

**PT Lippo Karawaci Tbk**  
**Public Expose - 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.

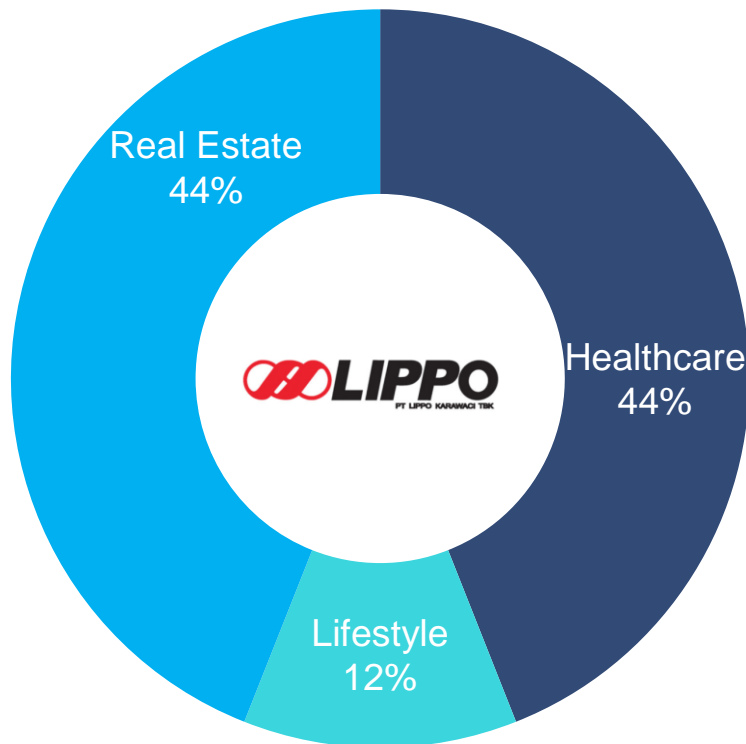
# Key Investment Highlights

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 FY24

# Business Operational Area

as of 31 December 2024

## Townships

Lippo Village : 374 ha landbank  
 Lippo Cikarang : 486 ha landbank  
 Tanjung Bunga : 344 ha landbank

## Superblock

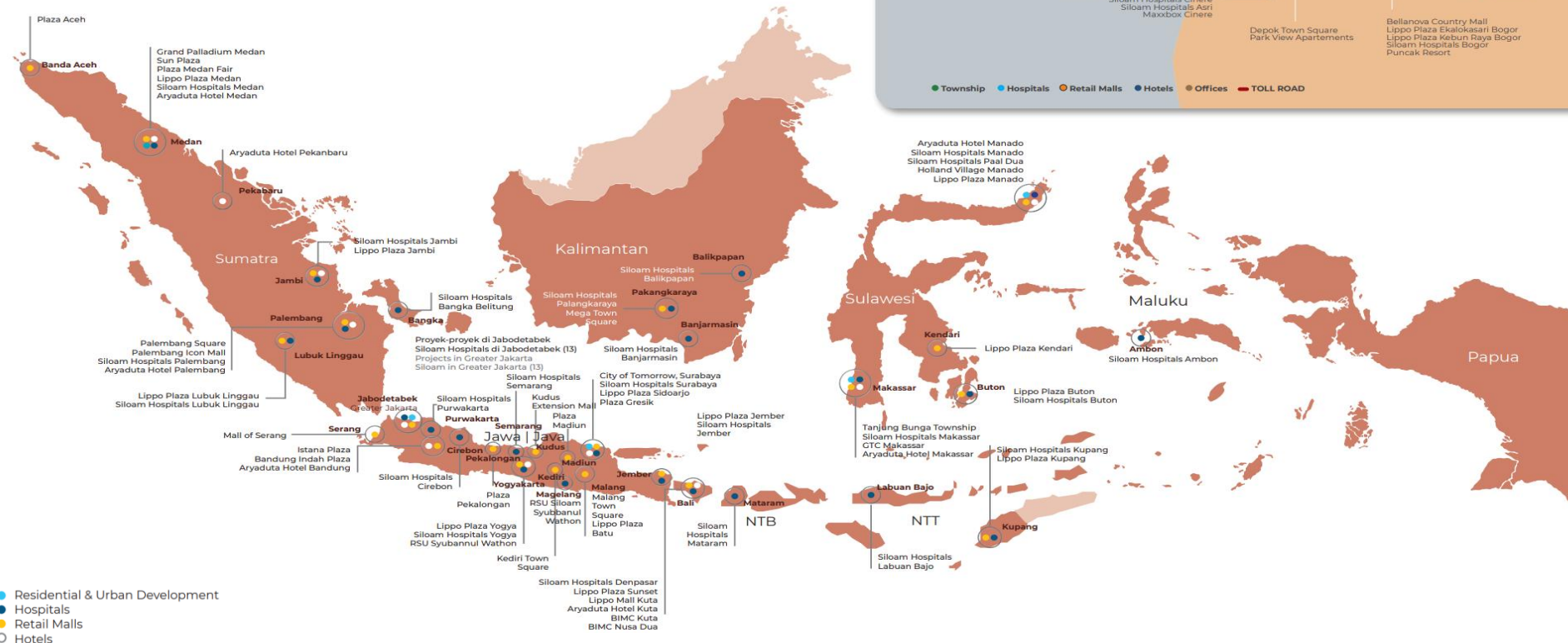
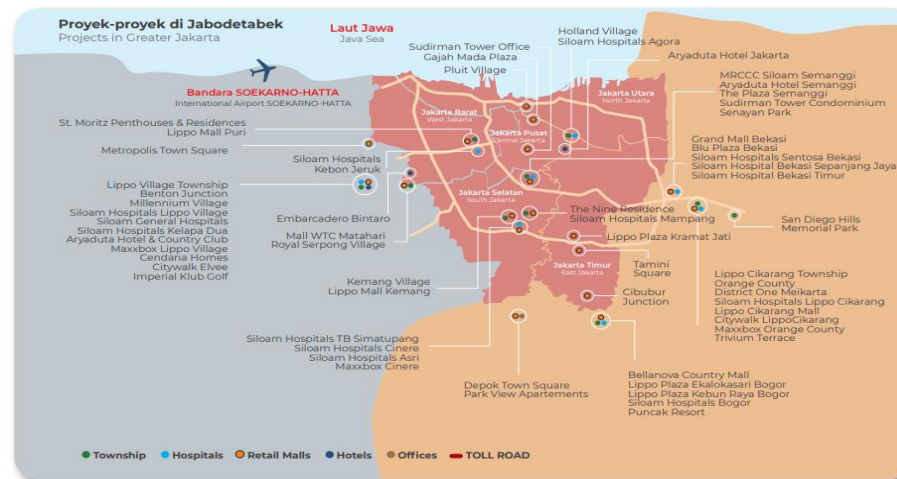
Kemang Village, St Moritz Puri, Holland Village

