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PT SURYA SEMESTA INTERNUSA TBK (“SSIA”)

Review Full Year 2015

www.suryainternusa.com

BUILDING A BETTER INDONESIA



Table of Contents

Surya Semesta Internusa in Summary

- Milestones
- Major Subsidiaries, Shareholders & Management
- Investment Portfolio
- Strategic Roadmap
- Indonesia Economic Indicator
- FY15 Financial Highlights
- Consolidated Operating Results
- Consolidated Revenue
- Consolidated EBITDA
- Consolidated Net Profit
- Consolidated Balance Sheet

Review of Business Segments

PROPERTY

- PT Suryacipta Swadaya (“SCS”)
- PT TCP Internusa (“TCP”)
- PT Sitiagung Makmur (“SAM”)

CONSTRUCTION

- PT Nusa Raya Cipta (“NRC”)

HOSPITALITY

- PT Suryalaya Anindita International (“SAI”)
- PT Ungasan Semesta Resort (“USR”)
- PT Surya Internusa Hotels (“SIH”)

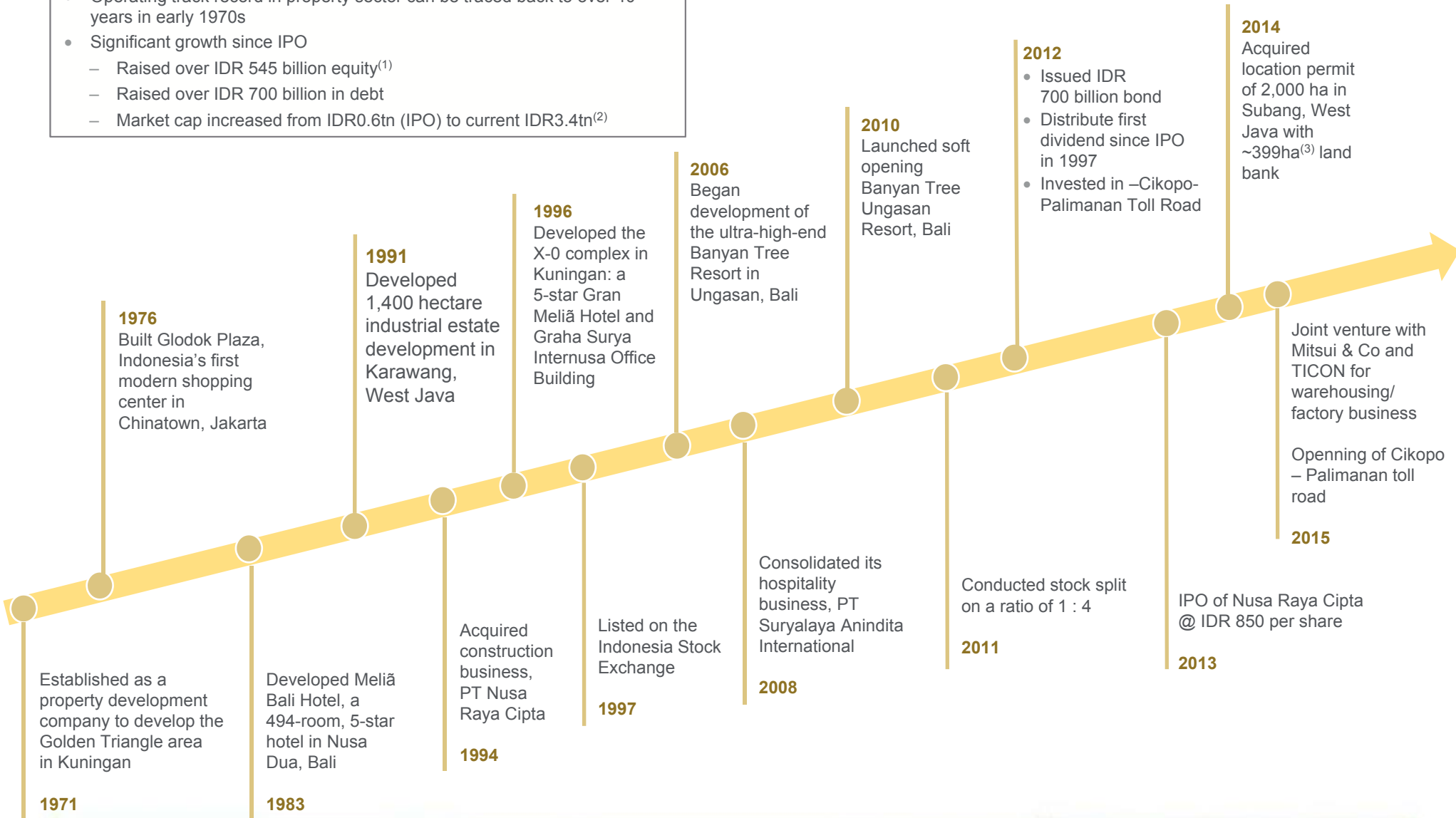


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Surya Semesta Internusa in Summary

PT Surya Semesta Internusa Tbk

- Operating track record in property sector can be traced back to over 40 years in early 1970s
- Significant growth since IPO
 - Raised over IDR 545 billion equity⁽¹⁾
 - Raised over IDR 700 billion in debt
 - Market cap increased from IDR0.6tn (IPO) to current IDR3.4tn⁽²⁾



Note: Timeline not to scale. ⁽¹⁾ Including IDR 131bn raised in IPO. ⁽²⁾ Market data as of 31 Dec 2015. ⁽³⁾ As of 31 March 2016

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- Established and commenced operations in 1971, SSIA's primary businesses are in construction, property and hospitality sectors
- One of the Leading Listed Developers** in Indonesia⁽¹⁾
 - Market Capitalization of IDR 3.4tn / US\$ 246mm
 - FY15 Total Equity of IDR 3,338bn / US\$ 242mm
 - FY15 EBITDA⁽³⁾ of IDR 768bn / US\$ 56mm
 - FY2014 EBITDA⁽³⁾ of IDR 794bn / US\$ 58mm
 - Established presence in ten Indonesian cities
- Suryacipta City of Industry is the company's largest project with total location permit of 1,400 ha
- Obtained location permit for 2,000 ha landbank in Subang

Note:

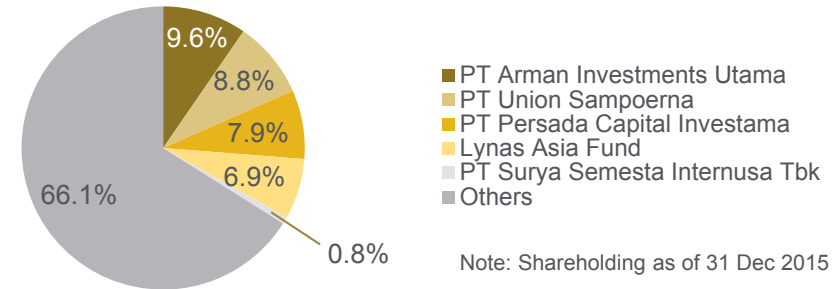
⁽¹⁾ Market data as of 31 Dec 2015, based on USDIDR of 13,795.

⁽²⁾ Recurring revenue comprises that of hotel, rental, parking and maintenance.

⁽³⁾ EBITDA defined as net income, before interest expenses, tax expenses, depreciation and amortization expenses

Surya Semesta Internusa in Summary Company Highlights

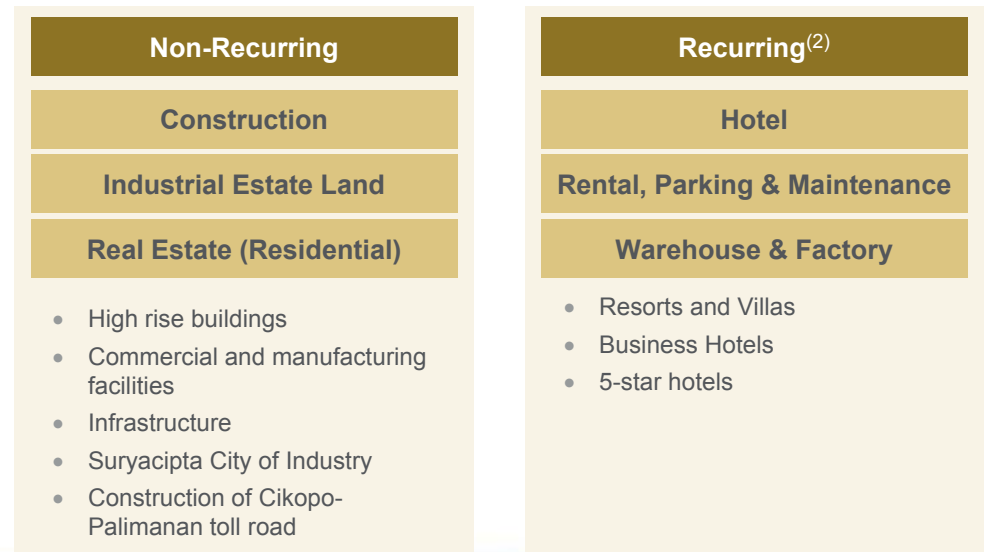
Shareholding Structure



Core Businesses



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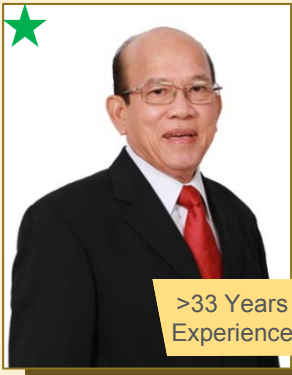
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SSIA Management and Strong Operating Record

Board of Commissioners



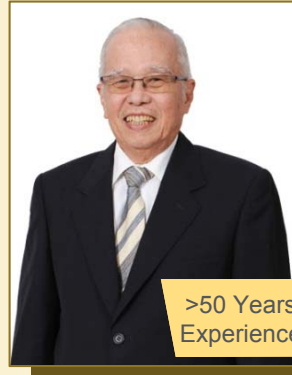
>33 Years Experience

Hagianto Kumala
President Commissioner



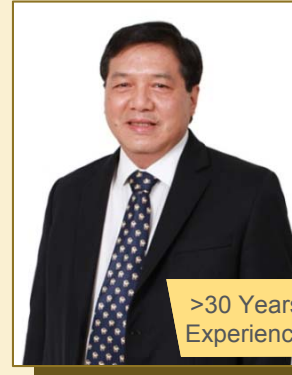
>50 Years Experience

Emil Salim
Vice President Commissioner



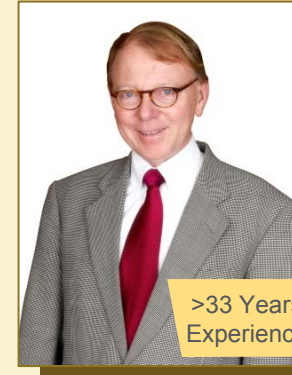
>50 Years Experience

Royanto Rizal
Commissioner



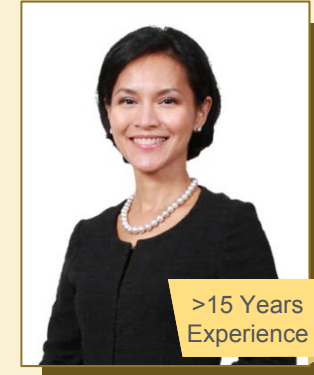
>30 Years Experience

William Jusman
Commissioner



>33 Years Experience

Steen Dahl Poulsen
Commissioner



>15 Years Experience

Arini Subianto
Commissioner

★ Prior work experience within Astra Group

Board of Directors



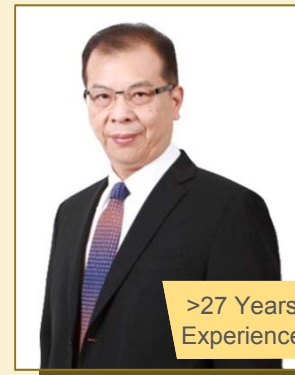
>20 Years Experience

Johannes Suriadjaja
President Director



>38 Years Experience

Eddy P. Wikanta
Vice President Director



>27 Years Experience

The Jok Tung
Director



>45 Years Experience

Herman Gunadi
Director

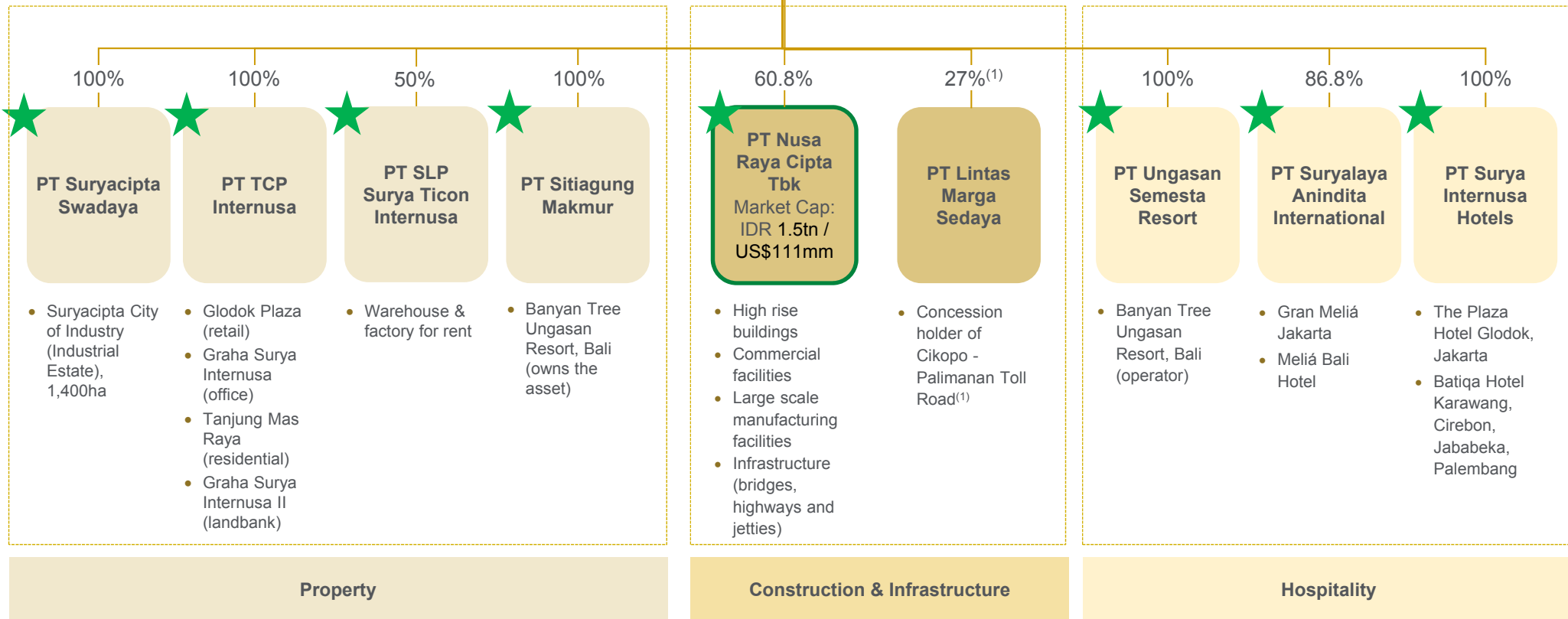


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Corporate Structure and Key Projects

PT Surya Semesta Internusa Tbk

Market cap: IDR 3.4tn / US\$ 246mm



Listed entities on IDX



Subsidiary

Shareholding information as of 31 Dec 2015. Market data as of 31 Dec 2015. USDIDR exchange rate of 13,795 used.

