



PT. PAKUWON JATI



# Corporate Update

Jakarta, August 2010



PT. PAKUWON JATI

# Agenda

---

- 1 Corporate Overview**
- 2 Business Overview**
- 3 Superblock Gandaria City**
- 4 Financial Highlights**

---

**SECTION 1**

**Corporate Overview**

# Vision & Mission

---

## Vision

Our shareholders, employees, tenants and buyers

Together We Grow

## Mission

To be the preferred leased retail developer in Indonesia

To develop premier Superblocks and Townships that enhance quality of life

To optimize investment returns for our tenants and buyers

To become the best employer in the industry

# Existing Company Structure





# Pillars of Growth

## Recurring Revenue

Commercial  
Retail & Office



Tunjungan Plaza  
Mandiri Office Tower  
Gandaria City  
East Coast Center

Hotel



Sheraton Surabaya  
Hotel & Towers  
Gandaria Hotel \*

## Development Revenue

Residential



Pakuwon City  
Township

Condominium



Condominium  
Regensi  
Condominium  
Gandaria Heights

Office



Gandaria 8

\* Under development

# Proven Track Record

Leading property owner and developer in Indonesia with 28 years of experience

	Expansion of Commercial Properties 1986 - 1993		Diversification of Property Portfolio 1994 - 2006			Superblock and Township Expansion Geographic Diversification 2007 - onwards		
	1986	1991	1994	1996	2001	2008	2009	2010
<b>Retail</b>	1986: East Plaza	1991: Lifestyle Center		1996: Central Plaza	2001: West Plaza			2010: Gandaria City East Coast Center
<b>Office</b>		1992: Mandiri Tower						2010: GandaRia 8
<b>Hotel</b>				1996: Sheraton Surabaya				
<b>Condominium</b>				1996: Condominium Regensi				2010: Gandaria Heights
<b>Residential</b>			1994: Pakuwon City Township			2008: Pakuwon Town Square	2009: Palm Beach	

# Recognized for Our Services





---

**SECTION 2**

**Business Overview**

# Superblock Tunjungan City

## A landmark and lifestyle destination of Surabaya city

- 7.4 hectares Superblock at the heart of Surabaya's city center
- Leased retail mall: Gross Leasable Area ("GLA") 112,886 sqm
- 11 storey Office Tower: GLA 12,573 sqm
- 18 storey Condominium Tower: 112 units
- 5-star Sheraton Hotel: 305 guest rooms and 54 service apartments
- Landbank 16,243 sqm



Tunjungan Plaza  
(East Plaza, Lifestyle Center, Central Plaza and West Plaza)



