



# **Pakuwon Jati**

## ***Results Presentation – 1Q 2020***



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## Section 1

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# Result summary





# Results summary

<i>(Rp bn unless otherwise stated)</i>	1Q 2020	1Q 2019	Variance	Comments
<b>Revenue</b>	<b>1,651</b>	<b>1,711</b>	<b>(3.5%)</b>	1% increase in recurring revenues and 9% decrease in development revenue recognition. Pakuwon Permai contributed Rp 309bn(19%) of revenues.
<b>Gross Profit<sup>1</sup></b>	<b>978</b>	<b>1,007</b>	<b>(2.9%)</b>	
<i>Gross Profit Margin (%)</i>	59.3%	58.9%		
<b>EBITDA<sup>1</sup></b>	<b>979</b>	<b>993</b>	<b>(1.4%)</b>	
<i>EBITDA Margin (%)</i>	59.3%	58.1%		
<b>Net Income for the Period<sup>2</sup></b>	<b>736</b>	<b>800</b>	<b>(8.0%)</b>	
<i>Net Income Margin (%)</i>	44.6%	46.8%		
<b>Net Income Attributable to Owners<sup>2</sup></b>	<b>679</b>	<b>662</b>	<b>+2.5%</b>	
<i>Net Income Margin (%)</i>	41.1%	38.7%		
<b>Earning Per Share (Rp)<sup>2</sup></b>				
Basic	14.10	13.75	+2.5%	

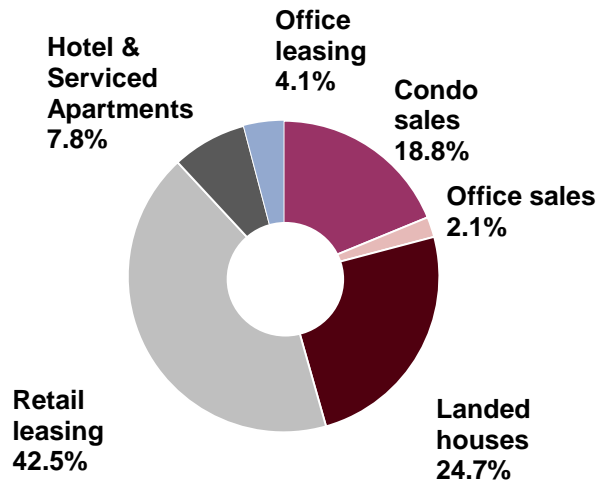
Notes:

1 Adjusted for acquisition related COGS from goodwill costs of Rp1bn in 1Q2020 and Rp20bn in 1Q2019

2 Adjusted for acquisition COGS from goodwill costs of Rp1bn in 1Q2020 and Rp20bn in 1Q2019, forex gain (loss) of (Rp558bn) in 1Q2020 and Rp63bn in 1Q2019 respectively, gain (loss) on derivative of (Rp54bn) in 1Q2020 and Rp16bn in 1Q2019 respectively.

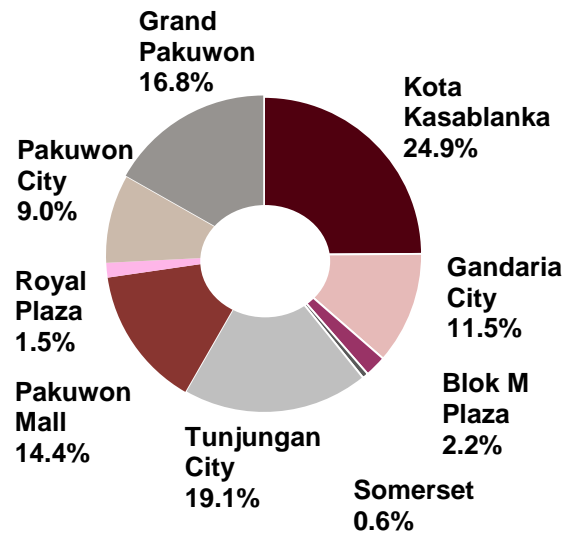
# Results breakdown

Revenue by segment (1Q2020)



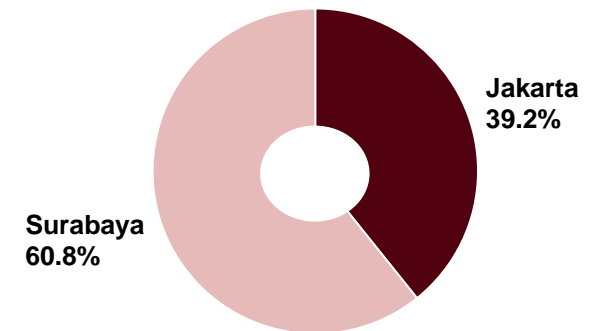
- **54%** recurring revenue
- Contribution of recurring income continues to be driven by retail mall leasing income
- Increased residential sales recognition of condominiums
- PWON continues to target long term 50/50 recurring/development

Revenue by project (1Q2020)



- Increased revenue contribution of Surabaya projects primarily from landed house Grand Pakuwon
- Increased revenue contribution of Jakarta projects primarily from condominiums Kota Kasablanka

Revenue by geography (1Q2020)



- Jakarta revenue contribution expected to grow as PWON recognizes Kota Kasablanka phase 2 condos and develops Bekasi and Simatupang landbank
- Continued management focus on growing in both Jakarta and Surabaya

# Key recent developments

- ✓ **Opened Four Points by Sheraton Surabaya Pakuwon Indah on 8 December 2019**
- ✓ **Received in June 2018 ratings upgrade from S&P and Fitch to BB, stable outlook**
- ✓ **Opened Tunjungan Plaza Phase 6 retail mall on 23 September 2017**
- ✓ **Received in July 2017 ratings upgrade from Moody's to Ba2, stable outlook**
- ✓ **Opened Pakuwon Mall Phase 2 & 3 on 22 February 2017**
- ✓ **Refinanced USD200m of 7.125% Senior Unsecured Note due 2019**
- ✓ **Issued USD250m of 5.0% Senior Unsecured Note due 2024**
- ✓ **Acquired in June 2016, 11ha land in Daan Mogot, West Jakarta**



## Section 2

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# Business summary

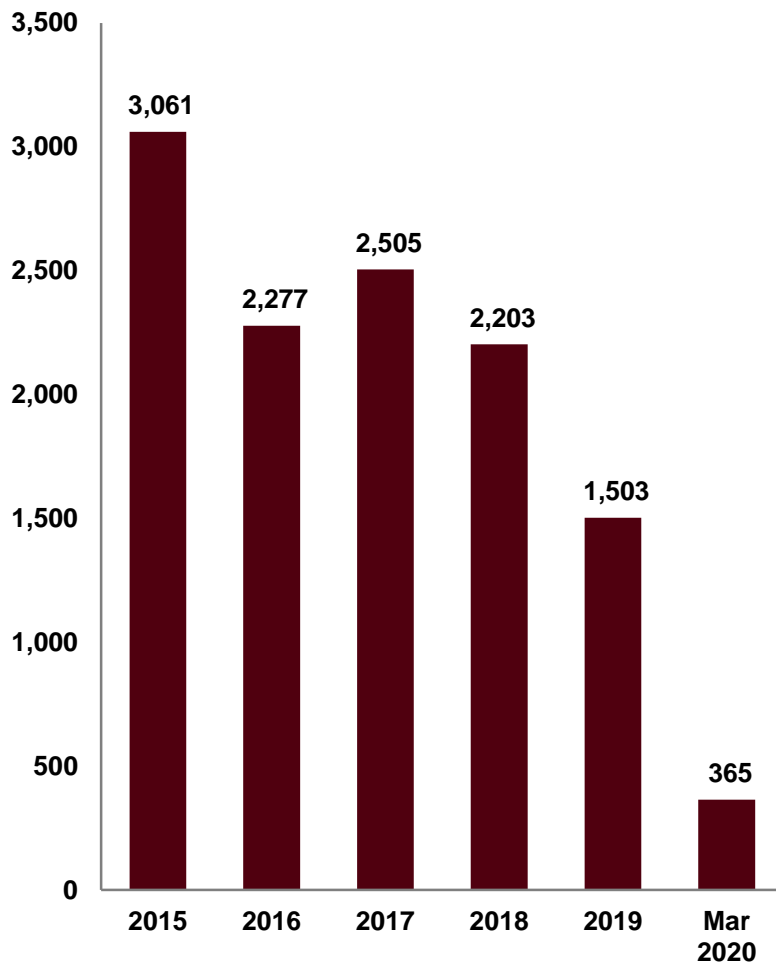




# Residential development – Strong take-up of existing projects

Strong pre-sales across all residential and office projects underpins future growth

Historical Pre-sales (Rp bn)



Pre-sales and construction update (excludes residential township)

Superblock / Township	Project name	Segment	GSA (sqm)	% Sold	Progress update	Handover Schedule <sup>2</sup>
Kota Kasablanka	88 Kasablanka A	Office	36.3K	100% <sup>1</sup>	Completed	
	Casa Grande	Condo	96.2K	100%	Completed	
	Angelo	Condo	36.9k	85%	Completed	
	Bella	Condo	36.8k	81%	Completed	
	Chianti	Condo	47.3k	70%	Finishing stage	2019
	Pakuwon Tower	Office	32.1k	16% <sup>1</sup>	Finishing stage	2019
Tunjungan City	Pakuwon Center	Office	10.0K	96% <sup>1</sup>	Completed	
	The Peak	Condo	30.0K	100%	Completed	
	One Icon	Condo	57.8K	68%	Completed	
	Pakuwon Tower	Office	16.4K	54% <sup>1</sup>	Finishing stage	2019
Pakuwon City	Harvard	Condo	26.0k	100%	Completed	
	Stanford	Condo	25.5k	100%	Completed	
	Yale	Condo	25.4k	100%	Completed	
	Princeton	Condo	25.7k	100%	Completed	
	Amor	Condo	47.4k	78%	At level 33	2021
	Bella	Condo	31.2k	29%	Foundation stage	2024
Pakuwon Mall	Orchard	Condo	27.6K	100%	Completed	
	Tanglin	Condo	32.3K	100%	Completed	
	La Riz	Condo	41.4K	100%	Completed	
	Anderson	Condo	57.1k	89%	Completed	
	Benson	Condo	53.4k	81%	Finishing stage	2020
	La Viz	Condo	26.7k	48%	At level 30	2021

