



# ANNUAL PUBLIC EXPOSE 2016

PT BAKRIELAND DEVELOPMENT TBK

Hotel The Grove Suites  
Jakarta, 30 November 2016



- **Bakrieland Profile**
- **Highlights 2016**
- **Financial Performance Q3 2016**
- **Bakrieland's Sustainability 2016**
- **Future Projects**

# Product Portfolio

## PT Bakrieland Development Tbk

### Non- Recurring Product

#### Apartment & Condotel

- Masterpiece & Empyreal, Rasuna Apartments
- OCEA Condotel, Rasuna
- Sentra Timur Residence Apartment
- Hadiningrat Terrace Apartment & Hotel, Yogyakarta
- J.Sky Apartment, Bogor
- Tamansari Prospero Apartment, Sidoarjo

- Bogor Nirwana Residence Residential Cluster
- Kahuripan Nirwana Residential Cluster, Sidoarjo
- Grand Mutiara Platinum, Sentra Timur

#### Commercial

- Sentra Timur Commercial Park
- Mora Grove, Monroe Grove, Mora SOHO 18, Sidoarjo

#### Residential

### Recurring Product

#### Hotel

- Aston Bogor
- Aston Rasuna
- The Grove Suites by Grand Aston
- Neo+ Awana Yogyakarta
- Grand Elty Krakatoa
- Grand Elty Singgasana
- Swiss-Belhotel OCEA
- Indies Hotel, Yogyakarta

#### Themepark

- The Jungle Waterpark, Bogor
- JungleFest, Bogor
- JungleLand, Sentul

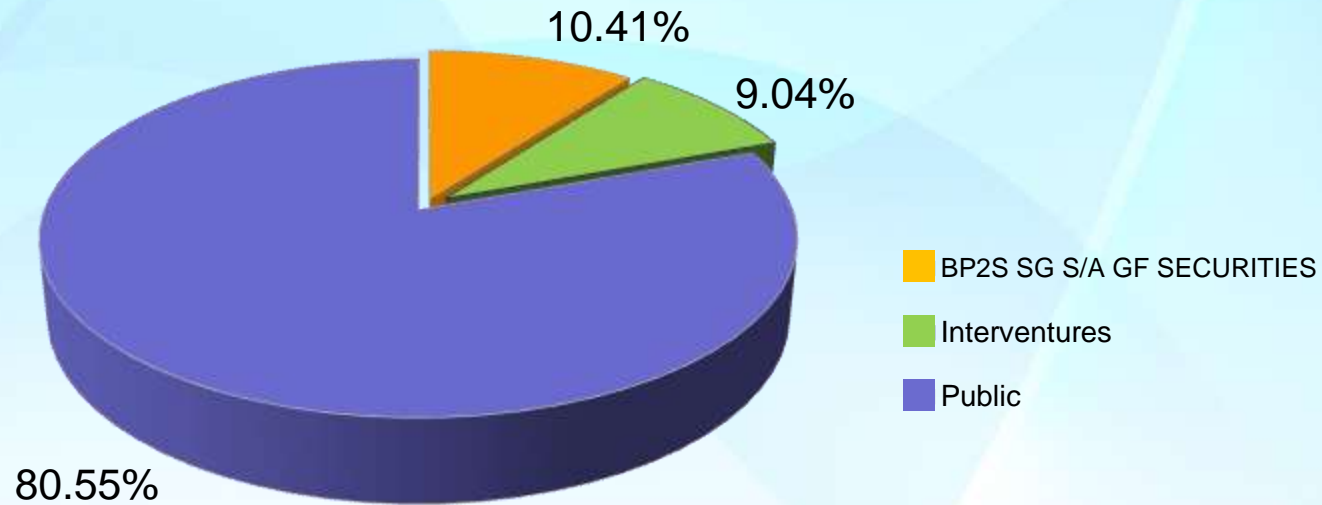
#### Office

- Wisma Bakrie 1
- Wisma Bakrie 2
- Bakrie Tower
- Epiwalk Office Suites, Rasuna
- Rasuna Office Park

