



JABABEKA & CO.

PT Kawasan Industri Jababeka Tbk.

Investor Presentation

September 2022 (updated with 1H22 financials)



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2021 Marketing Sales Result and 2022 Outlook & Guidance

Marketing Sales & Other Highlights

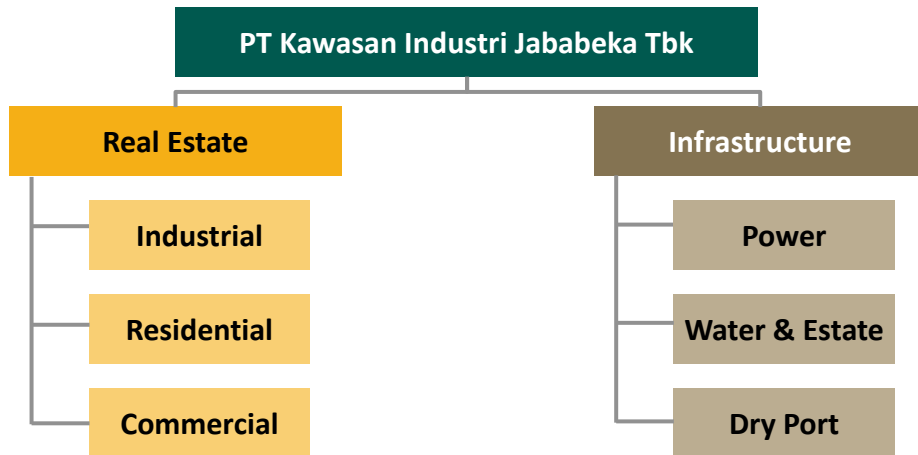
- **2020 Marketing Sales: Rp898bn**
 - Down ~46% vs 2019 due to the Covid-19 pandemic
 - On a positive note, 2H20 was more than 2.5x 1H20
- **2021 Marketing Sales: Rp1,418bn (101.3% of target)**
 - Increase of 58% vs 2020
 - Cikarang contributed 65%, Kendal & others 35%
 - Developed Land/Industrial (Cikarang & Kendal) contributed 77% (Rp1.09tn)
- **2022 Marketing Sales Target: Rp1,700bn**
 - Rp1,100bn Cikarang & Others: Rp700bn Industrial & Land / Rp400bn Residential, Commercial, and others
 - Rp600bn Kendal (all industrial)
 - Solid pipeline for industrial in both Cikarang and Kendal; 4 new residential & commercial launches planned
 - **Rp848bn realized in 1H22 (50% of FY22 target)**
- **Infrastructure – 2021 volumes higher than 2020**
 - Water & wastewater volume increased 11% & 9% yoy
 - Electricity volume increased 10% yoy
 - Dry Port throughput increased 13% yoy
 - **1H22 vs 1H21 volumes +~12% water, +~13% power & +~3% port**
- **Leisure & Hospitality**
 - Not material (small contributions to earnings/cashflow)

Cash Flow Overview:

- **2022 Cash inflow Guidance:**
 - Rp1,750bn
 - 50% Backlog (3/4 Cikarang/others – 1/4 Kendal)
 - 50% New Sales (2/3 Cikarang– 1/3 Kendal)
 - Rp400bn Recurring EBITDA from power, water, port and other recurring businesses
 - **Total: Rp2,150 billion**
- **2022 Cash outflow Guidance**
 - Rp300bn Construction & Land Development in Cikarang
 - Rp500bn Infrastructure & Land Development in Kendal
 - Rp125bn Maintenance Capex
 - Rp250bn Land Acquisition (discretionary)
 - ➔ (70% Cikarang / 30% Kendal)
 - Rp425bn Interest
 - Rp450bn SG&A (excl. infra)
 - Rp200bn Tax
 - **Total: Rp2,250 billion**
- **Cash balance of ~Rp1,175billion as of 30 June 2022**
 - Compared to ~Rp1,111billion at the end of 2021
- **~Rp26.4bn debt/lease liabilities repaid in 1H22** – no new draws made from the new Rp100bn loan facility at Kendal JV (OCBC, ~10% cost p.a.) – still undrawn: ~Rp97.5bn

Leading township developer & infrastructure powerhouse

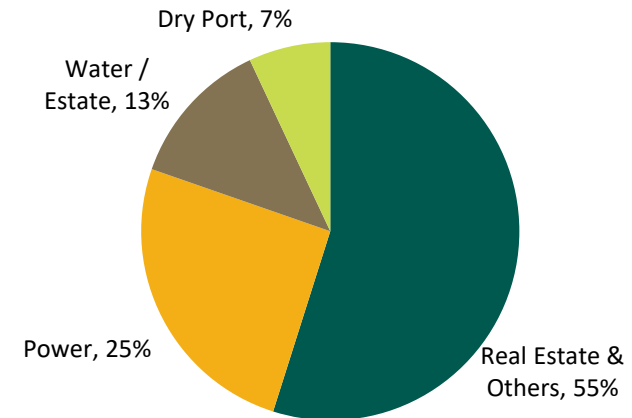
PT Kawasan Industri Jababeka Tbk. ("KIJA") is a leading township developer with an established track record in industry-based townships supported by residential & commercial components...



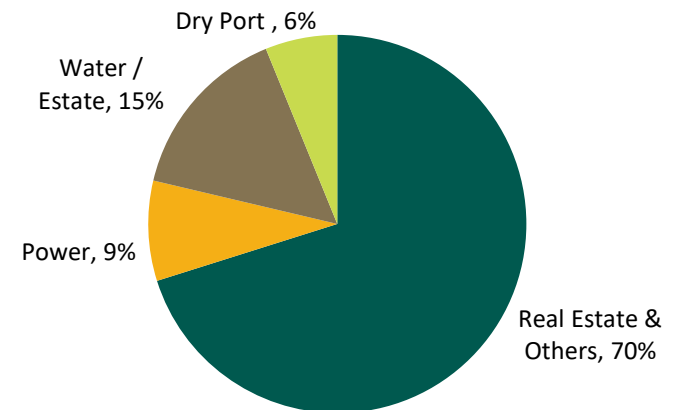
- Established in 1989 and became the first publicly listed industrial estate developer in Indonesia in 1994
- Kota Jababeka, KIJA's flagship development, is a mature industry-based integrated township in Cikarang with on-site power plant and dry port
- Kendal Industrial Park – Park by the Bay in Central Java, tourism-based townships in Tanjung Lesung, Banten, and in Morotai, North Maluku - all three enjoy Special Economic Zone status
- Large and strategically located land bank of 5,182 hectares as per 30 June 2022

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

FY21 Revenue Breakdown (%)
(Rp 2,490bn)



