

## 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.

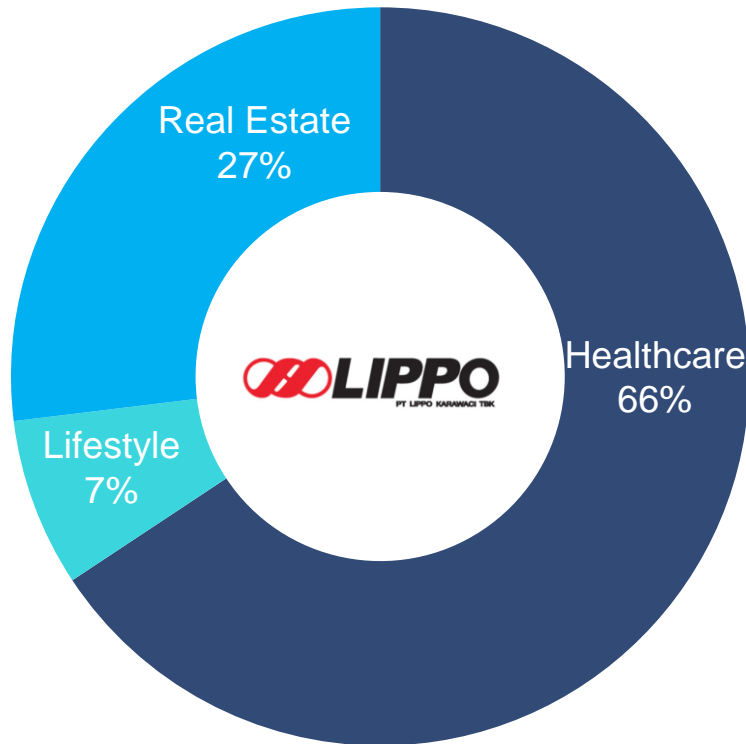
# Key Investment Highlights

1

**Strong achievement in marketing sales** that is expected to continue to grow in coming years, generating positive cash flows.

3

**Hotel, malls and ancillary business assets** that are profitable and supplement the main business by providing regular dividend income.



2

**Continuous growth** driven by high complexity clinical programs made Siloam to stay competitive in the market.

\*size of circle represents the revenue contribution of each segments for FY23

# Business Operational Area

as of 31 December 2023

## Townships

- Lippo Village : 395 ha landbank
- Lippo Cikarang : 502 ha landbank
- Tanjung Bunga : 345 ha landbank

## Superblock

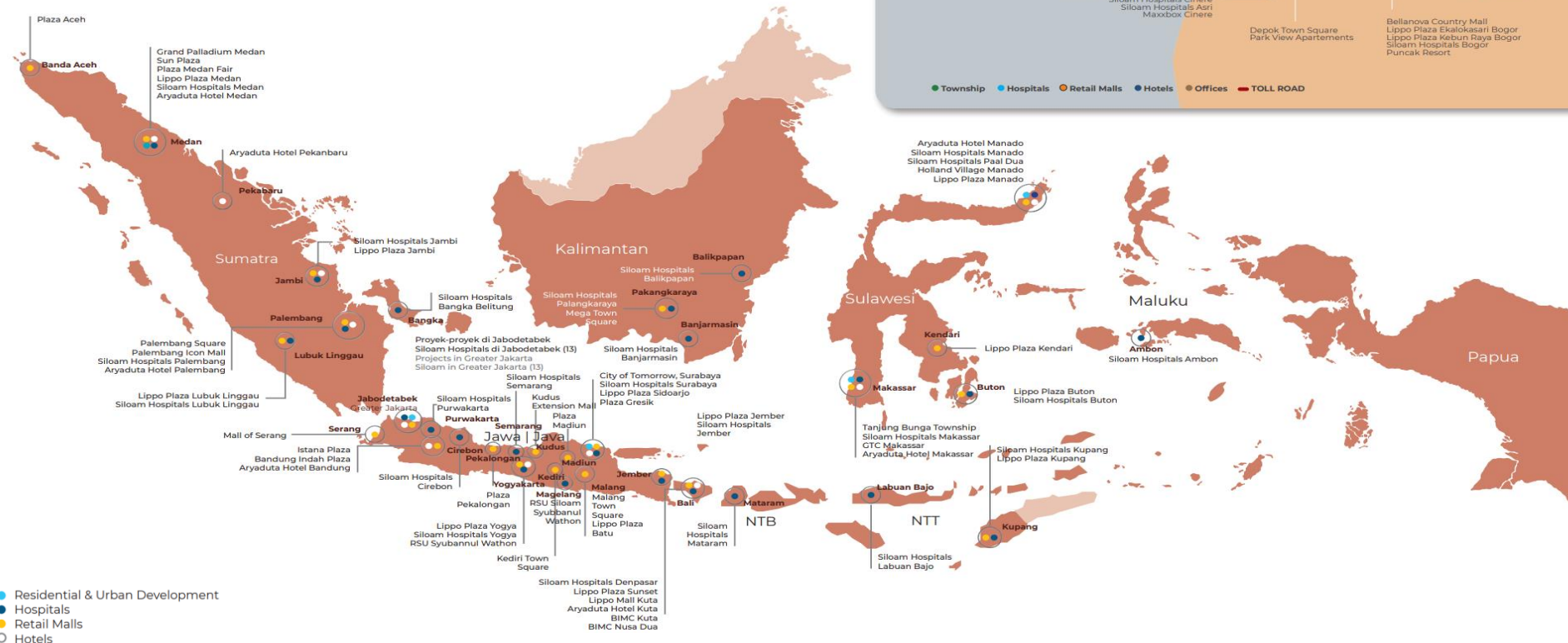
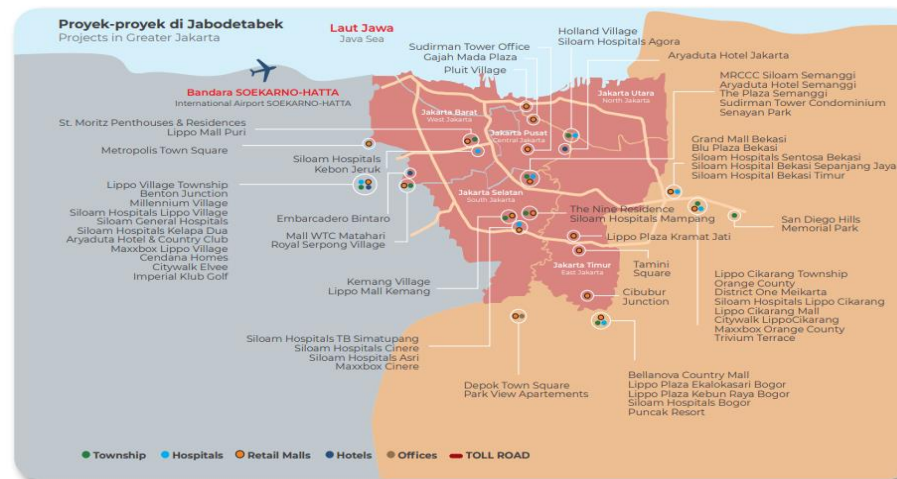
Kemang Village, St Moritz Puri, Holland Village

