



suryainternusa

Press Release

SSIA POSTED Rp1,317 BILLION of REVENUE and Rp204 BILLION OF NET INCOME FOR THE FIRST QUARTER 2015

PT Surya Semesta Internusa Tbk (SSIA) 1Q15 Financial Highlights

Financial Statement (Unaudited) (in billion Rp)			
	1Q15	1Q14	YoY
Revenues	1,317.4	918.1	43.5%
Property	296.5	79.1	274.7%
Construction	879.0	687.7	27.8%
Hospitality	141.9	151.3	-6.2%
Gross Profit	378.2	204.0	85.4%
EBITDA	300.0	150.9	98.8%
Net Income	204.3	12.4	1,545.8%
Comprehensive Income	204.8	11.8	1,636.0%
Gross Profit Margin	28.7%	22.2%	6.5%
Net Income Margin	15.5%	1.4%	14.1%
	1Q15	FY14	YoY
Cash and cash equivalent	1,183.4	1,172.7	0.9%
Total Assets	6,184.5	5,993.1	3.2%
Total Liabilities	2,803.3	2,954.2	-5.1%
Non Controlling Interest	451.3	390.2	15.7%
Total Equity	2,929.9	2,648.7	10.6%

Business Segment Analysis

1Q15 in billion Rp	Business Segments			Total
	Property	Construction	Hospitality	
Revenues	296.5	879.0	141.9	1,317.4
<i>Segment percentage</i>	<i>23%</i>	<i>67%</i>	<i>11%</i>	<i>100%</i>
Gross Profit	218.8	70.0	89.4	378.2
<i>Segment percentage</i>	<i>58%</i>	<i>18%</i>	<i>24%</i>	<i>100%</i>
EBITDA	209.8	76.6*	27.5	300.0
<i>Segment percentage</i>	<i>70%</i>	<i>26%</i>	<i>9%</i>	<i>100%</i>
Gross Profit Margin	73.8%	8.0%	63.0%	28.7%
EBITDA Margin	70.8%	8.7%	19.4%	22.8%

**Includes income from JO Rp20.9 billion*

1Q14 in billion Rp	Business Segments			Total
	Property	Construction	Hospitality	
Revenues	79.1	687.7	151.3	918.1
<i>Segment percentage</i>	<i>9%</i>	<i>75%</i>	<i>16%</i>	<i>100%</i>
Gross Profit	45.9	58.3	99.8	204.0
<i>Segment percentage</i>	<i>22%</i>	<i>29%</i>	<i>49%</i>	<i>100%</i>
EBITDA	39.9	77.3*	42.3	150.9
<i>Segment percentage</i>	<i>26%</i>	<i>51%</i>	<i>28%</i>	<i>100%</i>
Gross Profit Margin	58.0%	8.5%	66.0%	22.2%
EBITDA Margin	50.4%	11.2%	27.9%	16.4%

**Includes income from JO Rp32.7 billion*

We are pleased to announce SSIA unaudited numbers for 1Q15 results. The limited review numbers, which will have implemented new 2015 PSAK (Indonesia Financial Accounting and Reporting Standard Principles), will be out by 29 May 2015.

- SSIA for the first quarter of 2015 posted a consolidated revenue of Rp1,317.4 billion, a 43.5% increase from Rp918.1 billion in 1Q14. This increase was mainly because of higher revenue in SSIA's property business unit by about 274.7% compared to 1Q14.
- SSIA's consolidated net income in 1Q15 reached Rp204.3 billion, 1,545.8% higher compared to Rp12.4 billion booked in 1Q14, mainly due to increase in the amount recorded from industrial land sales.
- SSIA's gross and EBITDA margins in 1Q15 increased by 6.5% and 6.3% respectively compared to 1Q14 due to larger contribution from the property business segment - which has the highest margin compared to construction and hospitality segments.

Property

- The property unit, which mainly consists of industrial estate sales, maintenance fees, commercial and warehouse lease, has booked a revenue of Rp296.5 billion in 1Q15 or a 274.7% YoY increase from Rp79.1 billion in 1Q14.

