



JABABEKA & CO.

PT Kawasan Industri Jababeka Tbk.

Investor Presentation

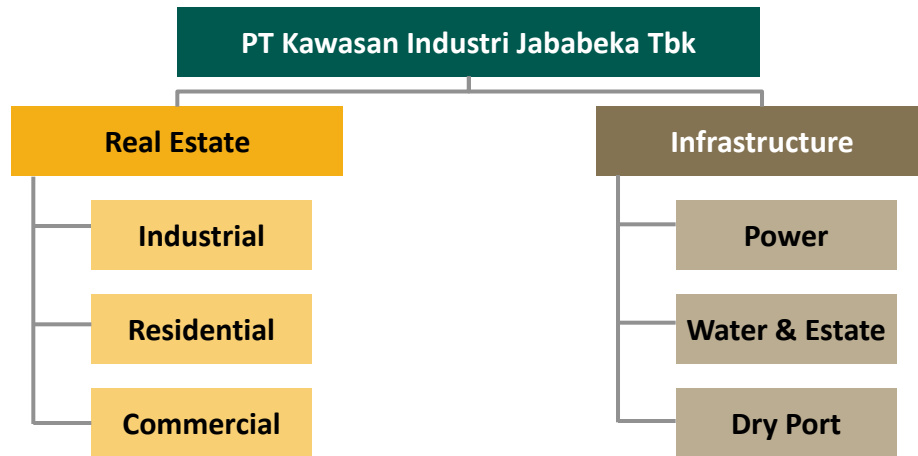
June 2019



Leading township developer & infrastructure powerhouse

PT Kawasan Industri Jababeka Tbk. ("KIJA") is a leading township developer with an established track record in industry-based townships supported by residential & commercial components...

KIJA overview

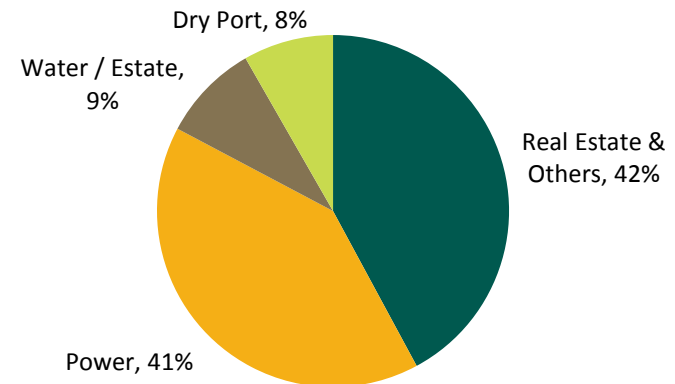


- Established in 1989 and became the first publicly listed industrial estate developer in Indonesia in 1994
- Kota Jababeka, KIJA's flagship development, is a mature industry-based integrated township in Cikarang with on-site power plant and dry port
- Diversification projects: Kendal Industrial Park – Park by the Bay in Central Java, tourism-based township in Tanjung Lesung, Banten and a tourism development project in Morotai
- Large and strategically located land bank of 3,861 hectares as of 31 December 2018

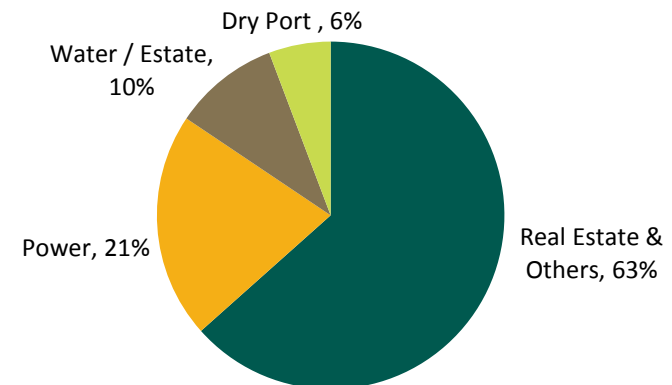
Vision: To Create Modern Self Sustained Cities in Every Province in Indonesia and Provide Jobs for Better Life

Business segments

FY18 Revenue Breakdown (%)
(Rp 2,712 billion)



FY18 Gross Profit Breakdown (%)
(Rp 1,179 billion – 43% GPM)



...with world class infrastructure to support its development

Milestones & Awards

More than 25 years track record in township development

Selected awards



Investor Magazine - 2012
Top 10 Best performing listed companies and Best listed company in property



Indonesia Property Watch- 2015
The best township development concept



Fortune Indonesia - 2015
Best Company award



SWA Magazine - 2016
Top 25 Most Creative Companies in Indonesia



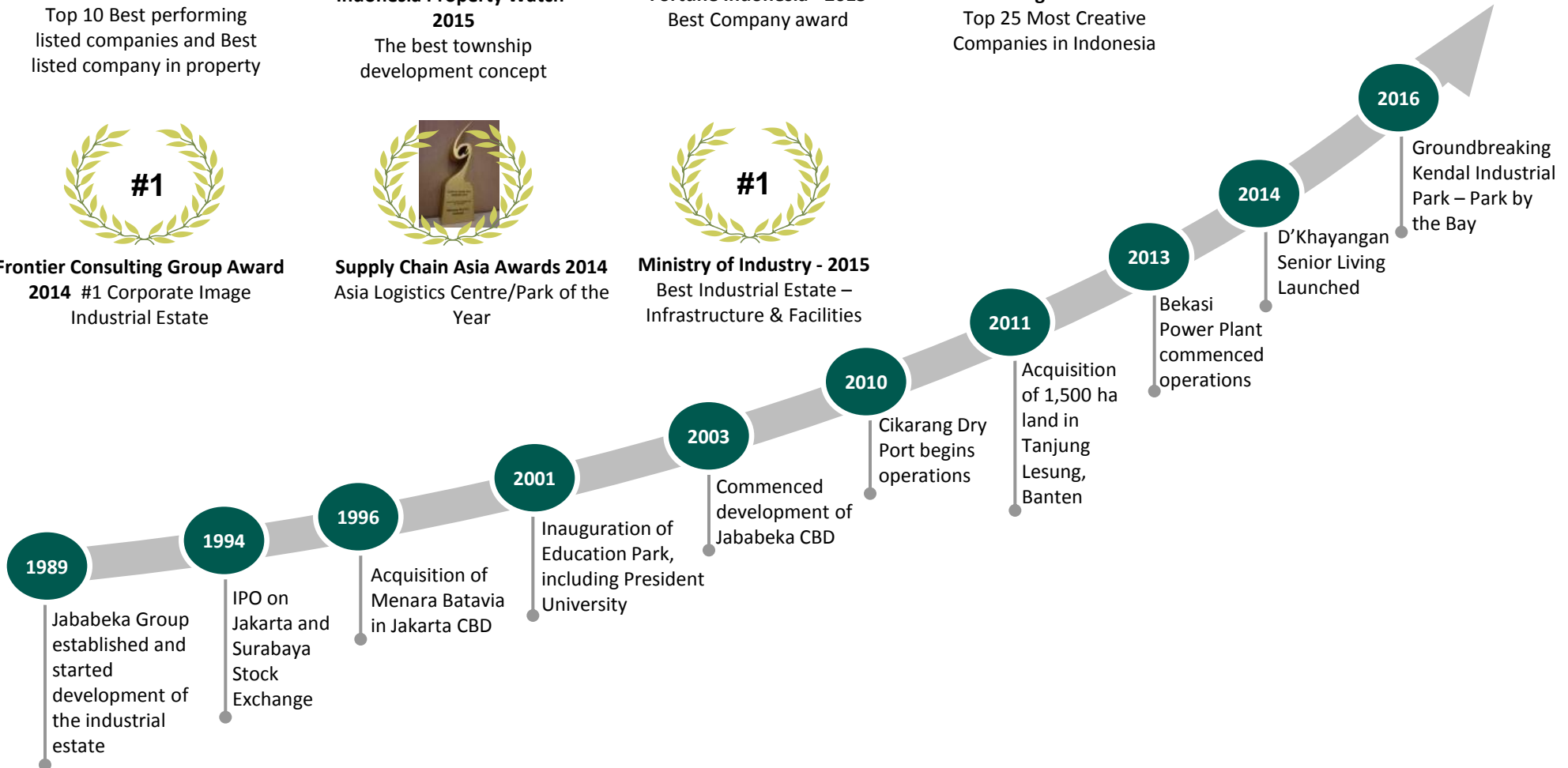
Frontier Consulting Group Award 2014 #1 Corporate Image Industrial Estate



