



suryainternusa

BUILDING A BETTER INDONESIA

Press Release – 29 April 2021

## **REMAINS RESILIENT, SSIA DELIVERED Rp2,947 BILLION of REVENUE in FY20, KEY DRIVER PROPERTY SECTOR UP BY 11%**

SSIA continues to reach its milestones by launching of Subang Smartpolitan on 18 November 2020. The Company expects to book 40 hectares of commitments in 2021 from this new development. Meanwhile, SSIA sets its marketing sales target of 20 hectares from Suryacipta City of Industry Karawang, resulted increase in FY21 revenue outlook by about 15%. The targets could be impacted if COVID-19 becomes worse or is prolonged deep into 2021.

### **2020 in A Nutshell**

COVID-19 has placed the public's health and the economy in a vulnerable position. Although the Indonesian economy was poised for growth at the beginning of the year 2020, things took a different turn upon the arrival of the pandemic. For instance, year on year, Indonesia's GDP is down 2.07% on the fourth quarter of 2020. Additionally, global political tension and the uncertainties caused by the pandemic also resulted in fear and pessimism in the economy which ultimately impacted SSIA business. In varying magnitudes, the property, construction, and hospitality industries have all encountered challenges.

Across the businesses, SSIA has been striving for the financial stability through:

- **Cost saving.** Continuously conducting cost saving efforts, identifying areas for further efficiencies to maintain and improve margin; (i.e. furlough scheme for the majority of employees, reduction in utility costs, renegotiation of outsourcing contracts through discount or extension the contract periods, reduction other fixed costs).
- **Revenue improvement.** Continue to innovate and find ways to increase revenue; (i.e. through pricing strategies, creative marketing, or new service offerings).
- **Cashflow management.** Maintain financial buffers while anticipating and preventing potential bottlenecks early (i.e. obtained interest rates reduction and the extension of principal repayments from the lenders).

- **Agile business plan.** Although the business plan is conducted on a 5-year basis, scenario analysis and frequent adjustments according to changes in the situation also to be done.
- **Project prioritization.** Carefully assess each project based on value as well as its risk and strategic importance to set a priority level and timeline.

## PT Surya Semesta Internusa Tbk (“SSIA”) FY20 Financial Highlights

- SSIA for the full year of 2020 posted a consolidated revenue of Rp2,947.3 billion. The revenue decreased by about 26.4% from Rp4,006.4 billion booked in FY19. This decrease was mainly due to revenue in construction and hospitality were down by 20.3% and 72.9% respectively. Meanwhile, SSIA property business segment revenue increased by about 10.8%, mainly due to land sales booked of Rp357.3 billion in FY20, increased by 20.2% compared to land sales booked in FY19.
- The FY20 gross profit decreased by 41.8% YoY to Rp635.2 billion, from Rp1,1091.4 billion in FY19, as a resulted of decrease in hospitality gross profit by 85.5%.
- FY20 EBITDA decreased by 52.0% YoY to Rp255.8 billion from Rp533.0 billion in FY19, due to drop in hospitality EBITDA by 163.8%.
- SSIA consolidated net loss in FY20 stood at Rp87.5 billion, a 194.8% compared to a net profit of Rp92.3 billion in FY19. The decline in net profit primarily due to decrease in operating profit by about 58.7% and increase in interest expense by about 14.3% from Rp176.6 billion in FY19 to Rp201.9 billion in FY20.
- The Company cash position per FY20 stood at Rp850.9 billion, a 44.3% lower from FY19 cash position at about Rp1,527.1 billion. Mainly due to land acquisition in Subang from January – December 2020 and decrease in hospitality segment revenue in FY20.
- The interest-bearing debt for the period FY20 amounted at Rp1,980.8 billion – which resulted relatively optimal debt/equity (gearing) ratio of 46.8%.