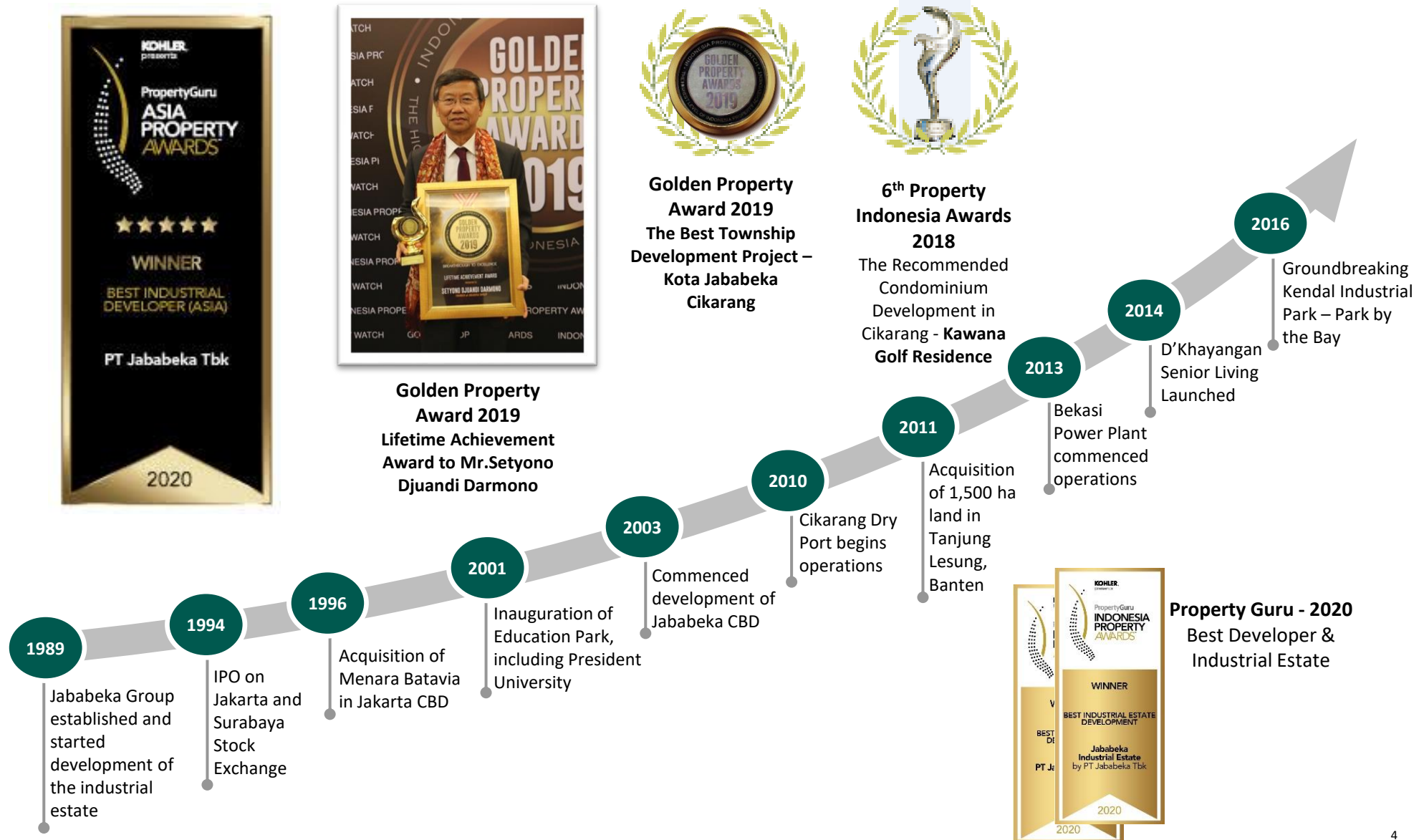
FY21 Gross Profit Breakdown (%)
(Rp 1,093bn – 44% GPM)



...with world class infrastructure to support its development

Milestones & Selected Awards

More than 30 years track record in township development



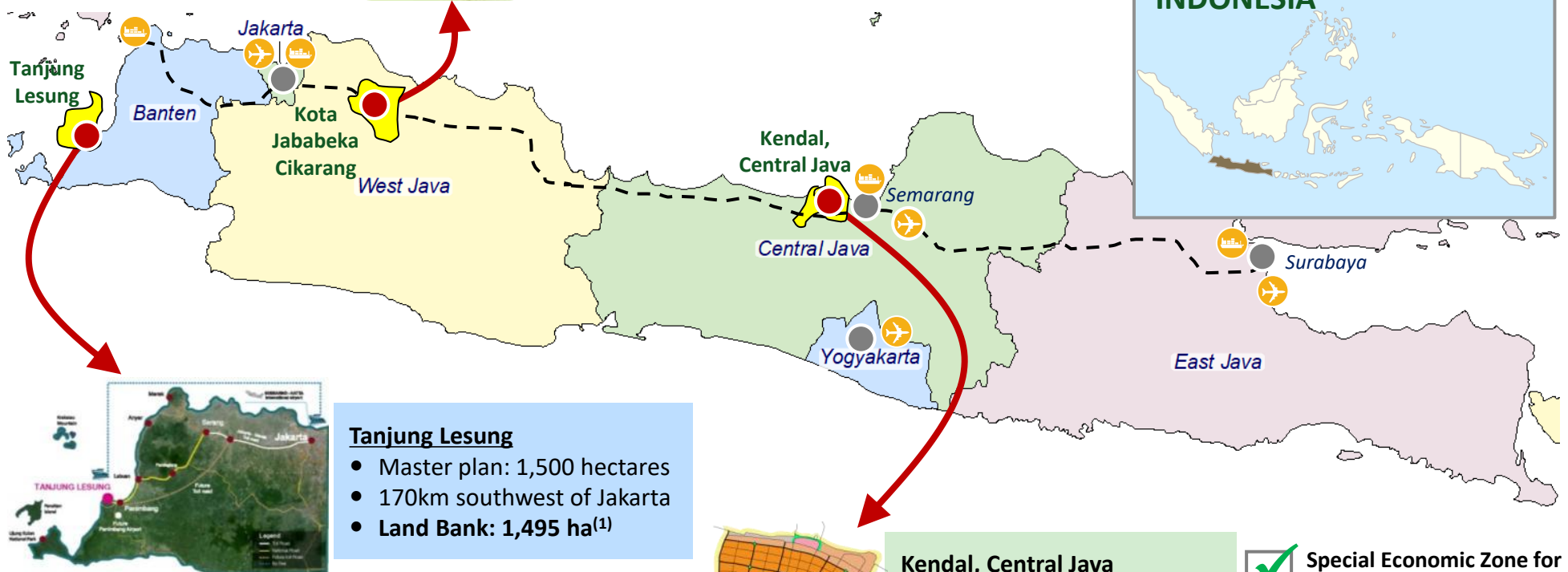
Sizeable land bank in strategic locations with upside potential



Kota Jababeka Cikarang

- Master plan: 5,600 hectares
- 35km east of Jakarta
- **Land Bank: 1,250 ha⁽¹⁾**

- ✓ Fully integrated and matured city development 35km east of Jakarta, 45mins from Jakarta's CBD
- ✓ Most established industrial area in Greater Jakarta, home to >2,000 local and multinational companies



Tanjung Lesung

- Master plan: 1,500 hectares
- 170km southwest of Jakarta
- **Land Bank: 1,495 ha⁽¹⁾**

- ✓ Designated as a Special Economic Zone for Tourism
- ✓ Located 170km southwest of Jakarta and covers more than 1,500 ha of land on a peninsula facing the Indian Ocean
- ✓ Envisaged to become a first-class integrated resort destination for both domestic and international tourists



Kendal, Central Java

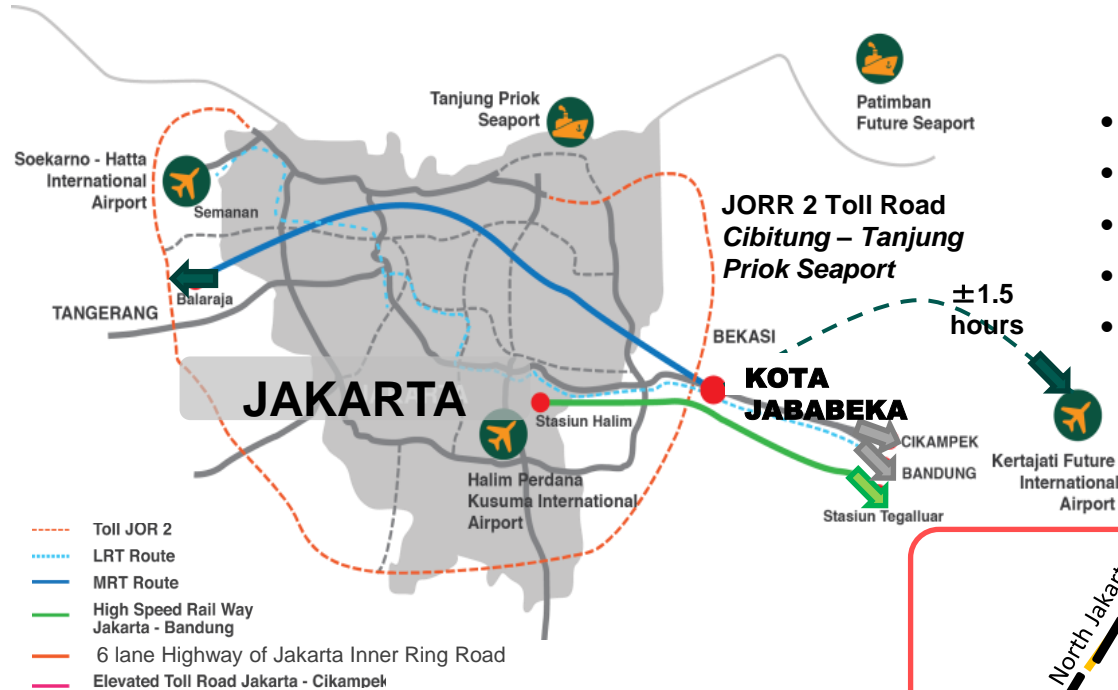
- Master plan: 2,200 hectares
- 450km east of Jakarta
- **Land Bank: 553 ha⁽¹⁾**

- ✓ Offers a deep pool of young and skilled labour at a competitive cost
- ✓ Special Economic Zone for Industrial Estate
- ✓ Strategically located along the Jakarta-Semarang-Surabaya Economic Corridor

Note:
1 Land bank as at 30 June 2022

Kota Jababeka — Flagship industry-based integrated township

Kota Jababeka is a mature industry-based township strategically located near Jakarta CBD, seaport and airport...