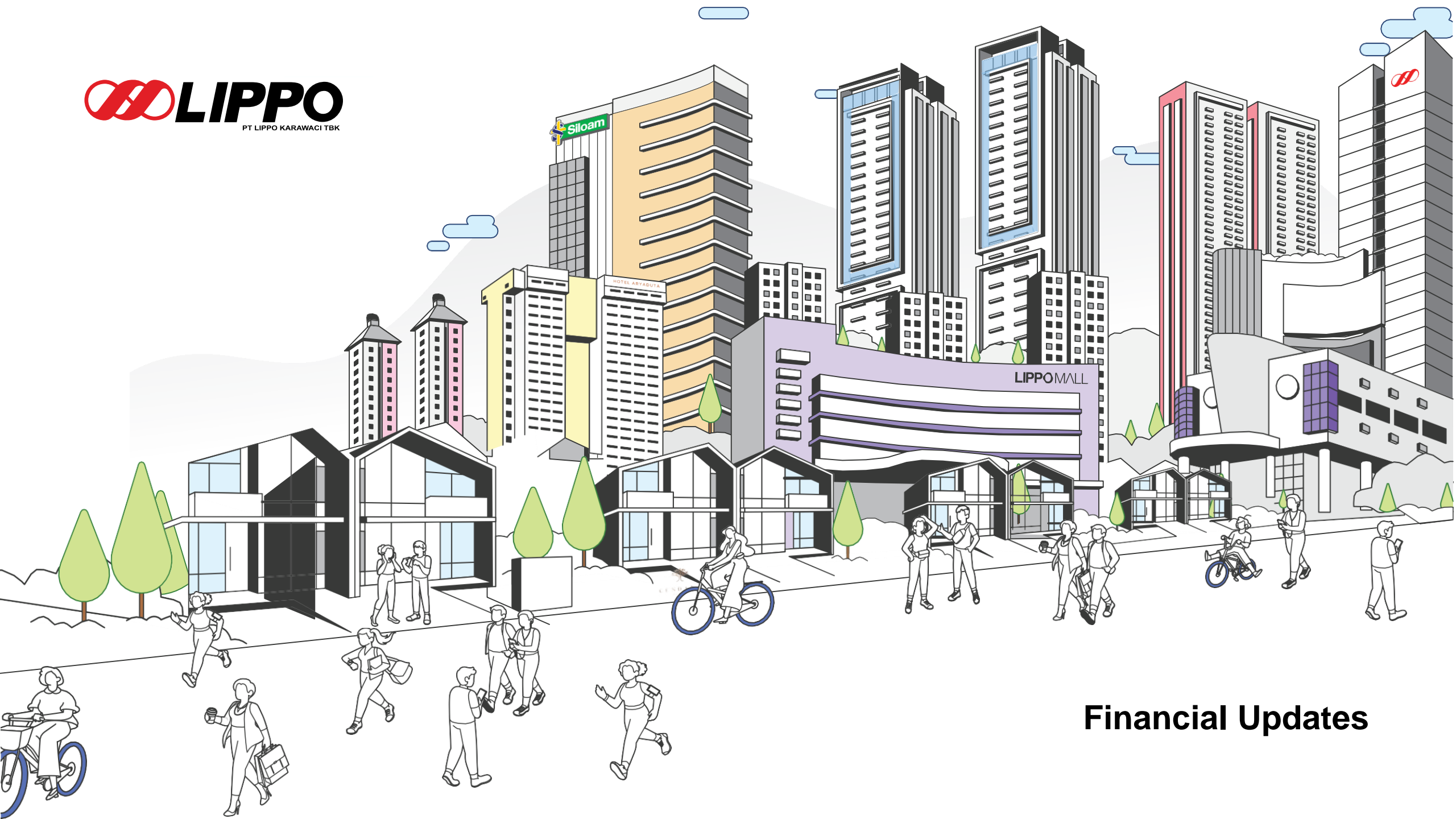
## Malls

- Total managed malls : 59
- Locations : 17 provinces
- NLA : 1.67 million m2
- Annual Visitors : 300+ visitors

## Hospitals

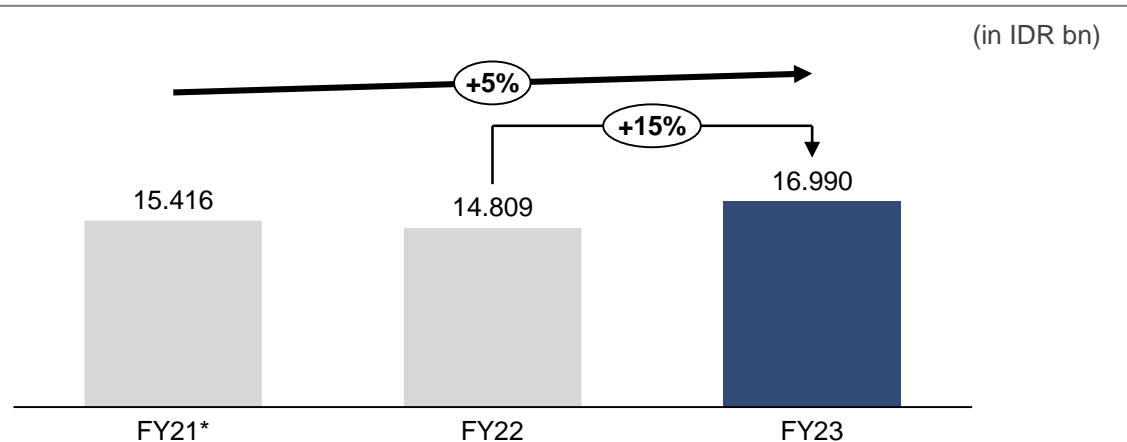
- Total Hospitals : 41
- Total Clinics : 67
- Locations : 23 provinces
- GPs, Specialists and Dentists : 3,812
- Nurses and Medical Professionals : 8,522