Company data as of March 31, 2020

Note: 1 As % of saleable area, excluding approximately 50-60% of area set aside for lease

2 For handover projects starting 2019 onwards

# Retail malls – Continued strong leasing interest

Wide appeal of PWON's malls demonstrated by consistently high occupancy

## Historical Occupancy

- Maintained strong occupancy across portfolio

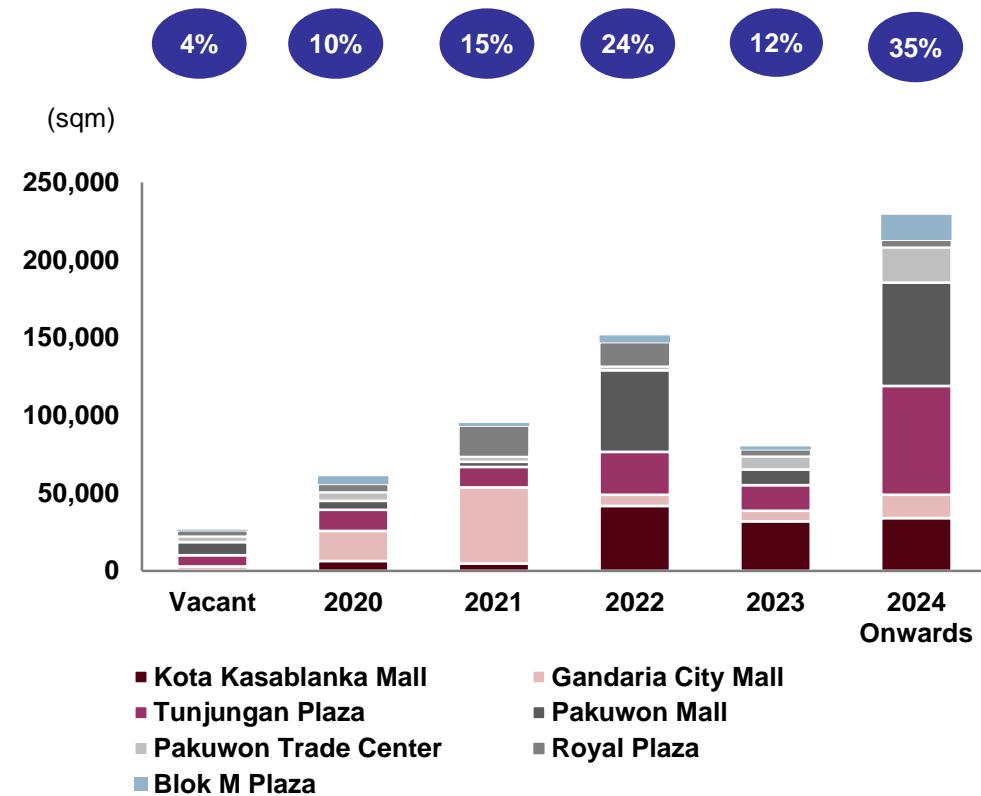
	2015	2016	2017	2018	2019	1Q 2020
Tunjungan Plaza	98%	94%	98%	96% <sup>1</sup>	96%	96%
Kota Kasablanka Mall	99%	99%	98%	99%	99%	99%
Gandaria City Mall	98%	96%	96%	94%	98%	98%
Pakuwon Mall	91%	89%	94%	95% <sup>2</sup>	96%	94% <sup>3</sup>
Pakuwon Trade Center	92%	92%	94%	92%	92%	93%
Royal Plaza	97%	97%	97%	96%	94%	95%
Blok M Plaza	92%	93%	91%	96%	97%	98%

<sup>1</sup> Includes Tunjungan Plaza 6 opened on 23 September 2017

<sup>2</sup> Includes Pakuwon Mall 2 & 3 opened on 22 February 2017

<sup>3</sup> Includes Pakuwon Mall 4 opened on 28 February 2020

## Lease Expiry Profile (NLA breakdown)





# Office & hotel – Stable rents and rising RevPAR

Offices and hotels further diversify income base and increase recurring income, while complementing existing superblocks

## Average Office Rental (before service charge)

(Rp'000 psm / month)	2015	2016	2017	2018	2019	1Q 2020	2019 - 1Q 2020 % Chg
Kota Kasablanka Tower A	223	226	219	215	217	203	(6%)
Kota Kasablanka Tower B	168	175	176	176	173	174	+1%
Gandaria Tower	230	232	236	226	226	220	(3%)
Pakuwon Center	-	-	159	157	153	153	+0%

## Hotel RevPAR

(Rp '000 /room/day)	2015	2016	2017	2018	2019	1Q 2020	2019 - 1Q 2020 % Chg
Sheraton Surabaya	717	515	486	621	651	506	(22%)
Somerset Berlian	824	666	705	659	680	565	(17%)
Ascott Waterplace	-	530	728	760	785	706	(10%)
Sheraton Grand Jakarta	-	510	767	960	1,000	676	(32%)
Four Points	-	414	503	581	659	514	(22%)

Note: - Average Somerset RevPAR USD/IDR exchange rate of Rp13,118 in 2015

## Major office tenants



## Hotel brands (existing)



## Hotel brands (upcoming)





## Section 3

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# Growth & Strategy





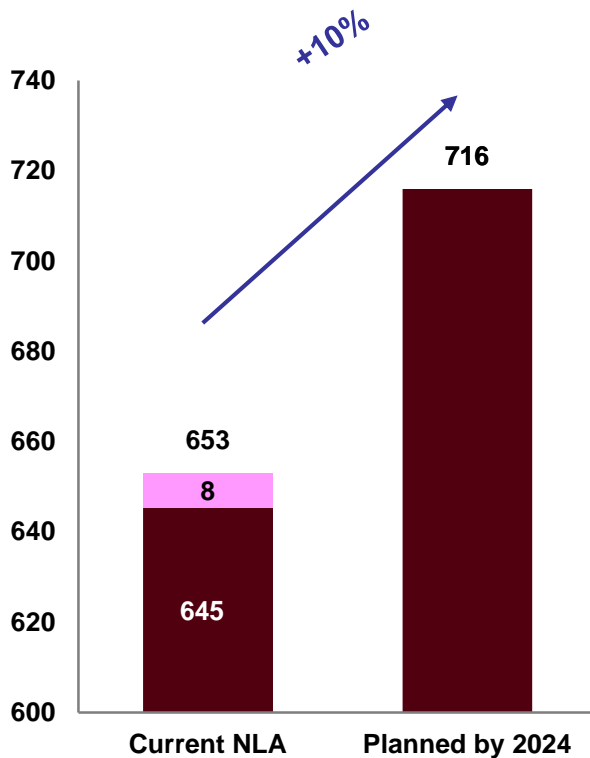
# Long term growth strategy on track

- ✓ Target 50/50 recurring/development revenue mix over the long term
- ✓ Leverage on strength in retail malls and superblock developments
- ✓ Continue to dominate Surabaya and expand Jakarta portfolio
- ✓ Actively replenish land bank + acquire land around existing projects
- ✓ Maintain prudent capital structure and balance sheet

# Growth of recurring income portfolio

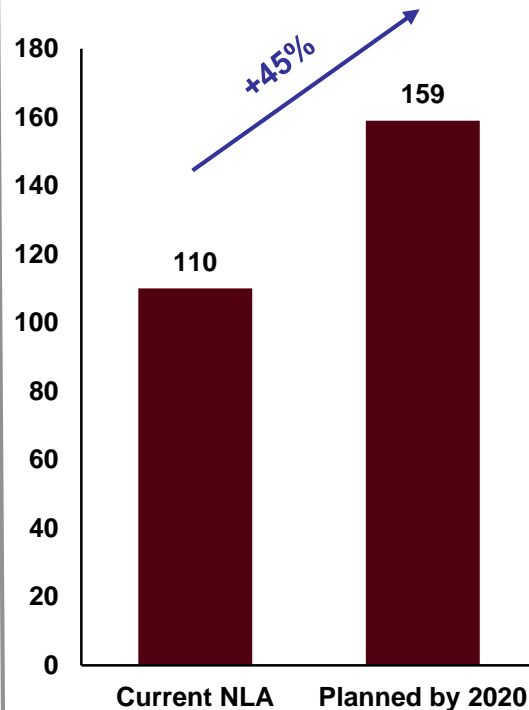
Plans to continue growing retail, office, and hotel portfolio to maintain recurring income mix

## Retail Mall NLA Growth



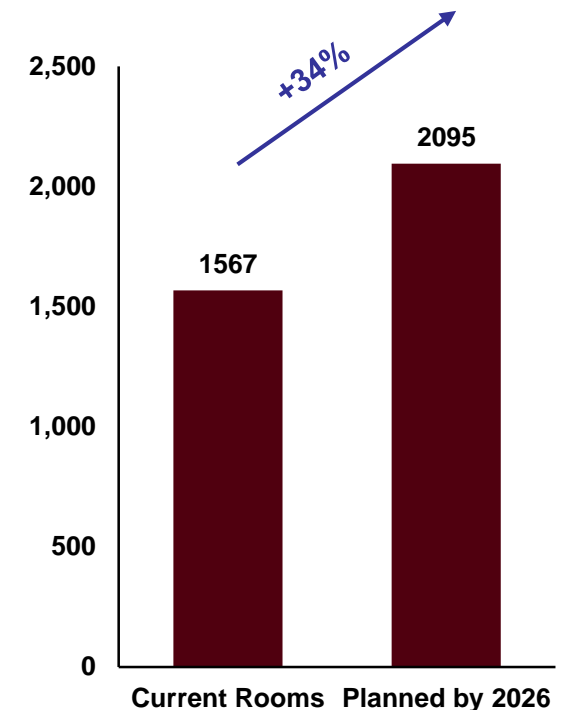
- Pakuwon City Mall 2
- Pakuwon City Mall 3
- Pakuwon Mall Bekasi

## Office Leasing NLA Growth



- Pakuwon Tower Jakarta

## Hotel Room Growth



- The Westin
- Bekasi Hotel (Moxy & Four Points)



# Land bank – Sufficient for >10 years of development

480.7 hectares of land bank to sustain growth and high margins, without being a drag on balance sheet and return on capital

