

## PT SURYA SEMESTA INTERNUSA TBK ("SSIA")

Review 2012

www.suryainternusa.com



# Surya Semesta Internusa in Summary

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

#### HOSPITALITY

- PT Suryalaya Anindita International ("SAI")
- PT Ungasan Semesta Resort ("USR")



## Surya Semesta Internusa in Summary



#### Vision and Mission

#### Vision

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

#### Mission

To provide quality products and superior services, through the commitment and excellence of our people, and create optimal value for our customers, shareholders, employees and Indonesian people.





#### Surya Semesta Internusa in Summary Investment Highlights

- SSIA's primary businesses are Construction, Property (industrial estate, real estate and rental property) and Hospitality.
- The company is listed on the Indonesia Stock Exchange.
- SSIA has a stable base of well-respected long term shareholders, and is managed by professionals with extensive experience and broad networks in Indonesia.
- Hospitality business units grow steadily, while Construction and Property business units, namely the industrial estate, are rapidly growing.
- Projecting forward, SSIA plans:
  - to expand its industrial estate including secure additional land bank and build commercial area, warehousing and Standard Factory Building (SFB);
  - to maintain growth of its construction business units including diversification into infrastructure such as construction of toll roads and supporting facilities for mining operations (e.g. roads and ports) and;
  - to maintain growth of its hospitality business units including diversification into budget hotel segments.



### Surya Semesta Internusa in Summary History

Year	Milestone
1971	Established as a property development company to develop the Golden Triangle area in Kuningan, South Jakarta, Indonesia
1976	Built Glodok Plaza, Indonesia's first modern shopping center in Chinatown, Jakarta, Indonesia
1983	Developed Meliã Bali Hotel, a 494-room, 5-star hotel in Nusa Dua, Bali, Indonesia
1991	Developed 1,400 hectare industrial estate development in Karawang, West Java, Indonesia
1994	Acquired construction business, PT Nusa Raya Cipta ("NRC")
1996	Developed the X-0 complex in Kuningan, South Jakarta, Indonesia including Gran Meliã Hotel, a 404-room, 5-star hotel and an office building, Graha Surya Internusa
1997	Listed on the Indonesia Stock Exchange
2006	Began development of the ultra-high-end Banyan Tree Resort in Ungasan, Bali, Indonesia
2008	Consolidation of its hospitality business, PT Suryalaya Anindita International ("SAI")
2011	Conducted stock split with a ratio of 1:4
2012	Distributed its first dividend since IPO 1997 First time bond issuance with principal of IDR 700 billion



## Surya Semesta Internusa in Summary

#### Major Subsidiaries and Associates, Shareholders & Management

Construction	
PT Nusa Raya Cipta "(NRC")	83.33%
PT Baskhara Utama Sedaya ("BUS") - Associates	45.62%

Property	
PT Suryacipta Swadaya ("SCS")	100%
PT TCP Internusa ("TCP")	100%
PT Sitiagung Makmur ("SAM")	100%

Hospitality	
PT Suryalaya Anindita International ("SAI")	86.79%
PT Ungasan Semesta Resort ("USR")	100%
PT Surya Internusa Hotels (SIH")	100%

Shareholders (Dec 31, 2012)	0/0
PT Union Sampoerna	9.15
PT Arman Investments Utama	8.24
PT Persada Capital Investama	7.68
HSBC Private Bank (Suisse) SA Singapore	5.79
Others (less than 5% each )	69.14
TOTAL	100.00

Commissioners	
Hagianto Kumala	President Commissioner
Marseno Wirjosaputro	Vice President Commissioner
Royanto Rizal	Commissioner
Steen Dahl Poulsen	Commissioner
William Jusman	Commissioner
Directors	
Johannes Suriadjaja	President Director
Eddy Purwana Wikanta	Vice President Director
The Jok Tung	Director
Herman Gunadi	Independent Director

