotel Bekasi [Opening 2014-Q3]
- 8) Movenpick Resort & Spa, Jimbaran, Bali [Opening 2015-Q4]

### OTHER FACILITIES TO ENHANCE THE TOWNSHIPS

- 1) The Springs Club in Serpong; a recreational club with banqueting facilities [Opening 2014Q2]
- 2) Scientia Square Park; providing for a green environment in Scientia Square [Opening 2014Q2]





## Corporate Information

Incorporation Date : 26 Nov 1975	IPO Date : 7 May 1990	Ticker : SMRA.IJ
Share Capital @ 31 Mar 2014	: Total Shares in Issue = 14,426,781,680 @ Rp 100/share	
	: Total Paid-up = Rp 1.44 tr (~USD 125 mn)	

	Total Value	Rupiah per share
Market Capitalisation @ 31 Mar 2014	Rp 15.4 tr (~USD 1.3bn)	Rp 1,065
Net Book Value	Rp 4.0 tr (~USD 391 mn)	Rp 546
NAV (Market/Replacement Cost)	Rp 39.0 tr (~USD 3.4 bn)	Rp 2,702

Shareholder Profile @ 31 Mar 2014	: Founders & Associates	~ 36%
	: Public – Local	~ 16 %
	: Public – Foreign	~ 48 %
	: No. of Shareholders	5,096
Employees	: ~ 3,000	

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## Board of Commissioners (4 Members)



**HARTO DJOJO NAGARIA (66)**

**EDI DARNADI (62)**

**ESTHER MELYANI HOMAN (54)**  
Independent Commissioner

**IR. SOETJIPTO NAGARIA (73)**  
Founder of the Company

Independent Commissioner

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## Board of Directors [9 members] [Pg 1]

**SOEGIANTO NAGARIA**  
[Retail Operations]



**GE LILIES YAMIN**  
[Non-affiliated Director]  
[Technical]



**JOHANES MARDJUKI**  
[President Director]



**LILIAWATI RAHARDJO**  
[Managing Director]



**HERMAN NAGARIA**  
[Business & Property  
Development]



**YONG KING CHING, MICHAEL**  
[Finance Director, CoSec]



**LEXY ARIE TUMIWA**  
[Corporate Services]



**SHARIF BENYAMIN**  
[Serpong Operations]



**ADRIANTO ADHI** [Kelapa  
Gading & Bekasi Operations]

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## Board of Directors [9 members] [Pg 2]

**JOHANES MARDJUKI** (54)

President Director

Appointed President Director in June 2006. Previously served as Director of Finance and Accounting from 2003. Joined the Company in 1993 as Corporate Secretary. Prior to joining Summarecon, he was the Finance Director of Grup Garuda Mas.

**LEXY ARIE TUMIWA** (65)

Director - Corporate Services

Appointed Director in June 1993. Previously served as Assistant Director in corporate and operational functions. Joined Company in 1987. Prior to joining Summarecon, he held managerial positions at PT. Ponderosa Pelangi and Holland America Cruises

**ADRIANTO PITOYO ADHI** (54)

Director – Kelapa Gading, Bekasi

Appointed Director in June 2013. Joined in the Company as Executive Director (operations director) in 2005. Joined PT Metropolitan Land in 1997 as General Manager, then promoted to Director from 2002. From 1986 to 1997, worked in a number of companies in the property industry.

**SOEGIANTO NAGARIA** (41)

Director – Investment Property

Appointed Director in June 2006. Since joining the Company in 1997, he has served in various managerial positions in business development, club management and retail leasing.

**LILIAWATI RAHARDJO** (64)

Managing Director

Appointed Director in June 2002. Was a Commissioner from 1992 to 1997, and then the President Commissioner from 1997 to 2001 before assuming an executive role as Managing Director in 2002.

**YONG KING CHING, MICHAEL** (54)

Director – Finance,  
Corporate Secretary

Appointed Director in May 2010. Joined in 1994 as Company Secretary till 1998, and returned to Company in 2006. Worked in PwC 1979 – 1988, Ernst & Whinney London 1988 – 1990, Bank Dharmala 1990 – 1994, and Hexagon Malaysia in 2000 as FC, then as FD in 2001

**SHARIF BENYAMIN** (53)

Director – Serpong

Appointed Director in June 2013. Joined the Company as Executive Director (operations director) for Serpong in 2005. Worked in the construction industry as an employee and as an entrepreneur contractor from 1985 to 2004.

**HERMAN NAGARIA** (37)

Director – Business & Property  
Development

Appointed Director in June 2006. Previously served as Assistant Director in Business Development from 2003, and has worked in various managerial positions since joining the Company in 1999.

**GE LILIES YAMIN** (59)

Director – Technical & Planning

Appointed Director in June 2006. Previously served as Technical Assistant Director from 2003. Joined the Company in 1981. She has worked as an architect in numerous companies since 1976.

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## Principal Activities

- ☑ Development of **residential townships** integrated with:
  - commercial strips and large retail mall complexes
  - recreational, public and social facilities such as schools, hospitals, places of worship, parks
  - general services and infrastructure such as security arrangements, electricity, water, sewerage, roads
- ☑ Town planning and management of land development in each locality for the most efficient use of land
- ☑ Development area totaling ~ 2,000 hectares with
  - > 40,000 residences (house and apartment)
  - > 4,000 retail neighbourhood shoplots,
  - Retail mall complexes totaling over 300,000 sqm of GFA,
  - recreational facilities
- ☑ 3 Principal Business Segments
  - **Property Development** (for sales revenues),
  - **Investment Property** (for recurring revenues), and
  - **Leisure & Hospitality** (supplemental facilities with recurring revenues)



