



Pakuwon Jati

Results Presentation -3Q 2018

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Section 1

Results summary



Results summary

<i>(Rp bn unless otherwise stated)</i>	3Q 2018	3Q 2017	Variance	Comments
Revenue	5,229	4,394	+19.0%	} 19% increase in recurring revenues and 19% increase in development revenue recognition. Pakuwon Permai contributed Rp 1,143bn(22%) of revenues.
Gross Profit¹	3,080	2,529	+21.8%	
<i>Gross Profit Margin (%)</i>	58.9%	57.6%		
EBITDA¹	2,992	2,435	+22.9%	
<i>EBITDA Margin (%)</i>	57.2%	55.4%		
Net Income for the Period²	2,302	1,767	+30.3%	
<i>Net Income Margin (%)</i>	44.0%	40.2%		
Net Income Attributable to Owners²	2,083	1,646	+26.5%	
<i>Net Income Margin (%)</i>	39.8%	37.5%		
Earning Per Share (Rp)²				
Basic	43.25	34.18	+26.5%	
Diluted	N/A	N/A	N/A	

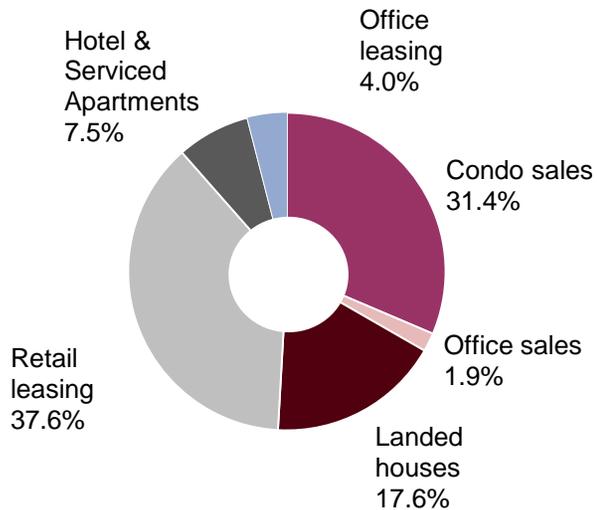
Notes:

1 Adjusted for acquisition related COGS from goodwill costs of Rp14bn in 3Q 2018 and Rp23bn in 3Q 2017

2 Adjusted for acquisition COGS from goodwill costs of Rp14bn in 3Q 2018 and Rp23bn in 3Q 2017, forex gain (loss) of (Rp284bn) and (Rp14bn) in 3Q 2018 and in 3Q 2017, respectively, gain (loss) on derivative of (Rp5bn) and (Rp34bn) in 3Q 2018 and in 3Q 2017, respectively, and penalty on redemption of bond payable of Rp154bn in 3Q 2017

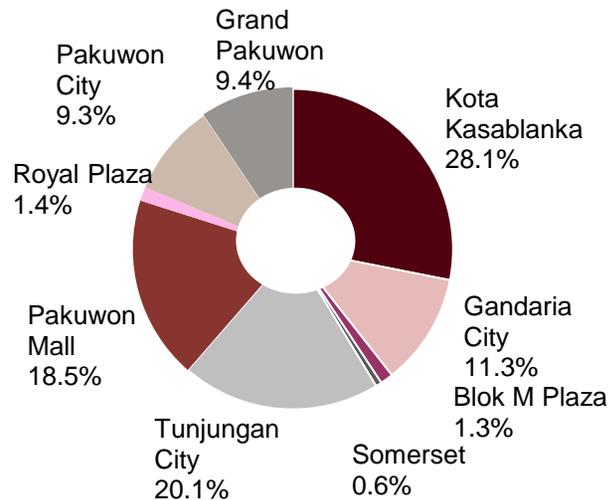
Results breakdown

Revenue by segment (3Q2018)



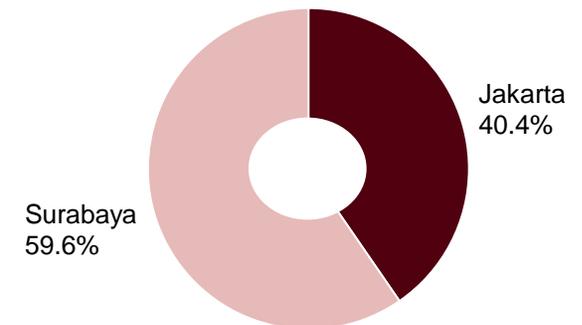
- **49%** recurring revenue
- Contribution of recurring income continues to be driven by retail mall leasing income
- Increased residential sales recognition of condominiums and landed houses
- PWON continues to target long term 50/50 recurring/development

Revenue by project (3Q2018)



- Increased revenue contribution of Surabaya projects primarily from Tunjungan Plaza 6, Pakuwon Mall and Pakuwon City
- Increased revenue contribution of Jakarta projects primarily from Kota Kasablanka phase 2

Revenue by geography (3Q2018)



- 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

- ✓ 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

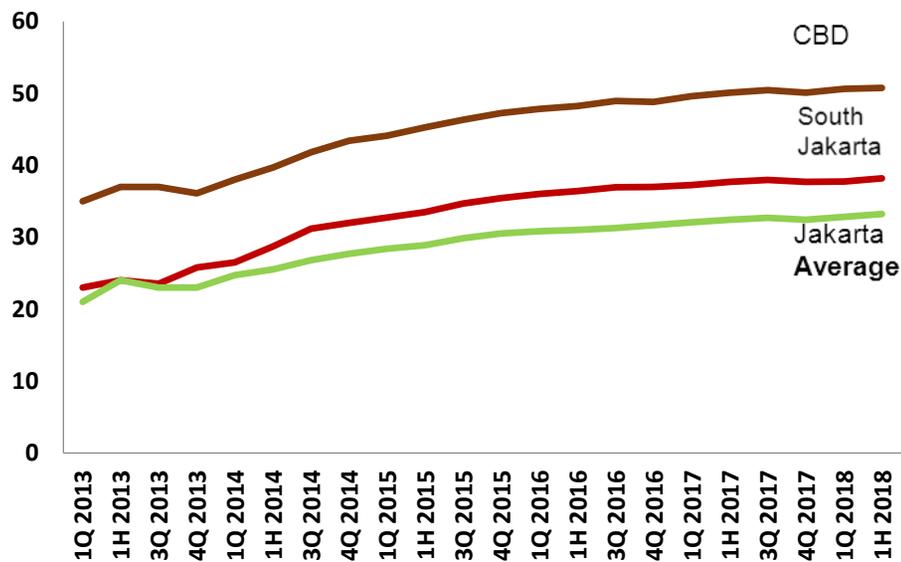
Business summary



Residential market update

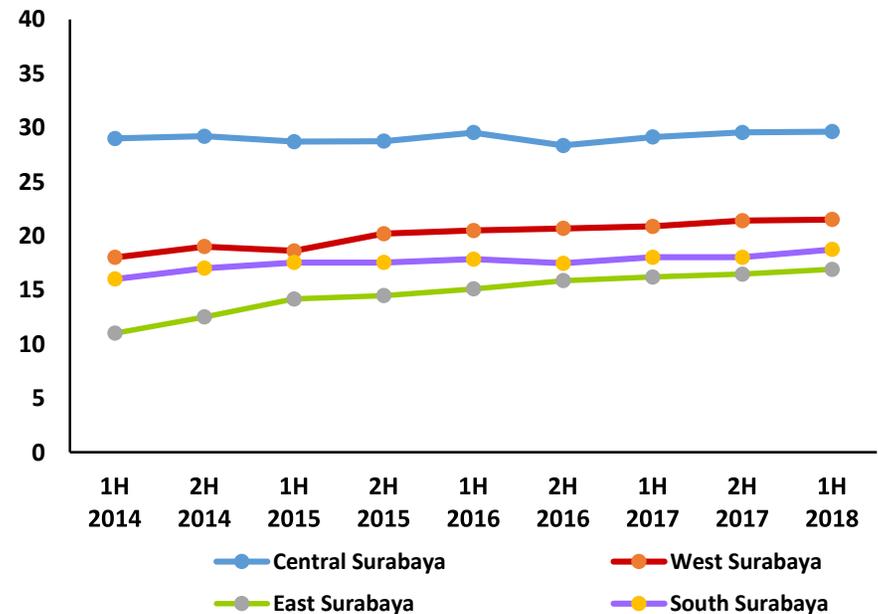
Residential sales in prime locations by established developers remain resilient despite moderate softening in broader non-prime locations

ASPs of condos in Jakarta (Rpm psm)



Source: Colliers Apartment Market Report – Jakarta 1H 2018

ASPs of condos in Surabaya (Rpm psm)