- 35 KM from Jakarta City
- Close to International Airport & Seaport
- Accessible by toll road and railway
- Connectivity with 3 Toll Access / Exit
- Development of Major Transportation Infrastructure



LRT

MRT

High speed train



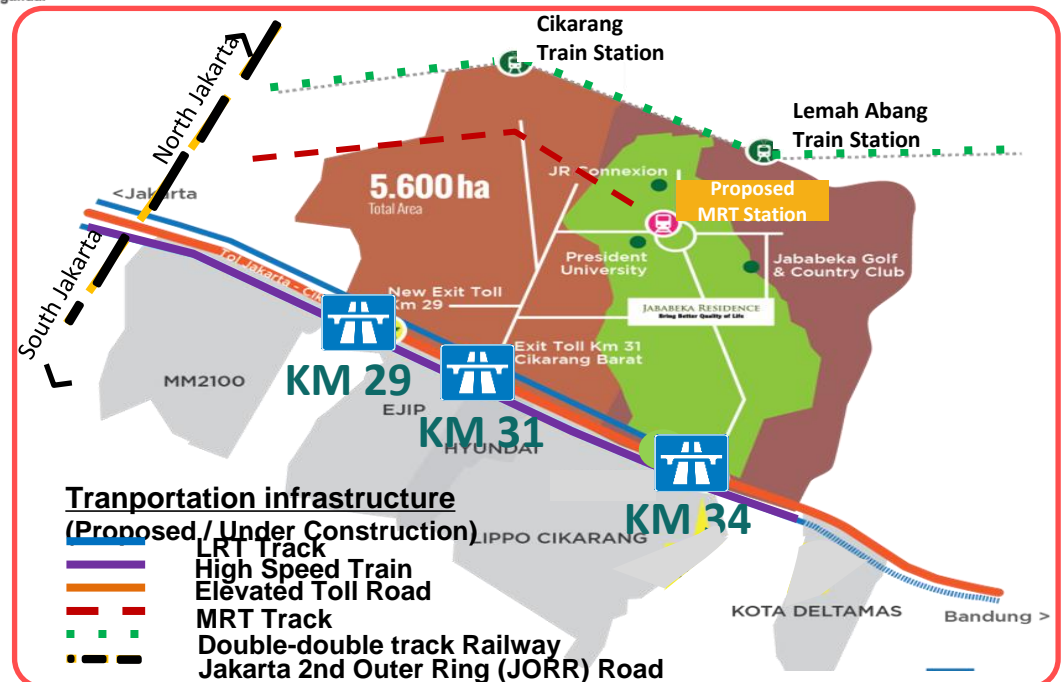
Commuter train



Elevated toll road



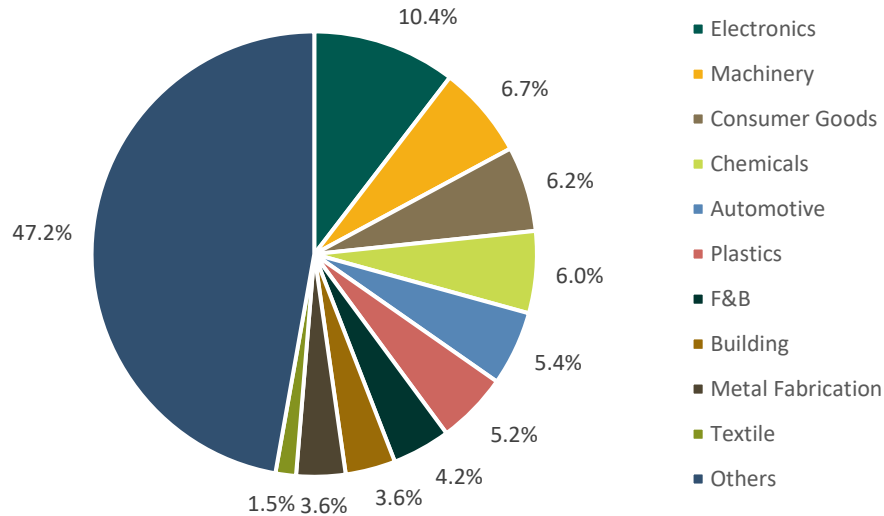
JORR 2



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 30 June 2022)



Portfolio of high quality customers



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

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



Living Plaza Jababeka



Jababeka Convention Center



Jababeka Stadium

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

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



WTP 1
Capacity
470 L/sec

WTP 2
Capacity
270 L/sec

Water Treatment
Plant



WWTP 1
Capacity
278 L/sec

WWTP 2
Capacity
229 L/sec

Wastewater
Treatment Plant



Telco



Natural Gas

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

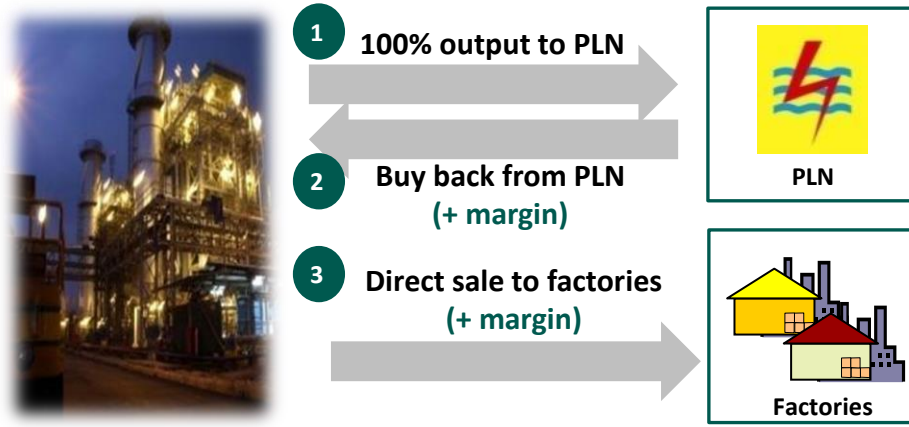
Enhancing Kota Jababeka's value proposition: Bekasi Power Plant



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

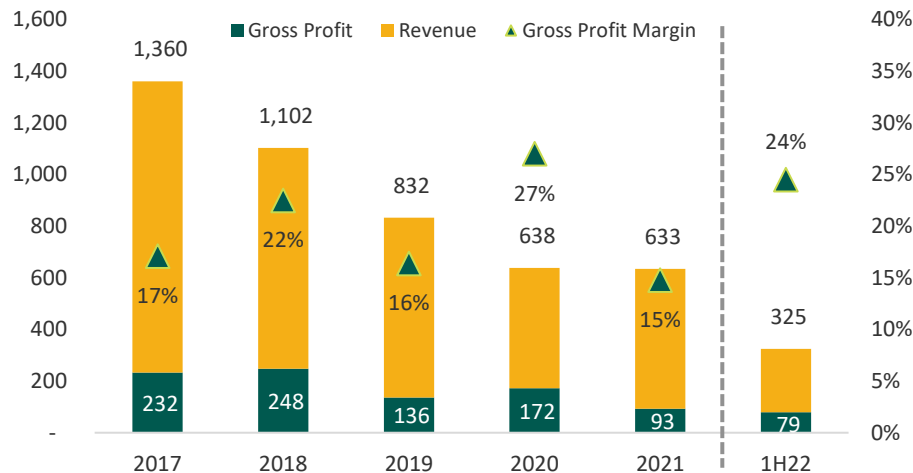


Integrated Power Generation & Distribution Process



- 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\$6.0
 - Fuel costs borne by PLN on a pass-through basis
 - Fully contracted gas supply
 - Flexibility to buy back power and resell to industrial customers at a premium
- The power plant has been in “reserve shutdown” from time to time since 2018. During reserve shutdown PLN continues to honour the off-take agreement.
- In 4Q21 & January 2022, the Company and PLN did not yet agree on the amount of the bill, resulting in a delay in the bill for these periods. Part of the pending invoices was agreed and collected in the 2nd quarter of 2022. Balance expected to be agreed and collected in 2H22.