Location	Project	Land under development (ha)	Additional land bank (ha)	Total land bank (ha)
South Jakarta	Kota Kasablanka	2.7	3.8	6.5
	Gandaria City	-	1.9	1.9
	Simatupang land bank	-	4.5	4.5
West Jakarta	Daan Mogot land bank		11.0	11.0
Greater Jakarta	Bekasi land bank		3.6	3.6
Central Surabaya	Tunjungan City	1.1	2.2	3.3
East Surabaya	Pakuwon City Township	1.0	244.6	245.6
	Outside Pakuwon City	-	21.5	21.5
West Surabaya	Grand Pakuwon Township	-	167.8	167.8
	Pakuwon Mall	3.3	2.9	6.2
	Royal Plaza	-	1.9	1.9
	Outside Grand Pakuwon	-	6.9	6.9
<b>Total Land Bank</b>				<b>480.7</b>



## Section 4

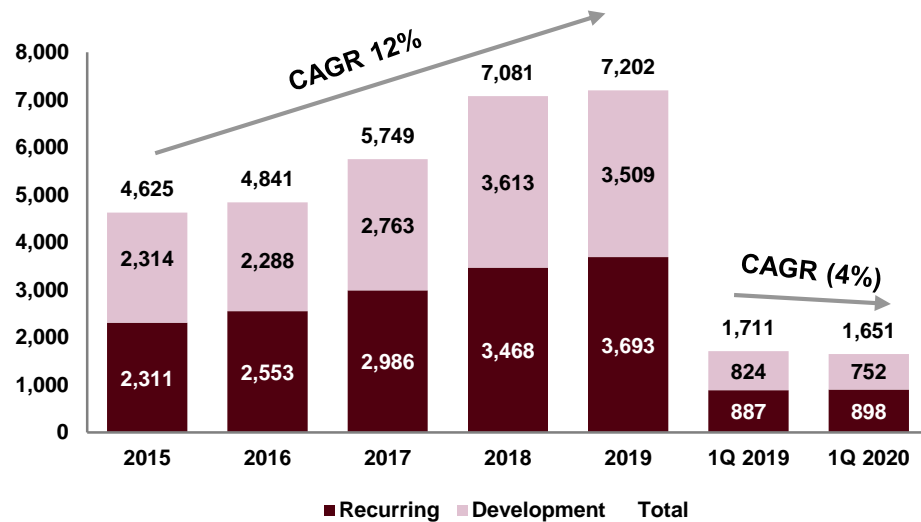
# Capital management



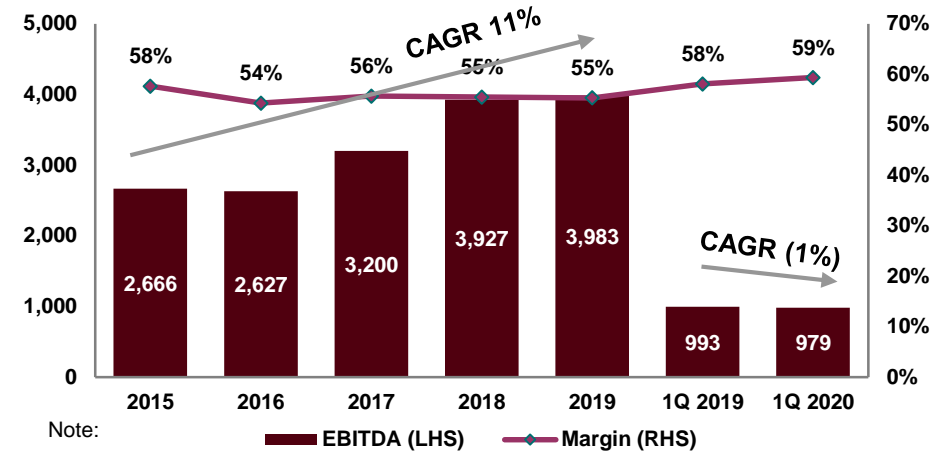


# Strong financial growth and optimized capital structure

## Revenue (Rp bn)



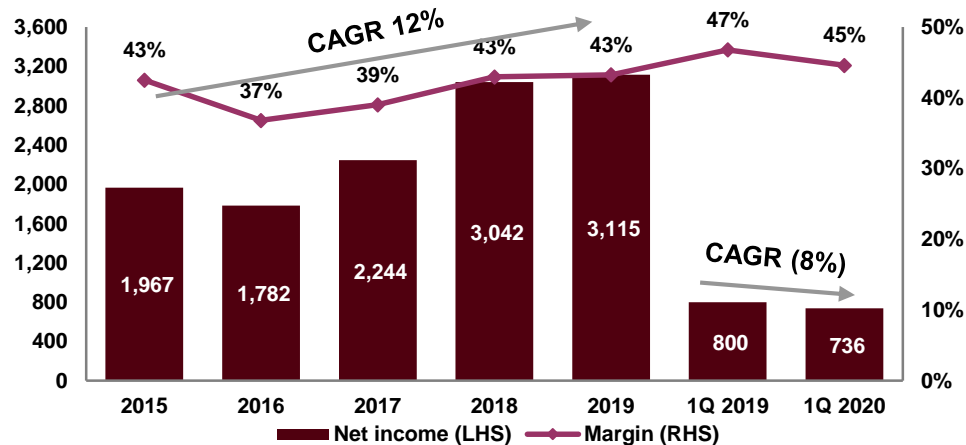
## Adjusted EBITDA<sup>1</sup> (Rp bn)



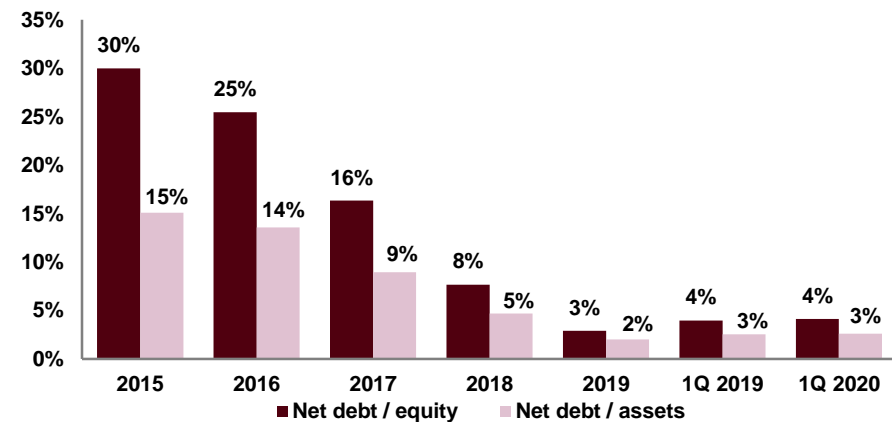
Note:

- Adjusted for acquisition related COGS from goodwill costs of Rp20bn in 1Q 2019 and Rp1bn in 1Q 2020

## Net income<sup>1</sup> (Rp bn)



## Consistent deleveraging



Note

- Adjusted for forex gains/(losses) of Rp (277bn), 58bn, (25bn), (189bn), 130bn, 63bn and (558bn) in 2015, 2016, 2017, 2018, 2019, 1Q2019 and 1Q2020 ; derivative financial instruments gain/(losses) of Rp (76bn), (32bn), (31bn), (8bn), 25bn, 16bn and (54bn) in 2015, 2016, 2017, 2018, 2019, 1Q2019, adjusted for additional COGS from goodwill costs of Rp, 108bn, 28bn, 26bn, 18bn, 30bn, 20bn and 1bn in 2015, 2016, 2017, 2018, 2019, 1Q2019 and 1Q2020 and penalty on redemption of bond payable of Rp 154bn in 2017

# Strong financial position and prudent balance sheet

<i>(Rp bn unless otherwise stated)</i>	As of 1Q 2020	As of 1Q 2019
Cash	4,373	4,793
Total Debt <sup>1</sup>	5,065	5,435
Net Debt	692	642
Net Debt / Equity	4%	4%
Net Debt / Assets	3%	3%
Fixed Charge Coverage Ratio (FCCR) <sup>2</sup>	5.9x	5.6x
% Fixed Rate Debt	81%	66%
<b>Credit rating</b>		
S&P	BB/stable	BB/stable
Moody's	Ba2/stable	Ba2/stable
Fitch	BB/stable	BB/stable

Notes:

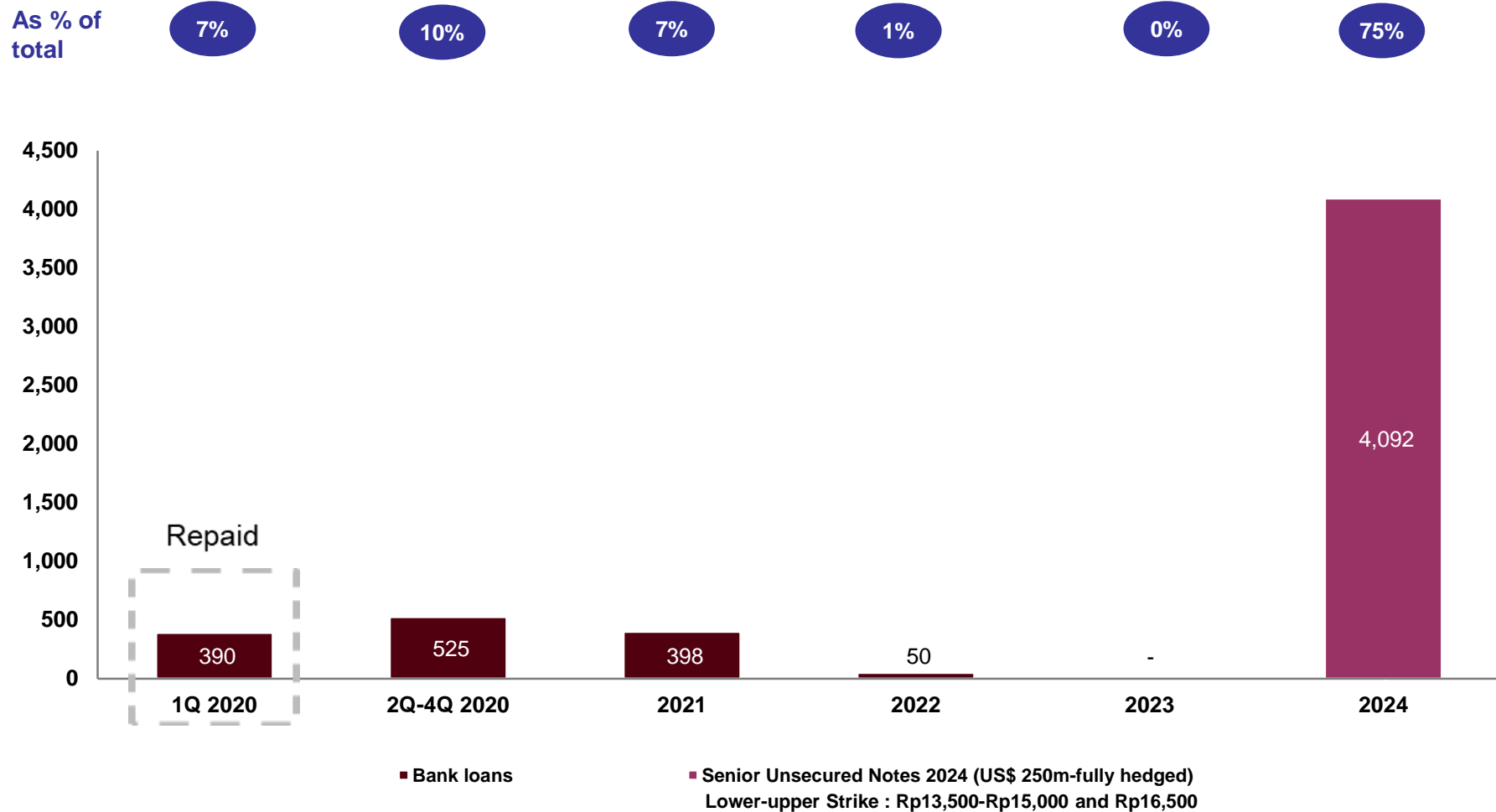
1. Issuance of US\$250m of 5.0% Senior Unsecured Notes due 2024 and redemption of US\$200m of 7.125% Senior Unsecured Notes due 2019
2. FCCR calculated as EBITDA / Consolidated Fixed Charges (Interest)