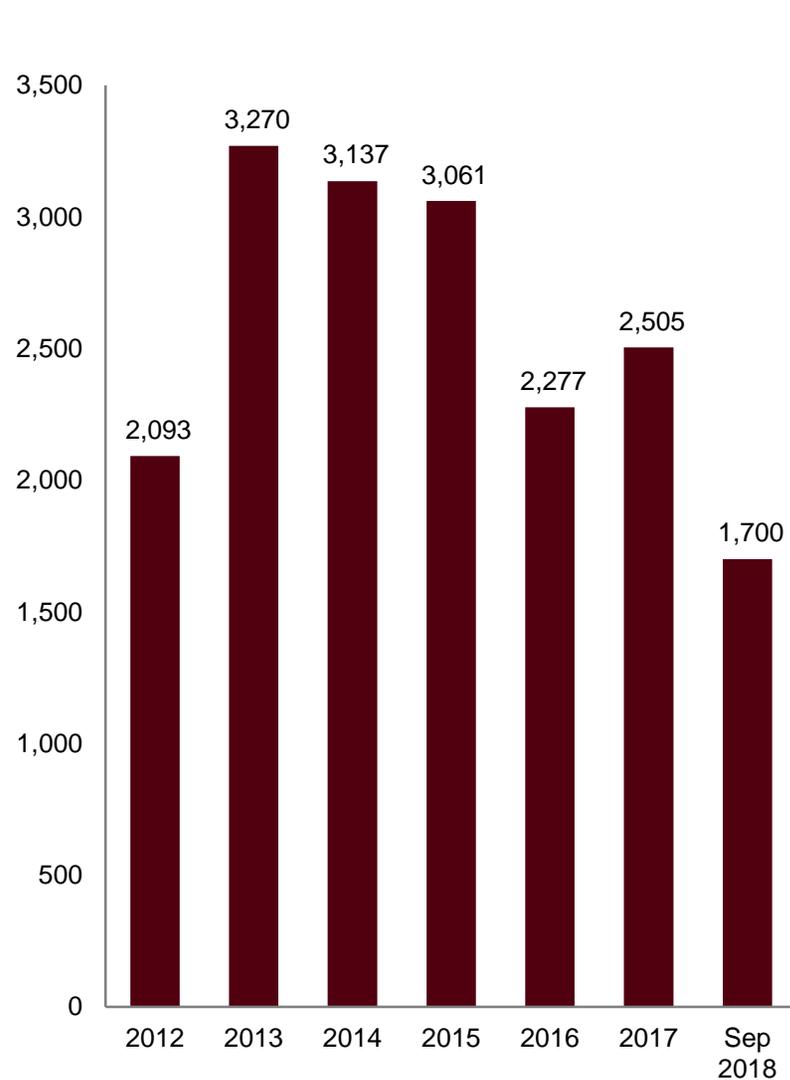


Source: Colliers Apartment Market Report – Surabaya 1H 2018

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
Kota Kasablanka	88 Kasablanka A	Office	36.3K	100% ¹	Completed
	Casa Grande	Condo	96.2K	100%	Completed
	Angelo	Condo	36.9k	80%	Finishing stage
	Bella	Condo	36.8k	78%	Finishing stage
	Chianti	Condo	47.3k	57%	Topping off
	Pakuwon Tower	Office	32.1k	5% ¹	Topping off
Tunjungan City	Pakuwon Center	Office	10.1K	88% ¹	Completed
	The Peak	Condo	30.0K	100%	Completed
	One Icon	Condo	48.8K	73%	Finishing stage
	Pakuwon Tower	Office	15.7K	43% ¹	Topping off
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	69%	Foundation stage
Pakuwon Mall	Orchard	Condo	27.6K	100%	Completed
	Tanglin	Condo	32.3K	100%	Completed
	La Riz	Condo	41.4K	98%	Completed
	Anderson	Condo	57.1k	80%	Topping off
	Benson	Condo	53.4k	59%	At level 20
	La Viz	Condo	26.7k	11%	Foundation stage

Company data as at September 30, 2018

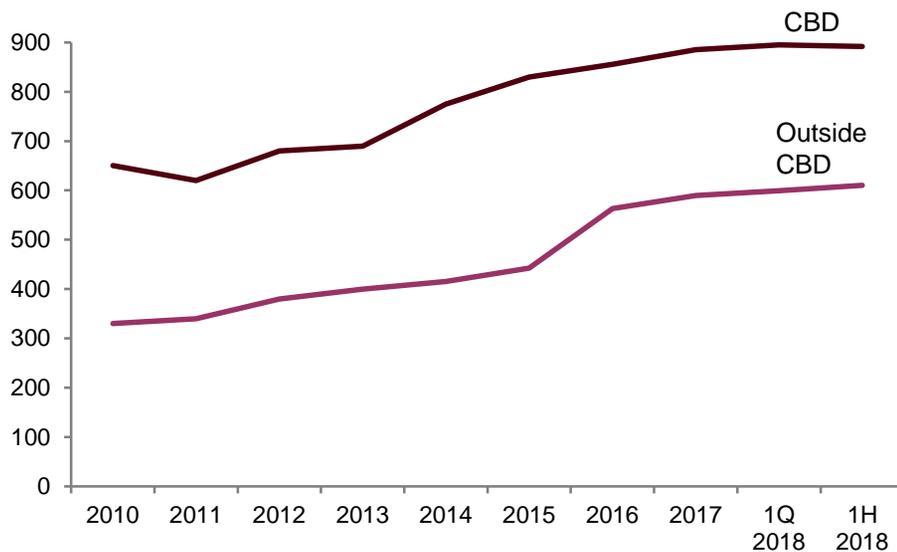
Note: 1 As % of saleable area, excluding approximately 50-60% of area set aside for lease

Note: 2014 includes addition of pre-sales from PT Pakuwon Permai

Retail market update

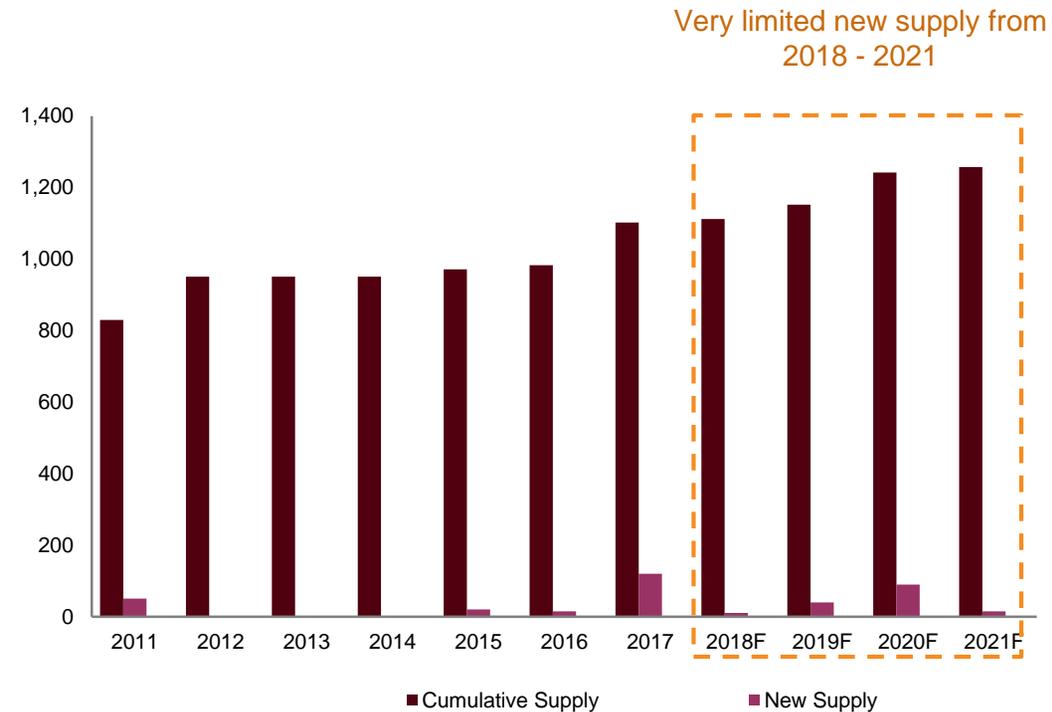
Retail property market helped by limited new supply in Jakarta and Surabaya – driving up occupancy and rents

Average asking base rental rates in Jakarta (Rp'000 psm / month)



Source: Colliers Retail Market Report - Jakarta 1H 2018

Cumulative retail supply in Surabaya (sqm)