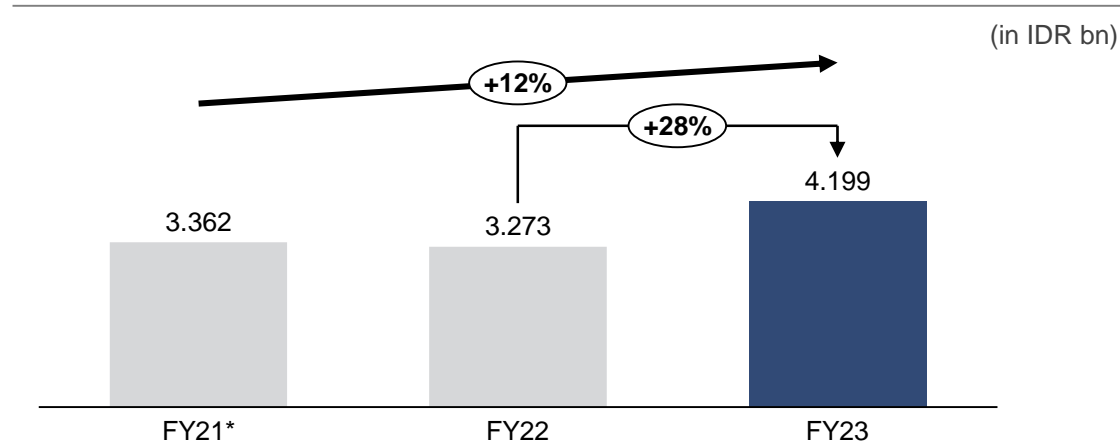


# Turning NPAT positive resulting from sustained growth since 2019, albeit delayed due to covid interruption.

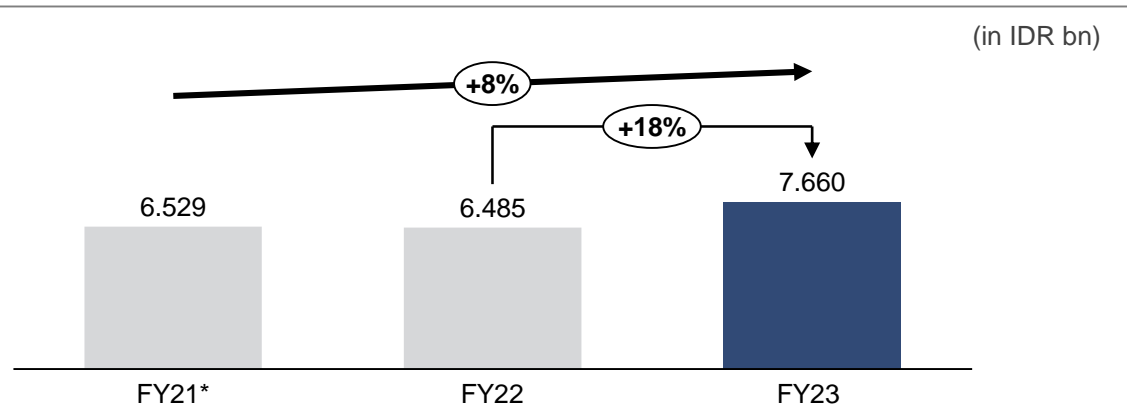
## Revenue



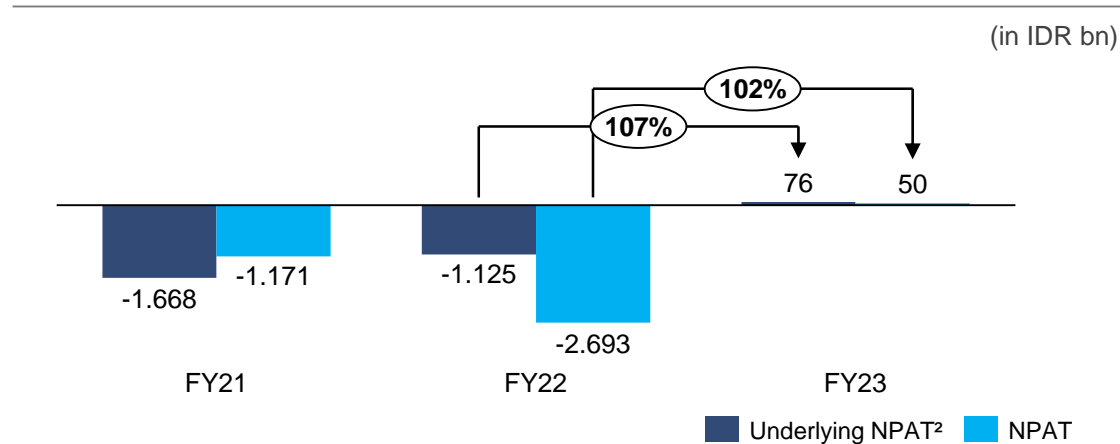
## EBITDA



## Gross profit



## NPAT



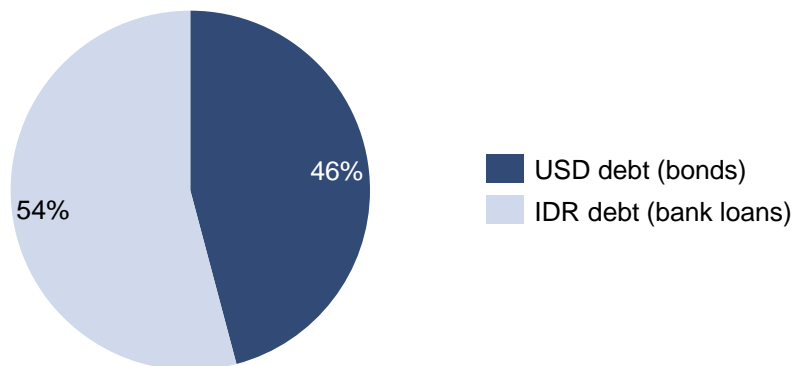
\*FY21 normalized to exclude LMIRT consolidation

<sup>2</sup>Underlying 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)