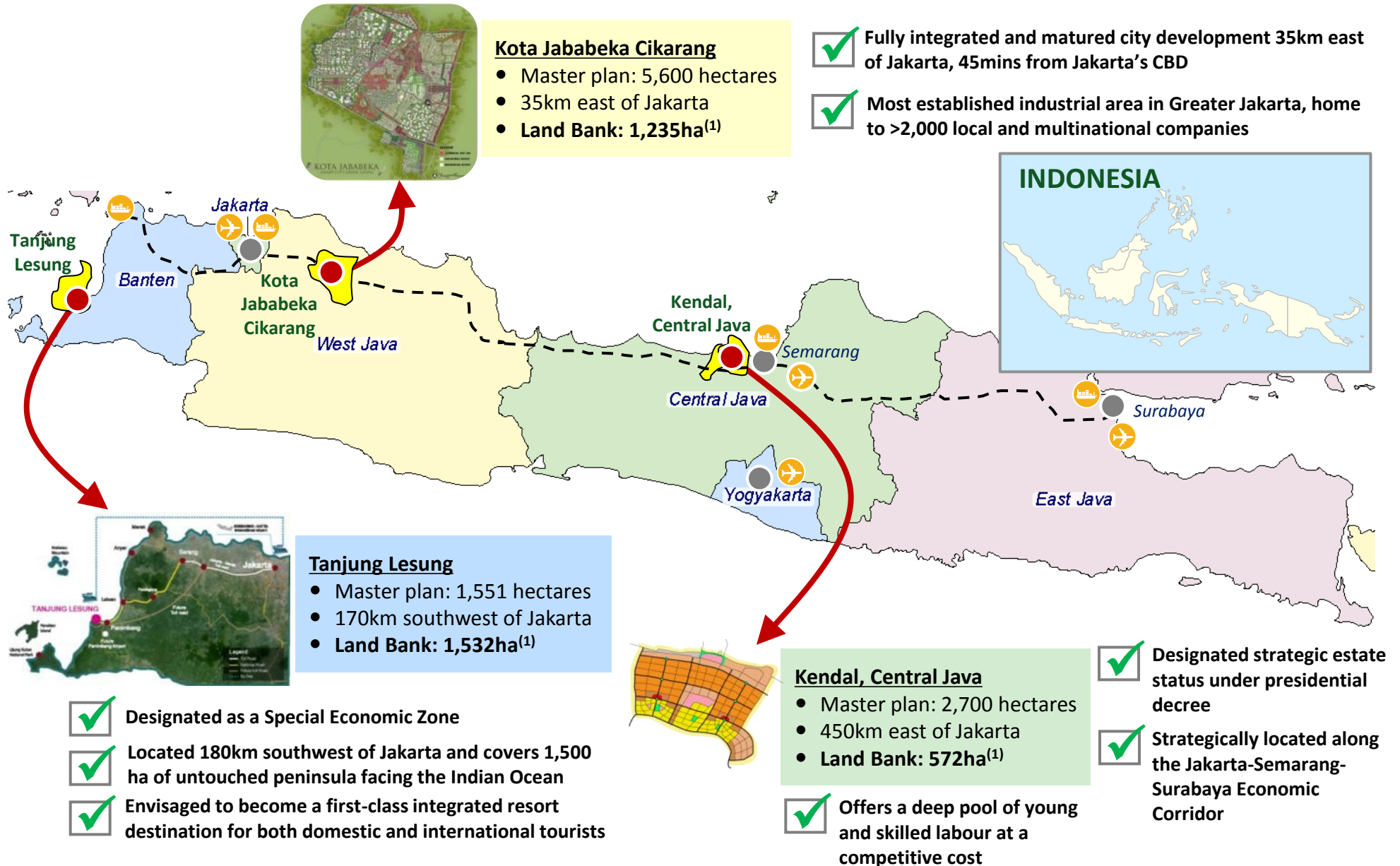
Supply Chain Asia Awards 2014 Asia Logistics Centre/Park of the Year



Ministry of Industry - 2015 Best Industrial Estate – Infrastructure & Facilities



Sizeable land bank in strategic locations with upside potential

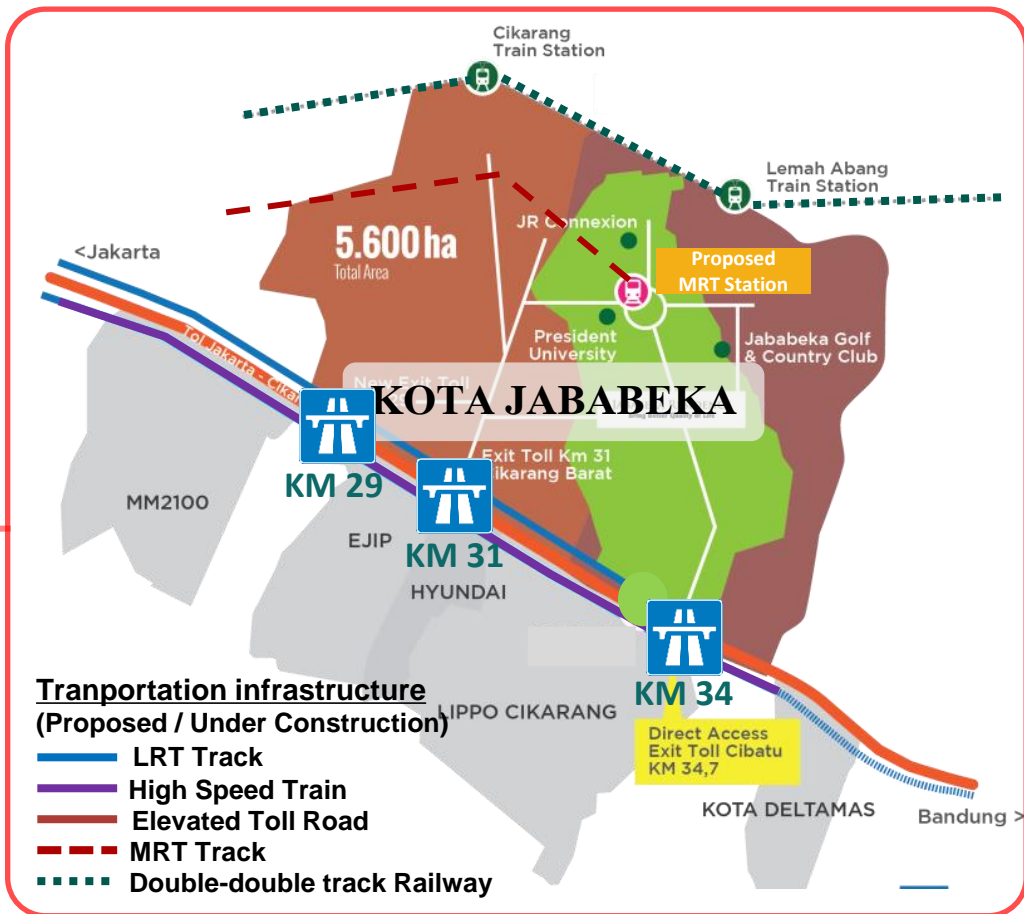


Note:
1 Land bank as at 31 December 2018

1 Kota Jababeka — Flagship industry-based integrated township

Kota Jababeka is a mature industry-based township strategically located in close proximity to Jakarta CBD, sea port and airport...

Excellent accessibility and connectivity with 3 Exit Toll Accesses to Kota Jababeka and development of Major Transportation Infrastructure along Jakarta Eastern Corridor to Kota Jababeka.