- The industrial estate unit posted an accounting sales of 13.6 hectares of industrial land in 1Q15 with an average sales price of US\$142.9 per m2 or a total of Rp248.9 billion compared to the industrial land sales in 1Q14 which stood at Rp38.4 billion. The average selling price in 1Q15 increased by 29.9% from US\$110.0 per m2 in 1Q14.
- For the 1Q15, the industrial estate booked its marketing sales a total of 5.5 hectares of land, SSIA industrial land sales is in line with the land take up in eastern part of greater jakarta area. The average price increased by 14.5% to US\$154.6 per m2 in 1Q15 from US\$135.0 per m2 in 1Q14. SSIA's industrial land backlog as of 31 March 2015 is recorded at 36.4 hectares with average selling price of US\$120.3 per m2. The overall market is expected to remain soft until at least mid-2015. Demand may still come from the supporting industries.
- Meanwhile SSIA is planning to rebuild the SSI tower, a brand new name for the office building (GSI Tower). The new office building will have more than 80,000 square meters rentable area equipped with 39 floors and is scheduled to start its construction in the second half of 2015.
- Notes on the land bank progress in Subang, West Java, as of 30 April 2015, SSIA has managed to free up and acquired over 200 hectares of 500 hectares target for the year.
- On 7 April 2015, PT Surya Semesta Internusa Tbk ("SSIA"), Mitsui & Co., Ltd. ("Mitsui") and TICON Industrial Connection PLC ("TICON") have concluded a joint venture agreement through a company, which later will be named PT SLP Surya TICON Internusa ("SLP"), to conduct development, lease and management of warehouses and factories in Indonesia. SSIA will own 50% of the joint venture, with Mitsui and TICON each will own 25%. SLP through its subsidiary will acquire 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 will then recognize 50% from the total land acquired by SLP as marketing sales by third quarter of 2015.

Construction

- PT Nusa Raya Cipta Tbk (NRCA), SSIA's construction unit, for the first quarter of 2015 recorded a revenue of Rp903.6 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 22.7% from Rp736.7 billion. It also managed to book Rp61.0 billion of net profit from January – March 2015 or 26.5% of its full year target of Rp230 billion.
- NRCA for the first quarter of 2015 managed to book new contracts of Rp1,677.5 billion, 105.8% higher than new contracts in 2014 of Rp815 billion. The new contracts achievement represents 40.9% of total NRCA new contracts target for this year of Rp4.1 trillion (including projects from SSIA group). Meanwhile, NRCA 1Q15 new contracts projects mainly are Praxis Hotel & Apartemen Surabaya, Apartemen Regatta Jakarta, Hotel Pullman Ciawi Jakarta and Q Big BSD City Jakarta.
- The Company's flagship infrastructure project, the Cikampek - Palimanan toll road, is nearing completion. As of 30 April 2015, the construction progress has reached 95%, with remaining works targeted to complete by June 2015. The toll road is expected to be fully operational in June 2015 to support ease of this year's Hari Raya *Lebaran* homecoming traffic.

Hospitality

- SSIA's hotel unit booked a revenue of Rp141.9 billion in 1Q15 compared to Rp151.3 billion in 1Q14. 71% of total hospitality revenue came from Gran Melia Jakarta (GMJ) and Melia Bali hotel (MBH). While 25% was generated from Banyan Tree Ungasan Resort (BTUR).
- The GMJ occupancy rate for 1Q15 at 50.2% from 51.4% in 1Q14. While the ARR for the first quarter of 2015 was around US\$122.5 from US\$115.7 in 1Q14. Meanwhile MBH's occupancy rate in 1Q15 at 60.6% from 78.2% in 1Q14. The ARR was US\$95.0 from US\$99.3 in 1Q14. At the end 2015 the MBH will undergo a major renovation.
- The lowest revenue in Q1 is in the month of February which is impacting overall GMJ and MBH hotel revenue performance. The business slowing down in this period, specially in room demand due to Chinese New Year on 19 February 2015 which effecting low occupancy on period of 14 to 22 February 2015. Based on the Jakarta Hotel STR performance, February showed decline by 21.6% on the occupancy. Meanwhile for the period YTD February 2015, Bali hospitality industry showed an occupancy drop by about 22.3%. Specifically in MBH's circumstances, the shortfall is due to the increase in room supplies in Nusa Dua area and lower rate offered by the other players.
- The BTUR occupancy rate in 1Q15 increased to 64.2% from 1Q14's occupancy of 59.6%. The 1Q15's ARR was US\$486.0, lower than US\$548.6 in 1Q14. Batiqa Hotel & Apartments Karawang (BKR) recorded of 47.1% of occupancy rate and Rp554,895 of ARR for 1Q15.
- This year, 2015, SSIA is planning to launch 4 more Batiqa hotels located in Cirebon (soft launch in March 2015), Jababeka, Palembang and Pekanbaru. While in 2016 SSIA is planning to add two more hotels, specifically in Lampung and Casablanca, Jakarta.
- In March 2015, SSIA ventured into an online travel company, Travelio.com, the company allows its users to reserve a hotel room for a price they are willing to pay for, using online auction.

About PT Surya Semesta Internusa Tbk (SSIA)

It begins from PT Multi Investments Limited that was established on 15 June 1971, the company transformed into PT Surya Semesta Internusa ("SSIA") in 1995. SSIA's main businesses are construction services, industrial estate development, commercial property, 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 Villas and Spa Resort, and Banyan Tree Ungasan Resort Bali.

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.

###