

INVESTOR RELEASE

FOR IMMEDIATE RELEASE

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LPKR achieved positive FY23 NPAT of IDR 50bn, with YoY Revenue and EBITDA increasing by 15% and 28% respectively

- In 4Q23, revenue increased by 5% and EBITDA remained stable compared to 3Q23.
- Real estate reported IDR 5.12tn of FY23 marketing sales, exceeding its target by 5%. This performance was anchored by the successful launch of the new Park Serpong township.
- Healthcare continued to improve on its strong performance with FY23 revenue and EBITDA growing by 18% and 31% YoY respectively, supported by higher revenue intensity and throughput.
- Lifestyle maintained stable post-covid recovery with FY23 revenue increasing by 9% YoY.

JAKARTA – PT Lippo Karawaci Tbk ("**LPKR**" or "**Company**"), Indonesia's leading real estate and healthcare platform, released its FY23 consolidated financial statements today. In FY23, the Company achieved revenue growth of 15% YoY to IDR 17.0tn, gross profit growth of 18% YoY to IDR 7.7tn, and EBITDA growth of 28% YoY to IDR 4.2tn. Moreover, the Company also reported a turnaround in Underlying NPAT from the negative IDR 1.1tn in FY22 to a positive IDR 76bn in FY23, as well as NPAT turnaround to IDR 50tn.

Exhibit 1: LPKR P&L Highlights (FY23 vs FY22)

(In IDR bn)	FY23	FY22	Var YoY	%YoY
Revenue	16,990	14,809	2,182	15%
Gross Profit	7,660	6,485	1,174	18%
Opex	(3,461)	(3,213)	(248)	-8%
EBITDA	4,199	3,273	926	28%
Interest	(1,119)	(1,135)	15	-1%
Tax	(754)	(568)	(186)	33%
Others	(2,249)	(2,695)	446	-17%
Underlying NPAT ¹	76	(1,125)	1,202	107%
Non-Operational and One-off Items				
FV Adj of LMIRT's Investment Properties	(745)	178	(923)	-518%
PSAK 72 & 73 ²	(506)	(526)	20	-4%
Unrealized Forex	67	(1,281)	1,348	105%
Gain on bond buyback ³	1,158	61	1,097	1,799%
NPAT	50	(2,693)	2,743	102%

¹ Underlying NPAT includes interest, tax, depreciation, minority interest, and the rental expense equivalent component from the PSAK 73 leasing calculation

² PSAK 73 adjustment only includes the non-cash component of PSAK 73 leasing calculation (i.e., net of the rental equivalent)

³ Gain on bond buyback of IDR 1,158bn consist of net gain on senior notes redemption of IDR 918bn, plus gain on FX of IDR 240bn

The Company maintained stable operational performance in 4Q23 by booking 5% QoQ growth of Revenue to IDR 4.6tn, with EBITDA remaining flat at IDR 1.1tn. The Company achieved higher underlying NPAT with 43% QoQ growth, despite NPAT being adversely impacted by the fair value non-cash adjustment of LMIRT's investment properties.

Exhibit 2: LPKR P&L Highlights (4Q23 vs 3Q23)

(In IDR bn)	4Q23	3Q23	Var QoQ	%QoQ
Revenue	4,558	4,358	200	5%
Gross Profit	2,105	2,011	95	5%
Opex	(995)	(891)	(104)	-12%
EBITDA	1,111	1,119	(8)	-1%
Interest	(284)	(291)	7	-2%
Tax	(210)	(198)	(12)	6%
Others	(568)	(596)	28	-5%
Underlying NPAT ¹	48	34	15	43%
Non-Operational and One-off Items				
FV Adj of LMIRT's Investment Properties	(745)	-	(745)	
PSAK 72 & 73 ²	(117)	(177)	59	-33%
Unrealized Forex	76	(218)	294	-135%
Gain on bond buyback ³	0	0		0%
NPAT	(737)	(360)	(377)	-105%

¹ Underlying NPAT includes interest, tax, depreciation, minority interest, and the rental expense equivalent component from the PSAK 73 leasing calculation

² PSAK 73 adjustment only includes the non-cash component of PSAK 73 leasing calculation (i.e., net of the rental equivalent)

The improved business performance has resulted in operating cash flow increasing by IDR 2.30tn to end at IDR 2.06tn, a significant turnaround from the negative IDR 235bn in FY22. Net investing cash outflows of IDR 979bn in FY23 were mainly from Siloam's acquisition of medical system and new facilities. On financing activities, the Company has completed tender offers for its 2025 and 2026 bonds, which it has refinanced with a syndicated loan of IDR 5.25tn. Overall, ending cash in FY23 remained healthy at IDR 2.65tn, with Hold Co cash increasing by IDR 185bn QoQ to reach IDR 1.24tn.