Source: Colliers Retail Market Report – Surabaya 1H 2018

Retail malls – Continued strong leasing interest

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

Historical Occupancy

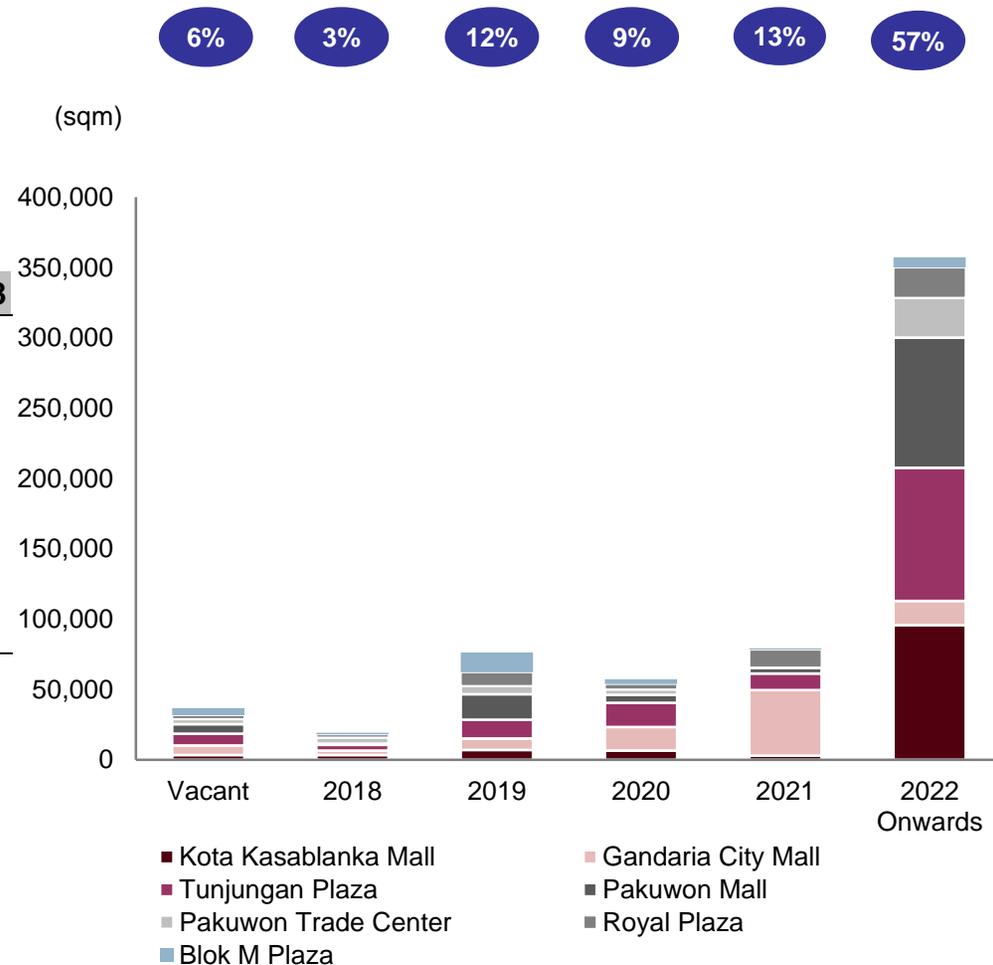
- Maintained strong occupancy across portfolio
- Drop in Blok M occupancy as PWON is only committing to shorter 1-2 year leases due to redevelopment potential from proposed MRT station to be connected to the mall

	2014	2015	2016	2017	3Q 2018
Tunjungan Plaza	99%	98%	94%	98%	94% ¹
Kota Kasablanka Mall	99%	99%	99%	98%	97%
Gandaria City Mall	98%	98%	96%	96%	93%
Pakuwon Mall	91%	91%	89%	94%	95% ²
Pakuwon Trade Center	91%	92%	92%	94%	93%
Royal Plaza	96%	97%	97%	97%	96%
Blok M Plaza	93%	92%	93%	91%	85%

¹ Includes Tunjungan Plaza 6 opened on 23 September 2017

² Includes Pakuwon Mall 2 & 3 opened on 22 February 2017

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 superblocs

Average Office Rental (before service charge)

(Rp'000 psm / month)	2014	2015	2016	2017	3Q 2018	2017 - 3Q 2018 % Chg
Kota Kasablanka Tower A	222	223	226	219	214	(3%)
Kota Kasablanka Tower B	185	168	175	176	176	+0%
Gandaria Tower	185	230	232	236	228	(4%)
Pakuwon Center	-	-	-	159	154	(3%)

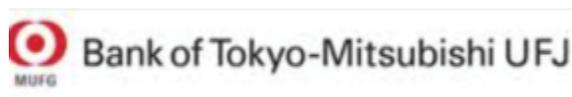
Note: Average office rental USD/IDR exchange rate of Rp12,315 in 2014

Hotel RevPAR

(Rp '000 /room/day)	2014	2015	2016	2017	3Q 2018	2017 - 3Q 2018 % Chg
Sheraton Surabaya	784	717	515	486	572	+18%
Somerset Berlian	887	824	666	705	669	(5%)
Ascott Waterplace	-	-	530	728	745	+2%
Sheraton Grand Jakarta	-	-	510	767	916	+19%
Four Points	-	-	414	503	551	+10%

Note: - Average Somerset RevPAR USD/IDR exchange rate of Rp12,315 and Rp13,118 in 2014 and 2015 respectively

Major office tenants



Hotel brands (existing)



Section 3

Growth & strategy



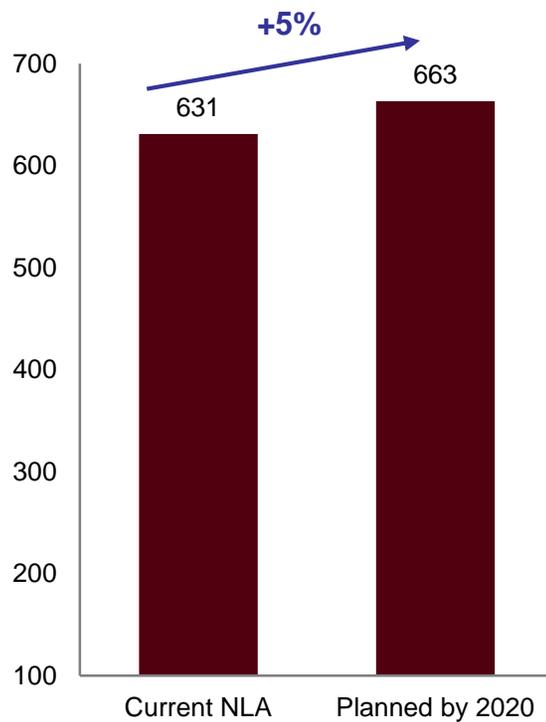
Long term growth strategy on track

- ✓ 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

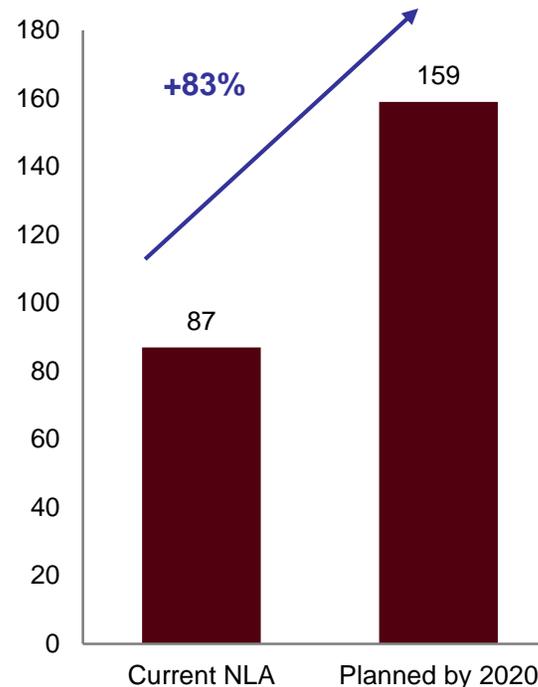
Plans to continue growing retail, office, and hotel portfolio to maintain recurring income mix

Retail Mall NLA Growth



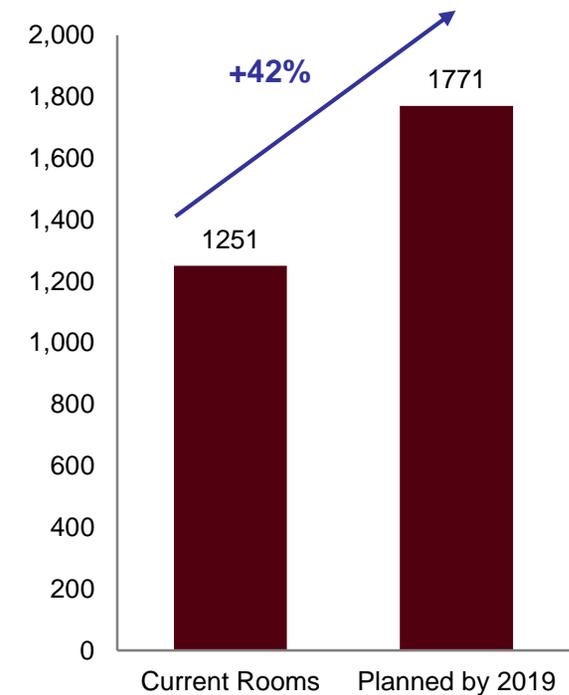
- Pakuwon Mall Phase 4
- East Coast Center 2 Food & Entertainment Center

Office Leasing NLA Growth



- Tunjungan City Phase 6
- Kota Kasablanka Tower C

Hotel Room Growth



- Pakuwon Mall Hotel (Westin & Four Points)