Financial Highlights (IDR billion)



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

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...



International Port Code: IDJBK
Surrounded by 12+ Industrial Estates and more than 3,000 manufacturing companies

Notes:

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

Enhancing Kota Jababeka's value proposition: Cikarang Dry Port



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:



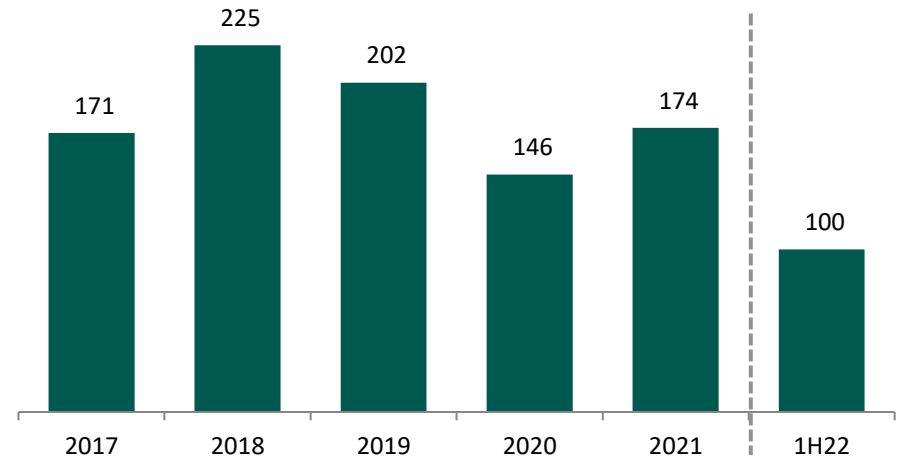
Third Party Logistics Provider (3PL):



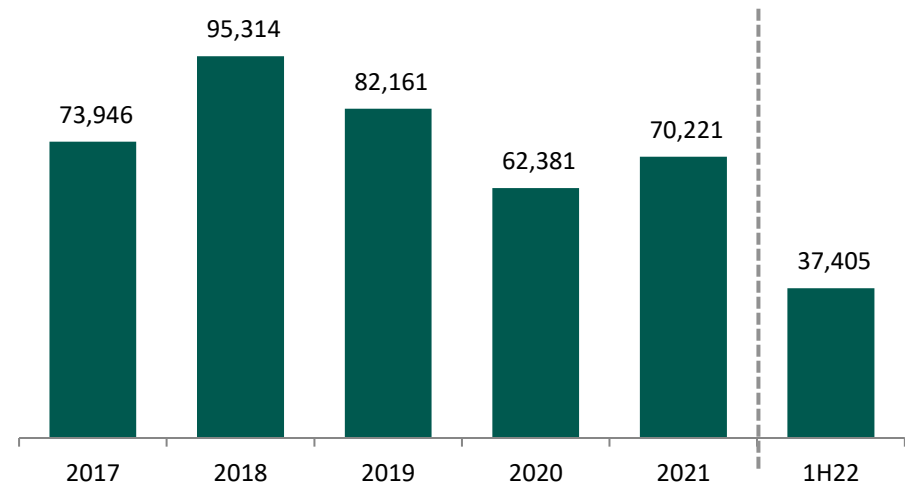
Shippers / Consignees:



Revenue (IDR billion)



Throughput (TEU)







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

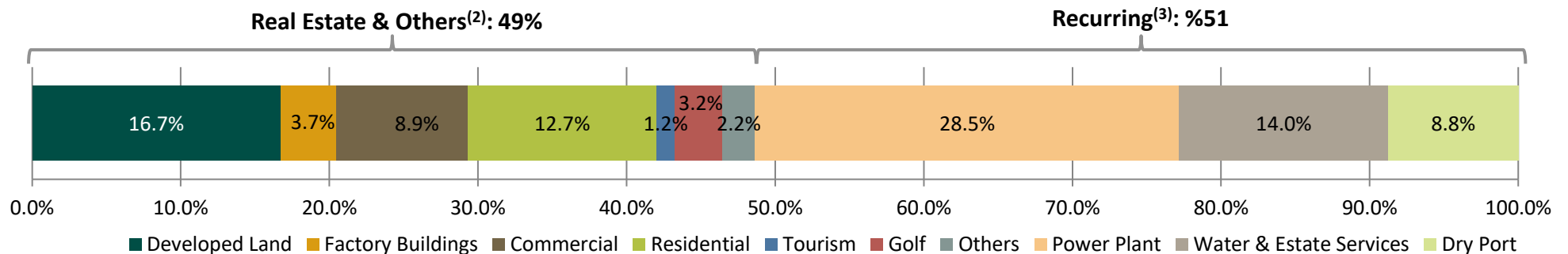
Diversified land bank & business segments



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

Township Development & Land Bank – Total ⁽¹⁾: 5,182ha	Kota Jababeka  1,250ha	Kendal  553ha	Tanjung Lesung  1,495ha	Morotai  1,884ha
	Positioning Established MNCs and domestic companies willing to pay a premium for strategic location and mature township with top notch infrastructure in place	More cost-conscious customers looking for an alternative to Greater Jakarta industrial estates that still provides top notch infrastructure	Tourism, leisure and hospitality focused integrated township to tap into entertainment/leisure spending by rising middle class in Indonesia	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

Well diversified across multiple segments (segment breakdown in % by 1H22 revenue contribution):



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

Notes:

1 As per 30 June 2022

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

3 Recurring revenue includes contribution from power plant, dry port and service & maintenance (water, wastewater, estate management and others)

Kendal Industrial Park – Park by the Bay



- Joint Venture between Jababeka (51%) and Sembcorp (49%) from Singapore
- Special Economic Zone for Industrial Estates
- Benefits from Sembcorp's expertise in developing and marketing industrial estates across Asia (China, Vietnam, Indonesia) and Jababeka's long track record and experience in industrial estate development and infrastructure operations
- Total planned area of 2,200ha; phase 1: 860ha
- Excellent connectivity to major infrastructure and amenities



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



Distance to Kendal Industrial Park – Park by the Bay

Tanjung Emas International Seaport	25 km
Ahmad Yani International Airport	20 km
Semarang (Central Java capital)	21 km