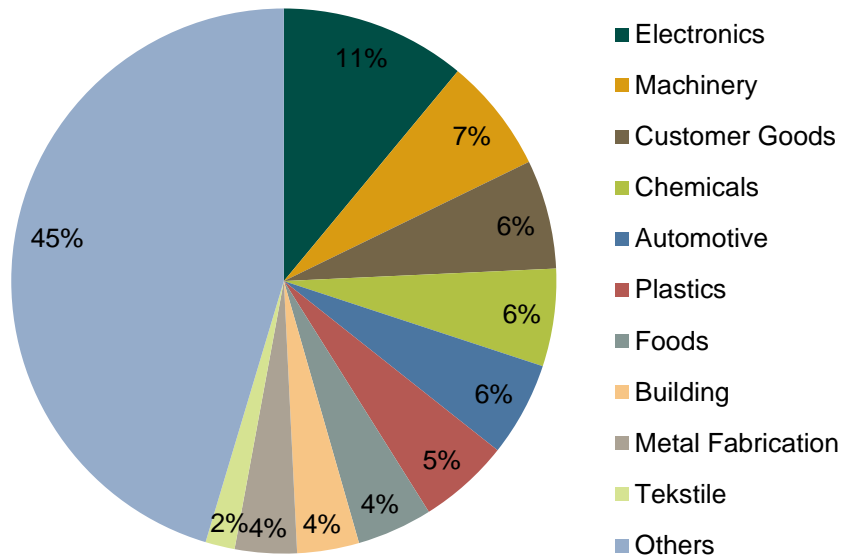
- 35 KM from Jakarta City
- Close to International Airport & Seaport
- Accessible by toll road and railway

...and is home to over 2,000 local and multinational customers from over 20 countries

1 Kota Jababeka – Anchored by a blue-chip customer base

The portfolio of high quality multinational and domestic customers at Kota Jababeka is a testament to the township's strategic location and superior infrastructure facilities

Diverse mix of occupants across sectors
(breakdown by number of occupants) – As of 31 December 2018



Portfolio of high quality customers



1 Jababeka Residence – A City for Your World



Residential & Commercial Developments



Oscar Townhouse Cluster



Sudirman Boulevard Commercial Center

Mixed-Use Developments



Hollywood Junction, Monroe & Elvis Tower



Facilities



International Hotels



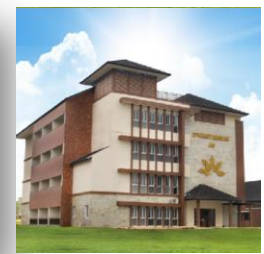
Hospitals



President University & Reputable Schools



Jababeka Golf & Country Club



Senior Living D'Khayangan



Jababeka Convention Center



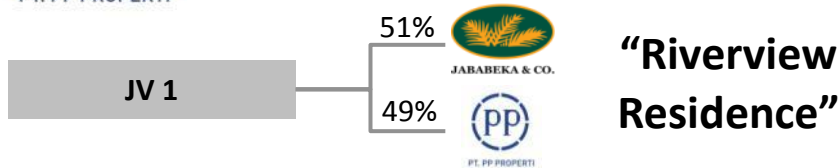
Jababeka Stadium

1 Kota Jababeka – Enhancing value through Joint Venture projects

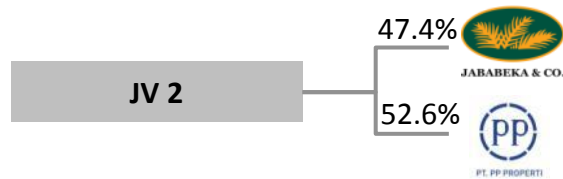


PT PP Properti (Persero) Tbk

PT. PP PROPERTI



- 4 apartment towers strategically located near the toll exit & catering to the lower end of the market
- Tower 1 (1009) – Mahakam Tower → 90% sold, 10% handed over
- Tower 2 (939) – Bengawan Tower → 23% sold, piling completed



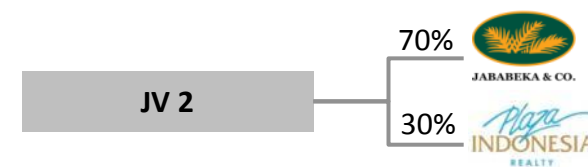
- Mixed use superblock on a 4.6-ha site
- With 6 apartment towers and Japanese style mall



PT Plaza Indonesia Realty Tbk



- Mixed use superblock on a 12-ha site right next to the golf course
- Groundbreaking happened in June 2015; piling completed



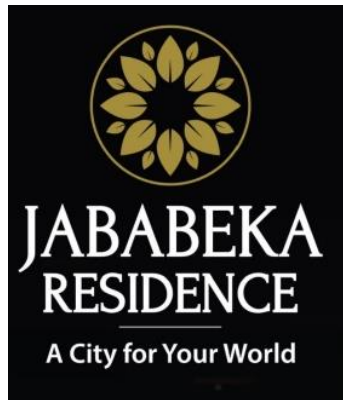
- To be developed on 4-ha site adjacent to JV 1
- Concept to be decided on at a later stage – to support / complement JV 1

1 Kota Jababeka – Kawana Golf Residence



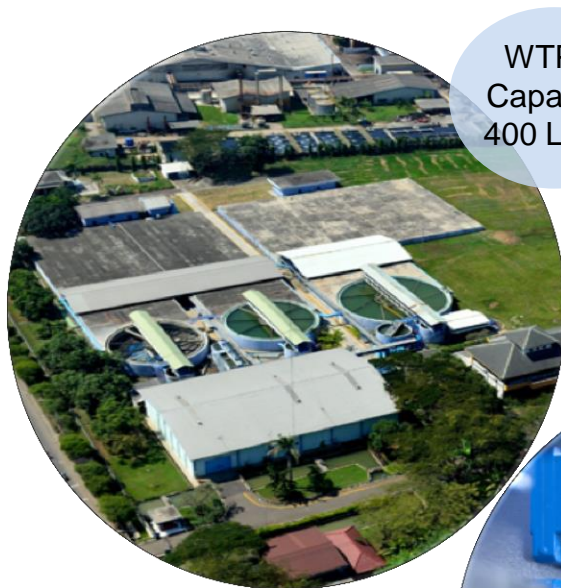
Kawana Golf Residence – The One & Only Golf Residence in Indonesia

- Kawana Golf Residence is a JV between KIJA's Jababeka Residence (60%) and Creed Group (40%) from Japan
- High-end golf view apartment tower with 234 units
- Total 100% sold in 2 phases – delivery scheduled in 2020
- Kawana 2 planned to be launched later in 2019



2 Enhancing Kota Jababeka's value proposition: *Jababeka Infrastruktur*

PT Jababeka Infrastruktur provides top notch to infrastructure and services, including clean water provision, waste water treatment, estate management, and other services such in-house fire brigade, 24 hour security, fiber optics, natural gas and others...



WTP 1
Capacity
400 L/sec

WTP 2
Capacity
200 L/sec

Water Treatment
Plan



WWTP 1
Capacity
208 L/sec

WWTP 2
Capacity
125 L/sec

Waste Water
Treatment Plan



Telco



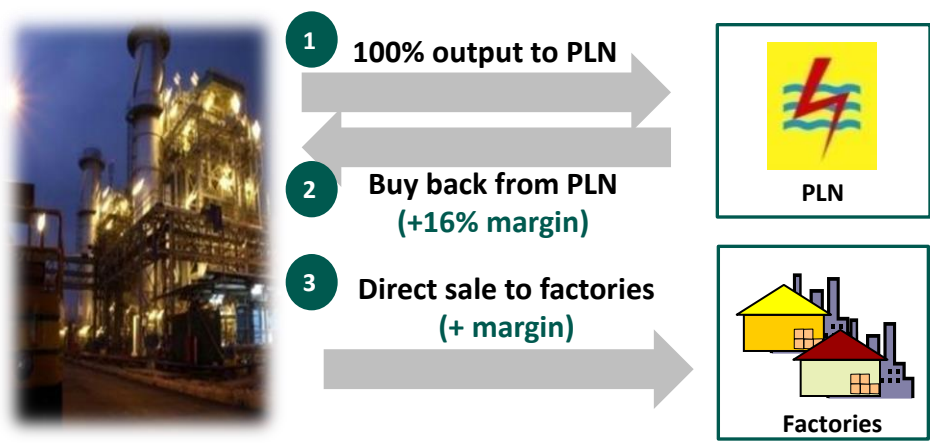
Natural Gas

...which meet the international standards and operate in accordance with environmentally friendly policies in integrated city Kota Jababeka in Cikarang