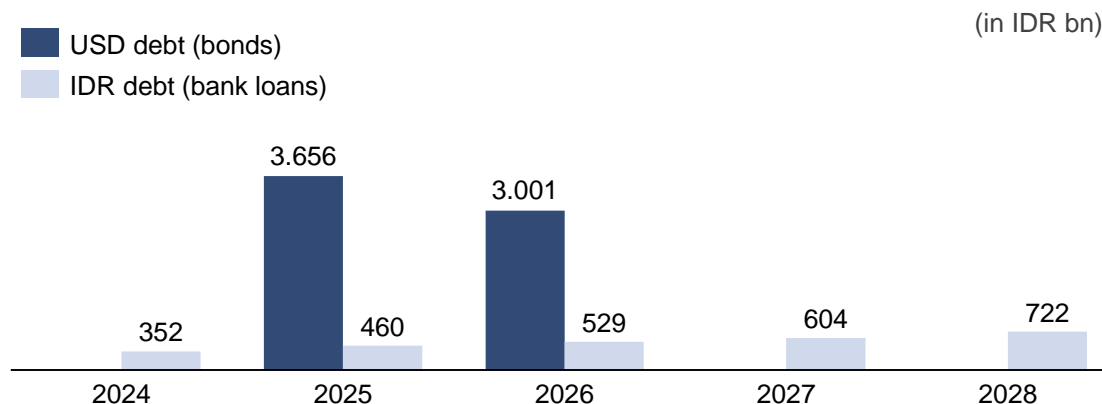


# Debt and USD/IDR Hedging

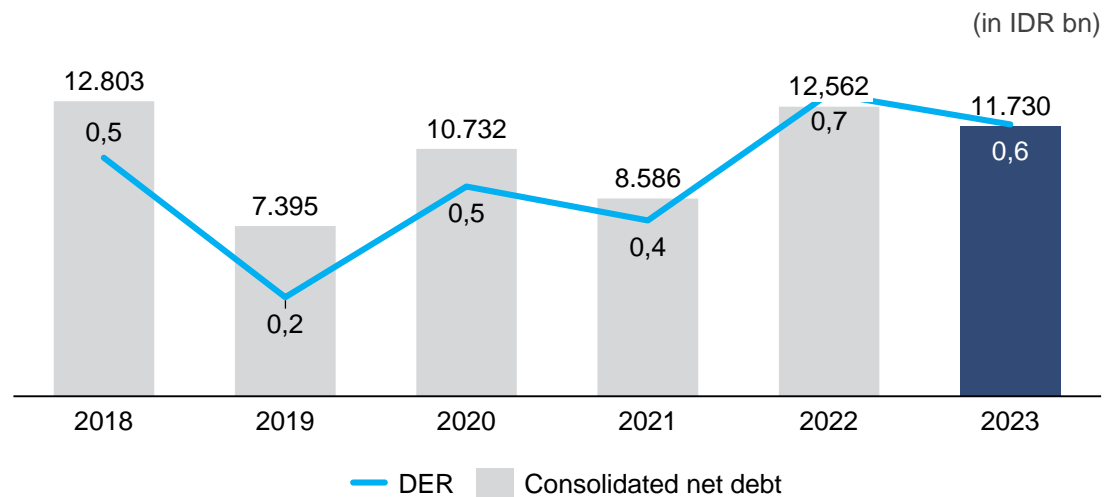
## Debt breakdown



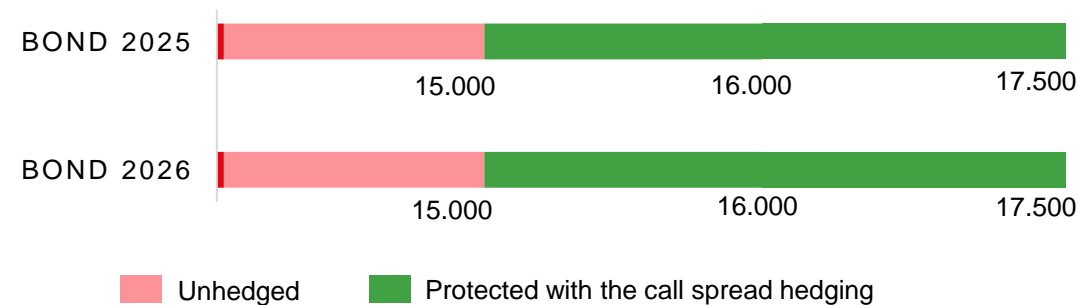
## Debt maturity Profile



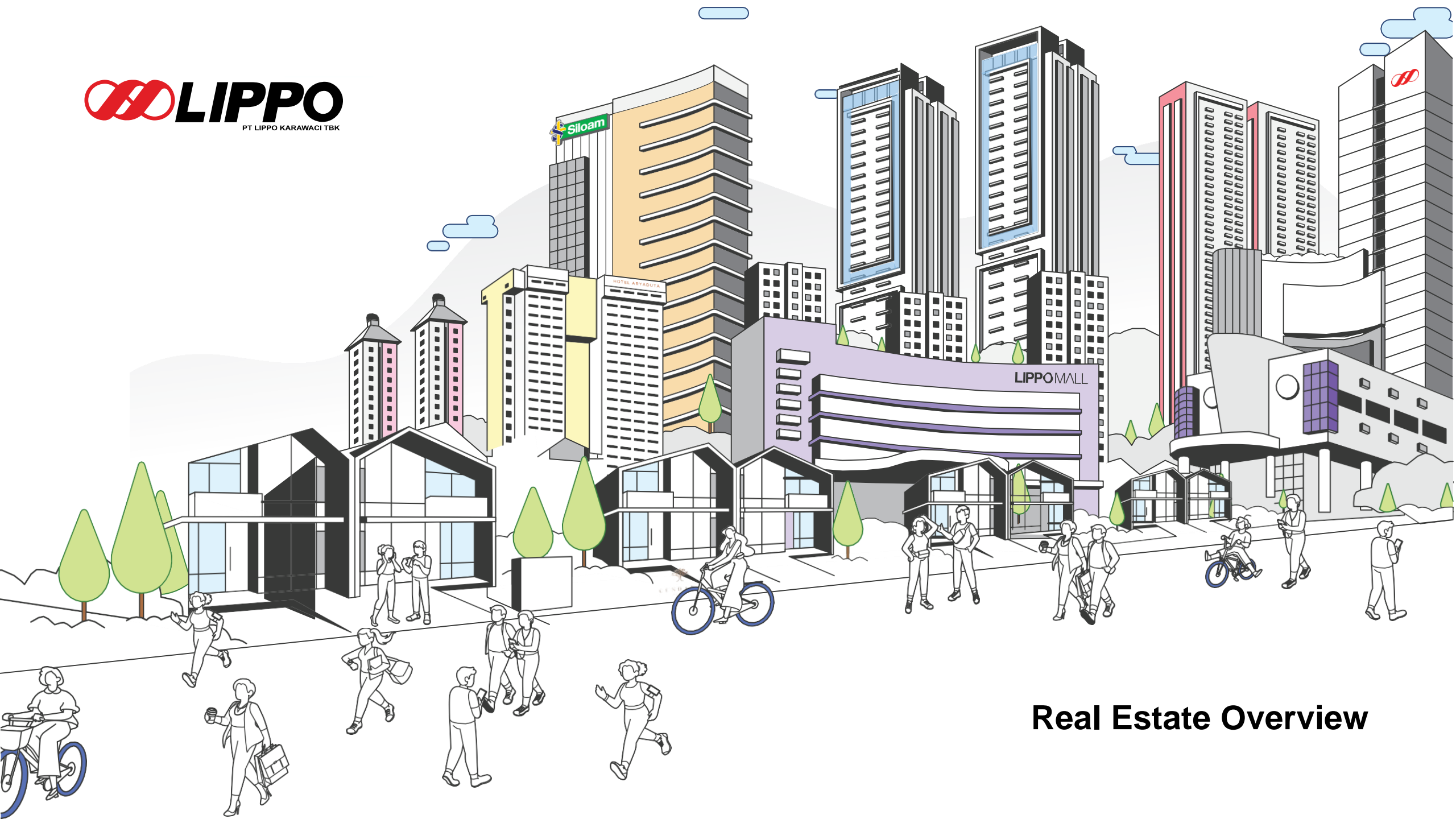
## Historical Net Debt<sup>1</sup>



## Currency Protection with Call Spread Options



- Lippo Karawaci hedged 100% of 2025 and 2026 principal at IDR 15,000 – 17,500, and 100% 2026 interest at IDR 13,300 – 15,500.





## Real Estate Business Key Metrics

FY23 Marketing Sales of IDR5.12tn has exceeded 5% of FY23 target.

LPKR has set FY24 marketing sales target of IDR 5.38tn or 10% increase compare of FY23 target

FY23 Marketing Sales was mainly driven by the Lippo Village and Lippo Cikarang with 51% and 25% respectively.

Real Estate FY23 revenue increased by **10% YoY to IDR 4.5tn**  
In FY23 vs FY22.

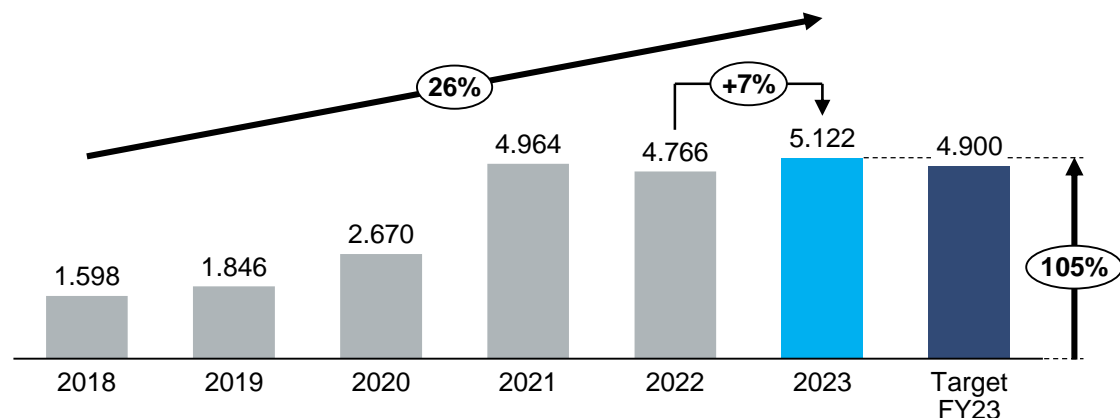
Real Estate EBITDA **increased by 19% YoY to IDR1.248tn**  
in FY23 vs FY22.

In 2023, LPKR has successfully launched a new township named “Park Serpong” and introduced new product – ‘XYZ Livin’.

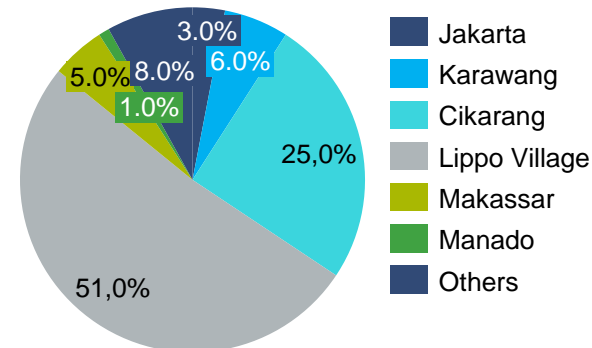
# Business Highlights

## Historical marketing sales

(in IDR bn)



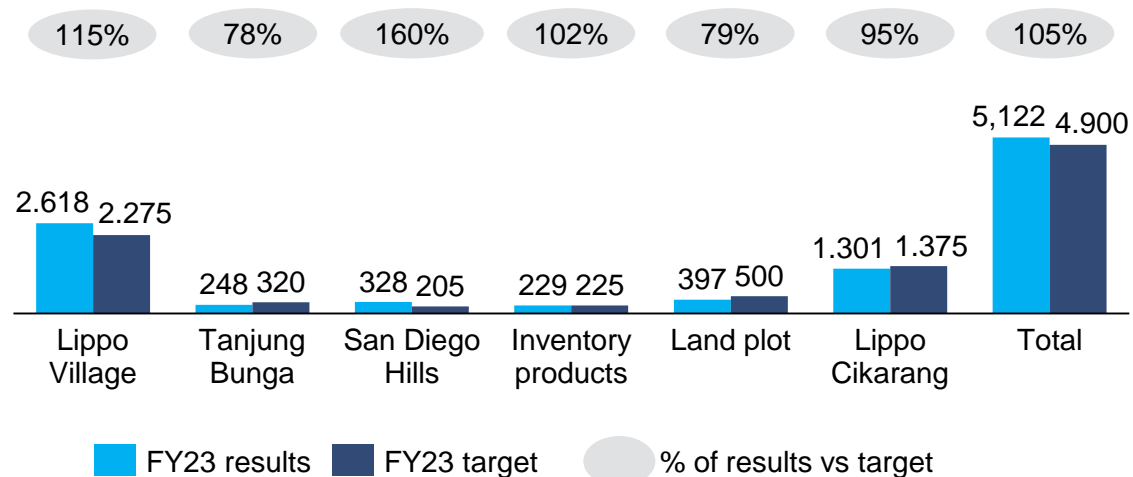
## Marketing sales by location



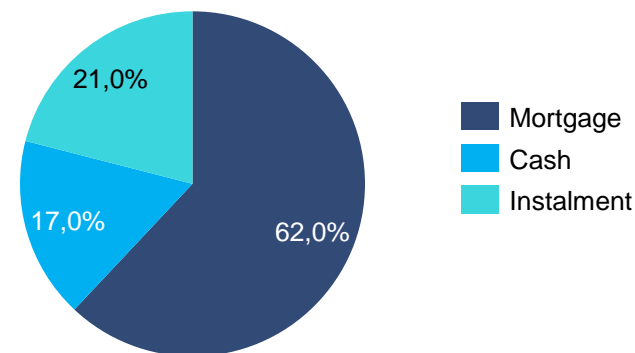
Lippo Village remain the largest contributor with 51%, followed by Lippo Cikarang with 25%.

## FY23 Marketing sales results vs target by project

(in IDR bn)



## Payment Profile (excl. Landplot sales)



62% of total marketing sales were financed through mortgage. There are still strong demand in affordable housing, supporting high mortgage utilization.