# Well balanced debt maturity profile

Average debt maturity of 4.3 years, with cost of debt between 5% – 9.35% p.a.<sup>1</sup>

## Debt Maturity Profile (Rp bn)



Note:

1 Based on post-FX hedging cost of US\$250m of 5.0% Senior Unsecured Notes due 2024



## Appendix A

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# Company overview





# What sets Pakuwon Jati apart

- ✓ The largest retail mall owner amongst Indonesian developers
- ✓ A well-balanced portfolio of development and investment properties
- ✓ Growth and value creation from identified development pipeline
- ✓ Strategically located in Indonesia's two largest and wealthiest metropolises
- ✓ One of Indonesia's most established developers, with a 38 year track record

## Market leader in Surabaya

-  **#1** Largest superblock in Surabaya
-  **#1** Largest land bank in Surabaya City
-  **#1** Largest shopping mall in Indonesia
-  **1st** To launch retail mall and condos in Surabaya

## Market leader in South Jakarta

-  **#1** +  **#3** Largest superblocks in South Jakarta
-  **#1** Largest shopping mall in South Jakarta
-  **#2** Largest mall portfolio in Jakarta
-  **#3** Largest shopping mall in Jakarta

# Portfolio overview

## Strategically located superblocks and townships in Jakarta and Surabaya

### Kota Kasablanka



### Gandaria City



### Tunjungan City



Location	Jakarta Fringe CBD	South Jakarta	Surabaya CBD
<b>Description</b>	12.9ha located right next to Jakarta's Golden Triangle. Contains the largest mall in South Jakarta, opened on July 28, 2012	3 <sup>rd</sup> largest superblock in South Jakarta, sitting on a 9.3ha lot along a main thoroughfare linking South Jakarta to West Jakarta	PWON's first development in 1986, expanded in phases. Developing Phase 5 and 6 with premium retail, office, and residential towers
<b>Residential</b>	4 condos, 1,077 units, GSA: 96k sqm 3 additional condos, GSA: 121k sqm	2 condos, 715 units 1 condo GSA: 83k sqm	TP5: TP Residence GSA: 30k sqm TP6: One Icon GSA: 58k sqm
<b>Office (for sale)</b>	Tower A GSA: 34k sqm Tower C GSA: 32k sqm	Tower A GSA: 37k sqm	TP5: Pakuwon Center GSA: 10k sqm TP6: Pakuwon Tower GSA: 16k sqm
<b>Retail</b>	Middle to upmarket NLA: 119k sqm	Middle to upper middle NLA: 98k sqm	NLA: 103k sqm TP5: NLA: 20k sqm TP6: NLA: 25k sqm
<b>Office (for lease)</b>	Tower A NLA: 24k sqm Tower B NLA: 32k sqm Tower C NLA: 48k sqm	Tower A NLA: 21k sqm	TP5: Pakuwon Center NLA: 10k sqm TP6: Pakuwon Tower NLA: 24k sqm
<b>Hotel</b>		293 rooms, 5-star hotel	359 rooms, 5-star hotel 293 rooms, 4-star hotel

Projects in red are currently under construction or targeted to start construction within the next 2 years. GSA/NLA and number of units/rooms are estimates.  
NLA : Net Leasable Area, GSA: Gross Saleable Area



# Portfolio overview (cont'd)

## Strategically located superblocks and townships in Jakarta and Surabaya

**Pakuwon Mall**



**Royal Plaza**



**Blok M Plaza**



**Somerset Berlian**



Location	West Surabaya	South Surabaya	South Jakarta	South Jakarta
<b>Description</b>	<p>14.6ha Superblock located in West Surabaya's affluent residential neighborhood.</p> <p>Has a mid-market retail mall, Pakuwon Mall ("PM") and a strata retail mall 89% owned and managed by PP, Pakuwon Trade Centre ("PTC").</p> <p>Developing Phase 3 &amp; 4 with premium leased retail, residential condos and hotels.</p> <p>Phase 2 &amp; 3 mall are over 80% leased.</p>	<p>Mid-market strata retail mall 78% owned and managed by a subsidiary of PP.</p> <p>Situated along one of Surabaya's main thoroughfares connecting North, Central and Greater Surabaya and easily accessible from nearby toll roads, bus terminals and train stations.</p>	<p>Mid-market retail mall in South Jakarta's commercial district. Situated along the main thoroughfare connecting South Jakarta and the central business district.</p> <p>MRT terminal connected directly into the Mall in March 2019.</p>	<p>Serviced apartment situated in the exclusive residential area of South Jakarta and a short drive from the financial center.</p> <p>Managed by The Ascott Limited under the "Somerset" brand</p>
<b>Opening date</b>	PM Phase 1: 2003, PTC: 2004, PM Phase2&3: 2017	2006	1991	2007
<b>Residential</b>	<p>Phase 2: "Orchard" &amp; "Tanglin" towers GSA: 60k sqm</p> <p>Phase 3: "LaRiz" tower GSA: 41k sqm</p> <p>Phase 4: Three condo towers GSA: 135k sqm</p> <p>Phase 5: Three condo towers GSA: 105k sqm</p>			
<b>Retail</b>	PM NLA: 48k sqm, PTC NLA: 46k <sup>1</sup> sqm	NLA: 53k <sup>2</sup> sqm	NLA: 31k sqm	
<b>Hospitality</b>	<p>317 rooms, 4-star hotel</p> <p>204 rooms, 5-star hotel</p> <p>182 serviced apartment units (Ascott brand)</p>			123 serviced apartment units <sup>3</sup> (Somerset brand)

Projects in red are currently under construction or targeted to start construction within the next 2 years. GSA/NLA and number of units/rooms are estimates.

NLA : Net Leasable Area, GSA: Gross Saleable Area

Notes:

1. Pakuwon Trade Center ("PTC") NLA excludes sold area of 5,467 sqm
2. Royal Plaza NLA excludes sold area of 15,226 sqm
3. 7 out of 123 units have been sold to 3<sup>rd</sup> party investors, who in turn receive 5% of all net income generated by the Somerset Berlian

# Portfolio overview (cont'd)

## Strategically located superblocks and townships in Jakarta and Surabaya

### Pakuwon City



### Grand Pakuwon



### Bekasi Project



Location	East Surabaya	West Surabaya	Greater Jakarta
<b>Description</b>	Self-contained city in East Surabaya, consisting of a residential area, commercial area, and an education park	Self contained city in West Surabaya, consisting of residential area and a future commercial area	3,6 ha located at West Bekasi Contains the mall, 4 condominiums, and 2 brand of Hotels
<b>Residential</b>	House and land lot community 4 Educity condos GSA:103k sqm <sup>1</sup> 3 ECM condos GSA: 108k sqm	House and land lot community	4 condominiums, 2.991 unit GSA: 119k sqm
<b>Office (for sale)</b>	Shophouses, university, schools, and a hospital		
<b>Retail</b>	Family shopping centre NLA: 21k sqm PCM Phase 2 NLA: 10k sqm PCM Phase 3 NLA: 11k sqm		NLA: 43k sqm
<b>Hotel</b>			180 rooms, Moxy 144 rooms, Four Points

Projects in red are currently under construction or targeted to start construction within the next 2 years. GSA/NLA and number of units/rooms are estimates.

