



suryainternusa

Press Release

SSIA POSTED Rp4,868 BILLION of REVENUE and Rp303 BILLION OF NET INCOME FOR THE FULL YEAR OF 2015

PT Surya Semesta Internusa Tbk (SSIA) FY15 Financial Highlights

Consolidated Financial Statements			
Full Year 2015			
(in billion Rp)			
	FY15	FY14	YoY
Revenues	4,867.9	4,464.4	9.0%
Property	692.3	595.5	16.3%
Construction	3,517.3	3,242.5	8.5%
Hospitality	655.0	626.3	4.6%
Gross Profit	1,178.9	1,054.2	11.8%
EBITDA	767.5	794.3	-3.4%
Net Income	302.5	417.0	-27.4%
Comprehensive Income	291.2	408.5	-28.7%
Gross Profit Margin	24.2%	23.6%	0.6%
Net Income Margin	6.2%	9.3%	-3.1%
	FY15	9M15	QoQ
Cash and cash equivalents	923.6	1,097.7	-15.9%
Total Assets	6,463.9	6,772.6	-4.6%
Total Liabilities	3,125.9	3,261.1	-4.1%
Non Controlling Interest	429.6	424.2	1.3%
Total Equity	2,908.4	3,087.2	-5.8%

Business Segment Analysis

FY15 in billion Rp	Business Segments			Total
	Property	Construction	Hospitality	
Revenues	692.3	3,517.3	655.0	4,867.9
<i>Segment percentage</i>	<i>14%</i>	<i>72%</i>	<i>13%</i>	<i>100%</i>
Gross Profit	429.7	321.2	429.7	1,178.9
<i>Segment percentage</i>	<i>36%</i>	<i>27%</i>	<i>36%</i>	<i>100%</i>
EBITDA	379.2	344.5	145.1	767.5
<i>Segment percentage</i>	<i>49%</i>	<i>45%</i>	<i>19%</i>	<i>100%</i>
Gross Profit Margin	62.1%	9.1%	65.6%	24.2%
EBITDA Margin	54.8%	9.8%	22.2%	15.8%

**Includes income from JO Rp112.3 billion*

FY14 in billion Rp	Business Segments			Total
	Property	Construction	Hospitality	
Revenues	595.5	3,242.5	626.3	4,464.4
<i>Segment percentage</i>	<i>13%</i>	<i>73%</i>	<i>14%</i>	<i>100%</i>
Gross Profit	331.7	301.8	420.7	1,054.2
<i>Segment percentage</i>	<i>31%</i>	<i>29%</i>	<i>40%</i>	<i>100%</i>
EBITDA	289.7	386.4	169.8	794.3
<i>Segment percentage</i>	<i>36%</i>	<i>49%</i>	<i>21%</i>	<i>100%</i>
Gross Profit Margin	55.7%	9.3%	67.2%	23.6%
EBITDA Margin	48.6%	11.9%	27.1%	17.8%

**Includes income from JO Rp176.3 billion*

We are pleased to announce SSIA FY15 numbers, which have implemented 2015 PSAK (Indonesia Financial Accounting and Reporting Standard Principles).

- SSIA for the full year of 2015 posted a consolidated revenue of Rp4,867.9 billion, slightly below its full year target of Rp5.0 trillion. The revenue increased by about 9.0% from Rp4,464.4 billion in FY14. This increase was mainly due to higher revenue contribution from SSIA's property and construction business unit by about 16.3% and 8.5% respectively compared to FY14.
- SSIA's managed to maintain its gross margin at about 24.2% in FY15, while the FY15 EBITDA is slightly below FY14 EBITDA margin by about 2.0% due to lower EBITDA margins from construction and hospitality segments.

- SSIA's consolidated net income in FY15 reached Rp302.5 billion, a 27.4% lower compared to Rp417.0 billion booked in FY14, or 69.5% of its full year net profit target of Rp435 billion. The decline was due to lower SSIA's construction and hospitality net income compared to FY14. In addition, there was a Rp55.2 billion loss from Equity in Net Earning of Associates (PT Lintas Marga Sedaya - Cipali toll road operator) and an increase in professional fees by about 296.5% to Rp54.4 billion mainly from the Corporate bond processing fees.

Property

- The last quarter of 2015 saw a low marketing sales for the industrial market after having a dismal year. During 2015, the industrial market, in general, weakened and only looked almost as good as 2014's full year performance. Total land sales of Greater Jakarta area for the FY15 was 347.5 hectares or about 79% lower than the total sales in 2014. Meanwhile, similar to 2014, in 2015, the food industry still dominated most of the transactions, surpassing the amount of land being absorbed by the automotive industry. *(source : Colliers 4Q15)*
- SSIA's property unit, which mainly consists of industrial estate sales, maintenance fees, commercial and warehouse lease, has booked a revenue of Rp637.8 billion in FY15 or a 17.1% YoY increase from Rp544.7 billion in FY14.
- The industrial estate unit posted an accounting sales of 16.5 hectares of industrial land in FY15 with an average selling price of US\$147.0 per m² or a total of Rp320.5 billion compared to the industrial land sales in FY14 which stood at Rp419.8 billion. While the average selling price in FY15 increased by 15.0% from US\$127.8 per m² in FY14. In 4Q15, there was a land sales reversal of 7.5 hectares with an average selling price of US\$149.5 per m² recorded in 1Q15, meanwhile the Company keeps the deposit until transaction resolution settled in the near future.
- In addition to the above land sales, the Company has recognized the land acquired by PT SLP Surya TICON Internusa ("SLP") in 3Q15. SLP through its subsidiary had acquired a 22 hectares land area including existing buildings from PT Suryacipta Swadaya, a wholly owned subsidiary of SSIA, which located at Suryacipta Technopark ("Technopark"). SSIA currently owns 50% of the joint venture "SLP", while Mitsui and TICON each owns 25%. The FY15 total land sales revenue which includes land sales to SLP stood at Rp492.7 billion.
- Notes on the land bank progress in Subang, West Java, as of 31 March 2016, SSIA has managed to free up and acquired about 399 hectares.