Land bank – Sufficient for >10 years of development

438.8 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	2.1	3.2
East Surabaya	Pakuwon City Township	-	209.8	209.8
	Outside Pakuwon City	-	21.5	21.5
West Surabaya	Grand Pakuwon Township	-	161.9	161.9
	Pakuwon Mall	3.3	2.9	6.2
	Royal Plaza	-	1.8	1.8
	Outside Grand Pakuwon	-	6.9	6.9
Total Land Bank				438.8

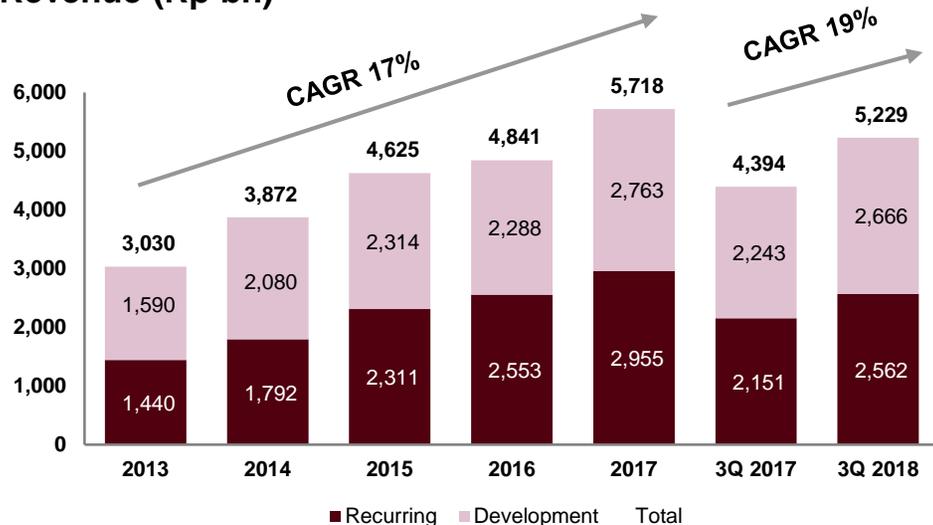
Section 4

Capital management

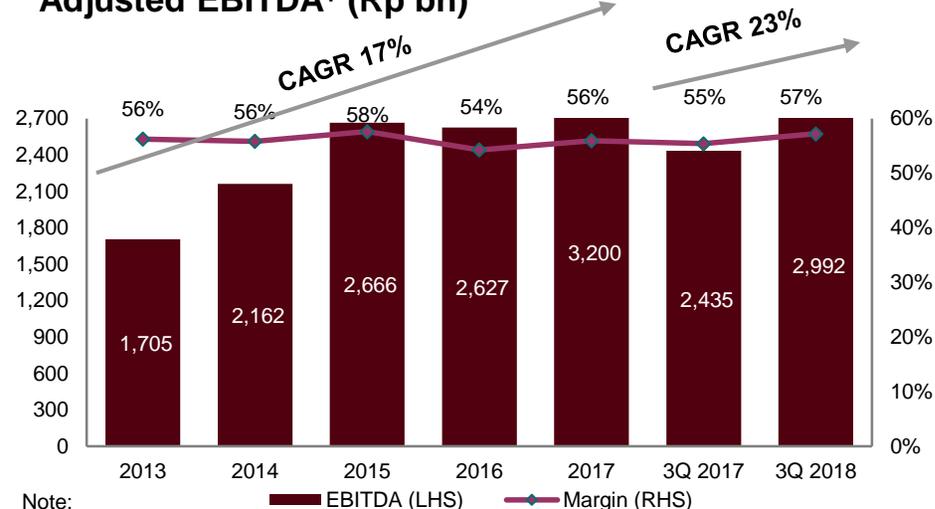


Strong financial growth and optimized capital structure

Revenue (Rp bn)



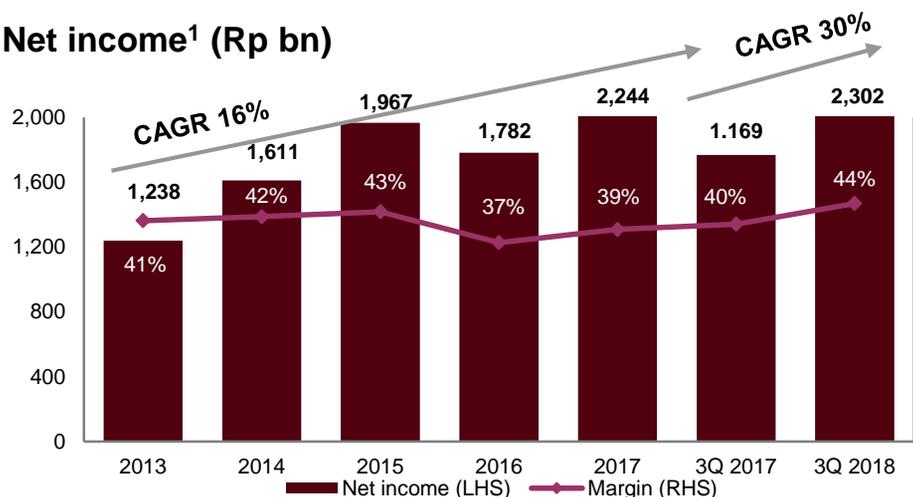
Adjusted EBITDA¹ (Rp bn)



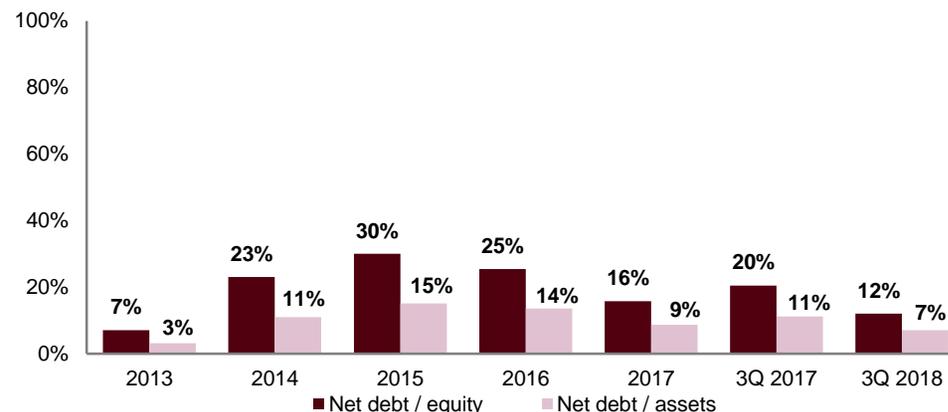
Note:

1. Adjusted for acquisition related COGS from goodwill costs of Rp 59bn, 108bn, 28bn, 26bn, 23bn and 14bn in 2014, 2015, 2016, 2017, 3Q2017 and 3Q2018

Net income¹ (Rp bn)



Consistent deleveraging



Note

1. Adjusted for forex gains/(losses) of Rp(102bn), (40bn), (277bn), 58bn, (25bn), (14bn) and (284bn) in 2013, 2014, 2015, 2016, 2017, 3Q2017 and 3Q2018 ; derivative financial instruments gain/(losses) of Rp (33bn), (76bn), (32bn), (31bn), (34bn) and (5bn) in 2014, 2015, 2016, 2017, 3Q2017 and 3Q2018 and gain on previously held interest of Rp 132bn from the acquisition of 25% stake in PT Centrum Utama Prima, gains on purchase of subsidiaries with discount of Rp 988bn, adjusted for additional COGS from goodwill costs of Rp59bn, 108bn, 28bn, 26bn, 23bn and 14bn in 2014, 2015, 2016, 2017, 3Q2017 and 3Q2018 and penalty on redemption of bond payable of Rp 154bn in 3Q2017