Note: ⁽¹⁾ Refers to indirect ownership: SSIA owns 20.5%, NRCA owns 6.5%

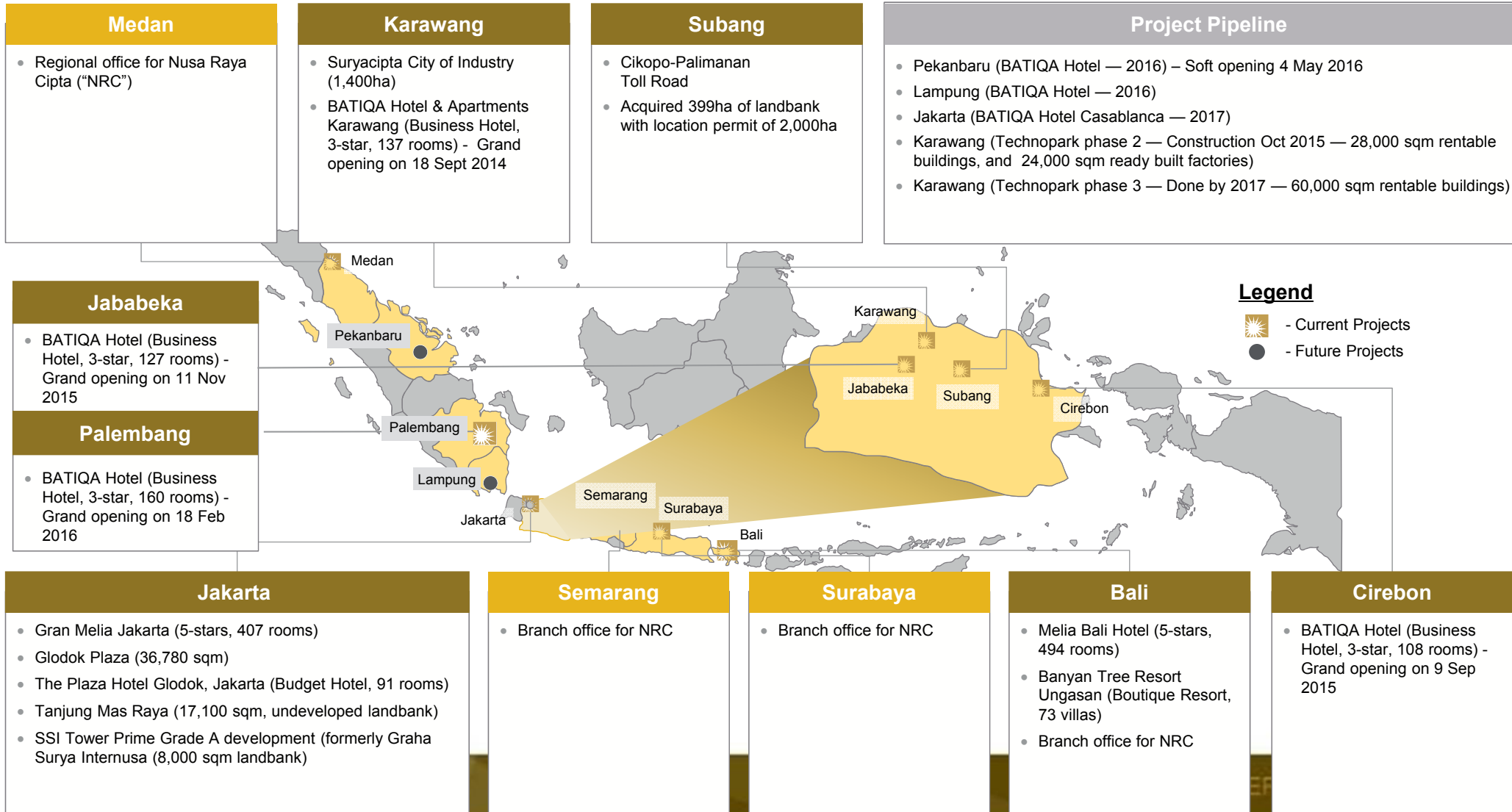
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Geographical Presence Across Indonesia

Presence in Ten Indonesian Cities





Vision: To build a better Indonesia through a reliable, trusted and respected Indonesia property, hospitality and construction group of companies

1

Continued focus on the construction and development of Indonesian properties

2

Prudent land banking strategy to deliver sustainable and superior profit margins

3

Continued product, segment, geographical diversification

4

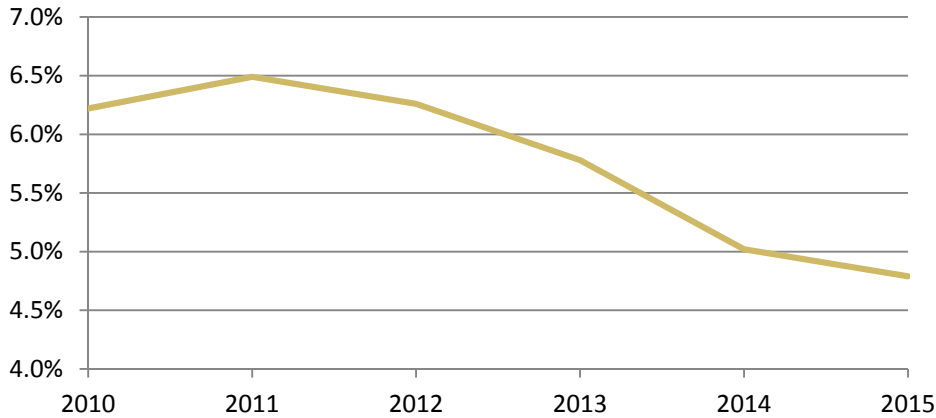
Increased recurring income through hospitality, warehousing and commercial property business segments



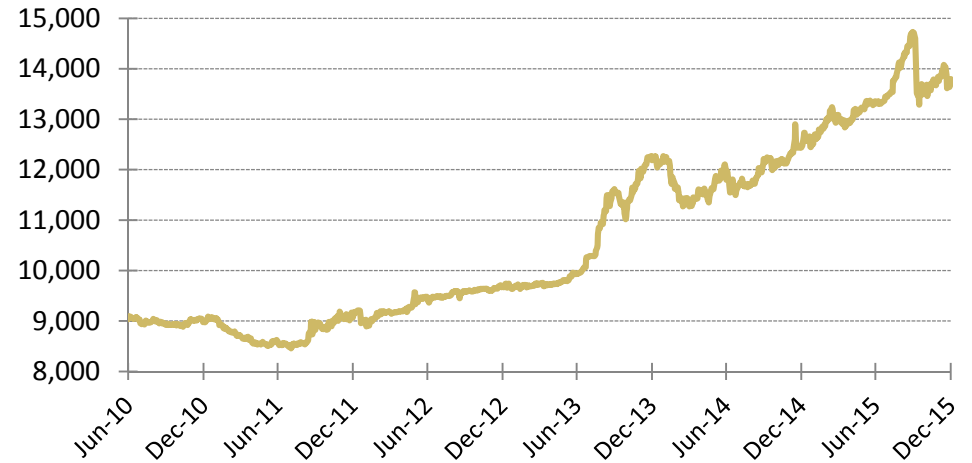
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Indonesia Economic Indicator

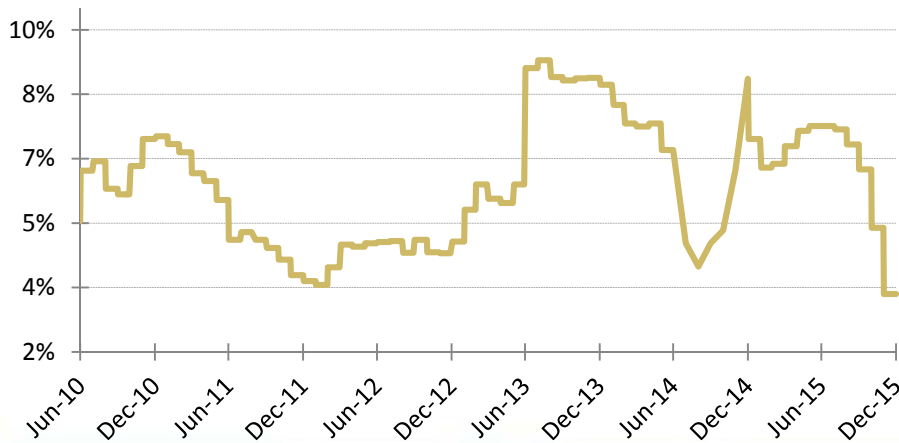
Economic Growth (%YoY)



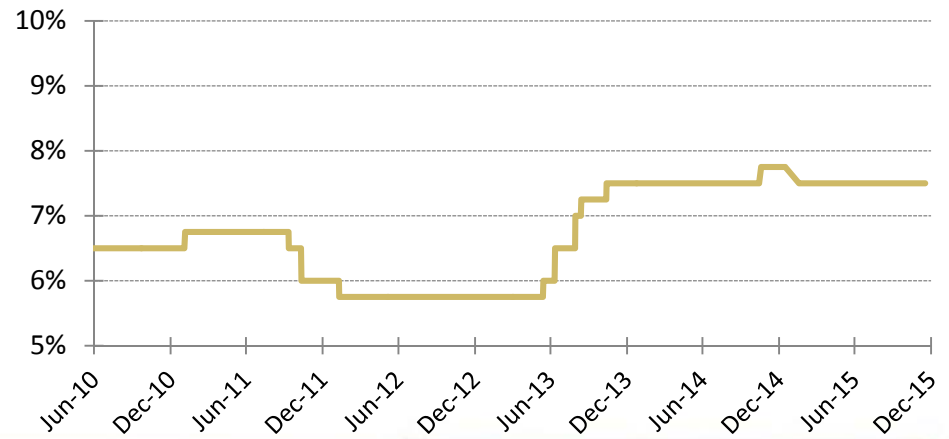
Exchange Rate (Rp/US\$)



Inflation



BI Rate



Source: Bank Indonesia, Indonesian Bureau Statistics

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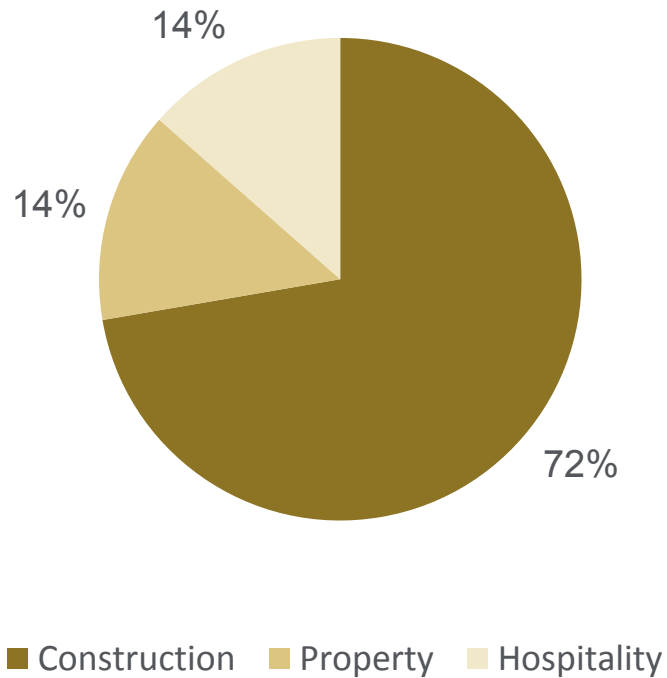
- SSIA recorded consolidated revenue of IDR 4,868b in FY15, increased by 9% from IDR 4,464b in FY14
 - The industrial estate unit posted sales of 16.5 hectares of industrial land in FY15 with an average sales price of US\$ 147 per m² or a total of IDR 321b compared to FY14 sales which stood at IDR 420b. The average selling price in FY15 increased by 15% from US\$ 128 per m² in FY14
 - Construction business unit maintained its performance with revenue of IDR 3,601b in FY15, increased by 9% compared to IDR 3,312b in FY14. Contracts on hand as of 31 Dec 2015 reached IDR 3,025b, compared to IDR 3,180b at the end of FY14
 - Hospitality business unit booked revenue of IDR 655b in FY15, 5% higher compared to IDR 626b in FY14
- Consolidated net income is at IDR 303b in FY15, 27% lower compared to IDR 417b in FY14



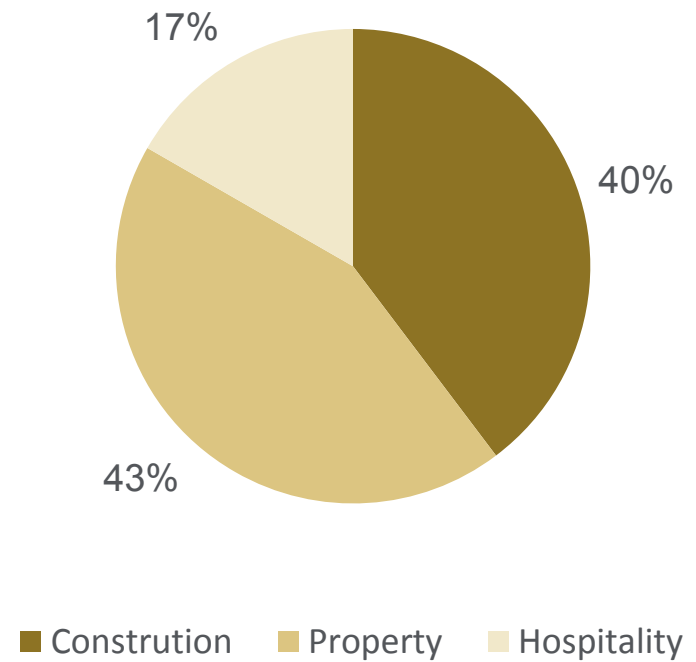
Overview of Key Business Segments

Revenue and EBITDA By Business Segments for FY15

Revenue Across Business Segments
(FY 2015)