Exhibit 3: LPKR Cash Flow Highlights (FY23 vs FY22)

(In IDR bn)	FY23	FY22	Var YoY	%YoY
Cash at beginning	2,626	4,888	(2,263)	-46%
Cash from operating activities	2,061	(235)	2,296	977%
Business operations	2,040	449	1,591	354%
Placement for restricted funds	21	(684)	705	103%
Cash from investing activities	(979)	(1,513)	534	35%
Investment and property	(1,107)	(772)	(335)	-43%
Acquisition, divestment, and dividend receipt	128	(741)	870	117%
Cash from financing activities	(1,056)	(532)	(524)	98%
Forex impact	(2)	18	(19)	-109%
Cash at end	2,650	2,626	24	1%

Real Estate: Outperformed marketing sales performance, achieving IDR 5.12tn in FY23, 5% above FY23 target of IDR4.9tn

Real Estate's FY23 revenue improved by 10% YoY to IDR 4.5tn, driven by the timely handovers of previous years' product launches, land plot sales, sales of cemetery plots in San Diego Hills, as well as improved performance of town management from the handover of new clusters.

Exhibit 4: Real Estate P&L Highlights (FY23 vs FY22)

<i>(In IDR bn)</i>	FY23	FY22	Var YoY	%YoY
Revenue	4,543	4,136	407	10%
Gross Profit	2,058	1,830	228	12%
Opex	(810)	(778)	(32)	4%
EBITDA	1,248	1,052	196	19%

Exhibit 5: Real Estate P&L Highlights (4Q23 vs 3Q23)

<i>(In IDR bn)</i>	4Q23	3Q23	Var QoQ	%QoQ
Revenue	1,267	1,094	173	16%
Gross Profit	568	514	54	10%
Opex	(213)	(214)	1	0%
EBITDA	355	300	55	18%

LPKR has achieved IDR 5.12tn in FY23 marketing sales, 7% higher YoY and 5% above FY23 target. Sales of landed housing continued to be the primary driver, accounting for 55% of total marketing sales. The introduction of a new township "Park Serpong" in 4Q23, along with several new product launches, supported FY23 marketing sales performance. In Park Serpong, the Company launched a new landed housing series titled "XYZ Livin" targeting Generation X, Y and Z market segments, with starting prices between IDR 299mn to IDR 589mn, as well as a shophouse product named "The Hive Park Avenue". The Company successfully sold all units offered at the Park Serpong launch.

Going into 2024, the Company has set a marketing sales target of IDR 5.375tn, representing a 10% increase from the FY23 target. This target will continue to be driven by new residential and commercial products in both Lippo Village and Lippo Cikarang, and in other areas of the Company's landbank where opportune.

Healthcare: Siloam continues delivering growth in revenue and profitability, supported by strong operational performance

The Company's healthcare business is anchored by its subsidiary, PT Siloam International Hospitals Tbk ("Siloam"). Siloam maintained a stable performance in 4Q23 compared to the previous quarter, with revenue of IDR 2.9tn and EBITDA of IDR 760bn.

Exhibit 6: Healthcare P&L Highlights (4Q23 vs 3Q23)

<i>(In IDR bn)</i>	4Q23	3Q23	Var QoQ	%QoQ
Revenue	2,945	2,964	(19)	-1%
Gross Profit	1,303	1,296	7	1%
Opex	(543)	(465)	(77)	17%
EBITDA	760	830	(70)	-8%

Siloam delivered a strong YoY revenue increase of 18% YoY to IDR 11.2tn; and 31% YoY increase of EBITDA to IDR 2.9tn. These achievements were driven by the robust recovery of base case

revenue, increased volume of complex surgeries, improvements of payor mix, and enhanced adoption of digital patient channels.

Exhibit 7: Healthcare P&L Highlights (FY23 vs FY22)

(In IDR bn)	FY23	FY22	Var YoY	%YoY
Revenue	11,191	9,518	1,672	18%
Gross Profit	4,748	3,847	901	23%
Opex	(1,803)	(1,593)	(209)	13%
EBITDA	2,945	2,254	692	31%

Siloam also experienced sustained growth in its key operational metrics, including a 26% YoY increase in inpatient admissions to 302,463, 16% YoY increase in inpatient days to 939,877, and 23% YoY increase in outpatient visits to 3,949,341.

Patient volume growth was also boosted by Siloam's high complexity clinical programs such as Cardiology and Cardio-Surgery, Oncology and Onco-Surgery, Neurology and Neuro-Surgery, Gastroenterology, and Orthopedic Surgery (CONGO), which have created strong brand differentiation for Siloam; as well as Siloam's digital patient channels that have provided more seamless and comfortable patient experience. As of FY23, Siloam's digital channels, which include Live Chats, WhatsApp, and tele-chat features from MySiloam App have shown significant growth and recorded more than 800 thousand outpatient bookings, which contributed to around 21% of total outpatient visits in FY23.