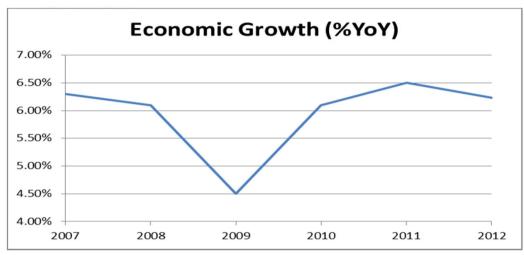


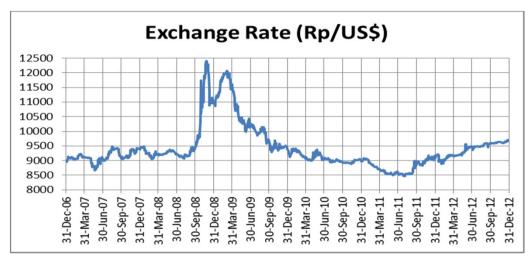
#### Surya Semesta Internusa in Summary Investment Portfolio as at 31 December 2012

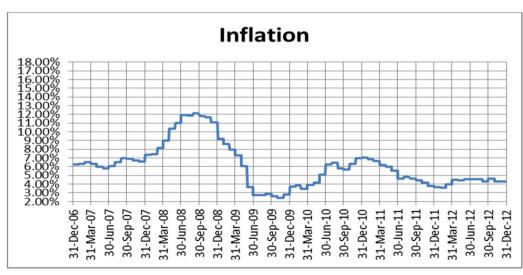
Construction		
PT Nusa Raya Cipta ("NRC")	Construction services	Top 3 privately-owned (revenue)
Property		
PT Suryacipta Swadaya ("SCS")	Suryacipta City of Industry (license 1,400 hectares gross), Karawang, West Java	(saleable industrial phase 1 & 2) 480,000 sqm (gross commercial) 240,000 sqm (gross industrial phase 3) 3,500,000 sqm
PT TCP Internusa ("TCP")	Graha Surya Internusa (office building), Jakarta	21,035 sqm
	Glodok Plaza (retail center), Jakarta	36,780 sqm
	Tanjung Mas Raya (residential), Jakarta	(undeveloped landbank) 17,100 sqm
	Cibarusah (land bank), West Java	110,000 sqm
	Graha Surya Internusa II (land bank), Jakarta	4,195 sqm
PT Sitiagung Makmur ("SAM")	Banyan Tree Resort Ungasan, Bali	51 villas
Hospitality		
PT Suryalaya Anindita International ("SAI")	Gran Meliã Jakarta	five-star, 407 rooms
	Meliã Bali Villas and Spa Resort, Nusa Dua	five-star, 494 rooms
PT Ungasan Semesta Resort ("USR")	Banyan Tree Resort Ungasan, Bali	Boutique Resort, 73 villas
PT Surya Internusa Hotels ("SIH")	The Plaza Hotel Glodok, Jakarta	Budget Hotel, 91 rooms

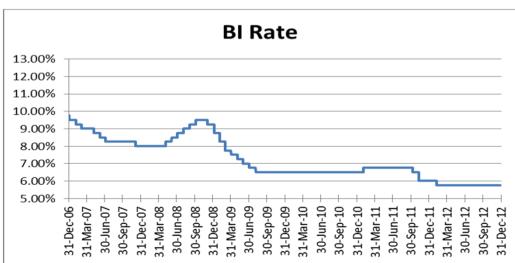


#### **Indonesian Economic Indicators**









Source: Bank Indonesia, Indonesian Bureau Statistics



- SSIA recorded consolidated revenue of IDR 3,565b in 2012, increased by 23.8% from 2,879b in 2011 due to:
  - Exceptional result within our industrial estate business unit which saw the average selling price increased from US\$42.7 to US\$93.9 per square meter (an increase of 120%) and booked a total land sold of 123 ha at IDR 1,089b in 2012, compared to 208ha at IDR 798b in 2011.
  - Construction business unit booked a revenue of IDR 1,870b in 2012, an increase of 23% compared to IDR 1,520b in 2011. Contract on hand as of 31 December 2012: IDR 2,289b compared to IDR 1,530b as of 31 December 2011 (an increase of 50%).
  - Hospitality business unit booked a revenue of IDR 473b in 2012, a 5% increased compared to IDR 449b in 2011, mainly due to Gran Melia Jakarta renovation since June 2011 that finished on October 2012.
- Consolidated net profit is at IDR 707b in 2012, an increase of 175% compared with 2011 at IDR 257b.