Residential



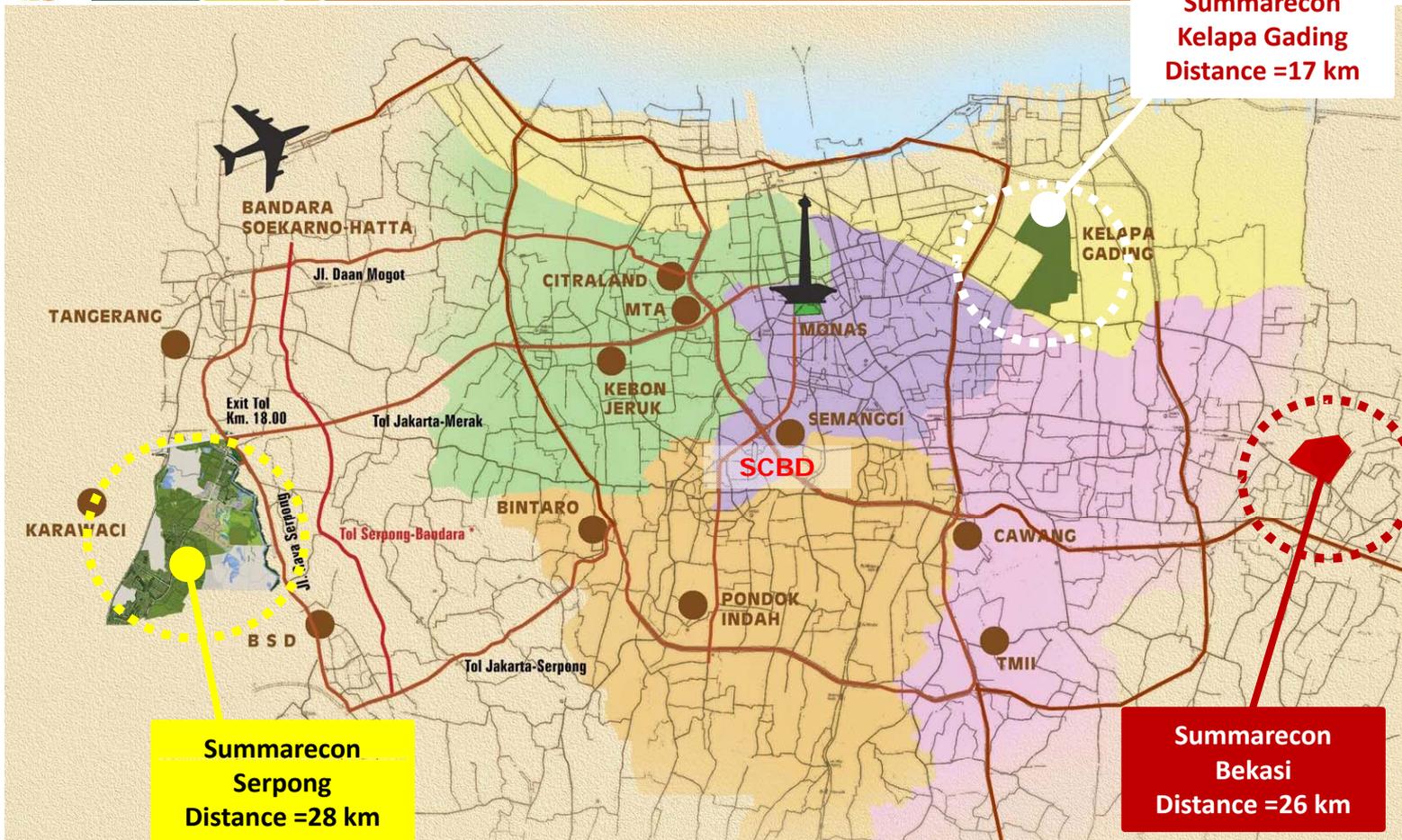
Commercial Retail



Leisure



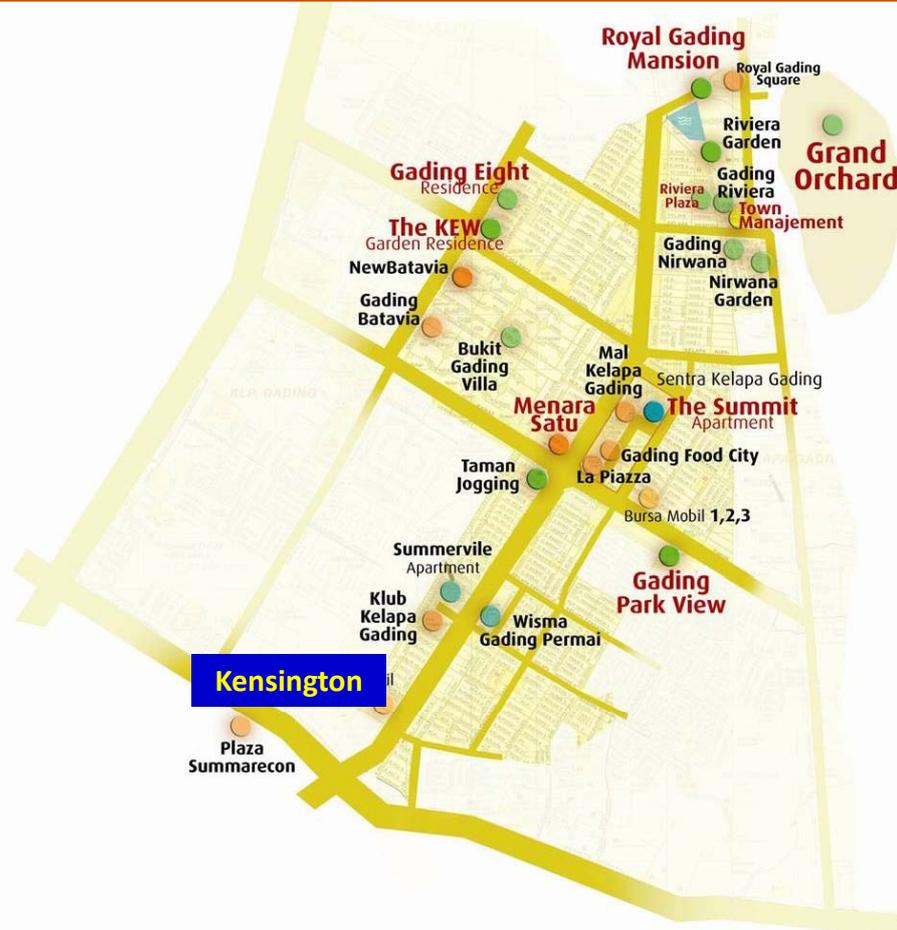
## Township Locations





# SUMMARECON KELAPA GADING

- ☑ Started in 1976
- ☑ Acreage = Original 500 ha. Now 550 ha
- ☑ Area already developed = 540 ha (97%)
- ☑ Available landbank to develop = 10 ha
- ☑ Development period ~ 5 years
- ☑ **Already developed :**
  - > 30,000 residential houses
  - > 2,100 shoplots
  - > 1,350 apartment units
- ☑ **Investment Properties :**
  - Sentra Kelapa Gading
  - Harris Hotel Kelapa Gading
  - Klub Kelapa Gading
  - Summerville Apartments
  - Plaza Summarecon (Head Office)
  - Menara Satu (Office)

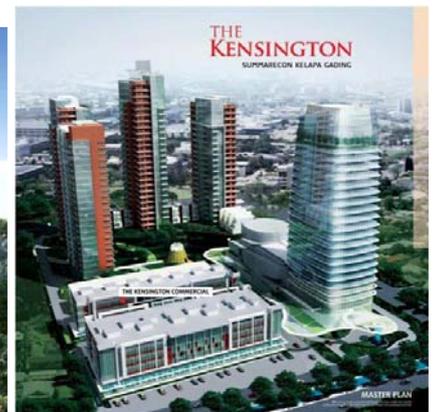


## Summarecon Kelapa Gading : Current & Future Projects

Estimated Development Values											
Cluster Name	Product Type	Launch Year	1st Launch Date	Complete Date	Project Total		Sold in FY2014		Project Balance		% Sold
					Units	Sale Value	Units	Sale Value	Units	Sale Value	
					Rp'Bn		Rp'Bn		Rp'Bn		
Sherwood Apartments [3 Towers]	Residential	2011	Jun-11	Jun-14	354	574			0	0	100%
Sherwood Garden Townhouse	Residential	2012	May-12	May-14	43	218			0	0	100%
Kensington Commercial	Commercial	2013	Mar-13	Sep-14	41	569			0	0	100%
Kensington Apartments [Towers 1,2]	Residential	2014	Apr-14	Apr-17	347	710			347	710	
Kensington Apartments [Towers 3,4]	Residential	2015			347	780			347	780	
Kensington Office	Office	2015			54	490			54	490	
Nias Townhouse	Residential	2014	Dec-14	Jun-16	44	360			44	360	
Graha Timur 2 [Shops]	Commercial	2015			30	510			30	510	
Graha Timur 3 [Shops]	Commercial	2016			60	1,090			60	1,090	
Summit Apartment 2	Residential	2016			360	1,260			360	1,260	
Summerville Apartments [Towers 1,2]	Residential	2016			350	1,120			350	1,120	
Summerville Apartments [Towers 3,4]	Residential	2017			350	1,330			350	1,330	
<b>TOTAL</b>					<b>2,380</b>	<b>9,012</b>	<b>0</b>	<b>0</b>	<b>1,942</b>	<b>7,650</b>	<b>15%</b>

\* Development plan and values are subject to change according to the prevailing market conditions

*Sherwood Apartments*





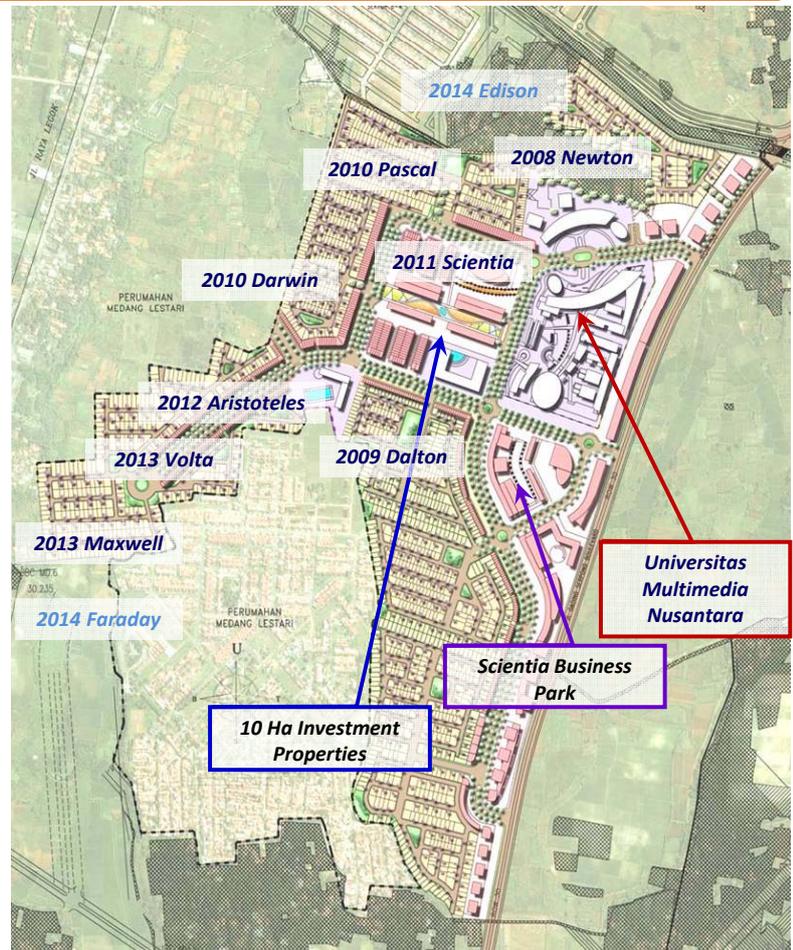
# SUMMARECON SERPONG

- ☑ Started in 1993
- ☑ Acreage = 750 ha (our portion)
- ☑ Area already developed = 250 ha (33%)
- ☑ Available landbank to develop = 500 ha
- ☑ Development period ~ 10 years
- ☑ **Already developed :**
  - > 11,000 residential houses
  - > 1,300 neighbourhood shoplots
  - > 1,000 residential landplots
- ☑ **Investment Properties :**
  - Summarecon Mal Serpong
  - St Carolus Hospital Serpong