Mandiri Office Tower



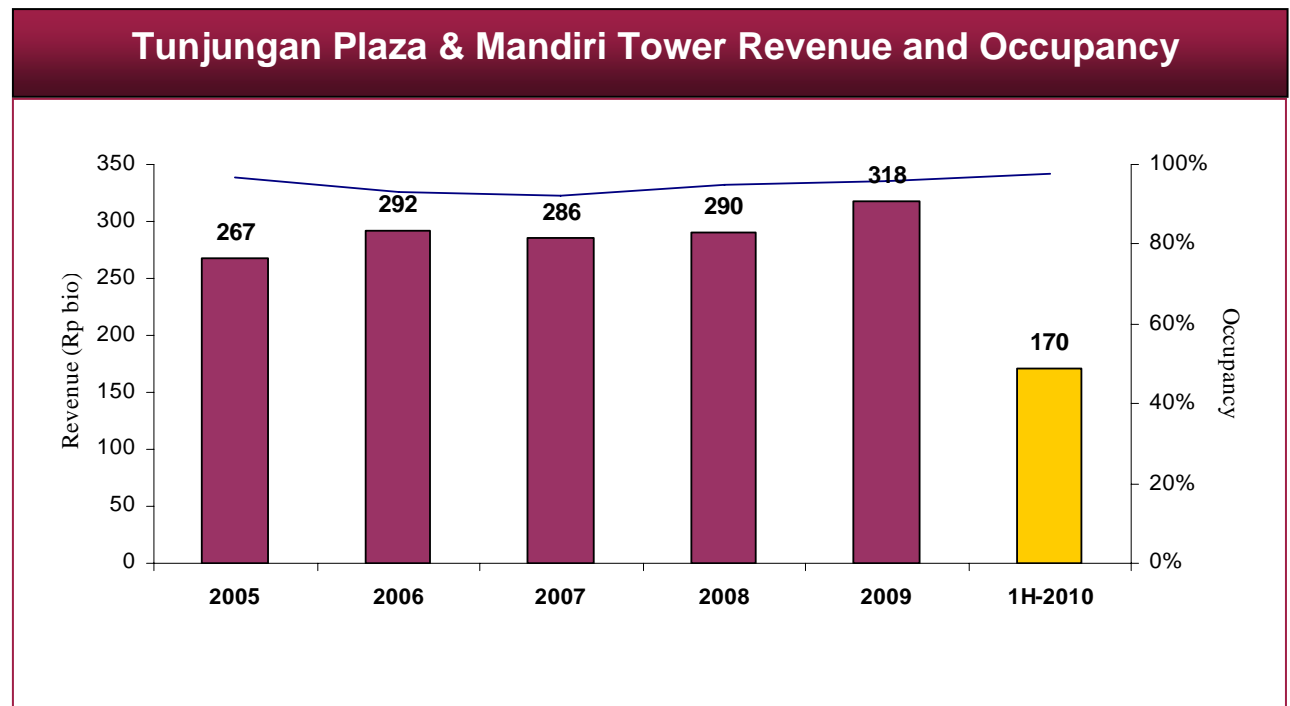
Condominium  
Regensi



Sheraton Surabaya  
Hotel & Towers

# Tunjungan Plaza & Mandiri Tower

- ◆ Largest retail mall in East Java and portfolio of quality tenants with excellent sales turnover ensure occupancy remains above 96%.
- ◆ Stable recurring revenue stream derived from diversified and committed long term tenants.