2 Enhancing Kota Jababeka's value proposition: *Bekasi Power Plant*

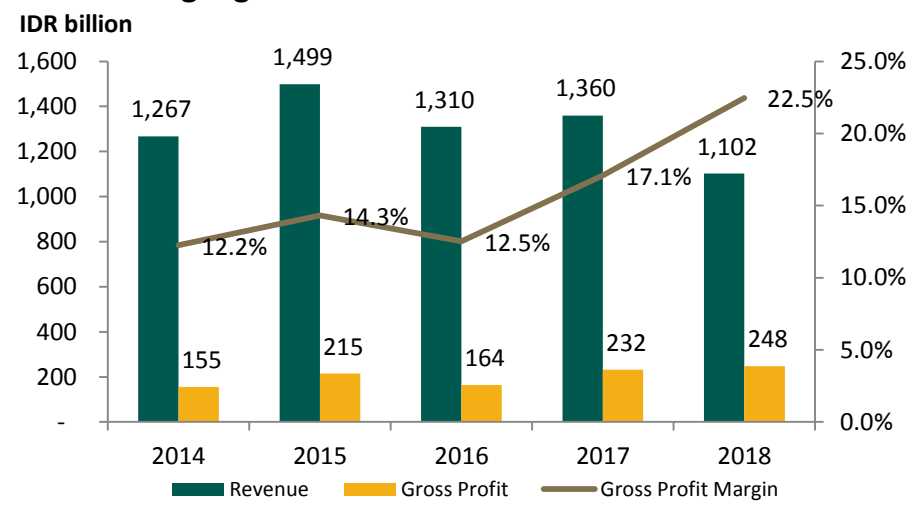
KIJA is the only industrial estate developer in Indonesia with its own power plant located within its estate

Integrated Power Generation & Distribution Process



- 130MW gas fired combined cycle plant
- 20 year 100% off-take agreement from Perusahaan Listrik Negara ("PLN")
 - Rate per KWH: ~US\$11 cents
 - Average gas cost / MMBTU: ~US\$8.7
 - Fuel costs borne by PLN on a pass-through basis
 - Fully contracted gas supply
 - Flexibility to buy back power and resell it at a premium
- During repair of a leakage in one of the boilers the power plant operated at about 50% of the usual capacity for about 3 months in 2016
- The power plant was in full "reserve shutdown" for most of 1Q18 and has operated intermittently since then, since 3Q18 on 5 days full capacity during the week and half capacity on weekends on average

Financial Highlights



Operational Highlights

Description	2014	2015	2016	2017	2018
Net Dependable Capacity	118.8MW	120MW	120MW	121MW	120MW
Load Factor	108MW	110MW	93MW	109.MW	110MW
Capacity factor	90.01%	90.01%	81.85%	87.95%	92.24%
Equivalent Availability Factor	90.34%	96.39%	82.85%	94.53%	98.15
Planned Outage Factor	7.88%	3.09%	15.15%	5.00%	1.62%
Equivalent Forced Outage Rate	1.78%	0.52%	2.00%	0.47%	0.23%

Providing a significant marketing advantage over its competitors as access to reliable electricity supply is one of the primary concerns for industrial clients in Indonesia

2 Enhancing Kota Jababeka's value proposition: *Cikarang Dry Port*

Strategic location in the heart of the largest manufacturing zone along the Bekasi-Cikampek industrial corridor...



Enhanced Accessibility with New Toll Gate KM 29



Railway Connectivity to the Sea Port



International Port Code: IDJBK
Surrounded by 11 Industrial Estates and more than 3,000 manufacturing companies

Notes:

1 Estimated % of total throughput at Tanjung Priok Port originating from this area

2 Enhancing Kota Jababeka's value proposition: *Cikarang Dry Port*



2 Enhancing Kota Jababeka's value proposition: *Cikarang Dry Port*

Cikarang Dry Port (CDP) is the first and only integrated customs, quarantine and logistics facility in Indonesia...

Overview

- Since 2012, Cikarang Dry Port is an official port of origin and destination with international port code IDJBK – now connected with 25 major shipping lines
- Integrated port and logistics facilities with multi modal transportation services
- Smart Port Solution to streamline the business process
- Besides export/import, CDP also serves domestic distribution via main railway line that runs from west Java to east Java and also combining it with domestic shipping lines services
- Bonded Logistics Centre (FTZ facilities) for Cotton & minerals/metals

Selected customer & partner profile at Cikarang Dry Port

Shipping Lines:



Third Party Logistics Provider (3PL):

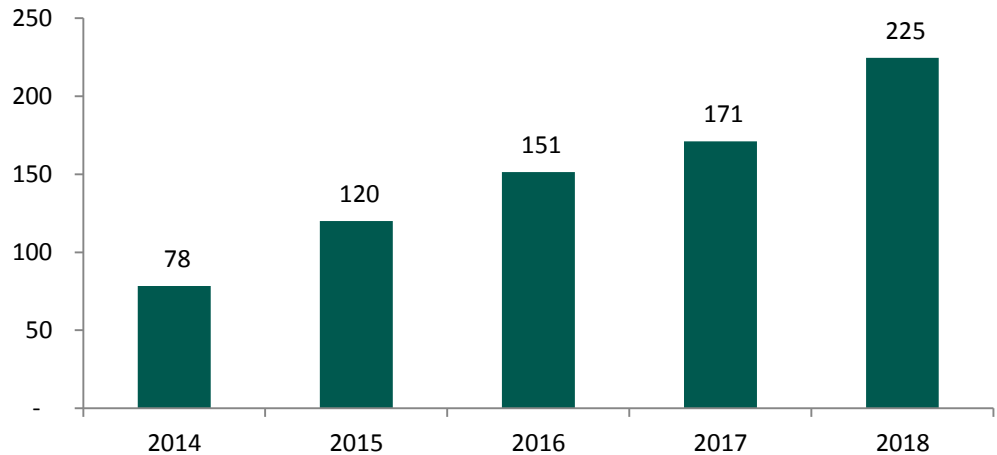


Shippers / Consignees:

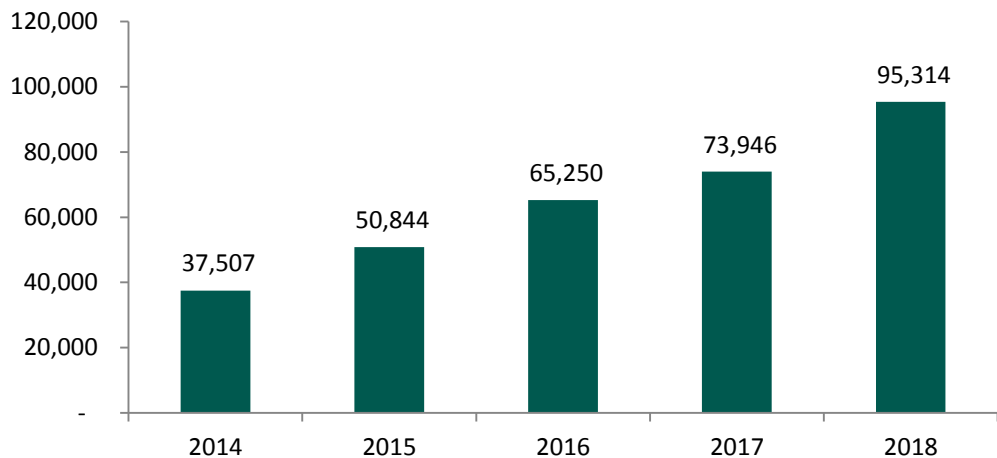


Strong momentum in CDP operations

Revenue (IDR billion)



Throughput (TEU)



...allowing customers to more efficiently manage their imports and exports and benefit from cost savings

3 Diversified land bank

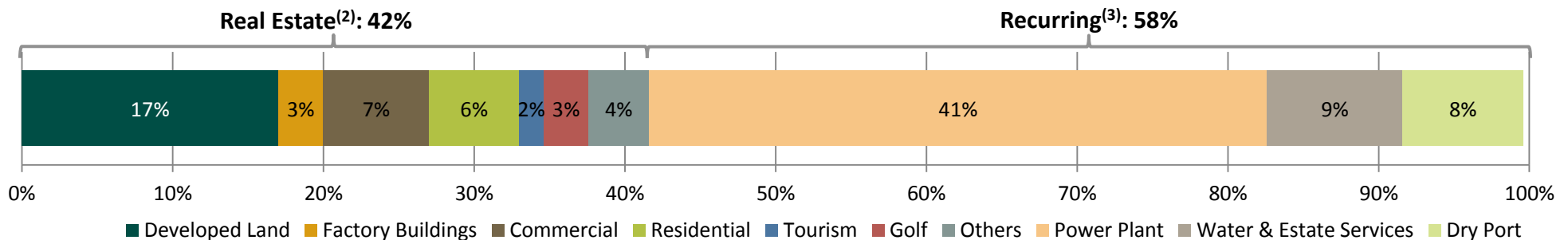


A geographically diversified land bank allows KIJA to capture different market segments and enhances earnings resilience...