## Summarecon Serpong : Current & Future Projects

- ☑ **Scientia Garden**
  - 150 ha residential & commercial development
  - Remaining 80 ha for future development
  - Development period = 10 years from 2008 to 2017
  - Already sold 21% of project total development value
- Concept includes investment properties :-
  - Summarecon Digital Centre @ Serpong
  - Scientia Garden Village
  - Scientia Convention Centre
  - Scientia Business Park



### Scientia Garden

Estimated Development Values												
Cluster Name	Launch Year	1st Launch Date	Complete Date	Project Total		Sold in FY2014		Project Total Sold		Project Balance		% Sold
				Units	Sale Value	Units	Sale Value	Units	Sale Value	Units	Sale Value	
				Rp'Bn		Rp'Bn		Rp'Bn		Rp'Bn		
Newton [House, Shop]	2008	Nov/08	May/10	309	202			-309	-202	0	0	100%
Dalton Residence	2009	Nov/09	May/11	218	173			-218	-173	0	0	100%
Darwin Residence	2010	May/10	Nov/11	148	120			-148	-120	0	0	100%
Pascal [House, Shop]	2010	May/10	Nov/11	234	278			-234	-278	0	0	100%
Scientia Residence A,B	2011	May/11	Nov/13	563	169			-563	-169	0	0	100%
Scientia Residence C,D	2012	Jun/12	Feb/14	562	200			-562	-200	0	0	100%
Scientia Residence Ruko	2012	May/12	Jan/14	24	45			-24	-45	0	0	100%
Ruko Dalton	2012	May/12	Nov/13	37	148			-37	-148	0	0	100%
Aristoteles [Land, house]	2012	Aug/12	Aug/13	188	530			-188	-530	0	0	100%
Volta Residence	2013	Mar/13	Sep/14	168	360			-168	-360	0	0	100%
Darwin Commercial	2013	Apr/13	Oct/14	89	310			-89	-310	0	0	100%
Maxwell Residence [1]	2013	Oct/13	Jun/15	92	245	-16	-43	-92	-245	0	0	100%
Maxwell Residence [2]	2014	Jul/14	Mar/16	109	309					109	309	
Faraday Residence	2014	Mar/14	Sep/15	384	683	-384	-683	-384	-683	0	0	100%
Edison Residence	2014	Apr/14	Oct/15	196	323					196	323	
Pascal Ruko Ext	2014	Nov/14	May/16	39	140					39	140	
Scientia Apartments [Towers 1,2]	2014	May/14	May/17	586	290					586	290	
Scientia Apartments [Towers 3,4]	2015			586	319					586	319	
Scientia Heights 1,2	2016			586	350					586	350	
Scientia Heights 3,4	2016			586	385					586	385	
Scientia Heights 5,6	2017			587	425					587	425	
Residential - 5 Clusters (2015++)				1,863	7,097					1,863	7,097	
Commercial - 5 Blocks (2015++)				31	608			-5	-60	26	548	10%
<b>TOTAL</b>				<b>8,185</b>	<b>13,708</b>	<b>-400</b>	<b>-726</b>	<b>-3,021</b>	<b>-3,522</b>	<b>5,164</b>	<b>10,186</b>	<b>26%</b>

\* Development plan and values are subject to change according to the prevailing market conditions

Estimated Development Values											
Cluster Name	Product Type	Launch Year	1st Launch Date	Complete Date	Project Total		Sold in FY2014		Project Balance		% Sold
					Units	Sale Value	Units	Sale Value	Units	Sale Value	
					Rp'Bn		Rp'Bn		Rp'Bn		
R1 Grisea	Residential	2010	Aug-10	Feb-12	166	235			0	0	100%
R6 Canary	Residential	2010	Aug-10	Feb-12	307	243			0	0	100%
R2 Scarlet	Residential	2011	Oct-11	Apr-13	159	319			0	0	100%
R5 Starling	Residential	2011	Oct-11	Apr-13	270	315			0	0	100%
C1 Ruko Springs Boulevard	Commercial	2011	Nov-11	May-13	100	180			0	0	100%
R8 Goldfinch	Residential	2012	Nov-12	May-14	109	450			0	0	100%
R3 Pelican	Residential	2013	Jul-13	Jan-15	169	589			0	0	100%
R3A Flamingo	Residential	2014	May-14	Nov-15	392	1,046			392	1,046	
Residential - 6 clusters (2015++)	Residential				820	4,444			820	4,444	
Commercial - 3 Blocks (2015++)	Commercial				336	1,706			336	1,706	
<b>TOTAL</b>					<b>2,828</b>	<b>9,527</b>	<b>0</b>	<b>0</b>	<b>1,548</b>	<b>7,196</b>	<b>24%</b>

\* Development plan and values are subject to change according to the prevailing market conditions



**The Springs**

- 100 ha residential development
- Available 50 ha for future development
- Development period = 7 years from 2010 to 2017
- Sold 24% of project total



- ☑ Development started in March 2010.
- ☑ Available landbank = 480 ha
- ☑ Development Period >10 years
- ☑ **Planned Property Developments (1<sup>st</sup> phase 240 ha) :**
  - > 3,500 residential houses
  - > 40,000 apartments
  - > 500 neighbourhood shoplots
- ☑ Sold 5 % of Projected Total
- ☑ **Planned Investment Properties :**
  - Summarecon Mal Bekasi; GFA 160,000 m2, NLA 120,000 m2. Phase 1 with GFA 80,000 m2 opened on 28 June 2013
  - Plaza Summarecon Bekasi (Bekasi Office) to open in 2014



**Summarecon Bekasi : Current & Future Projects (for 1<sup>st</sup> 240 ha)**

**Estimated Development Values**

Cluster Name	Launch Year	1st Launch Date	Complete Date	Project Total		Sold in FY2014		Project Total Sold		Project Balance		% Sold
				Units	Sale Value	Units	Sale Value	Units	Sale Value	Units	Sale Value	
				Rp'Bn		Rp'Bn		Rp'Bn		Rp'Bn		
R1 Palm	2010	Apr/10	Oct/11	287	185			-287	-185	0	0	100%
R3 Maple	2010	Apr/10	Oct/11	231	214			-231	-214	0	0	100%
R2 Acacia	2010	Oct/10	Apr/12	266	213			-266	-213	0	0	100%
Block S Sinpasa Commercial 1	2011	May/11	Nov/12	94	242			-94	-242	0	0	100%
R9 Lotus Lakeside	2011	Oct/11	Apr/13	203	322			-203	-322	0	0	100%
R5 Magnolia	2011	Oct/11	Apr/13	251	259			-251	-259	0	0	100%
Emerald Commercial	2012	Mar/12	Sep/13	174	448			-174	-448	0	0	100%
R6 Bluebell	2012	Jul/12	Jan/14	253	329			-253	-329	0	0	100%
R4 Veronia	2013	Apr/13	Oct/14	193	530			-193	-530	0	0	100%
S1 Graha Bulevar Bekasi	2013	Jul/13	Jan/15	27	237			-27	-237	0	0	100%
S2 Topaz Commercial	2013	Jul/13	Jan/15	37	213			-37	-213	0	0	100%
Cluster R7 Lakeside	2014	Sep/14	Mar/16	194	696					194	696	
SpringLake Apartments (Towers 1-3)	2014	Apr/14	Apr/17	2,334	1,000	-2,334	-1,000	-2,334	-1,000	0	0	100%
SpringLake Apartments (Tower 4)	2014	Jun/14	Jun/17	778	400					778	400	
Shoplot S3	2014	Jun/14	Dec/15	47	292					47	292	
Houses - 8 Clusters (2015++)				1,641	10,601					1,641	10,601	
Apartments - 100 Towers (2015++)				30,295	42,226					30,295	42,226	
Commercial (2015++)				140	1,651					140	1,651	
<b>TOTAL</b>				<b>37,445</b>	<b>60,058</b>	<b>-2,334</b>	<b>-1,000</b>	<b>-4,350</b>	<b>-4,192</b>	<b>33,095</b>	<b>55,866</b>	<b>7%</b>

\* Development plan and values are subject to change according to the prevailing market conditions





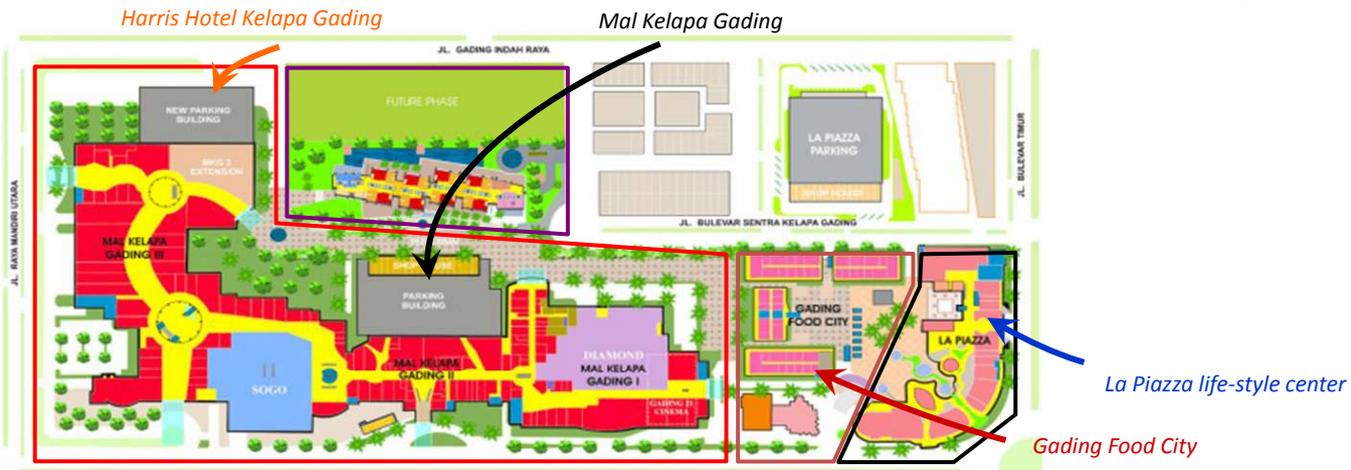
PROPERTIES IN SUMMARECON KELAPA GADING [SKG]

