

PT Lippo Karawaci Tbk

9M24 Corporate Presentation
6 November 2024



Forward looking statements

Certain statements in this release are or may be forward-looking statements. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forward looking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this release.

Our Values

Vision

To be a leading real estate and healthcare company in Asia, advancing the well-being of those we serve.

Mission

- 1** To win the hearts and minds of our customers through quality homes, healthcare and lifestyle offerings, as well as people-centric services.
- 2** To build a talent-driven organization that prides itself on operational excellence and bringing out the best in our people.
- 3** To embrace innovation and technology in the constant pursuit of developing better products and processes.
- 4** To inspire our customers, communities, and partners towards a more sustainable future.

Values

AGILITY

- Thrive in dynamic environments and anticipate change.
- Innovate and capitalize on new opportunities.

CUSTOMER FOCUS

- Put the customer first in every aspect of our business.
- Go the extra mile to earn customer trust and loyalty.

EXCELLENCE

- Strive to be the best and uphold the highest standards of quality without compromise.
- Unleash the full potential of our talent to deliver outstanding performance.


STEWARDSHIP

- Be responsible for our resources, environment and communities.
- Create lasting, positive impact for all stakeholders in our ecosystem.

Our Company



- ✓ **Leader in Fully Integrated Estate Operations** – Scale, Integration and Financial Discipline:
#2 by Total Revenue: IDR 9.3tn in 9M24
#2 by Total Assets: IDR 56tn in 9M24

- ✓ **Widespread presence** in 56 cities and 26 provinces across Indonesia
- 
Revenue breakdown: 55% Healthcare, 34% Real Estate, 11% Lifestyle business (as of 9M24)



Real Estate

- ✓ **Large landbank and strong growth in marketing sales** that is expected to remain elevated in coming years, generating positive cashflow
- ✓ **End-to-end revenue streams:**
 - Real Estate Development
 - Township Management
 - Water treatment and other supporting services



80+ property development projects for sale
380 ha landbank in Lippo Village
493 ha landbank in Lippo Cikarang
332 ha landbank in Tanjung Bunga
192 ha landbank in various locations



Healthcare

- ✓ **Investment in the largest hospital operator** in Indonesia, delivering clinical excellence and access to healthcare
- ✓ **Complete healthcare service offerings:**
 - Hospitals
 - Clinics
 - Digital healthcare, homecare, and other supporting services



41 hospitals
73 clinics
23 provinces
4,263 GPs, specialists, dentists
8,897 nurses and medical professionals



Lifestyle

- ✓ **Malls, hotels, and ancillary business assets** that are profitable and supplement the main business by providing regular dividend income
- ✓ **Wide range of business portfolio:**
 - Malls
 - Hospitality
 - Food catering, parking, and other ancillary businesses



59 managed malls
10 hotels
17 provinces
1.67 million m2 mall NLA
300+ millions annual mall visitors

9M24 Business Performance Highlights

All business segments have demonstrated continual YoY performance improvement



Real Estate

- **9M24 Marketing sales reached IDR 4.25tn**, achieving 79% of the full-year target. **Revenue** and **EBITDA** booked at **IDR 3.17tn** and **IDR 811bn (+2% YoY)** respectively, benefiting from timely project handover.
- **Continuation on sales of affordable housing products** in 9M24; driven by the sustained demand for affordable landed housing from prior launches .
- We are committed to **expand our offerings and innovating** for first-time homebuyers through **our new affordable housing in Park Serpong and Lippo Cikarang Cosmopolis**



Healthcare³

- **9M24 Revenue¹, Underlying EBITDA², and Underlying NPAT** booked at **IDR 9.12tn (+11% YoY)**, **IDR 2.38tn (+9%YoY)**, and **IDR 1.1tn (+12% YoY)**, respectively.
- Siloam's successful 5.0 strategy has greatly improved its financial performance. The company is now introducing the **"Next Gen Siloam (NGS)"** initiative.
- **9M24 Inpatient Admissions** increased by 10% YoY to 244,976. **Inpatient Days** higher by 9% YoY to 759,695. **9M24 Outpatient Visits** increased by 10% YoY to 3,163,707.



Lifestyle

- **9M24 Revenue** booked at **IDR 1.02tn (+13% YoY)**. **Revenue from Malls** increased by **3% YoY** to **IDR 506bn**, while **Revenue from Hotel** increased by **13% YoY** to **IDR 357bn**.
- **9M24 Footfall** traffic in **Malls** increased by **5% YoY**, averaging **10.4 million visitors per month**. **Malls occupancy** remained **stable** at **80.1%**.
- **Hotel** maintained a **stable average occupancy rate of 67% YoY** in 9M24, while the average room rate saw an 8% YoY increase, surpassing pre-COVID 2019 levels.

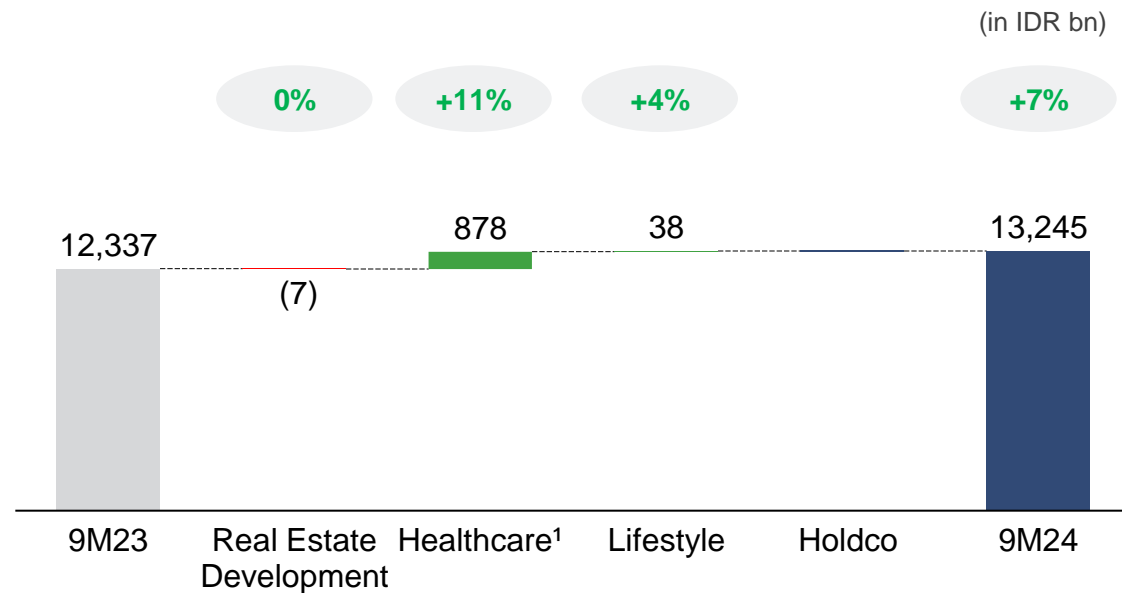
¹ Siloam 9M24 Revenue based on Specialist and Non-Specialist Revenue nine months Siloam's statutory consolidation. Underlying EBITDA based on post-elimination number per Lippo Karawaci's Statutory Report

² Underlying EBITDA excludes non-cash adjustment of Siloam's historical assets write down

³ Healthcare financial numbers are pro-forma assuming Siloam is consolidated for nine months to ease comparison.

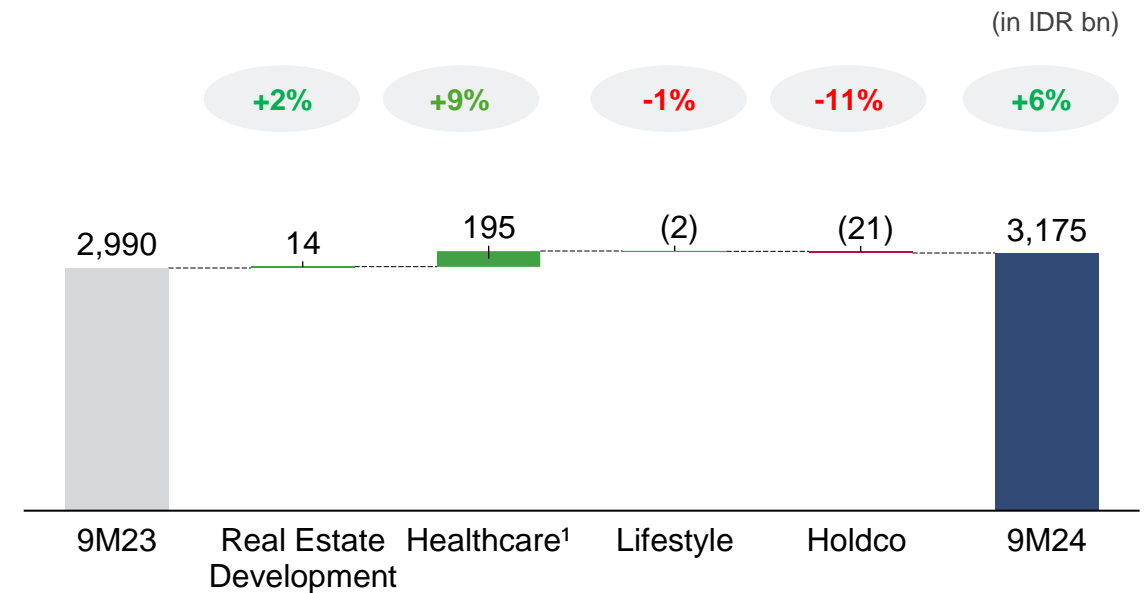
On a proforma¹ basis, Revenue and Underlying EBITDA have maintained its performance with positive contributions from all business segments

Proforma Revenue



- For like-for-like comparison, 9M24 consolidated proforma revenue increased by 7% to IDR 13.2tn, supported by lifestyle performance by 4%.

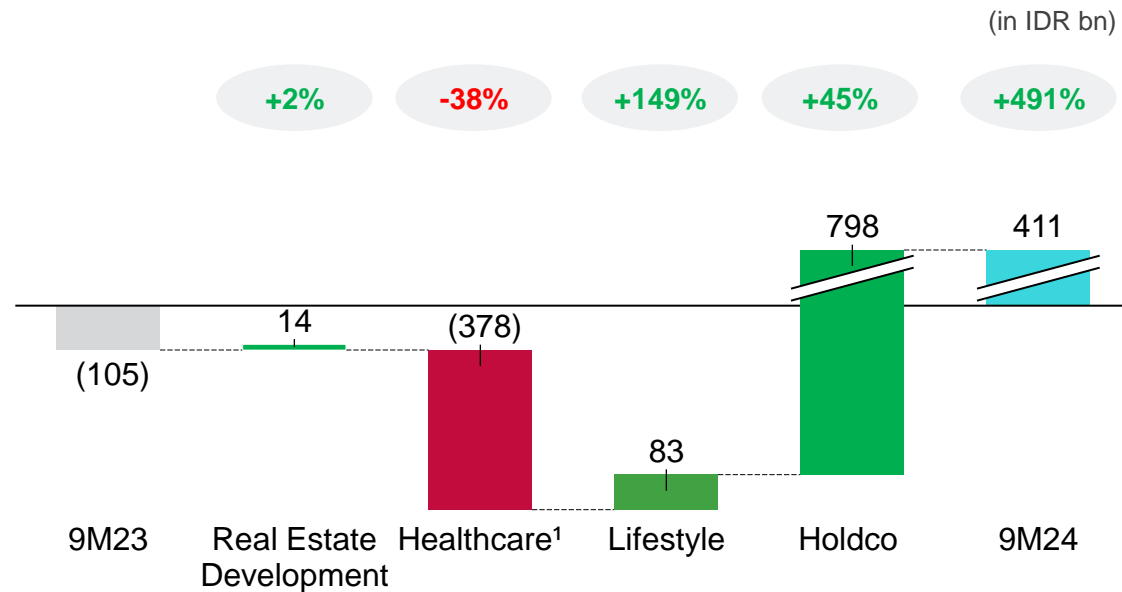
Proforma Underlying EBITDA²



- For like-for-like comparison, 9M24 consolidated proforma Underlying EBITDA increased by 6% to IDR 3.2tn with Lifestyle dropped by 1%.

Underlying NPAT for 9M24 increased 491% due to improved business operations and reduced interest expenses

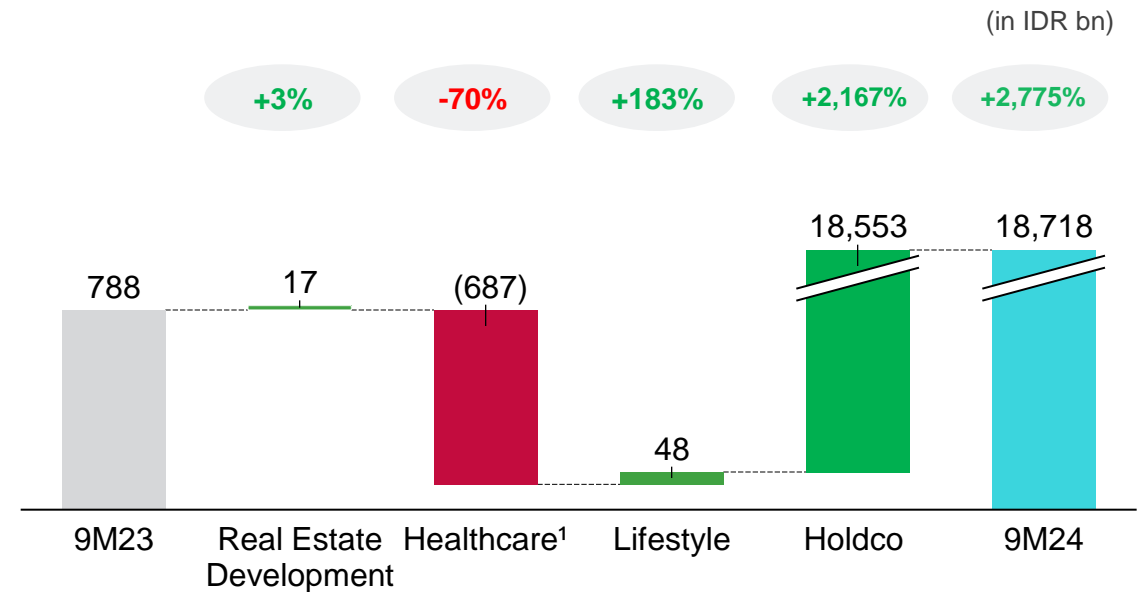
Underlying NPAT¹



- **9M24 consolidated underlying NPAT improved 491% from 9M23 to 9M24**, from effective liabilities management strategy as well as improvement on business operations
- The reduction in Healthcare profit due to the deconsolidation of Siloam is more than made up for at the Holdco level from the share of Siloam's profit as a 29.09% associate and the interest reduction.

= % increase/decrease from 9M24 figure

NPAT



- **9M24 consolidated NPAT improved by 2,775% to IDR 18.7tn** driven primarily from gain as part of the Siloam sale and deconsolidation.