Kendal Industrial Park – Park by the Bay

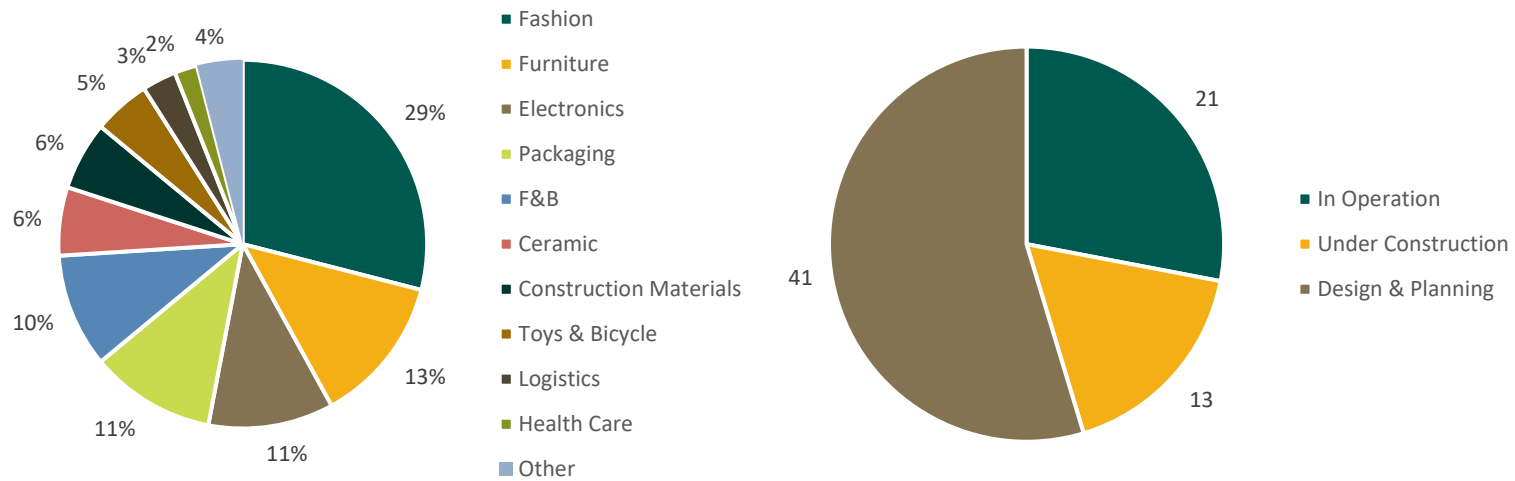


Our Kendal Industrial Park – Park by the Bay development in Central Java is well-positioned to benefit from growing demand for relatively low-cost industrial estates with good connectivity and competitive labor costs

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

Tenant breakdown as of 30 June 2022 (75 tenants)



Kendal Industrial Park – Park by the Bay



Tanjung Lesung



Tanjung Lesung overview

Location	~ 170 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

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, swimming pool, spa, beach club, sailing club, private air strip, school, mosque, residential housing units, and a medical clinic



Golf course



Aerial view

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 is constructing the toll road and a first section is already operational.



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



Villa with private pool at Tanjung Lesung

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







Tanjung Lesung Masterplan

A Seaside Township 1,500 Ha



Current property products

- Tanjung Lesung Beach Hotel 
- KALICAA VILLA 
- LADDA BAY village 
- Revati Residence 

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

MOROTAI

SPECIAL ECONOMIC ZONE

MASTER PLAN

KEY FACTS AND FIGURES:

- 2,315 Square kilometer / 4 times size of Singapore
- 42 kilometers from east to west
- 42% forest area
- 80 kilometers from north to south
- 150 square kilometers suitable for industrial development

- ✓
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



Evening view at Morotai

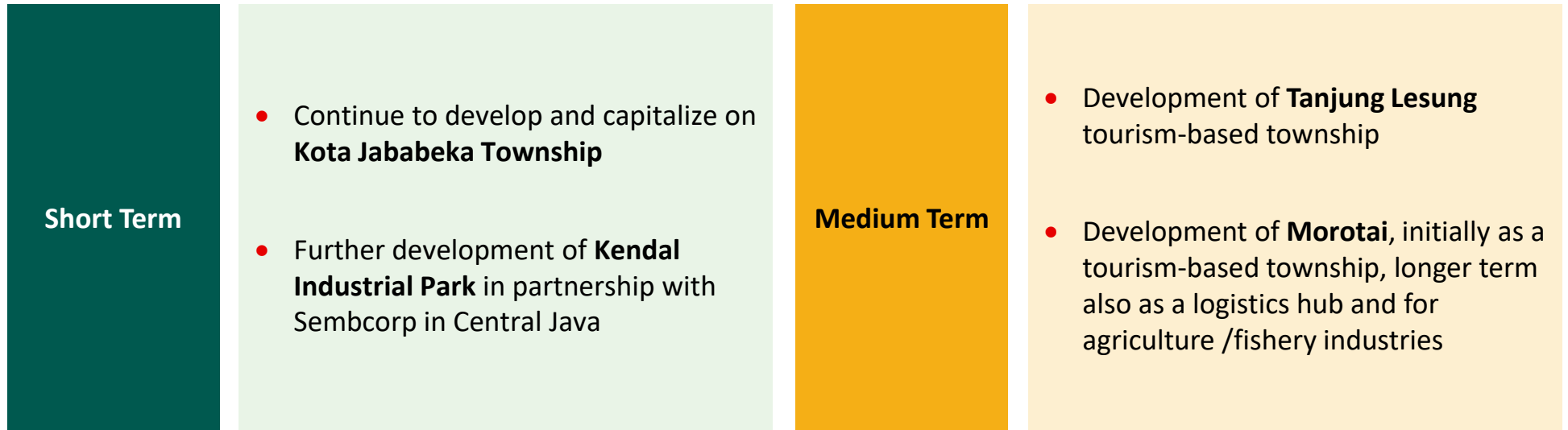


Beach view at Morotai

Clear strategic focus



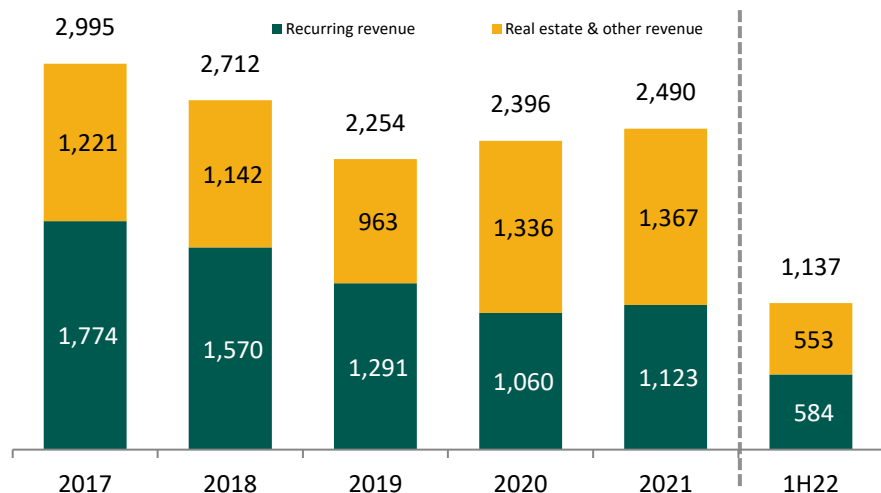
KIJA's existing pipeline provides visible opportunities over different time frames