Diversified by geography, positioning and segment

<p>Land Bank</p> <p>Total⁽¹⁾: 3,362ha</p>	<p>Kota Jababeka</p>  <p>1,235ha</p>	<p>Kendal Industrial Park – Park by the Bay</p>  <p>572ha</p>	<p>Tanjung Lesung</p>  <p>1,532ha</p>
<p>Positioning</p>	<p>Established MNCs and domestic companies willing to pay a premium for strategic location and mature township with top notch infrastructure in place</p>	<p>More cost-conscious customers looking for an alternative to Greater Jakarta industrial estates that still provides top notch infrastructure</p>	<p>Tourism, leisure and hospitality focused integrated township to tap into entertainment/leisure spending by rising middle class in Indonesia</p>

Well diversified across multiple segments (Breakdown of segments by 2018 revenue contribution)



...in addition to benefiting from future infrastructure developments across its land bank locations

Notes:

1 As per 31 December 2018 and excluding Morotai with 521 hectares of land bank

2 Comprises real estate, golf and other non-infrastructure segments

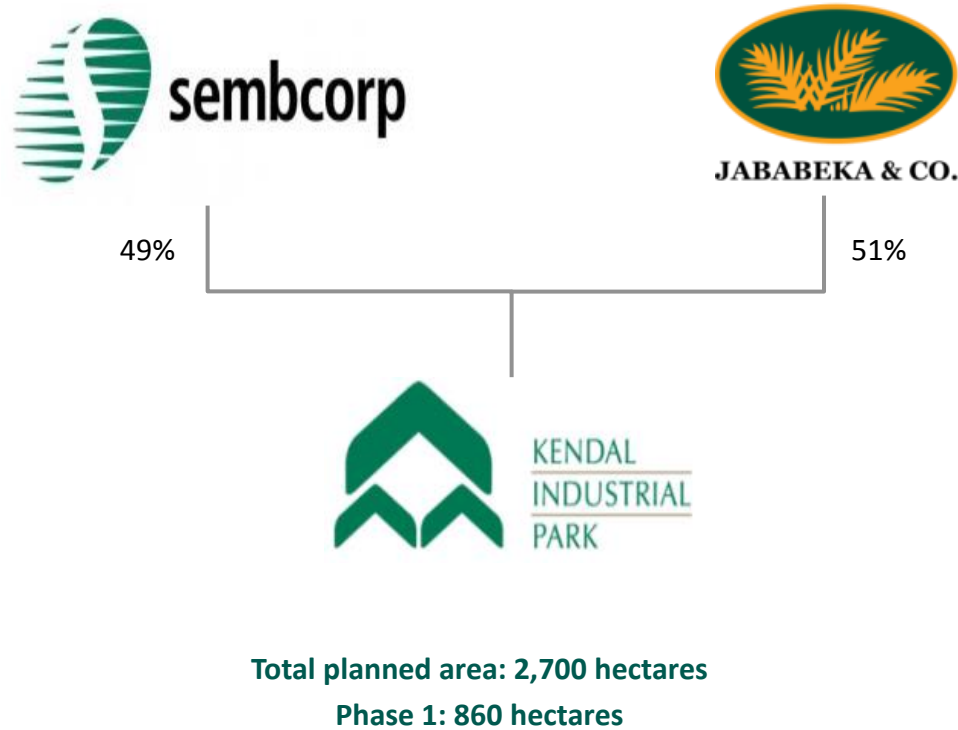
3 Recurring revenue includes contribution from power plant, dry port and service & maintenance fees

4 Diversified projects: *Kendal Industrial Park – Park by the Bay*



Kendal Industrial Park – Park by the Bay benefits from Sembcorp's expertise in developing and marketing industrial zones across Asia (China, Vietnam, Batam, Bintan, etc)...

Kendal Industrial Park – Park by the Bay is a JV between KIJA and Sembcorp



Excellent connectivity to major infrastructure in Central Java



Distance to Kendal Industrial Park – Park by the Bay

Tanjung Emas International Seaport (Indonesia's 3 rd largest)	25 km
Ahmad Yani International Airport	20 km
Semarang (Central Java capital)	21 km

...and complemented by KIJA's long track record and experience in Indonesia industrial estate developments and infrastructure operations

4 Diversified projects: *Kendal Industrial Park – Park by the Bay*

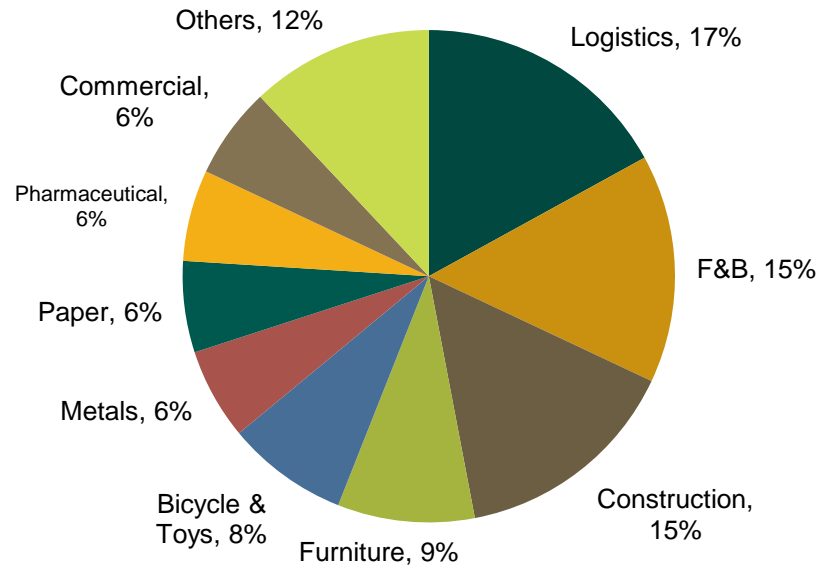


Our Kendal Industrial Park – Park by the Bay development in Central Java is well-positioned to benefit from growing demand for relatively low cost industrial estates with good connectivity and competitive labor costs

Key Highlights

- Macro infrastructure planning that supports growth of Kendal Industrial Park – improved connectivity and accessibility (for example newly opened Trans Java toll road and new Ahmad Yani Airport)
- Competitive manpower / low labour costs in Central Java makes Kendal Industrial Park – Park by the Bay particularly interesting for labor intensive industries
- Numerous human resources education & training facilities
- Top notch infrastructure & One-stop solution for licensing, manpower recruitment, on-site logistics, security and estate management services

Diverse mix of occupants across sectors (breakdown by number of occupants) – As of March 2019



Official opening ceremony on November 14th 2016 by the President of Indonesia, Mr Joko Widodo, and the Prime Minister of Singapore, Mr Lee Hsien Loong

4 Diversified projects: *Kendal Industrial Park – Park by the Bay*



4 Diversified projects: *Tanjung Lesung*



Tanjung Lesung overview

Location	~ 180 km southwest of Jakarta in Banten
Concept	Tourism-based integrated township (hotels, apartments, sailing, diving & beach clubs)
Access	Currently accessible by toll road from Jakarta in ~ 3.5 hours



Krakatau Mountain

Tanjung Lesung

Panaitan Island



Ujung Kulon National Park



President Joko Widodo speaking on Tanjung Lesung's designation as Special Economic Zone for Tourism

4 Diversified projects: *Tanjung Lesung*

Strong government support for Tanjung Lesung's development as a tourism zone...