# Sheraton Surabaya Hotel & Towers

---



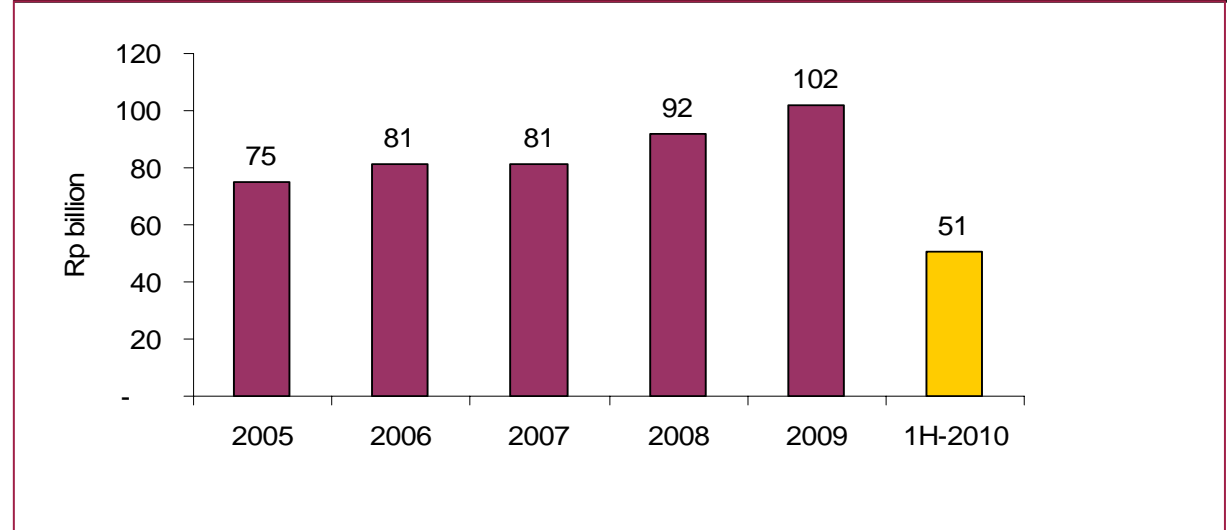


# Sheraton Surabaya Hotel & Towers

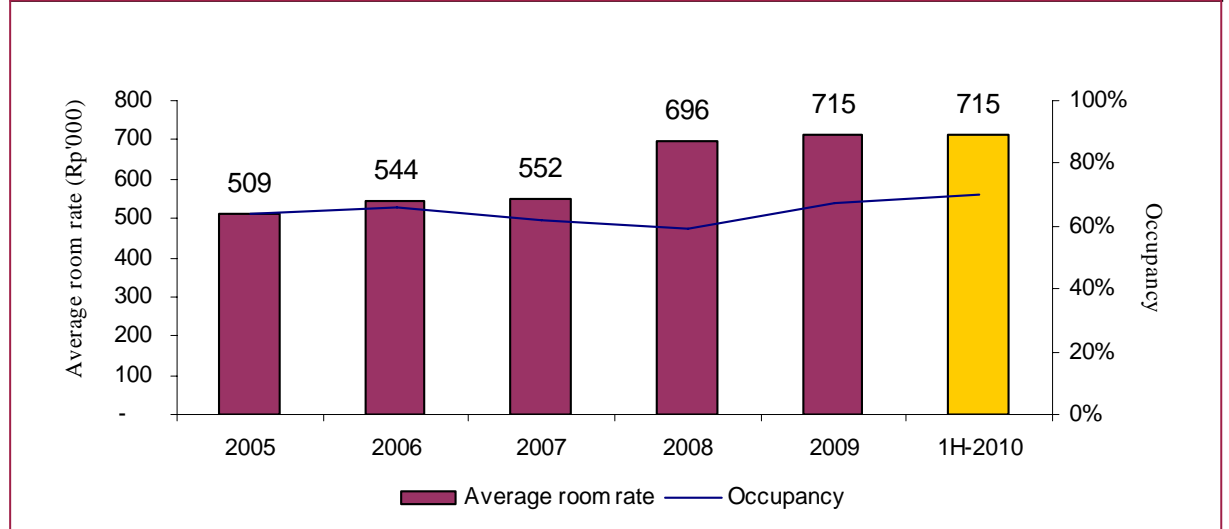
City central location within the superblock attracts both business and family travelers



### Sheraton Hotel Total Revenue



### Sheraton Hotel Occupancy & Average Room Rate Growth



# Pakuwon City Township

Unique 286 hectare waterfront township supported by quality infrastructure and amenities in Surabaya

- ◆ Strategically located in the coastal region of East Surabaya, an established upper-middle to upper income residential area
- ◆ Strategically located 15 minutes from city center Surabaya with convenient access from the planned Suramadu toll road, (connecting Surabaya Airport and Madura) and Surabaya Eastern Outer Ring Road
- ◆ Sizeable landbank and inventory of over 200 hectares for future Pakuwon City expansion



● East Surabaya Residential Developments



Pakuwon City Residences



Main Gate



Amphitheater Twin Lagoon



Virginia Regency Gate

# Pakuwon City Township

## 9.2 ha PAKUWON TOWN SQUARE (PATOZ) commercial center



- ◆ The SOHO units (shop/home office), one conveniently accessed by two main boulevards and future toll road



- ◆ East Coast Center \* retail mall is anchored by Hypermart, Ace Hardware, Index Home Furnishing and Cinema XXI.