Exhibit 8: Healthcare Operational Metrics Highlights

Key operational metrics	FY23	FY22	%YoY	4Q23	3Q23	%QoQ
Inpatient Admissions	302,463	240,842	26%	79,272	80,230	-1%
Inpatient Days	939,877	813,676	16%	242,912	245,438	-1%
Outpatient Visits	3,949,341	3,210,291	23%	1,066,474	1,047,201	2%

Lifestyle: Malls and hotels maintain stable financial and operational performance

The Company's lifestyle segment, which primarily consists of its mall and hotel businesses, maintained stable financial performance in FY23 by booking 9% YoY revenue growth to IDR 1.3tn. Gross profit also increased by 6% YoY to IDR 854bn, while EBITDA decreased by 5% to IDR 289bn due to the increase in opex to support post-pandemic recovery.

Exhibit 9: Lifestyle P&L Highlights (FY23 vs FY22)

(In IDR bn)	FY23	FY22	Var YoY	%YoY
Revenue	1,257	1,155	102	9%
Gross Profit	854	808	46	6%
Opex	(565)	(504)	(61)	12%
EBITDA	289	304	(15)	-5%

In terms of QoQ performance, the Lifestyle segment showed strong increase in revenue and profitability, by booking 15% QoQ growth in revenue to IDR 346bn and 22% QoQ EBITDA increase to IDR 81bn.

Exhibit 10: Lifestyle P&L Highlights (4Q23 vs 3Q23)

(In IDR bn)	4Q23	3Q23	Var QoQ	%QoQ
Revenue	346	301	46	15%
Gross Profit	235	201	34	17%
Opex	(154)	(134)	(20)	15%
EBITDA	81	67	15	22%

Both the mall and hotel businesses have shown improvements in their operational performance in FY23 compared to FY22, a sign of stable post-pandemic recovery. The average hotel room rate in FY23 increased by 10% YoY to IDR 580k, while the average occupancy rate increased by 2% YoY to 69% in FY23. The average mall's footfall traffic also increased by 9% YoY to 10 million visitors in FY23.

Exhibit 11: Lifestyle Operational Highlights

Key operational metrics	FY23	FY22	%YoY	4Q23	3Q23	%QoQ
Hotels						
Average room rate (in IDR)	580,512	527,634	10%	600,244	594,188	1%
Average occupancy rate	69%	67%	2%	77%	69%	12%
Malls						
Average footfall traffic ¹ (in mn)	10.0	9.1	9%	10.2	9.6	6%

¹ Average malls traffic is calculated based on % to average 2019 visitors of LMIRT malls, which represent overall malls portfolio

Recent Events:

- On 12 February 2024, the Company and Siloam signed a Conditional Sale and Purchase Agreement of 6,096 m2 land plot in Kebon Jeruk, West Jakarta, with a value of IDR 279bn. This strategic land plot sale is to support Siloam's expansion plan in the West Jakarta area.

CEO of LPKR, John Riady stated, "We are pleased to present our FY23 financial results, which indicate strong performance across all business segments, as well as prudent financial management at the Hold Co level. Notably, we have achieved our first positive NPAT since 2018. Looking ahead, LPKR Management's priority in 2024 is to sustain our current momentum for growth and to continue managing our finances wisely to achieve long-term financial stability amidst the persistently challenging economic conditions.

About Lippo Karawaci (“LPKR”) (www.lippokarawaci.co.id)

Listed on the Indonesia Stock Exchange, Lippo Karawaci (“LPKR”) is Indonesia’s leading real estate and healthcare platform, with a presence in 26 provinces and 56 cities across Indonesia and total assets of USD 3.2 billion as of 31 December 2023. Our core business comprises real estate development, township management, healthcare, lifestyle malls and hospitality.

As a leading real estate developer and township operator with 1,421 ha of landbank ready for development, LPKR develops and manages urban developments primarily in Java and Sulawesi, including at our flagship township Lippo Village in Tangerang. Through LPKR’s two publicly listed subsidiaries, PT Lippo Cikarang Tbk and PT Gowa Makassar Tourism Development Tbk, of which we own 83.99% and 62.69% respectively, we also develop and manage the townships of Lippo Cikarang in Bekasi and Tanjung Bunga in Makassar.

In addition, LPKR owns 58.07% of PT Siloam International Hospitals Tbk, Indonesia’s leading private hospital network, with 41 hospitals and 67 clinics in 23 provinces nationwide. Aside from healthcare, we manage 59 malls across Indonesia, and hold a 47.29% stake in Lippo Malls Indonesia Retail Trust, a Singapore-listed REIT with SGD 1.5 billion of assets under management as of 31 December 2023. We also operate 10 hotels under the Aryaduta brand, and a country club and golf course.

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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.