## 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 : 4,329  
 Nurses and Medical Supports : 8,901



# Our Company



- ✓ **Leader in Fully Integrated Estate Operations** – Scale, Integration and Financial Discipline:  
**Total Revenue:** IDR 11.5n in FY24  
**Total Assets:** IDR 53.8tn in FY24

- ✓ **Widespread presence** in 56 cities and 26 provinces across Indonesia
-  **Revenue breakdown:** 44% Healthcare, 44% Real Estate, 12% Lifestyle business (as of FY24)



## 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  
**374** ha landbank in Lippo Village  
**486** ha landbank in Lippo Cikarang  
**344** ha landbank in Tanjung Bunga  
**191** 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

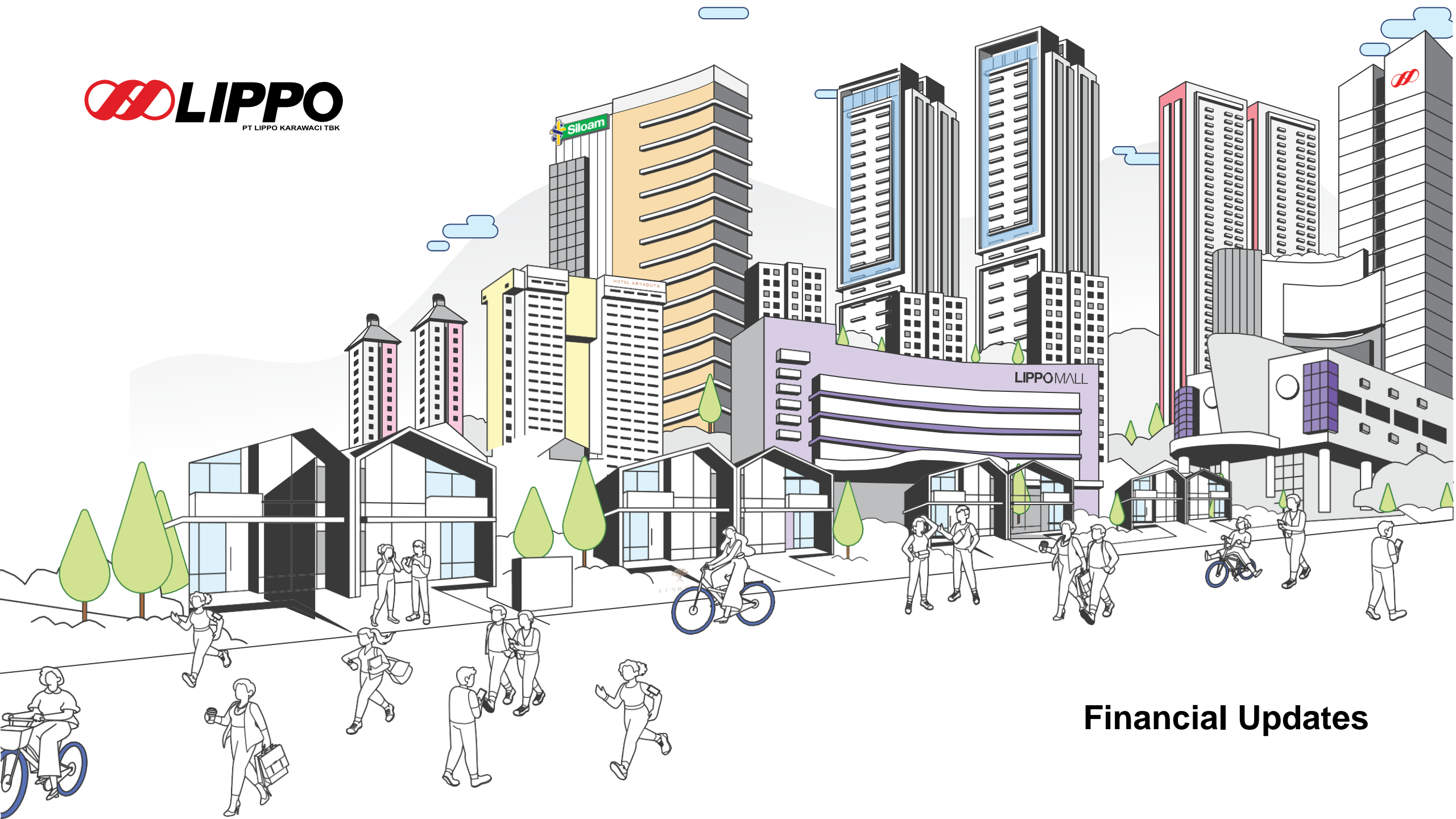


## Lifestyle

- ✓ **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



# LPKR Financial Highlights

## LPKR Financial Statements

(in IDR billion)