# FY23 Marketing Sales Results

Project	Location	FY23 Marketing sales target	FY23 Marketing sales result	FY23 Units sold
		(in IDR bn)	(in IDR bn)	
<b>Hold Co</b>		<b>3,525</b>	<b>3,821</b>	<b>5,106</b>
Lippo Village	West Greater Jakarta	2,275	2,618	3,100
Tanjung Bunga	Makassar, South Sulawesi	320	248	301
San Diego Hills	Karawang, West Java	205	328	1,583
Inventory (high-rise and landed)	Various Locations	225	229	120
Land Plot	Various Locations	500	397	2
<b>Lippo Cikarang</b>		<b>1,375</b>	<b>1,301</b>	<b>1,127</b>
Residential	East Greater Jakarta	800	712	893
Industrial	East Greater Jakarta	500	318	102
Commercial	East Greater Jakarta	75	271	132
<b>Total</b>		<b>4,900</b>	<b>5,122</b>	<b>6,233</b>

## Key Takeaways

- LPKR achieved FY23 marketing sales of IDR 5.12tn, exceeding 5% of the FY23 marketing sales target of IDR 4.9tn, supported by the introduction of new township named “Park Serpong”.
- Over 55% of the marketing sales were driven by landed residentials, namely Cendana Homes, XYZ Livin, Waterfront Uptown, Colony and Brava.
- Aside from landed residentials, Holdco sales also comprised of IDR 397bn of land plot sales, residentials projects in Makassar of IDR 248bn, sales of existing inventory of IDR 229bn and our cementary land, San Diego Hills of IDR 328bn.
- Lippo Cikarang achieved IDR 1.3tn marketing sales, 55% of the marketing sales from residentials products, followed by 24% industrial and 21% commercial.

# New Township launch in 4Q23

Park Serpong Launching – 28 October 2023



- Park Serpong is a new township that was launched in 28 October 2023, strategically located in the centre of Serpong, West Jakarta
- Less than 15 minutes to the nearest public facilities, such as universities and schools, shopping centres and business park.
- Completed with affluence facilities, includes EV charging stations, water treatment plant, recycling units, fibre optic high-speed internet and town management application.



# New Product launch in 4Q23

## Product offered in Park Serpong

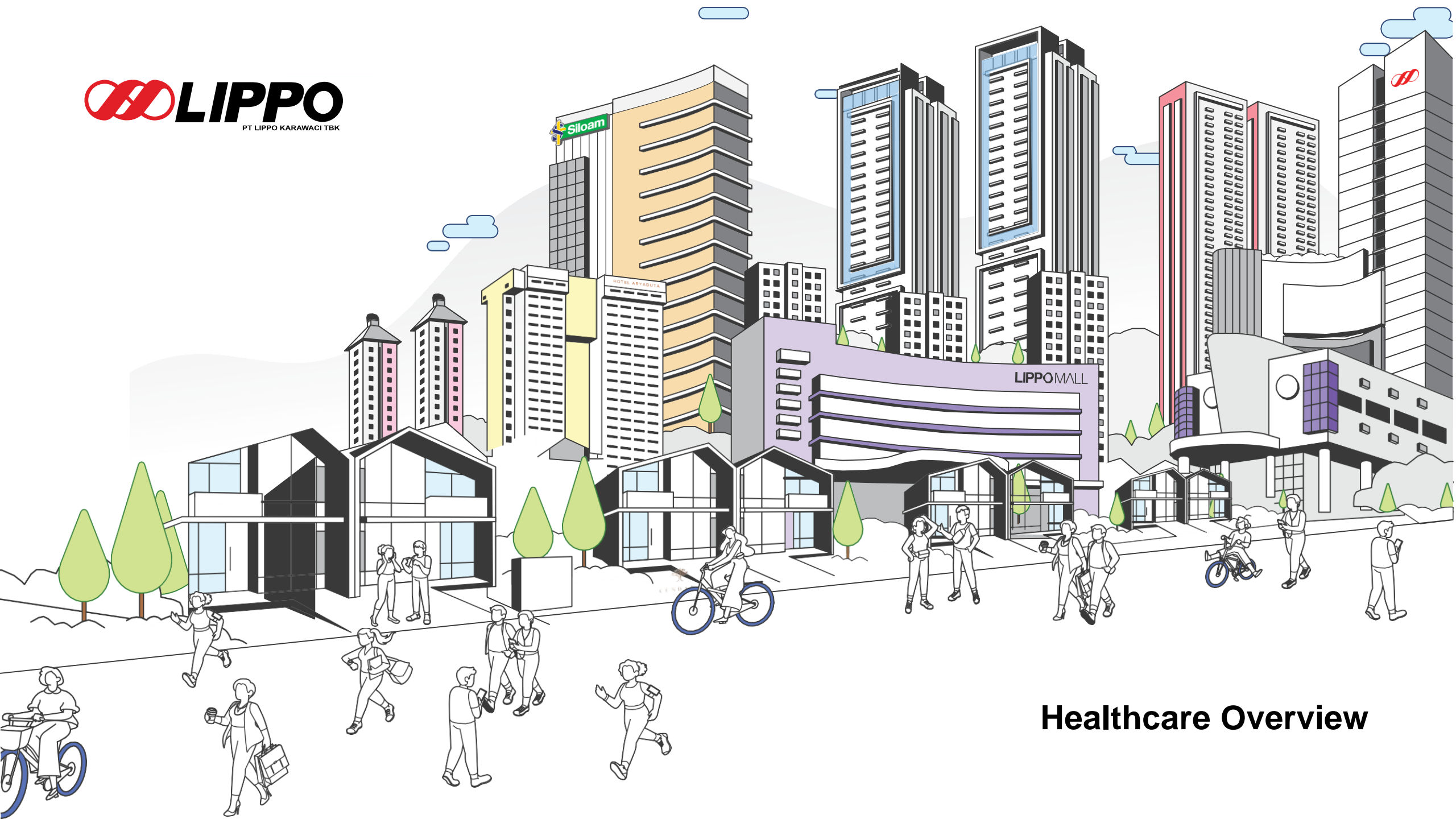


**XYZ Livin**



**Cendana Livin**

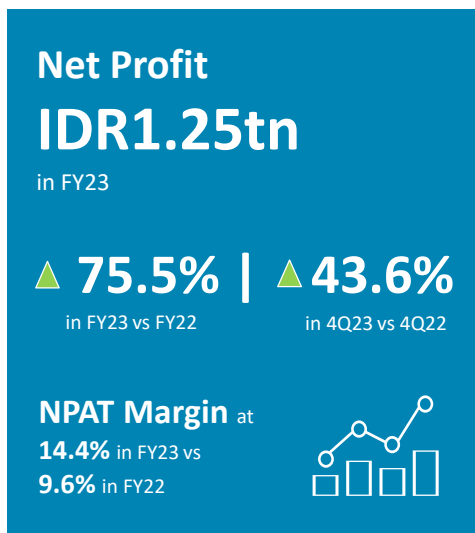
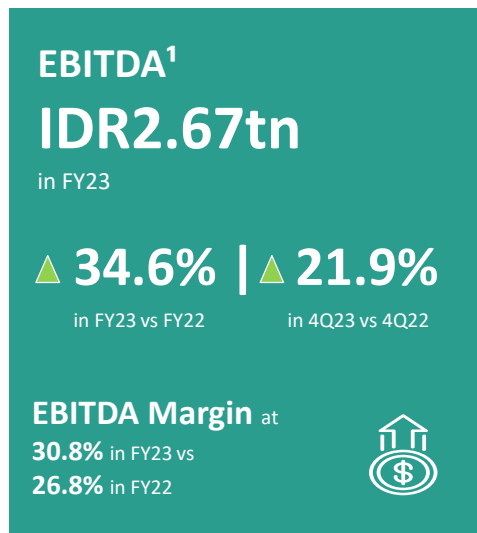
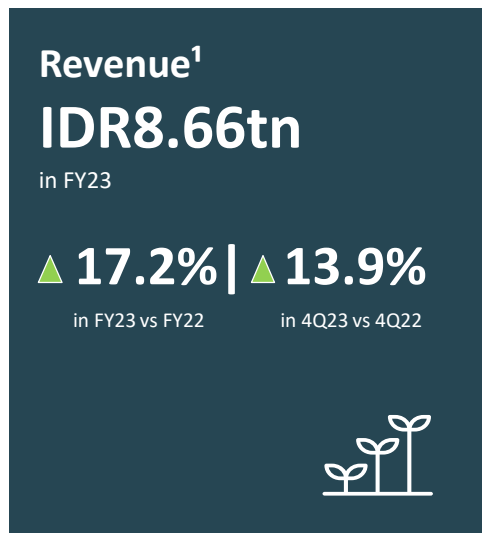
- Park Serpong is a new township that was launched on 28 October 2023, located in Serpong area surrounded by established developments.
- 'XYZ Livin' is a type of residential which suitable for Generation X, Y and Z.
  - Type X (land area: 52.5m<sup>2</sup>, building area: 60.7m<sup>2</sup>) = starting price IDR 559mn
  - Type Y (land area: 31.35m<sup>2</sup>, building area: 40.7m<sup>2</sup>) = starting price IDR 389mn
  - Type Z (land area: 28.5m<sup>2</sup>, building area: 29.5 m<sup>2</sup>) = starting price IDR 299mn
- Cendana Livin (land area: 60m<sup>2</sup>, building area: 55m<sup>2</sup>) = starting price IDR 719mn
- All the units offered were sold on that day.