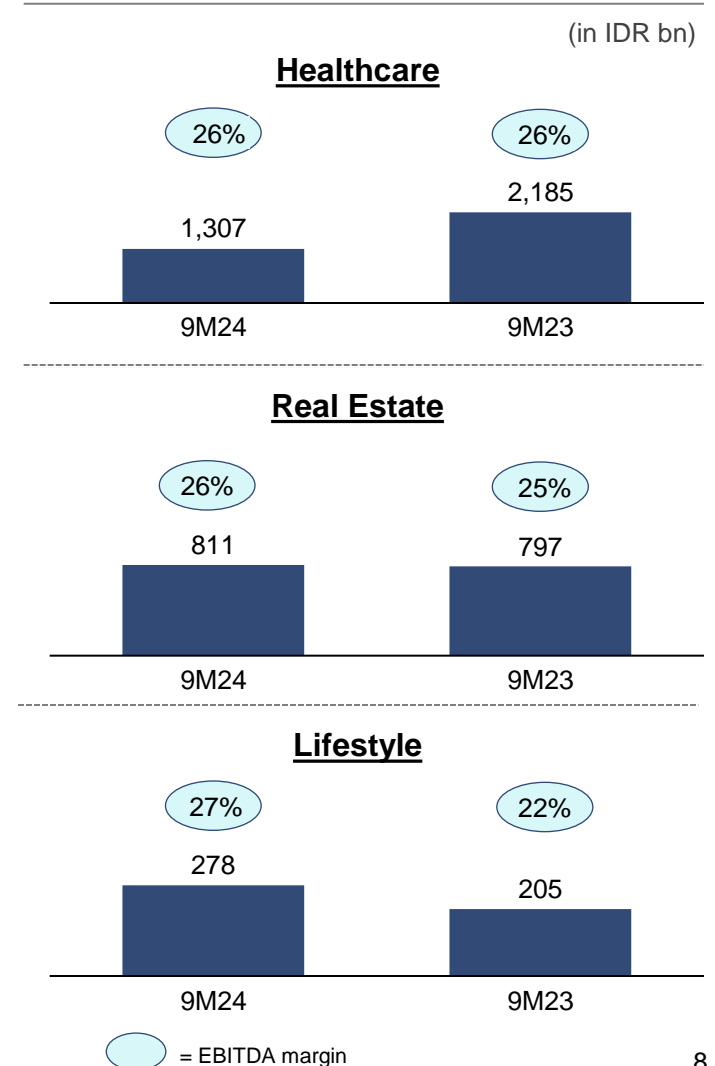
¹Underlying NPAT excludes non-cash adjustment of Siloam's historical assets write down

Financials continue to strengthen despite SILO deconsolidation, with 9M24 Underlying NPAT reaching IDR 411bn, compared to a loss of IDR 105bn in the same period last year

Consolidated Underlying EBITDA to NPAT¹

In IDR bn	9M24	9M23	Var (YoY)		3Q24	2Q24	Var (QoQ)	
			IDR	%			IDR	%
Revenue	9,251	12,337	(3,086)	-25%	1,249	3,439	(2,190)	-64%
Underlying EBITDA²	2,178	2,990	(812)	-27%	241	794	(554)	-70%
<i>Underlying EBITDA margin</i>	24%	24%			23%	25%		
Income (Loss) from Associates	151	43	108	254%	86	27	60	226%
Net Interest Expense	(746)	(836)	89	11%	(190)	(256)	66	26%
Amortization and Depreciation	(340)	(506)	167	33%	(39)	(132)	93	70%
Taxes	(374)	(544)	170	31%	(56)	(137)	81	59%
Others ³	(458)	(1,252)	795	63%	216	(347)	563	162%
Underlying NPAT	411	(105)	517	491%	258	(51)	309	603%
<i>Underlying NPAT margin</i>	4%	0%			21%	1%		
Non-Operational and One-Off Items ⁴	18,307	893	17,414	1,950%	(1,429)	20,120	(21,549)	-107%
NPAT	18,718	788	17,931	2,277%	(1,171)	20,069	(21,240)	-106%
<i>NPAT margin</i>	202%	6%			-93%	594%		

EBITDA by segment



¹ 9M24 P&L is based on five months Siloam's statutory consolidation

² Underlying EBITDA excludes non-cash adjustment of Siloam's historical assets write-down

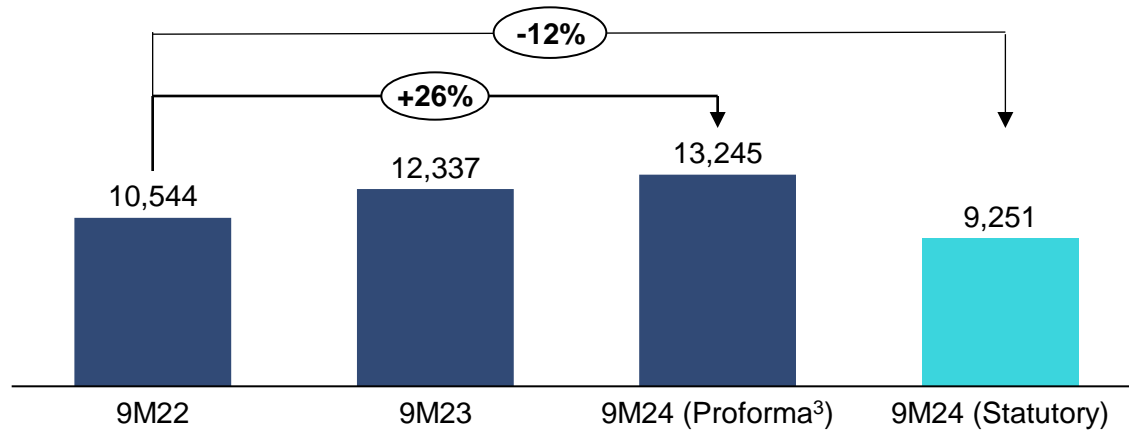
³ Others mainly consist of the rental equivalent expense component from the PSAK 73 leasing calculation

⁴ Non operational accounting adjustment from SILO deconsolidation, bonds buyback, FX and others

Underlying NPAT increased by 491% YoY to IDR 411bn, driven by enhanced business performance and effective liability management

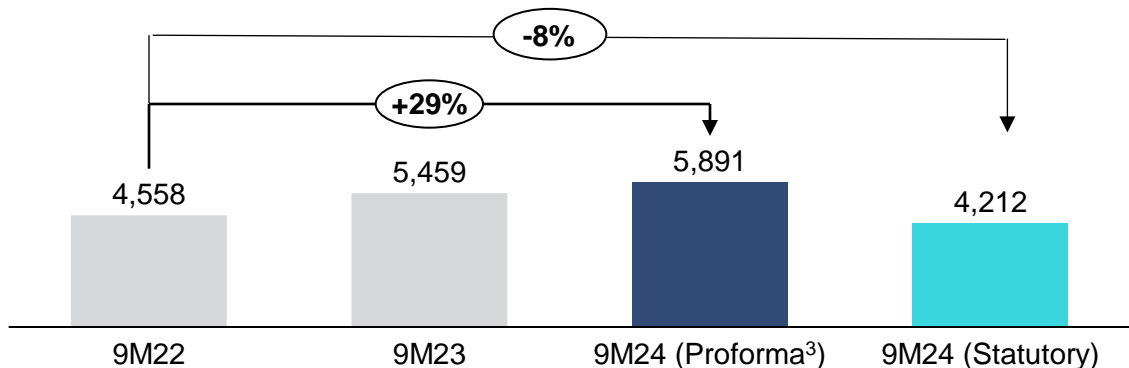
Revenue

(in IDR bn)



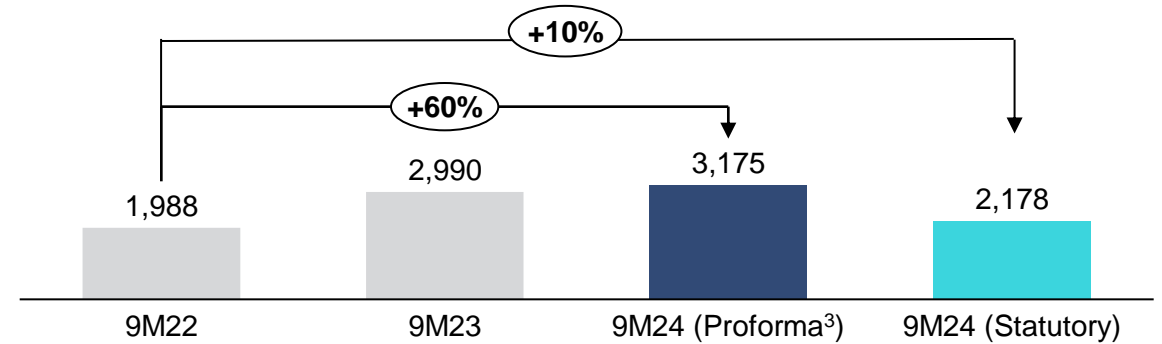
Gross profit

(in IDR bn)



Underlying EBITDA¹

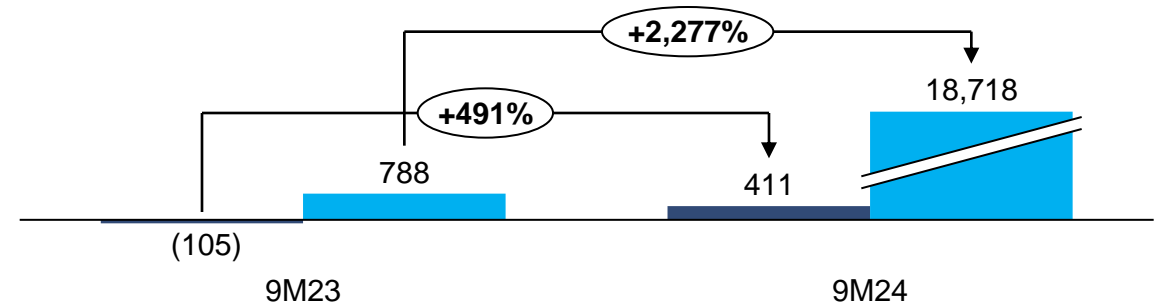
(in IDR bn)



Underlying NPAT² & NPAT

(in IDR bn)

Statutory



■ Underlying NPAT ■ NPAT

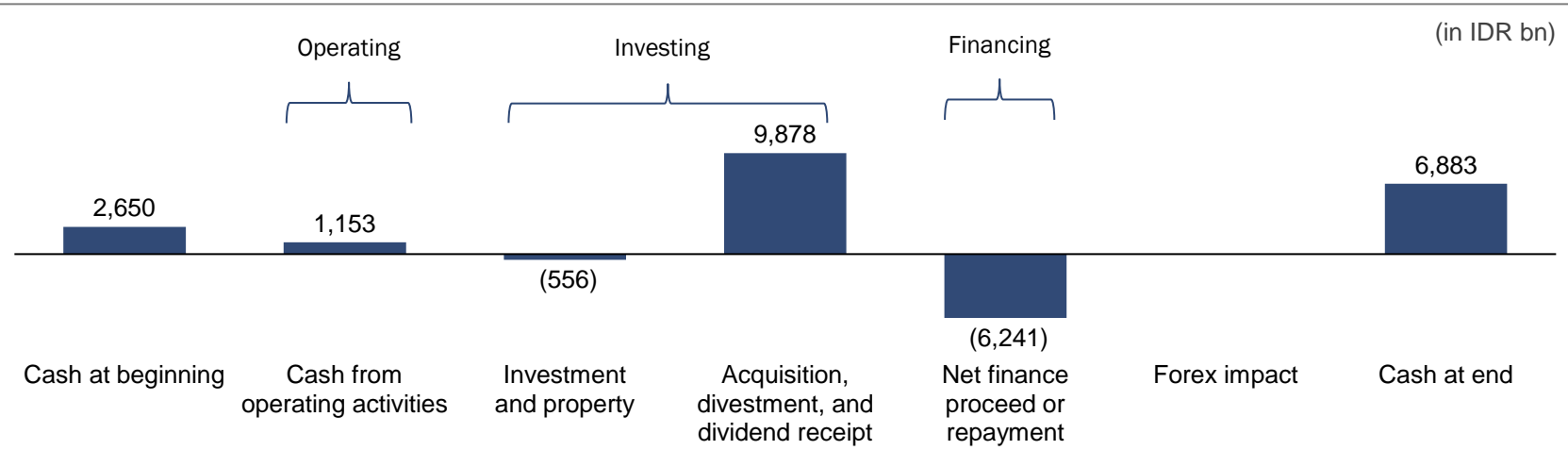
¹Underlying EBITDA excludes non-cash adjustment of Siloam's historical assets write down

²Underlying NPAT (EBITDA minus interest, tax, depreciation and the rental expense equivalent component from the PSAK 73 leasing calculation; excludes non-operational and one-off items)

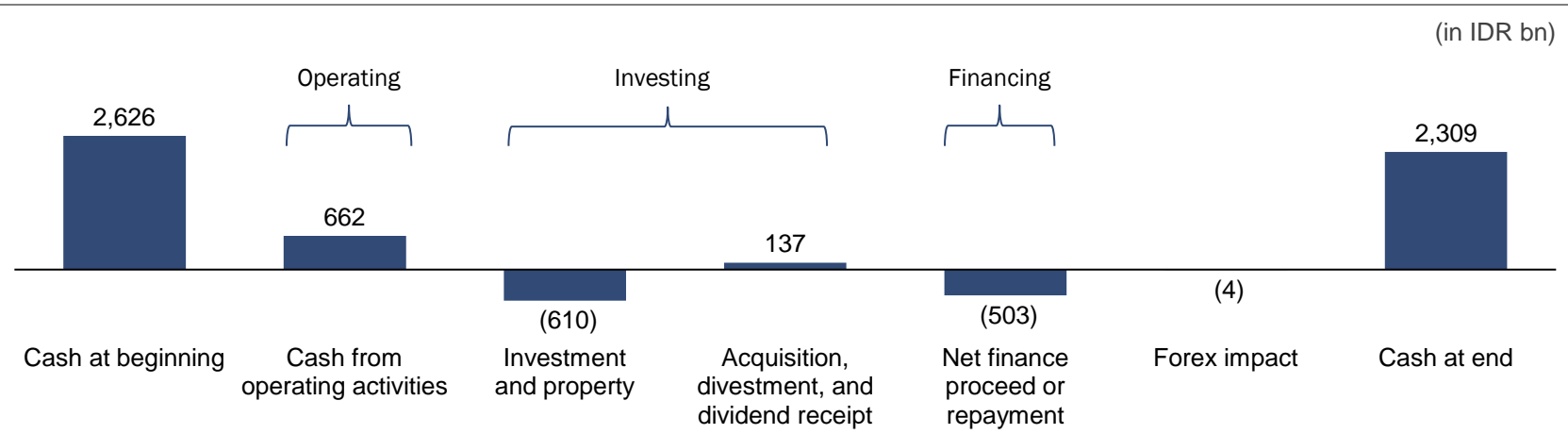
³Proforma financials is assuming nine months Siloam's statutory consolidation

OCF improved by 74% with ending cash more than doubled after ~Rp6tn used to pay down debt

Cashflow movement (9M24)



Cashflow movement (9M23)



Remarks

- Operating Cash Flow improved by 74% resulting from improvement in overall business and sales collections from the Park Serpong project.
- Investing Cash Flow - LPKR received IDR 3.9tn from 10.4% Siloam's shares divestment in June and IDR 6.9tn from 18.57% in participation in Siloam's VTO in September 2024
- Financing Cash Flow – Primarily made up of bond buyback totaling IDR 3.9tn, and repayment of other liabilities totaling IDR 2.3tn

Strategic Partial Divestment of PT Siloam International Hospitals Tbk

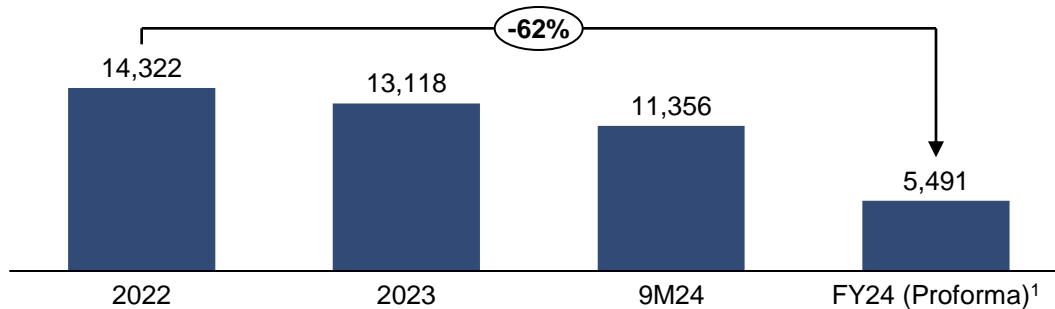
The partial divestment of Siloam shares has concluded with the following actions:

SILO's shares divestment		Cash received	Cash Usage
1	First Tranche (10.5%) Date: 18 May 2024	IDR 3.9tn	-Retirement of 2025s and 2026s bonds totaling IDR 3.6tn
2	Second Tranche (18.57%) Date: 13 Sept 2024	IDR 6.9tn	-25s bonds: payment at maturity of USD 63.7mn (~IDR 1tn) at 22 January 2025 -26s bonds: redemption of USD 130.8mn (~IDR 2.07tn) at 31 October 2024 -Syndicated loan: IDR 525bn in 3Q24 -Other corporate purposes: IDR 3tn