P&L Highlights (in IDR bn)	FY24	FY23	YoY Changes
<b>Total Revenues</b>	<b>11,505</b>	<b>16,845</b>	<b>-32%</b>
COGS	(6,554)	(9,479)	-31%
<b>Gross Profit</b>	<b>4,951</b>	<b>7,366</b>	<b>-33%</b>
Operating Expenses	(3,183)	(4,539)	-30%
<b>Operating Profit</b>	<b>1,768</b>	<b>2,827</b>	<b>-37%</b>
Other Income & Expenses - Net	18,725	255	7258%
Financial Charges - Net	(1,246)	(1,674)	-26%
<b>Income Before Tax</b>	<b>19,248</b>	<b>1,408</b>	<b>1267%</b>
Tax Expenses	(521)	(754)	-31%
<b>Profit for the Period</b>	<b>18,727</b>	<b>654</b>	<b>2765%</b>
Non Controlling Interest	(19)	50	-138%
<b>Profit for the Period Attributable to</b>	<b>18,746</b>	<b>604</b>	<b>3006%</b>

- LPKR posted Revenue of IDR 11.5tn, lower vis-à-vis last year due to deconsolidation of PT Siloam International Hospitals Tbk in June 2024
- Total NPAT reached IDR 18.7tn, a significant leap from IDR 50bn in FY23, supported by stronger operational performance and disciplined liabilities management

## Business Segment Performance

(in IDR billion)

Gross profit by segment (in IDR bn)	FY24	FY23	YoY Changes
<b>Total Revenues</b>	<b>11,505</b>	<b>16,845</b>	<b>-32%</b>
Real Estate Development	5,032	4,398	14%
Healthcare	5,053	11,191	-55%
Lifestyle	1,420	1,257	13%
<b>COGS</b>	<b>(6,554)</b>	<b>(9,479)</b>	<b>-31%</b>
Real Estate Development	(3,125)	(2,502)	25%
Healthcare	(2,996)	(6,574)	-54%
Lifestyle	(433)	(403)	8%
<b>Gross Profit</b>	<b>4,951</b>	<b>7,366</b>	<b>-33%</b>

- Revenue for Real Estate increased 14% YoY to IDR 5.03tn, supported by timely handovers of residential and commercial units, strategic land plot sales, and continued demand for cemetery plots at San Diego Hills.
- Revenue for Lifestyle primarily driven by its mall and hotel businesses, reported solid financial performance totaling IDR 1.42tn.



**Real Estate Pillar**



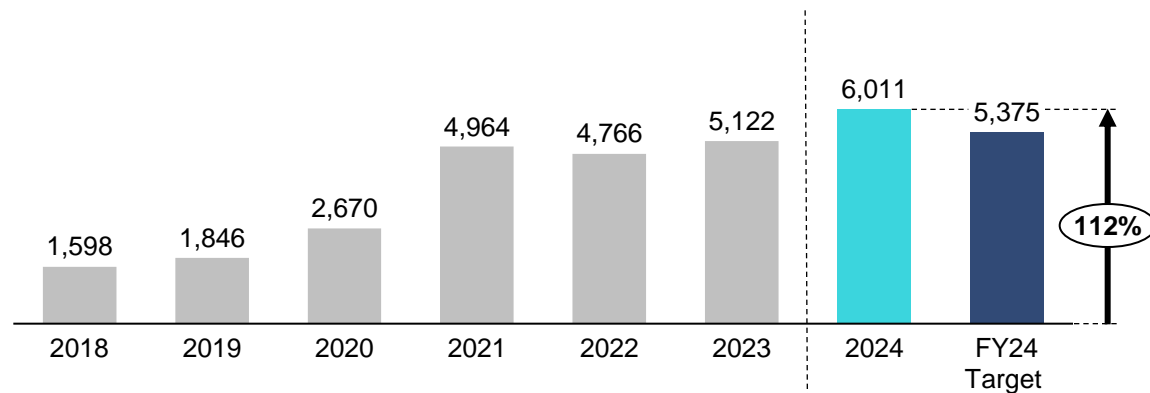
# Real Estate Business Highlights

Property development projects sold in FY24	Marketing sales performance	New projects in FY24	Financial performance	Key takeaways and going forward
<p><b>Landed residential:</b> 111 projects</p> <p><b>Low-rise residential:</b> 5 project</p> <p><b>Mid-rise residential:</b> 1 project</p> <p><b>High-rise:</b> 22 projects</p> <p><b>Shophouses:</b> 25 projects</p>	<ul style="list-style-type: none"> <li>▪ <b>LPKR</b> achieved <b>FY24</b> marketing sales of <b>IDR6.01tn</b>, reaching <b>112%</b> of <b>FY24</b> marketing sales target</li> <li>▪ <b>Landed housing</b> continued to be the <b>primary driver</b>, accounting for <b>64%</b> of the total marketing sales achievements in <b>FY24</b>.</li> </ul>	<p><b>Lippo Karawaci:</b> 1) <b>Blackslate Series</b></p> <p><b>Lippo Cikarang:</b> 1) <b>The Hive @Neo Patio</b></p>	<ul style="list-style-type: none"> <li>▪ <b>Real Estate FY24</b> revenue increased by <b>15%</b> to <b>IDR 5.03tn</b> driven by <b>timely project handovers</b> and <b>land plot sales</b>.</li> <li>▪ <b>EBITDA</b> increased by <b>1% YoY</b> to <b>IDR 1.1 tn</b> in <b>FY24</b> with <b>22% EBITDA margin</b></li> </ul>	<ul style="list-style-type: none"> <li>▪ We remained dedicated to innovating and expanding our offerings for first-time homebuyers by introducing new affordable housing options in <b>Park Serpong</b> and <b>Lippo Cikarang Cosmopolis</b></li> </ul>