Strong financial position and prudent balance sheet

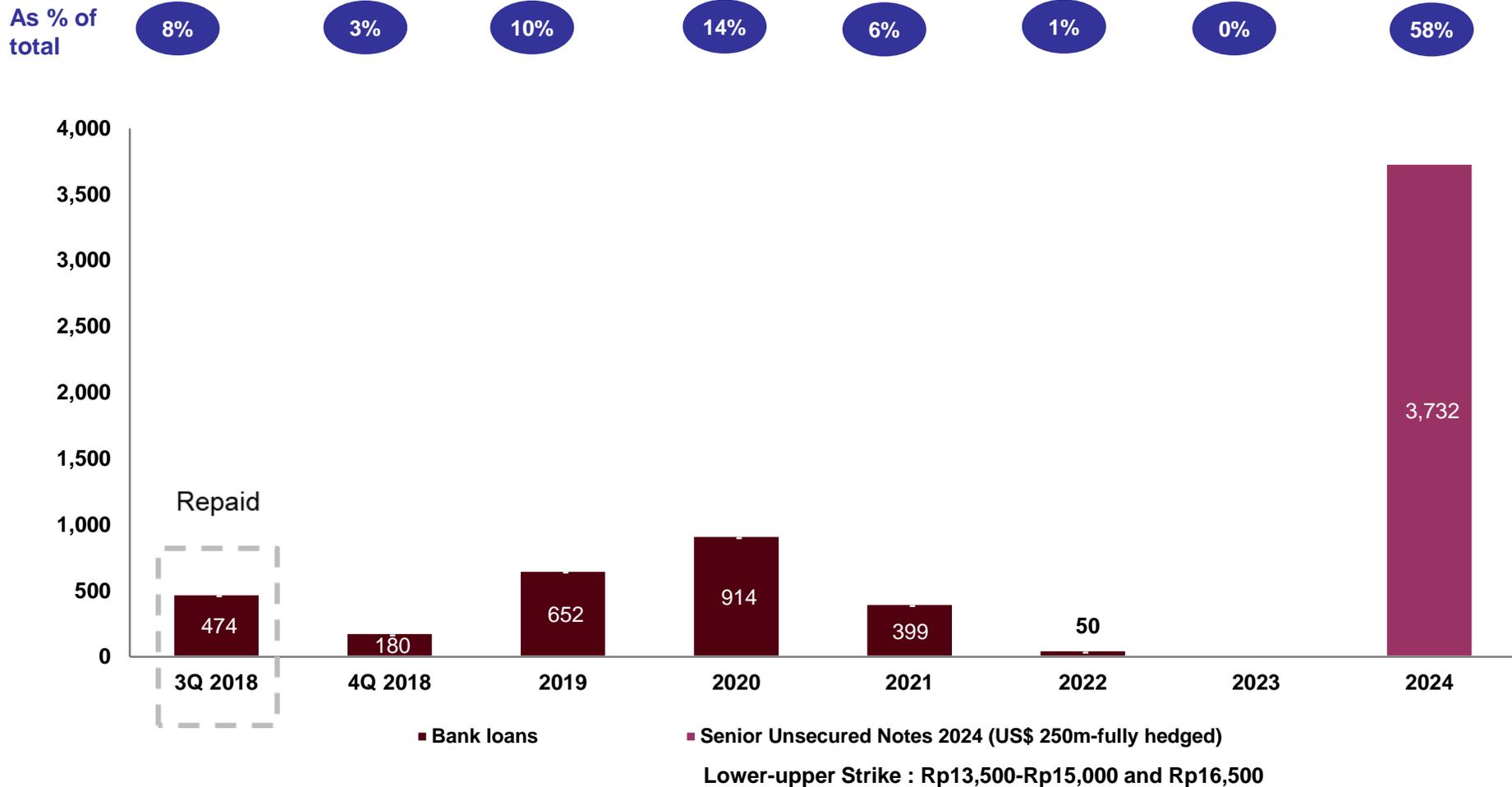
<i>(Rp bn unless otherwise stated)</i>	As of 3Q 2018	As of 3Q 2017
Cash	4,124	3,066
Total Debt ¹	5,927	5,685
Net Debt	1,803	2,618
Net Debt / Equity	12%	21%
Net Debt / Assets	7%	12%
Fixed Charge Coverage Ratio (FCCR) ²	5.2x	3.9x
% Fixed Rate Debt	63%	59%
Credit rating³		
S&P	BB/stable	BB-/stable
Moody's	Ba2/stable	Ba2/stable
Fitch	BB/stable	BB-/positive

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)
3. Received ratings upgrade from S&P and Fitch to BB, stable outlook at 7 June 2018 and Moody's to Ba2, stable outlook as at 13 July 2017

Well balanced debt maturity profile

Average debt maturity of 4.5 years, with cost of debt between 6.1% – 10.2% p.a.¹

Debt Maturity Profile (Rp bn)



Notes:

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

Appendix A

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 36 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



Pakuwon City



Grand Pakuwon



Location	Jakarta Fringe CBD	South Jakarta	Surabaya CBD	East Surabaya	West Surabaya
Description	12.9ha located right next to Jakarta's Golden Triangle. Contains the largest mall in South Jakarta, opened on July 28, 2012	3 rd 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	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
Residential	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: 49k sqm	House and land lot community 4 Educuity condos GSA: 103k sqm ¹ 3 ECM condos GSA: 120k sqm	House and land lot community
Office (for sale)	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	Shophouses, university, schools, and a hospital	
Retail	Middle to upmarket NLA: 111k sqm	Middle to upper middle NLA: 98k sqm	NLA: 103k sqm TP5: NLA: 20k sqm TP6: NLA: 25k sqm	Family shopping centre NLA: 21k sqm East Coast Center 2 Food & Entertainment Center NLA: 20k sqm	
Office (for lease)	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		
Hotel		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.

Note 1 : Remaining 15 planned condo developments

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
Description	<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 & 4 with premium leased retail, residential condos and hotels.</p> <p>Phase 2 & 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.</p> <p>Situated along the main thoroughfare connecting South Jakarta and the central business district.</p> <p>Planned MRT terminal connects directly into the mall (estimated to complete by approx. 2018).</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>
Opening date	PM Phase 1: 2003, PTC: 2004, PM Phase2&3: 2017	2006	1991	2007
Residential	<p>Phase 2: "Orchard" & "Tanglin" towers GSA: 60k sqm</p> <p>Phase 3: "LaRiz" tower GSA: 41k sqm</p> <p>Phase 4: Three condo towers GSA: 137k sqm</p>			
Retail	<p>PM NLA: 47k sqm, PTC NLA: 46k¹ sqm</p> <p>Phase 2 NLA: 37k sqm</p> <p>Phase 3 NLA: 36k sqm</p> <p>Phase 4 NLA: 12k sqm</p>	NLA: 53k ² sqm	NLA: 31k sqm	
Hospitality	<p>316 rooms, 4-star hotel</p> <p>204 rooms, 5-star hotel</p> <p>182 serviced apartment units (Ascott brand)</p>			123 serviced apartment units ³ (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.

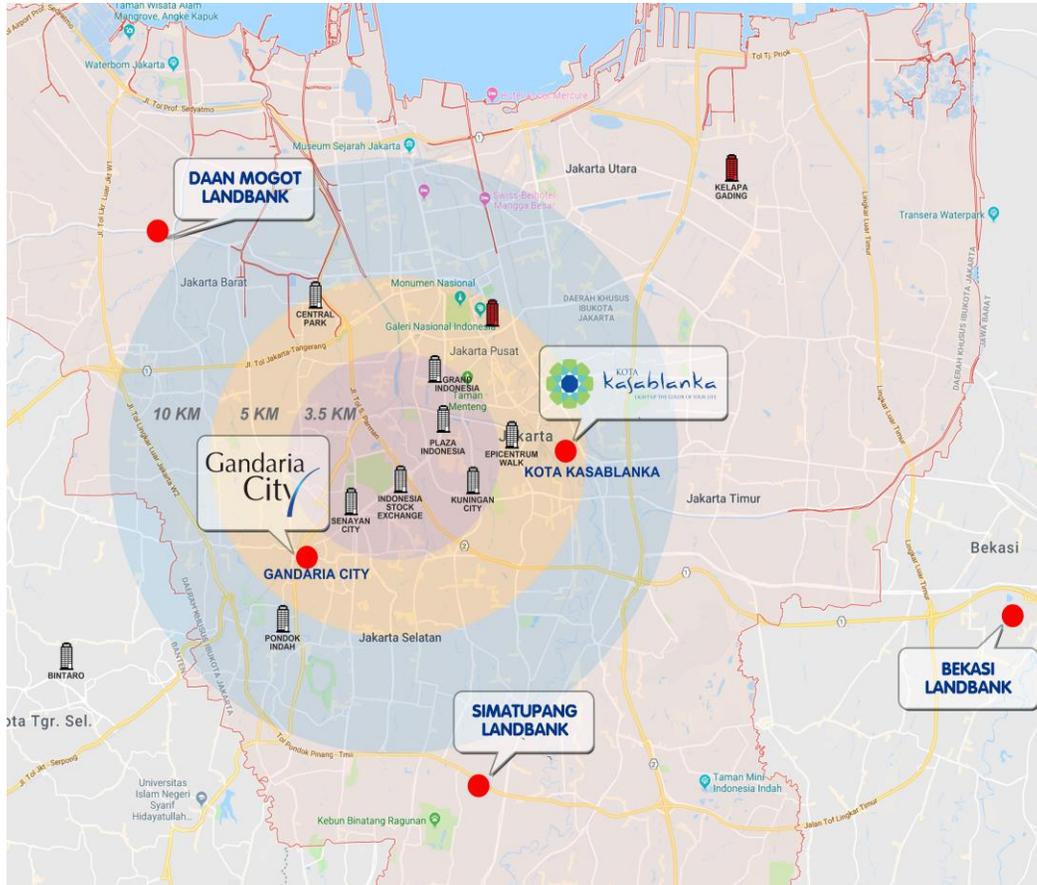
NLA : Net Leasable Area, GSA: Gross Saleable Area

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 3rd party investors, who in turn receive 5% of all net income generated by the Somerset Berlian