Facilities and infrastructure at Tanjung Lesung

- Existing infrastructure includes access roads, a water treatment plant, wastewater treatment plant, electricity supply and telecommunication links
- Visitors currently have access to ~ 300 rooms spread out over two hotels/resorts, a bed and breakfast and several cottages
- Other facilities: restaurant and bar, golf course, a swimming pool, a spa, a beach club, a sailing club, private air strip, school, mosque, residential housing units, and a medical clinic

Strong government support for development of Tanjung Lesung

- ✓ One of 10 New Tourism Destinations in Indonesia that the Indonesian Government is promoting
- ✓ New toll road from Serang Timur to Panimbang: A consortium led by PT Wijaya Karya Tbk (Persero) won the tender for this project, land acquisition is ongoing and construction has commenced



- ✓ Tanjung Lesung has been designated as Special Economic Zone for Tourism



Golf course



Aerial view



Villa with private pool at Tanjung Lesung

...is expected to increase interest from potential investors/partners for the project

4 Diversified projects: *Tanjung Lesung*



Tanjung Lesung Masterplan

A Seaside Township 1,500 Ha



Current property products

kampoeng sawah
Cottage & Villa

KALICAA VILLA

LADDA BAY
village

Revati
Residence

4 Diversified projects: *Morotai*

Future tourism and logistics hub strategically located in the heart of Pacific Asia with natural tropical beauty and World War 2 historic sites and relics



Beach view at Morotai



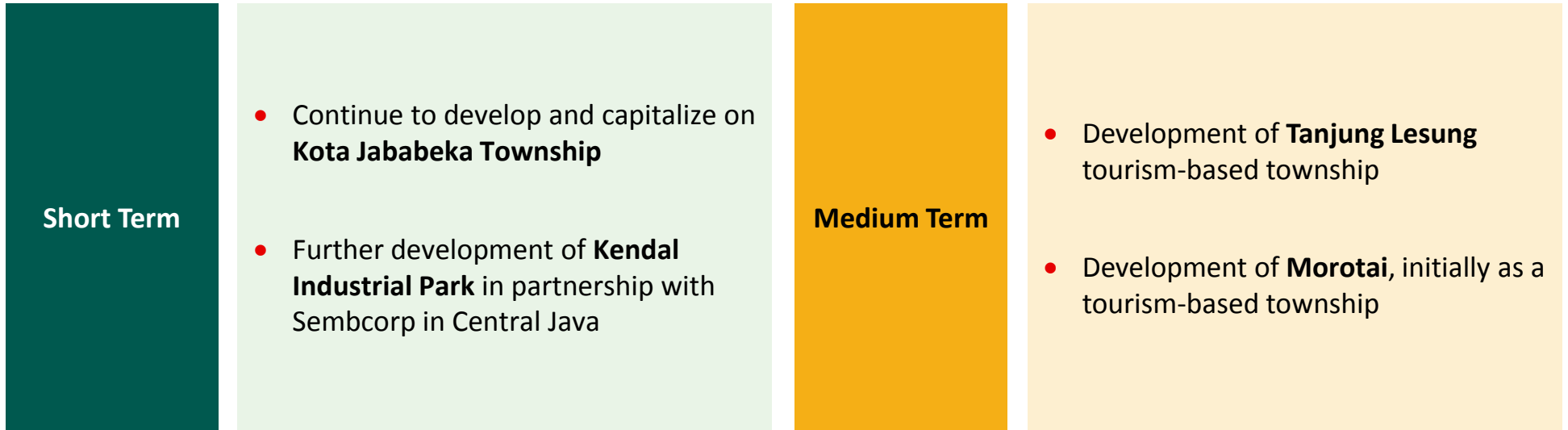
Evening view at Morotai

- ✓ Strategically located in the Halmahera group of eastern Indonesia's Maluku islands, in the heart of Pacific Asia in between Asia and Australia
- ✓ 3 hours flight from Singapore and Taipei
- ✓ Great potential for tourism, agricultural and fishing industries and as a logistics hub
- ✓ Morotai is a Special Economic Zone for tourism and 1 of 10 new tourism destinations promoted by the government
- ✓ PT Jababeka Morotai has been appointed as the implementing entity of the Morotai development project by the Coordinating Ministry of Economic Affairs of the Republic of Indonesia

5 Clear strategic focus



KIJA's existing pipeline provides visible opportunities over different time frames



Long Term Vision

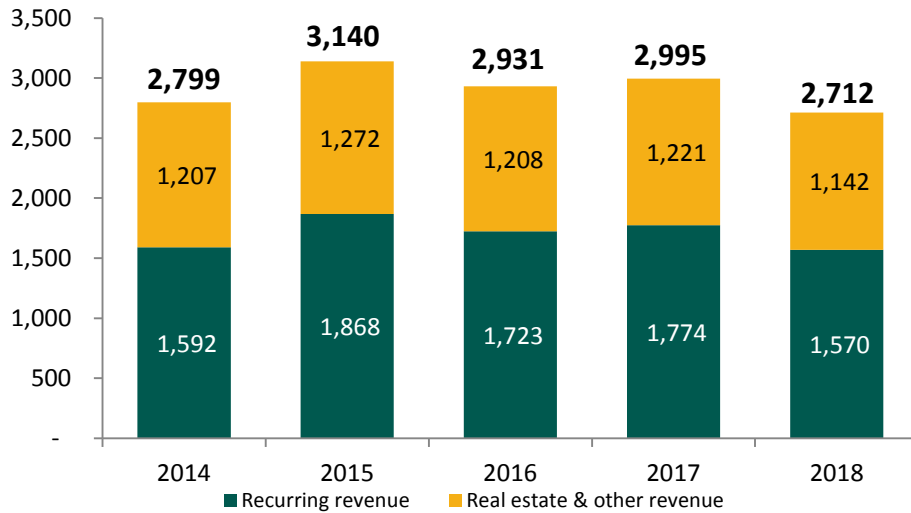
- **Replicate Kota Jababeka's** industry-based integrated township model throughout Indonesia
- **Build out an infrastructure facility portfolio** (power, water, ports, etc.) to support these new townships

• ... (faint text)

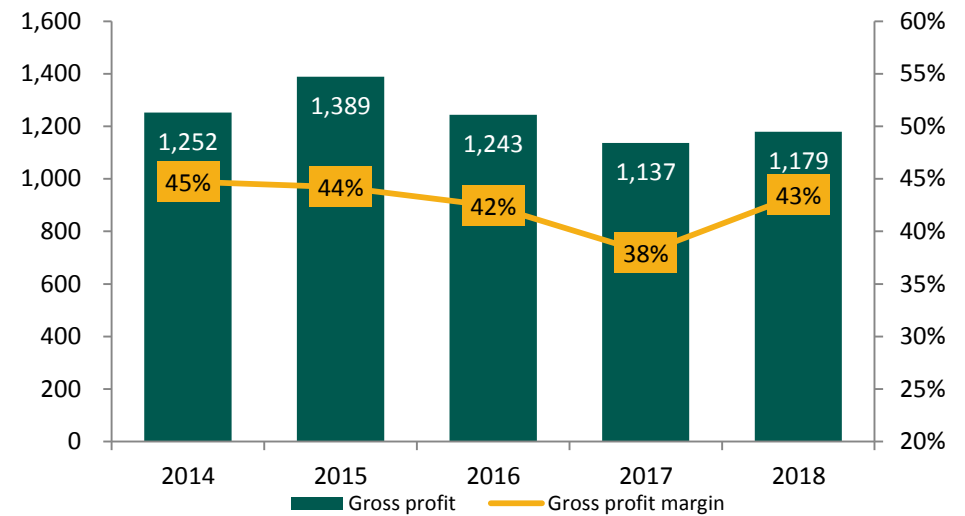
6 Financial Highlights



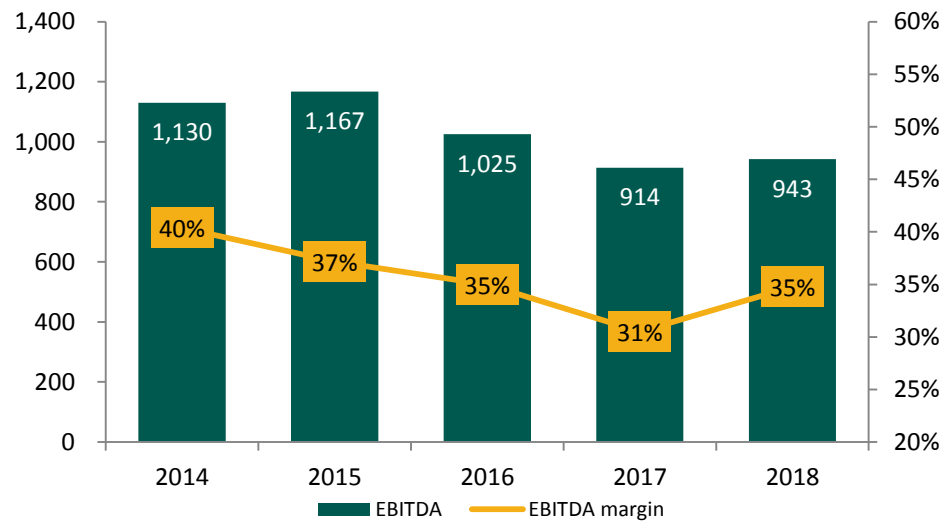
Revenue breakdown (IDR billion)