EBITDA Across Business Segments
(FY 2015)

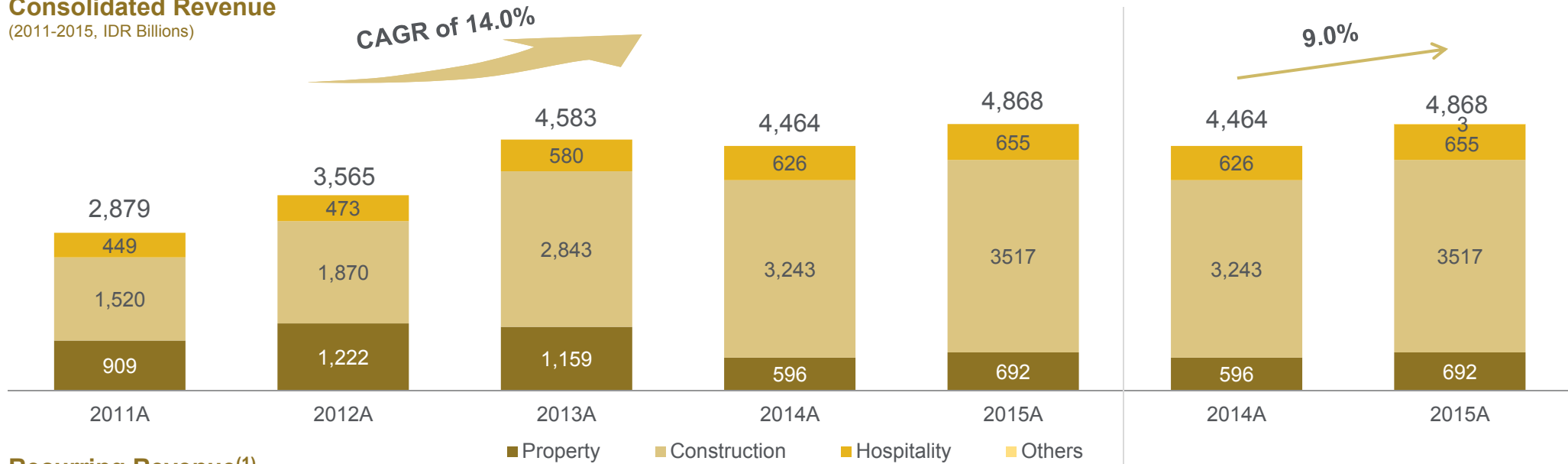




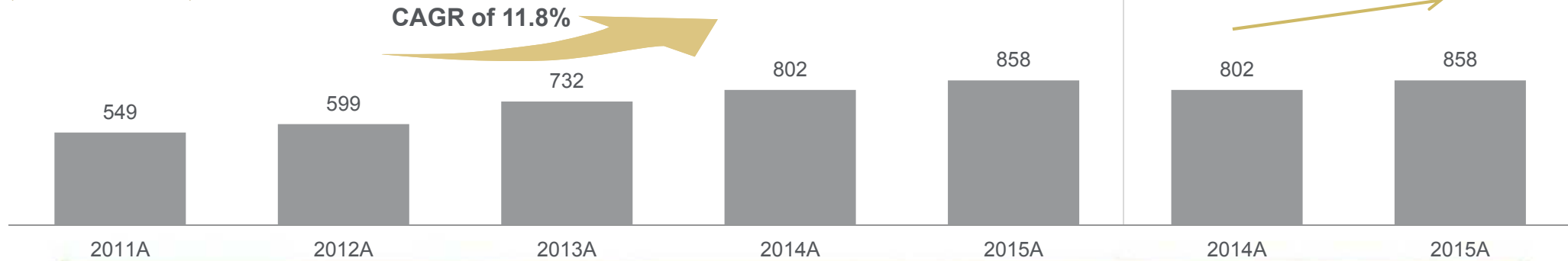
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Established Track Record as a Group

Consolidated Revenue
(2011-2015, IDR Billions)



Recurring Revenue⁽¹⁾
(2011-2015, IDR Billions)



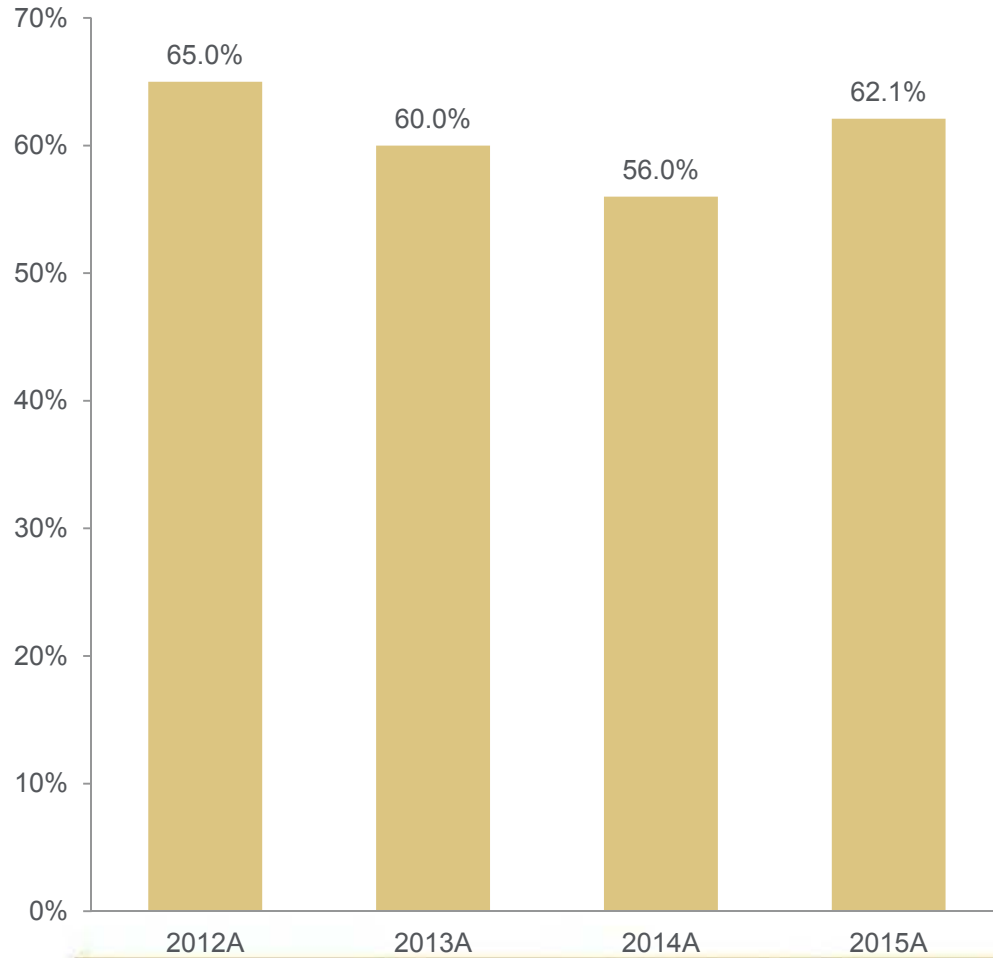
Note: ⁽¹⁾ Recurring revenue comprises that of hotel, rental, parking and maintenance.

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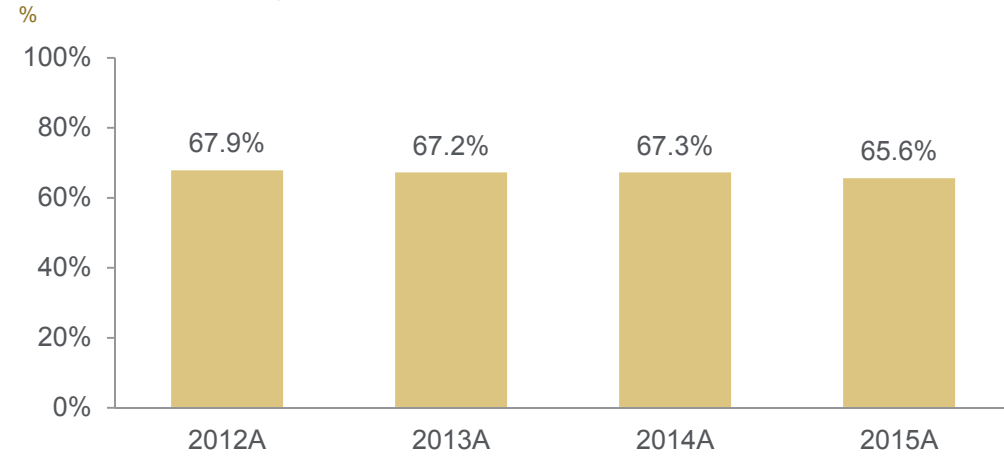
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Gross Margins Property Gross Margins %

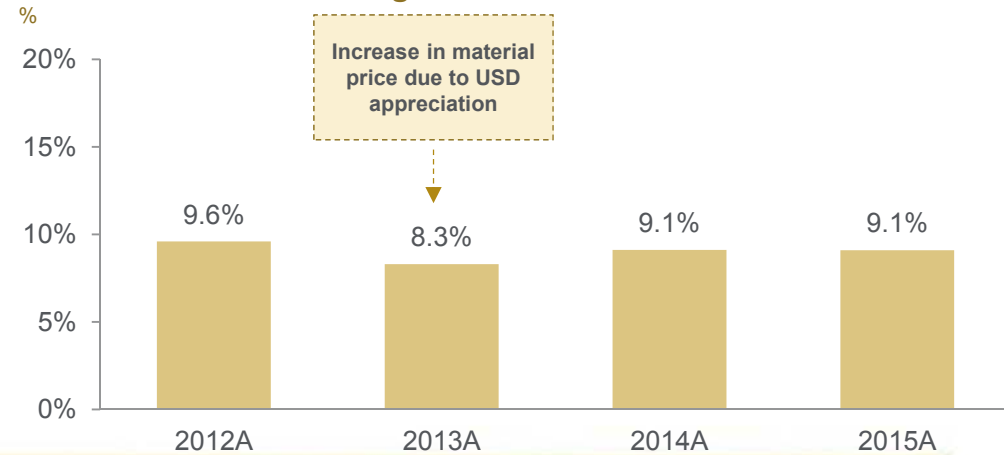


Consistent and Stable Margins

Hotel Gross Margins



Construction Gross Margins



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Financial Highlights

Consolidated Operating Results

<i>(Rp in billions, unless stated otherwise)</i>	2011	2012	2013	2014	2015
Revenue	2,879	3,565	4,583	4,464	4,868
<i>Revenue Growth</i>	70%	24%	29%	-3%	9%
Gross Profit	782	1,296	1,320	1,054	1,179
<i>Gross Profit Margin</i>	27%	36%	29%	24%	24%
EBITDA	520	992	1,023	794	768
<i>EBITDA Margin</i>	18%	28%	22%	18%	16%
Operating Profit	456	922	937	695	646
<i>Operating Profit Margin</i>	16%	26%	20%	16%	13%
Net Profit (loss)	257	707	691	415	303
<i>Net Profit Margin</i>	9%	20%	15%	9%	6%
Total Comprehensive Income	252	708	691	414	291
EPS (full Rupiah) - after stock split	55	150	147	89	65



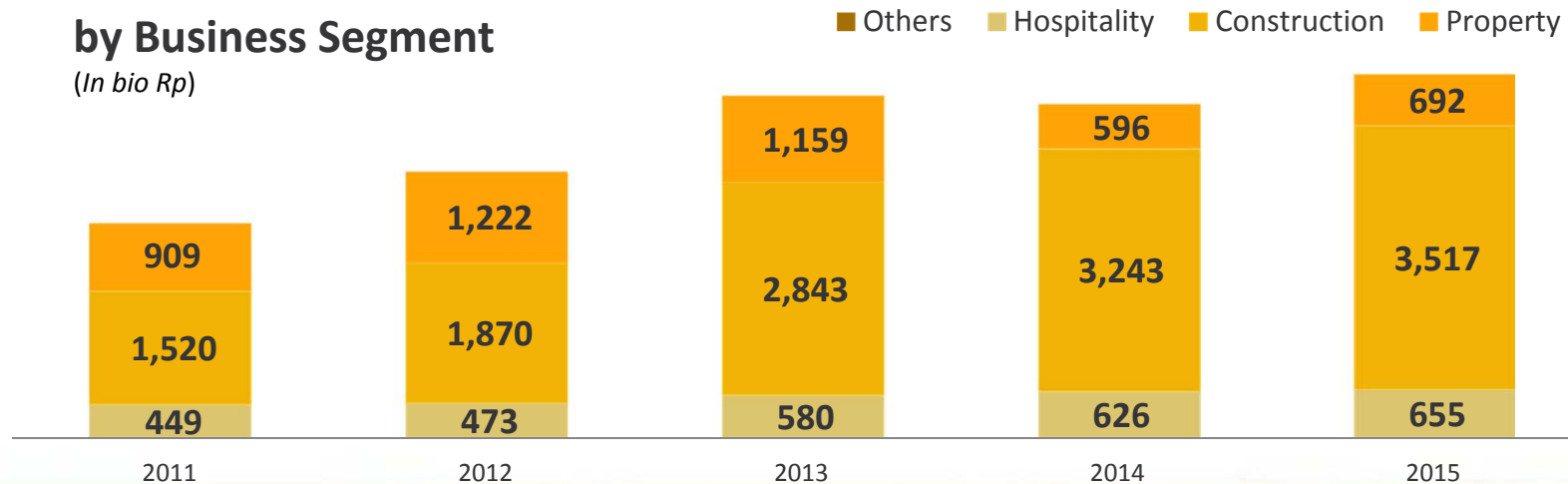
Financial Highlights

Consolidated Revenue by Business Segment

In bio Rp	2011	2012	2013	2014	2015
Property	909	1,222	1,159	596	692
<i>Segment percentage</i>	32%	34%	25%	13%	14%
Construction	1,520	1,870	2,843	3,243	3,517
<i>Segment percentage</i>	53%	52%	62%	73%	72%
Hospitality	449	473	580	626	655
<i>Segment percentage</i>	16%	13%	13%	14%	13%
Others	-	-	-	-	3
<i>Segment percentage</i>	-	-	-	-	0%
Total	2,879	3,564	4,583	4,464	4,868

Consolidated Revenue by Business Segment

(In bio Rp)