## 27 ha PALM BEACH gated residential community



- ◆ Limited supply and attractive prices are expected to drive demand for Palm Beach houses and land lots

\* Under development  
Source: Company data as at June 2010



# Pakuwon City – Palm Beach



- ◆ The Palm Beach gated and exclusive residential community offers high investment value to buyers
- ◆ Construction of Palm Beach's 32 meter high entrance gate, show houses and main road have been completed



Source: Company data as at July 2010



# Pakuwon City – Food Festival



- ◆ The 3 hectare Food Festival is the largest food center in Surabaya

- ◆ With over 80 food tenants and an integrated game and entertainment center Food Festival attracts customers throughout Surabaya





# Pakuwon City – East Coast Center



- ◆ The 8 storey shopping mall, the expected soft opening will be at end of August 2010.
- ◆ Anchored by established tenants; Hypermart, Ace Hardware, Index Furnishing, Cinema XXI, specialty shops catering to daily needs and lifestyle alfresco food outlets.

Source: Company data as at July 2010

# Pakuwon City – East Coast Center

---



Source: Company data as at June 2010

---

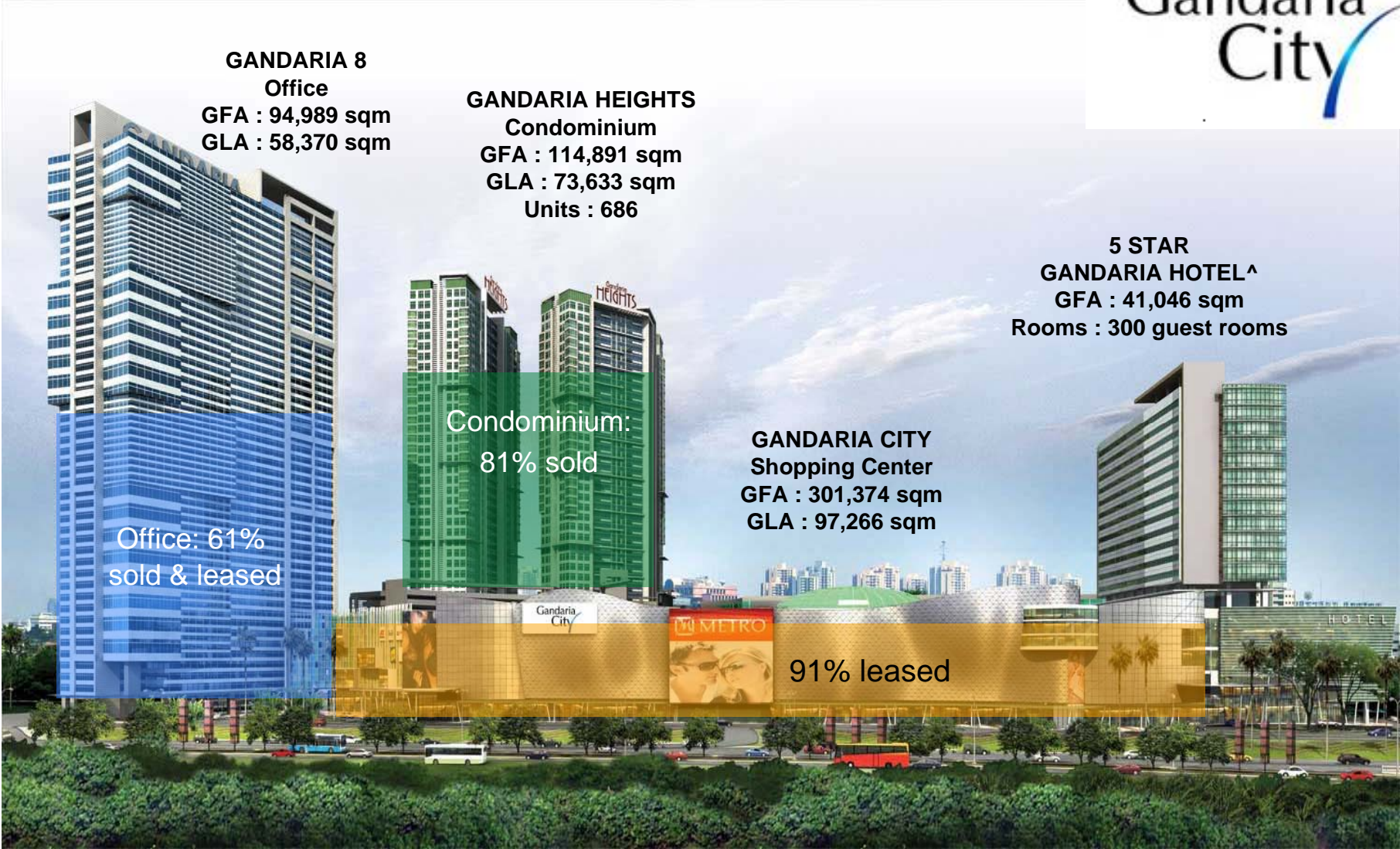
**SECTION 3**

**Superblock Gandaria City**



# Superblock Gandaria City

A unique “One-Stop Lifestyle Hub in the heart of South of Jakarta



**GANDARIA 8**  
Office  
GFA : 94,989 sqm  
GLA : 58,370 sqm

**GANDARIA HEIGHTS**  
Condominium  
GFA : 114,891 sqm  
GLA : 73,633 sqm  
Units : 686

**5 STAR**  
**GANDARIA HOTEL<sup>^</sup>**  
GFA : 41,046 sqm  
Rooms : 300 guest rooms

Office: 61%  
sold & leased

Condominium:  
81% sold

**GANDARIA CITY**  
Shopping Center  
GFA : 301,374 sqm  
GLA : 97,266 sqm

91% leased

<b>Total Land Size: 75,251 sqm</b>	<b>Total GFA (incl.parking) : 552,300 sqm</b>	<b>Car Park : 4,500 lots</b>
------------------------------------	---	------------------------------

Source: Company data as at July 2010  
^ Under development



# Superblock Gandaria City



Source: Company data as at July 2010



# Strong Tenancy Mix

- One-stop-shopping mall secured by 11 established anchor tenants and over 400 tenants Gandaria City provides strong customer pull.
- A unique 600 meter long dining and entertainment street designed to operate beyond mall operational hours.