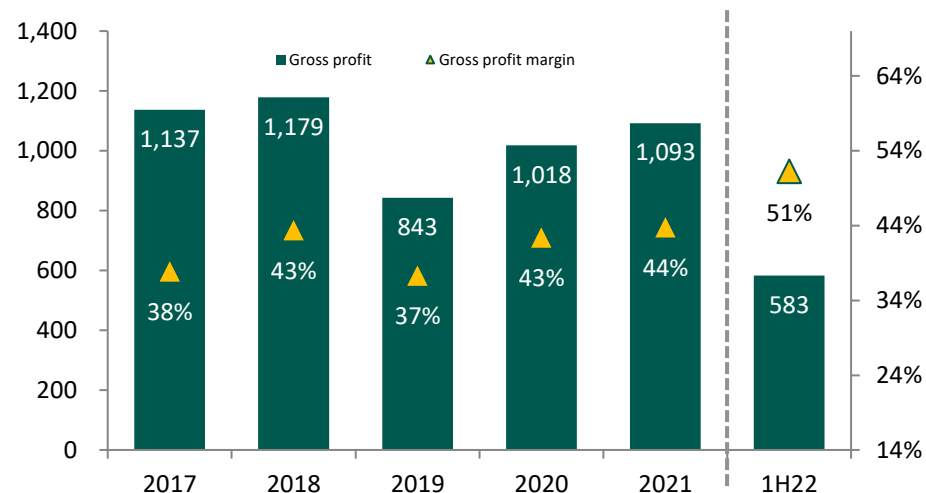
Financial Highlights



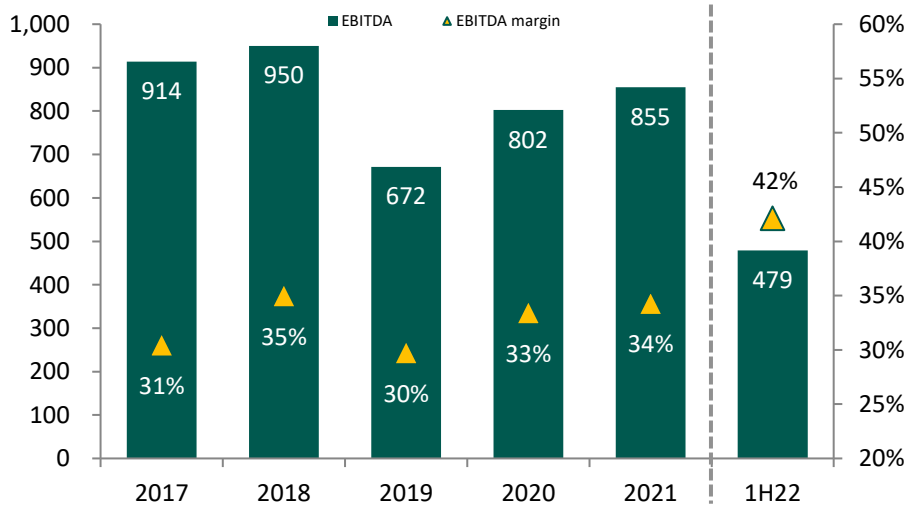
Revenue breakdown (IDR billion)



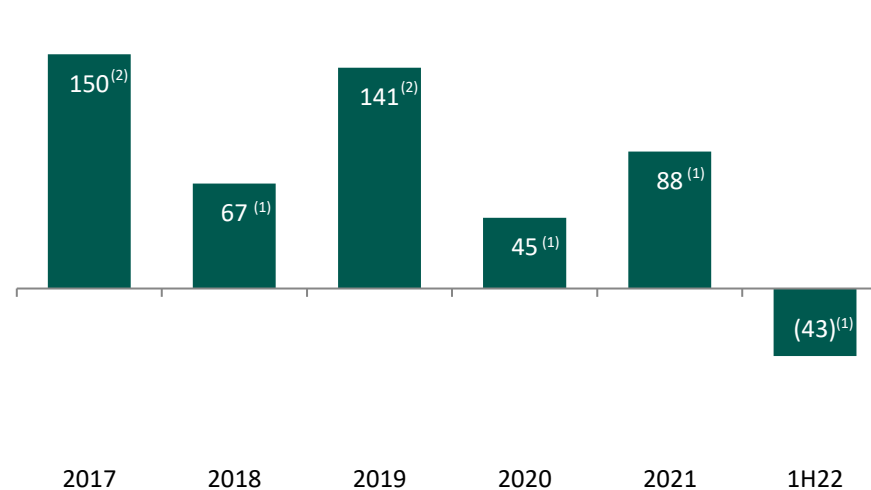
Gross profit (IDR billion) and Gross profit margin (%)



EBITDA (IDR billion) and EBITDA margin (%)



Net Income (IDR billion)



Notes:

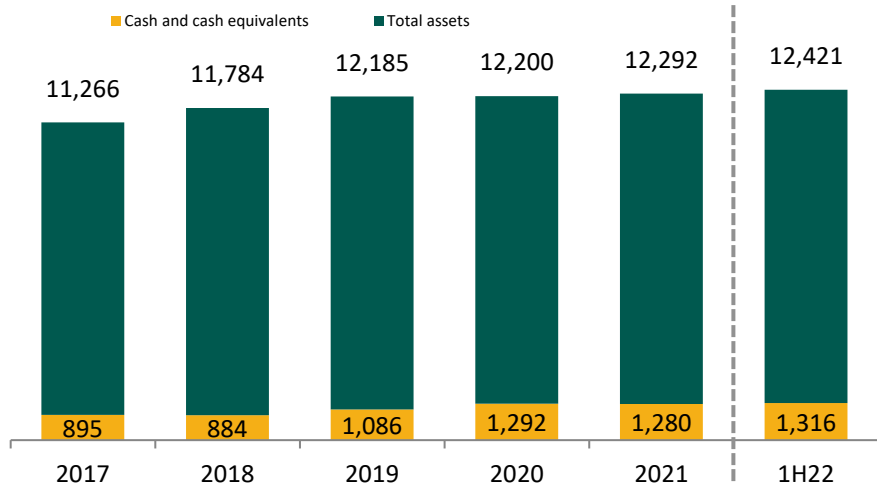
1 Approximate unrealized foreign exchange loss (noncash) for FY18: IDR 248 billion, FY20: IDR 61 billion, FY21: IDR 78 billion, 1Q22: IDR 169 billion

2 Approximate unrealized foreign exchange gain (noncash) for FY17: IDR 59 billion, FY19: IDR 158 billion – and in FY17 additional 1-off expenses of Rp 175bn as a result of redemption of 2019 senior notes

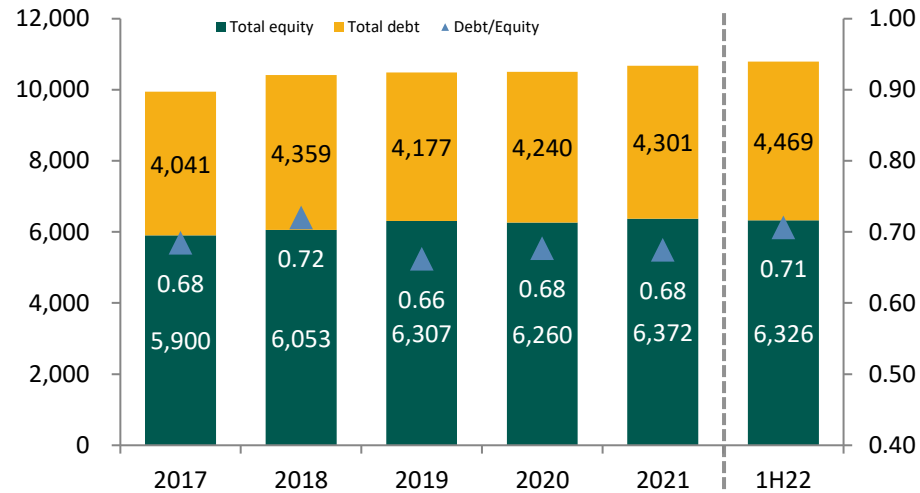
Balance Sheet Highlights



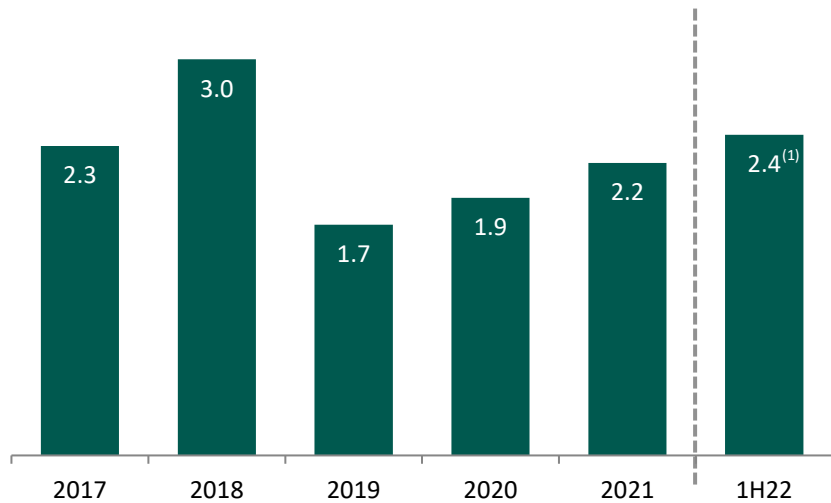
Assets and cash (IDR billion)



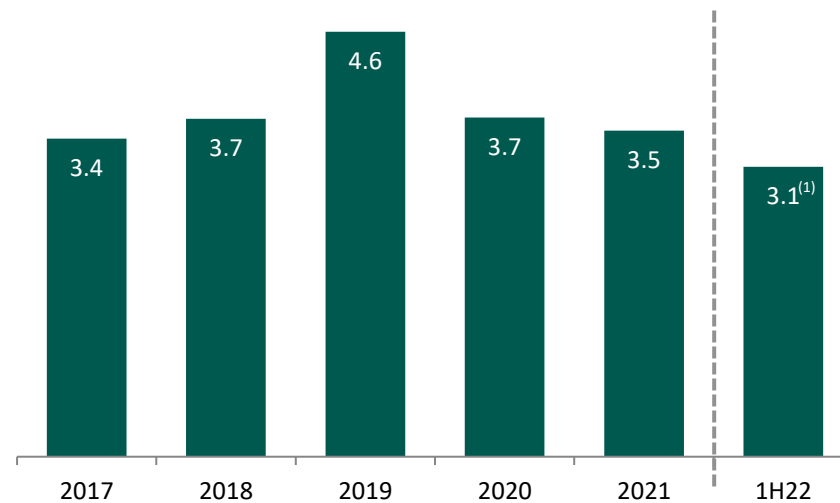
Debt, Equity (IDR billion) and Debt/Equity (x)



EBITDA/Interest expense (x) (including capitalized interest & hedging fees)



Net debt/EBITDA (x)



Notes:
1 LTM

1H22 Financial Highlights



PT Jababeka Tbk (“KIJA”) recorded a total revenue of Rp 1,137.2 billion for the first half of 2022, an increase of 2% compared to the same period of 2021.