## Healthcare Overview



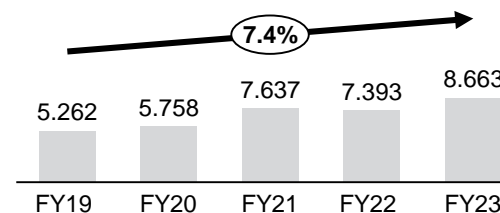
# Siloam closed the year with double digit growth bottom line



## Revenue<sup>1</sup>

(in IDR bn)

### Annual Revenue

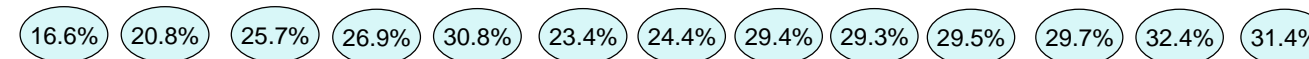


### Quarterly Revenue

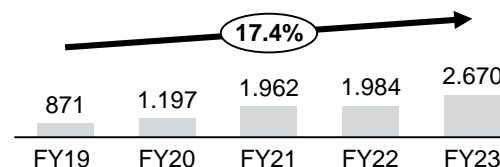


## EBITDA<sup>1</sup>

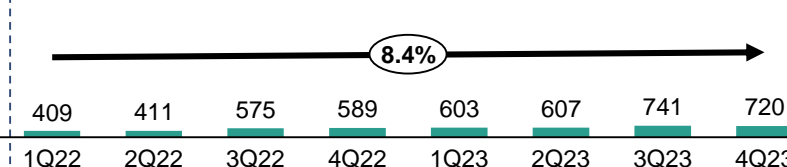
(in IDR bn; 4Q19 w/o new accounting standards)



### Annual EBITDA

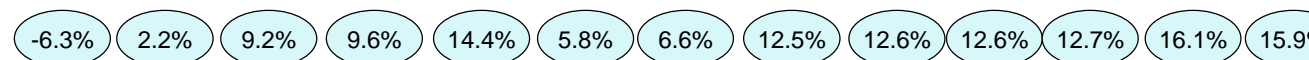


### Quarterly EBITDA

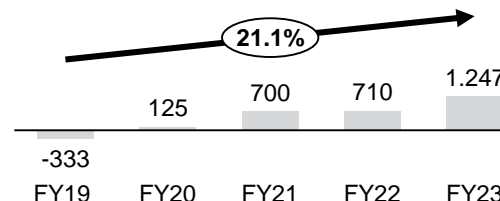


## Net Profit

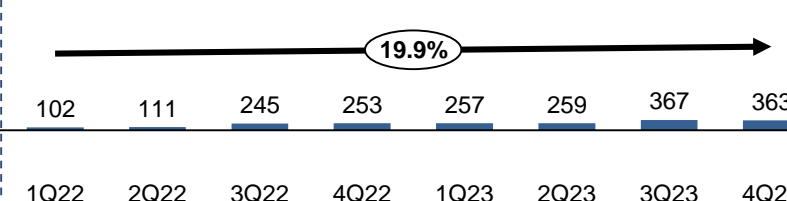
(in IDR bn; 4Q19 w/o one-off adjustments)



### Annual Net Profit



### Quarterly Net Profit

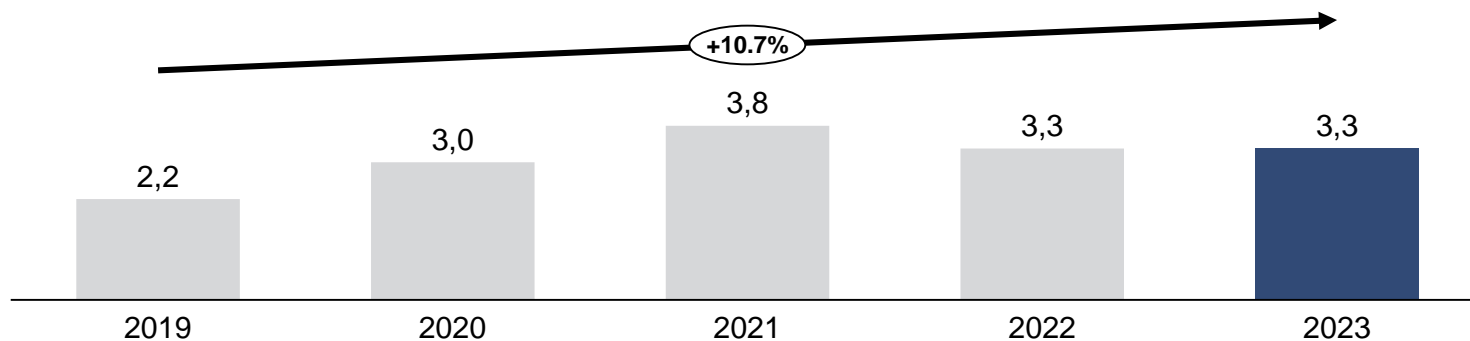


<sup>1</sup> Note: Revenue based on non-specialist revenue only. EBITDA is based on non-consolidated and include other income/expenses.

# Maintained an industry leading revenue intensity driven by high complexity clinical programs

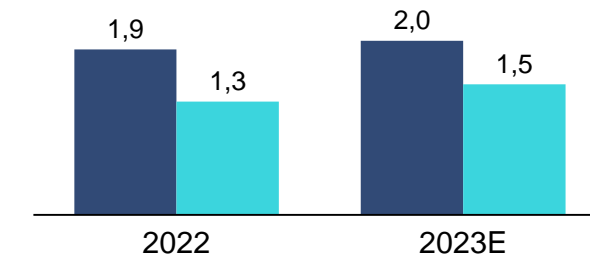
## Average Revenue per Occupied Beds

(in IDR bn)



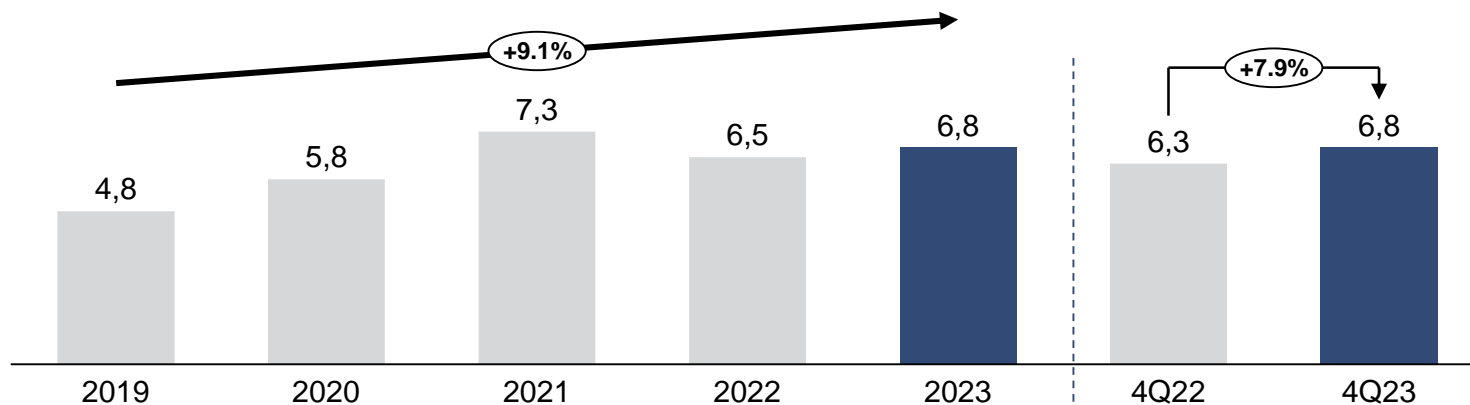
## Average Revenue per Occupied Beds (in IDR bn)

■ Hospital A ■ Hospital B



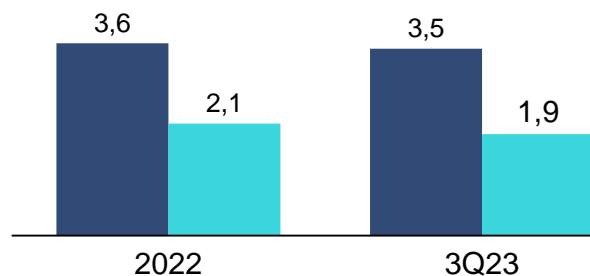
## Average Revenue per Patient Days

(in IDR mn)