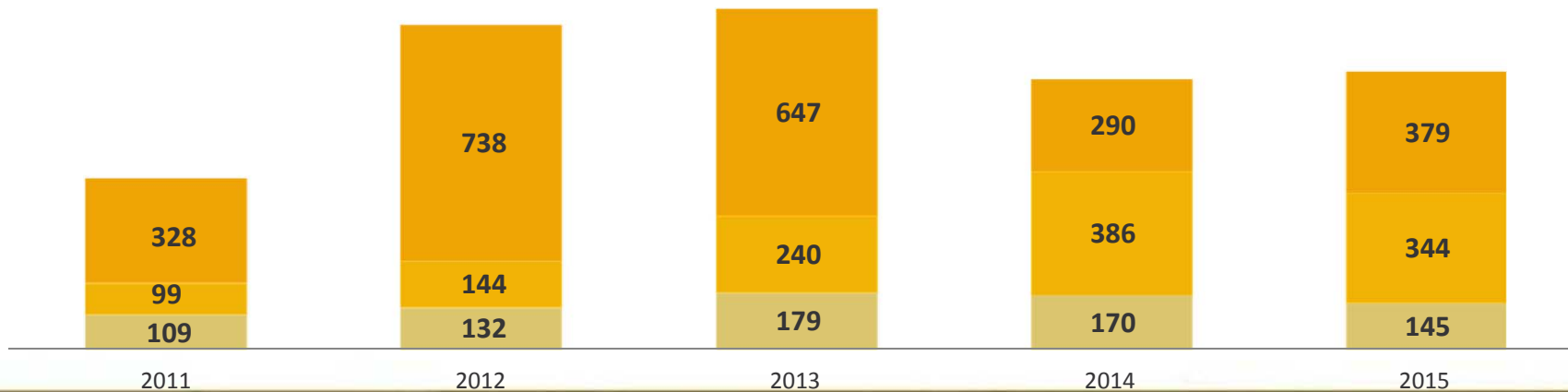
Financial Highlights

Consolidated EBITDA by Business Segment

In bio Rp	2011	2012	2013	2014	2015
Property	328	738	647	290	379
<i>Segment percentage</i>	63%	74%	63%	36%	49%
Construction	99	144	240	386	344
<i>Segment percentage</i>	19%	15%	23%	49%	45%
Hospitality	109	132	179	170	145
<i>Segment percentage</i>	21%	13%	17%	21%	19%
Others	(16)	(23)	(43)	(51.6)	(101)
<i>Segment percentage</i>	-3%	-2%	-4%	-6%	-13%
Total	520	992	1,023	794	768

Consolidated EBITDA by Business Segment (In bio Rp)

■ Hospitality ■ Construction ■ Property



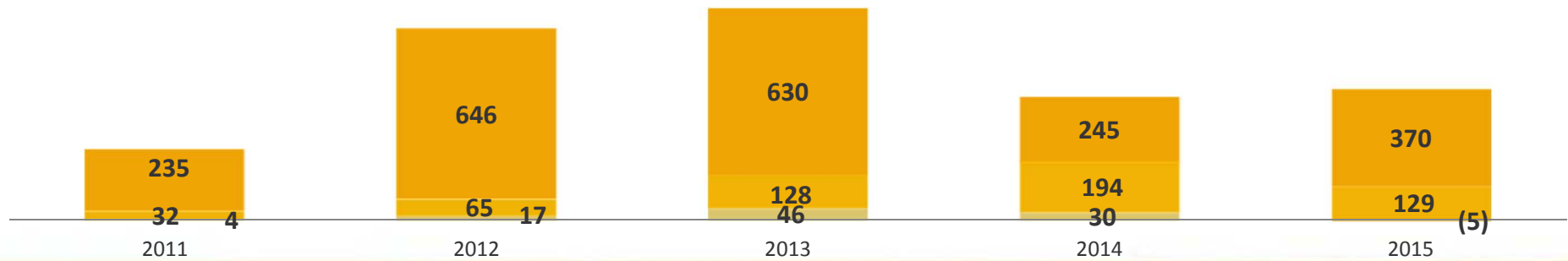


Financial Highlights Consolidated Net Profit by Business Segment

In bio Rp	2011	2012	2013	2014	2015
Property	235	646	630	245	370
<i>Segment percentage</i>	91%	91%	91%	59%	122%
Construction	32	65	128	194	129
<i>Segment percentage</i>	13%	9%	19%	47%	43%
Hospitality	4	17	46	30	(5)
<i>Segment percentage</i>	2%	2%	7%	7%	-2%
Others - Holding	(14)	(20)	(114)	(53)	(192)
<i>Segment percentage</i>	-5%	-3%	-16%	-13%	-64%
Total	257	707	691	415	302

Consolidated Net Profit by Business Segment (In bio Rp)

■ Hospitality ■ Construction ■ Property





Financial Highlights

Consolidated Balance Sheet

<i>In bio Rp</i>	2011	2012	2013	2014	2015
Current Assets	1,446	2,920	3,268	2,564	2,447
Cash & ST investments	585	1,893	1,725	1,176	949
Others	861	1,028	1,544	1,388	1,498
Investment in share of Stock	4	285	408	480	476
Real estate assets	403	347	499	678	836
Fixed assets – net	483	608	942	930	1,130
Rental and investment property – net	509	529	540	758	625
Net Fixed Asset and Property Inv.	992	1,137	1,483	1,688	1,754
Other assets	94	166	157	582	950
Total Assets	2,938	4,855	5,814	5,993	6,464
Current liabilities	867	1,423	1,408	1,355	1,857
Noncurrent liabilities	870	1,762	1,795	1,599	1,269
Minority interest	101	71	291	390	430
Equity (2007 :949 mio shares, 2008, 2009 and 2010: 1,176 mio shares, 2011-current: 4,705 mio shares)	1,100	1,599	2,320	2,649	2,908
Total Liabilities and Equity	2,938	4,855	5,814	5,993	6,464



Financial Highlights Key Performance Ratios

	2011	2012	2013	2014	2015
Bank/Third parties Loan					
IDR denominated in Billion Rp	466	1,316	1,279	1,279	1,377
US\$ denominated in Million US\$	18.3	6.3	3.2	-	-
Total Debt in Billion Rp	632	1,377	1,318	1,279	1,377
Debt to Equity Ratio	57%	86%	57%	48%	47%

	2011	2012	2013	2014	2015
ROE	23.4%	44.2%	29.8%	15.7%	10.4%
ROA	8.8%	14.6%	11.9%	6.9%	4.7%
Current Ratio	166.7%	205.3%	232.1%	189.2%	131.8%
Liability to Equity	157.9%	199.2%	138.0%	111.5%	107.5%
Liability to Asset	59.1%	65.6%	55.1%	49.3%	48.4%
Book Value/share (Rp) - par value: 2007 - Jun 2011: Rp 500 per share, Jul 2011 - current: Rp 125 per share	234*	340	493	567	622.83
Equity growth	26.6%	45.4%	45.1%	14.1%	9.8%

Note: * In July 2011, SSIA splits its stock 4-for-1, then outstanding shares become 4,705 million shares with par value Rp 125 per share



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Review of Business Segments



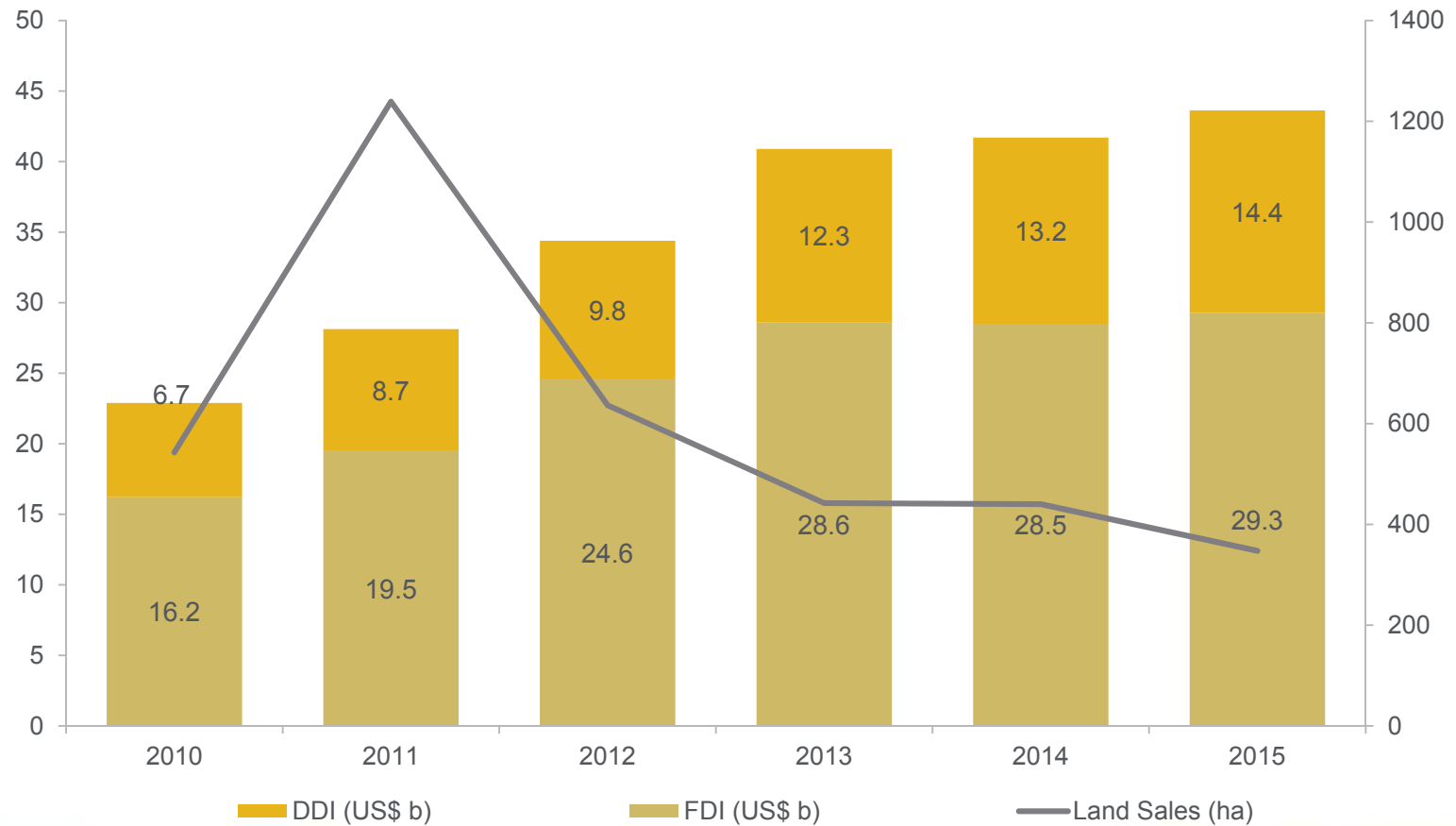
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PROPERTY

- PT Suryacipta Swadaya (“SCS”)
- PT TCP Internusa (“TCP”)
- PT Sitiagung Makmur (“SAM”)

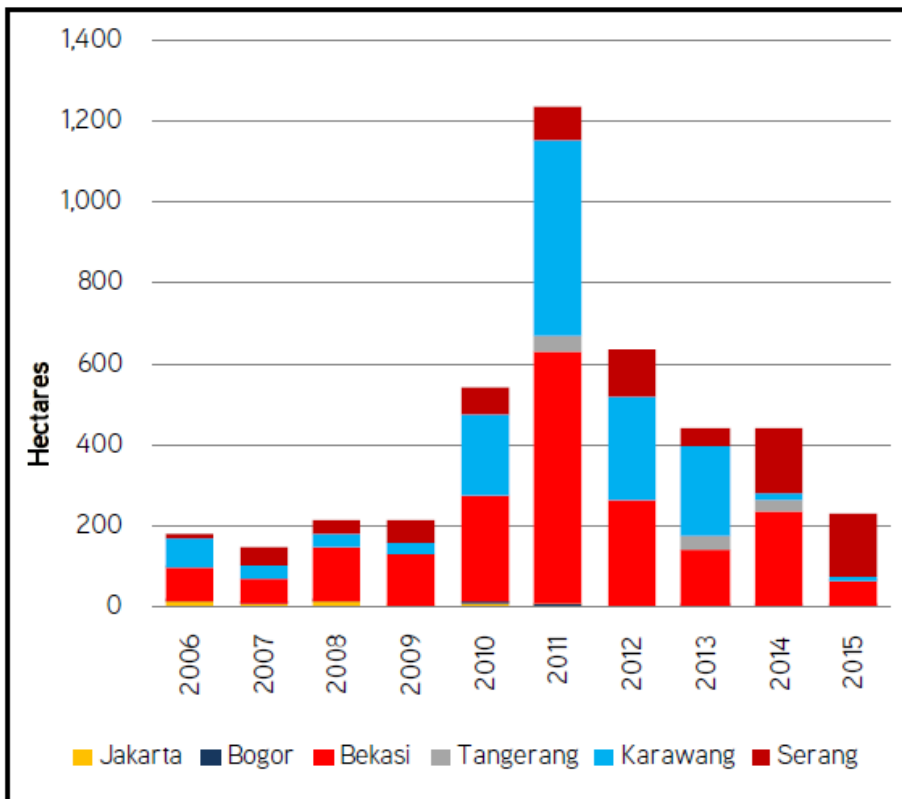


Foreign Direct Investment and Domestic Direct Investment Realization (LHS) vs Statistic of Industrial Land Sales in West Java Area (RHS)