### Consolidated Financial Statements (in billion Rp)

	FY20	FY19	YoY
Revenues	2,947.3	4,006.4	-26.4%
Property	651.6	588.2	10.8%
Construction	2,082.1	2,611.0	-20.3%
Hospitality	219.8	811.4	-72.9%
Others	13.5	11.3	18.6%
Gross Profit	635.2	1,091.4	-41.8%
EBITDA	255.8	533.0	-52.0%
Net Income	-87.5	92.3	-194.8%
Comprehensive Income	-115.7	53.0	-318.3%
EBITDA Margin	8.7%	13.3%	-4.6 ppts
Net Income Margin	-3.0%	2.3%	-5.3 ppts

	FY20	FY19	YoY
Cash and Cash Equivalents	850.9	1,527.1	-44.3%
Total Assets	7,625.4	8,092.4	-5.8%
Interest Bearing Debt	1,980.8	1,856.2	6.7%
Total Liabilities	3,394.3	3,614.3	-6.1%
Non-Controlling Interest	479.8	513.7	-6.6%
Equity	3,751.2	3,964.4	-5.4%

### Business Segment Analysis

FY20 in billion Rp	Business Segments			Total
	Property	Construction	Hospitality	
Revenues	651.6	2,082.1	219.8	2,947.3
<i>Segment percentage</i>	22%	71%	7%	100%
Gross Profit	338.7	227.4	74.9	635.2
<i>Segment percentage</i>	53%	35%	12%	100%
EBITDA	280.6	130.3*	-113.1	255.8
<i>Segment percentage</i>	94%	44%	-38%	100%
Gross Profit Margin	52.0%	10.9%	34.1%	21.6%
EBITDA Margin	43.1%	6.3%	-51.5%	8.7%

\*Includes loss from JO Rp 6.3 billion

FY19 in billion Rp	Business Segments			Total
	Property	Construction	Hospitality	
Revenues	588.2	2,611.0	811.4	4,006.4
<i>Segment percentage</i>	15%	65%	20%	100%
Gross Profit	306.8	270.9	515.2	1,091.4
<i>Segment percentage</i>	28%	25%	47%	100%
EBITDA	244.1	163.2*	177.2	533.0
<i>Segment percentage</i>	42%	28%	30%	100%
Gross Profit Margin	52.2%	10.4%	63.5%	27.2%
EBITDA Margin	41.5%	6.2%	21.8%	13.3%

\*Includes loss from JO Rp0.9 billion

### Property

- On property business unit, which mainly contributed from land sales of the Industrial estate, was challenged with delayed in investment decisions due to the lockdown in several countries and state of emergency declared by the Indonesian Government since March 2020. The government has started relaxing the restrictions in stages through the partial openings of major cities within Indonesia in mid-2020. Subsequently, the industrial estate business unit posted marketing sales of 5.6 hectares with the sales value of Rp82.5 billion in FY20, down by 68.7% from 17.8 hectares land sales in FY19.

- SSIA property unit which consists of industrial estate revenue, maintenance fees, commercial rental & residential booked a revenue of Rp651.6 billion in FY20, up by 10.8% from Rp588.2 billion in FY19.
- PT Suryacipta Swadaya, which is the Company main business, booked revenue of Rp592.9 billion in FY20, compared to Rp516.9 billion in FY19, an increase of 14.7%. Mainly contributed from 90 hectares of land sales booked in FY20, which consisted of 78 hectares land sales from Suryacipta City of Industry, Karawang (equivalent to Rp329.2 billion value). While in FY19, the Company booked total of 19 hectares land sales, consisted of 17 hectares land sales from Suryacipta City of Industry, Karawang (equivalent to Rp292.0 billion value).
- To accelerate the development of Subang Smartpolitan, SSIA managed to acquire total 1,394 hectares of land by end of 2020.
- SLP Karawang, under PT SLP SURYA TICON INTERNUSA. As of 31 December 2020, it has total of 128,566 sqm rentable buildings or 80.2% from the total available land (160,255 sqm), the FY20 occupancy rate is about 92.6% compared to 96.3% occupancy rate in FY19.
- On 21 March 2020, Edenhaus Simatupang located in Tanjung Mas Raya, South Jakarta, had its groundbreaking ceremony. Edenhaus Simatupang, a portfolio of PT TCP Internusa, is a luxurious housing cluster consists of 41 units of boutique homes designed with a garden home resort concept and worth about Rp300 billion. TCP managed to sell 11 unit houses in 2020.