Construction

- The high-rise building market (i.e. office towers, apartments) in Jakarta area has been undergoing a challenging situation throughout 2015, largely driven by weakening economic conditions. Indonesia's GDP growth slowed from 5.0% at the end of 2014 to 4.7%, 4.7%, 4.7%, 5.0% in 1Q, 2Q, 3Q and 4Q 2015, respectively. Although the Central Bank relaxed its LTV (loan to value) regulation by raising the mortgage loan rate from 70 to 80%, the presale activities continued to languish given the weak economy. Volatility in the foreign exchange rate also caused investment appetites for apartments to dissipate. As a result, the average take-up rate for strata-title apartments in Jakarta declined modestly by 0.27% QoQ and 1.58% YoY. *(source : Colliers 4Q15)*
- PT Nusa Raya Cipta Tbk (NRCA), SSIA's construction unit, for the full year of 2015 recorded a revenue of Rp3,600.6 billion (includes projects within SSIA group), in line

with its full year target of Rp3.6 trillion. Its revenue compared to the same period in 2014 increased by 8.7% from Rp3,311.9 billion. It also managed to book Rp198.3 billion of net profit from January – December 2015 or 86.2% of its full year target of Rp230 billion.

- NRCA for the full year of 2015 managed to book new contracts of Rp3,024.6 billion, 4.9% lower than new contracts in 2014 of Rp3,180.0 billion. The new contracts achievement represents 73.8% of total NRCA new contracts target for 2015 of Rp4.1 trillion (including projects from SSIA group).
- The Company's flagship infrastructure project, Cikopo - Palimanan (Cipali) toll road, completed construction works within 30 months with a total investment cost of Rp13.7 trillion. Starting its commercial operation since 26 June 2015. During 2015, Cipali managed to reach an average end to end sectional traffic volume of 25,700 vehicles per day. On 8 April 2016, Cipali offers toll road tariff discount up to 30% for Category II to V vehicles to boost logistic traffic.

Hospitality

- SSIA's hotel unit booked a revenue of Rp655.0 billion in FY15 compared to Rp626.3 billion in FY14. About 70.4% of total hospitality revenue generated by Gran Melia Jakarta (GMJ) and Melia Bali hotel (MBH). While the remaining was mainly contributed from Banyan Tree Ungasan Resort (BTUR) and BATIQA Hotel & Apartments Karawang (BKR).
- The Gran Melia Jakarta (GMJ) occupancy rate for FY15 was at 50.5% from 47.9% in FY14. While the ARR for the twelve months period of 2015 was around US\$116.6 from US\$117.5 in FY14. Meanwhile Melia Bali Hotel's (MBH) occupancy rate in FY15 fell to 71.3% from 78.5% in FY14. The ARR also fell to US\$96.2 in FY15 from US\$107.2 in FY14.
- The Banyan Tree Ungasan Resort (BTUR) occupancy rate in FY15 was at 64.9% from FY14's occupancy of 61.5%. The FY15's ARR was US\$486.7, lower than US\$526.9 in FY14.
- BATIQA Hotel & Apartments Karawang (BKR) recorded of 49.9% of occupancy rate and Rp527,990 of ARR for FY15. This year, 2016, SSIA will launch BATIQA Hotel Palembang in February 2016, and to add 2 more hotels, specifically in Pekanbaru and Lampung. The Company to launch BATIQA Hotel Casablanca Jakarta in 2017.
- From Travelio.com, in 4Q15 it managed to increase its monthly sales by about 92% quarter-on-quarter through over 1,200 bookings/month.

About PT Surya Semesta Internusa Tbk (SSIA)

SSIA, formerly known as PT Multi Investments Limited, was established on 15 June 1971, the company transformed into PT Surya Semesta Internusa ("SSIA") in 1995. SSIA's main businesses are industrial estate development, commercial property, construction services, and hospitality.

SSIA's diversified investment portfolio primarily includes Suryacipta City of Industry, Graha Surya Internusa (not in operation, to be redeveloped into SSI tower), Gran Melia Jakarta Hotel, Melia Bali Hotel, Banyan Tree Ungasan Resort Bali, and BATIQA Hotels.

For more than 40 years in the property business, SSIA has strengthened its brand recognition and placed it as one of the strongest developer companies in Indonesia. Completing its milestones as a leading company, SSIA recorded its shares at Indonesia Stock Exchange and became a listed company on 27 March 1997. For more information, visit www.suryainternusa.com.

###