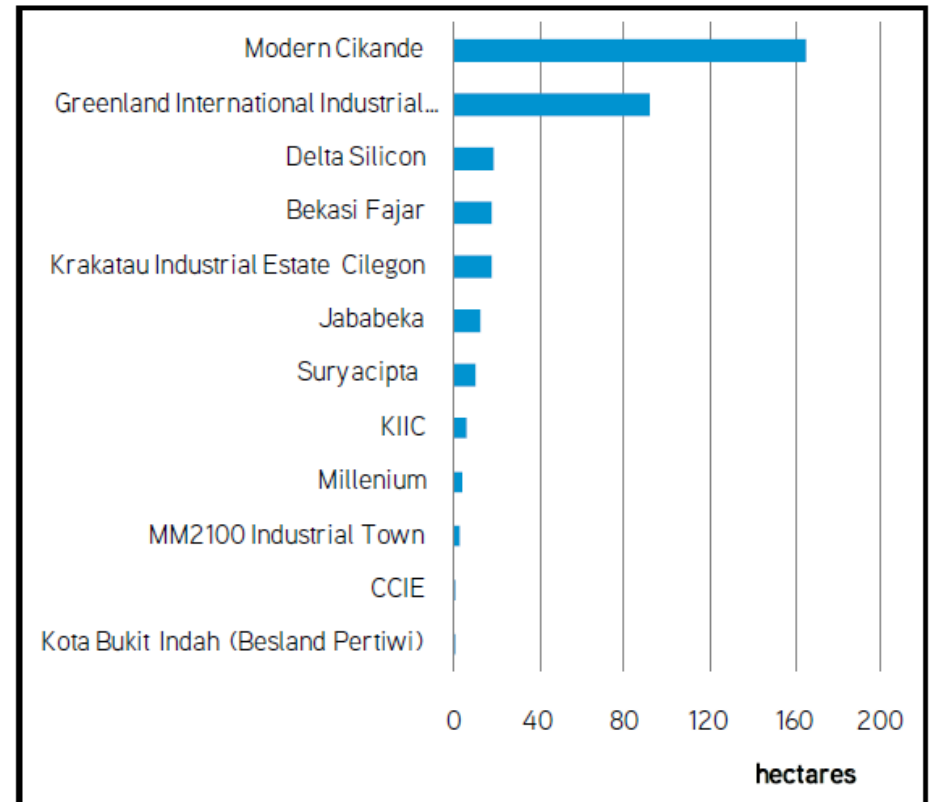




Annual Industrial Land Absorption

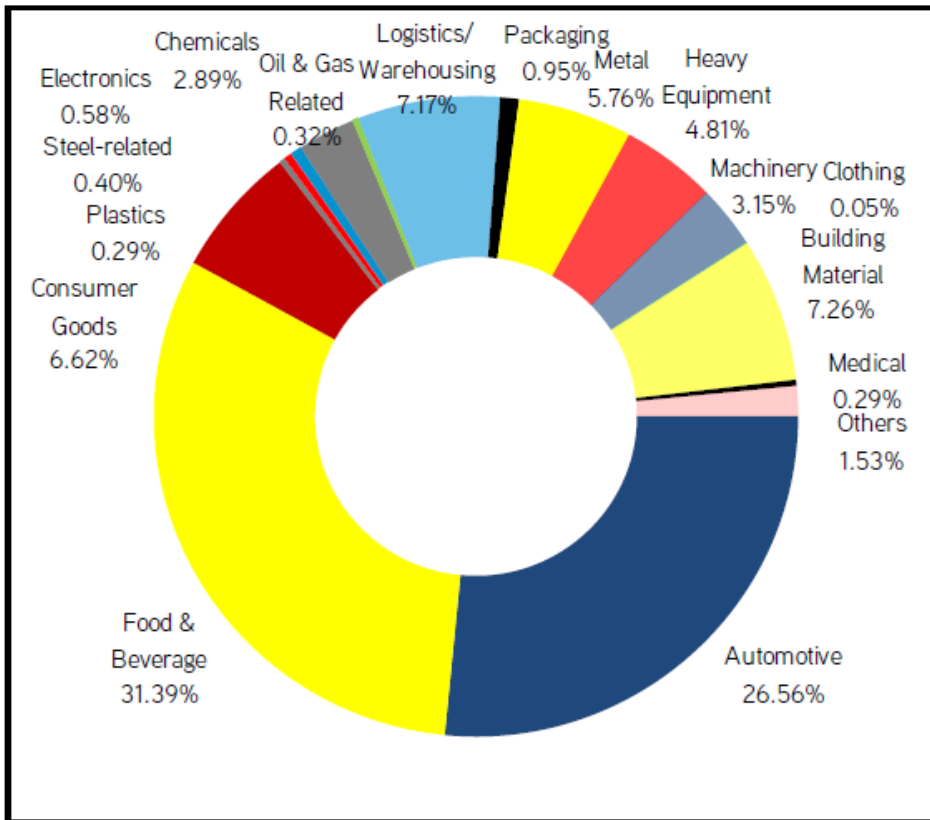


Land Absorption During 2015

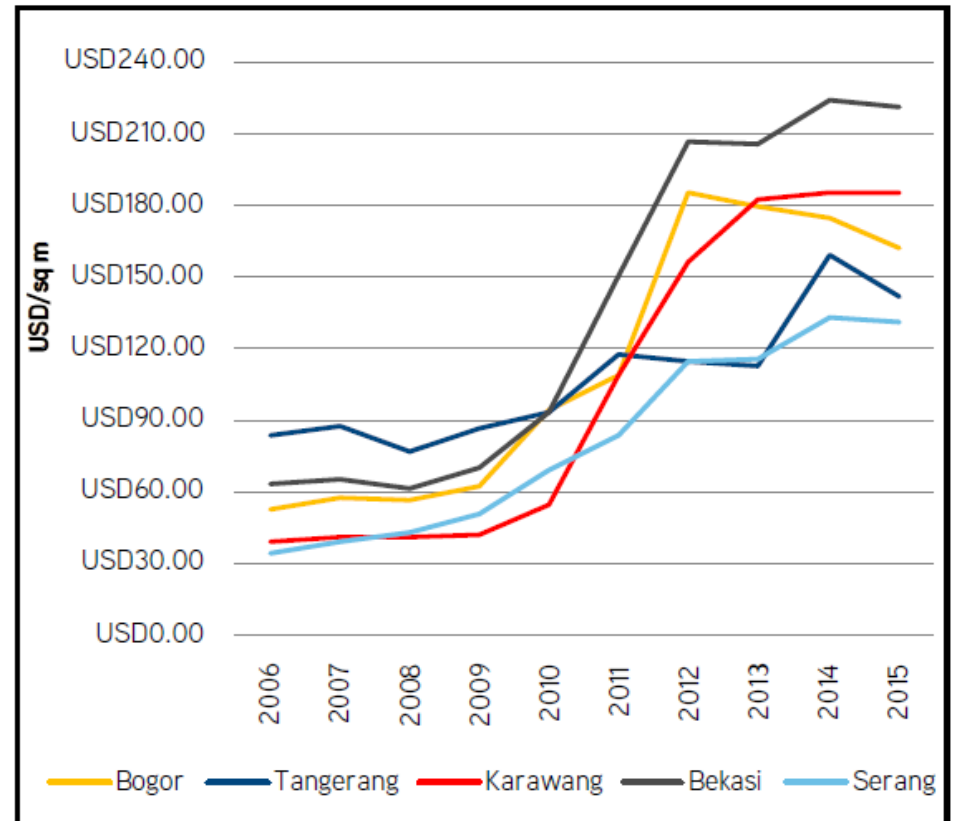




Type of Active Industries During 2015



Greater Jakarta Industrial Land Prices



Source: Colliers 4Q2015 Research



Economic
Policy
Packages

1

- Simplify land permit acquiring
- Land provisioning

2

Implement 3 hours industrial investment licensing from previously 8 days to obtain principal license, corporate registration, and tax number

3

- Adjust industrial gas price according to industry's purchasing power starting 1 Jan 2016
- Provide 30% electricity tariff discount for midnight usage (23:00 - 08:00) while allowing corporates to pay in installment
- Shorten the required time to process land rights for investment purposes

5

Provide progressive income tax discount for asset revaluation subject to request period to from 10% to 3% up to Dec15, to 4% in Jan16 - Jun16, and to 6% in Jul16 - Dec16 to raise capital and financing capacity

7

Accelerate land certification process

10

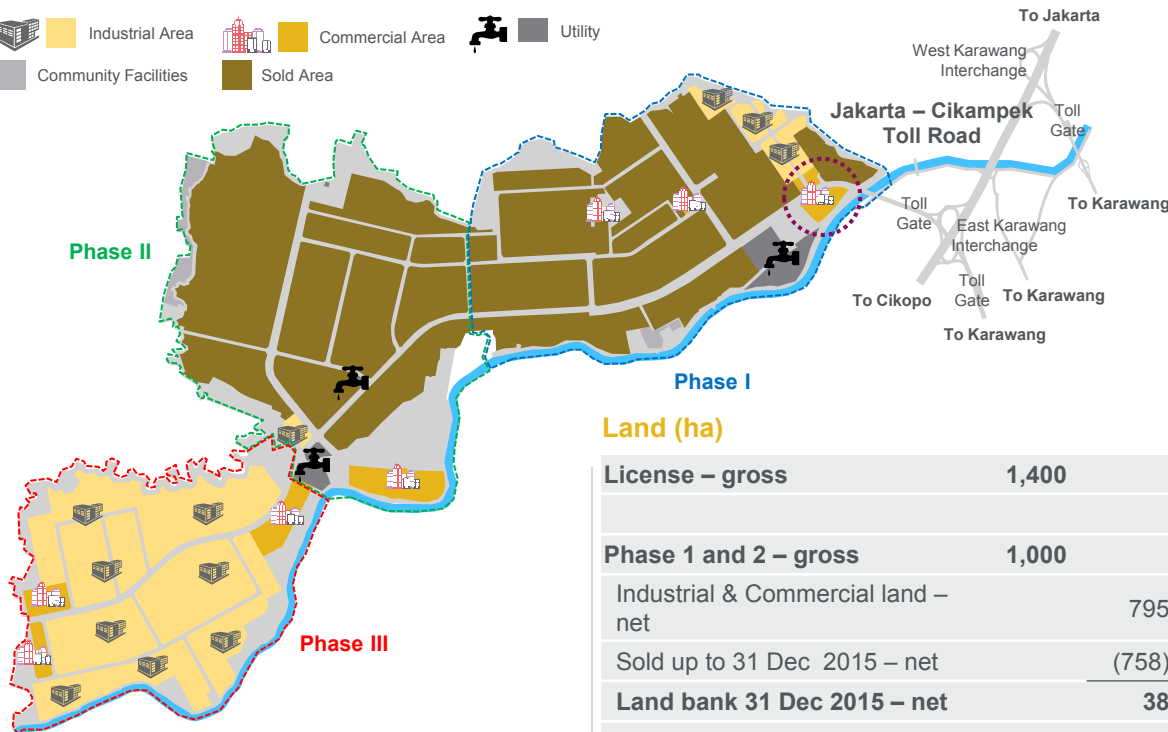
Attracting Foreign Direct Investment. Allows greater foreign ownership in 64 business fields and opens another 20 that were previously only allowed for domestic players. The revision also expands the partnership between investors (domestic & foreign) and local micro, small, and medium enterprises (MSME) from 48 fields to 110



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High Quality Projects in Suryacipta City of Industry

- Industrial Area
- Commercial Area
- Utility
- Community Facilities
- Sold Area



Land (ha)

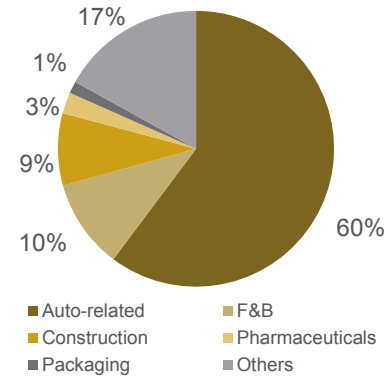
License – gross	1,400
Phase 1 and 2 – gross	1,000
Industrial & Commercial land – net	795
Sold up to 31 Dec 2015 – net	(758)
Land bank 31 Dec 2015 – net	38
Phase 3 – gross	400
Industrial & Commercial land – net	287
Sold up to 31 Dec 2015 – net	(113)
Land bank 31 Dec 2015 – net	175
Total Land bank 31 Dec 2015 – net	212

Excellent Connectivity to Supporting Infrastructure

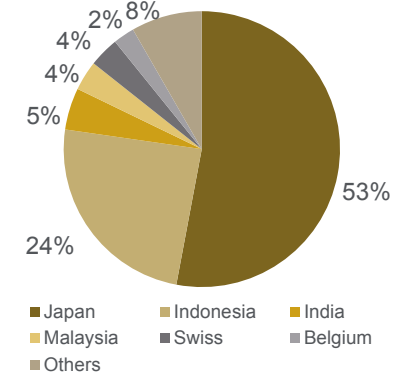
- 55 km from Jakarta
- 80 km from Soekarno-Hatta International airport
- 65 km from Tanjung Priok seaport
- 90 km from Bandung (capital of West Java)

Well-Diversified Current Tenant Mix

Tenant Landbank by Sector



Tenant Landbank by Country



Foreign-owned Tenants



better together



TVS MOTOR COMPANY

Local-owned Tenants



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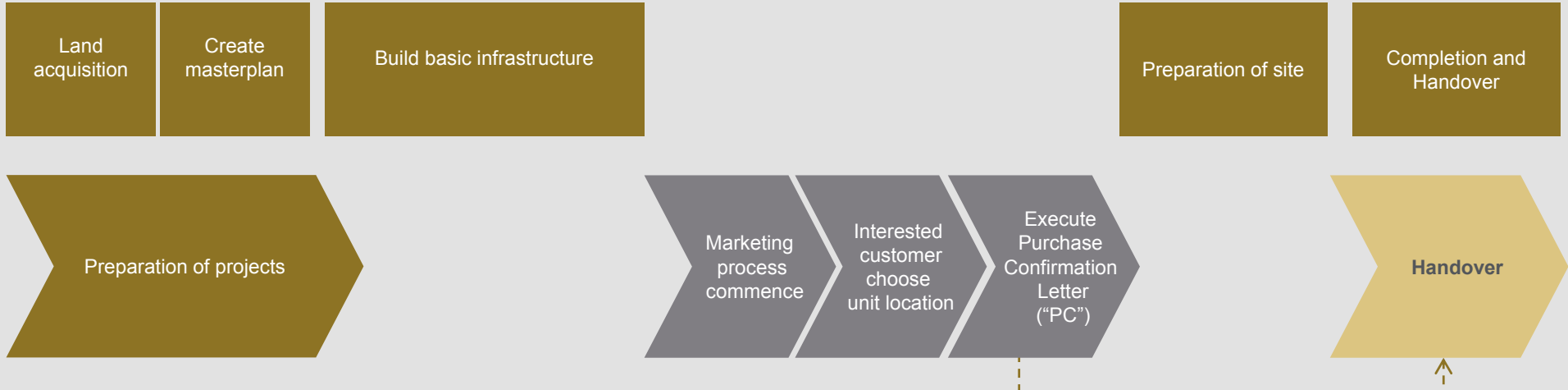


Master Plan

Basic Infrastructure & Marketing Sales

Sites Preparation & Finishing

Business Model
(Industrial/Property)



Minimum 20% down-payment (non-refundable)	Payment according to payment method and schedule as per agreed	Full payment of outstanding amounts
Marketing sales recognized (Sales advance recorded)		Accounting sales revenue recognized

Note: Process chart not drawn to scale.