#### Other Commercial

- Plaza Festival Rasuna
- Media Walk Rasuna
- Elite Club Rasuna
- Bogor Bowling Center
- Pazkul, Sidoarjo

# Shareholders Composition



- BP2S SG S/A GF SECURITIES : BNP Paribas Securities
- Interventures : Interventures Capital PTE. LTD
- Public : Individual Shares < 5%

Source : Share Registrar, per 31 October 2016

# Agenda

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# Highlights 2016

## Existing Projects (Rasuna Epicentrum, Jakarta)

### Masterpiece & Empyreal Condominium



Handover of units starts Agustus 2016

# Highlights 2016

## Existing Project (Sentra Timur, Jakarta)

### Tower Sapphire (Apartemen Sentra Timur Residence)\*



Tower  
Sapphire

- Launched in April 2016
- Part of the stage-II development of the Sentra Timur Residence Apartment (total 5 towers)

### Commercial Park 8



- Ground Breaking in August 2016
- Follow-up development of the commercial area around Sentra Timur

\* In cooperation with Perumnas



# Highlights 2016

## Existing Project Kahuripan Nirwana (Sidoarjo, Jawa Timur)

### Tamansari Prospero\* Apartment



**Topping-off of Fortuna Tower (Tower I) in May 2016 & Ground Breaking of Beatus Tower (Tower II) in November 2016**

*\* In cooperation with Wika Building*



# Highlights 2016

## Other Existing Products & Projects

OCEA Condotel Rasuna Epicentrum,  
Jakarta



Hadiningrat Terrace  
Apartment & Hotel, Yogyakarta



J.Sky Apartment, Bogor



# Highlights 2016

## Other Existing Products & Projects

Kahuripan Park,  
Kahuripan Nirwana Sidoarjo



Neo+ Awana Hotel,  
Yogyakarta



Indies Hotel,  
Yogyakarta





# Highlights 2016

## Other Existing Products & Projects

The Jungle, Bogor



JungleLand, Sentul



JungleFest, Bogor



Aston The Grove Suites Hotel, Jakarta



Aston Bogor Hotel & Resort, Bogor



Aston Rasuna Hotel, Jakarta





# Highlights 2016

## Other Existing Products & Projects

Grand ELTY Singgasana, Tenggara



Grand ELTY Krakatoa, Lampung



Plaza Festival, Jakarta



## Corporate Action

1. *Initial Public Offering* **PT Graha Andrasentra Propertindo Tbk** (subsidiary) in June 2016. GAP's IPO is one of the Company's strategies to develop the *themepark* & property-related business.



2. Process restructuring of the **Equity Linked Bond (ELB)** obligation. In July 2016, the Company and the *Coordinating Committee (Co-Com)* signed a Memorandum of Understanding on the obligation restructuring conversion by means of swapping with 38% of GAP shares and the remaining through issuing warrants.

# Highlights 2016

## Acknowledgement & Awards



**The Jungle Waterpark Bogor** received the **Top Brand Award 2016** for the following categories :

1. Water Recreation Park from the Frontier Group Consulting, received for six years in a row, 2010, 2011, 2012, 2013, 2014, and 2016
2. Top Brand for Teens and Top Brand for Kids from the Frontier Group Consulting.