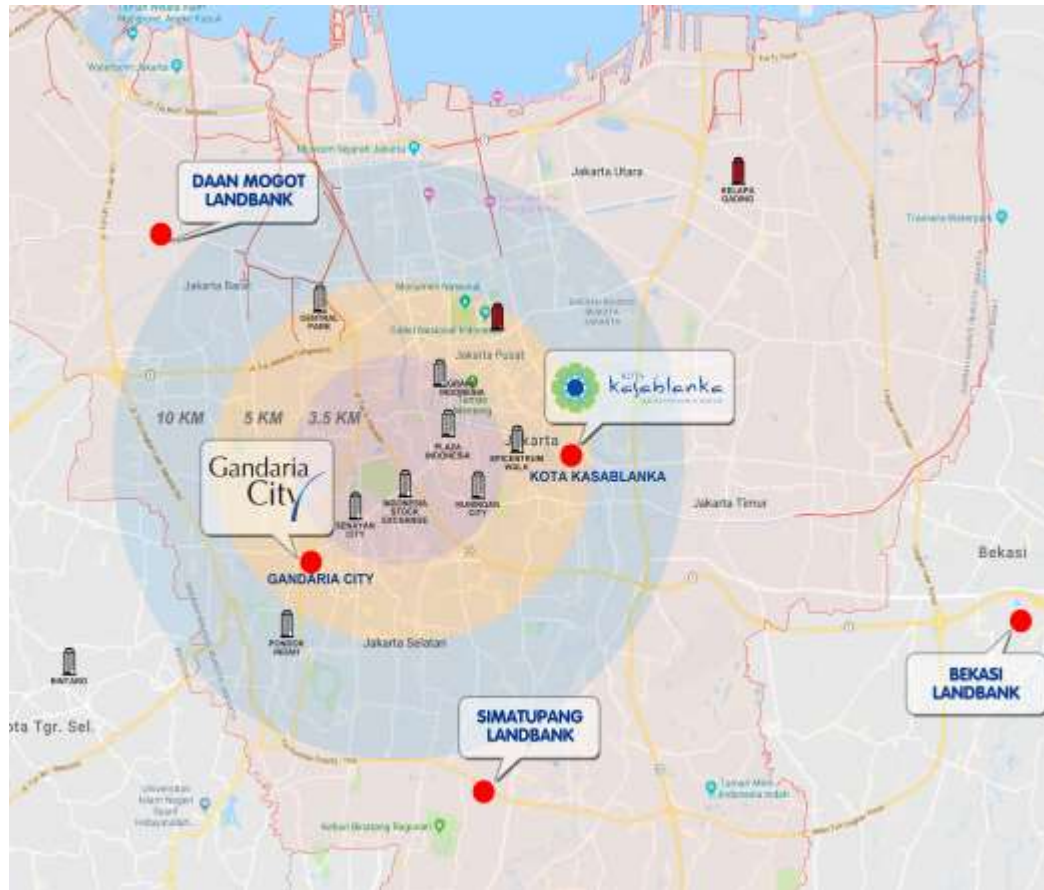
Note 1 : Remaining 15 planned condo developments

NLA : Net Leasable Area, GSA: Gross Saleable Area

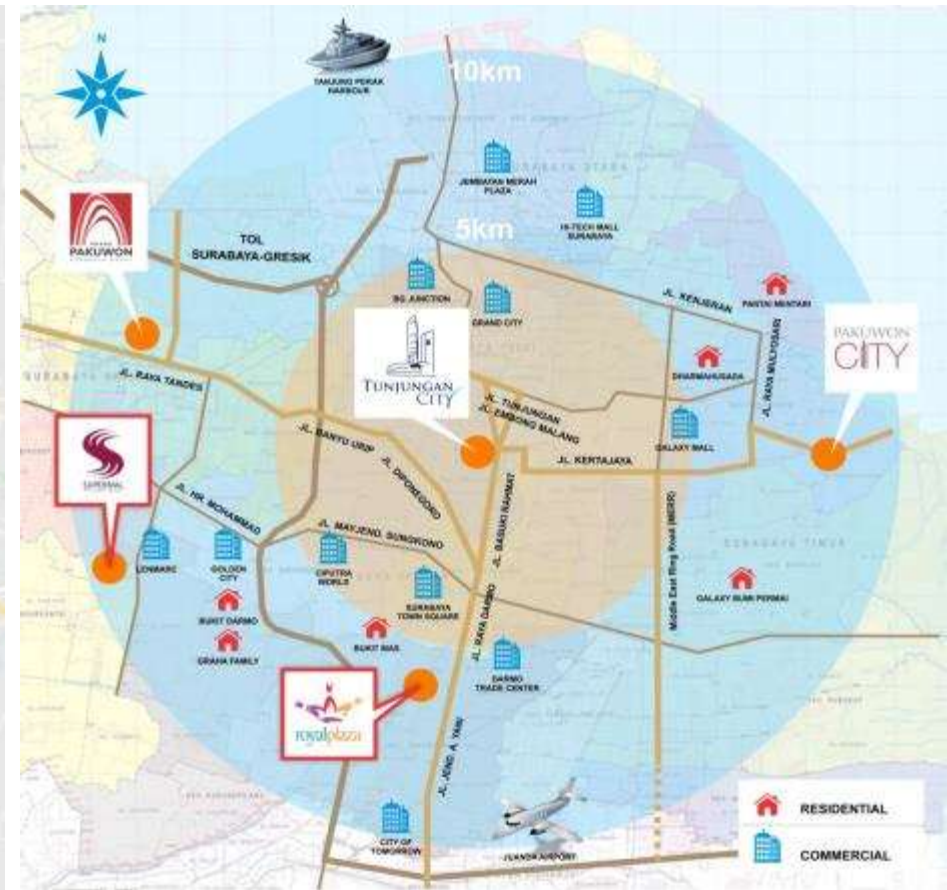


# Project locations

## Jakarta

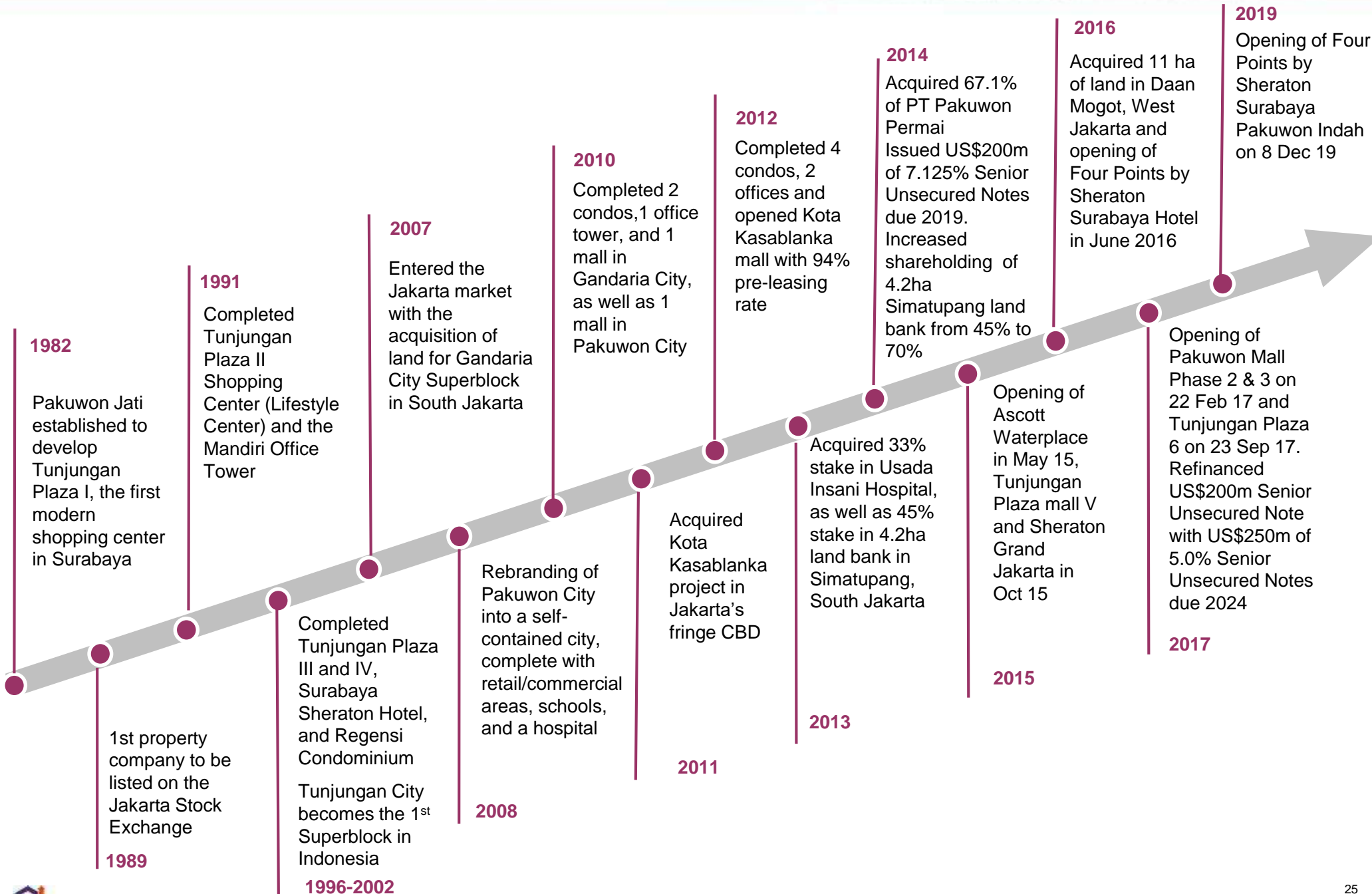


## Surabaya



Source: Company Data

# 38 year track record and growing...





# Kota Kasablanka Superblock



## Kota Kasablanka Superblock

Jakarta fringe CBD

12.9 ha of land area

570,500 sqm of GFA

4,500 carpark lots

2.7 ha expansion



**88 KASABLANKA TOWER A**  
*Office (for sale and lease)*  
GSA: 58,320 sqm

**88 KASABLANKA TOWER B**  
*Office (for lease)*  
NLA : 31,546 sqm

**CASA GRANDE**  
*Condominium*  
GSA : 96,168 sqm

**KOTA KASABLANKA**  
*Shopping Center*  
NLA : 119,157 sqm

# Kota Kasablanka Phase 2



## Kota Kasablanka Phase 2

Jakarta fringe CBD

3 condominiums

1 office block

### Completed projects

- Angelo Tower
- Bella Tower





# Gandaria City



## Gandaria City Superblock

South Jakarta

9.3 ha of land area

573,800 sqm of GFA

4,500 carpark lots

0.9 ha expansion



# Gandaria City Phase 2



## Gandaria City expansion

South Jakarta

1 condominium

## Completed projects

5-star hotel



Artist rendering



# Tunjungan City



## Tunjungan City Superblock

Surabaya CBD

8.8 ha of land area

476,613 sqm of GFA

4,200 carpark lots

1.1 ha expansion



Artist rendering



# Tunjungan City Phase 5 & 6



## Tunjungan City Phase 5&6

Surabaya CBD

Mall, offices, condos,  
hotel

### Completed projects

Tunjungan City Phase 5  
Tunjungan Plaza 6 retail mall



Artist rendering



# Pakuwon City Township

## Pakuwon City Residential Township

East Surabaya

<30 minutes from city center

245.6 ha township,  
including :

- 27 ha residential and commercial center with 19 condominium towers, a 90k sqm retail mall, and a University, International and Chinese school, hospital
- 218.6 ha remaining for landed residential developments