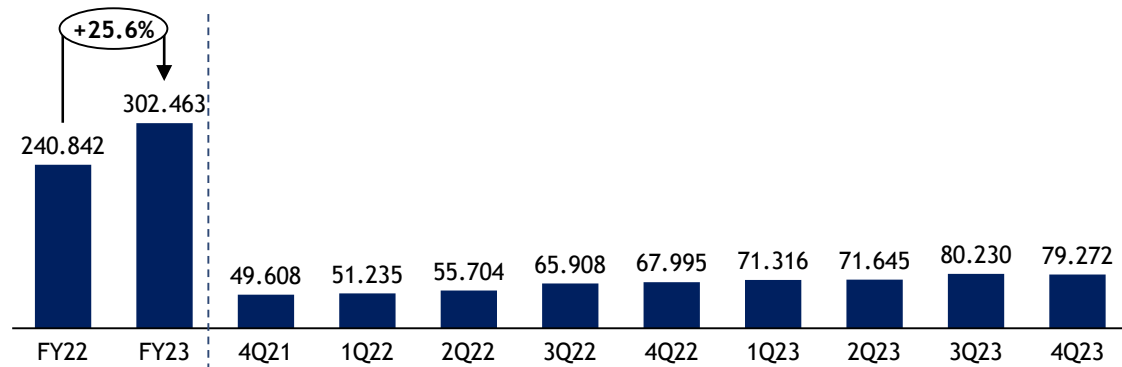
## Average Revenue per Patient Days (in IDR mn)