☑ SENTRA KELAPA GADING

- Mal Kelapa Gading
- La Piazza, Gading Food City  
(GFA 200,000 m2, NLA 125,000 m2)
- Harris Hotel Kelapa Gading
- Pop! Hotel Kelapa Gading [CIP]

☑ OTHER PROPERTIES

- Plaza Summarecon [Head office]
- Menara Satu [office]
- The Orchard Junction [Retail with Giant Supermarket as anchor tenant]
- Summerville Apartments [serviced residential]
- Klub Kelapa Gading [recreational club]
- Pertamina Petrol Station @ Grand Orchard



PROPERTIES IN SUMMARECON SERPONG [SSP]

☑ SENTRA GADING SERPONG

- Summarecon Mal Serpong
- Salsa Food City
- Sinpasa

☑ OTHER PROPERTIES

- Plaza Summarecon Serpong [SSP office]
- The Springs Club [CIP]
- Summarecon Digital Centre @ Serpong [CIP]
- Scientia Garden Village [CIP]
- Scientia Business Park [CIP]

PROPERTIES IN SUMMARECON BEKASI [SBK]

☑ SENTRA SUMMARECON BEKASI

- Summarecon Mal Bekasi
- Sinpasa Commercial
- Bekasi Food City

☑ OTHER PROPERTIES

- Plaza Summarecon Bekasi [SBK office] [CIP]
- La Terrazza F&B retail [CIP]



Note : [CIP] denotes "under construction-in-progress"



- ✓ Developed over 4 phases from 1990
- ✓ GFA 150,000 m<sup>2</sup> modern suburban shopping mall with 4,500 carpark bays for today's lifestyle society
- ✓ NLA 105,000 m<sup>2</sup> with > 98% occupancy
- ✓ Tenants : ~ 600
- ✓ Revenues :
  - Lease rent for specialty stores : USD 20-100 /m<sup>2</sup>/mth
  - Average rent : USD 29 /m<sup>2</sup>/mth [Rp 225,000]
  - Service charge : USD 14 /m<sup>2</sup>/mth [Rp 108,500]
  - Rents paid in Rp at pegged rate Rp 7,750
- ✓ Visitor traffic in 2012 = 33 mn pax & 4.96 mn cars

Tenancy Mix (by leasable area)	
Anchors (Dept Store, Home, Hardware, Supermarket)	35%
Fashion & Accessories	16%
Lifestyle	18%
Food & Beverage	22%
Leisure & Entertainment	8%
Services & Others	1%

Average Lease Term of Tenants	
> 3 Years	40%
3 Years	45%
< 3 Years	15%



## Mal Kelapa Gading Major Tenants

- ✓ **Anchor Tenants :**
  - Sogo, Farmers Market, Star Dept Store
  - Best Denki , Pong's Do-It-Best
- ✓ **Fashion :** The Catwalk (featuring Indonesian designers), Bridal World, and major international brands (Pull & Bear, Levis, La Senza, Esprit, Giordano, Guess, Marks & Spencer, Mothercare, Nautica, Next, Nike, Adidas, Puma, Fila, Zara)
- ✓ **Entertainment :** Gading 21 & XXI (2 cineplexes), Disney Time Zone, Time Zone, Kids Safari
- ✓ **Food & Beverage :** > 100 outlets with a diverse range of cuisine from fast food to restaurants, local franchises to foreign brands like Starbucks, Breadtalk
- ✓ 80% of tenants are foreign brands.

## ✓ LA PIAZZA

- 4 flrs , GFA 33,000 m<sup>2</sup>, NLA 13,000 m<sup>2</sup>
- Occupancy : 97%
- Lifestyle centre that hosts live entertainment and events. Brings in the visitors / customers for the mall
- **Revenues :**
  - Lease rent for specialty stores : USD 15-27 m<sup>2</sup>/mth
  - Average rent : USD 23 /m<sup>2</sup>/mth [Rp 155,250]
  - Service charge : USD 8 /m<sup>2</sup>/mth [Rp 54,000]
  - Rents paid in Rp at pegged rate Rp 6,750





## ☑ GADING FOOD CITY

- 2 flrs, GFA 12,000 m<sup>2</sup>, NLA 7,500 m<sup>2</sup>
- Occupancy : 92%
- Open-air dining ala Indonesian
- Wide variety of cuisine attracts large traffic volume which feeds the mall
- Revenues :
  - Lease Rent : Rp 60-120,000 /m<sup>2</sup>/mth
  - Average rent : Rp 90,000 /m<sup>2</sup>/mth



## ☑ SUMMARECON DIGITAL CENTRE @ SERPONG

- Under construction. To open June 2014
- GFA 23,200 m<sup>2</sup>, NLA 14,000 m<sup>2</sup>
- Est. revenues when fully operational
  - Average Base Rent = Rp 85,000 /m<sup>2</sup>/mth
  - Service Charge = Rp 50,000 /m<sup>2</sup>/mth



## ☑ SUMMARECON MAL SERPONG

- Planned GFA 150,000 m<sup>2</sup> modern suburban shopping mall
- Phase 1 with NLA 34,000 m<sup>2</sup> opened in June 2007. Phase 2 with NLA 38,000 m<sup>2</sup> opened on 27 Oct 2011. Total NLA = 72,000 m<sup>2</sup>
- Occupancy: Phase 1 = 97%; Phase 2 = 89%, Average ~ 93%
- Tenants ~ 350
- Revenues :-
  - Lease Rent : USD 10-70 /m<sup>2</sup>/mth for specialty stores
  - Average rent : USD 16 /m<sup>2</sup>/mth [Rp 112,000]
  - Service Charge : USD 10 /m<sup>2</sup>/mth [Rp 70,000]
  - Rents paid in Rp at pegged rate Rp 7,000
- Visitor traffic in 2012 = 19 mn pax & 3.8 mn cars
- Tenants include :-
  - Anchors are Farmers Supermarket, Star Dept Store, Centro Dept Store, Best Denki (home appliance), Pongs Do-It-Best (hardware store),
  - Paper Clip stationer, Gramedia bookstore, TimeZone games arcade, Gading XXI cineplex, Guardian, Giordano, Levis, Planet Sports

Tenancy Mix (by leasable area)	
Anchors	37%
Fashion & Accessories	18%
Lifestyle	12%
Food & Beverage	22%
Leisure & Entertainment	10%
Services & Others	1%





## ☑ SUMMARECON MAL BEKASI

- Planned GFA 160,000 m<sup>2</sup> modern suburban / regional shopping mall
- Phase 1 with NLA 51,000 m<sup>2</sup> Opened on 28 June 2013
- 75% occupancy with anchor tenants; Star Dept Store, Sogo's Foodhall supermarket, Best Denki electrical households, Cinema XXI, Time Zone games arcade
- Dev Cost = Rp 550bn
- Revenues :-
  - Lease Rent : USD 10-70 /m<sup>2</sup>/mth for specialty stores
  - Average rent : USD 21 /m<sup>2</sup>/mth [Rp 150,000]
  - Service Charge : USD 13 /m<sup>2</sup>/mth [Rp 91,000]
  - Rents paid in Rp at pegged rate Rp 7,000

Tenancy Mix (by leasable area)	
Anchors	50%
Fashion & Accessories	16%
Lifestyle	5%
Food & Beverage	11%
Leisure & Entertainment	10%
Services & Others	8%



## Hospitality Business – City Hotels [Current and new developments]

☑ Strategy based on selective development wherein there is a stable [& recurring] captive market.