Pakuwon City entrance



Pakuwon town square  
Shopping mall



Artist rendering

Commercial and education park  
Shopping mall, schools, hospital, condos



Artist rendering



# Pakuwon City – East Coast Mansion

## Pakuwon City Residential Township East Surabaya

- New projects  
3 condominiums
- Pakuwon City Mall



Artist rendering



# Grand Pakuwon Township

New middle to high-end gated development in the west of Surabaya poised to replicate the successful roll out of Pakuwon City Township in East Surabaya

## Grand Pakuwon Township

West Surabaya

<10 minutes from  
downtown Surabaya  
30 minutes from City  
Center

167.8 ha residential  
township



# Pakuwon Mall

At completion Pakuwon Mall will be Indonesia's largest retail mall with direct connections to 12 condominium towers, 2 hotels and 1 serviced apartment

PAKUWON  
MALL

## Pakuwon Mall

West Surabaya

16.9 ha of land area

960,000 sqm of GFA

4.545 carpark lots



Artist rendering



# Pakuwon Mall Phase 2 and 3

**PAKUWON**  
MALL

**Pakuwon Mall  
Phase 2 & 3**  
West Surabaya

**2** Retail Mall  
**3** condominiums  
**2** hotels

## Completed projects

- Retail mall expansion Phase 2 & 3
- Orchard & Tanglin condominiums
- La Riz condominium
- FourPoints Hotel



Artist rendering



# Pakuwon Mall Phase 4

PAKUWON  
MALL

## Pakuwon Mall Phase 4 West Surabaya

- 3 condominiums
- Retail mall expansion

### Completed projects

- Anderson condominium
- Retail mall expansion



Artist rendering



# Royal Plaza retail mall



## Royal Plaza

South Surabaya

3.2 ha of land area

184,423 sqm of GFA

1,450 carpark lots



# Blok M Plaza retail mall



**Blok M Plaza**  
South Jakarta

1.1 ha of land area  
64,049 sqm of GFA  
600 carpark lots





## Appendix B

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# PT Pakuwon Permai acquisition





# Acquisition summary

## Acquisition of 67.1% of PT Pakuwon Permai ("PP") for Rp1,685bn (US\$138.1m), net of cash on PP balance sheet

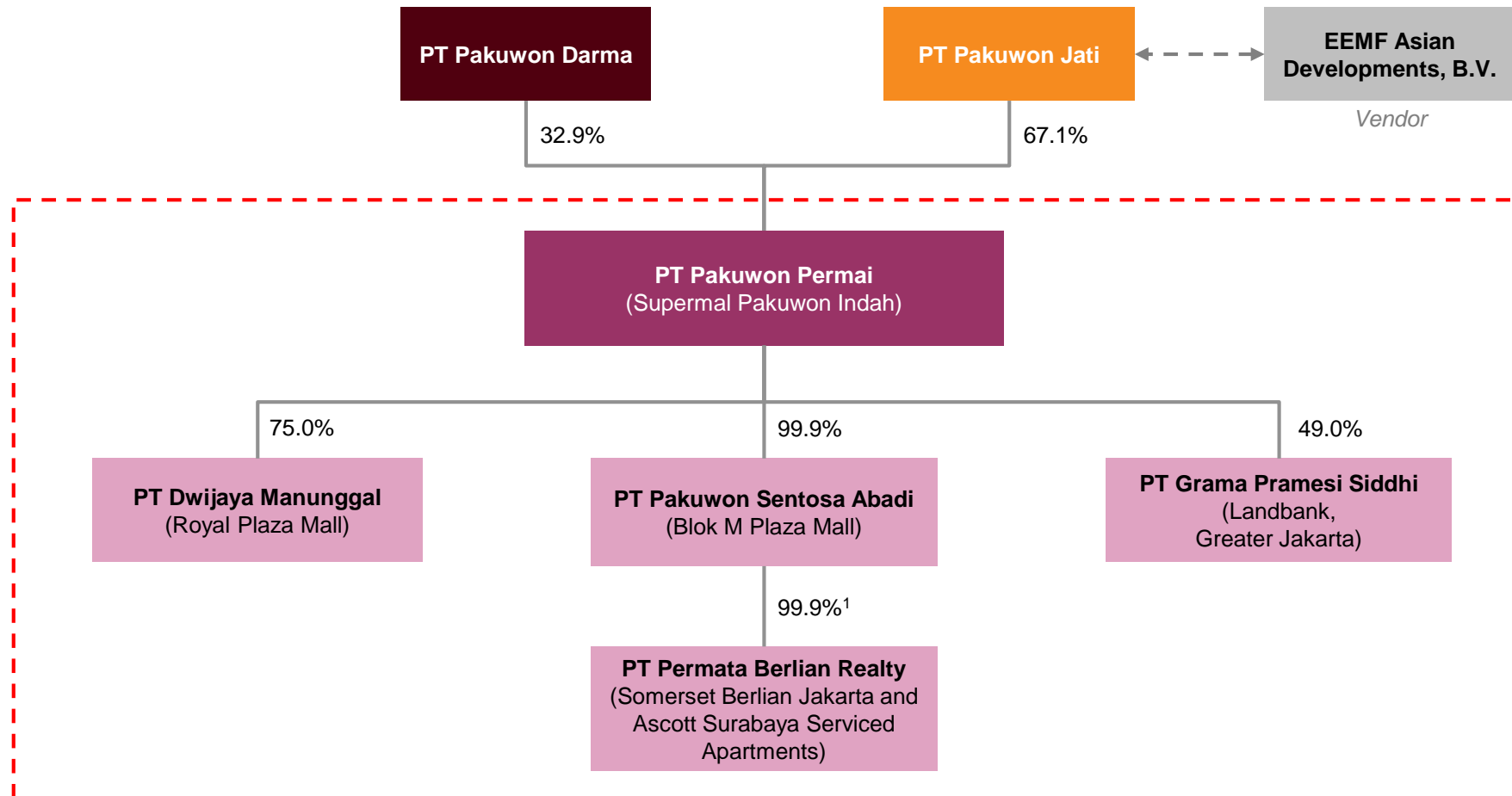
<b>Overview of target</b>	<ul style="list-style-type: none"> <li>• 67.1% of PT Pakuwon Permai ("PP"), which owns 1 superblock (retail, condos, hotel/serviced apartment) + 2 standalone retail malls + 1 standalone serviced apartment               <ul style="list-style-type: none"> <li>– <i>Retail mall NLA</i>: 178k<sup>1</sup> sqm existing &amp; operational + 86k sqm pipeline to start construction in the next 2 years</li> <li>– <i>Hotel/serviced apartment</i>: 147<sup>2</sup> rooms existing + 791 rooms under construction</li> <li>– <i>Condominium GSA</i>: 101k sqm under construction + 122k sqm pipeline to start construction in the next 2 years</li> </ul> </li> <li>• Remaining 32.9% owned by PT Pakuwon Darma ("PD"), an affiliated company of Pakuwon Jati ("PWON")               <ul style="list-style-type: none"> <li>– PWON has no near term plans to acquire PD's stake in PP</li> </ul> </li> </ul>
<b>Target financials (based on 100% of PP)</b>	<ul style="list-style-type: none"> <li>• FY2014 recurring revenue of Rp388.7bn (US\$31.2m)<sup>3</sup></li> <li>• FY2014 recurring EBITDA of Rp226.5bn (US\$18.2m)<sup>3</sup></li> <li>• PP is debt-free and has Rp980.4bn (US\$80.4m) of cash and cash equivalents<sup>4</sup></li> </ul>
<b>Purchase consideration</b>	<ul style="list-style-type: none"> <li>• Purchase consideration to vendor: Rp2,343bn (US\$192.0m)</li> <li>• Purchase consideration net of cash on PP balance sheet: Rp1,685bn (US\$138.1m) (based on 67.1% of cash on PP B/S)</li> </ul>
<b>Funding source</b>	<ul style="list-style-type: none"> <li>• Net proceeds from US\$200m 2019 USD bonds issued in July 2014</li> </ul>
<b>Completion</b>	<ul style="list-style-type: none"> <li>• 10 October 2014</li> </ul>

### Notes:

- 1 Retail mall NLA excludes sold area of 20,693 sqm
- 2 10 out of 147 units have been sold to 3rd party investors, who in turn receive 5% of all net income generated by the Somerset Berlian
- 3 USD FY 2014 recurring revenue and EBITDA based on USD:IDR of 1:12,440 as at 31 December 2014, for illustrative purposes only
- 4 Based on audited balance sheet as of 30 June 2014, including cash on hand, mutual funds, and bond investments classified as current assets USD:IDR of 1:12,200 used as at PP acquisition date, for illustrative purposes only



# Acquisition shareholding structure



Note:

<sup>1</sup> Ownership as at date of acquisition; 49% owned as at 30 Jun 2014

# Rationale for the acquisition

1	<b>In line with current strategy and core expertise</b>	<ul style="list-style-type: none"> <li>Diversify current portfolio with the addition of 1 new superblock, 2 retail malls and 1 serviced apartment</li> <li>Continued balanced mix between recurring and development income, with 23.1% increase in recurring revenue<sup>1</sup></li> <li>Continued balanced mix between Jakarta and Surabaya</li> </ul>
2	<b>53% increase in operating retail mall NLA</b>	<ul style="list-style-type: none"> <li>Immediate addition of 178k sqm of retail NLA across 3 malls, with planned expansions of 86k sqm to start construction in the next 2 years</li> <li>High quality malls with strong anchor tenants and consistently high occupancy</li> <li>Improves economies of scale and creates a stronger leasing network across Indonesia's two largest cities</li> </ul>
3	<b>41% increase in operating hotel rooms</b>	<ul style="list-style-type: none"> <li>Immediate addition of 147 hotel rooms, with further development of 791 rooms under construction</li> <li>High quality hotels with strong occupancy and rising RevPAR</li> <li>Diversifies hotel managers to include Ascott/Capitaland</li> </ul>
4	<b>74% increase in pipeline condominium GSA</b>	<ul style="list-style-type: none"> <li>101k sqm GSA condominium towers currently under construction, of which 65.0% pre-sold</li> <li>Further 3 towers to be launched and begin construction over the next 2-3 years</li> <li>Increase in condominium GSA to drive further growth in pre-sales</li> </ul>
5	<b>Expected increase in earnings and accelerated growth</b>	<ul style="list-style-type: none"> <li>Acquisition funded via net proceeds from US\$200m 2019 bonds issued in July this year</li> <li>Immediate addition to EBITDA will be supportive of credit metrics</li> <li>Additional c.Rp2.5trn (c.US\$205m) of capex targeted from 2015 to 2017, on top of c.Rp351.5bn (US\$28.8m) of capex that has already been incurred on projects under construction<sup>2</sup></li> </ul>