# **Financial Highlights**Consolidated Operating Results

(Rp in billions, unless stated otherwise)	2008 *)	2009 *)	2010 **)	2011	2012
	Audited	Audited	Audited	Audited	Audited
Revenue	1,753	1,484	1,690	2,879	3,565
Revenue Growth	44%	-15%	14%	70%	24%
Gross Profit	289	348	478	782	1,296
Gross Profit Margin	16%	23%	28%	27%	36%
EBITDA	159	139	223	520	992
EBITDA Margin	9%	9%	13%	18%	28%
Operating Profit	121	86	161	456	922
Operating Profit Margin	7%	6%	10%	16%	26%
Net Profit (loss)	(12)	18	116	257	707
Net Profit Margin	-1%	1%	7%	9%	20%
Total Compehensive Income	(20)	22	115	252	708
EPS (full Rupiah) - after stock split	(3)	4	25	55	150

<sup>\*) 2008:</sup> PT Suryalaya Anindita International ("SAI") was consolidated for 5 months. Starting from 2009, SAI was consolidated for the whole year

<sup>\*\*) 2010:</sup> PT Pacific Prestress Indonesia ("PPI") was consolidated for 9 months, since PPI was divested at 30 Sep 2010

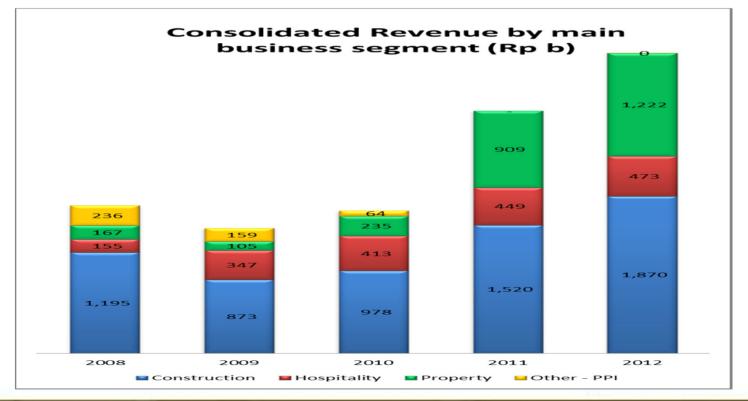


#### **Financial Highlights**

#### Consolidated Revenue by Business Segment

In Rp Bio	2008	2009	2010	2011	2012
Construction	1,195	873	978	1,520	1,870
Hospitality	155	347	413	449	473
Property	167	105	235	909	1,222
Other - PPI	236	159	64	ı	0
Total	1,753	1,484	1,690	2,879	3,565

In Percentage	2008	2009	2010	2011	2012
Construction	68%	59%	58%	53%	52%
Hospitality	9%	23%	24%	16%	13%
Property	10%	7%	14%	32%	34%
Other - PPI	13%	11%	4%	0%	0%
Total	100%	100%	100%	100%	100%



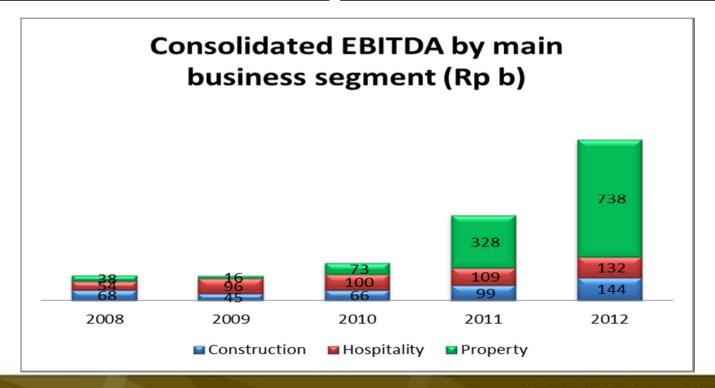


#### **Financial Highlights**

#### Consolidated EBITDA by Main Business Segment

In Rp Bio	2008	2009	2010	2011	2012
Construction	68	45	66	99	144
Hospitality	54	96	100	109	132
Property	38	16	73	328	738
Other - PPI	8	(8)	(3)	-	-
Other - Holding	(10)	(11)	(13)	(16)	(23)
Total	158	139	223	520	992