# FY24 Marketing Sales Highlights

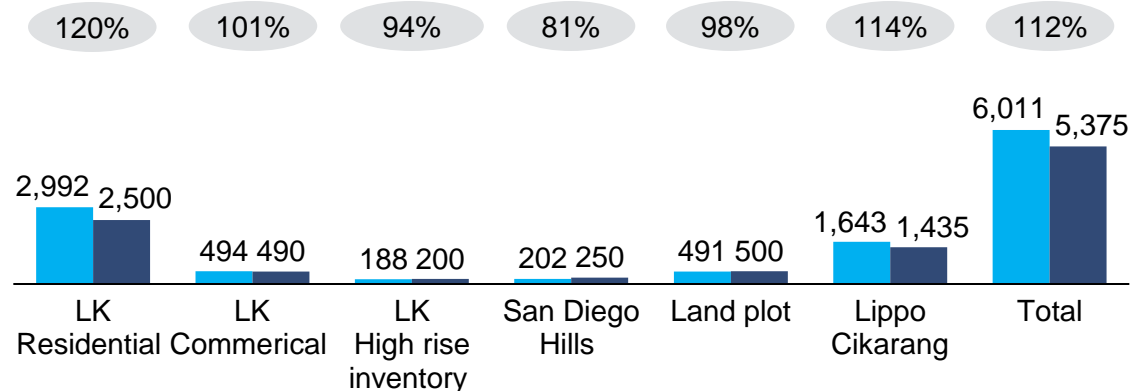
## Historical marketing sales

(in IDR bn)



## FY24 Marketing sales results vs target by project

(in IDR bn)



■ FY24 results ■ FY24 target ○ % of results vs target

## 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)
<b>Lippo Village</b>	<b>100%</b>	<b>374</b>	<b>1,382</b>
<b>Lippo Cikarang</b>	<b>84%</b>	<b>486</b>	<b>1,554</b>
<b>Tanjung Bunga</b>	<b>62.7%</b>	<b>344</b>	<b>70</b>
<b>San Diego Hills</b>	<b>100%</b>	<b>69</b>	<b>307</b>
<b>Outside Lippo Village</b>	<b>98%</b>	<b>123</b>	<b>526</b>
- Puncak	100%	29	77
- Sentul	100%	19	50
- Holland Village Manado	100%	6	15
- Prapanca	70%	7	137
- Kemang	100%	6	115
- St. Moritz	100%	3	47
- Others	100%	54	87
<b>Total</b>		<b>1,395</b>	<b>3,839</b>

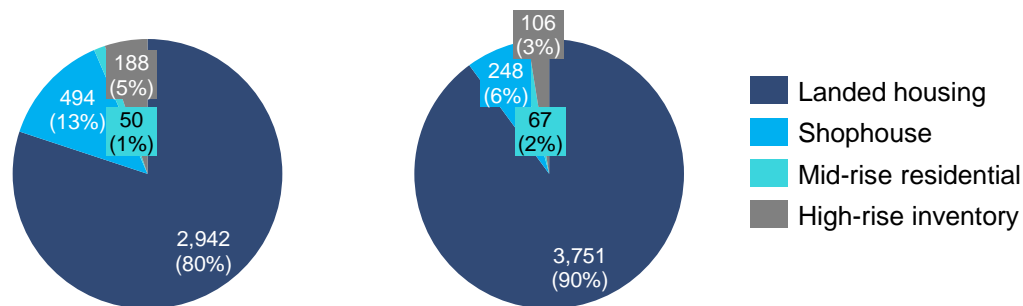
Note:  
Reported landbank in Lippo Village area excludes golf area amounting to 63.4ha valued at USD 741mn. All values as of 30 Dec 2024 and in USD using the average exchange rate of 1 USD = IDR 16,162

# FY24 Marketing Sales Highlights

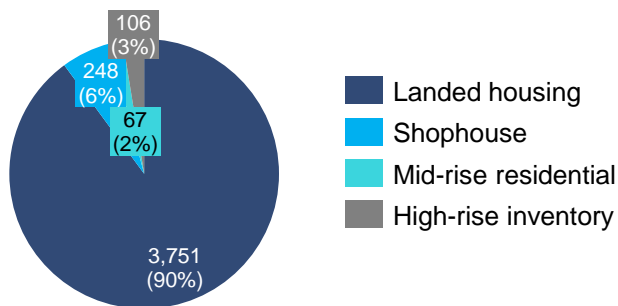
## FY24 Marketing sales breakdown in Lippo Karawaci

Marketing sales in Lippo Karawaci were mainly driven by landed housing, accounting for 64% of the total, dominated by the Cendana Homes series and XYZ Livin series.

Amount (in IDR bn)



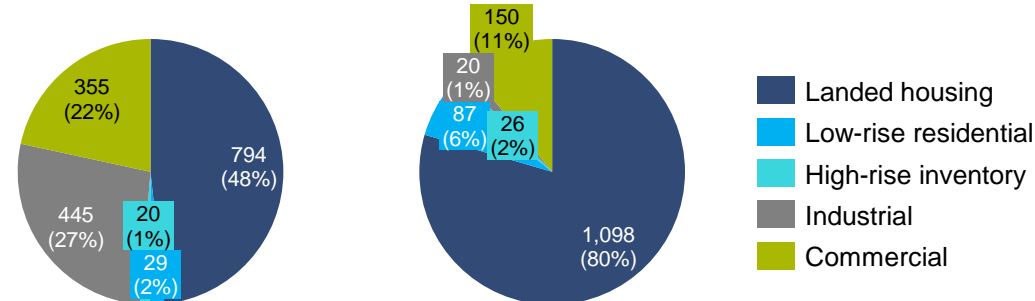
Volume (in units)



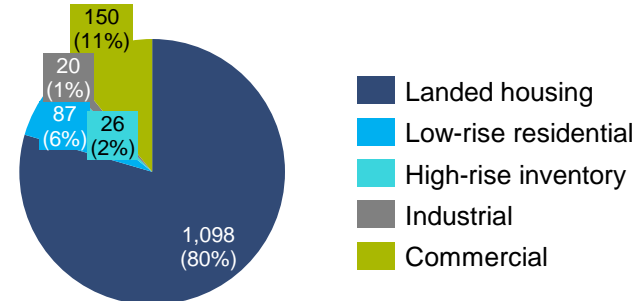
## FY24 Marketing sales breakdown in Lippo Cikarang

Marketing sales in Lippo Cikarang were mainly driven by landed housing, accounting for 48% of the total, dominated by the Cendana and XYZ Livin series.