Notes:

1 Based on FY2014 financials

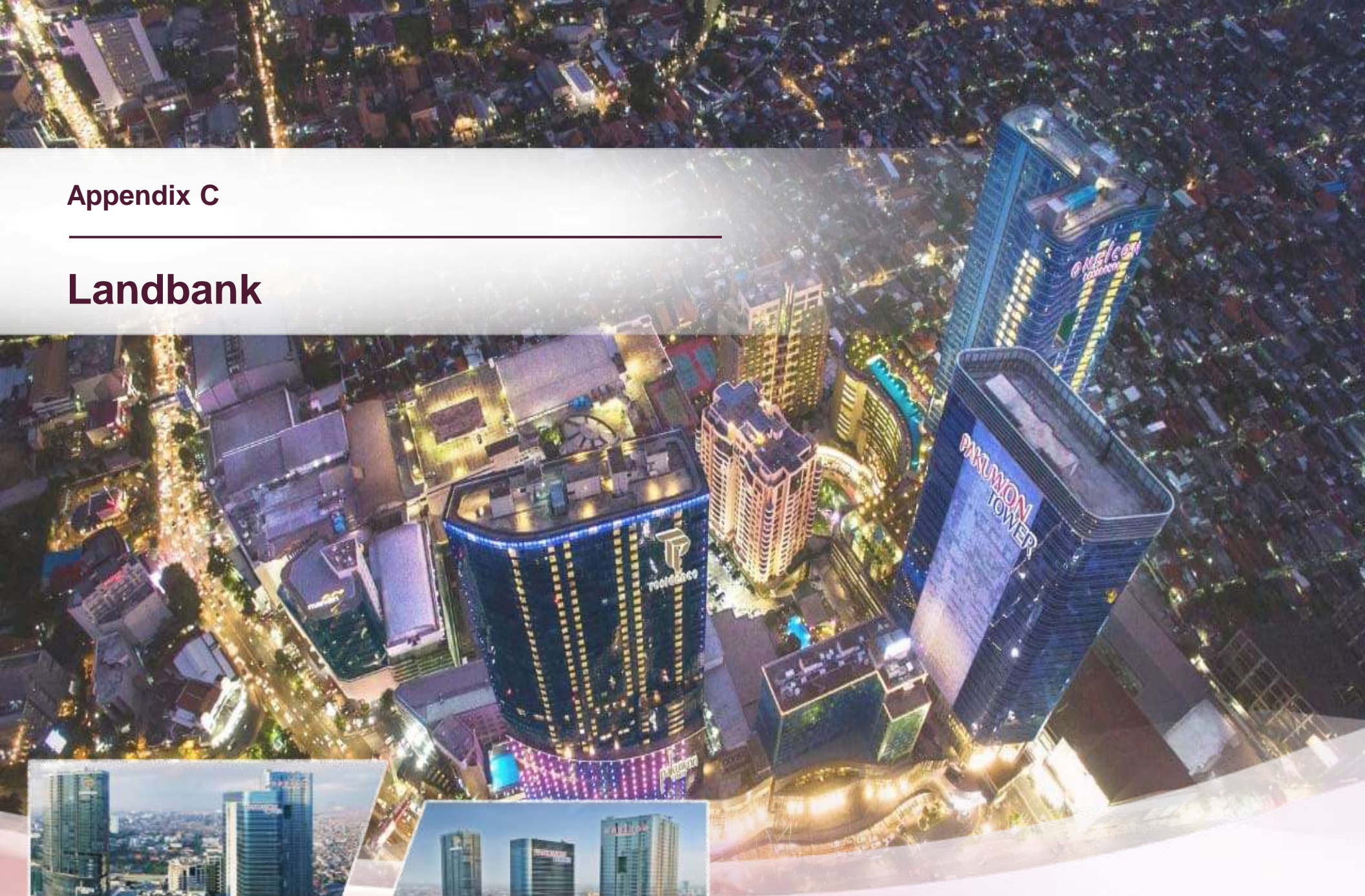
2 As of 30 June 2014



## Appendix C

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# Landbank



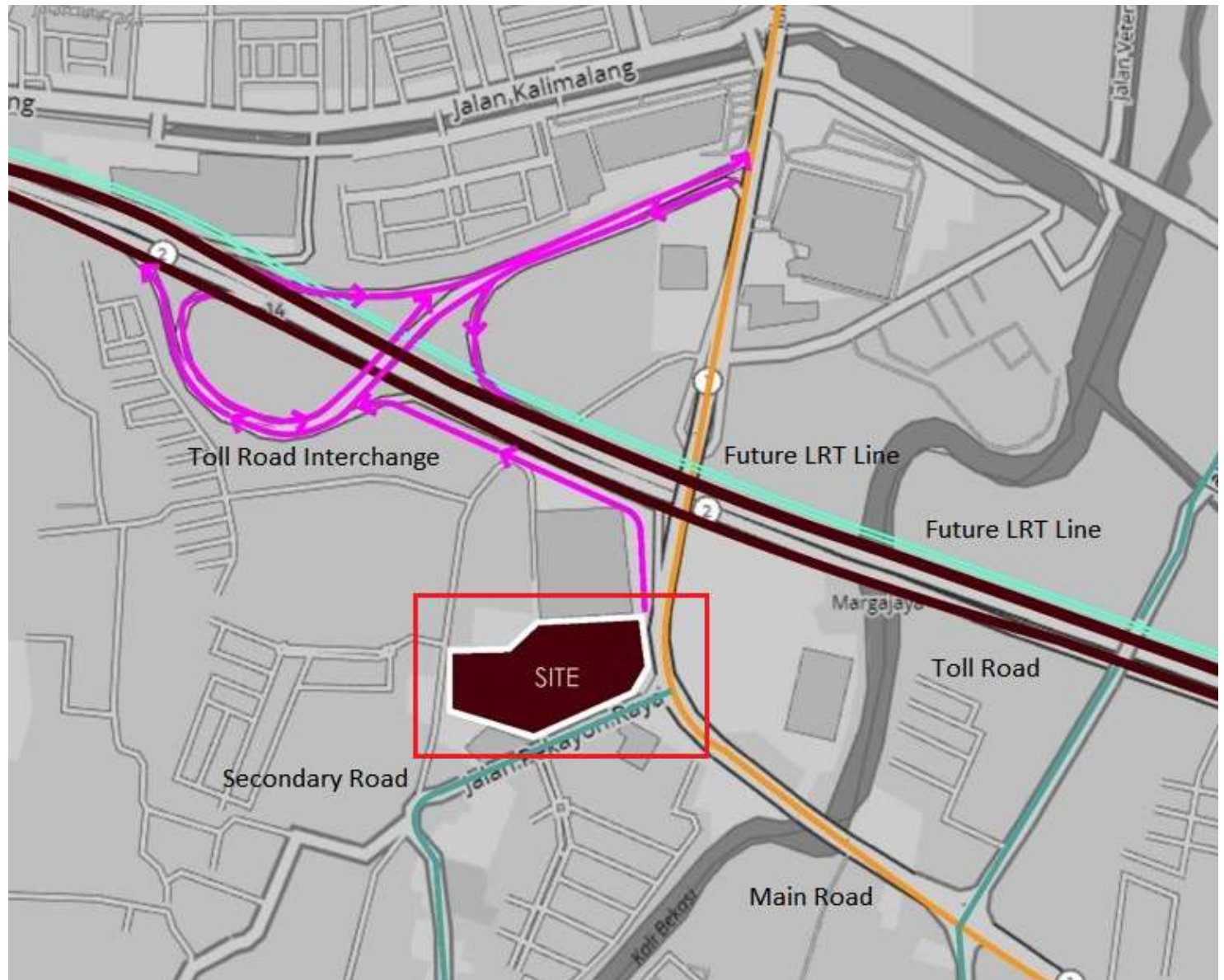


# Expansion into Greater Jakarta – *Site map*

## Site overview

Location : Jl. Pekayon Raya  
Bekasi - Jakarta

Land Size : 36,000 sqm





# Bekasi Future Development

## Bekasi Project Greater Jakarta

1 Retail Mall  
4 condominiums  
2 hotels



4 condominiums  
GSA: 119,000 sqm

4-star & 3-star Hotel  
324 rooms

Retail Mall  
NLA: 43,000 sqm

Artist rendering

# Pakuwon Mall Phase 5 Future Development

## Pakuwon Mall Phase 5 Project

West Surabaya

3 condominiums



3 condominiums  
GSA: 104,858 sqm

Artist rendering



# Expansion into South Jakarta CBD – Summary

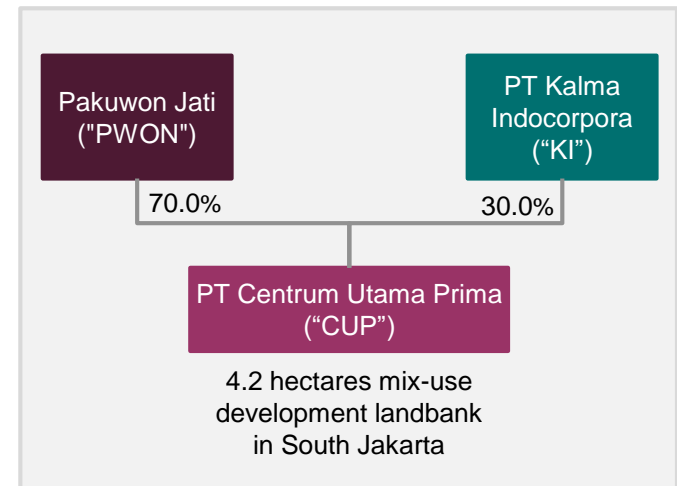
## Overview: Acquisition of land in Simatupang, South Jakarta

- 1 Pakuwon Jati ("PWON") together with two partners acquired **4.2 hectares of land in South Jakarta for Rp.490 billion**, through its joint-venture company PT Centrum Utama Prima ("CUP")
  - Drawing from internal cash flows **PWON invested Rp.247.5 billion in cash for a 45.0% stake in CUP**
  - Executed in partnership with two non-affiliated privately held property companies who own 30.0% and 25.0% of CUP
  - PWON acquired 25% of shares in CUP for Rp.187 billion from MDS on 27 August 2014
- 2 The land parcel was acquired from Jakarta International School ("JIS") through a closed auction bid arranged by Colliers International Indonesia
- 3 The JIS land along with land owned by the two non-affiliated property companies were amalgamated and acquired by CUP to facilitate better main road access into the project
- 4 Land will be utilised for a **mixed-use development with condominiums, offices and F&B components**
- 5 PWON will draw on its expertise to lead the master planning, development, sales as well as leasing and property management