# Highlights 2016

## Acknowledgement & Awards



**The Masterpiece and The Empyrean, Rasuna Epicentrum** awarded by the **Property and Bank 2016** for categories : The Best Premium Condominium for Investment with Eco-Green Concept at Superblock Rasuna Epicentrum



**Aston Bogor Hotel & Resort** received the **Certificate of Excellence** from **Trip Advisor** for the years 2013 - 2016

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# Financial Highlights Q3-2016

## Profit Loss (Rp billion)

	Q3 - 2016	Q3-2015 <sup>(3)</sup>	%
Net Revenues	782,1	1.087,2	(28,1)
Cost of Goods Sold	435,6	491,5	(11,4)
Gross Profit	346,5	595,8	(41,8)
Operational Expense	373,8	408,9	8,6
EBITDA	55,5	263,9	(79,0)
Net Profit (Loss) <sup>(1)</sup>	8,3	(36,1)	123,0

Financial Ratio	Q3 - 2016	Q3-2015 <sup>(3)</sup>	%
Margin EBITDA	7,1%	24,3%	(17,2)
Net Profit (Loss) Margin	1,1%	(3,3%)	4,4
Profit per Share	0,19	(0,83)	122,9

(1) Current year profit attributed to the Company

(2) Equity attributed to the Company

(3) Restated in accordance with the implementation of PSAK 24

## Financial Position (Rp billion)

	Q3-2016	FY2015	%
Cash & Cash Equivalents	53,8	76,6	(29,8)
Trade Receivables	670,8	544,4	23,2
Inventories	1.899,6	1.883,8	0,8
Down payment of Land Purchase & Undeveloped Land	4.190,5	2.023,9	107,9
Fixed Asset & Property Investment	3.590,5	3.635,0	(1,2)
Other Assets	4.205,6	6.525,1	(35,5)
<b>Total Asset</b>	<b>14.610,8</b>	<b>14.688,8</b>	<b>(0,5)</b>
Interest Bearing Liabilities	4.821,0	4.870,5	(1,0)
Other Liabilities	2.637,4	3.145,2	(16,1)
<b>Total Liabilities</b>	<b>7.458,4</b>	<b>8.015,7</b>	<b>(7,0)</b>
<b>Non-Controlling Interests</b>	<b>332,0</b>	<b>101,3</b>	<b>227,7</b>
<b>Equity<sup>(2)</sup></b>	<b>6.820,4</b>	<b>6.571,8</b>	<b>3,8</b>



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# Bakrieland's Sustainability 2016



*Counseling on fish farming for local residents*

The Company takes part in developing the **Local Economy** by prioritizing residents in surrounding areas as the Company's employees and local business partners

The Company consistently implement **Green Policy** for each the surrounding areas of its Business Units by adopting internationally recognized environmental standards for the environment and communities.



*Green landscape at Rasuna Epicentrum*



*Fire Brigade routine training around properties*

The Company takes extensive efforts to provide the best for the **People**, both its employees and the communities in the surrounding areas of its properties, in terms of convenience and safety through clear labor practice policies in accordance to prevailing regulations, strict Occupational Health & Safety practices and sustainable Corporate Social Responsibility (CSR) program.

# Corporate Social Responsibility



Knowledge sharing with Students through the **Bakrieland Goes to Campus Program**