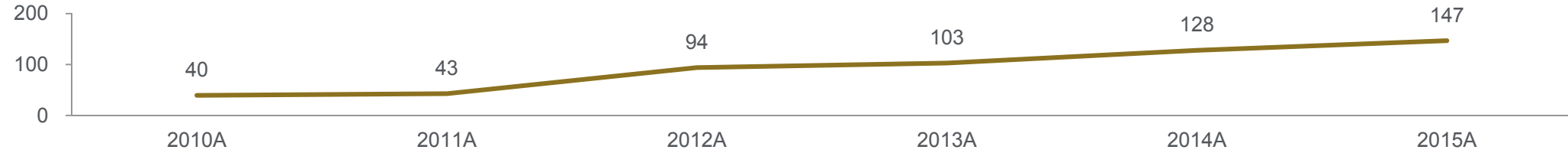


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Property Business Segment

Suryacipta City of Industry ASP

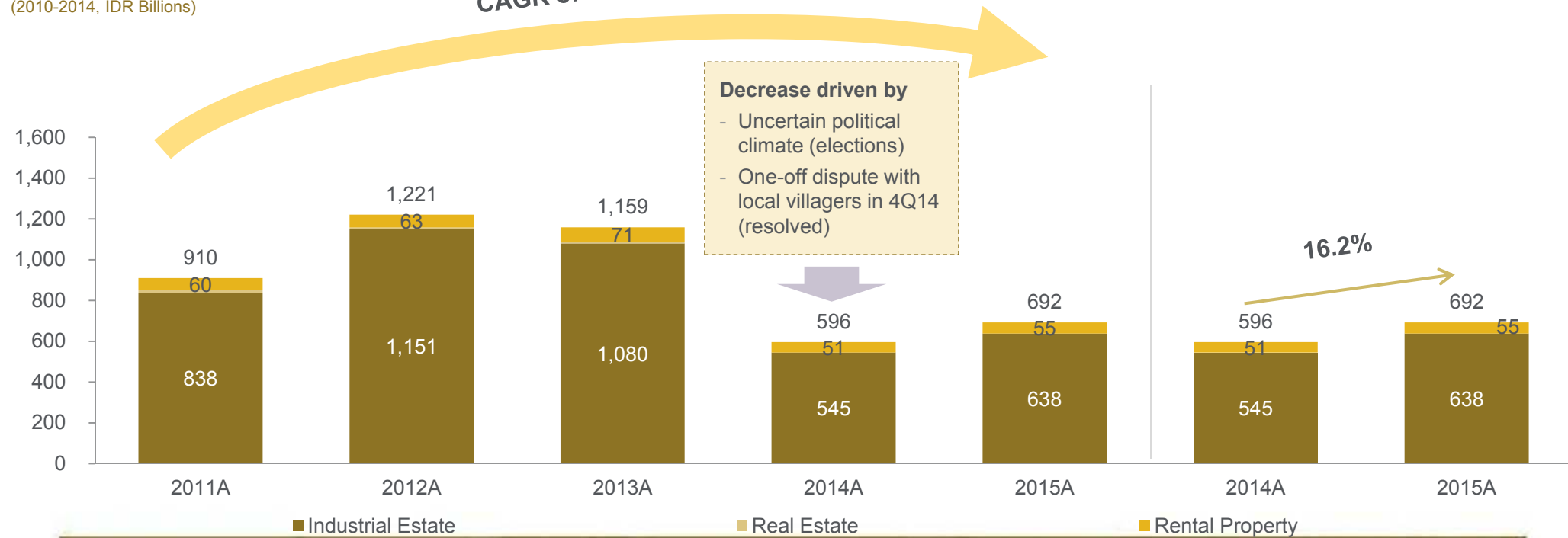
(US\$ / sqm)



Property Business Segment Revenue

(2010-2014, IDR Billions)

CAGR of -6.6%



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Government support for industrialization leads to higher FDI inflow and expansion of domestic manufacturers as they have fully utilized their capacity, spurs demand for land in industrial estate

Marketing Sales	2010	2011	2012	2013	2014	2015
Land sold (ha)	49.2	316.3	98.5	42.0	22.8	10.2 ⁽¹⁾
Average Price (US\$/m ²)	42.4	57.7	115.5	129.7	134.8	160.1

Land Sales Booked	2010	2011	2012	2013	2014	2015
Land sold (ha)	36.4	208.5	123.0	87.2	27.9	16.5 ⁽¹⁾
Average Price (US\$/m ²)	39.5	42.7	93.9	103.0	127.8	147.0

Note: in 2011, average price excluding Astra (121 ha) was US\$ 58.0/m²

Revenue (in bio Rp)	2010	2011	2012	2013	2014	2015
Land	130	798	1,089	991	420	493
Non Land	29	40	63	89	125	145

Note : ⁽¹⁾ 2015 land sales does not include land sales to PT SLP Surya TICON Internusa ("SLP") of 17.23ha with asp of US\$150/sqm



- Rental properties, Graha Surya Internusa office building (GSI) and Glodok Plaza (GP)

Occupancy Rate	2010	2011	2012	2013	2014	2015
GSI	89%	90%	92%	62%	0%	0%
GP	72%	81%	84%	88%	90%	91%
Revenue (in bio Rp)	2010	2011	2012	2013	2014	2015
GSI	30	31	31	23	-	-
GP	25	29	32	41	51	55



<i>(in billion Rp)</i>	2011	2012	2013	2014	2015
Revenue	909	1,222	1,159	596	692
<i>Revenue Growth</i>	<i>287%</i>	<i>34%</i>	<i>-5%</i>	<i>-49%</i>	<i>16%</i>
Gross Profit	358	796	694	332	430
<i>Gross Margin</i>	<i>39%</i>	<i>65%</i>	<i>60%</i>	<i>56%</i>	<i>62%</i>
EBITDA	328	738	647	290	379
<i>EBITDA Margin</i>	<i>36%</i>	<i>60%</i>	<i>56%</i>	<i>49%</i>	<i>55%</i>
Operating Profit	312	722	628	272	357
<i>Operating Profit Margin</i>	<i>34%</i>	<i>59%</i>	<i>54%</i>	<i>46%</i>	<i>52%</i>
Net Profit	235	646	630	245	370
<i>Net Profit Margin</i>	<i>26%</i>	<i>53%</i>	<i>54%</i>	<i>41%</i>	<i>54%</i>



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Photos of Suryacipta City of Industry



Suryacipta City of Industry Entrance



Commercial Area Development



Toll Exit Leading to Suryacipta City of Industry

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CONSTRUCTION

- PT Nusa Raya Cipta Tbk (“NRC”)

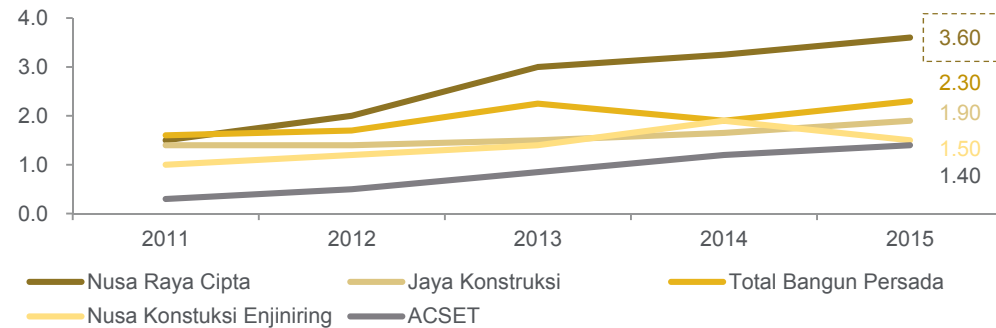


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Construction Business

Largest Market Share ...

(2011-2015, Revenue, IDR Trillions)

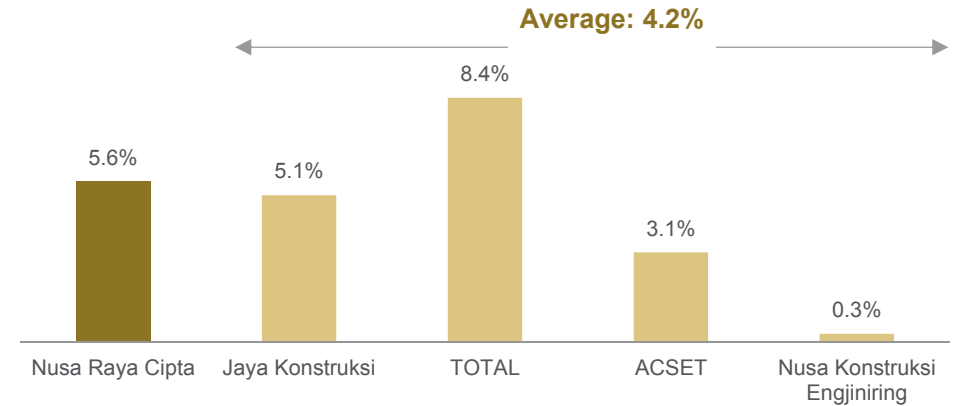


Source: IDX

Note: Jaya Konstruksi revenue only from construction sector

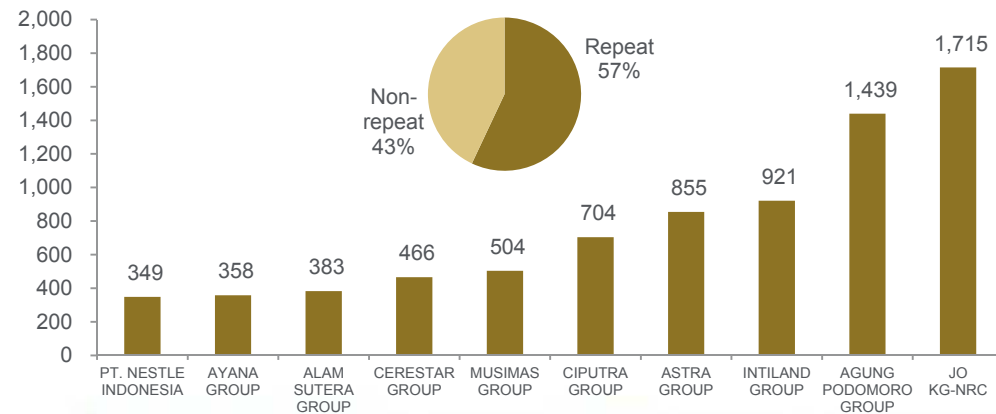
...and Profitability Amongst Private Companies

Profit Margin (%) – FY15



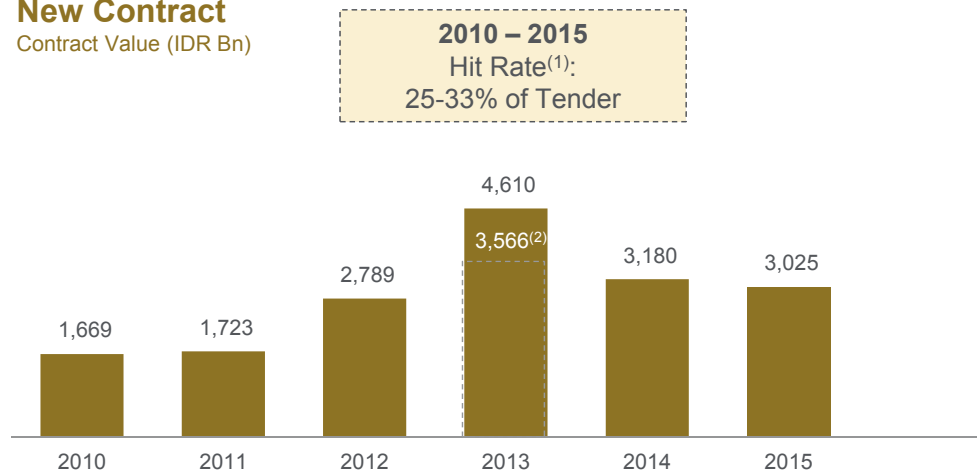
Strong and Loyal Customer Profile

(2010-15) Contract Value (IDR Bn), All customers



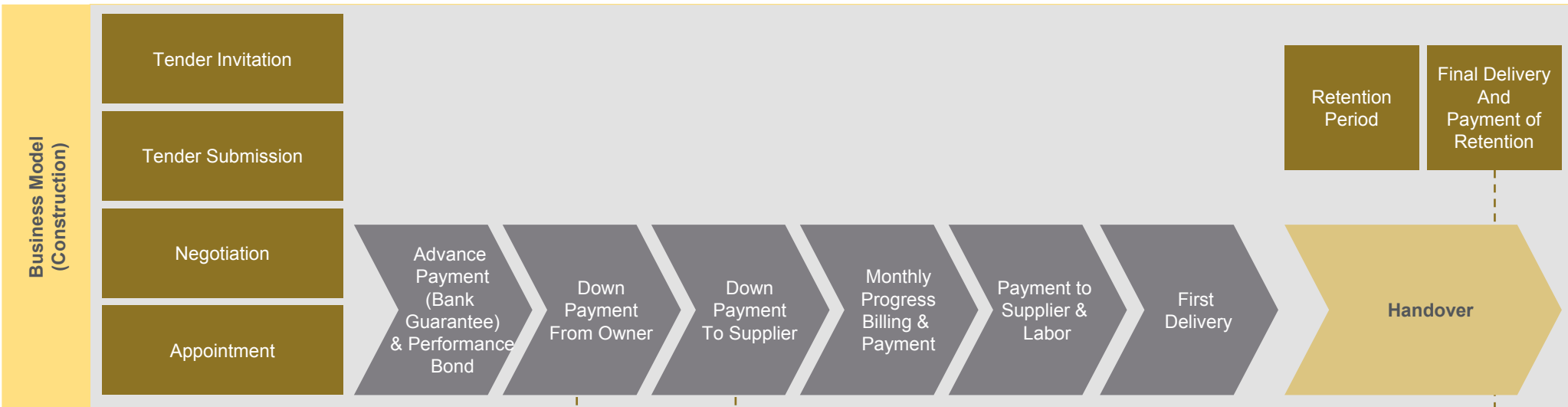
New Contract

Contract Value (IDR Bn)



Note: ⁽¹⁾ Refers to total wins as a percentage of tenders submitted for projects. ⁽²⁾ Excluding toll road contract of IDR 1,044mm

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Minimum 10 – 20%⁽¹⁾ down-payment (non-refundable)

6% - 12%⁽²⁾ to lock in material prices sensitive to US Dollar

5% of value of project

Note: ⁽¹⁾ Refers to a percentage of project value. Quantum of down-payment depends on size of project, where 10% and 20% are for large and small projects respectively.
⁽²⁾ Refers to a percentage of project value.