Project Locations

Jakarta

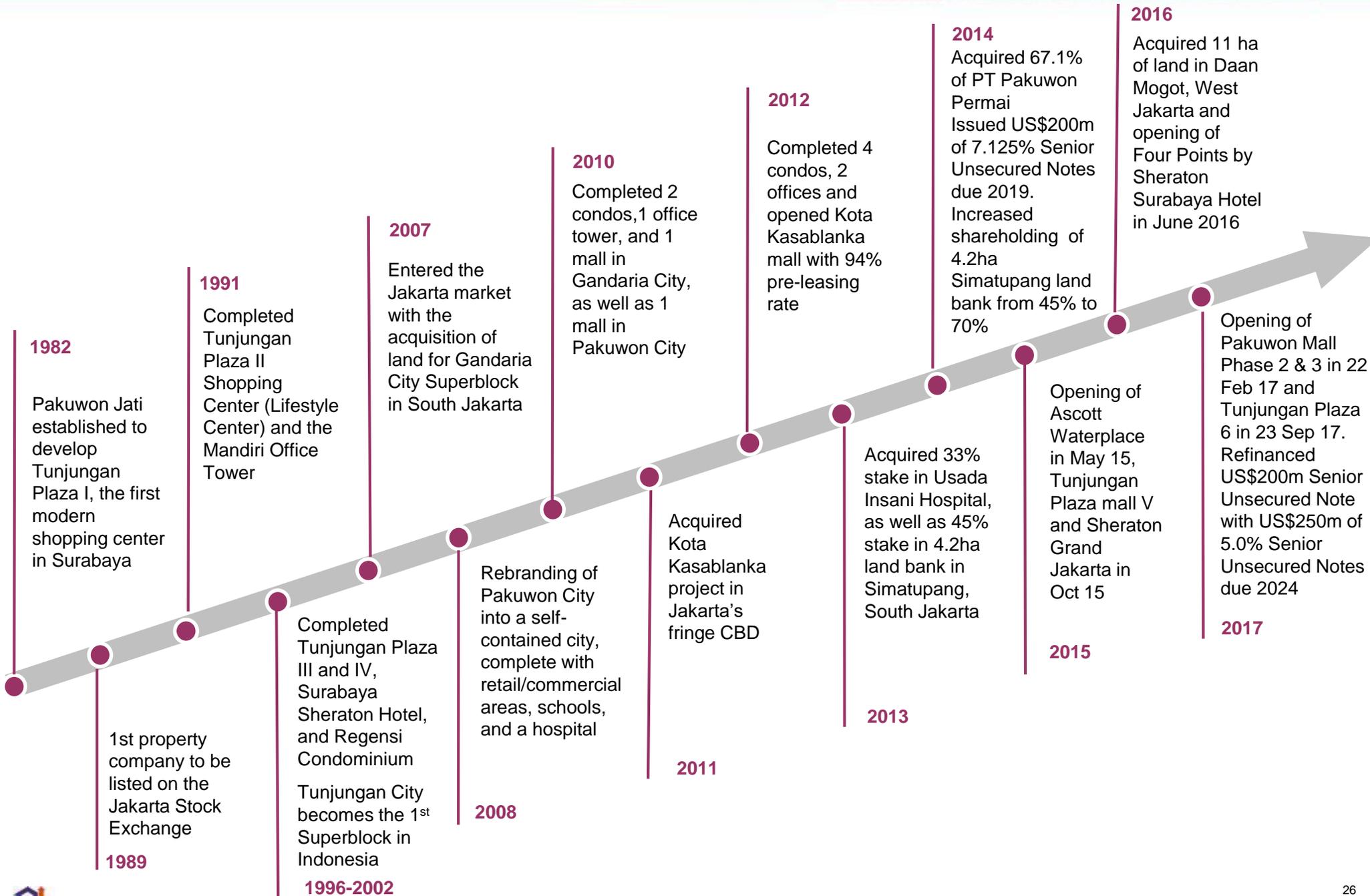


Surabaya



Source: Company Data

36 year track record and growing...



Kota Kasablanka Superblock



KOTA
Kasablanka
LIGHT UP THE COLOR OF YOUR LIFE

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



Kota Kasablanka Phase 2



Kota Kasablanka Phase 2

Jakarta fringe CBD

3 condominiums

1 office block



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 8 TOWER A

Office

NLA : 58,685 sqm



GANDARIA HEIGHTS

Condominiums

GSA : 73,633 sqm

Units : 715



GRAND SHERATON HOTEL

Gandaria City

5-star hotel

Rooms: 293



GANDARIA CITY

Shopping Center

NLA : 98,388 sqm



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

209.8 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
- 182.8 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