Educating the Communities through the **One Million Books Program**



Preserving the Environment through **Trees For the Nation Program**



Spreading the green spirit to all employees through the **Green Office Program**



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# Future Projects

## Sentra Timur Residence Stage II Apartment, Jakarta

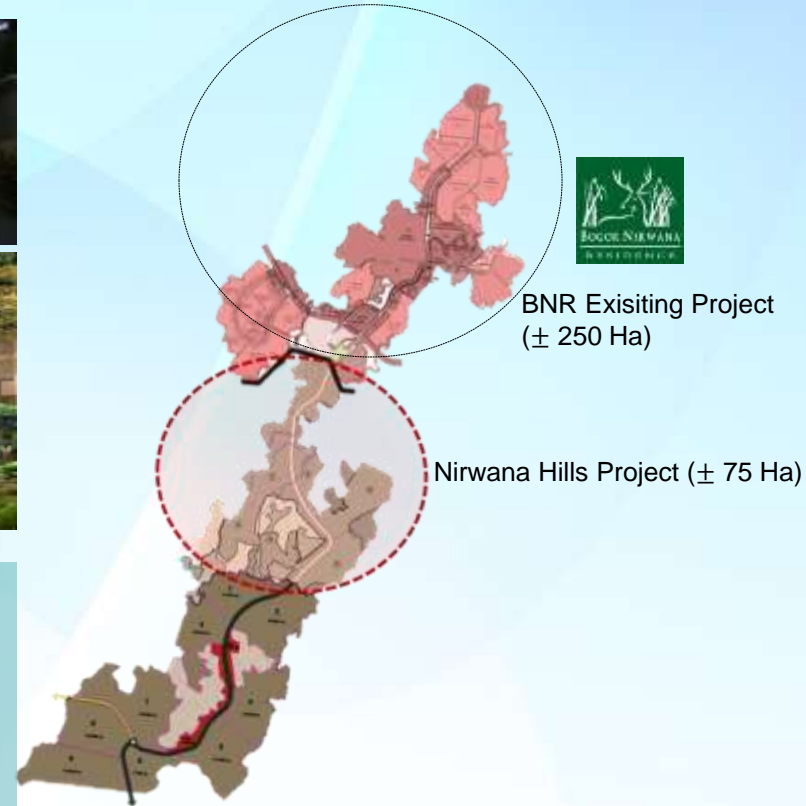


- **Further development of the Sentra Timur Residence Apartment\***
- Total land area : 12.750 m<sup>2</sup>
- Total building area : 80.430 m<sup>2</sup>
- Number of tower : 5 towers
- Number of unit : 2.032 units

\* 6 towers are built (stage I)

# Future Projects

## Nirwana Hills, Bogor



- **Township Project, further development of the Bogor Nirwana Residence**
- Total land area : ~750.000 m<sup>2</sup>
- Number of housing unit : 1,625 units
- Unit Type (Land Area/Building Area) : 105/50 m<sup>2</sup> – 525/390 m<sup>2</sup>