### ☑ HARRIS HOTEL KELAPA GADING

- 300 rooms 4-star city hotel
- Catchment : Kelapa Gading, Sunter, Pulo Gadung
- Revenues :
  - Room rates ~ Rp 650,000 / night
  - > 90% occupancy

### ☑ POP! HOTEL KELAPA GADING

- 260 rooms budget city hotel
- Catchment : Kelapa Gading, Sunter, Pulo Gadung
- Under construction, to open in 2014Q2
- Dev Cost = Rp 100 bn
- Room rates ~ Rp 300,000 / night [indicative]

### ☑ HARRIS HOTEL BEKASI

- 350 rooms 4-star city hotel
- Catchment : Bekasi and industrial estates, Cikarang, Karawang
- Under construction, to open in 2014Q3
- Dev Cost = Rp 200 bn
- Room rates ~ Rp 650,000 / night [indicative]





## Hospitality Business – Resort Hotel

- ☑ **MOVENPICK RESORT & SPA, JIMBARAN, BALI**
  - 300 rooms 5-star resort hotel
  - Tourists; both foreign and domestic
  - Planning & Design stage . Opening in 2015Q4
  - Dev Cost = Rp 600 bn
  - Room rates ~ USD 200/ night [indicative]



- ☑ **SAMASTA ENTERTAINMENT VILLAGE**
  - NLA 5,000 sqm for F&B and entertainment
  - Planning & Design stage . Opening in 2015Q4
- ☑ **CONDOTEL [future development]**
  - GFA 10,000 sqm strata-title saleable
  - Planning & Design stage . To sell in 2017

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## Other Properties [1]

### ☑ OTHER PROPERTIES / FACILITIES IN KELAPA GADING

- **Plaza Summarecon**
  - Corporate Head Office. Own use
  - 8 floors. GFA 8,350 m<sup>2</sup>, NLA 6,870 m<sup>2</sup>.
- **Menara Satu**
  - GFA 18,600 m<sup>2</sup> office. 8,300 m<sup>2</sup> (45%) for strata-title sale and 10,300m<sup>2</sup> for lease
- **Orchard Junction**
  - GFA 4,000 m<sup>2</sup> of retail space and food court. Anchor tenant is Giant Supermarket.
- **Summerville Apartments**
  - Semi-serviced apartments in a resort setting. 42 units of 1 to 3-bedrooms
  - 95% occupancy
- **Klub Kelapa Gading**
  - Biggest community club in Jakarta with facilities for sports functions and banqueting (from seminars to weddings)
  - 1<sup>st</sup> opened in 1983
  - 1,200 members

Plaza Summarecon



Menara Satu



Klub Kelapa Gading

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## Other Properties [2]

### ✓ OTHER PROPERTIES / FACILITIES IN SERPONG

- **Plaza Summarecon Serpong**
  - Serpong Corporate Office
  - 8 floors. GFA 8,614 m<sup>2</sup>, NLA 6,900 m<sup>2</sup>. 50% own use. 50% for lease
- **Gading Raya Golf Course & Club**
  - 75 ha 18 hole Golf Course designed by Australia's Graham Marsh
  - Membership : 800
- **Gading Raya Sports Club**
  - Recreational community club
  - Membership : 200 (+ 800 from Golf Club)
- **St Carolus Hospital Serpong**
  - 70-bed Women and Child hospital that provides affordable medical care to the community
- **The Springs Club** [Under construction]
  - Recreational community club



Plaza Summarecon Serpong

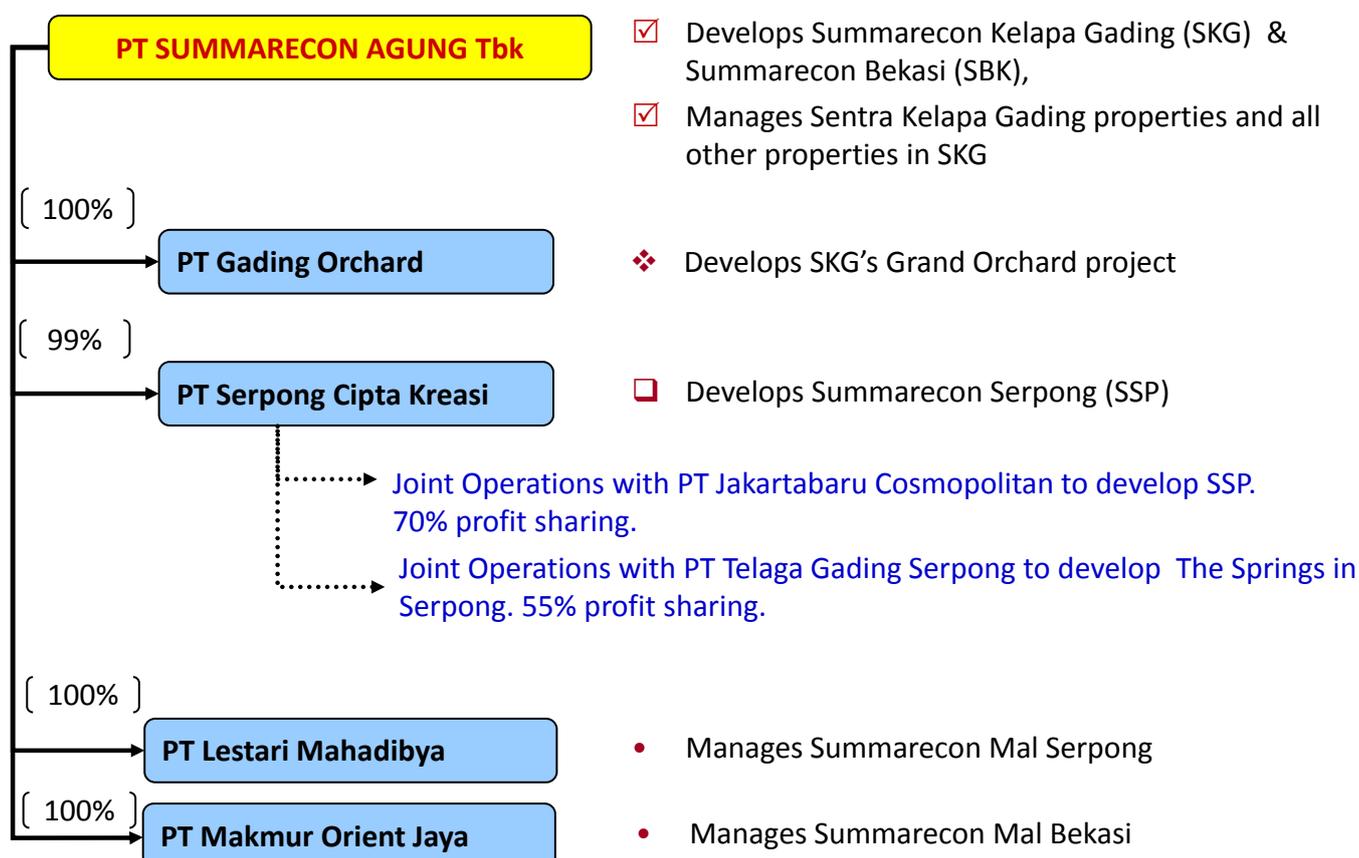


Golf Club

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## Corporate Structure



The above are the main & active operating companies

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## Income Statement : Annual Consolidated Results

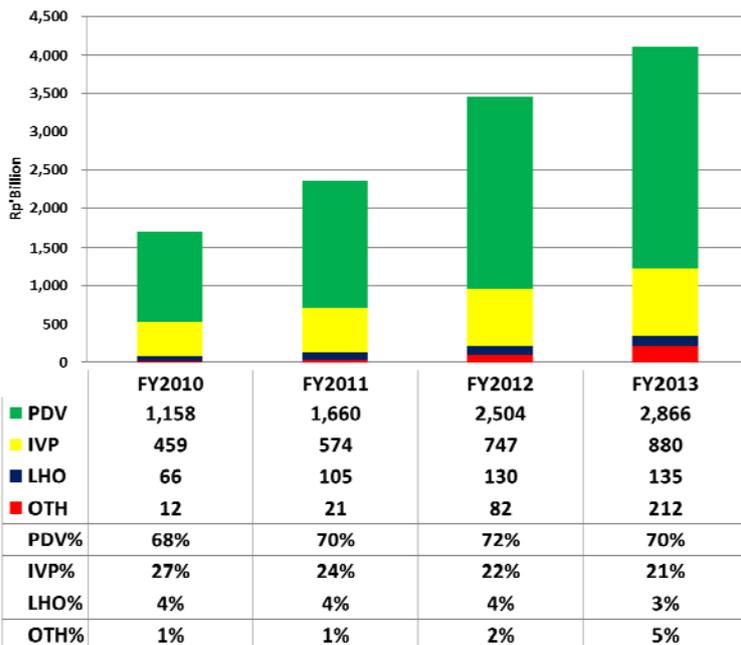
INCOME STATEMENTS	CONSOL (YTD)		VARIANCE [vs Last Year Qtr-To-Date]			
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2013 vs FY 2012	
	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	
REVENUE	1,695	2,359	3,463	4,094	631	18%
COS / DIRECT COST	(891)	(1,241)	(1,782)	(1,839)	(56)	3%
GROSS PROFIT	804	1,118	1,681	2,255	575	34%
OVERHEADS	(318)	(448)	(539)	(745)	(206)	38%
- Selling Expense	(93)	(126)	(148)	(228)	(80)	54%
- Administrative Expense	(249)	(319)	(417)	(522)	(105)	25%
- Other Expense/Income	23	(3)	27	6	(21)	-79%
EBITDA	486	670	1,142	1,510	368	32%
Less : Depreciation	(85)	(106)	(131)	(163)	(32)	24%
EBIT	400	564	1,011	1,347	336	33%
Add : Net Finance Income/(Expense)	(55)	(35)	(22)	(26)	(4)	18%
Add : Non-Operating Income/(Expense)	(1)	1	(2)	(1)	1	-42%
Less : Taxation	(110)	(142)	(194)	(224)	(29)	15%
<b>PROFIT FOR THE YEAR (PAT)</b>	<b>234</b>	<b>389</b>	<b>792</b>	<b>1,096</b>	<b>304</b>	<b>38%</b>
PROFIT ATTRIBUTABLE TO :						
COMPANY OWNERS	235	392	798	1,102	304	38%
NON-CONTROLLING INTERESTS	(1)	(3)	(6)	(6)	(1)	10%
<b>PROFIT FOR THE YEAR</b>	<b>234</b>	<b>389</b>	<b>792</b>	<b>1,096</b>	<b>304</b>	<b>38%</b>
Gross Profit Margin	47%	47%	49%	55%	7%	
Overheads Ratio	19%	19%	16%	18%	3%	
EBITDA Margin	29%	28%	33%	37%	4%	
EBIT Margin	24%	24%	29%	33%	4%	
PAT Margin	14%	16%	23%	27%	4%	
YoY% Growth - Revenues	42%	39%	47%	18%		
YoY% Growth - EBITDA	22%	38%	70%	32%		
YoY% Growth - EBIT	23%	41%	79%	33%		
YoY% Growth - Profit For The Year	39%	66%	104%	38%		