Revenue recognition by % of completion

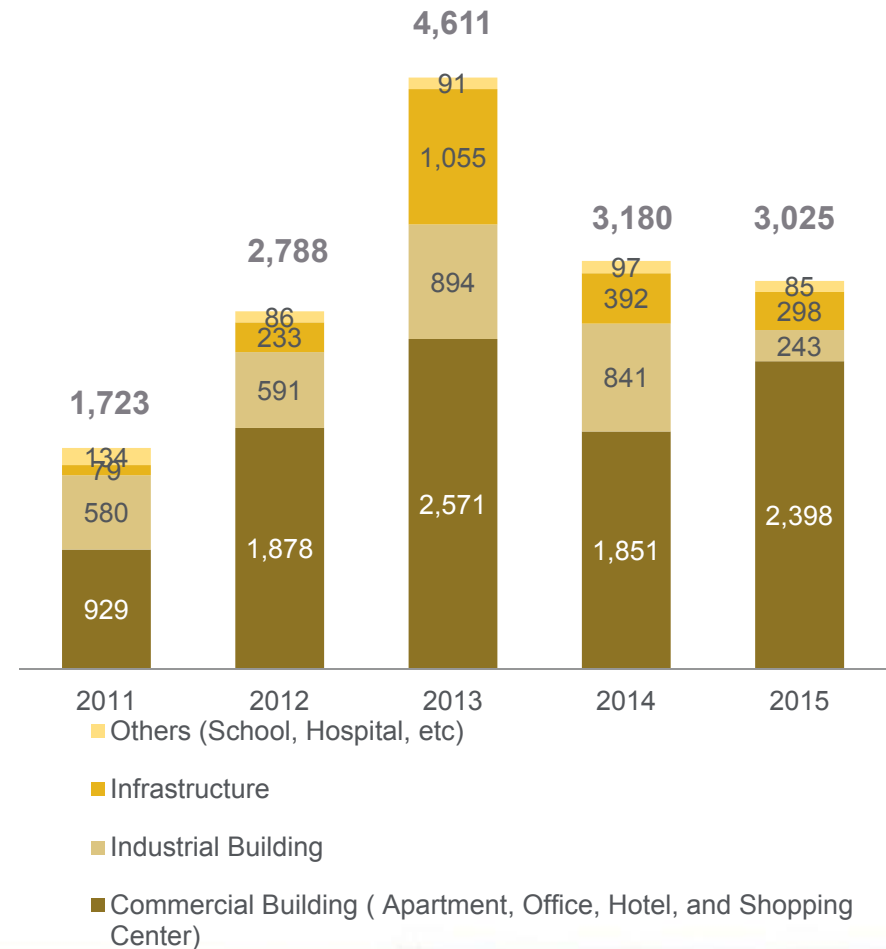


(in billion Rp)	2011	2012	2013	2014	2015
Contracts on hand - beginning	1,390	1,532	2,297	3,901	3,770
Contracts obtained	1,723	2,789	4,610	3,180	3,025
Less: Revenue progress - before elimination	(1,581)	(2,024)	(3,006)	(3,311)	(3,601)
Contracts on hand - ending	1,532	2,297	3,901	3,770	3,194

Major projects obtained in 2015, including:

- Praxis Hotel & Apartemen Surabaya,
- Apartemen Regatta Phase 2 Jakarta,
- Hotel Pullman Ciawi Jakarta
- Q Big BSD City Jakarta
- Springhill Royale Suite Kemayoran
- Radison Hotel Uluwatu
- Gunadarma University

New Contract Classification (In Billion Rp)





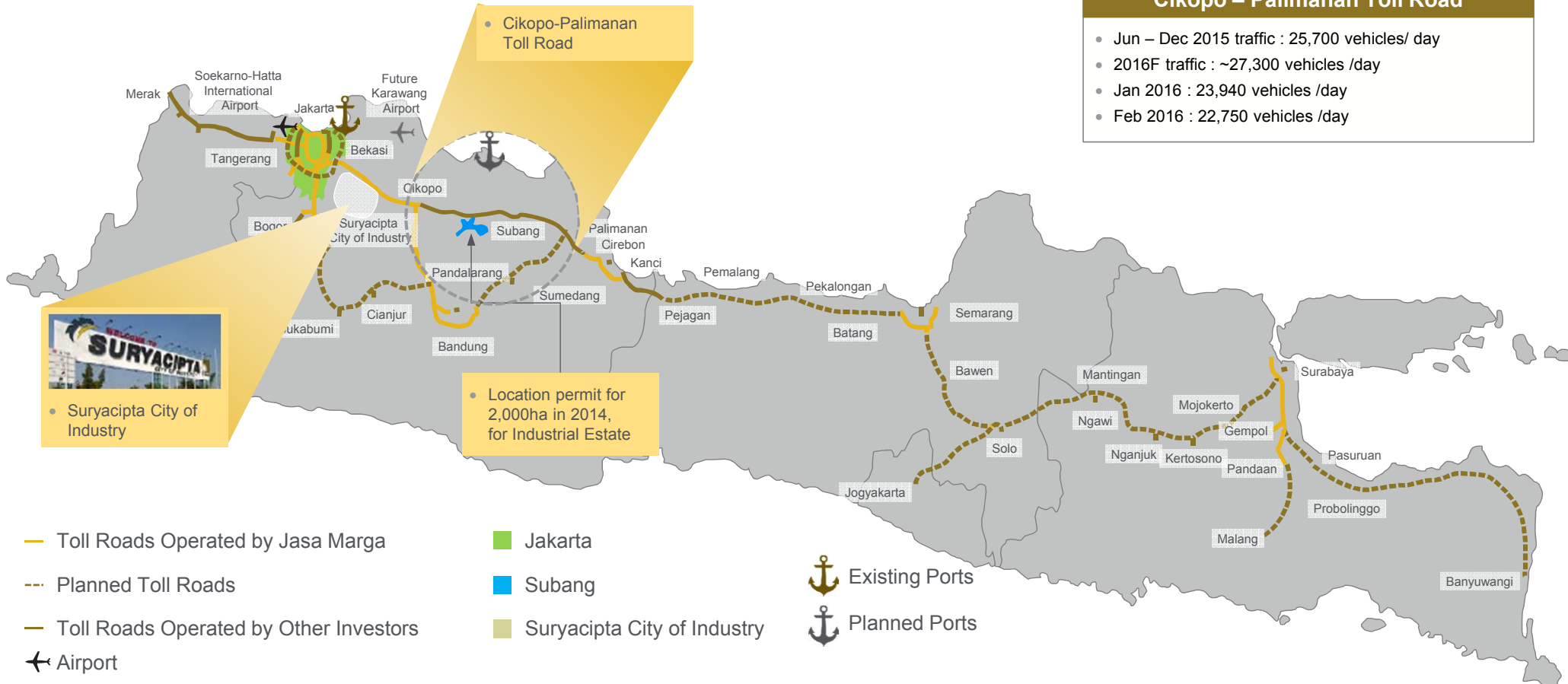
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Completed Toll Road

Trans Java Toll Road Network⁽¹⁾

Cikopo – Palimanan Toll Road

- Jun – Dec 2015 traffic : 25,700 vehicles/ day
- 2016F traffic : ~27,300 vehicles /day
- Jan 2016 : 23,940 vehicles /day
- Feb 2016 : 22,750 vehicles /day



✓ Potential direct toll road access to Subang Industrial Estate

✓ Realizing synergies with existing projects of the company

✓ Increased connectivity between West part of Java Island (Banten, West Java and Jakarta) connected with toll roads

Note: ⁽¹⁾ Map not drawn to scale.



<i>(in Rp billions)</i>	2011	2012	2013	2014	2015
Revenue	1,520	1,870	2,843	3,243	3,517
<i>Revenue Growth</i>	55%	23%	52%	14%	8%
Gross Profit	133	178	236	302	321
<i>Gross Margin</i>	9%	10%	8%	9%	9%
EBITDA	99	144	240	386	344
<i>EBITDA Margin</i>	6%	8%	8%	12%	10%
Operating Profit	87	130	222	358	311
<i>Operating Profit Margin</i>	6%	7%	8%	11%	9%
Net Profit	40	80	176	285	212
<i>Net Profit Margin</i>	3%	4%	6%	9%	6%
ROE	26%	34%	24%	28%	19%



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Excellent Work Quality Across Sectors

Lombok Epicentrum Mall (*Mataram*)



Soho @ Podomoro City (*Jakarta*)



Regatta (*Jakarta*)



PIK Mall (*Jakarta*)



Ciputra World 2 (*Jakarta*)



Paddington Heights (*Tangerang*)



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Cikopo - Palimanan Toll Road



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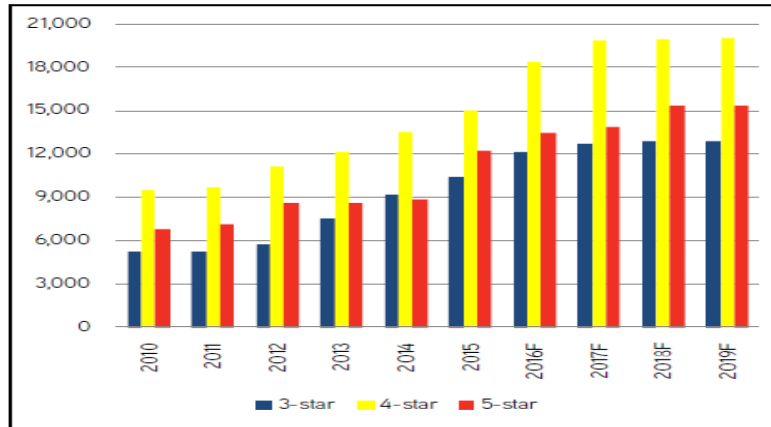
Hospitality

- PT Suryalaya Anindita International (“SAI”)
- PT Ungasan Semesta Resort (“USR”)
- PT Surya Internusa Hotels (“SIH”)

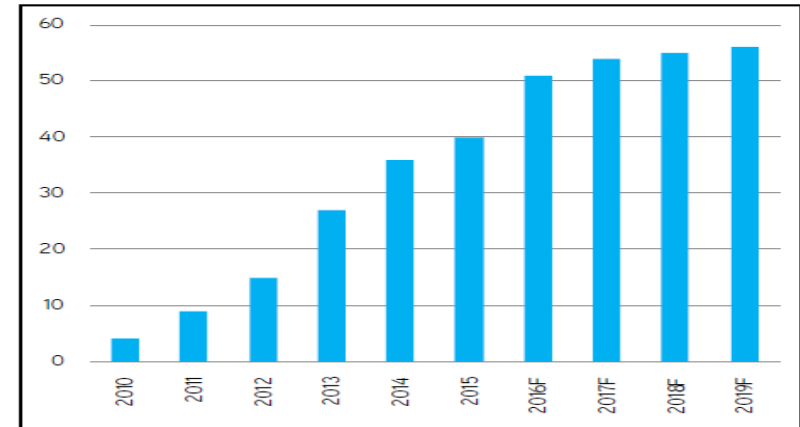


Jakarta Hotel Market Fundamentals

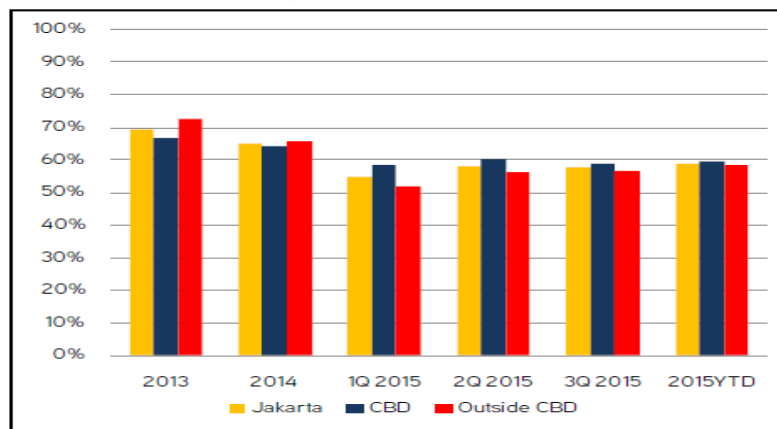
Cumulative Supply of Star-Rated Hotel Rooms in Jakarta



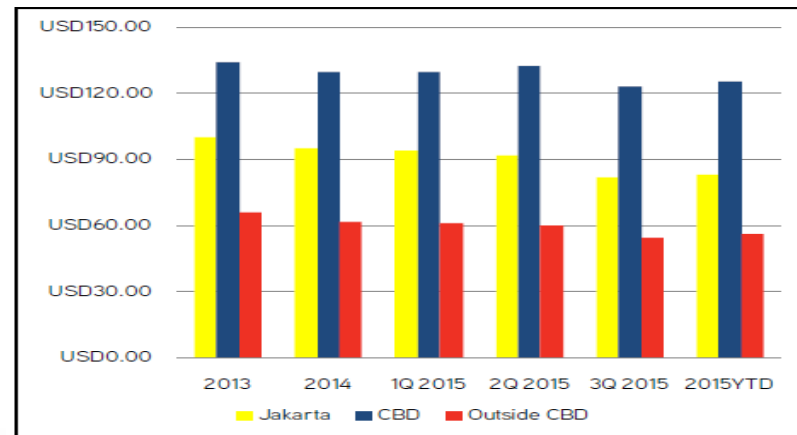
Cumulative Supply of Economy Class Hotel in Jakarta