In Percentage	2008	2009	2010	2011	2012
Construction	43%	32%	30%	19%	15%
Hospitality	34%	69%	45%	21%	13%
Property	24%	12%	33%	63%	74%
Other - PPI	5%	-5%	-1%	0%	0%
Other - Holding	-6%	-8%	-6%	-3%	-2%
Total	100%	100%	100%	100%	100%

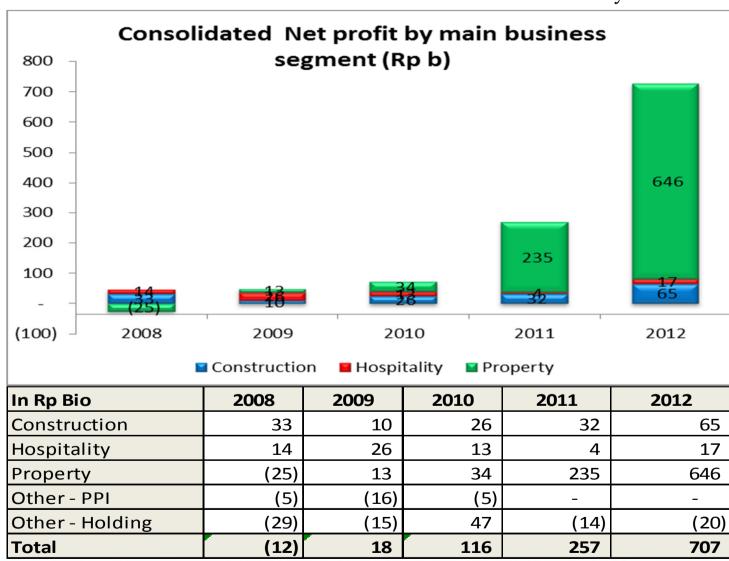


**BUILDING A BETTER INDONESIA** 



#### **Financial Highlights**

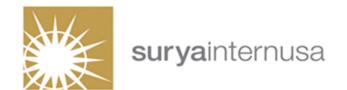
Consolidated Net Profit by Main Business Segment







	31-Dec-08	31-Dec-09	31-Dec-10	31-Dec-11	31-Dec-12
In Rp Billions	Audited	Audited	Audited	Audited	Audited
Current Assets	712	616	765	1,446	2,920
Cash & ST investments	233	229	255	585	1,893
Others	479	387	510	861	1,028
Investment in share of Stock	5	4	4	4	285
Real estate assets	755	768	747	403	347
Net Fixed Asset and Property Inv.	709	746	766	992	1,137
Other assets	70	101	101	94	166
Total Assets	2,251	2,235	2,383	2,938	4,855
Current liabilities	768	611	751	867	1,423
Noncurrent liabilities	708	742	678	870	1,762
Deferred income	14	-	-	-	-
Advance for Capital Stock					
Subscription In a Subsidiary	-	64	-	-	-
Minority interest	24	60	85	101	71
Equity (2007:949 mio shares,					
2008, 2009 and 2010: 1,176 mio					
shares, 2011-current: 4,705 mio					
shares)	737	758	869	1,100	1,599
Total Liabilities and Equity	2,251	2,235	2,383	2,938	4,855



**Financial Highlights**Balance Sheet Summary – 31 December 2008 to 2012

	31-Dec-08	31-Dec-09	31-Dec-10	31-Dec-11	31-Dec-12
Bank/Third parties Loan					
IDR denominated in Rp Billion	80	307	367	466	1,316
US\$ denominated in US\$ Million	59.6	46.9	43.1	18.3	6.3
Total Debt in Rp Billion	733	748	755	632	1,377
Debt to Equity Ratio	99%	99%	87%	57%	86%