### **Construction**

- The construction business unit also faced a downturn in 2020, mainly due to declining activities within the existing projects as project owners are not able to sell their properties and/or they would need to preserve liquidities during this situation. About 30% of the existing projects has slowed down while the remaining 70% is still active.
- PT Nusa Raya Cipta Tbk (“NRCA”), SSIA’s construction unit, for the full year of 2020 recorded a consolidated revenue of Rp2,082.1 billion. Its revenue compared to the same period in FY19 decreased by 20.3% from Rp2,611.0 billion. It also managed to book Rp55.1 billion of net profit from January – December 2020, decreased by 45.5% from FY19 net profit of Rp101.2 billion.
- NRCA, for the full year of 2020 period booked new contracts of Rp1,094.9 billion, decreased by 46.0% than new contracts achieved in FY19 of Rp2,028.3 billion. Main projects obtained in FY20 were Lampung City Mall, Tower Ekki PGV Cimanggis, Extension North Wing Ayana Resort Jimbaran Bali, Mega Surya Mas Extension Surabaya, Sekolah Tritunggal Semarang, Electrical Carstensz Apartment Gading Serpong, Tempo Optima Cikarang, Subang Smartpolitan, Thaiunion Kharisma Lestari, Hartono Elektronika, Gresik, Malang, Surabaya; and Art Gallery Jimbaran, Bali.

### **Hospitality**

- The hotel business unit is the hardest segment impacted in 2020 period, because of physical distancing, travel restrictions, and airports closure for commercial flights both in Jakarta and Bali. The hotel occupancy rates dropped dramatically, resulted in drastic drop in hospitality revenue by about 72.9% for 2020 period. SSIA closed its 5-star hotels - Gran Melia Jakarta (GMJ), Melia Bali

Hotel (MBH) and Banyan Tree Ungasan Resort (BTUR) - since end of March/early April until end of May 2020. The Company expects the hospitality industry will start its slow-moving recovery period in early 2022. All hotels have prepared to act agilely to address health and safety concerns. We have revised our commercial strategy with an eye toward the health and safety standards.

- SSIA hospitality business unit booked a revenue of Rp219.8 billion in FY20, 72.9% decrease compared to Rp811.4 billion in FY19.
- The GMJ occupancy rate for FY20 was at 15.4% from 44.8% in FY19. While the average room rate (ARR) for the full year of 2020 was around US\$71.5 from US\$88.5 in FY19. Meanwhile MBH occupancy rate in FY20 at 17.9% decreased from 78.2% in FY19. The MBH ARR was at US\$100.7 in FY20 from US\$118.2 in FY19.
- The BTUR occupancy rate in FY20 was at 15.1% from FY19's occupancy rate of 57.8%. The FY20 ARR was at US\$393.0, from US\$439.8 in FY19. Entering 2021, Banyan Tree Ungasan Resort renamed as Jumana Bali.
- SSIA currently has BATIQA Hotels in seven locations i.e. BATIQA Hotel & Apartments Karawang, BATIQA Hotel Cirebon, BATIQA Hotel Jababeka, BATIQA Hotel Palembang, BATIQA Hotel Pekanbaru, BATIQA Hotel Lampung, and BATIQA Hotel Darmo – Surabaya. FY20 occupancy rate of BATIQA Hotels recorded at 39.2%, while its ARR was at Rp302,845. BATIQA FY19 ARR was Rp314,449 with 63.8% occupancy rate.

## **About PT Surya Semesta Internusa Tbk (SSIA)**

SSIA, previously known as PT Multi Investments Limited, was established on 15 June 1971. The company name was later changed to PT Surya Semesta Internusa (SSIA) in 1995. SSIA's main businesses are industrial estate & real estate development, construction and hospitality.

SSIA's investment portfolio is very diverse, including Suryacipta City of Industry, SLP Karawang, Graha Surya Internusa (to be rebuilt as SSI Tower), Hotel Gran Melia Jakarta, Melia Bali Hotel, Jumana Bali (formerly Banyan Tree Ungasan Resort Bali), and BATIQA Hotels.

For nearly 50 years in the business, SSIA has strengthened its recognition and brand position as one of the strongest development companies in Indonesia. Cementing its status as a leading company, SSIA listed its shares on the Indonesia Stock Exchange and became a public company on 27 March 1997. For more information, visit [www.suryainternusa.com](http://www.suryainternusa.com).

###

For more information, please contact:

Erlin Budiman

VP Head of Investor Relations

[erlin.budiman@suryainternusa.com](mailto:erlin.budiman@suryainternusa.com)

Office: +62215262121