Debt Reduced by Rp9tn (62%) on pro forma basis

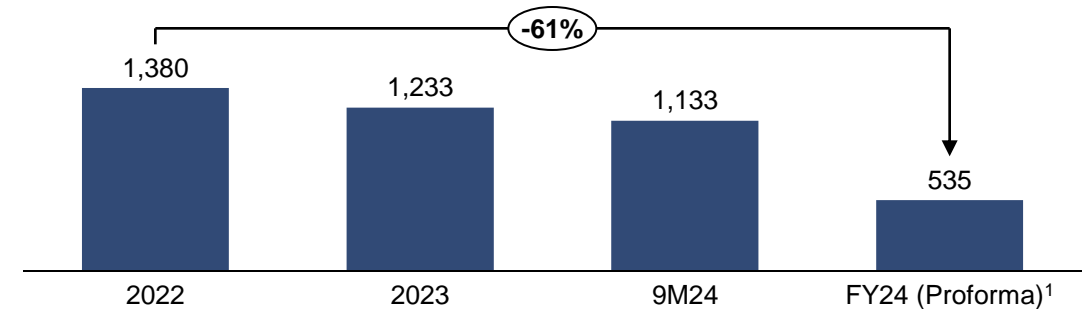
Loan Outstanding

(in Rp bn)

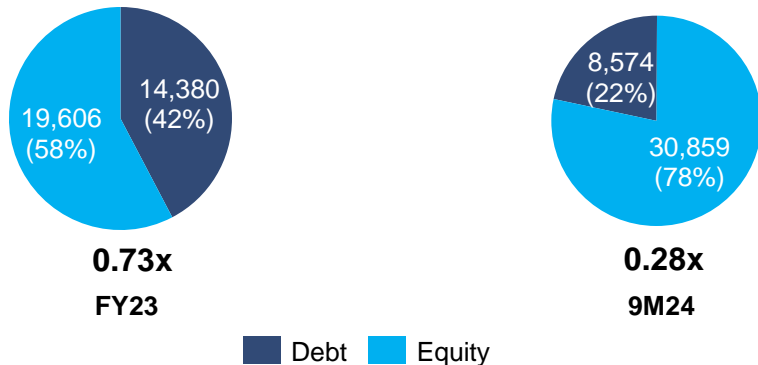


Interest Costs Reduced by Rp845bn (61%) on pro forma basis

(in Rp bn)



Improvement on D/E ratio from bonds repayment and asset divestment



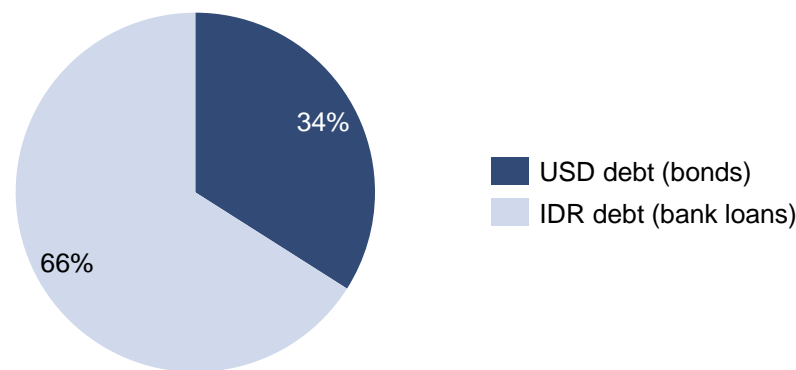
Improvement on interest coverage ratio from lower interest expense



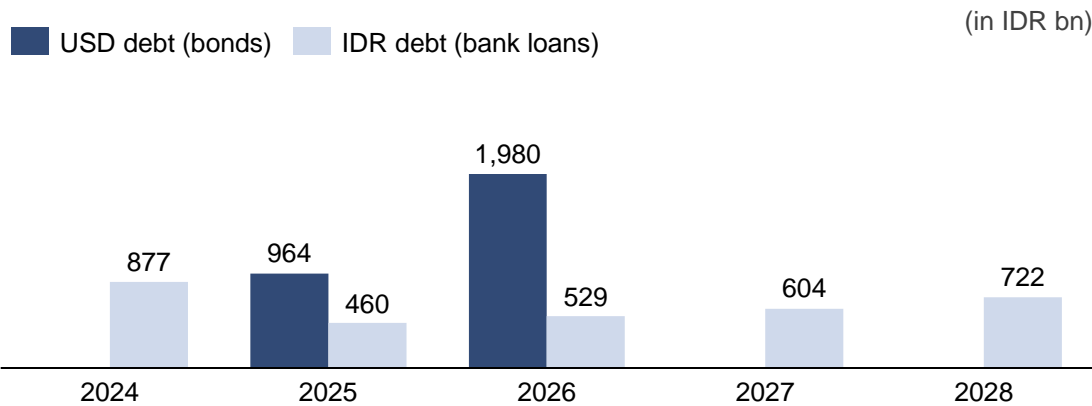
¹Assume that all corporate actions were completed at the start of FY24 and interest stays the same as 9M24 blended

Improved Debt Profile from earlier Liability Management initiative

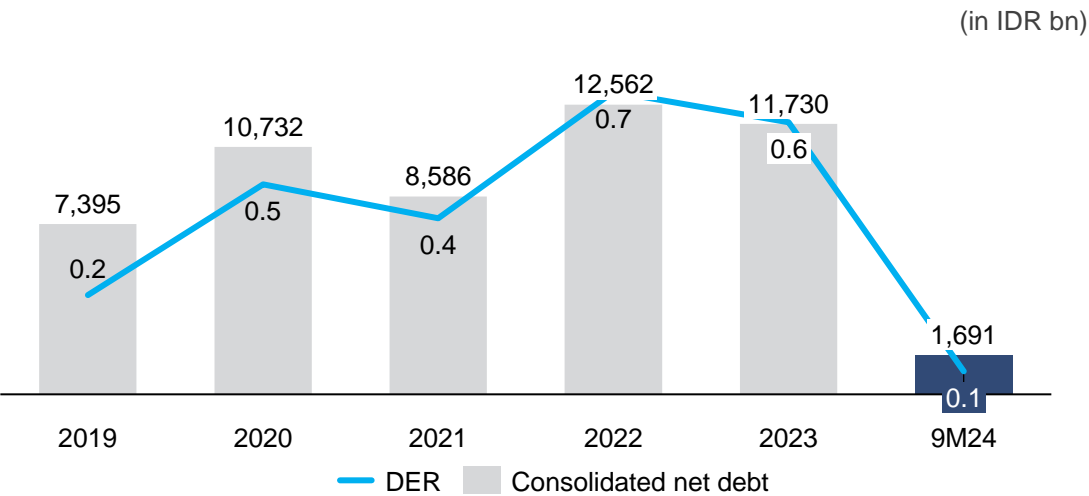
Debt breakdown



Debt maturity Profile



Historical Net Debt¹



Rating Action

MOODY'S
 CFR: B3 (positive)
 Bonds: Caa1 (positive)
 (as of 3 October 2024)

FitchRatings
 CFR: B- (positive)
 Bonds: B- (positive)
 (as of 15 October 2024)



SEGMENT 1: REAL ESTATE OVERVIEW

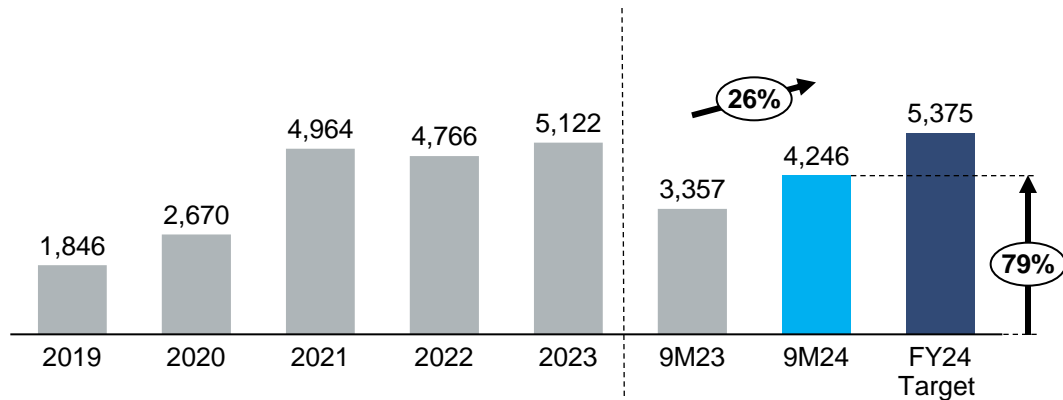
Real Estate Business Highlights

Property development projects sold in 9M24	Marketing sales performance	New projects in 9M24	Financial performance	Key takeaways and going forward
<p>Landed residential: 76 projects</p> <p>Low-rise residential: 5 project</p> <p>Mid-rise residential: 1 project</p> <p>High-rise: 21 projects</p> <p>Shophouses: 21 projects</p>	<ul style="list-style-type: none"> ▪ LPKR achieved 9M24 marketing sales of IDR4.25tn, reaching 79% of FY24 marketing sales target ▪ Landed housing continued to be the primary driver, accounting for 65% of the total marketing sales achievements in 9M24. 	<p>Lippo Karawaci: 1) The Hive @ParkHills Aurora</p> <p>Lippo Cikarang: 1) The Hive @Neo Patio</p>	<ul style="list-style-type: none"> ▪ Real Estate 9M24 revenue remained stable at IDR 3.17n driven by timely project handovers and land plot sales. ▪ Similarly, gross profit remained stable at IDR 1.39tn in 9M24. ▪ EBITDA increased by 2% YoY to IDR 811bn in 9M24 with improvement in EBITDA margin from 25% in 9M23 to 26% in 9M24. 	<ul style="list-style-type: none"> ▪ We remained dedicated to innovating and expanding our offerings for first-time homebuyers by introducing new affordable housing options in Park Serpong and Lippo Cikarang Cosmopolis

9M24 Marketing Sales achieved IDR 4.25tn, reaching 79% of FY24 marketing sales driven by sales of Park Serpong and Lippo Cikarang Cosmopolis.

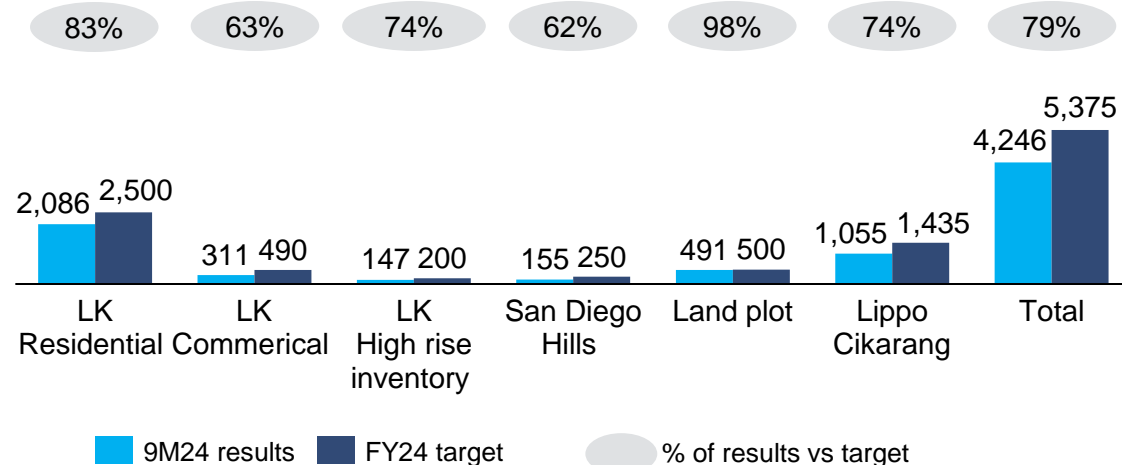
Historical marketing sales

(in IDR bn)



9M24 Marketing sales results vs target by project

(in IDR bn)



Land bank

- ~1,000 hectares of land bank in Jakarta, Greater Jakarta and Makassar translate to roughly IDR 155tn in gross development value.
- At our current run-rate, this translates to 25+ years of remaining land bank.

	Ownership (%)	Land Area (ha)	Market Value (USD mn)
Lippo Village	100%	380	1,315
Lippo Cikarang	84%	493	1,477
Tanjung Bunga	62.7%	332	63
San Diego Hills	100%	69	289
Outside Lippo Village	98%	123	545
- Puncak	100%	29	72
- Sentul	100%	19	47
- Holland Village Manado	100%	6	14
- Prapanca	70%	7	128
- Kemang	100%	6	108
- St. Moritz	100%	3	44
- Others	100%	54	82
Total		1,398	3,689

Note:

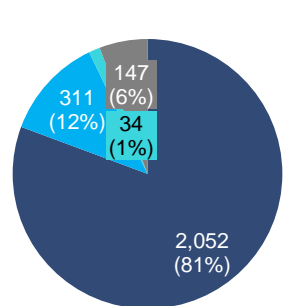
Reported landbank in Lippo Village area excludes golf area amounting to 63.4ha valued at USD 694mn. All values as of 30 Sept 2024 and in USD using the average exchange rate of 1 USD = IDR 15,138

9M24 Marketing Sales Highlights

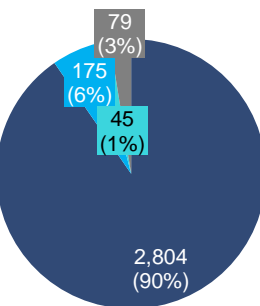
9M24 Marketing sales breakdown in Lippo Karawaci

Marketing sales in Lippo Karawaci were mainly driven by landed housing, accounting for 81% of the total, dominated by the Cendana Homes series and XYZ Livin series.

Amount (in IDR bn)



Volume (in units)

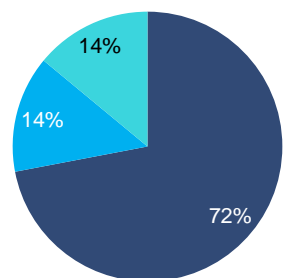


- Landed housing
- Shophouse
- Mid-rise residential
- High-rise inventory

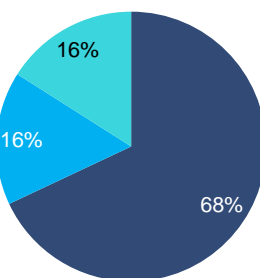
9M24 Marketing sales by payment mode (excl. land plot)

Mortgages constituted 72% of the overall marketing sales in 9M24. We continue to see a strong demand in affordable housing, supported by high mortgage utilization, implying high end-users.

9M24



9M23

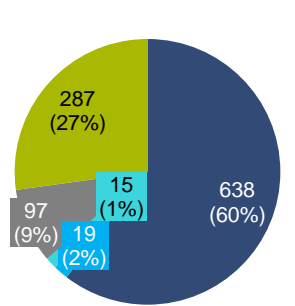


- Mortgage
- Installment
- Cash

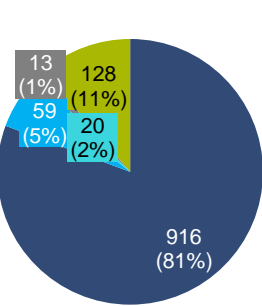
9M24 Marketing sales breakdown in Lippo Cikarang

Marketing sales in Lippo Cikarang were mainly driven by landed housing, accounting for 60% of the total, dominated by the Cendana and XYZ Livin series.

Amount (in IDR bn)



Volume (in units)

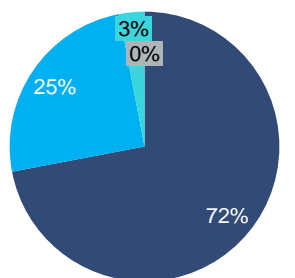


- Landed housing
- Low-rise residential
- High-rise inventory
- Industrial
- Commercial

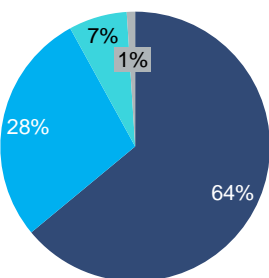
Residential product sales volume by unit price

~97% of homes sold were priced at IDR 2bn or less in 9M24.