	31-Dec-08	31-Dec-09	31-Dec-10	31-Dec-11	31-Dec-12
ROE	-1.6%	2.4%	13.3%	23.4%	44.2%
ROA	-0.5%	0.8%	4.9%	8.8%	14.6%
Current Ratio	92.7%	100.8%	101.9%	166.7%	205.3%
Liability to Equity	202.2%	178.5%	164.4%	157.9%	199.2%
Liability to Asset	66.2%	60.5%	60.0%	59.1%	65.6%
Book Value/share (Rp) - par value: 2007 - Jun 2011: Rp 500 pershare, Jul 2011 - current: Rp 125 per					
share	626	644	739	234 *)	340
Equity growth	21.6%	2.8%	14.6%	26.6%	45.4%

<sup>\*)</sup> 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

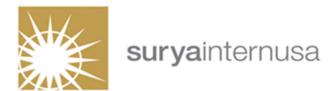


# Review of Business Segments



## **CONSTRUCTION**

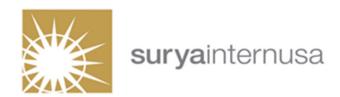
- PT Nusa Raya Cipta ("NRC")



Construction Business Unit: PT Nusa Raya Cipta

- PT Nusa Raya Cipta ("NRC") is one of Indonesia's leading private construction companies, specializing in high-rise buildings, commercial complexes, and medium-to-large scale manufacturing facilities
- Over the years, it has been one of the main pillars of SSIA's growth and profitability, and has built up a formidable track record of winning coveted projects
- NRC has never experienced Net Loss since 1997 Financial Crisis

(Rp in billions)	2008	2009	2010	2011	2012
	Audited	Audited	Audited	Audited	Audited
Revenue	1,195	873	978	1,520	1,870
Gross Profit	99	77	100	133	178
EBITDA	68	45	66	99	144
Operating Profit	61	38	59	87	130
Net Profit	40	13	30	40	80
Revenue Growth	36%	-27%	12%	55%	23%
Gross Margin	8%	9%	10%	9%	10%
EBITDA Margin	6%	5%	7%	6%	8%
Operating Profit Margin	5%	4%	6%	6%	7%
Net Profit Margin	3%	1%	3%	3%	4%
ROE	31%	14%	19%	26%	34%



Construction Business Unit: PT Nusa Raya Cipta Major Projects and Contracts

- Some major projects obtained in 2012, including:
  - Galaxy Mal, Bekasi
  - Grand Metropolitan, Bekasi
  - Nestle Indonesia, Karawang
  - Musim Mas, Medan
  - The 66 Suites & Residences, Seminyak
  - Mal Ciputra, Cibubur
  - Ibis Style Hotel Braga, Bandung
  - Sahid Sudirman Center, Jakarta
  - N5 Resort Hotel, Denpasar
  - Shangri-La Hotel, Denpasar

#### 2009-2011 Major Projects

Cosmo Terrace Retail and Apartment , Jakarta Fajar Paper, Cibitung Musim Mas, Medan Biznet Technovillage, Bogor Puninar III, Jakarta Nestle Indonesia, Karawang Windsor Apartment, Jakarta Malang City Point, Malang Mall Alam Sutera,
Serpong
Astra Group Land
Improvement, Karawang
Thamrin Executive
Residence, Jakarta
Mayapada Hospital,
Lebak Bulus
Cerestar, Cilegon
Ciputra World (Joint
Operation), Jakarta

(Rp in billions)	2008	2009	2010	2011	2012
Contracts on hand - beginning	947	789	729	1,390	1,530
Contracts obtained	1,053	832	1,669	1,722	2,783
Less: Revenue progress - before elimination	(1,211)	(892)	(1,008)	(1,582)	(2,024)
Contracts on hand - ending	789	729	1,390	1,530	2,289