The Company’s Land Development & Property pillar saw revenue increase 15% to Rp 501.7 billion in 1H22, from Rp 436.3 billion in 1H21. This increase was caused by an increase in sales of land and houses to Rp 101.2 billion in 1H22 from Rp 74.4 billion in 1H21, an increase in sales of office spaces and shop houses to Rp 100.9 billion in 1H22 from Rp 62.9 billion in 1H21, an increase in sales from apartments to Rp 43.0 billion in 1H22 from Rp 33.0 billion in 1H21, and an increase in sales of land and factory buildings to Rp 42.3 billion in 1H22 from Rp 19.1 billion in 1H21. On the contrary, there was a reduction of sales of the developed land plots, from Rp 217.5 billion in 1H21 to Rp 190.4 billion in 1H22 due to less contribution from land plot sales in Kendal, from Rp 185.2 billion in 1H21 to Rp 39.7 billion in 1H22. The decrease in sales from Kendal was partially offset by an increase in land sales from Cikarang from Rp 39.7 billion in 1H21 to Rp 150.7 billion in 1H22.

The Infrastructure Pillar revenue decreased 7% to Rp 583.8 billion for the first semester of 2022, from Rp 630.4 billion over the same period of 2021. The main reason for this decrease was due to a decrease in revenue from Bekasi Power by Rp 64.1 billion. On the contrary, the other segments such as dry port and service & maintenance saw revenue increase by 15% and 3% respectively in 1H22. The throughput of containers handled at the dry port increased 3% from 36,322 TEU in 1H21 to 37,405 TEU in 1H22. In addition, clean water volume provision from the Company’s infrastructure services saw an increase of 9% from 6.9 million cubic meter in 1H21 to 7.6 million cubic meter in 1H22, while treatment of wastewater volume increased 14% from 2.6 million cubic meter in 1H21 to 3.0 million cubic meter in 1H22.

KIJA’s Leisure & Hospitality pillar posted an increase in revenue to become Rp 51.7 billion in the first half of 2022, from Rp 49.7 billion in the previous year. This was the result of a better performance of the golf segment, which saw revenue increase by 12% to Rp 36.3 billion in 1H22. The golf segment contributed 70% to the total revenue of the Leisure & Hospitality pillar in 1H22.

The recurring revenue generated from the infrastructure businesses amounted to 51% from total revenue in the first half of 2022, compared to 56% in the first half of 2021. This lower contribution is mainly the result of higher contribution from the Land Development & Property segment in 1H22 compared to the prior year.

The Company’s gross profit increased 34% to become Rp 582.9 billion in 1H22. At the same time, KIJA’s consolidated gross profit margin for the first half of 2022 was recorded at 51% compared to 39% in 1H21.

KIJA recorded a net loss of Rp 43.1 billion in the first half of 2022 compared to a net loss of Rp 105.6 billion for the same period in 2021. The main reason for this loss is caused by the impact of foreign exchange (forex) movements as the Company booked a forex loss of Rp 168.8 billion (translation loss) in 1H22 compared to a forex loss of Rp 112.5 billion in 1H21.

The Company’s EBITDA in 1H22 was recorded at Rp 479.3 billion, which is an increase of 45% compared to Rp 330.5 billion in the first semester of 2021, largely in line with the increase in revenue and gross profit.

The Company’s total cash position at the end of the first half of 2022 was recorded at Rp 1,175.1 billion, up 6% compared to Rp 1,111.5 billion at the end of 2021.

In terms of Land Development and Property marketing sales the Company achieved Rp 847.7 billion in the first half of 2022, equivalent to 50% from the Company’s full year marketing sales target of Rp1,700 billion, and an increase of 61% compared to Rp 526.0 billion in 1H21. Marketing sales from Cikarang and others contributed 68%, whereas Kendal added 32%. Sales from industrial products (land and/or land with standard factory buildings) contributed 70%, while the residential/commercial and others segment contributed the balance 30%. The Company’s full year 2022 marketing sales target is Rp 1.7 trillion, which consists of Rp1.1 trillion from Cikarang and others, and Rp 600 billion from Kendal.

1H22 Marketing Sales



Description	Total			Q1			Q2			
	Unit	Area (m2)	Amount (RpK)	Unit	M2	Amount (RpK)	Unit	M2	Amount (RpK)	
100% Consolidated / Wholly Owned										
Land Plots - Cikarang	8	67,597	267,712,557	4	60,450	252,363,637	4	7,147	15,348,920	
Industrial Buildings - Cikarang	7	6,999	54,915,910	1	713	6,231,640	6	6,286	48,684,270	
Landed Houses - Cikarang	107	7,123	79,248,330	70	4,845	51,296,888	37	2,278	27,951,442	
Commercial / Shop Houses - Cikarang	45	2,755	70,038,452	32	2,074	49,886,703	13	681	20,151,749	
Apartments - Cikarang	5	-	2,508,289	3	-	1,025,455	2	-	1,482,834	
Tanjung Lesung, Rental & Other	-	-	82,325,326	-	-	72,326,460	-	-	9,998,866	
Subtotal	172	84,474	556,748,864	110	68,082	433,130,783	62	16,392	123,618,081	
Joint Venture:										
Land Plots - Kendal *	51%	6	193,108	271,326,403	2	26,335	36,605,650	4	166,773	234,720,753
Industrial Buildings - Kendal *	51%	-	-	-	-	-	-	-	-	-
Apartments - Kawana **	60%	1	-	657,657	-	-	-	1	-	657,657.00
Apartments - Riverview ***	51%	58	-	18,952,209	29	-	7,837,530	29	-	11,114,679
Attributable Subtotal (ownership % * sales value)			148,436,686			22,666,022			125,770,664	
Total attributable marketing sales			705,185,550			455,796,805			249,388,745	
Total marketing sales	237	277,582	847,685,133	141	94,417	477,573,963	96	183,165	370,111,170	

* Joint Venture between Jababeka (51%) and Sembawang Corporation (49%) for the development of Kendal Industrial Park in Central Java

** Joint Venture between Jababeka (60%) and Creed Group (40%) for the development of Kawana Golf View Residences in Cikarang

*** Joint Venture between Jababeka (51%) and PT PP Property Tbk (49%) for the development of Riverview Residences in Cikarang

PT Jababeka Tbk (“KIJA”) realized Rp848 billion in real estate marketing sales in the first half of 2022, equivalent with 50% of the FY22 target of Rp1.7 trillion and an increase of 61% compared to 1H21 (Rp526 billion)