Amount (in IDR bn)



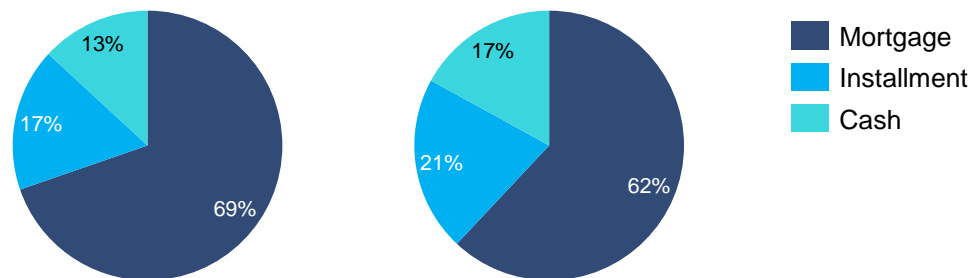
Volume (in units)



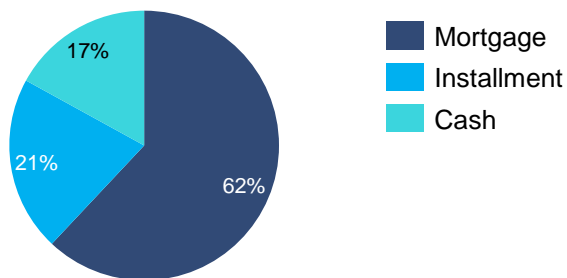
## FY24 Marketing sales by payment mode (excl. land plot)

Mortgages constituted 69% of the overall marketing sales in FY24. We continue to see a strong demand in affordable housing, supported by high mortgage utilization, implying high end-users.

FY24



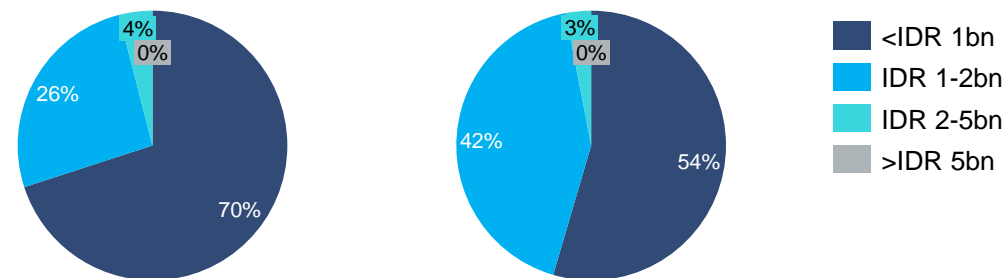
FY23



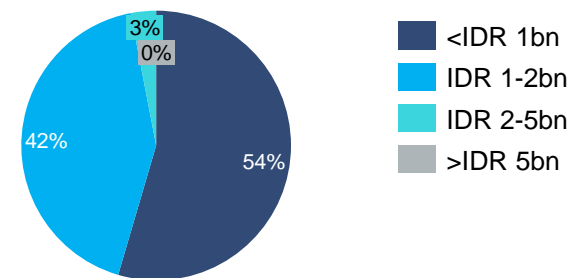
## Residential product sales volume by unit price

~96% of homes sold were priced at IDR 2bn or less in FY24.

FY24



FY23



# Park Serpong New Product Development

## Cendana Suites



### Typical size and Starting Price:

- **Type 5** (67.5m<sup>2</sup> land / 78.1m<sup>2</sup> building) price at **IDR 943mn**
- **Type 5.5** (79.8m<sup>2</sup> land / 88.8m<sup>2</sup> building) price at **IDR 1,069mn**

## Blackslate Homes



### Typical size and Starting Price:

- **Type Standard** (112m<sup>2</sup> land / 125.5m<sup>2</sup> building) price at **IDR 1,808mn**

## XYZ Livin



### Typical size and Starting Price:

- **Z5** (67.5m<sup>2</sup> land / 78.1m<sup>2</sup> building) price at **IDR 365mn**
- **X6** (62.5m<sup>2</sup> land / 64.6m<sup>2</sup> building) price at **IDR 698mn**