### Photos of Projects by NRC - High Rise Buildings



Ciputra World

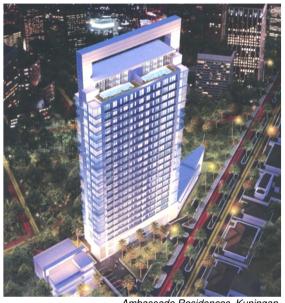
Mall Alam Sutera, Serpong



Cyber Green Office - BSD City



Grand Aston Hotel - Yogyakarta

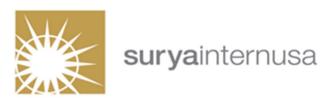


Ambassade Hesidences, Kuningar



Royal Mediterania Garden Residence, Tanjung Duren





## Photos of Projects by NRC - Infrastructure



Improvement on Tangerang-Merak Toll Road



Construction of Jetty, East Kalimantan



## **PROPERTY**

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

Property: Description

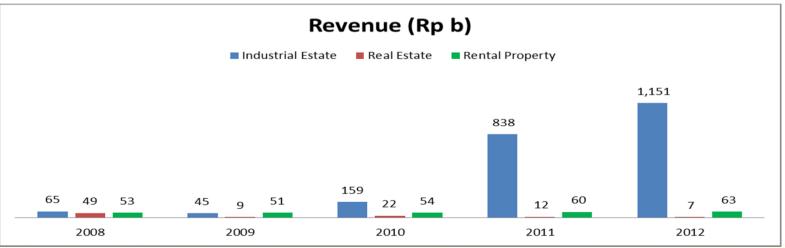
- **PT Suryacipta Swadaya ("SCS")** develops and currently manages the **Suryacipta City of Industry** a 1,400 ha industrial estate in Karawang, West Java (55 km from Jakarta, 65 km from Tanjung Priok Seaport and 80 km from International Airport)
- PT TCP Internusa ("TCP") is a rental property and real estate development company
  - Its assets include:
  - Graha Surya Internusa, office building in Kuningan, Jakarta,
  - Glodok Plaza, retail center in Jakarta's Chinatown district, and
  - Land Bank, **Graha Surya Internusa II**, **Tanjung Mas Raya** and **Cibarusah**
- PT Sitiagung Makmur ("SAM") owns the Banyan Tree Resort Ungasan



## **Financial Highlights**

Property: Operating Result

(Rp in billions)	2008	2009	2010	2011	2012
	Audited	Audited	Audited	Audited	Audited
Revenue	167	105	235	909	1,222
Gross Profit	63	33	100	358	796
EBITDA	38	16	73	328	738
Operating Profit	25	3	52	312	722
Net Profit	(25)	13	34	235	646
Revenue Growth	22%	-37%	124%	287%	34%
Gross Margin	38%	31%	43%	39%	65%
EBITDA Margin	23%	15%	31%	36%	60%
Operating Profit Margin	15%	3%	22%	34%	59%
Net Profit Margin	-15%	12%	14%	26%	53%

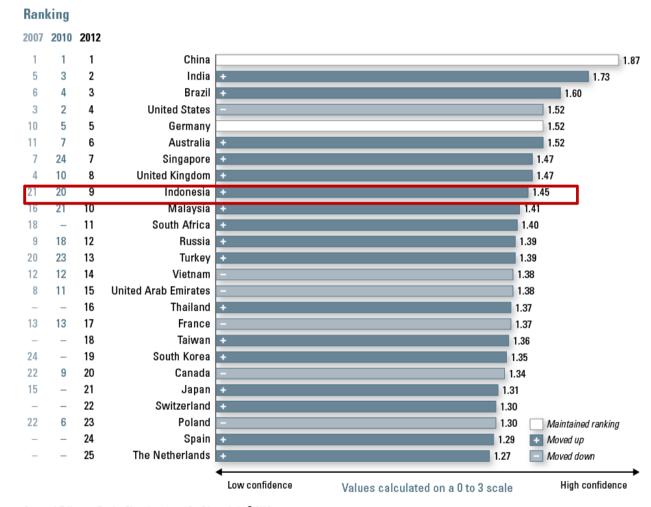




- The Foreign Direct Investment
   Confidence Index is a global
   survey held by A. T. Kearney.
   This index gives unique picture
   of prospects for international
   investment flows. The 2012 FDI
   Confidence Index based on a
   survey of more than 200
   executives from 27 countries and
   17 industry sectors
- A conducive business climate improvement supports optimism in FDI inflows as Indonesia made significant gains as a destination for foreign direct investment (FDI), moving to 9th in 2012 from 20th place in 2010 place in its recent survey