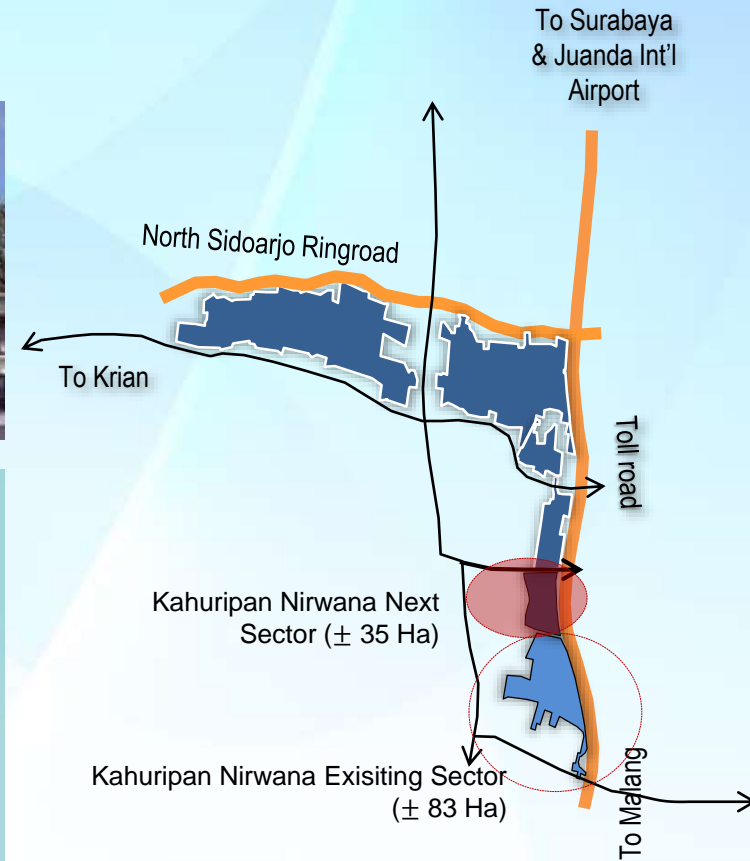


# Future Projects

## Kahuripan Terrace Housing & Shop House, Sidoarjo



- **Residential Project, further development of the Kahuripan Nirwana Sidoarjo residential estate**
- Total land area (housing & commercial) : 70.218 m<sup>2</sup>
- Number of unit : 302 housing units & 33 commercial units
- Type of housing unit (Land Area/Building Area) : 105/60 m<sup>2</sup> – 180/150 m<sup>2</sup>
- Type of commercial unit (Land Area/Building Area) : (75/145) m<sup>2</sup> – (95/180) m<sup>2</sup>



# Future Projects

## JungleLand Hotel , Sentul



### • 3-Star Hotel & Condotel Projects

- Total land area : 10,062 m<sup>2</sup>
- Number of unit : 319 units
- Range of unit : 24 m<sup>2</sup> – 51 m<sup>2</sup>
- Facilities :
  - Meeting Room & Ballroom
  - Swimming Pool & Gym

## Jungleland Villa Tahap I, Sentul



### • Housing Project

- Total land area : 77,406 m<sup>2</sup>
- Number of housing unit : 289 units
- Type of unit (Land Area/Building Area) : 96/72 m<sup>2</sup> – 150/90 m<sup>2</sup>

# Future Projects

## Aston Bogor Tower Extension, Bogor



- **4-Star Hotel & Condotel Project**
- Number of unit : 140 units
- Range of unit : 41 m<sup>2</sup> – 106 m<sup>2</sup>
- Additional Facilities :
  - Meeting Room

## Fusion 2, Bogor



- **Housing Project, further development of the Fusion Bogor Nirwana Residence Cluster**
- Total land area : 134,651 m<sup>2</sup>
- Number of housing unit : 273 unit
- Type of unit (Land Area/Building Area) : 105/42 m<sup>2</sup>  
- 573/200 m<sup>2</sup>



# Future Projects

## Cimanggis Apartment, Depok



- Total land area : 9,500 m<sup>2</sup>
- Number of unit : 1,300 unit
- Range of unit : 20 m<sup>2</sup> – 30 m<sup>2</sup>

## Cibubur Apartment, Kab. Bogor



- Total land area : 10,608 m<sup>2</sup>
- Number of unit : 1,761 unit
- Range of unit : 20 m<sup>2</sup> - 40 m<sup>2</sup>

# Future Projects

## Awana Town House Extension, Yogyakarta



- **Housing Project, further development of the Awana Town House**
- Total land area : 3,378 m<sup>2</sup>
- Number of housing unit : 24 units
- Type of unit (Land Area/Building Area) : 92/143 m<sup>2</sup>

## Aston Kahuripan Hotel & Ballroom, Sidoarjo



- **3-Star Hotel Project**
- Total land area : 4,400 m<sup>2</sup>
- Number of unit : 128 units
- Range of unit : 24 m<sup>2</sup> – 48 m<sup>2</sup>
- Additional facilities :
  - Meeting Room & Ballroom
  - Swimming Pool



# Future Projects

## Songgoriti Recreation Park, Batu Malang



- **Integrated Recreation Park Proyek**
- Total land area : 43,055 m<sup>2</sup>
- Products :
  - 3-Star Hotel & Villas
  - Hot-Spring Pool
  - Food Plaza/Court
  - Serenity Garden & Amusement Park

## Kalianda Bagus Beach Resort, Lampung



- **3-Star Hotel Resort Project**
- Total land area : 11,000 m<sup>2</sup>
- Number of unit : 120 units
- Type of unit : 24 m<sup>2</sup>
- Facilities :
  - Meeting Room
  - Swimming Pool
  - Tropical Garden





# Thank You

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