9M24



9M23



- <IDR 1bn
- IDR 1-2bn
- IDR 2-5bn
- >IDR 5bn

9M24 Project Handover Highlights

Real Estate's 9M24 revenue remained stable at IDR 3.17tn, mainly driven by timely handover of landed housing and shophouses.

Cendana Gard'n		<p>🔑 99 units – 97% completed</p> <p>🏠 102 units</p>	Cendana Essence Site A Area 1 and 2		<p>🔑 186 units – 45% completed</p> <p>🏠 416 units</p>	Brava Himalaya		<p>🔑 2 units – 94% completed</p> <p>🏠 18 units</p>
Cendana Cove		<p>🔑 205 units – 83% completed</p> <p>🏠 340 units</p>	Cendana Cove Verdant		<p>🔑 140 units – 67% completed</p> <p>🏠 218 units</p>	Waterfront Estates - Uptown		<p>🔑 632 units – 88% completed</p> <p>🏠 720 units</p>
Cendana Icon Estate		<p>🔑 163 units – 99% completed</p> <p>🏠 712 units</p>	Cendana Marq		<p>🔑 9 units – 99% completed</p> <p>🏠 185 units</p>	Tanamerah Shophouses		<p>🔑 9 units – 14% completed</p> <p>🏠 63 units</p>

Product Focus: Park Serpong Landed Housing (XYZ Series)

Type X



Handover Period: 18 months + 6 months grace period

Typical type size and Starting Price:

- X1 (52.5 m2 land / 60.7 m2 building) : IDR 559mn
- X2 (57.5 m2 land / 63.2 m2 building) : IDR 586mn
- X3 (56.5 m2 land / 66.9 m2 building) : IDR 646mn
- X5 (61.5m2 land / 70.6m2 building) : IDR 669mn

Type Y



Handover Period: 18 months + 6 months grace period

Typical size and Starting Price:

- Y1 (31.35 m2 land / 40.7 m2 building) : IDR 389mn
- Y2 (37.95 m2 land / 42 m2 building) : IDR 419mn
- Y3 (41.4 m2 land / 45.8 m2 building) : IDR 442mn

Type Z



Handover Period: 18 months + 6 months grace period

Typical size and Starting Price:

- Z1 (28.5 m2 land / 29.5 m2 building) : IDR 299mn
- Z2 (31.35 m2 land / 32.3 m2 building) : IDR 344mn
- Z3 (37.95 m2 land / 35.6 m2 building) : IDR 365mn

Product Focus: Park Serpong Landed Housing (Q Livin Series)



Q10

Handover Period: 18 months + 6 months grace period

Typical size and Starting Price:

- 36 m2 land / 25.4 m2 building :
IDR 339 mn

Q11

Handover Period: 18 months + 6 months grace period

Typical size and Starting Price:

- 39.6 m2 land / 27.7 m2 building :
IDR 369 mn

Q20

Handover Period: 18 months + 6 months grace period

Typical size and Starting Price:

- 42.9 m2 land / 46.7 m2 building :
IDR 485 mn

Q21

Handover Period: 18 months + 6 months grace period

Typical size and Starting Price:

- 46.8 m2 land / 50.5 m2 building :
IDR 525 mn

Product Focus: Park Serpong Landed Housing (Cendana) and Shophouses (The Hive Series)

Cendana Series



Handover Period: 18 months + 6 months grace period

Typical size and Starting Price:

- Type 1 (60 m2 land / 55 m2 building) : IDR 719mn
- Type 2 (82.5 m2 land / 68 m2 building) : IDR 899mn
- Type 2+ (82.5 m2 land / 74.5m2 building) : IDR 999mn
- Type 3 (97.5 m2 land / 88 m2 building) : IDR 1.035bn
- Type 3+ (97.6 m2 land / 92.2m2 building) : IDR 1.15bn

The Hive Series (Commercial)



Handover Period: 18 months + 6 months grace period

Typical size and Starting Price:

- 65 m2 land / 165 m2 building : IDR 1.62 bn
- 104 m2 land / 204.5 m2 building : IDR 2.45 bn

Product Focus: Park Serpong New Product Development (9en Series)

Cendana Suites



Typical size and Starting Price:

- **Type 5** (67.5m² land / 78.1m² building) price at **IDR 943mn**
- **Type 5.5** (79.8m² land / 88.8m² building) price at **IDR 1,069mn**

Blackslate Homes



Typical size and Starting Price:

- **Type Standard** (112m² land / 125.5m² building) price at **IDR 1,808mn**

XYZ Livin



Typical size and Starting Price:

- **Z5** (67.5m² land / 78.1m² building) price at **IDR 365mn**
- **X6** (62.5m² land / 64.6m² building) price at **IDR 698mn**

Q Livin



Typical size and Starting Price:

- **Q12** (36m² land / 35m² building) price at **IDR 415mn**
- **Q15** (39.6m² land / 36.7m² building) price at **IDR 443mn**
- **Q22** (42.9m² land / 48.6m² building) price at **IDR 531mn**
- **Q23** (46.8m² land / 52.5m² building) price at **IDR 560mn**

Continuous product launch to fulfill our customer demand on affordable housing

Hive @ParkHills Aurora



20 July 2024



82 units



Take up 100%

XQ Livin @Lippo Cikarang Cosmopolis



15 June 2024



590 units



Take up 94%

Cendana Suites @Tanjung Bunga



27 July 2024



52 units



Take up 93%

XYZ Livin @Tanjung Bunga



27 July 2024



295 units



Take up 91%



Launch Date



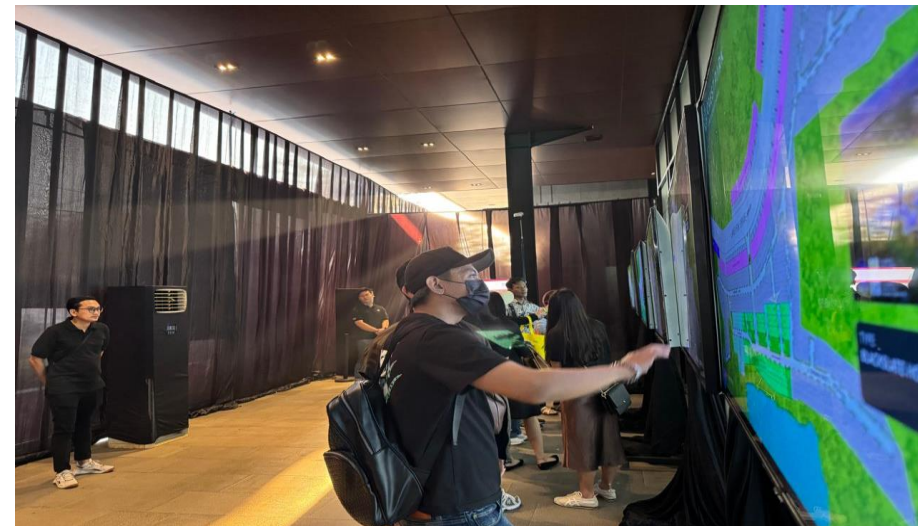
Total units sold



Take-up rate

Recent launching: 9en Collection (19 October 2024)

We successfully launched the 9en Collection with take up rate of 94% (553 units), introducing two new product series: Cendana Suites and Blackslate Homes, alongside our existing product line the XYZ Livin series.



Park Serpong Phase 1 Progress

We aim to initiate the handover of the first three clusters of Park Serpong Phase 1 by December 2024, 4 months ahead of the originally committed schedule (18 months plus a 6-month grace period).





SEGMENT 2: HEALTHCARE OVERVIEW

2024's YoY growth demonstrates the sustained growth potential for Siloam outside the influence of Covid

Revenue
IDR7.06tn

in 9M24

▲ **10.8%**

in 9M24 vs 9M23

IDR 2.43tn

in 3Q24

▲ **3.6%**

In 3Q24vs 2Q24

Underlying EBITDA*
IDR2.11tn

in 9M24

▲ **8.2%**

in 9M24 vs 9M23

IDR 716bn

in 3Q24

▲ **4.1%**

In 3Q24vs 2Q24

Underlying Net Profit*
IDR978bn

in 9M24

▲ **10.6%**

in 9M24 vs 9M23

IDR 333bn

in 3Q24

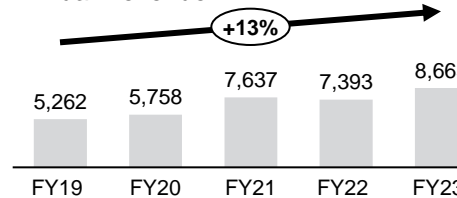
▲ **7.1%**

In 3Q24vs 2Q24

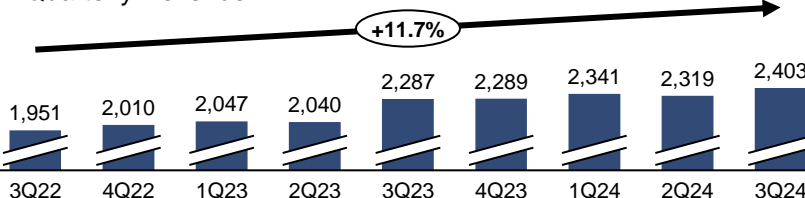
Revenue¹

(in IDR bn)

Annual Revenue

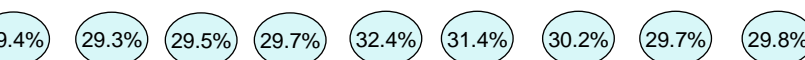
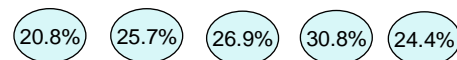


Quarterly Revenue

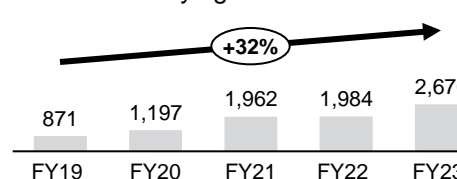


Underlying EBITDA²

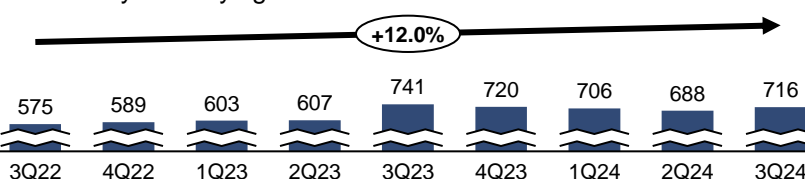
(in IDR bn; 4Q19 w/o new accounting standards)



Annual Underlying EBITDA²



Quarterly Underlying EBITDA²

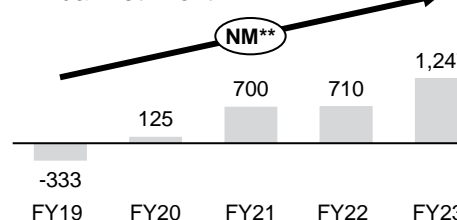


Net Profit

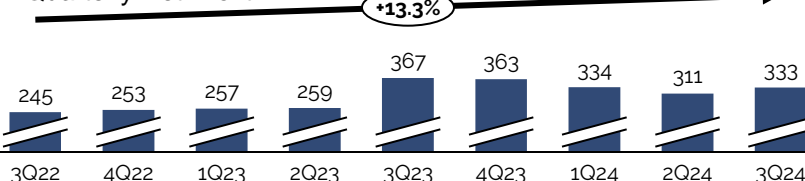
(in IDR bn; 4Q19 w/o one-off adjustments)



Annual Net Profit



Quarterly Net Profit



¹ Note: Revenue based on non-specialist revenue only.

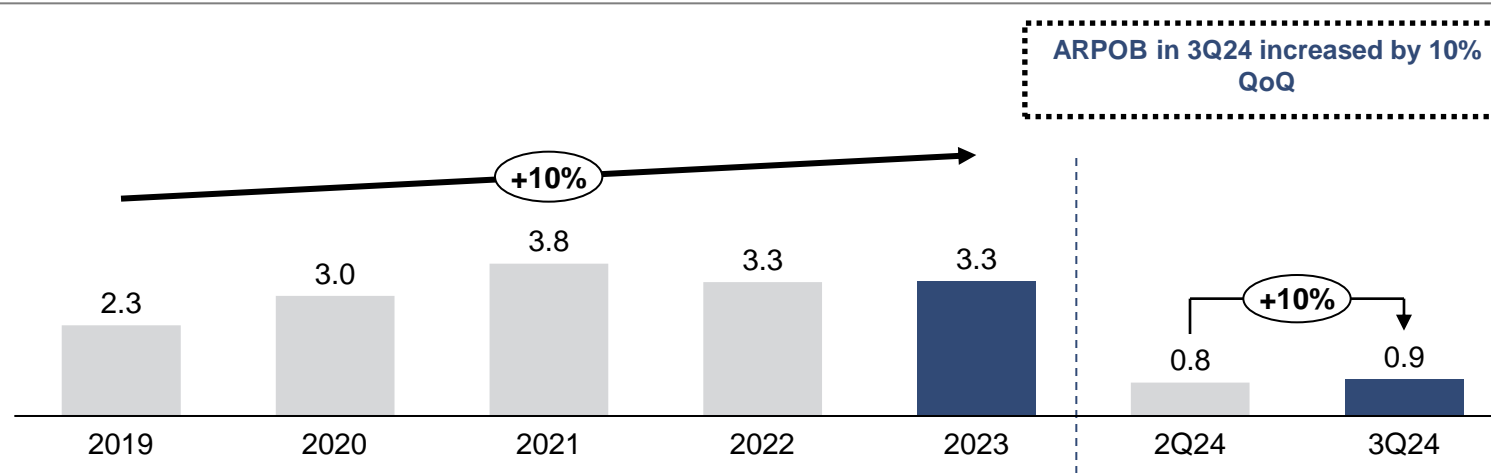
** Not meaningful

² Underlying EBITDA excludes non-cash adjustment of Siloam's historical assets write down

This growth is anchored by ongoing strategy to improve revenue intensity

Average Revenue per Occupied Beds

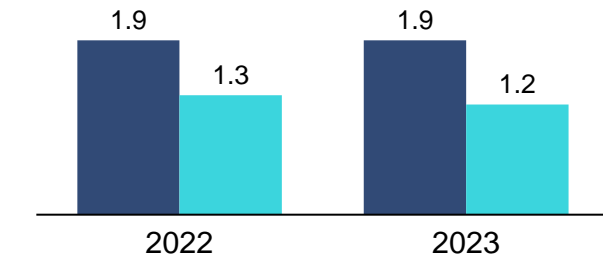
(in IDR bn)



Average Revenue per Occupied Beds

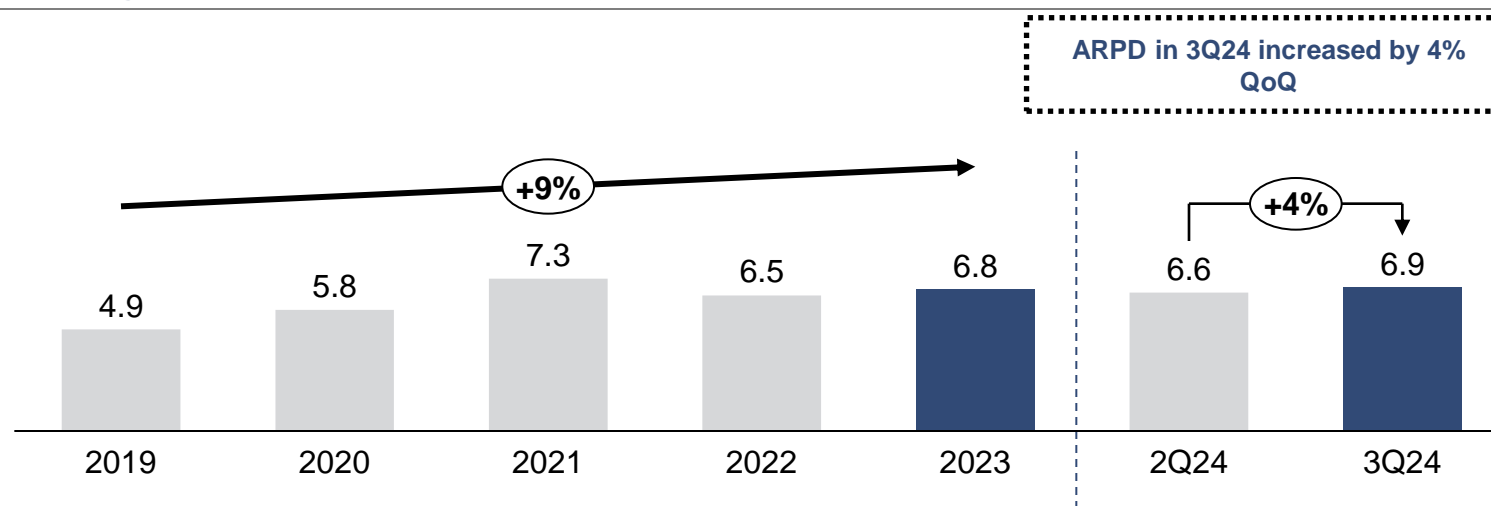
(in IDR bn)