FY21 Marketing Sales



Description	Total		Q1		Q2		Q3		Q4		
	Area (m2)	Amount (RpK)	M2	Amount (RpK)	M2	Amount (RpK)	M2	Amount (RpK)	M2	Amount (RpK)	
100% Consolidated / Wholly Owned											
Land Plots - Cikarang	241,882	626,085,890	55,704	149,882,564	41,365	101,503,500	51,443	128,863,337	93,370	245,836,489	
Industrial Buildings - Cikarang	5,014	40,349,420	523	5,266,050	2,273	16,711,999	-	-	2,218	18,371,371	
Landed Houses - Cikarang	12,618	123,568,156	3,597	31,987,190	2,716	26,254,145	3,717	35,213,864	2,588	30,112,957	
Commercial / Shop Houses - Cikarang	5,122	111,931,009	1,201	18,975,773	681	16,676,218	1,256	25,667,372	1,984	50,611,646	
Apartments - Cikarang	-	3,765,305	-	-	-	1,240,924	-	1,743,290	-	781,091	
Tanjung Lesung, Rental & Other	-	51,154,273	-	9,383,191	-	25,382,533	-	8,877,640	-	7,510,909	
Subtotal	264,636	956,854,053	61,025	215,494,768	47,035	187,769,319	56,416	200,365,503	100,160	353,224,463	
Joint Venture:											
Land Plots - Kendal *	51%	317,302	423,867,825	10,073	13,699,280	70,609	96,322,405	187,721	246,529,895	48,899	67,316,245
Industrial Buildings - Kendal *	51%	-	-	-	-	-	-	-	-	-	-
Apartments - Kawana **	60%	-	3,873,000	-	-	-	-	-	-	-	3,873,000.00
Apartments - Riverview ***	51%	-	32,935,364	-	1,652,618	-	11,154,429	-	8,350,887	-	11,777,429
Attributable Subtotal (ownership % * sales value)		235,293,426		7,829,468		54,813,186		129,989,199		42,661,574	
Total attributable marketing sales		1,192,147,480		223,324,237		242,582,505		330,354,702		395,886,037	
Total marketing sales	581,938	1,417,530,242	71,098	230,846,667	117,644	295,246,153	244,137	455,246,285	149,059	436,191,137	

* Joint Venture between Jababeka (51%) and Sembawang Corporation (49%) for the development of Kendal Industrial Park in Central Java

** Joint Venture between Jababeka (60%) and Creed Group (40%) for the development of Kawana Golf View Residences in Cikarang

*** Joint Venture between Jababeka (51%) and PT PP Property Tbk (49%) for the development of Riverview Residences in Cikarang

PT Jababeka Tbk (“KIJA”) realized Rp 1.42 trillion in real estate marketing sales for the year 2021, thereby exceeding the FY21 target of Rp 1.4 trillion by 1.3% and exceeding the FY20 achievement of Rp 898.7 billion by 58%.

Historical Marketing Sales (in IDR billion)

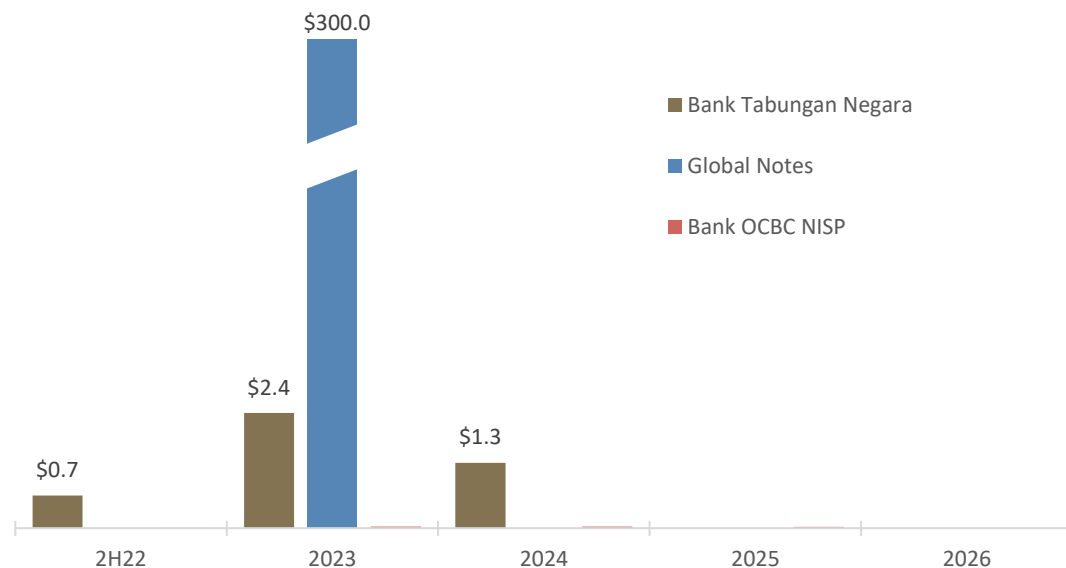


Description	2020		2019		2018		2017	
	M2	Value	M2	Value	M2	Value	M2	Value
Land Plots - Cikarang	92,966	220	104,269	253	59,077	233	64,166	212
Land Plots - Kendal	169,907	216	583,415	723	132,873	160	132,479	187
Standard Factory Buildings	11,843	85	8,995	67	13,412	98	10,724	78
Landed Houses	36,643	202	26,335	187	32,232	292	12,745	124
Commercial / Shop Houses	7,157	110	11,249	231	21,904	304	14,683	404
Apartments	-	20	-	64	-	177	-	266
Tanjung Lesung, Rental & Other	-	45	-	139	110,405	91	-	264
Total	318,516	899	734,263	1,664	369,903	1,356	234,797	1,534

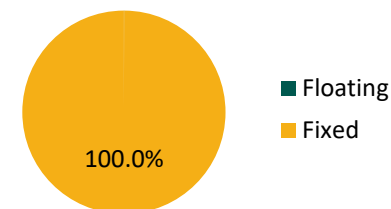
Debt Overview – As of 30 June 2022



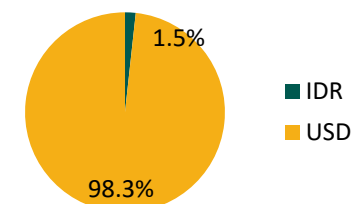
Debt Maturity Profile (in million USD)⁽¹⁾



Fixed vs Floating Interest Rate



IDR vs USD Debt



Total Debt as at 30 Jun 2022

IDR 4.50trillion equivalent (1 USD = 14,848 IDR) – average cost of debt 6.55% p.a.

Bank Loans⁽¹⁾

- Bank Tabungan Negara IDR 66bn 11% p.a. Construction Loan (JV w PT PP – Riverview)
- Bank OCBC NISP I IDR 2bn 10% p.a. Term Loan (JV with Sembcorp, Kendal)

Senior Notes

US\$ 300 million Guaranteed Senior Notes Due 2023, Coupon of 6.5% p.a.

Hedging Practice

- US\$ 200 million notional is hedged by means of call spreads with an average lower strike of 13,700 Rupiah and an average upper strike of 15,700 Rupiah since June 2021 ((from previously 13,021 to 15,997 – amended trades to reduce near term premium payable and partially monetize “in the money” positions.
- 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

Notes:

1 Excludes Finance Lease payables amounting to Rp36bn

Management Team



Average of more than 25 years of industrial township development experience

Board of Commissioners



Setyono Djuandi Darmono
President Commissioner
(Founder)



Suhardi Alius
Vice President Commissioner
Independent Commissioner



Gan Michael
Independent Commissioner

Board of Directors



Budianto Liman
President Director



Tjahjadi Rahardja
Vice President Director



Sutedja Sidarta Darmono
Director



Hyanto Wihadhi
Director

All appointed during the Company's Annual General Meeting of Shareholders held on 8 September 2021

KIJA NAV – As per 30 June 2022



Land bank		Size (ha)	ASP (Rp million)	NAV (Rp bn)
Cikarang	Inventory	142	4.00	5,663
	Land for Development*	1,108	0.55	6,095
Kendal	Inventory		1.50	
	Land for Development*	553	0.35	1,935
Tanjung Lesung	Inventory	24	1.00	237
	Land for Development*	1,472	0.25	3,679
Morotai	Inventory	465	0.20	931
	Land for Development	1,418	0.02	284
Subtotal land bank				18,824
Infrastructure & Others				3,260
Add (cash, advances, investments in associates, deposits, etc.)				2,643
Deduct (loans, customer advances, etc)				(5,647)
Total NAV				19,079
Number of shares (billion):				20.53
NAV per share				929
Share Price (as per 30 Junw 2022)				165
Discount to NAV				82%

* 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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