## Rationale for acquisition

- ✓ Expansion of core business into prime South Jakarta area, **tapping into South Jakarta CBD**
- ✓ **Balanced revenue growth** from the project's sales and leasing potential
- ✓ Sizeable land plot expected to sustain around **8 years of development**
- ✓ **Leverages on synergies** with PWON's management team and core expertise

## Ownership structure



# Expansion into South Jakarta CBD – *Location map*

Strategically located 20 minutes from Superblock Gandaria City, with direct access to TB Simatupang and Jakarta Outer Ring Road





# Expansion into South Jakarta CBD – Site map

## Site overview

Location	Jl. TB Simatupang RT002 /RW001
	Kebagusan Pasar Minggu Jakarta Selatan
Land Size	: 44,725 sqm

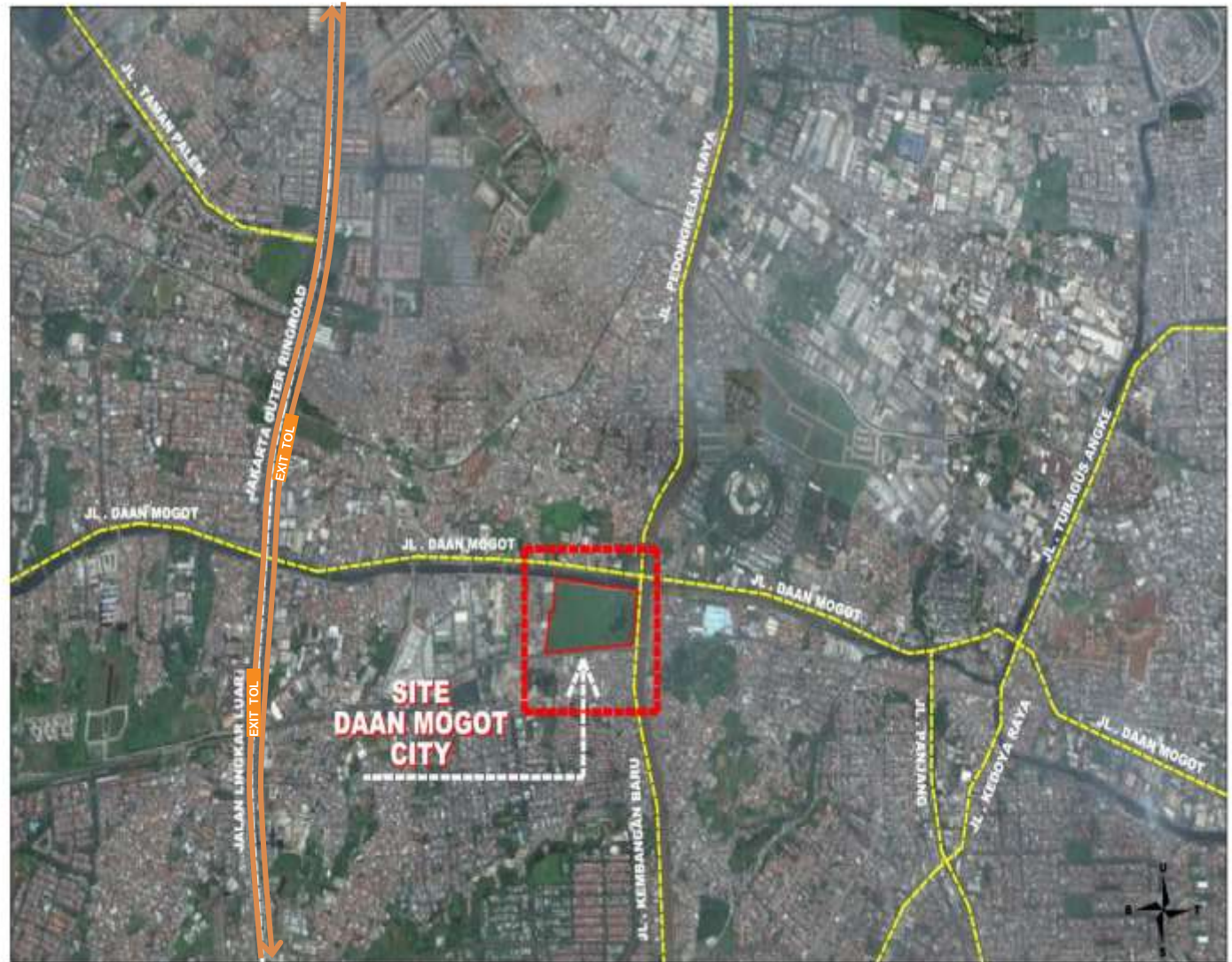




# Expansion into West Jakarta – *Site map*

## Site overview

Location	:	Jl. Daan Mogot Rawa Buaya Cengkareng Jakarta Barat
Land Size	:	110,000 sqm



SITE LOCATION  
DAAN MOGOT CITY



## Appendix D

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# Healthcare & Hospital expansion



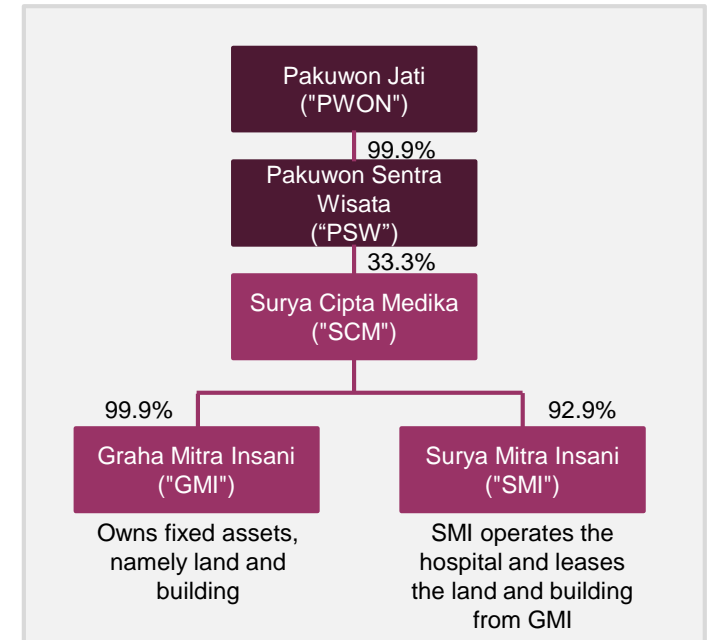


# Healthcare expansion - *Diversifying recurring income base*

## Overview: Acquisition of Usada Insani Hospital ("RSUI")

- 1 Pakuwon Jati ("PWON"), through its wholly owned subsidiary PT Pakuwon Sentra Wisata ("PSW") has **acquired a 33.3% stake in PT Surya Cipta Medika ("SCM")**, a **company engaged in the provision of healthcare services and hospital ownership**
- 2 PWON has undertaken this transaction in partnership with PT Menjangan Sakti ("Mensa Group") and PT Elang Mahkota Teknologi Tbk ("Emtek")
  - Each partner holds an equal investment of 33.3% in SCM
- 3 Drawing on internal cash flows PWON invested Rp.31 billion in cash for its 33.3% stake in SCM
  - Funds received was used for the acquisition of RSUI and equipment
- 4 In 2016, Mensa Group sold 33.3% stake to Emtek

## Ownership Structure



## Rationale for acquisition

- ✓ **High quality asset** with significant growth prospects
- ✓ Enlarges recurring income via a **complementary and scalable platform**
- ✓ Taps into Indonesia's nascent **healthcare growth story**
  - **Increases stability of recurring income** given robust underlying fundamentals of healthcare
- ✓ **Leverages on synergies** within PWON's townships and mixed-use development to enhance value
- ✓ Measured entry into a new space with **experienced partners to minimise execution/operational risk**
- ✓ Platform for **corporate social responsibility** programs



# Healthcare expansion – *Asset overview*

## External View



## Facilities & Equipment



## Hospital Overview

Location	: Jl. KH. Hasyim Ashari No. 24, Cipondoh – Tangerang
Established	: September 1991
Land Size	: 14,030 sqm
Building size	: 17,000 sqm
Parking	: 150 cars; 300 motorcycles

## Beds and Rooms

Beds	: 350; Bed Occupancy Ratio (BOR) of around 70%
Operating rooms	: 6; Approximately 450 procedures per month
Obstetric rooms	: 6

## Facilities

- Laboratories
- Chemotherapy
- Echocardiography
- ECG (Electro Cardiography)
- EEG (Electro Encephalography)
- CTG (Cardio Tocography)
- Cathlab (PCI, Angiography)
- Ambulance service
- Operating theatre
- CSSD / Sterilisation
- Isolation rooms
- Physiotherapy
- Spirometry
- Audiometry
- Treadmill

## Services

- Outpatients – Consultations and care with 11.000 patient per month
- Inpatients - Ward rooms and care (VVIP, VIP, Class 1, Class 2, Class 3)
- 3 Pharmacies
- Intensive Care Unit (ICU)
- Polyclinic
- Hemodialysis
- Medical Check Up
- Pathology
- Pharmacy
- Medical Rehabilitation
- Emergency Care
- Center of Excellence : Orthopedic Center
- Center of Excellence : Vascular Surgery



## Appendix E

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# Senior Unsecured Notes due 2024





# Offering Summary

<b>Notes Offered</b>	US\$250mn aggregate principal amount of 5% Senior Unsecured Notes due 2024 (the “Notes”)
<b>Maturity Date</b>	Feb 14, 2024
<b>Interest</b>	The Notes will bear interest from and including Feb 14, 2017, payable semi-annually in arrears
<b>Issuer Ratings</b>	Ba3, stable (Moody's) / BB-, stable (S&P) / BB-, stable (Fitch)
<b>Security Ratings</b>	Ba3 / BB- / BB-
<b>Tenor</b>	7NC4 years
<b>Distribution</b>	Reg S only
<b>Covenants</b>	Standard high yield covenants, including an FCCR test of not less than 2.5x
<b>Use of Proceeds</b>	Redemption of 2019 note and general corporate purposes