Hospital A Hospital B



Average Revenue per Patient Days

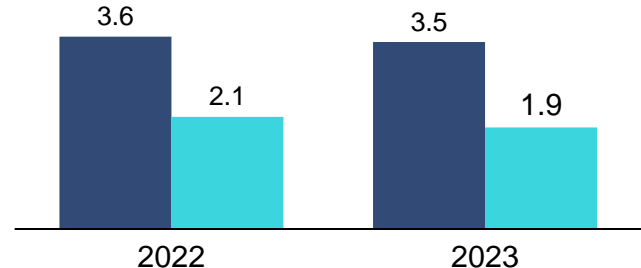
(in IDR mn)



Average Revenue per Patient Days

(in IDR mn)

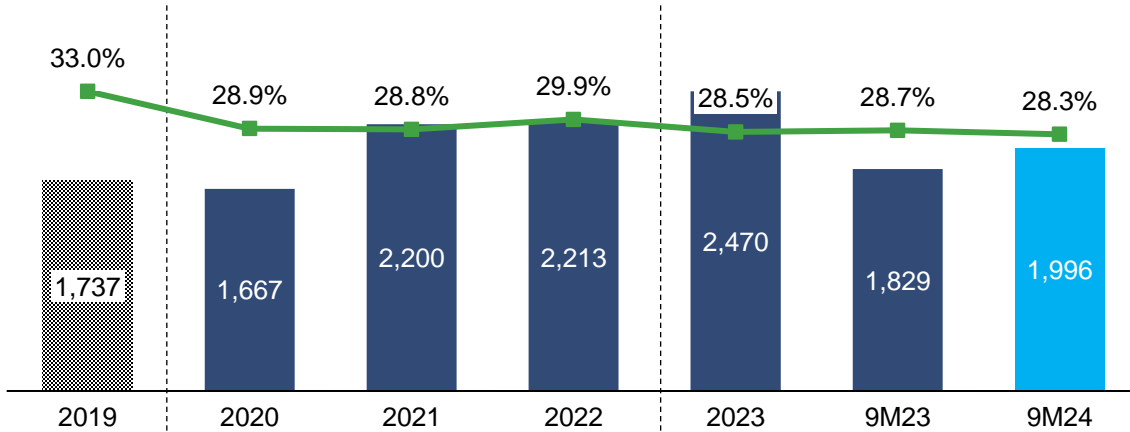
Hospital A Hospital B



EBITDA margin remains stable resulting from various efficiency initiatives

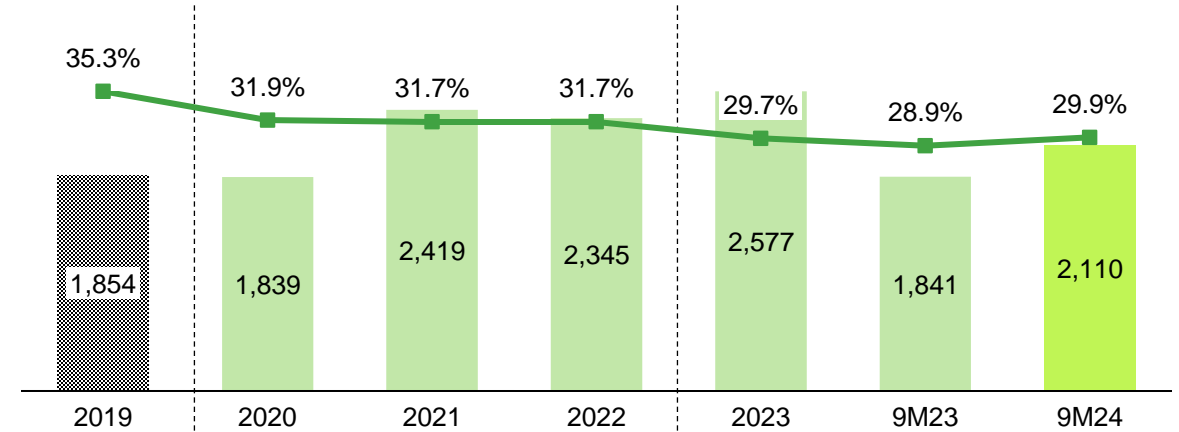
Drugs & clinical supplies

(IDR bn, % to Revenue)



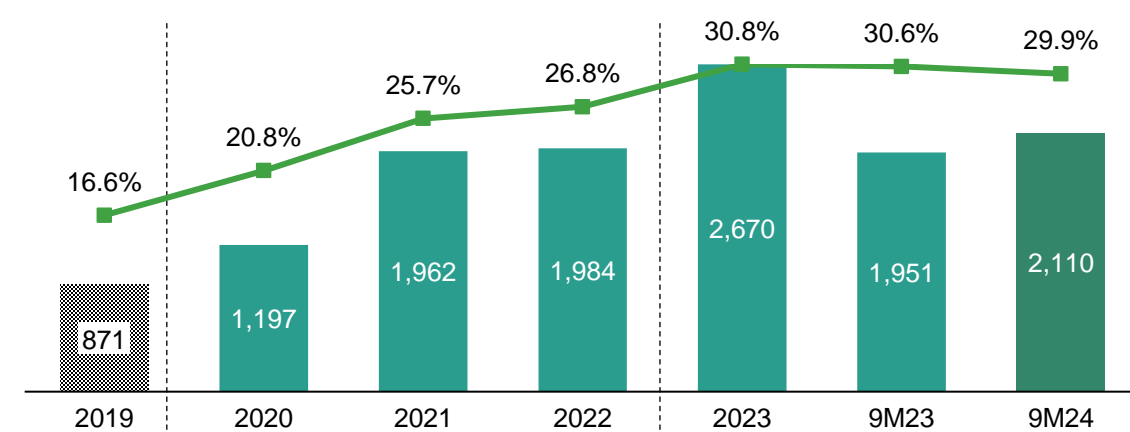
Operating expenses

(IDR bn, % to Revenue)



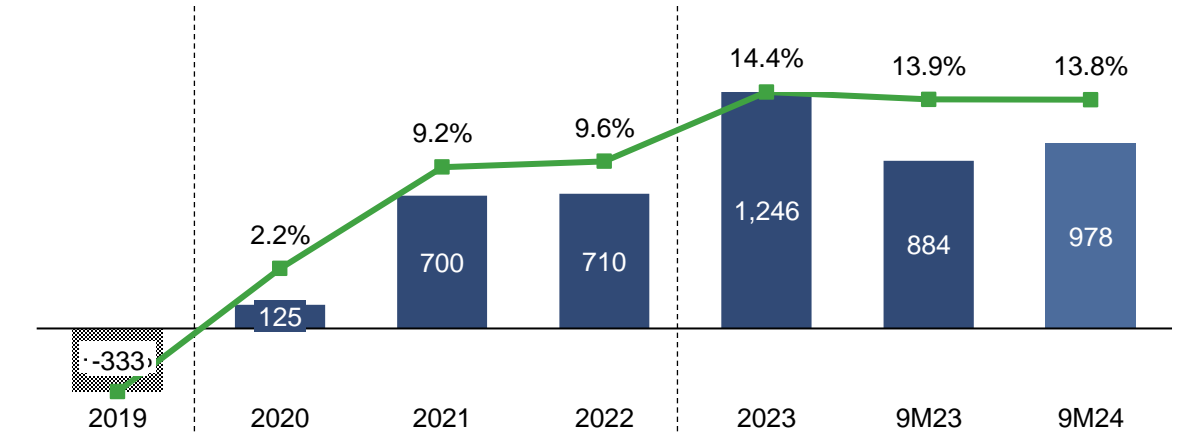
EBITDA & EBITDA Margin

(IDR bn, % to Revenue)



Net Profit & Net Profit Margin

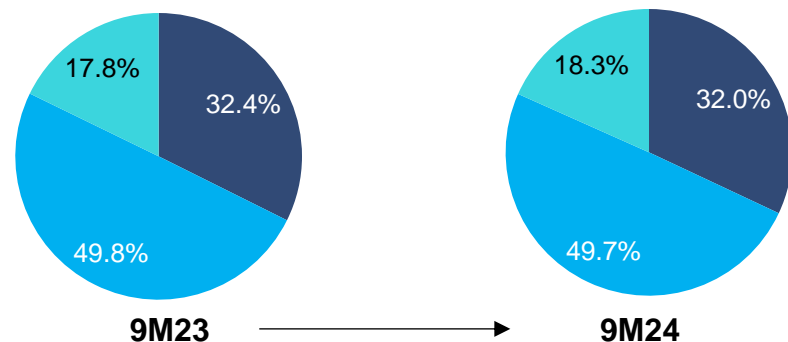
(IDR bn, % to Revenue)



Corporate and Insurance market continue to grow in challenging environment



% Contribution to Revenue 9M23 vs 9M24

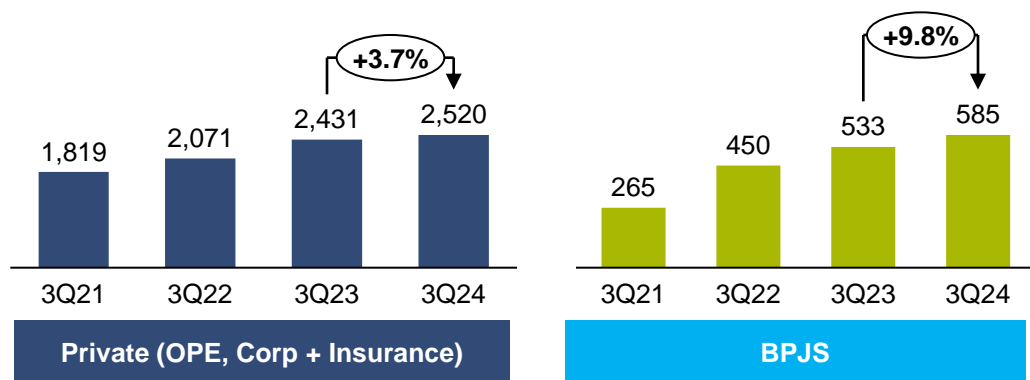


■ OPE ■ Corp + Ins ■ BPJS

Corporate and Insurance revenue contribution maintained 50% of total revenue



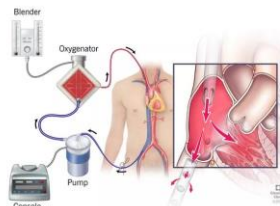
Payee Group Contribution to Revenue (IDR bn)



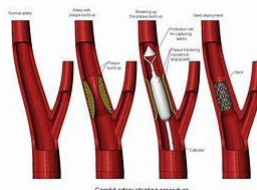
Private patients' (OPE, Corporate & Insurance) revenue continued to show growth on the same period of 2Q YoY

Focusing on building our clinical excellence and capabilities

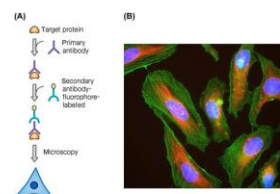
Clinical Breakthrough



1st Extracorporeal membrane oxygenation (ECMO) in Siloam in SHKJ
March 2024



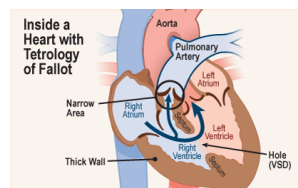
1st Carotid Stenting at SHBG
April 2024



1st Immunofluorescence examination in Siloam in SHKJ
April 2024



1st Percutaneous Nephrolithotomy (PCNL) in SHAB
Aug 2024



Successful TOF Surgery and Midcab in SHLV
Aug 2024



380th Kidney Transplant in ASRI
30 Aug 2024



354th baby born from Blastula IVF
Aug 2024



1st Pediatric kidney transplantation in ASRI
Sept 2024

Continuing Medical Education (CMEs)



Siloam Nuclear Medicine Discussion Series (September 2024)



Siloam 4th Uro-Nephro Summit (August 2024)

Strategic Partnership



Siloam Hospitals Group & Antoni Van Leeuwenhoek, Netherlands (September 2024)

Awards

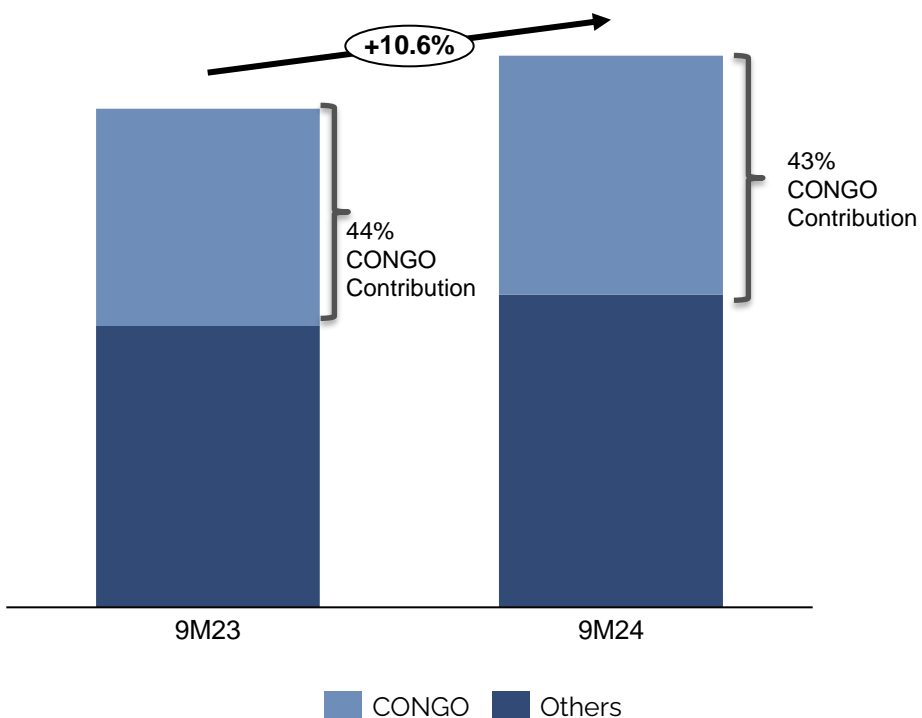


MRCCC accredited by Joint Commission International for meeting the international health standards (September 2024)

CONGO Performance



CONGO Contribution to overall SHG Revenue



CONGO Needle Movers show tremendous growth, due to focused initiatives to enhance complexity and clinical excellence in our CONGO craft groups



Siloam Hospitals Lippo Village

Cardiology



Revenue 9M24 VS 9M23

Orthopedics



Revenue 9M24 VS 9M23



Siloam Hospitals Kebon Jeruk

Neurology



Revenue 9M24 VS 9M23

Gastrology



Revenue 9M24 VS 9M23



Siloam Hospitals MRCCC

Oncology



Revenue 9M24 VS 9M23



Siloam Hospitals Cinere

Cardiology



Revenue 9M24 VS 9M23



Siloam Hospitals Mampang

Orthopedics



Revenue 9M24 VS 9M23

Key Pipeline Project in Development Hospital Expansion



	SHMK Extension	SHLV Oncology Centre	Siloam Surabaya Gubeng	ASRI Extension
Est Completion	Q1 2025	Q1 2025	Q4 2025	Q1 2026
Hospital Type	Type B	Type B	Type B	Type B
Addition #Bed	80 beds	30 Onco Beds	162 beds	79 Beds
GFA	8,118 sqm	9,731 sqm	30,187 sqm	6,399 sqm
Function	Expansion of overall hospital area	Dedicated oncology building	Cardio, Stroke and Ortho	Expansion of IPD Area
Information	SH Makassar is one of the best performing hospital in SHG. Due to its high performance, management believes that by expanding and investing in LINAC will increase its revenue intensity and capture larger market. The expansion would also increase SHMK IPD Capacity by 50 beds.	SH Lippo Village Oncology had strong performance in the last 5 years. Limited number of oncology hospital in Banten create high opportunity for SHLV. This building will focus on oncology services such as Radio Therapy, Imaging, Transfusion and Chemotherapy.	Siloam Hospital Gubeng is build beside existing Siloam hospital Surabaya. This hospital plan to capture the premium market in central Surabaya. The existing Surabaya building will be used to catered BPJS Patient. Currently we already reached topping off stage and expected to fully operate in January 2025.	ASRI has the highest ARPOB in SIH due to its specialization as Kidney Transplant Hospital. The expansion will add 57 beds (from 49 to 106 beds) and expanded its Gross Floor Area (GFA) from 5,855 sqm into 10,855 sqm.