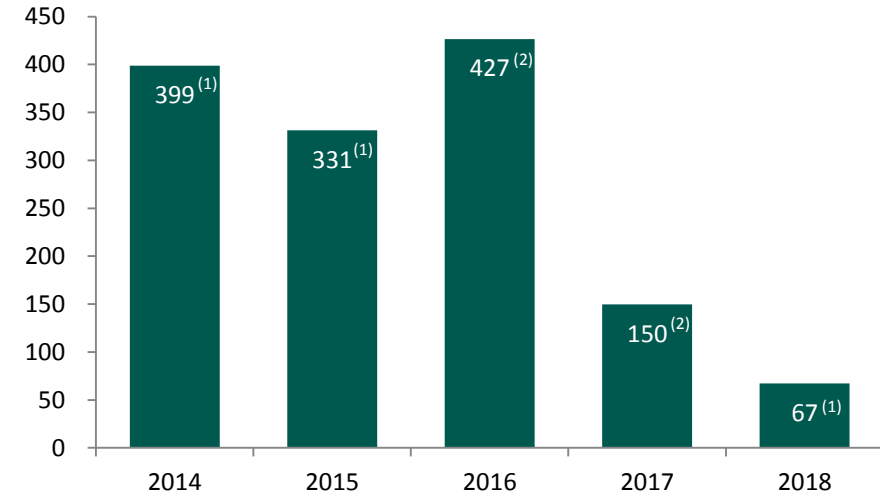
Gross profit (IDR billion) and Gross profit margin (%)



EBITDA (IDR billion) and EBITDA margin (%)



Net income (IDR billion)



Notes:

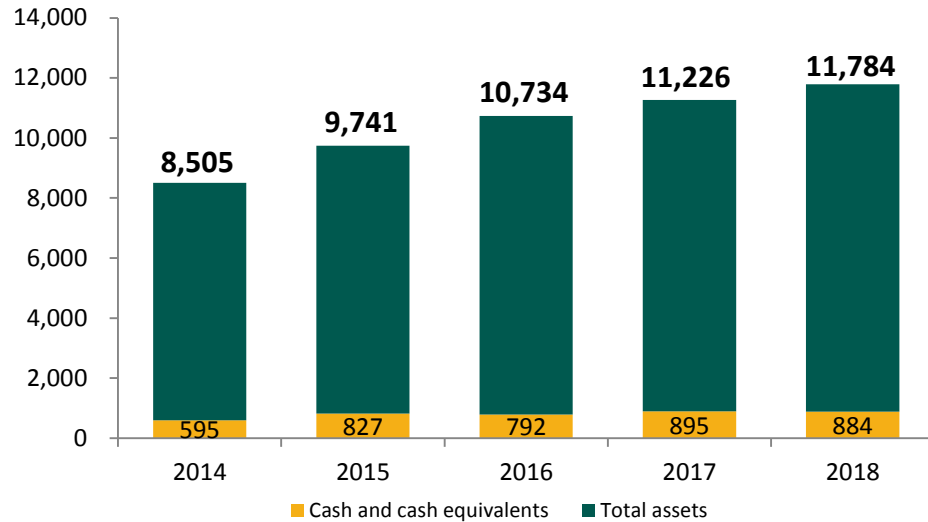
1 Approximate unrealized foreign exchange loss (non cash) for FY14: IDR 65 billion, FY15: IDR 156 billion, FY18: IDR 248 billion

2 Approximate unrealized foreign exchange gain (non cash) for FY16: IDR 135 billion, FY17: IDR 59 billion – and in FY17 additional 1-off expenses of Rp 175bn as a result of redemption of 2019 senior notes

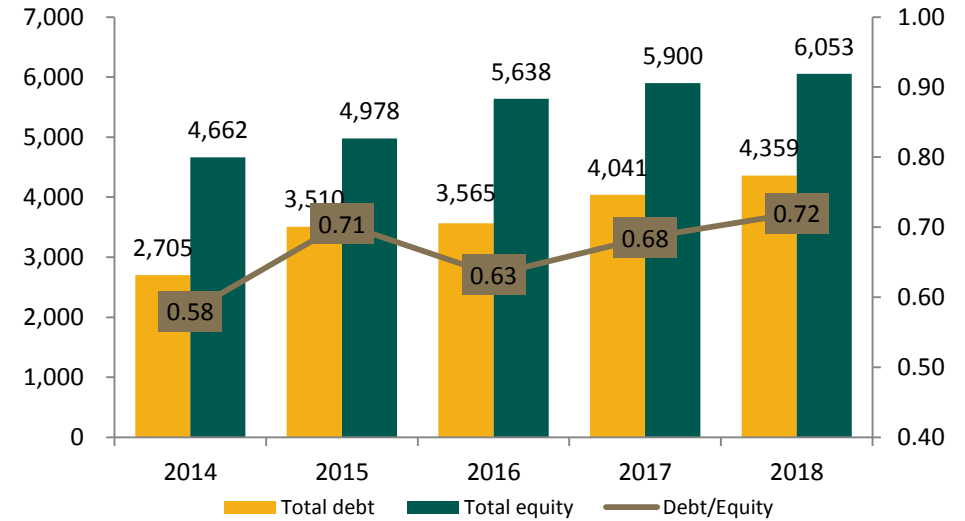
6 Balance Sheet Highlights



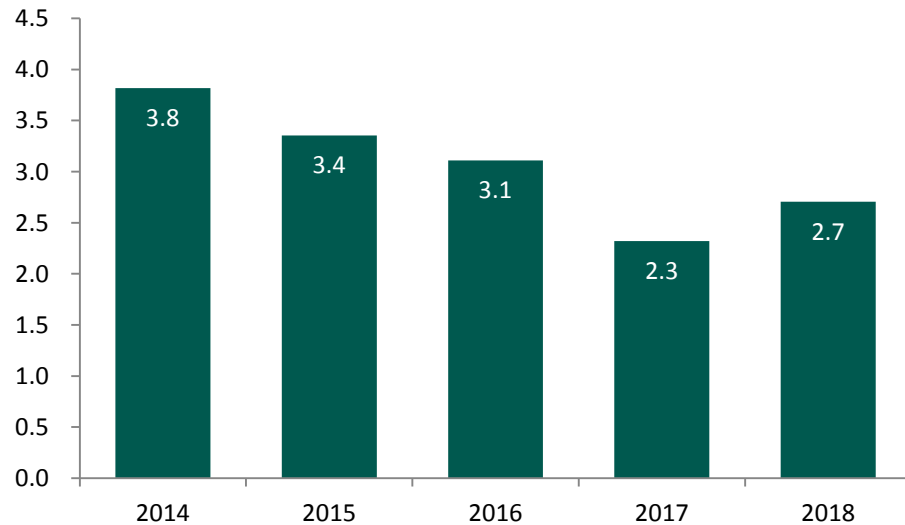
Assets and cash (IDR billion)