Source: Company data as at July 2010



---

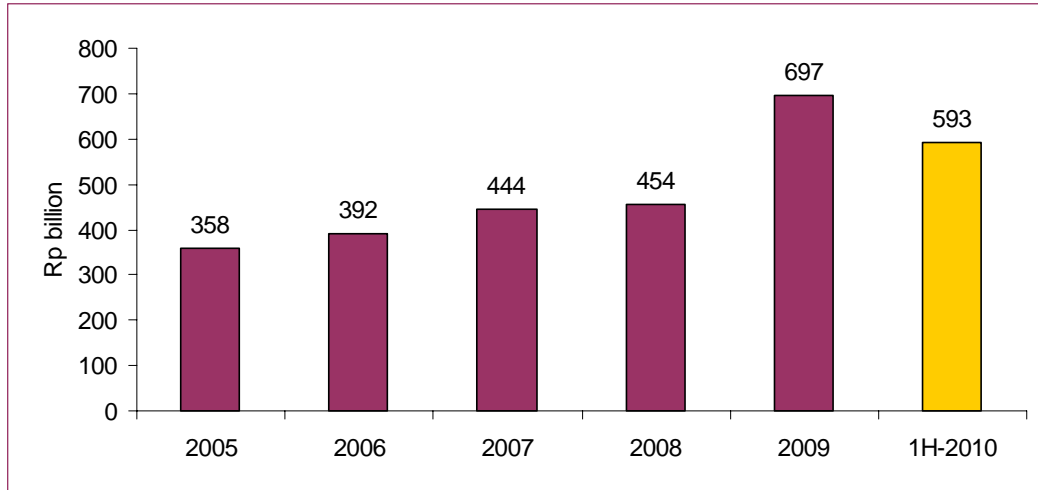
**SECTION 4**

**Financial Highlights**

# Financial Charts

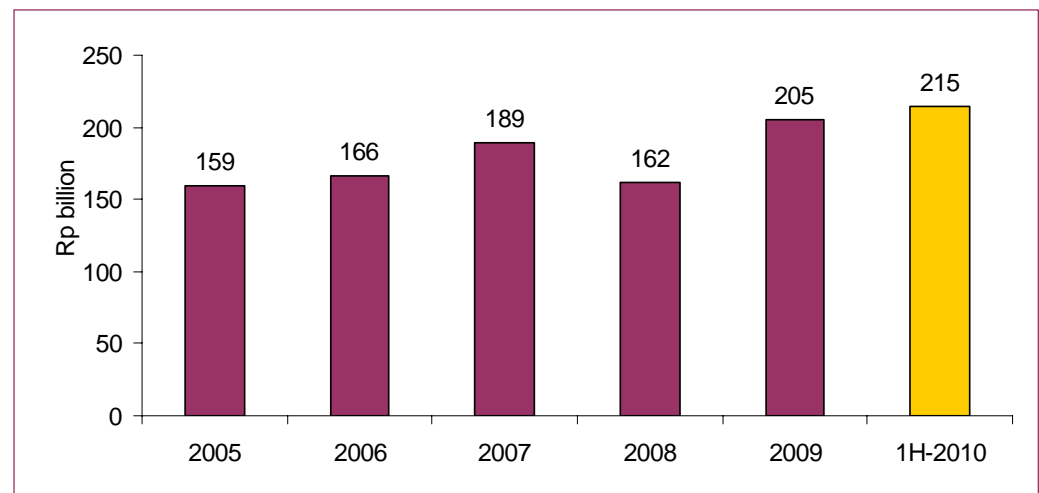
## Sales and Revenues

in Rp billion



## Operating income

in Rp billion



# Disclaimer

---

**By attending this presentation, you are agreeing to be bound by the restrictions set out below. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.**

The information and opinions contained in this presentation are intended solely for your personal reference and are strictly confidential. The information and opinions contained in this presentation have not been independently verified, and no representation or warranty, expressed or implied, is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of, the information or opinions contained herein. It is not the intention to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the condition (financial or other), earnings, business affairs, business prospects, properties or results of operations of the company or its subsidiaries. The information and opinions contained in this presentation are provided as at the date of this presentation and are subject to change without notice. Neither the company (including any of its affiliates, advisors and representatives) nor the adviser (including any of their respective affiliates, advisors or representatives) shall have any responsibility or liability whatsoever (in negligence or otherwise) for the accuracy or completeness of, or any errors or omissions in, any information or opinions contained herein nor for any loss howsoever arising from any use of this presentation.

In addition, the information contained in this presentation contains projections and forward-looking statements that reflect the company's current views with respect to future events and financial performance. These views are based on a number of estimates and current assumptions which are subject to business, economic and competitive uncertainties and contingencies as well as various risks and these may change over time and in many cases are outside the control of the company and its directors. No assurance can be given that future events will occur, that projections will be achieved, or that the company's assumptions are correct. Actual results may differ materially from those forecast and projected.

This presentation is not and does not constitute or form part of any offer, invitation or recommendation to purchase or subscribe for any securities and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto. This presentation may not be used or relied upon by any other party, or for any other purpose, and may not be reproduced, disseminated or quoted without the prior written consent of the company. Any securities to be issued will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act") and may not be offered or sold in the United States (as defined in Regulation S ("Regulation S") under the Securities Act) or to or for the account or benefit of U.S. persons (as defined in Regulation S) unless registered under the Securities Act or pursuant to an exemption from such registration.

Any investment in any securities issued by the company or its affiliates should be made solely on the basis of the offering document issued in respect of such securities.