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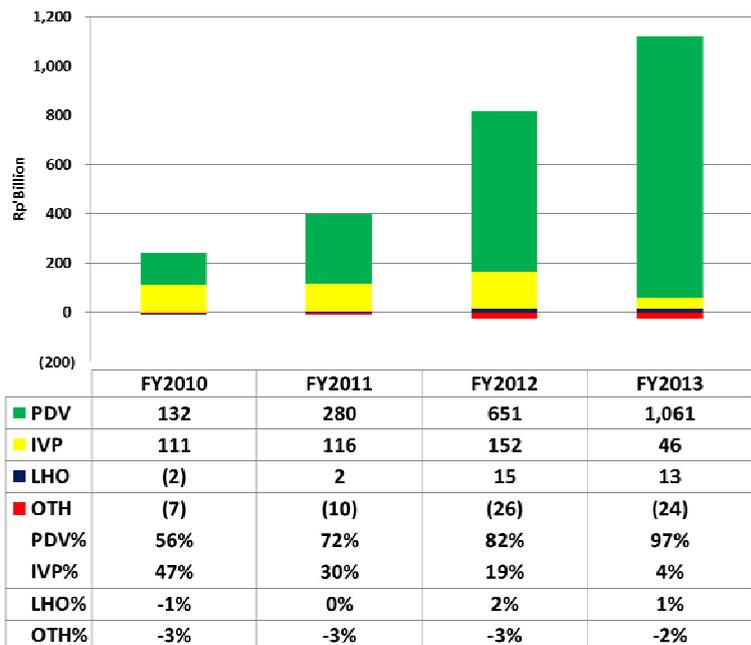


## Segment : Revenues & EBIT

Revenue by Business Segment



NPAT by Business Segment



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## Income Statement : Property Development [Sales of residential & commercial properties]

INCOME STATEMENTS	PROP DEV (YTD)		VARIANCE [vs Last Year Qtr-To-Date]			
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2013 vs FY 2012	
	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	
REVENUE	1,158	1,660	2,504	2,866	362	14%
COS / DIRECT COST	(706)	(968)	(1,395)	(1,217)	178	-13%
GROSS PROFIT	452	692	1,109	1,650	540	49%
OVERHEADS	(198)	(281)	(318)	(470)	(152)	48%
- Selling Expense	(74)	(87)	(90)	(166)	(76)	85%
- Administrative Expense	(147)	(194)	(245)	(310)	(65)	26%
- Other Expense/Income	23	(0)	17	6	(11)	-66%
EBITDA	254	411	792	1,180	388	49%
Less : Depreciation	(22)	(25)	(26)	(27)	(1)	5%
EBIT	232	386	766	1,153	387	50%
Add : Net Finance Income/(Expense)	(36)	(11)	20	61	40	196%
Add : Non-Operating Income/(Expense)	(1)	1	(2)	(1)	1	-34%
Less : Taxation	(64)	(96)	(134)	(151)	(17)	13%
<b>PROFIT FOR THE YEAR (PAT)</b>	132	280	651	1,061	410	63%
Gross Profit Margin	39%	42%	44%	58%	13%	
Overheads Ratio	17%	17%	13%	16%	4%	
EBITDA Margin	22%	25%	32%	41%	10%	
EBIT Margin	20%	23%	31%	40%	10%	
PAT Margin	11%	17%	26%	37%	11%	
YoY% Growth - Revenues	59%	43%	51%	14%		
YoY% Growth - EBITDA	33%	62%	93%	49%		
YoY% Growth - EBIT	38%	66%	99%	50%		
YoY% Growth - Profit For The Year	55%	113%	132%	63%		

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## Income Statement : Investment Property [Retail Mall, Office, Residential & Commercial properties]

INCOME STATEMENTS	INVEST PROP (YTD)		VARIANCE [vs Last Year Qtr-To-Date]			
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2013 vs FY 2012	
	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	
REVENUE	459	574	747	880	133	18%
COS / DIRECT COST	(145)	(221)	(272)	(394)	(122)	45%
GROSS PROFIT	314	352	475	486	11	2%
OVERHEADS	(86)	(109)	(146)	(183)	(37)	25%
- Selling Expense	(16)	(35)	(54)	(57)	(2)	4%
- Administrative Expense	(65)	(72)	(100)	(124)	(24)	24%
- Other Expense/Income	(5)	(2)	9	(2)	(10)	-119%
EBITDA	228	244	329	303	(26)	-8%
Less : Depreciation	(51)	(58)	(76)	(102)	(26)	35%
EBIT	177	186	253	201	(52)	-21%
Add : Net Finance Income/(Expense)	(20)	(19)	(36)	(81)	(44)	121%
Add : Non-Operating Income/(Expense)	(0)	(0)	(0)	0	0	-100%
Less : Taxation	(46)	(50)	(65)	(75)	(10)	15%
<b>PROFIT FOR THE YEAR (PAT)</b>	111	116	152	46	(106)	-70%
Gross Profit Margin	68%	61%	64%	55%	-8%	
Overheads Ratio	19%	19%	20%	21%	1%	
EBITDA Margin	50%	42%	44%	34%	-10%	
EBIT Margin	39%	32%	34%	23%	-11%	
PAT Margin	24%	20%	20%	5%	-15%	
YoY% Growth - Revenues	9%	25%	30%	18%		
YoY% Growth - EBITDA	11%	7%	35%	-8%		
YoY% Growth - EBIT	11%	5%	36%	-21%		
YoY% Growth - Profit For The Year	30%	5%	30%	-70%		

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## Income Statement : Leisure & Hospitality

INCOME STATEMENTS	L & H (YTD)		VARIANCE [vs Last Year Qtr-To-Date]			
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2013 vs FY 2012	
	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	
REVENUE	66	105	130	135	6	4%
COS / DIRECT COST	(32)	(44)	(54)	(61)	(8)	14%
GROSS PROFIT	34	61	76	74	(2)	-3%
OVERHEADS	(25)	(38)	(38)	(38)	(0)	0%
- Selling Expense	(3)	(4)	(4)	(5)	(1)	15%
- Administrative Expense	(24)	(34)	(33)	(31)	2	-6%
- Other Expense/Income	2	(1)	(0)	(1)	(1)	1733%
EBITDA	9	22	38	36	(2)	-5%
Less : Depreciation	(11)	(19)	(21)	(21)	(0)	1%
EBIT	(2)	3	18	15	(2)	-13%
Add : Net Finance Income/(Expense)	0	(2)	(2)	(2)	0	-11%
Add : Non-Operating Income/(Expense)	(0)	(0)	(0)	0	0	-100%
Less : Taxation	0	1	(0)	(0)	0	-68%
<b>PROFIT FOR THE YEAR (PAT)</b>	(2)	2	15	13	(2)	-12%
Gross Profit Margin	52%	58%	59%	55%	-4%	
Overheads Ratio	38%	37%	29%	28%	-1%	
EBITDA Margin	14%	21%	30%	27%	-3%	
EBIT Margin	-3%	3%	14%	11%	-2%	
PAT Margin	-3%	2%	12%	10%	-2%	
YoY% Growth - Revenues	109%	59%	24%	4%		
YoY% Growth - EBITDA	335%	152%	71%	-5%		
YoY% Growth - EBIT	-894%	-259%	455%	-13%		
YoY% Growth - Profit For The Year	-586%	-199%	686%	-12%		

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## Income Statement : Others