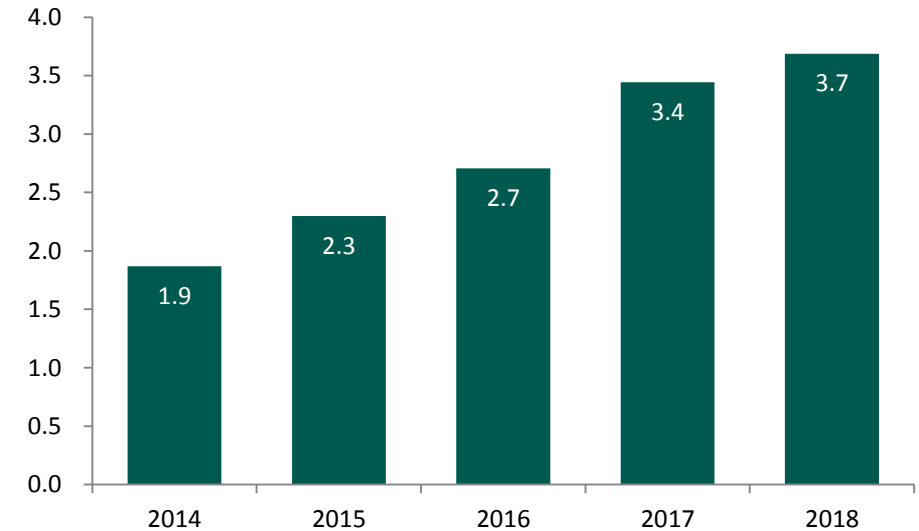
Debt, Equity (IDR billion) and Debt/Equity (x)



EBITDA/Interest expense (x)¹



Net debt/EBITDA (x)



Notes:
1 Includes capitalized interest + Hedging Fees

Financial Highlights: 1Q18 vs 1Q19

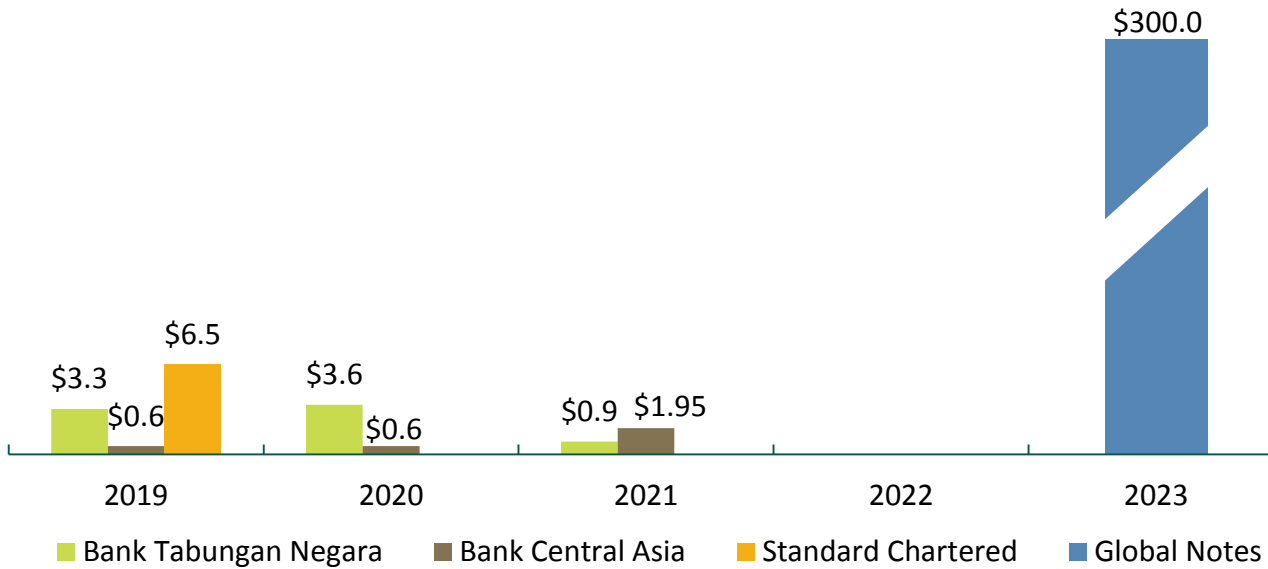


Actual 1Q18	Description	Actual 1Q19
493,269	Revenue	584,759
207,706	<i>Real Estate & Property</i>	169,401
258,672	<i>Infrastructure</i>	395,074
26,891	<i>Leisure & Hospitality</i>	20,284
206,312	Cost of Sales	362,734
286,957	Gross Profit	222,025
58%	Gross Profit Margin	38%
118,465	Operating Expenses	112,198
168,492	Operating Profit	109,827
(146,389)	Other Income (Charges)	(26,960)
(85,039)	<i>Financial Charges</i>	(107,705)
(69,835)	<i>Forex Gain (Loss)</i>	56,898
8,485	<i>Other Income (Charges)</i>	23,847
22,103	Earning Before Tax	82,867
15,066	Net Profit	74,300
228,656	EBITDA	187,550

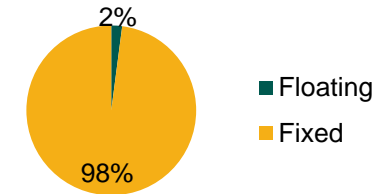
6 Debt Overview



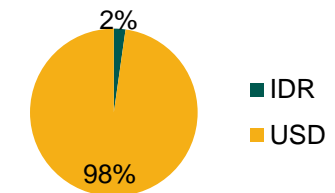
Debt Maturity Profile (Million USD)



Fixed vs Floating Interest Rate



IDR vs USD Debt



Total Debt as of FY18	<ul style="list-style-type: none"> IDR 4.359 billion equivalent – average cost of debt 6.58% p.a.
Bank Loans	<ul style="list-style-type: none"> Bank Tabungan Negara IDR 102.3bn as per FY18 10.5% p.a. Construction Loan (JV w PT PP – Riverview) Bank Central Asia USD 3.15mn as per FY18 5.25% p.a. Project loan (warehouse in logistics park) Standard Chartered Bank USD 6.5mn as per FY18 3M LIBOR + 3.75% p.a. Working Capital at Bekasi Power (rolling)
Global Notes	<ul style="list-style-type: none"> US\$ 300 million Guaranteed Senior Notes Due 2023 (7NC4) 6.5% p.a.
Hedging Practice	<ul style="list-style-type: none"> US\$ 200 million notional is hedged by means of call spreads with an average lower strike of 13,021 Rupiah and an average upper strike of 15,997 Rupiah Recurring revenue provides stability and visibility of cash flows, which are partially based on USD pricing terms (power & water) providing a natural hedge for USD-denominated interest expenses

7 Experienced management team



Average of more than 25 years of industrial township development experience

Board of Commissioners



Setyono Djuandi Darmono
President Commissioner
(Founder)



Bacelius Ruru
Vice President Commissioner
Independent Commissioner



Hadi Rahardja
Commissioner
(Founder)



Gan Michael
Commissioner

Board of Directors



Budianto Liman
President Director



Hyanto Wihadhi
Director



Sutedja Sidarta Darmono
Director



Tjahjadi Rahardja
Director



Setiawan Mardjuki
Director



Basuri Tjahaja Purnama
Director

8 KIJA NAV – As per 31 December 2018



		Size (ha)	ASP (Rp million)	NAV (Rp bn)	
Land bank					
	Cikarang	Inventory	166	4.00	6,640
		Land for Development*	1,069	0.55	5,881
	Kendal	Inventory	1	1.50	10
		Land for Development*	572	0.35	2,001
	Tanjung Lesung	Inventory	22	1.00	216
		Land for Development*	1,511	0.25	3,777
	Morotai	Inventory	475	0.20	951
		Land for Development	46	0.02	9
	Subtotal land bank				19,485
	Infrastructure & Others (DCF)				2,717
	Add (cash, advances, investments in associates, deposits, etc)				2,099
	Deduct (loans, customer advances, etc)				(5,328)
	Total NAV				18,974
	Number of shares (billion):				20.82
	NAV per share				911
	Current Share Price				242
	Discount to NAV				73%

* Replacement value

Disclaimer:

The purpose of this section is to provide shareholders, bondholders, analysts, brokers/dealers, potential investors and other capital market participants with a general overview of the Company's internal net asset value (NAV) calculation. The information is provided for quick reference only.

The information provided is not an offer to sell securities or the solicitation of an offer to buy securities. The information has been compiled from sources believed to be reliable. The information contained in this section is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning the Company. The Company makes no representation regarding, or assumes any responsibility or liability for, the accuracy or completeness of, or any errors, in or omissions from, any information contained herein.



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Thank You

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