Key Pipeline Project in Development

Ongoing Greenfield Project



	SH CITO	SH MERR	SH Semarang Spondol	SH Samarinda	SH Kemang Antasari
Est Completion	Q3 2025	Q3 2026	Q1 2026	Q3 2026	2028
Hospital Type	Type 3	Type C	Type B	Type C	Type B
Number of beds	118 beds	216 beds	182 beds	213 beds	
COE	Ortho, Mom and Child	Neuro, Cardio and Urology	Onco, Stroke Ready, Mom and Child	Neuro, Cardio and Pulmonology	
GFA	7,118 sqm	17,858 sqm	15,120 sqm	17,858 sqm	
Information	Located in southern part of Surabaya, SH CITO is planned to add 127 beds and focusing on Orthopedics, General Surgery, and Mom and Child as its Centre of Excellence (CoE). Despite Siloam presence in Surabaya, the opening of SH CITO would not hamper the growth of SH Surabaya due to different market and CoE.	Siloam Hospital MERR is located in Surabaya. This hospital is planned to capture the premium market in the south of Surabaya area. Despite locating in the same city, SH MERR will develop Neurology and Urology as Centre of Excellence (COE) where as SHSB is Cardio, Stroke and Ortho.	Siloam Hospital Semarang Spondol is located in Semarang, Central Java. Spondol is a prime area due to its location being the main road connecting rural parts of Central Java to its capital (Semarang). The hospital is a part of Mixed Used Building with Lippo Plaza and will have a total Gross Floor Area of 15,200sqm.	SH Samarinda located in the capital city of East Borneo. Project is a Joint Venture and Manage Service Project with local businessman Minardi Soetomo. The project will be part of Minardi Soetomo Area Development Project in Samarinda Area.	



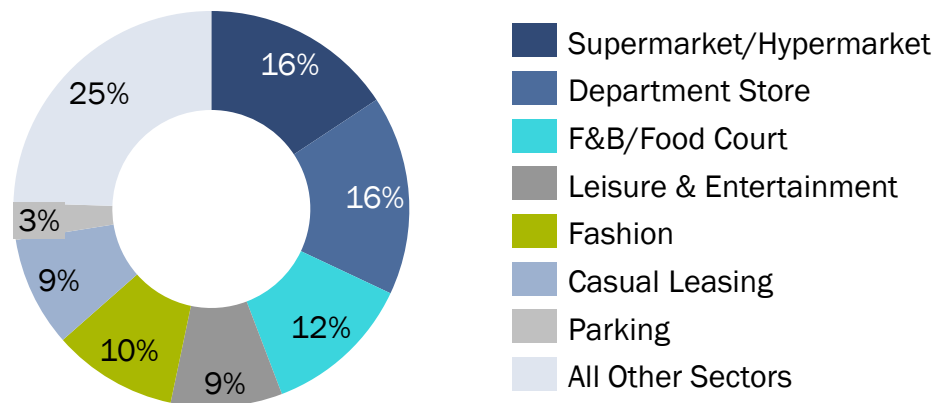
SEGMENT 3: LIFESTYLE OVERVIEW

Lippo Mall Indonesia: The largest mall developer and operator in Indonesia

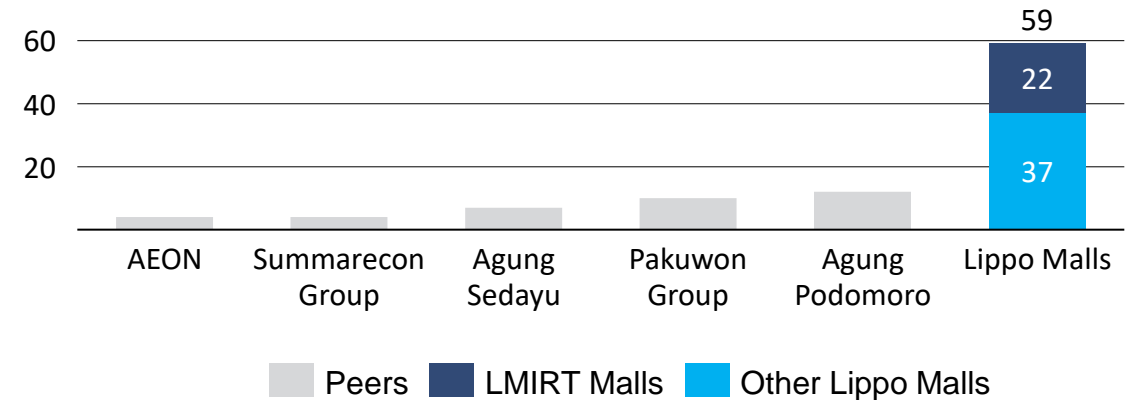
About LMI

- **Lippo Mall Indonesia** is the **largest mall developer and operator in Indonesia** with 59 managed malls nationwide across 39 cities in Indonesia. The company has **the largest operational net leasable area comprises of 3.5 million sqm**. There are over 200+ international tenants in Lippo malls, and tens of thousands of local tenants and MSMEs.
- **Established in 1992, Lippo pioneered the concept** of the lifestyle mall as a one-stop destination in Indonesia. The mall is at the heart of every Lippo development, where communities, families and people come together.
- Visitors to our malls can enjoy benefits such as promotions and exclusive services via our **loyalty app "Styles"**.

Well-diversified tenant mix



Leading player in the number of malls operated



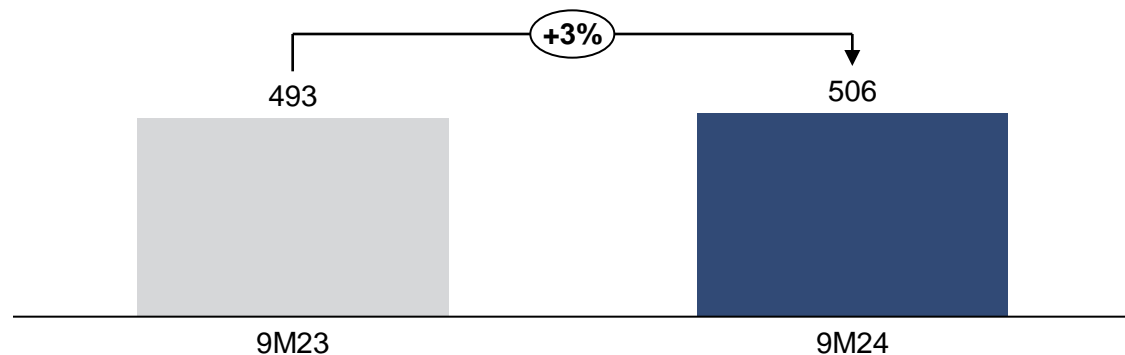
Supported with well-known tenants



Malls business booked stable financial performance with IDR 506bn revenue and IDR 112bn EBITDA

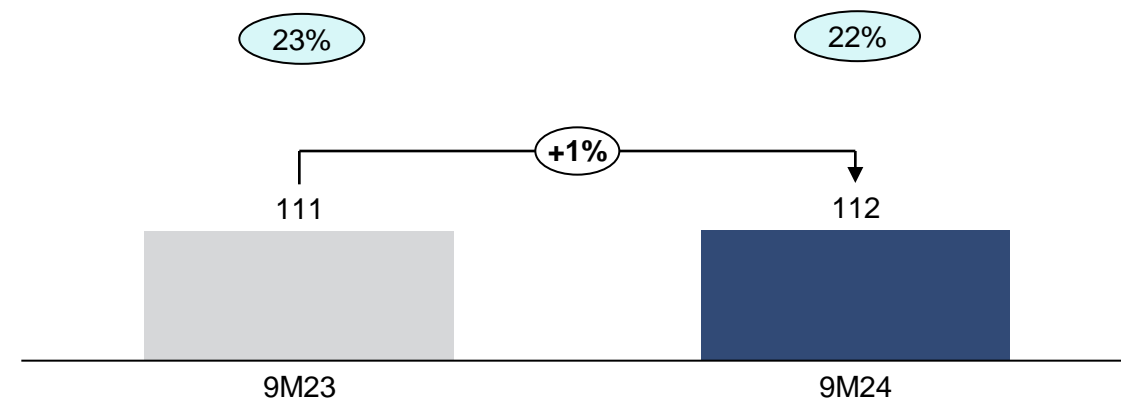
Malls Revenue¹

(in IDR bn)



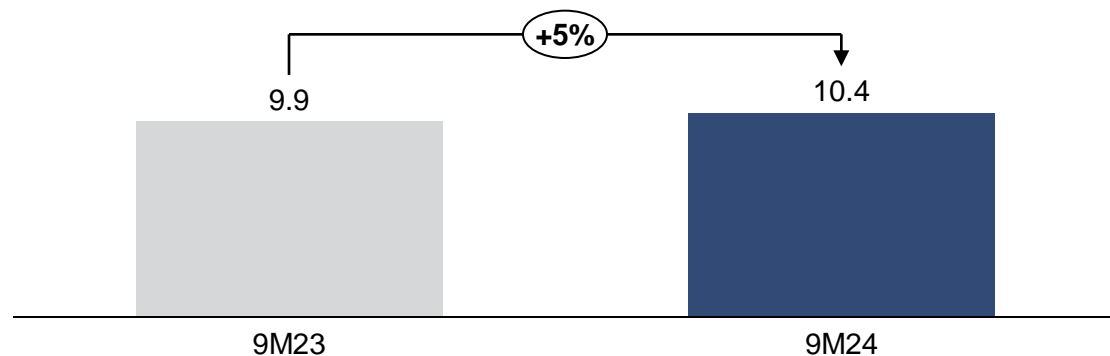
Malls EBITDA¹

(in IDR bn)

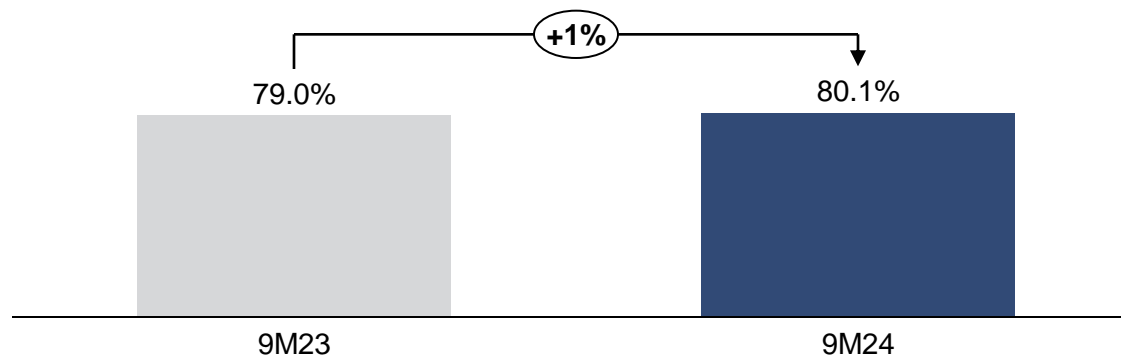


Consistent YoY growth of malls visitors²

(Average monthly visitors; in mn visitors)



Stable malls occupancy rate²



 EBITDA margin

¹ Revenue and EBITDA amount are based on non-consolidated figure (gross of intercompany eliminations)

² LMIRT malls only

Lifestyle events are becoming increasingly popular, leading to a surge in visitors numbers.

Travel Fair – Permata Bank x Japan Airlines



The travel fair by Permata Bank in collaboration with Japan Airlines is an exciting event, bring together travel enthusiasts, families and professionals looking for great deals on travel to Japan and beyond.

The Travel Fair held in a **multiple day event** filled with various booth participated by various travel agents.

The primary attractions would be the **exclusive travel offers, discounted airfares and vacation packages provided by Japan Airlines**, with financing and special privileges offered by Permata Bank.



UBS Gold – IAM24K



Taking place in the upscale and bustling **Sun Plaza Medan**, the event would serve as both a promotional showcase and a stylish celebration of UBS Gold's IAM24K line.

The main attractions of the event would be a **talk show** and a **meet and greet** with **Sandy**, the brand ambassador of UBS Gold, where attendees could learn more about the gold collection and interact with the star in a more personal setting.



It would leave attendees with a deeper appreciation for UBS Gold's craftsmanship and the timeless beauty of 24K gold, while also providing them with an unforgettable personal experience with the brand's ambassador.

Ongoing Asset Enhancement Initiatives



Istana Plaza



Mal Lippo Cikarang



Lippo Plaza Kramat Jati



Sun Plaza



Lippo Plaza Ekalosari

Est Completion

Completed

Q4 2024

Q4 2024

Completed

Q4 2024

NLA

2,458 sqm

3,455 sqm

7,770 sqm

5,463 sqm

6,306 sqm

Function

Asset enhancement to prepare area for new tenants and building improvements

Extension ground floor to create additional NLA

Reconfigure ex Carrefour space

Replacement of Hypermart with Playtopia

Improvement works on ground floor, renovation of lobby and drop-off area and re-layout spaces to attract key tenants



Palembang Square



The Plaza Semanggi



Cibubur Junction



Gajah Mada Plaza

Est Completion

Q1 2025

2026

2026

Completed

NLA

14,788 sqm

59,328 sqm

34,113 sqm

29,869 sqm

Function

Re-layout and refurbishment for ex-Carrefour area to attract mini-anchors and specialty stores

Major refurbishment of interior façade, and reconfiguration of internal spaces

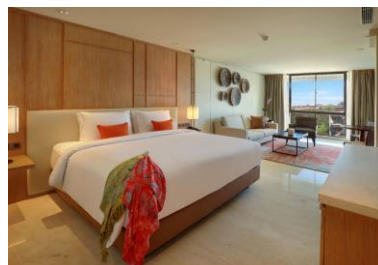
Major refurbishment of interior façade, and reconfiguration of internal spaces

Major refurbishment of interior façade, and reconfiguration of internal spaces













Hotels: A prominent player in the premium hotel sector under the Aryaduta brand

About Aryaduta

- Aryaduta Hotels is a **heritage luxury hotel chain** located strategically in **9 top cities across Indonesia**.
- Known as "**Iconically Indonesian, Globally Inspired**", Aryaduta has established itself as a trusted brand in the local hospitality industry, catering to both business and leisure needs with **1,900+ rooms**.
- Aryaduta also operates **leisure facilities**, including **Imperial Klub Golf**, one of Indonesia's most renowned 18-hole golf courses.