INCOME STATEMENTS	HEALTHCARE & OTHER		VARIANCE [vs Last Year Qtr-To-Date]			
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2013 vs FY 2012	
	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	
REVENUE	12	21	82	212	130	157%
COS / DIRECT COST	(8)	(8)	(62)	(166)	(104)	169%
GROSS PROFIT	4	13	21	46	25	123%
OVERHEADS	(9)	(20)	(37)	(54)	(17)	46%
- Selling Expense	(0)	(0)	(0)	(1)	(0)	618%
- Administrative Expense	(12)	(20)	(38)	(56)	(18)	49%
- Other Expense/Income	2	0	1	3	2	278%
EBITDA	(6)	(7)	(17)	(9)	8	-48%
Less : Depreciation	(1)	(4)	(9)	(13)	(4)	44%
EBIT	(7)	(11)	(26)	(22)	4	-16%
Add : Net Finance Income/(Expense)	(0)	(2)	(4)	(4)	(0)	11%
Add : Non-Operating Income/(Expense)	(0)	0	(0)	0	0	-100%
Less : Taxation	0	3	4	2	(2)	-48%
<b>PROFIT FOR THE YEAR (PAT)</b>	(7)	(10)	(26)	(24)	2	-6%
Gross Profit Margin	32%	61%	25%	22%	-3%	
Overheads Ratio	77%	94%	45%	26%	-20%	
EBITDA Margin	-45%	-32%	-20%	-4%	16%	
EBIT Margin	-53%	-51%	-32%	-10%	21%	
PAT Margin	-54%	-47%	-31%	-11%	20%	
YoY% Growth - Revenues	-21%	71%	294%	157%		
YoY% Growth - EBITDA	408%	23%	148%	-48%		
YoY% Growth - EBIT	233%	65%	143%	-16%		
YoY% Growth - Profit For The Year	152%	49%	161%	-6%		

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## Key Financial Indicators

BALANCE SHEET / RATIOS	CONSOL @		VARIANCE [vs Last Year Qtr-To-Date]			
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2013 vs FY 2012	
	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	
TOTAL ASSETS	6,140	8,099	10,876	13,659	2,783	26%
TOTAL LIABILITIES	3,982	5,622	7,061	9,001	1,940	27%
SHARE CAPITAL	687	687	678	1,443	765	113%
<b>TOTAL EQUITY</b>	<b>2,158</b>	<b>2,477</b>	<b>3,772</b>	<b>4,658</b>	<b>886</b>	<b>23%</b>
NON-CONTROLLING INTERESTS	18	13	177	227	50	28%
TOTAL DEBT BORROWINGS	773	1,140	1,122	2,501	1,379	123%
Less : CASH & Equivalents	(1,232)	(1,592)	(2,518)	(2,545)	(27)	1%
<b>NET DEBT</b>	<b>(459)</b>	<b>(452)</b>	<b>(1,396)</b>	<b>(44)</b>	<b>1,353</b>	<b>-97%</b>
TOTAL DEBT TO EQUITY	36%	46%	30%	54%	24%	
NET DEBT TO EQUITY	0%	0%				
INTEREST COVER [X times]	7 X	16 X	45 X	51 X	6 X	
RETURN ON EQUITY (Annualised)	10.9%	15.7%	21.0%	23.5%	2.5%	
RETURN ON ASSETS (Annualised)	3.8%	4.8%	7.3%	8.0%	0.7%	
BOOK VALUE PER SHARE	Rp 148	Rp 359	Rp 249	Rp 307	Rp 58	23%
SHARE PRICE	Rp 545	Rp 620	Rp 1,000	Rp 780	Rp (220)	-22%
EPS (Annualised)	Rp 16	Rp 57	Rp 55	Rp 76	Rp 21	38%
DIVIDENDS PER SHARE	Rp 10	Rp 23	Rp 43		Rp (43)	-100%
DIVIDEND PAYOUT RATIO	29.2%	40.3%	36.5%		-36.5%	
P/E RATIO (Annualised)	33.4 X	10.9 X	18.1 X	10.2 X	-7.9 X	
PRICE TO BOOK RATIO	3.7 X	1.7 X	4.0 X	2.5 X	-1.5 X	

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## Landbank, Planned Acquisitions

Location	Business Structure	% Ownership	Gross Area 31/Dec/13	Planned Acquisitions	
				2014	2015
1. <b>Summarecon Kelapa Gading</b>	Own	100%	10 ha		
2. <b>Summarecon Serpong</b>			500 ha	30 ha	30 ha
<i>Own land</i>	<i>Own</i>	<i>100%</i>	<i>270 ha</i>		
<i>Land under PT JBC</i>	<i>Joint Operations</i>	<i>70%</i>	<i>150 ha</i>		
<i>Land under PT TGS (The Springs)</i>	<i>Joint Operations</i>	<i>55%</i>	<i>80 ha</i>		
3. <b>Summarecon Bekasi</b>			460 ha	20 ha	50 ha
<i>Own land</i>	<i>Own</i>	<i>100%</i>	<i>200 ha</i>		
<i>Land under PT DSA</i>	<i>Joint Venture</i>	<i>51%</i>	<i>260 ha</i>		
4. <b>Summarecon Bandung</b>	Own	100%	270 ha	80 ha	70 ha
5. <b>Summarecon Bali</b>	Own	92.5%	18 ha		
6. <b>Summarecon Bogor</b>	Joint Venture	51%	260 ha	70 ha	70 ha
7. Others [+ Potential New Locations]			3 ha	150 ha	100 ha
<b>TOTAL HECTARAGE</b>			<b>1,521 ha</b>	<b>350 ha</b>	<b>320 ha</b>
Planned Acquisition Costs (routine)				Rp 814 Bn	Rp 1,057 Bn
Planned Acquisition Costs (new major)				Rp 536 Bn	Rp 393 Bn
<b>TOTAL LAND ACQUISITION COSTS</b>				<b>Rp 1,350 Bn</b>	<b>Rp 1,450 Bn</b>

**Total Acquisitions in 2013** **430 ha Rp 1,560 Bn**

\*\*Landbank includes undeveloped land, land for infrastructure and land for future investment properties

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## Non-land Capital Investments , Debt Borrowings

	PERIOD	TOTAL	Ytd FY 2013	FY2014	FY2015	FY2016
		Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn	Rp'Bn
POP! Hotel Kelapa Gading	2013-2014	110	40	70		
Summarecon Bekasi Infrastructure	2011-2013	250	250			
Summarecon Mal Bekasi [Phase 1]	2012-2013	580	510	70		
Harris Hotel Bekasi	2013-2014	220	90	130		
Bekasi Food City	2013-2014	25	6	19		
Plaza Summarecon Bekasi	2013-2014	100	30	70		
Serpong Scientia Square developments	2012-2014	250	70	180		
Scientia Business Park [Phase 1]	2012-2013	100	100			
Serpong The Springs' Club	2013-2014	100	50	50		
Movenpick Resort, Jimbaran Bali	2013-2015	600	20	100	380	100
Summarecon Tower	2015 - 2016	900			400	500
<b>TOTAL PROJECT CAPEX</b>		<b>3,235</b>	<b>1,166</b>	<b>689</b>	<b>780</b>	<b>600</b>
		100%	36%	21%	24%	19%

	TOTAL	< 12 Mths	> 12 Mths
	Rp'Bn	Rp'Bn	Rp'Bn
Bank Borrowings (2013 - 2021)	1,924	179	1,745
Bond II	600	0	600
<b>TOTAL DEBT BORROWINGS</b>	<b>2,524</b>	<b>179</b>	<b>2,345</b>
	100%	7%	93%

Total Debt projected to increase to Rp 3.2 Tr by end-2014 when utilised for above project capex. DER 58% > 73%

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## Net Asset Value (based on Management Estimates)

ASSET TYPE	ACREAGE	NET BOOK VALUE	MGMT EST. [NPAT GDV]	NET BOOK VALUE	MGMT EST. [NPAT GDV]	CURRENT ASP (RANGE)	
						Rp'B	Rp'B
<b>A. LANDBANK</b>	<b>1,521 ha</b>	<b>5,184</b>	<b>31,683</b>				
1. Summarecon Kelapa Gading	10 ha	165	2,970	1.65	29.70	60.00	140.00
2. Summarecon Serpong	500 ha	1,827	13,311	0.37	2.66	8.00	32.00
SSP - Own Land	270 ha	1,161	7,371	0.43	2.73	9.00	32.00
SSP - JO with PT JBC	150 ha	450	3,780	0.30	2.52	8.00	32.00
SSP - JO for The Springs	80 ha	216	2,160	0.27	2.70	8.00	32.00
3. Summarecon Bekasi	460 ha	1,178	8,625	0.26	1.88	9.00	60.00
SBK - Own Land	200 ha	580	6,480	0.29	3.24	9.00	60.00
SBK - JV with PT DSA	260 ha	598	2,145	0.23	0.83	Not developed yet	
4. Summarecon Bandung	270 ha	837	2,916	0.31	1.08	Not developed yet	
5. Summarecon Bali	18 ha	414	1,296	2.30	7.20	Not developed yet	
6. Summarecon Bogor	260 ha	728	2,340	0.28	0.90	Not developed yet	
7. Other properties & inventories	3 ha	35	225	1.17	7.50	Not developed yet	
<b>B. INVESTMENT PROPERTIES</b>	<b>55 ha</b>	<b>3,141</b>	<b>12,234</b>				
1. Sentral Kelapa Gading		1,100	6,069				
2. Sentral Gading Serpong		880	1,525				
3. Summarecon Mal Bekasi		600	1,520				
4. Harris Hotel Kelapa Gading		155	540				
5. Other Operating Properties		241	1,230				
6. Land for future investment properties	55 ha	165	1,350				
<b>C. TOTAL ASSETS</b>	<b>1,576 ha</b>	<b>8,325</b>	<b>43,917</b>				
Less : JO/JV Minority Interests		-967	-4,856				
<b>D. TOTAL ASSETS (NET OF JO/JV MI)</b>		<b>7,358</b>	<b>39,061</b>				
Less : Net Debt Gearing @ 31 Dec 2013		0	0				
<b>E. NET ASSET VALUE</b>		<b>7,358</b>	<b>39,061</b>				
<b>F. NAV per share</b>		<b>Rp510</b>	<b>Rp2,708</b>				