■ Hospital A ■ Hospital B

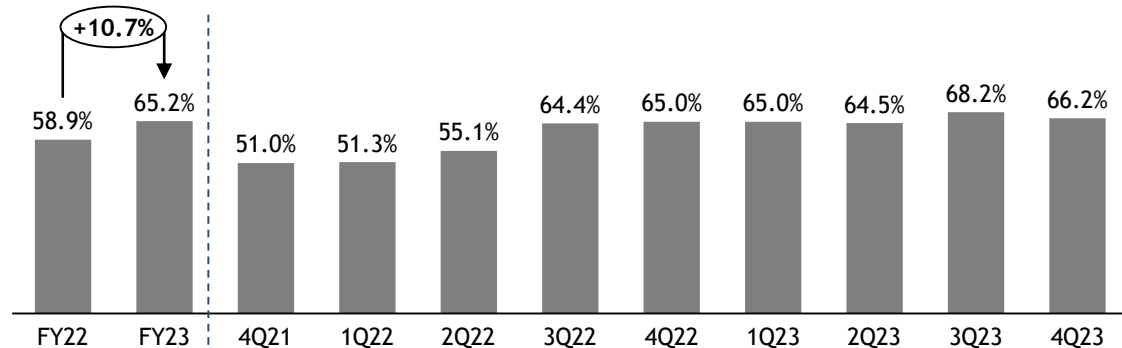


# Stable and sustained growth in all operational metrics

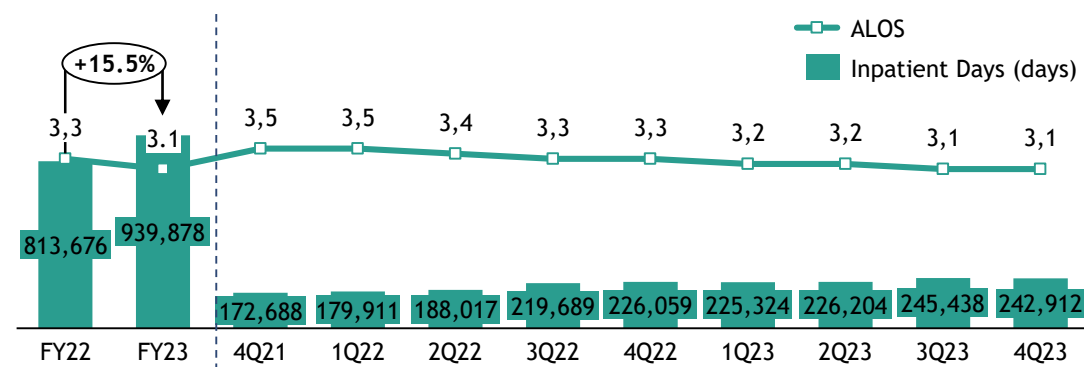
## Inpatient Admissions



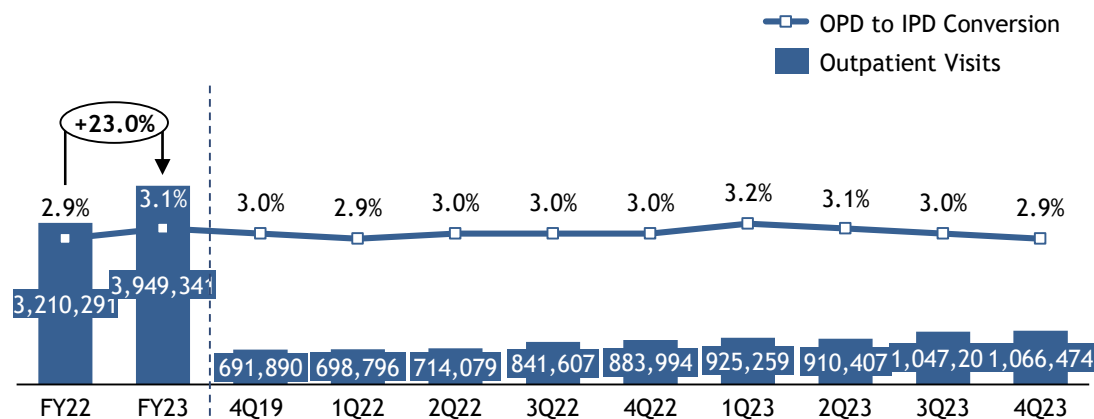
## Occupancy Rate

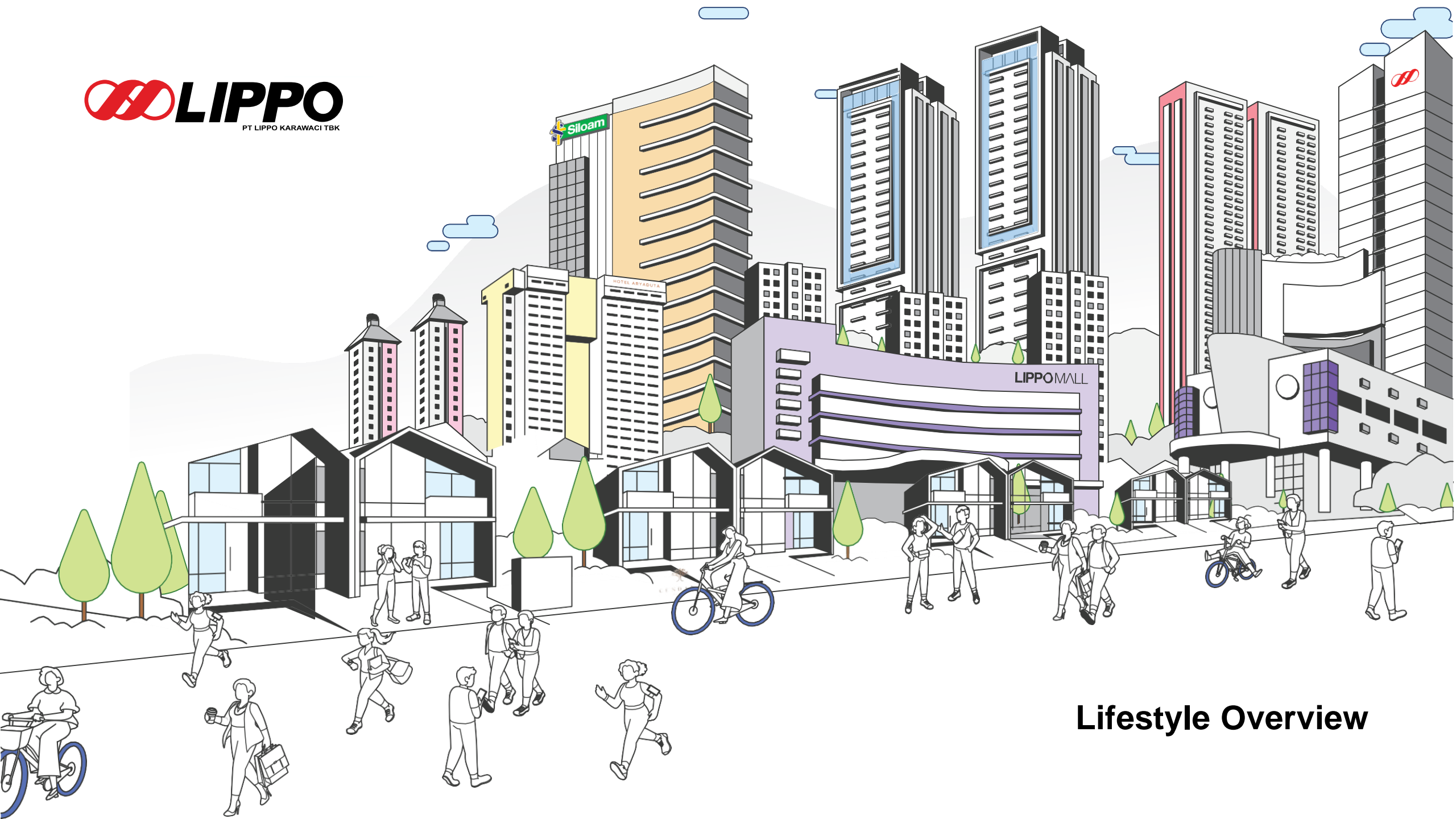


## Inpatient Days (days) & ALOS



## Outpatient Visit & OPD to IPD Conversion

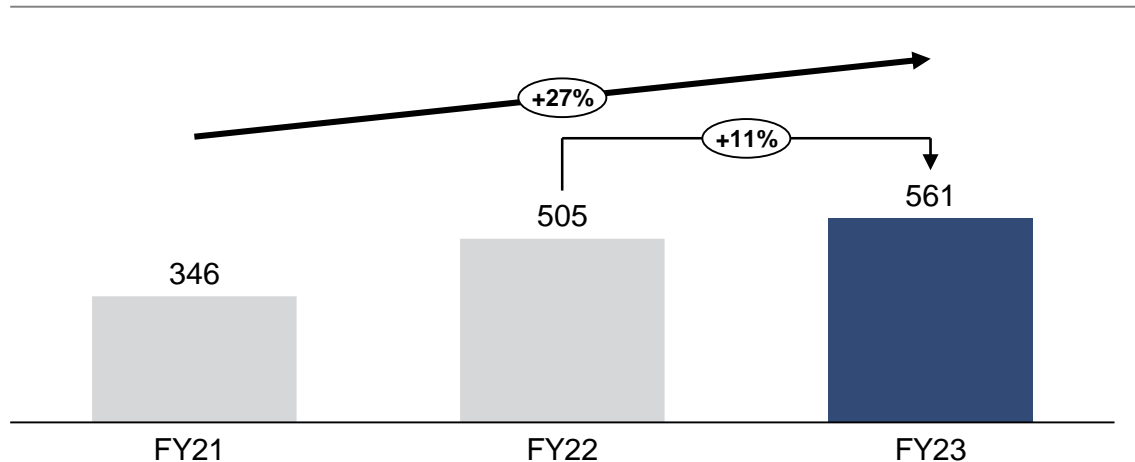




**Lifestyle Overview**

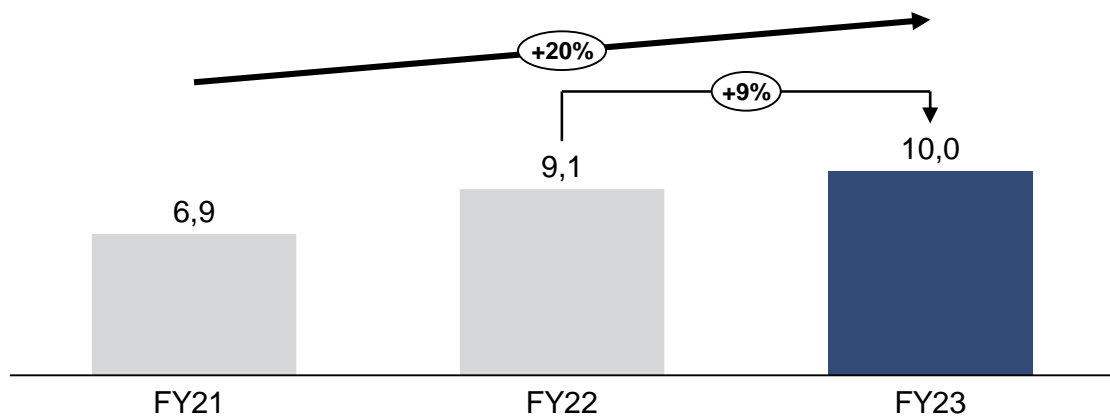
# Malls and Hotels continue to benefit from the post-Covid recovery.

## Malls revenue<sup>2</sup>

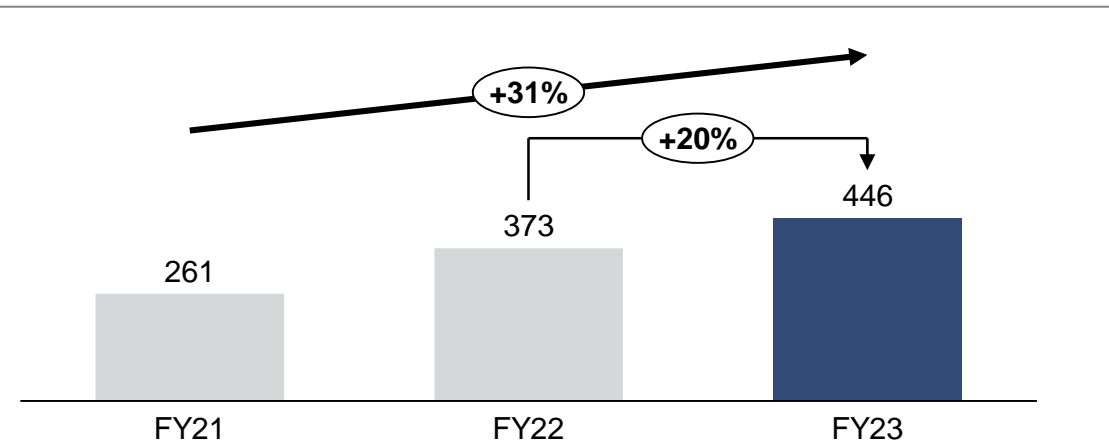


## Consistent YoY growth of malls visitors<sup>1</sup>

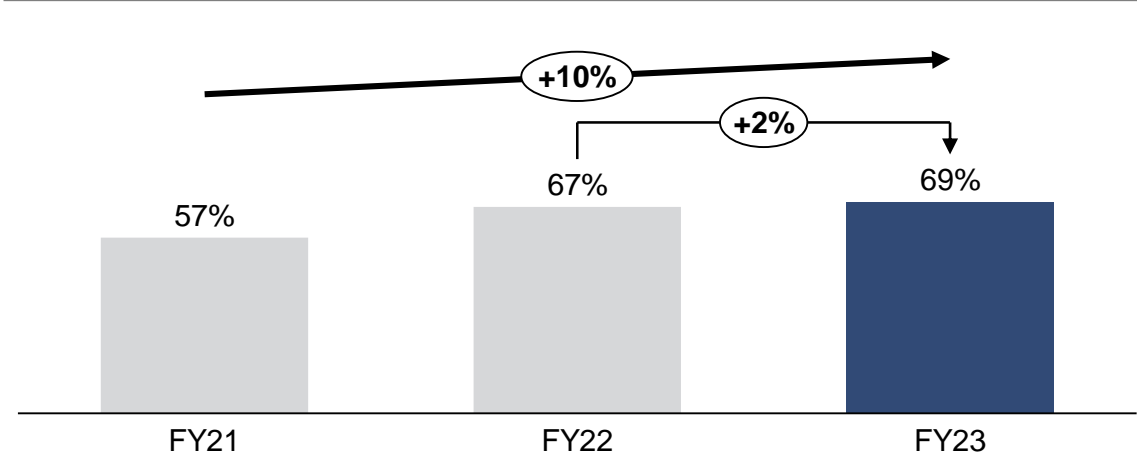
(Average monthly visitors; in mn visitors)



## Hotels revenue<sup>2</sup>



## Hotels Occupancy



<sup>1</sup> LMIRT malls only

<sup>2</sup> Revenue amount is based on non-consolidated figure (gross of intercompany eliminations)



**THANK YOU**



## **Investor Relations**

### **PT Lippo Karawaci Tbk**

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