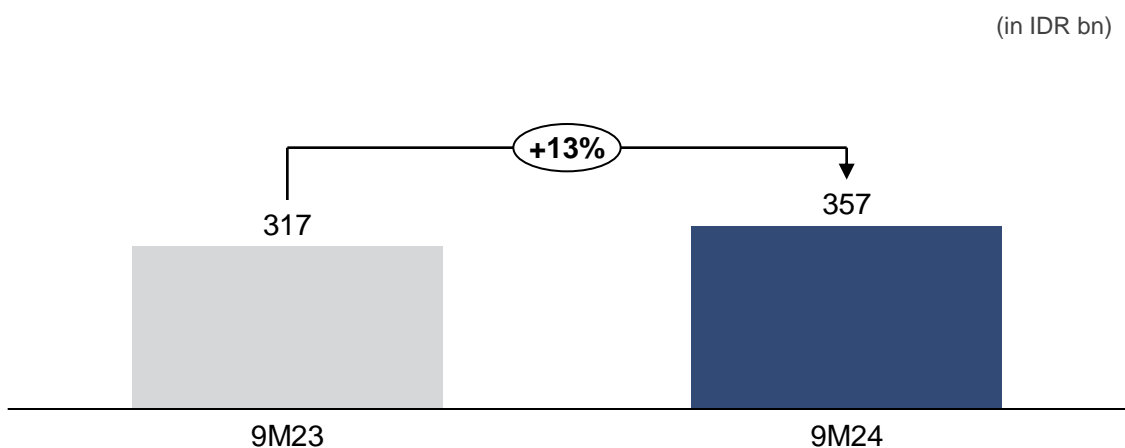
Strategically located in top cities in Indonesia

Jakarta		Bali	Bandung
			
Aryaduta Menteng		Aryaduta Suites Semanggi	Aryaduta Bandung
Tangerang			Medan
			
Aryaduta Lippo Village		Imperial Klub Golf ¹	Aryaduta Medan
Palembang	Pekanbaru	Manado	Makassar
			
Aryaduta Palembang	Aryaduta Pekanbaru	Aryaduta Manado	Aryaduta Makassar

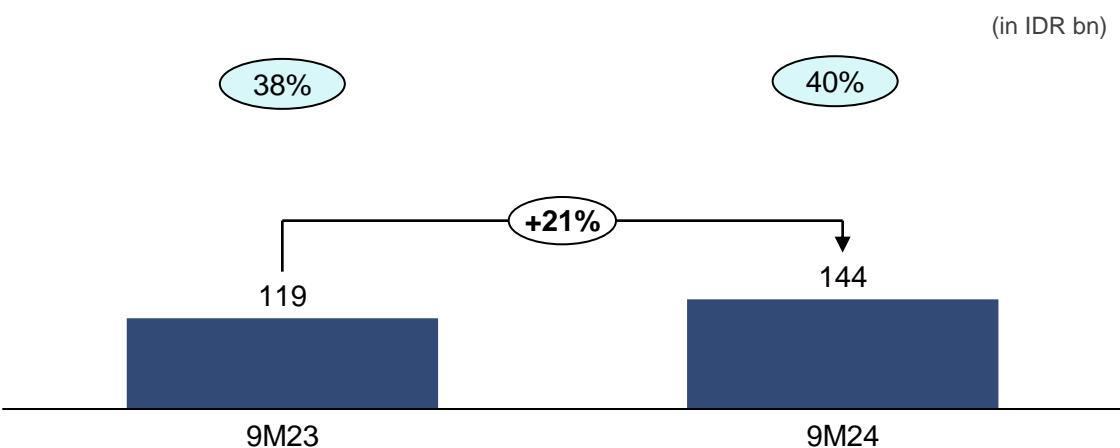
¹ Aryaduta Leisure

Hotels: Stable growth of hotels operational metric which reflects on 13% YoY revenue growth and 21% YoY EBITDA growth

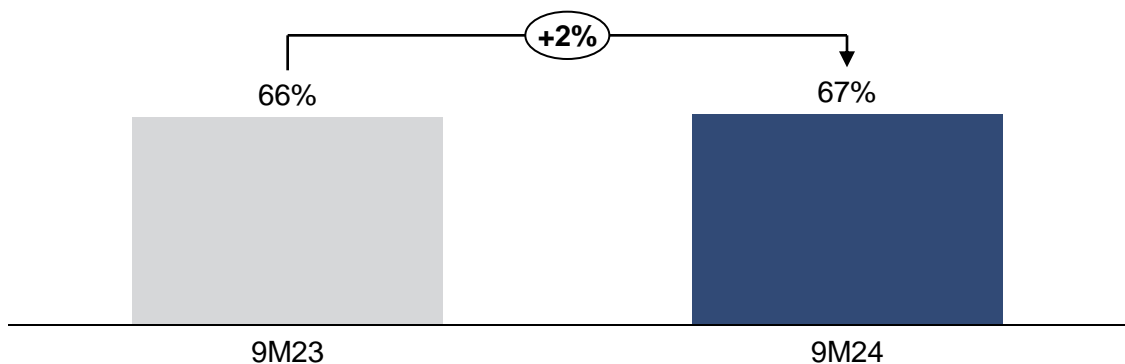
Hotels revenue¹



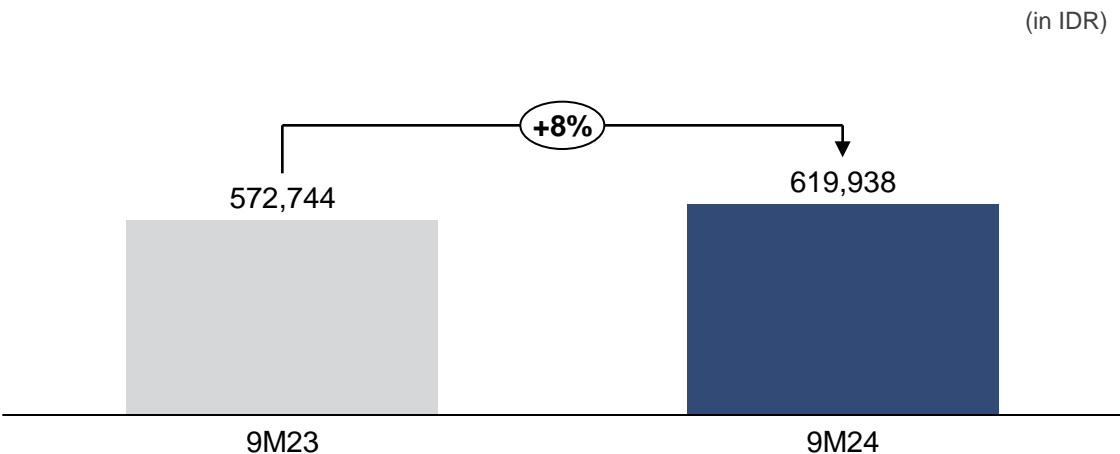
Hotels EBITDA¹



Hotels occupancy



Average room rates



EBITDA margin

¹ Revenue and EBITDA amount are based on non-consolidated figure (gross of intercompany eliminations)

Several initiatives have been implemented to enhance our operational performance

In celebration of Batik Day, we are pleased to extend exclusive promotions designed to enhance the guest experience, including specially curated staycation packages such as the **Family Joyful Stay**.

Guests staying with us during this promotional period will enjoy a range of complimentary benefits, including pool access for up to four individuals, a traditional kue lapis batik upon arrival, and breakfast for two adults and two children.

Furthermore, in recognition of the artistry of batik, each family will be presented with a **bespoke batik craft kit**. These offerings provide a harmonious blend of relaxation and cultural engagement, ensuring a memorable and enriching stay for all our esteemed guests.



Asta Karya

LUXURY & CULTURE EXPERIENCE

Bring the warmth of Makassar home with a lontara batik gift from our hotel.
Get handcraft Batik Lontara

Privilege:

- Private check-in and check-out at V10 executive Lounge
- Access to V10 executive Lounge for breakfast / Hi-tea / Cocktail Hours
- Complimentary mini bar
- Complimentary Laundry
- Access to gym and swimming pool for 5 pax

Only
IDR 2.500.000
Nett/night

Valid during September 2024

10% OFF

ARYADUTA BALI

JOYFUL FAMILY STAY

Blends relaxation with cultural discovery
memorable experience for the whole family

Inclusions:

- 2 night stay at Deluxe Room including breakfast for 2 parents and 1 child under 11 years old
- Special DIY batik craft kit
- 10% Discount on extra bed and laundry services

Booking & Stay Period:
1 September - 17 October 2024

Only
IDR 1.400.000
Nett/night

ARYADUTA BALI

STAYCATION COMPLETE

Temukan kenyamanan dan kemudahan, dari pemandangan kota atau laut yang menawan, hingga pengalaman kuliner tradisional.

Termasuk:

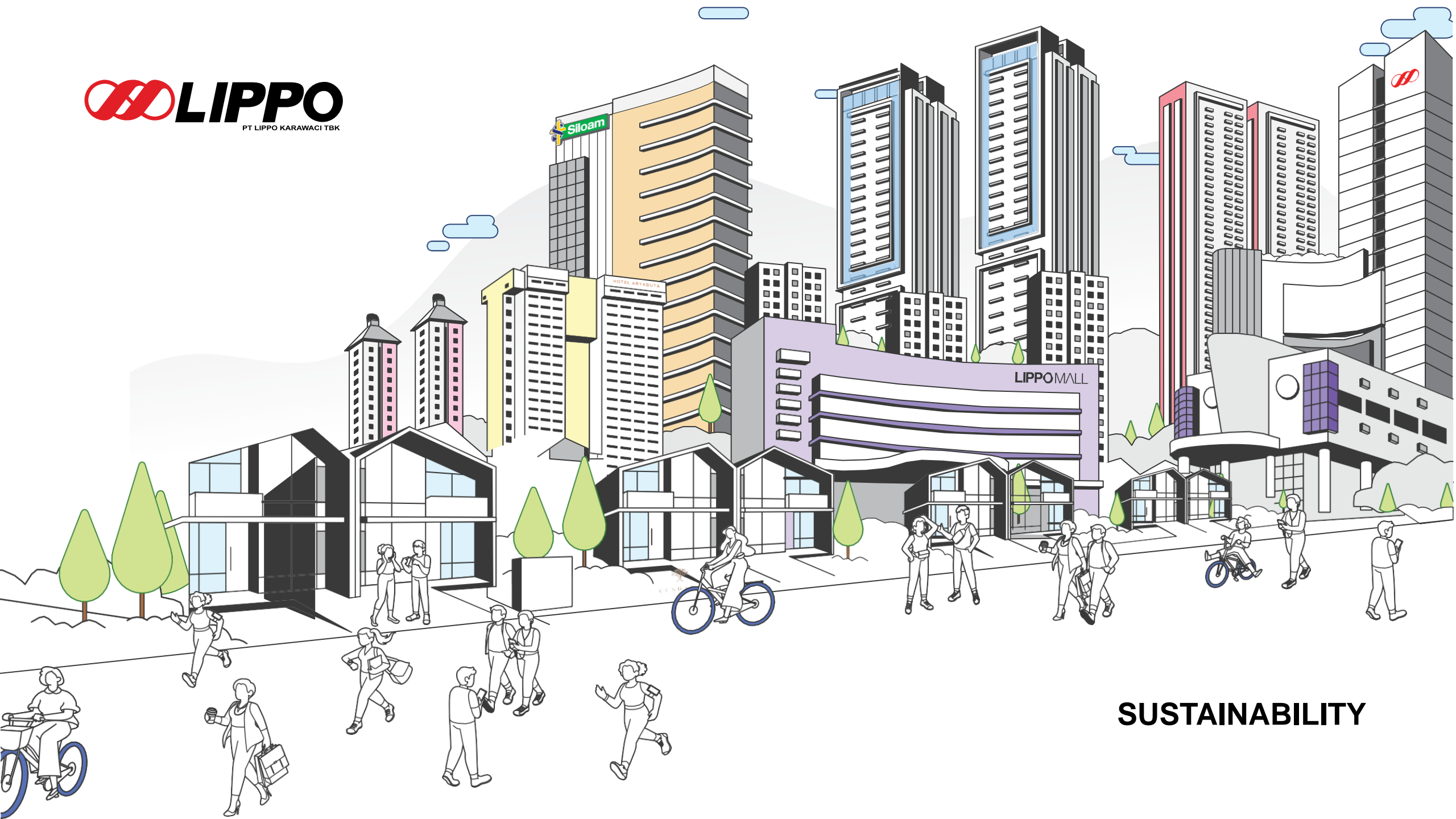
- Sambut kue Lapis Batik
- Sarapan pagi sampai pukul 11.00, untuk 2 dewasa dan 2 anak-anak
- Akses ke kolam renang dan pusat kesehatan untuk 4 orang

Termasuk Pizza Italia
Rp 785.000
Nett/malam

Termasuk makan siang/malam
Rp 835.000
Nett/malam

Berlaku selama Bulan September 2024

ARYADUTA BALI



SUSTAINABILITY

Sustainability Strategy

ESG Approach

- **Integrate sustainability in business strategy, operations, and governance structure**, in line with global best practices
- **Sustainability priorities set by ESG Committee** chaired by President Director, supported by key C-suite leaders and dedicated Group Sustainability Function
- **Measure ESG performance against targets** under 2030 Sustainability Agenda
- **Assess climate risks and opportunities** in enterprise risk management and strategic planning, including financial implications
- **Develop organizational capabilities and SOPs** that support ESG performance management and reporting

ESG Priorities

Environment	Social	Governance
Decarbonization roadmap and GHG inventory for managed assets	Accessible and affordable homes and healthcare	Climate risks and opportunities assessment
Water circularity through rainwater harvesting and wastewater recycling	Socioeconomic impact through community engagement framework	Policy reviews and GCG initiatives
Waste recycling and environmental campaigns	Occupational health and safety for all workers	Robust governance structure to drive ESG agenda and performance
	Staff engagement and training on ESG	Integrated ESG data management

ESG Reporting

Reporting Standards and Commitments



GRI Standards



TCFD Framework



SASB Standards



OJK Requirements



WEF Stakeholder Capitalism



UN Global Compact



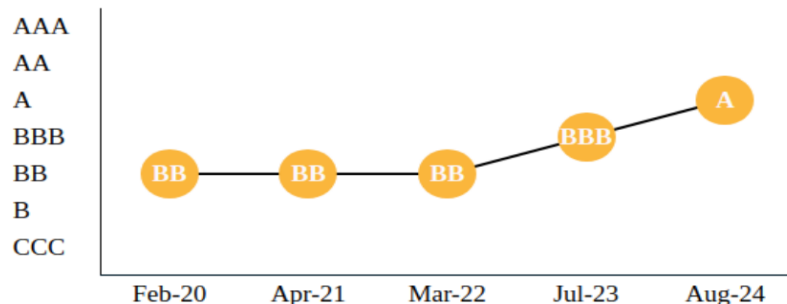
UN SDGs

ESG Ratings

MSCI
ESG RATINGS



CCC B BB BBB **A** AA AAA



(Rating as of Aug 2024, based on 2023 SR)

ISSB Transition

- Early adoption of TCFD Framework and SASB standards since 2022 SR, which form the basis for ISSB standards.
- Quantification of climate risks in 2023 SR, starting with first climate scenario analysis and preliminary climate-related financial impact assessment.
- Improved ESG data quality, reporting processes, and control environment, supported by internal audit and roll-out of Group-wide data management system
- Commenced ISSB transition with gap analysis and reporting roadmap

2030 Sustainability Agenda

ENHANCING QUALITY OF LIFE



AFFORDABLE HOUSING

2030 TARGET

At least **90%** of sold homes priced under Rp 2 billion¹ each year

2023 PERFORMANCE

97% of sold homes priced under Rp 2 billion



ACCESSIBLE HEALTHCARE

2030 TARGET

Hospitals and clinics in **over 60%** of provinces in Indonesia, with over **40%** of hospital portfolio located outside of Java

2023 PERFORMANCE

Hospitals and clinics in 23 provinces in Indonesia (**61%**), with 19 hospitals located outside of Java (**46%**)



COMMUNITY ENGAGEMENT

2030 TARGET

3,000 community activities under PASTI² (cumulative)

Baseline: 2022

2023 PERFORMANCE

1,716 community activities under PASTI (cumulative)

30,000 MSMEs supported under PASTI (cumulative)

Baseline: 2022

4,714 MSMEs supported under PASTI (cumulative)

CARING FOR OUR ENVIRONMENT



OPERATIONAL EMISSIONS

2030 TARGET

35% reduction in building emissions intensity³ by 2035, with **15%** reduction by 2030

Baseline: 2019 (0.164 ktCO₂e/m²)

2023 PERFORMANCE

28% reduction in building emissions intensity



WATER CONSUMPTION

2030 TARGET

20% of water consumption from sustainable sources⁴

2023 PERFORMANCE

24% of water consumption from sustainable sources



WATER TREATMENT

2030 TARGET

30% increase in volume of treated water from sustainable sources⁴

Baseline: 2019 (~520,000 m³)