## Q Livin



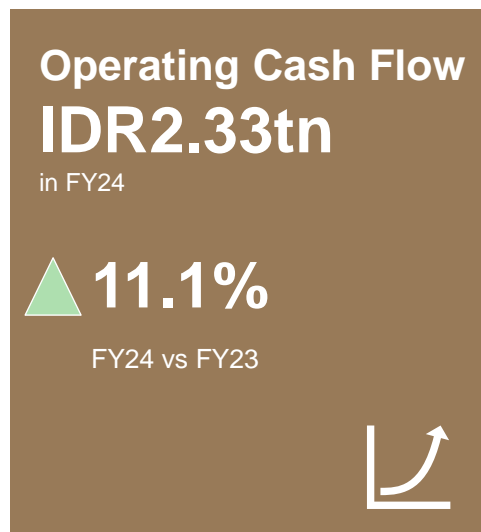
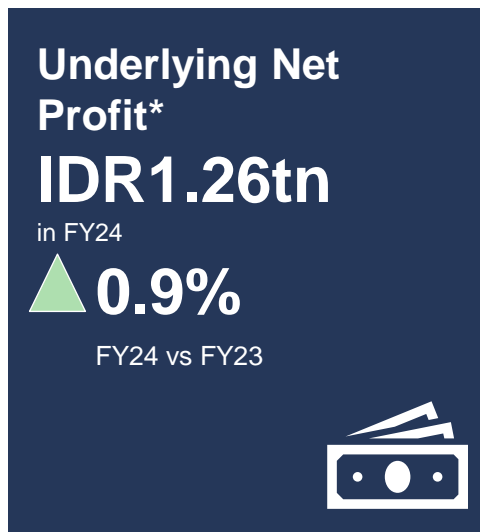
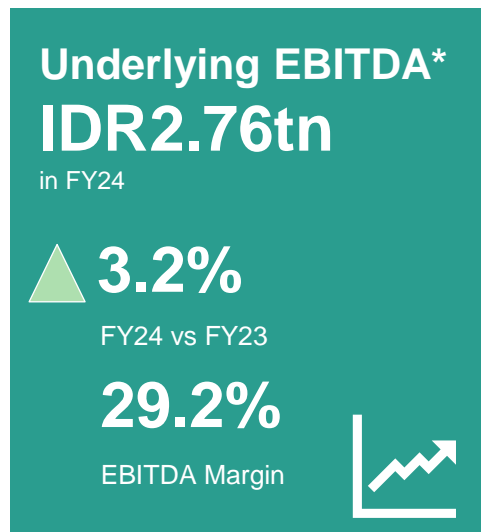
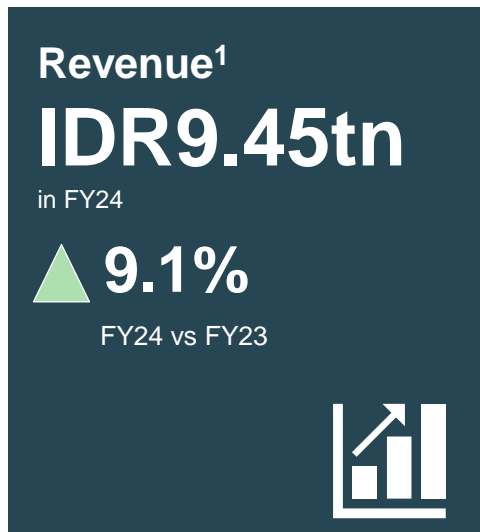
### Typical size and Starting Price:

- **Q12** (36m<sup>2</sup> land / 35m<sup>2</sup> building) price at **IDR 415mn**
- **Q15** (39.6m<sup>2</sup> land / 36.7m<sup>2</sup> building) price at **IDR 443mn**
- **Q22** (42.9m<sup>2</sup> land / 48.6m<sup>2</sup> building) price at **IDR 531mn**
- **Q23** (46.8m<sup>2</sup> land / 52.5m<sup>2</sup> building) price at **IDR 560mn**



**Healthcare Pillar**

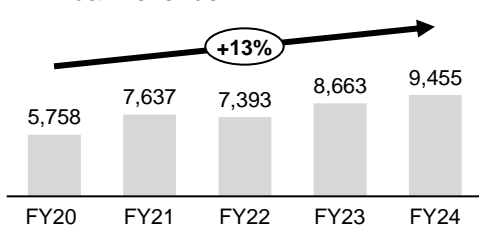
# Siloam Financial Highlights



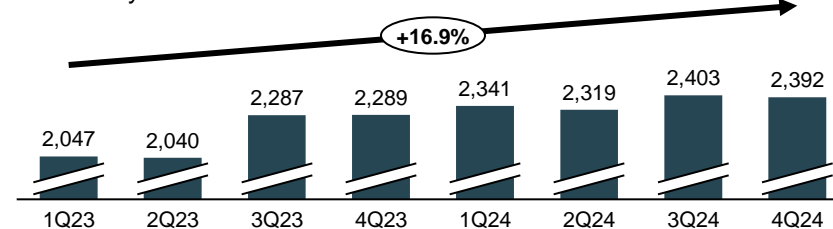
## Revenue<sup>1</sup>

(in IDR bn)

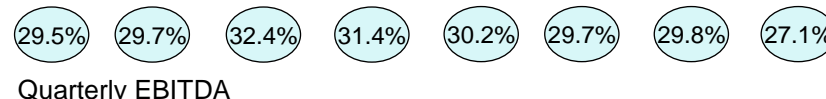
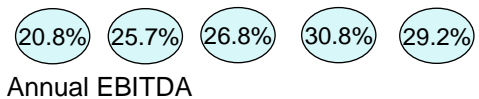
Annual Revenue



Quarterly Revenue



## Underlying EBITDA\*



Annual EBITDA

Quarterly EBITDA

## Underlying Net Profit\*



Annual Net Profit

Quarterly Net Profit

% Margin

\*Underlying EBITDA and Net Profit without non-cash & non-operational adjustments

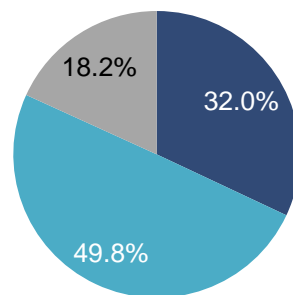
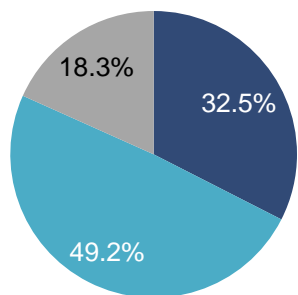
<sup>1</sup> Revenue 2020 onwards referring to non-specialist revenue

\*Underlying EBITDA and Net Profit without non-cash & non-operational adjustment, amounting write-off IDR 309bn in 1Q24