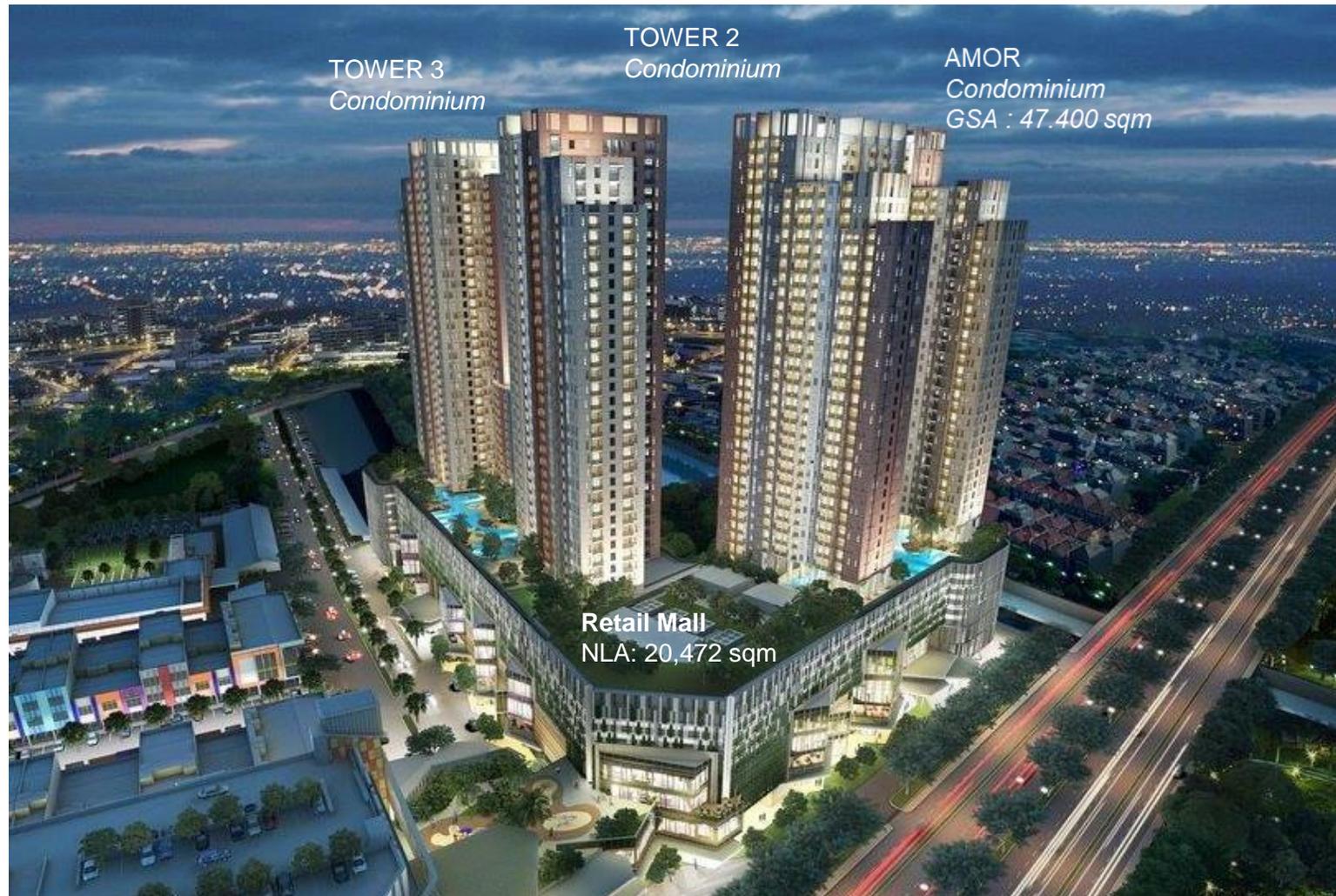


Artist rendering

Pakuwon City – East Coast Mansion

Pakuwon City Residential Township East Surabaya

- **New projects**
3 condominiums
- **Food and Entertainment Center**



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

161.9 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



Artist rendering

Pakuwon Mall Phase 4

PAKUWON
MALL

Pakuwon Mall Phase 4
West Surabaya

- 3 condominiums
- 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

PT Pakuwon Permai acquisition



Acquisition summary

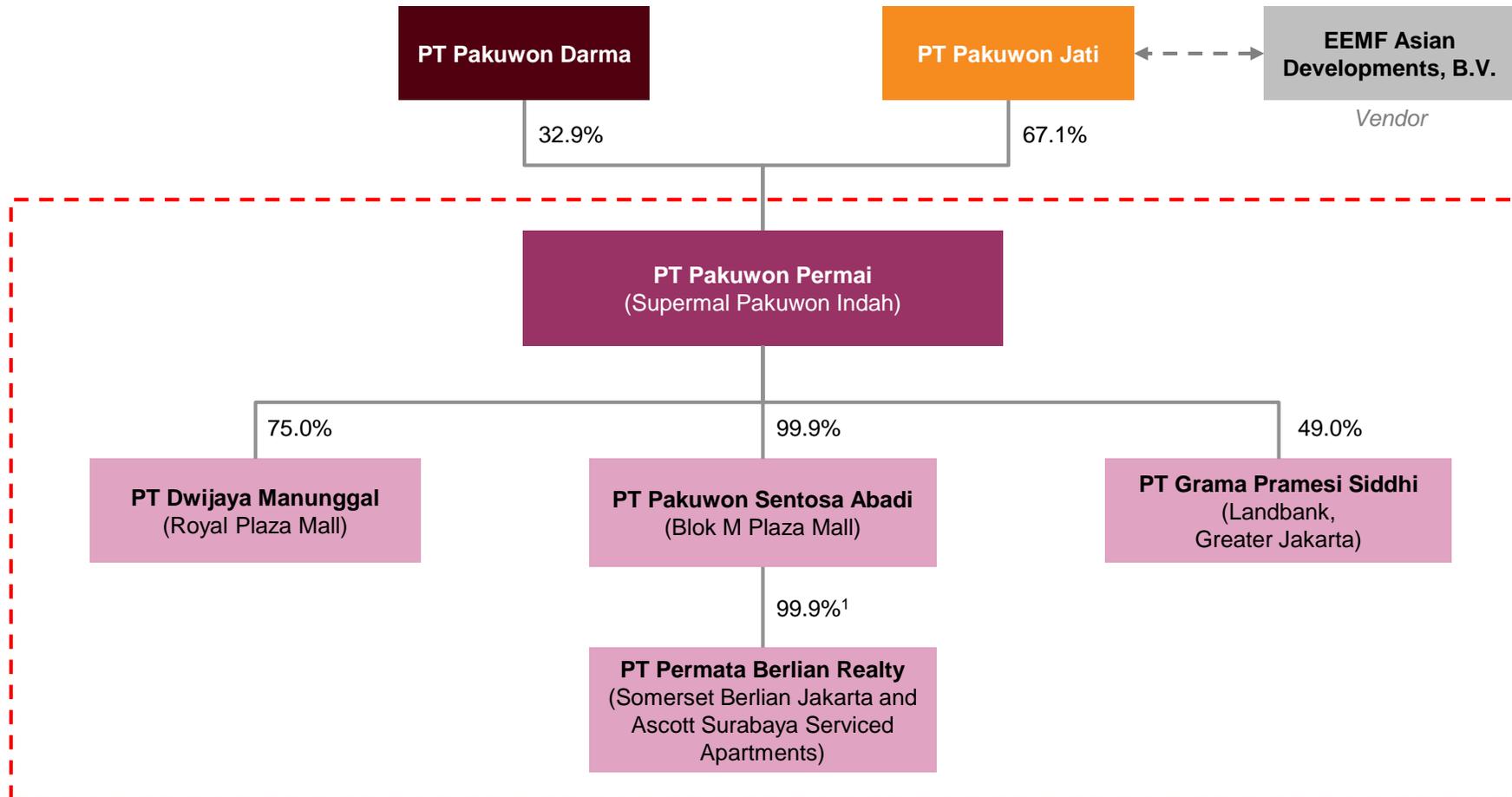
Acquisition of 67.1% of PT Pakuwon Permai ("PP") for Rp1,685bn (US\$138.1m), net of cash on PP balance sheet

Overview of target	<ul style="list-style-type: none"> • 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"> – <i>Retail mall NLA</i>: 178k¹ sqm existing & operational + 86k sqm pipeline to start construction in the next 2 years – <i>Hotel/serviced apartment</i>: 147² rooms existing + 791 rooms under construction – <i>Condominium GSA</i>: 101k sqm under construction + 122k sqm pipeline to start construction in the next 2 years • Remaining 32.9% owned by PT Pakuwon Darma ("PD"), an affiliated company of Pakuwon Jati ("PWON") <ul style="list-style-type: none"> – PWON has no near term plans to acquire PD's stake in PP
Target financials (based on 100% of PP)	<ul style="list-style-type: none"> • FY2014 recurring revenue of Rp388.7bn (US\$31.2m)³ • FY2014 recurring EBITDA of Rp226.5bn (US\$18.2m)³ • PP is debt-free and has Rp980.4bn (US\$80.4m) of cash and cash equivalents⁴
Purchase consideration	<ul style="list-style-type: none"> • Purchase consideration to vendor: Rp2,343bn (US\$192.0m) • Purchase consideration net of cash on PP balance sheet: Rp1,685bn (US\$138.1m) (based on 67.1% of cash on PP B/S)
Funding source	<ul style="list-style-type: none"> • Net proceeds from US\$200m 2019 USD bonds issued in July 2014
Completion	<ul style="list-style-type: none"> • 10 October 2014

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:

¹ Ownership as at date of acquisition; 49% owned as at 30 Jun 2014

Rationale for the acquisition

<p>1</p> <p>In line with current strategy and core expertise</p>	<ul style="list-style-type: none"> • Diversify current portfolio with the addition of 1 new superblock, 2 retail malls and 1 serviced apartment • Continued balanced mix between recurring and development income, with 23.1% increase in recurring revenue¹ • Continued balanced mix between Jakarta and Surabaya
<p>2</p> <p>53% increase in operating retail mall NLA</p>	<ul style="list-style-type: none"> • 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 • High quality malls with strong anchor tenants and consistently high occupancy • Improves economies of scale and creates a stronger leasing network across Indonesia's two largest cities
<p>3</p> <p>41% increase in operating hotel rooms</p>	<ul style="list-style-type: none"> • Immediate addition of 147 hotel rooms, with further development of 791 rooms under construction • High quality hotels with strong occupancy and rising RevPAR • Diversifies hotel managers to include Ascott/Capitaland
<p>4</p> <p>74% increase in pipeline condominium GSA</p>	<ul style="list-style-type: none"> • 101k sqm GSA condominium towers currently under construction, of which 65.0% pre-sold • Further 3 towers to be launched and begin construction over the next 2-3 years • Increase in condominium GSA to drive further growth in pre-sales
<p>5</p> <p>Expected increase in earnings and accelerated growth</p>	<ul style="list-style-type: none"> • Acquisition funded via net proceeds from US\$200m 2019 bonds issued in July this year • Immediate addition to EBITDA will be supportive of credit metrics • 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 construction²

Notes:

1 Based on FY2014 financials

2 As of 30 June 2014

Appendix C

Jakarta land bank

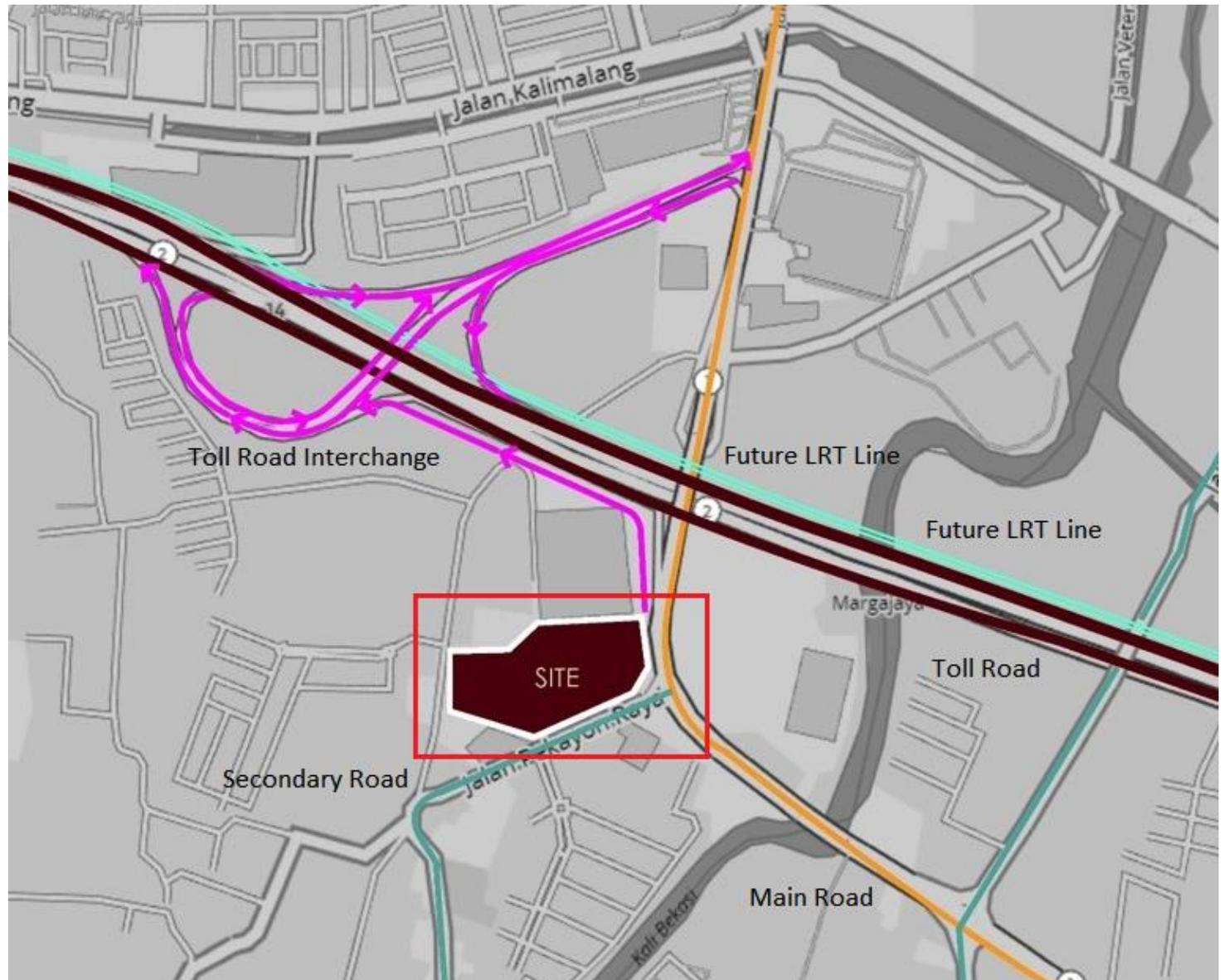


Expansion into Greater Jakarta – Site map

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



Artist rendering

Expansion into South Jakarta CBD – Summary

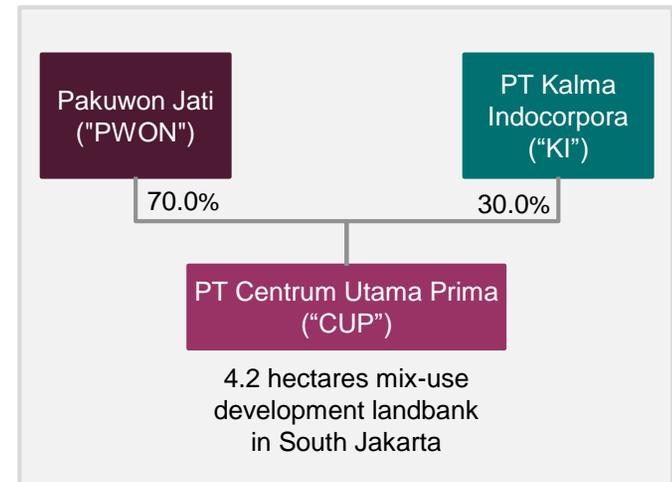
Overview: Acquisition of land in Simatupang, South Jakarta

- 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

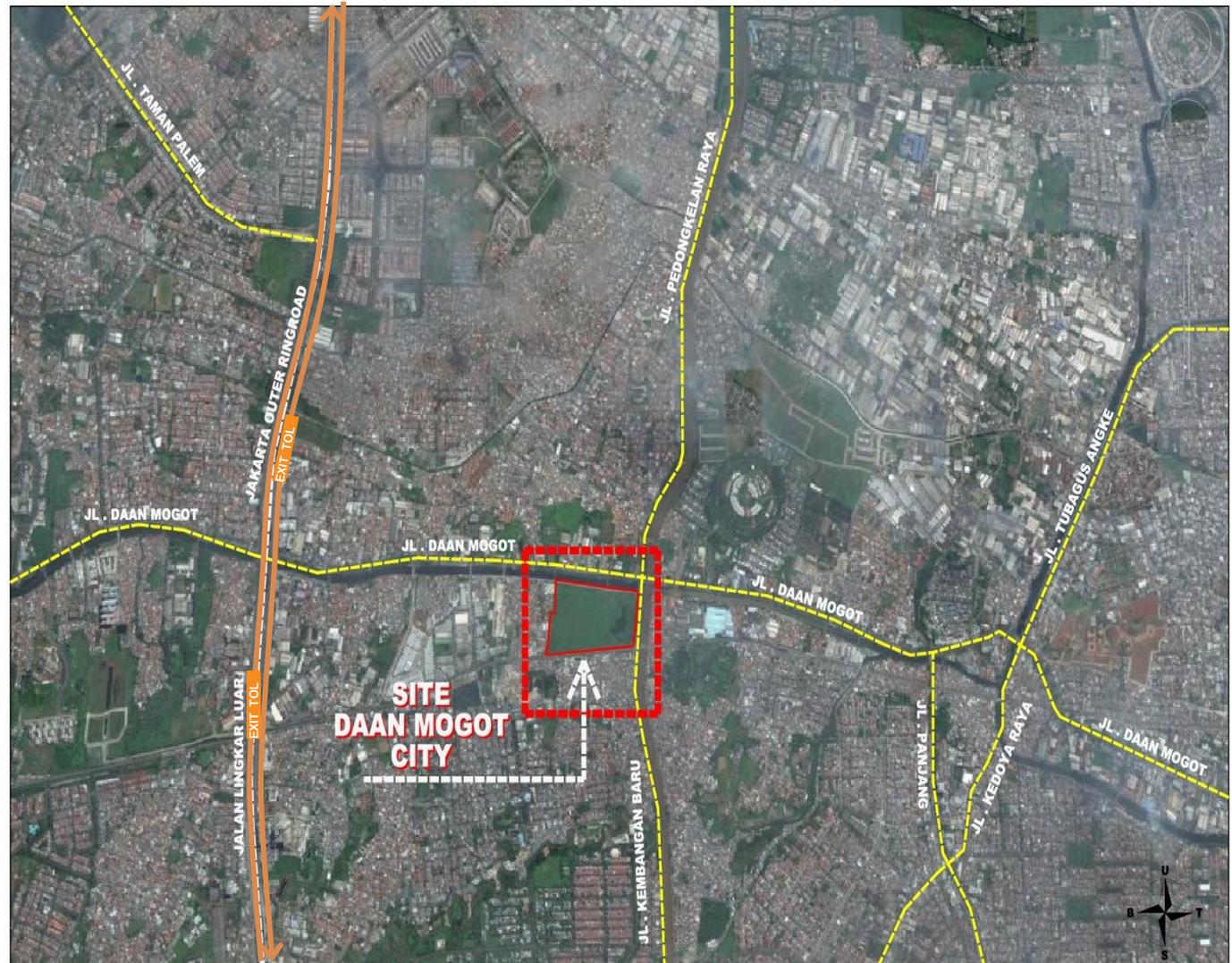
Location	: Jl. TB Simatupang RT002 /RW001 Kebagusan Pasar Minggu Jakarta Selatan
Land Size	: 44,725 sqm



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

Healthcare & Hospital expansion

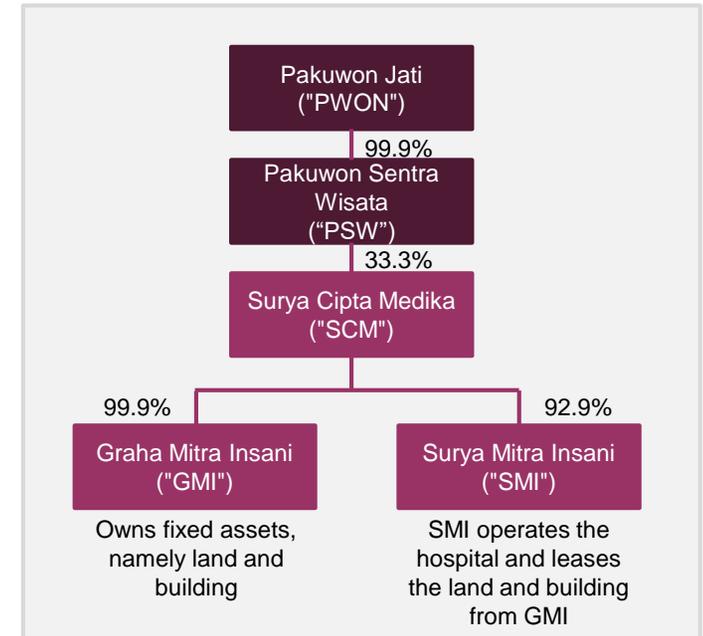


Healthcare expansion - *Diversifying recurring income base*

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
- Physiotherapy
- 2 radiology facilities including panoramic
- Chemotherapy facilities
- CT Scan 16 slice
- USGs
- Endoscopy
- ECG/EEG
- MRI
- Hemodialysis facilities, with 70% utilization
- 5 ambulance units

Services

- Outpatient care, c.10,000 patients per month
 - Inpatient care (VIP, Class 1, Class 2, Class 3)
 - Intensive Care Unit (ICU)
 - 3 pharmacies
 - Polyclinic with c.10,000 patients per month
 - Academy for nurses, (with STIKES Banten)
 - Emergency care
 - Medical rehabilitation
 - Insurance
-

Appendix E

Senior Unsecured Notes due 2024



Offering Summary

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