2023 PERFORMANCE

139% increase in volume of treated water from sustainable sources



WASTE DIVERSION

2030 TARGET

Double amount of waste diverted from landfill

Baseline: 2022 (1,400 tons)

2023 PERFORMANCE

3,200 tons of waste diverted from landfill

INVESTING IN OUR PEOPLE



OCCUPATIONAL HEALTH & SAFETY

2030 TARGET

Zero fatalities

Zero high consequence injuries

≤ 1 Total Recordable Injury Frequency Rate (TRIFR)

2023 PERFORMANCE

2 fatalities (1 employee & 1 contractor)

Zero high consequence injuries

TRIFR (Employee): **0.17**
TRIFR (Contractor): **1.31**



TRAINING & DEVELOPMENT

2030 TARGET

Average **40** training hours per employee

Double ESG training hours

Baseline: 2022 (800 hrs)

2023 PERFORMANCE

Average **41** training hours per employee

1,156 ESG training hours

Notes:

¹ Inflation-adjusted Rp 2 billion at 2022 levels

² PASTI is the Group framework for social engagement and CSR initiatives

³ Scope 1 & 2 emissions intensity of high-rise residential buildings, hospitals, malls, and hotels (average)

⁴ Sustainable water sources include recycled wastewater and harvested rainwater

CHAMPIONING BEST PRACTICES



BUSINESS ETHICS

2030 TARGET

100% completion rate for training on Code of Conduct and anti-corruption policies

2023 PERFORMANCE

99% completion rate for training on Code of Conduct and anti-corruption policies



COMPLIANCE

2030 TARGET

Zero cases of non-compliance with laws and regulations resulting in fines and/or sanctions

Zero legal cases of corruption, fraud and bribery

2023 PERFORMANCE

Zero cases of non-compliance with laws and regulations resulting in fines and/or sanctions

Zero legal cases of corruption, fraud and bribery



PROCUREMENT






























2030 TARGET

Formulate **Group Sustainable Procurement Policy**, and socialize requirements to vendors

2023 PERFORMANCE

Socialized **Group Sustainable Procurement Policy** and **Supplier Code of Conduct** to vendors

2030 Performance Highlights

Enhancing Quality of Life	Caring For Our Environment	Investing In Our People	Championing Best Practices
<div></div> <div>>185 million people served in 26 provinces across Indonesia</div>	<div></div> <div>2 New Green Buildings EDGE Certification for Lippo Mall Puri & Sun Plaza</div>	<div></div> <div>40% Female senior executives and managers</div>	<div></div> <div>Socialization for Group Sustainable Procurement Policy and Supplier Code of Conduct</div>
<div></div> <div>97% Sold homes priced under Rp 2 billion</div>	<div></div> <div>GHG Emissions 16 ktCO₂e Scope 1 274 ktCO₂e Scope 2 316 ktCO₂e Scope 3</div>	<div></div> <div>41 Average training hours per employee</div>	<div></div> <div>Established Group-wide ESG reporting SOPs and commenced system integration for ESG data management</div>
<div></div> <div>1,284 Community Activities Total activities under PASTI</div>	<div></div> <div>Scope 3 inventory expansion 0.118 tCO₂e/m² Building Emissions Intensity (28% reduction from 2019 baseline)</div>	<div></div> <div>Rp 6.9 Billion Total training expenditure</div>	<div></div> <div>Conducted internal audit for environmental data</div>
<div></div> <div>1,725 MSMEs Supported through PASTI</div>	<div></div> <div>1.60 m³/m² Building Water Intensity (14% reduction from 2019 baseline)</div>	<div></div> <div>1,156 Total ESG training hours</div>	<div></div> <div>First TCFD Climate Scenario Analysis</div>
<div></div> <div>Rp 25 billion Total CSR spending</div>	<div></div> <div>24% Water consumption from sustainable sources</div>	<div></div> <div>5,196 Total OHS training hours</div>	<div></div> <div>UNGC Submission of annual Communication on Progress</div>
<div></div> <div>8,200 Healthcare Professionals Trained at Siloam Training Centre</div>	<div></div> <div>~1.24 million m³ Treated water from sustainable sources (139% increase from 2019 baseline)</div>	<div></div> <div>Formation of Group OHS Committee</div>	<div></div> <div>Zero Cases of non-compliance, corruption, fraud, and bribery</div>
<div></div> <div>315 Nurses Graduated under Siloam scholarship program</div>	<div></div> <div>~3,200 tons Waste diverted from landfill</div>	<div></div> <div>TRIFR 0.17 (employees) TRIFR 1.31 (contractors)</div>	
<div></div> <div>~95% Procurement budget for Indonesian suppliers</div>	<div></div> <div>20 New EV charging stations installed¹</div>		

Community Engagement Framework



Lippo untuk Indonesia PASTI (**P**intar, **A**sri, **S**ejahtera, **T**angguh, **I**ndependen) embodies the firm and bold spirit that drives our holistic advancement of Indonesia's sustainability agenda. We are committed to enhancing our quality of life for all stakeholders in our ecosystem, to secure a brighter outlook for future generations.



PINTAR

Scholarships
Vocational Training & Skills Development
Educational Support



Provide access to quality education



ASRI

Nature Conservation
Waste & Water Management
Environmental Awareness



Reduce ecological footprint and raise environmental awareness



SEJAHTERA

Philanthropy
Community Welfare & Engagement
Humanitarian Aid



Support philanthropic causes and community events



TANGGUH

Community Health Services
Health Awareness
Vaccination & Blood Drives



Improve community health and well-being



INDEPENDEN

MSME Empowerment
Local Economic Development
Entrepreneurship



Empower MSMEs and local economies

1H224 Highlights



Lippo Cikarang Elementary School Program



Mangrove Plantation in Coastal Area by Aryaduta



Iftar with Orphanage & Surrounding Community at Lippo Village



Breast Cancer Screening (Selangkah) by Siloam



MSME Festival at Lippo Mall Kemang

Looking Ahead



Real Estate

- We continue to offer distinctive products, including the Cendana Suites, XYZ, Q Livin, Blackslate Homes, and The Hive commercial series, ensuring a diverse range of innovative solutions for various market segments.
- Products targeting first-time home buyers in Park Serpong, Lippo Cikarang Cosmopolis, and Gowa Makassar have been performing well and will continue to be a key focus of our development strategy.
- We achieved IDR 4.2 trillion in marketing sales for 9M24, reaching 79% of our FY24 sales target. Moving forward, we will continue to drive product innovation in Park Serpong, Lippo Karawaci, Lippo Cikarang, and further developments in Gowa Makassar.



Healthcare

- SILO's focus on advancing complexity and clinical excellence in the CONGO specialties (Cardiology, Oncology, Neurology, Gastroenterology, and Orthopedics) has been central to its strong performance. This strategy is expected to continue driving sustained growth moving forward.
- Siloam has successfully implemented its 5.0 strategy, which has played a key role in its robust financial performance. Moving forward, the company has launched the "Next Gen Siloam (NGS)" initiative, aiming to become a leading healthcare provider in Southeast Asia by strengthening its capabilities and achieving a competitive edge.



Lifestyle

- Mall occupancy has been stable at 79.9%, with a monthly average of 10.4 million visitors, and we are confident this will continue to improve.
- Asset enhancement initiatives are in progress at six malls, with significant renovations underway at Plaza Semanggi, a prominent mall featuring 59,000 sqm of NLA, situated in the heart of Jakarta's business district.
- While domestic demand remains the main contributor to hotel occupancy, efforts to attract more family and business leisure guests have proven successful. Strong food and beverage revenue growth can be attributed to enhanced products and services provided for social events, MICE, and weddings.



Consolidated Statutory Statement of Profit and Loss

P&L Highlights (in IDR bn)	9M24	9M23	YoY Changes
Total Revenues	9,251	12,337	-25%
COGS	(5,112)	(6,986)	-27%
Gross Profit	4,139	5,351	-23%
Operating Expenses	(2,650)	(3,270)	-19.0%
Operating Profit	1,489	2,081	-28%
Other Income & Expenses - Net	18,682	971	1824%
Financial Charges - Net	(1,134)	(1,259)	-10%
Income Before Tax	19,037	1,793	962%
Tax Expenses	(397)	(544)	-27%
Profit for the Period	18,640	1,249	1393%
Non Controlling Interest	(78)	461	-117%
Profit for the Period Attributable to	18,718	788	2276%

Gross profit by segment (in IDR bn)	9M24	9M23	YoY Changes
Total Revenues	9,251	12,337	-25%
Real Estate Development	3,161	3,181	-1%
Healthcare	5,053	8,246	-39%
Lifestyle	1,036	911	14%
COGS	(5,112)	(6,986)	-27%
Real Estate Development	(1,790)	(1,797)	0%
Healthcare	(2,996)	(4,898)	-39%
Lifestyle	(326)	(291)	12%
Gross Profit	4,139	5,351	-23%

Consolidated Statutory Statement of Financial Position

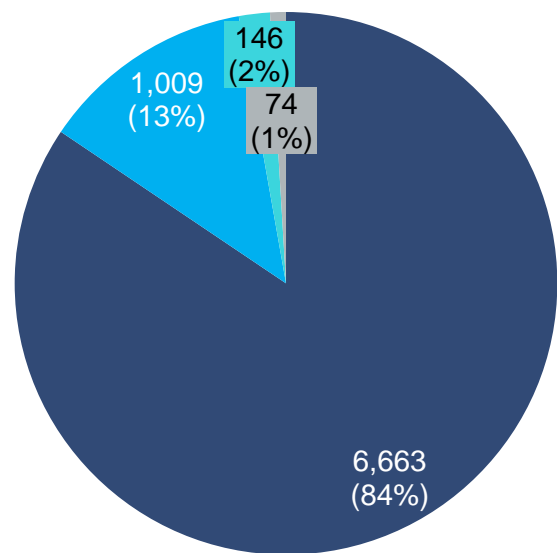
Balance Sheet Highlights (in IDR bn)	9M24	FY23		9M24	FY23
ASSETS			LIABILITIES & EQUITY		
CURRENT ASSETS			CURRENT LIABILITIES		
Cash & Cash Equivalent	6,883	2,650	Bank Loans	1,607	2,787
Trade Accounts Receivable	555	1,934	Lease Liabilities	92	575
Inventories	27,694	24,067	Accrued Expenses	1,281	1,924
Prepaid Taxes & Expenses	869	806	Trade accounts payables	720	908
Other current assets	409	360	Taxes payable	84	310
Total Current Assets	36,410	29,817	Contract Liabilities	2,477	2,452
NON-CURRENT ASSETS			Other Current Liabilities	1,481	968
Investments	10,593	748	Total Current Liabilities	7,742	9,924
Investment properties	976	905	NON-CURRENT LIABILITIES		
Property & Equipment	3,894	11,698	Bank Loans	4,049	4,998
Goodwill & Intangible Assets	158	646	Lease Liabilities	3,712	5,315
Land for Development	563	608	Bonds Payable	1,954	6,595
Deferred Tax Assets	76	88	Contract Liabilities	6,944	2,425
Advances	302	644	Other Non-Current Liabilities	773	708
Other Non Current Assets	3,062	4,416	Total Non Current Liabilities	17,432	20,040
Total Non Current Assets	19,623	19,754	EQUITY		
			Capital Stock - Issued & Fully Paic	7,090	7,090
			Additional Paid In Capital	11,455	11,455
			Difference in transactions w/ nor	(2)	2,498
			Other Equity Components	3,543	5,281
			Treasury stock	(11)	(11)
			Retained Earnings	7,816	(10,912)
			Other Comprehensive Income	(69)	(86)
			Total Equity Attributable to Own	29,821	15,315
			Non-Controlling Interest	1,038	4,292
			Total Stockholders' Equity	30,859	19,606
TOTAL ASSETS	56,033	49,571	TOTAL LIABILITIES & STOCKHOLD	56,033	49,571

Consolidated Statutory Statement of Cash Flow

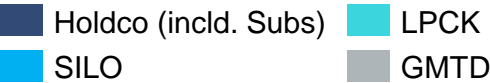
Cash Flow Highlights (in IDR bn)	9M24	9M23	YoY Changes
Cash at beginning	2,650	2,626	1%
Cash from operating activities:	1,153	662	74%
Business operations	1,890	585	223%
Placement for restricted funds	(737)	77	-1057%
Cash from investing activities:	9,321	(473)	2071%
Investment and properties	(556)	(610)	9%
Acquisition, divestment and dividend rece	9,878	137	7116%
Cash from financing activities:	(6,241)	(503)	1142%
Forex impact	(0)	(4)	-89%
Cash at end	6,883	2,309	198%

Cash breakdown

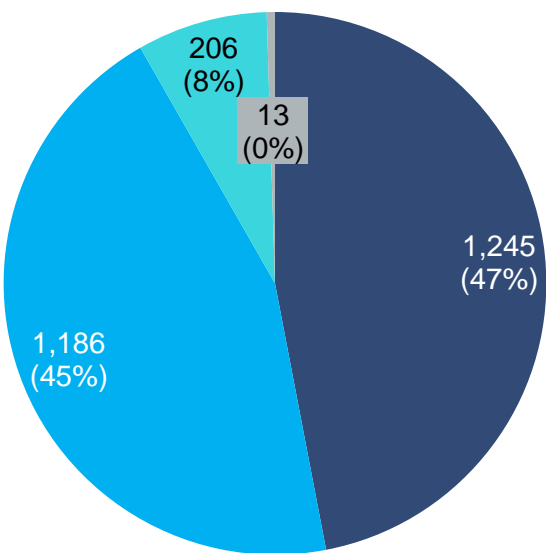
Cash breakdown – September 2024



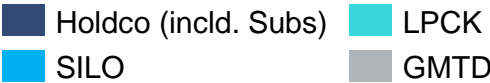
Consolidated cash: IDR 6,883bn



Cash breakdown – Dec 2023



Consolidated cash: IDR 2,650bn



Financial Results (9M24 vs 9M23)

Particulars	9M24					9M23					Real Estate		Healthcare		Lifestyle		Holdco		Total	
	Real Estate	Healthcare	Lifestyle	Holdco	Total	Real Estate	Healthcare	Lifestyle	Holdco	Total	Rp	%	Rp	%	Rp	%	Rp	%	Rp	%
Revenue	3,174	5,053	1,024	-	9,251	3,181	8,246	910	-	12,337	(7)	0%	(3,192)	-39%	114	12%	-	-	(3,086)	-25%
Gross profit	1,394	2,119	699	(1)	4,212	1,395	3,445	619	-	5,459	(1)	0%	(1,326)	-38%	80	13%	1	-	(1,246)	-23%
% of Revenue	44%	42%	68%		46%	44%	42%	68%		44%										
Opex	(582)	(812)	(421)	(218)	(2,033)	(597)	(1,260)	(414)	(197)	(2,469)	15	-2%	448	-36%	(6)	1.6%	(21)	10%	436	-18%
% of Revenue	-18%	-16%	-41%		-22%	-19%	-15%	-46%		-20%										
EBITDA	811	1,307	278	(218)	2,178	797	2,185	205	(197)	2,990	14	2%	(878)	-40.2%	74	36%	(21)	11%	(812)	-27%
% of Revenue	26%	26%	27%		24%	25%	26%	22%		24%										
NPAT	(1,201)	300	74	19,545	18,718	630	987	26	(856)	788	(1,831)	-291%	(687)	-69.6%	48	183%	20,401	2383%	17,931	2277%
% of Revenue	-38%	6%	7%		202%	20%	12%	3%		6%										

Contribution per Pillar in 9M24:
Revenue: Real Estate 34%, Healthcare 55% and Lifestyle 11%



THANK YOU

Notes

INVESTOR RELATIONS

PT LIPPO KARAWACI TBK

Head of Investor Relations

Dr. Randi Bayu Prathama

Email: Randi.Prathama@lippokarawaci.co.id

Mobile: +62811225873

Deputy Head of Investor Relations

Indra Agina Sinuraya

Email: Indra.Sinuraya@lippokarawaci.co.id

Mobile: +6281310008957