# Siloam Payer Mix



## % Contribution to Total Revenue FY2023 vs FY2024



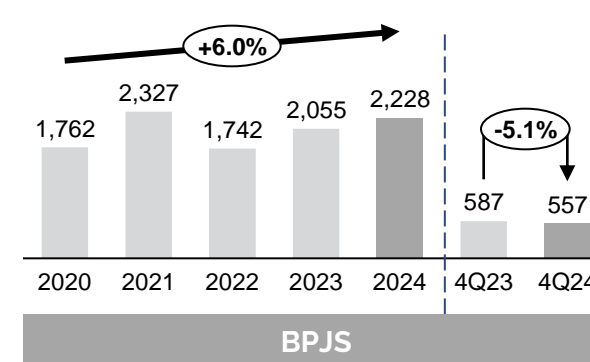
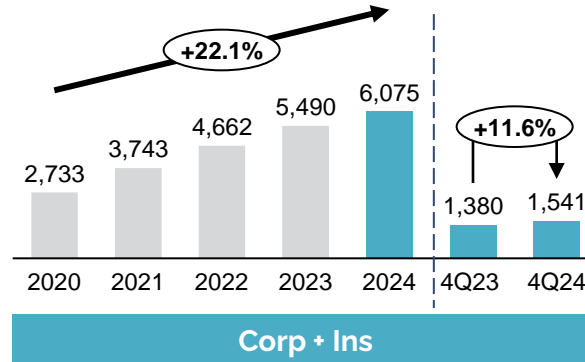
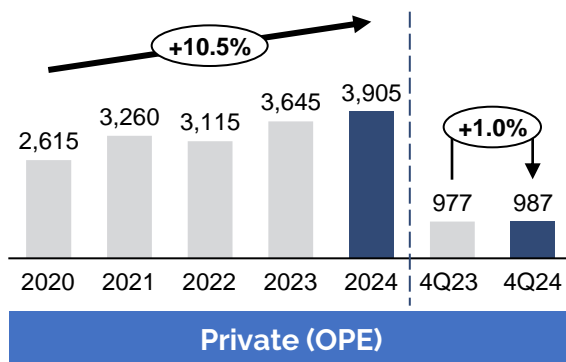
■ OPE ■ Corp & Ins ■ BPJS

Corporate and Insurance revenue contribution to total revenue increased from 49.2% to 49.8%

FY23 → FY24

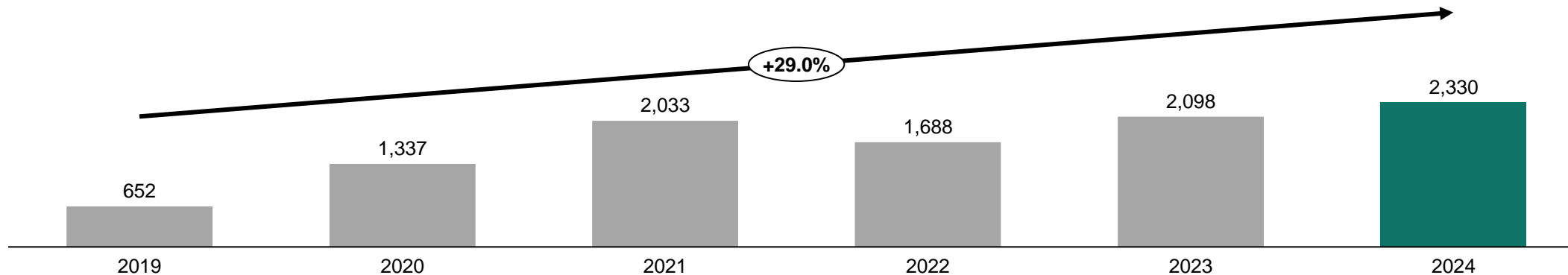


## Payer Group Contribution to Total Revenue (IDR bn)

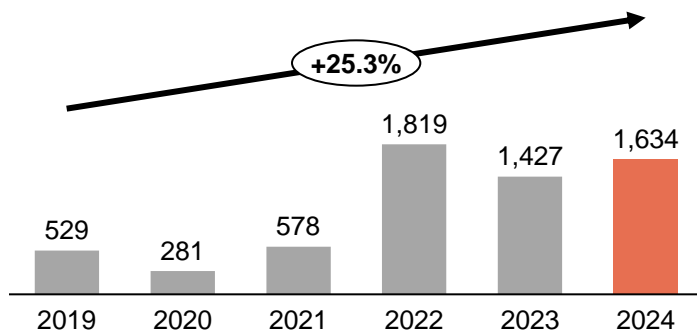


# Siloam Cash Flow Highlights

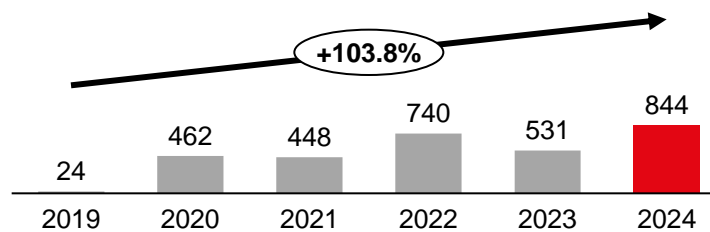
## Operating Cash Flow (in IDR bn)



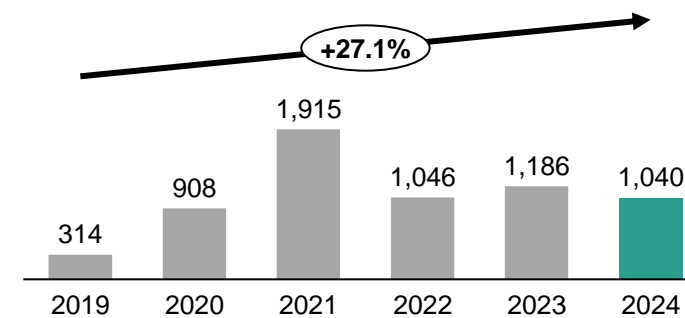
## Investing Cash Flow (in IDR bn)