Average Occupancy Rate



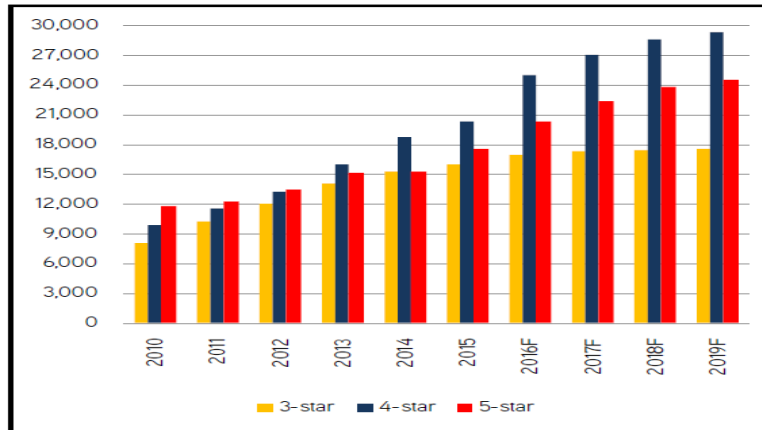
Average Daily Rate



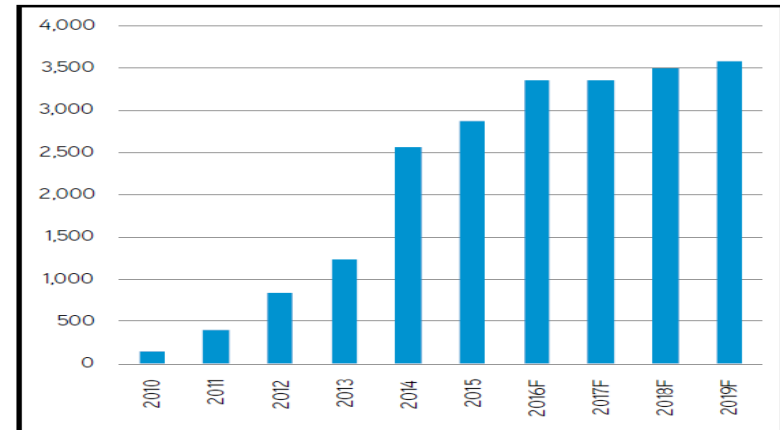


Bali Hotel Market Fundamentals

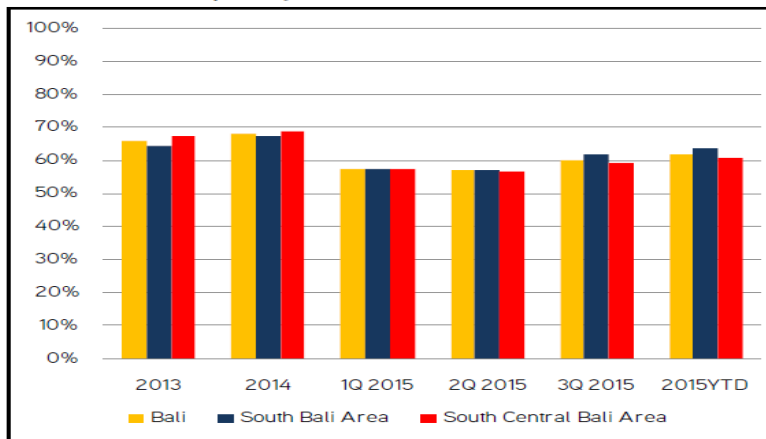
Cumulative Supply of Star-Rated Hotel Rooms in Jakarta



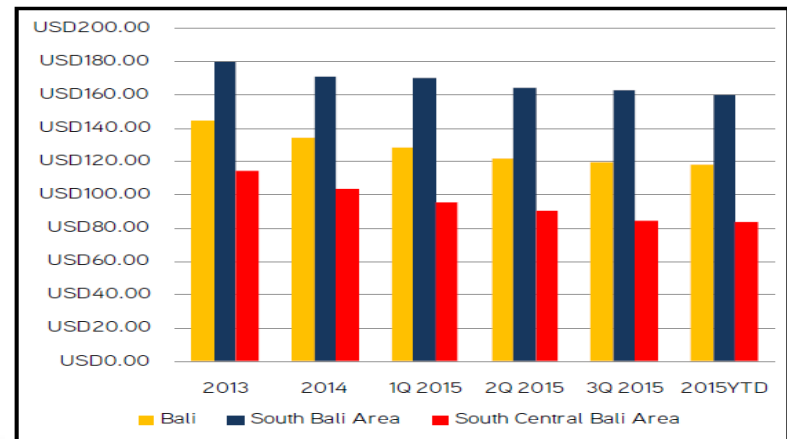
Cumulative Supply of Economy Class Hotel in Jakarta



Average Occupancy Rate



Average Daily Rate





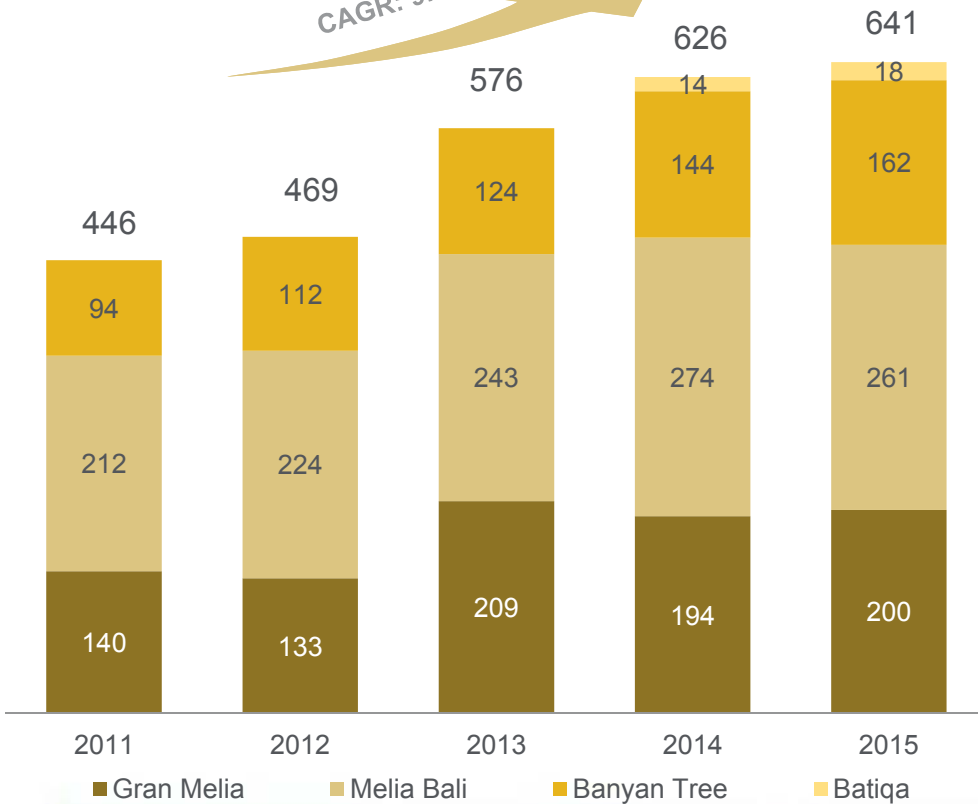
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Revenue

(2010-2014, IDR Billion)

Plan to open seven Batiqa Hotels by 2017⁽¹⁾

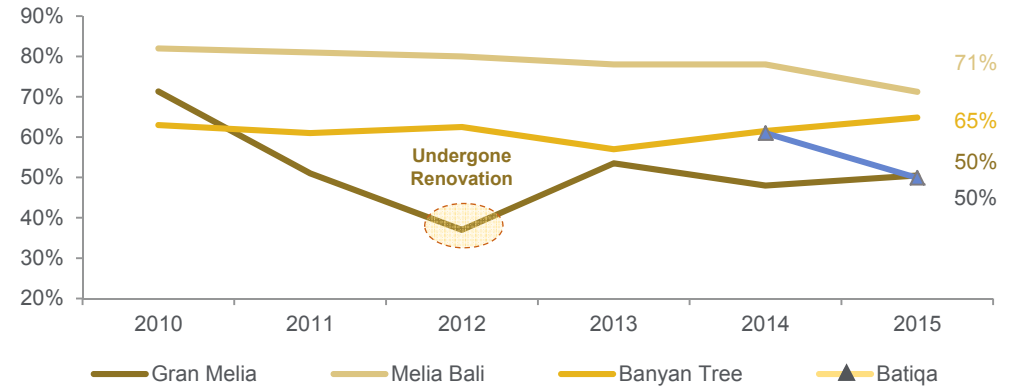
CAGR: 9.3%



Hospitality Business

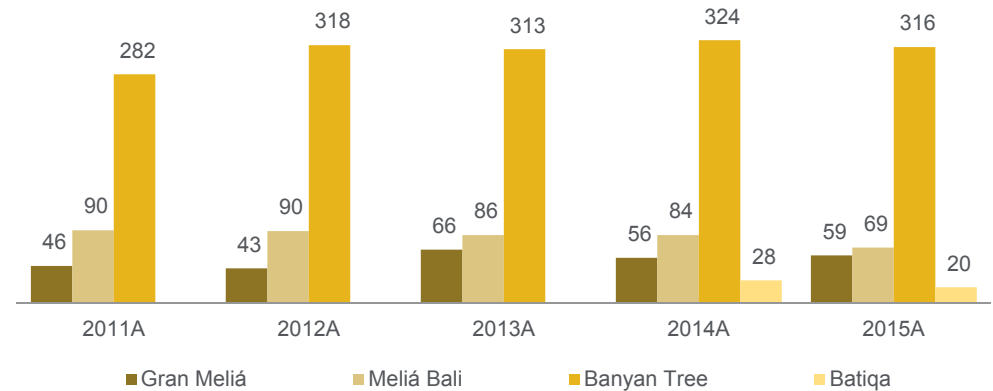
Occupancy Rate

(2010-2014)



Room RevPar

(2010-2014, US\$)



Note: ⁽¹⁾ Locations to include Karawang, Cirebon, Jababeka, Palembang, Pekanbaru, Lampung and Casablanca.

⁽²⁾ Average of full year USDIDR exchange rate used to convert BATIQA room RevPar.

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ARR (\$)	2010	2011	2012	2013	2014	2015
GMJ	78	90	115	122	117	117
MBH	93	111	111	108	107	96
BTUR	394	459	507	547	527	487
BKR (Rp)	N/A	N/A	N/A	N/A	547,355	527,990

Room RevPAR (\$)	2010	2011	2012	2013	2014	2015
GMJ	56	46	43	66	56	59
MBH	76	90	89	84	84	69
BTUR	246	282	318	313	324	316
BKR (Rp)	N/A	N/A	N/A	N/A	333,474	263,451

Total RevPAR (\$)	2010	2011	2012	2013	2014	2015
GMJ	122	109	94	133	110	103
MBH	114	134	131	126	128	107
BTUR	371	412	462	459	467	466
BKR (Rp)	N/A	N/A	N/A	N/A	403,625	356,697

Note: GMJ : Gran Melia Jakarta; MBH : Melia Bali Hotel; BTUR : Banyan Tree Ungasan Resort;
BKR : BATIQA Hotel & Apartments Karawang



<i>(in billion Rp)</i>	2010	2011	2012	2013	2014	2015
Revenue	413	449	473	580	626	655
<i>Revenue Growth</i>	19%	9%	5%	23%	8%	5%
Gross Profit	274	291	321	390	421	430
<i>Gross Margin</i>	66%	65%	68%	67%	67%	66%
EBITDA	100	109	132	179	170	145
<i>EBITDA Margin</i>	24%	24%	28%	31%	27%	22%
Operating Profit	70	74	94	130	118	81
<i>Operating Profit Margin</i>	17%	16%	20%	22%	19%	12%
Net Profit	33	17	33	54	37	(5)
<i>Net Profit Margin</i>	8%	4%	7%	9%	6%	-1%



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Photos of Gran Melia Jakarta



Café Gran Via



Café Gran Via



Guest Room



Lobby

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Photos of Melia Bali Hotel



Aerial View, MBH Nusa Dua



Villa Main Pool



Family Suite Room

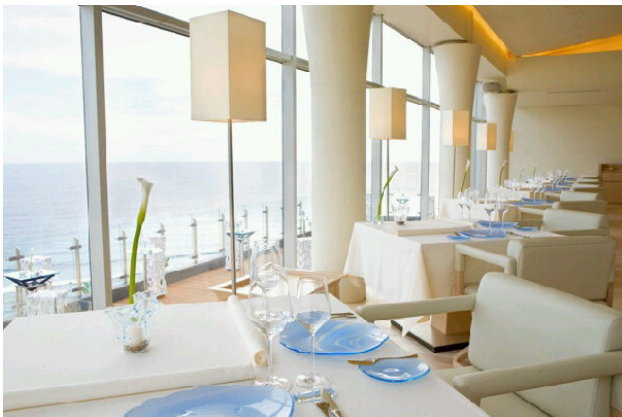


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Photos of Banyan Tree Ungasan Resort



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Photos of BATIQA Hotels



Exterior view of BATIQA Hotel Cirebon



FRESQA Bistro



Suite Room



Lobby



Meeting Room

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Reputation Resulting in Well Regarded Partners



Industrial Partner



Industrial Partner



Industrial Partner



Hotel Partner



Hotel Partner



Trans-Java Toll Road network



Trans-Java Toll Road network

Country	Japan	Japan	Thailand	Spain	Singapore	Indonesia	Malaysia
Business Description / Strengths	<ul style="list-style-type: none"> One of Japan's major trading and investment company with presence in 136 locations in 67 countries Operates through Metal Products Transportation and Construction Systems; Infrastructure; Media, Resources, Energy, Chemical, and Electronics business segments 	<ul style="list-style-type: none"> One of the most diversified and comprehensive trading investment and service enterprises globally General trading business operating through Iron & Steel, Mineral & Metal, Infrastructure, Integrated Transportation, Chemicals, Energy 	<ul style="list-style-type: none"> Develops and provides international standard ready-built factories for lease in Thailand Named Thailand's Second Best Real Estate Developer Award 2014 (Euromoney) 	<ul style="list-style-type: none"> One of Spain's leading hotel company and one of the largest hotel companies in the world Managed brands include: Club Meliá, Meliá Hotels & Resorts and Sol Hotels & Resorts 	<ul style="list-style-type: none"> Manager and developer of premium resorts, hotels and spas in the Asia Pacific Award-winning managed brands: Banyan Tree and Angsana Operates leading integrated resort in Thailand—Laguna Phuket 	<ul style="list-style-type: none"> Leading private equity fund focusing in growth capital and special situation investments in Indonesia Business interests span natural resources, energy, infrastructure, telecommunication, and consumer goods 	<ul style="list-style-type: none"> Engineering-based infrastructure and services group Established track record and operations in expressways, townships & property development, engineering & construction, and assets & facility management
Partnership Arrangements	<ul style="list-style-type: none"> Marketing agent Responsible for introducing Japanese clients / tenants for Suryacipta City of Industry 	<ul style="list-style-type: none"> Joint venture partners Jointly acquiring 22ha land in Technopark (50% SSIA / 25% TICON% / 25% Mitsui) 146,000 sqm rentable buildings in Technopark <ul style="list-style-type: none"> Phase 1: 35,000 sqm completed Phase 2: 28,000 & 24,000 sqm completed by 2016 Phase 3: 60,000 sqm completed by 2017 		<ul style="list-style-type: none"> Management agreement, trademark license and international marketing and promotional services agreements effective till 2020 	<ul style="list-style-type: none"> Management agreement to provide operational services, personnel, commercial, purchasing and quality control services Villas commercialized under "Banyan Tree" brand 	<ul style="list-style-type: none"> Joint venture partners Jointly developed Cikopo-Palimanan toll road (20.5% SSIA(2) / 6.5% NRC(3) / 55% UEM / 18% Saratoga), which was completed and inaugurated on June 13, 2015, and it is currently operational 	

Exchange of sector and development expertise

Expand network and strengthen competitiveness

Reduce capital outlay requirements for new developments

Increase branding strength and international credibility



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Thank You



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