**NAV Rp 2,708**  
[ Management Estimate]

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**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

**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

- ✓ Recognized product and service quality and trust in the Company's developments
- ✓ Fulfillment of product and service delivery commitments
- ✓ Good reputation and brand loyalty for the Company's property products
- ✓ Strong value appreciation in properties sold by the Company
- ✓ Sound management of investment properties over the years have built up a solid and secure tenant base
- ✓ Company and tenants as business partners

Ease of mortgage financing for Company's products

- ❖ Attainment of critical mass in our townships further attracting residents and commercial tenants alike to the Company's developments
  - Creating a virtuous demand for both residential and commercial properties
- ❖ Attracts a very large volume of visitors to the malls, thus providing business to the tenants
  - Providing stable recurring income to weather downturns in the property market, and allows property developments to be timed to benefit from market recovery





## Outlook : The market and how we see it

- ☑ **Overall demand** for properties in the middle and above price segment remains strong with demand largely driven by :-
  - Strong macroeconomic outlook , thus increasing the size of the middle income group
  - First time buyers
  - Changing household sizes, upgrading to bigger units
  - Strong savings and income growth
- ☑ **Increasing but still sustainable Interest Rates**
  - BI rate = 7.50% since 12 Nov 2013.
  - Home mortgage rates with wide spread from 9 – 12 % pa and longer tenors.
  - Mortgage penetration is still low. Banking sector can provide a lot more funding to the sector, thereby fueling demand for properties
- ☑ For Summarecon :-
  - **Summarecon Kelapa Gading** is a well sought- after residential area for the upper middle class, and high net worth individuals.
  - **Summarecon Serpong** is in the growth corridor of Serpong which is the fastest growing area on the fringe of Jakarta. Moreover our market segment is the growing middle class of professionals working in Jakarta.
  - **Summarecon Bekasi** will be the impetus that accelerates modern developments on the eastern fringe of Jakarta, and uplift the economy, livelihood and living standards of the residents living there.
  - **Summarecon Bandung** will be the next growth area as it will provide geographic diversity to our development portfolio.

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## Moving Forward

- ☑ **Corporate objective**
  - Assure appropriate returns to our stakeholders; customers, shareholders, government authorities, business associates , and employees
- ☑ **Strengthen market position in property development**
  - Continue to focus on developments within our two townships, and to ramp up development in the newly started 3<sup>rd</sup> township
  - Offer innovative products in developing residential projects
  - Timely and assured delivery of these quality products to our customers, thereby further enhancing the Summarecon brand and its products
  - Large landbank allows us the flexibility to market products appropriate to the prevailing market conditions
- ☑ **Strengthen market position in property investment**
  - Expand our portfolio of investment properties within our townships
  - In the mid- to long-term, to develop new products and businesses
  - Offer innovative programs to attract visitors to our shopping and life-style properties, thereby deriving values for our tenants and customers



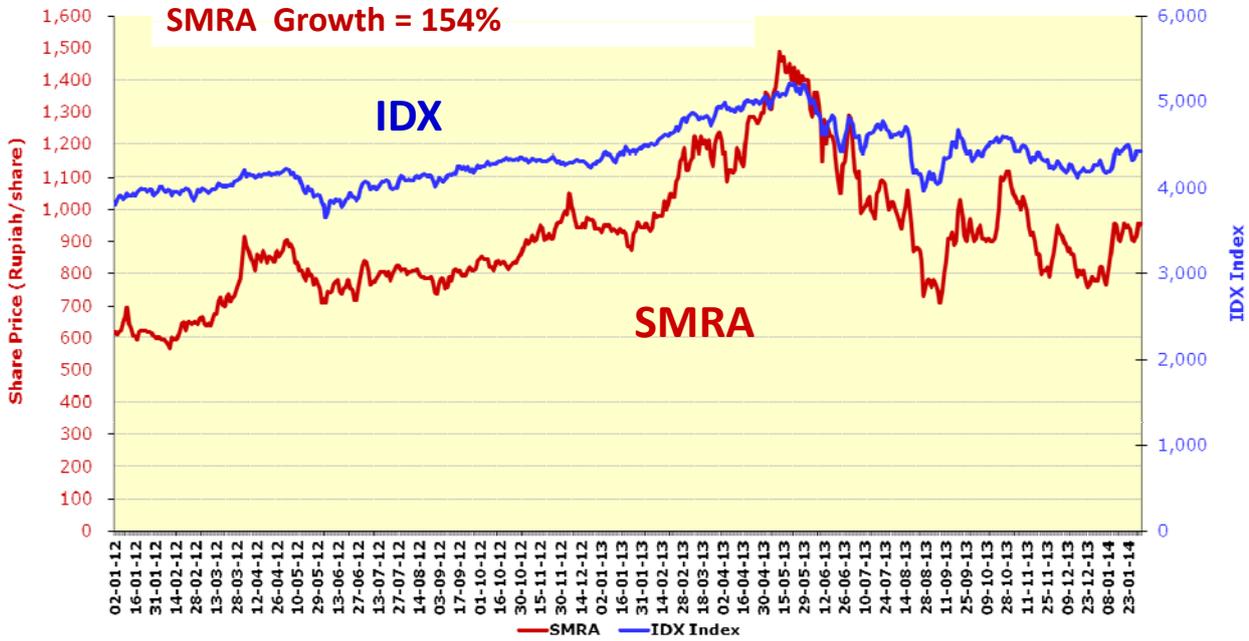
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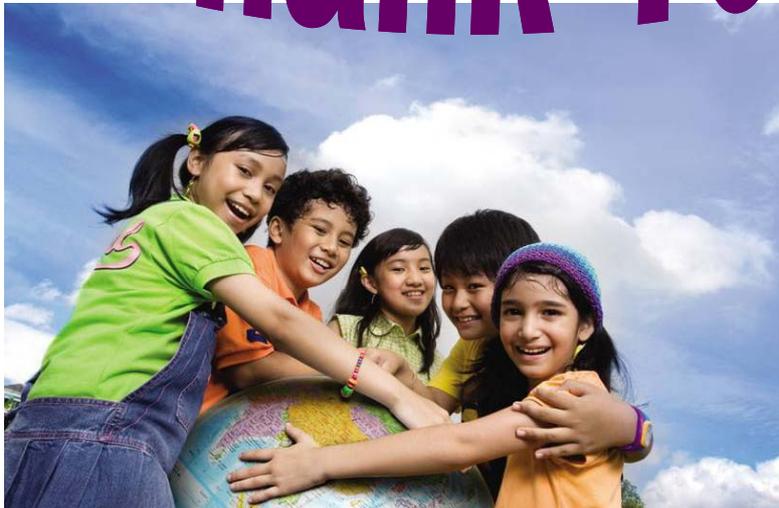
- ☑ Significant potential upside when compared with :-
  - NAV (undeveloped landbank) of Rp 2,702 per share
- ☑ Consistent dividend payouts which have averaged more than 20% of earnings (17 out of 20 years). Latest payout for FY 2012 = 39% or Rp43 per share.

**IDX Growth since 1 Jan 2012 = 116%**

**SMRA Growth = 154%**



# Thank You



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Such forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we expect to operate in the future.

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## Appendix :

### Product Specifications



← *Gading Park View Residence*

↓ *Alexandrite Residence*



↑ *The Summit*

← *Kew Residence*

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## A Typical Residential Product



## Marketing Brochure

- ☑ 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
- ☑ Acreage = 6 ha
- ☑ Houses = 240 units
- ☑ Unit Land size = 119– 136 m2 (Average = 125m2)
- ☑ Building GFA = 100 – 160 m2 (Average = 130m2)
- ☑ ASP Unit =Rp 1bn – Rp1.25bn (Average = Rp 1.1bn)

Security and Gate to each cluster ↓



Community Centre / Clubhouse ↓





# Marketing Brochure



Land : 119m<sup>2</sup>  
 Building GFA : 100 – 125 m<sup>2</sup>  
 Price Range : Rp 1- Rp 1.2bn each



Land : 136m<sup>2</sup>  
 Building GFA : 140 – 160 m<sup>2</sup>  
 Price Range : Rp 1.3bn-1.5bn each



# Marketing Brochure



Land / Building Size :  
 100 m<sup>2</sup> / 93 m<sup>2</sup>

Land / Building Size :  
 120 m<sup>2</sup> / 113 m<sup>2</sup>

Land / Building Size :  
 210 m<sup>2</sup> / 240 m<sup>2</sup>

Land / Building Size :  
 166 m<sup>2</sup> / 200 m<sup>2</sup>