## Financing Cash Flow (in IDR bn)



## Cash Balance (in IDR bn)



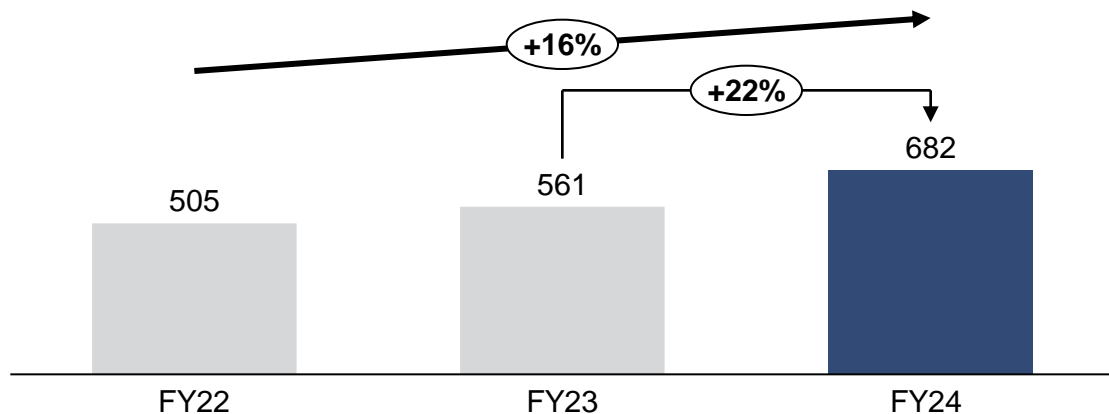




**Lifestyle Pillar**

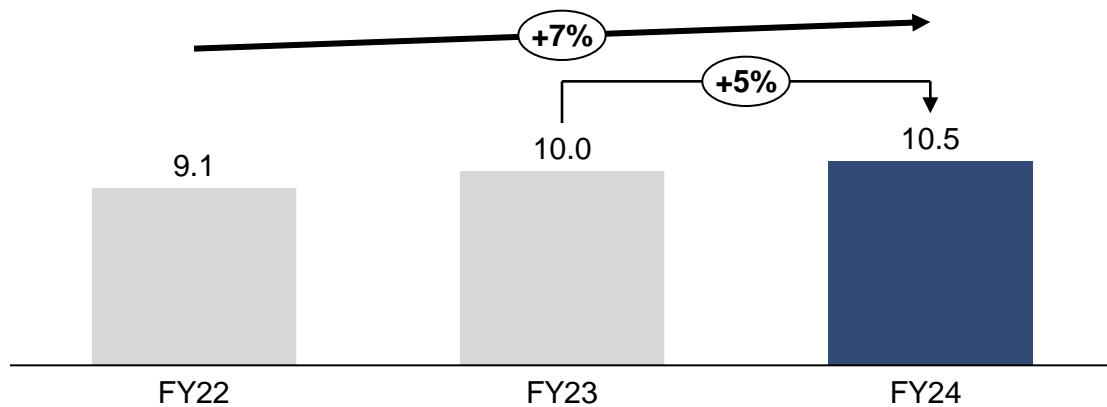
# Malls and Hotels Financial & Operational Highlights

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

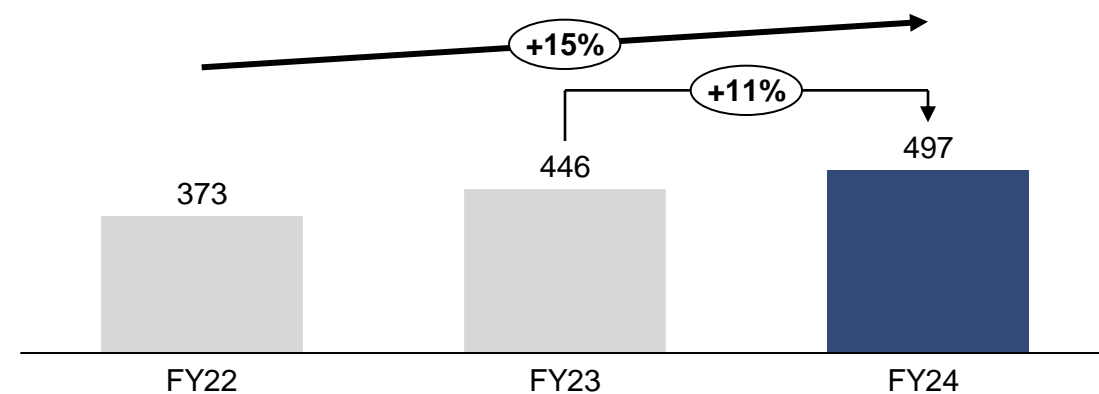


## Consistent YoY growth of malls visitors<sup>1</sup>

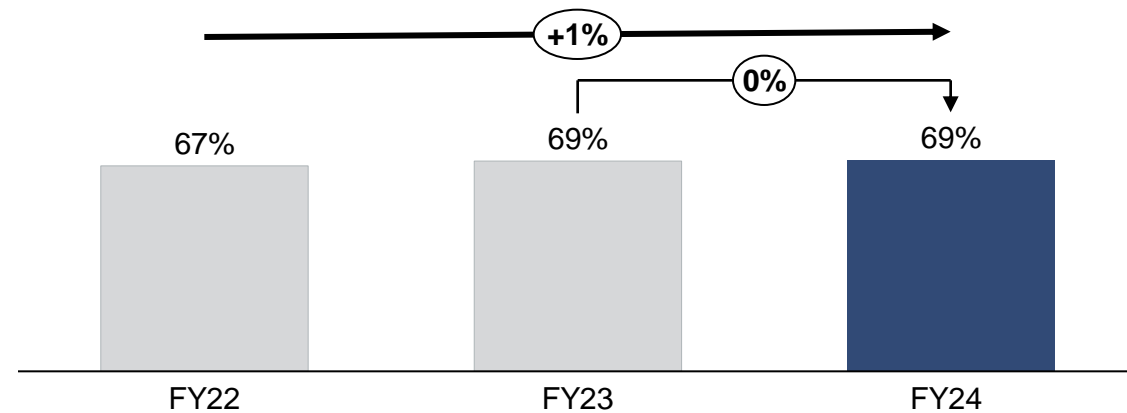
(Average monthly visitors; in mn visitors)



## 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**

Head of Investor Relations

Dr. Randi Bayu Prathama

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