#### **Investment Climate**

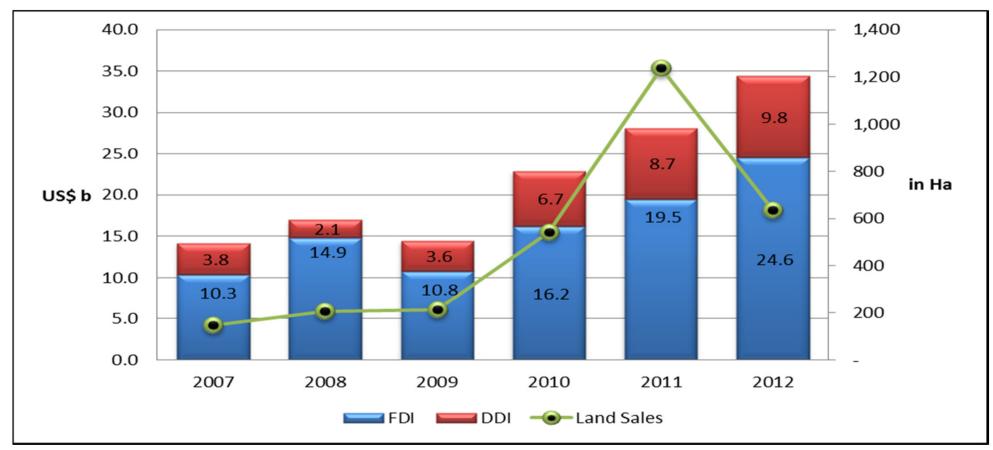
#### Foreign Direct Investment Confidence Index, 2012



Source: A.T. Kearney Foreign Direct Investment Confidence Index®, 2012



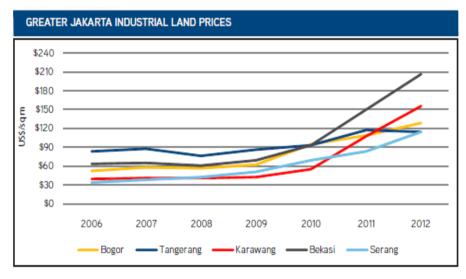
Statistic of Foreign Direct Investment and Domestic Direct Investment Realization (LHS) vs Statistic of Industrial Land Sales in West Java Area (RHS)



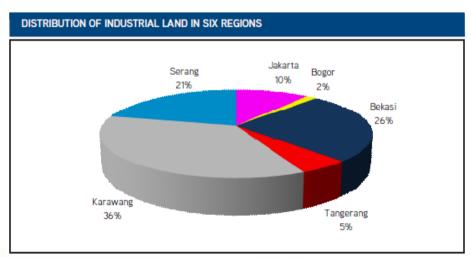
Source: BKPM (Indonesia Investment Coordinating Board) and Colliers Research

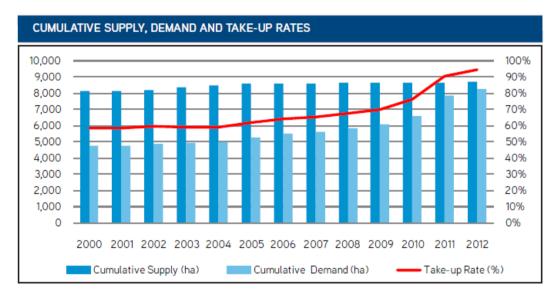


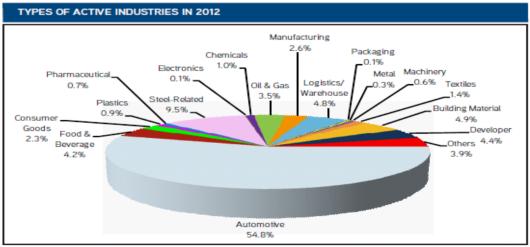
#### **Industrial Estate Sector Research**



Source: Colliers 2012 Research







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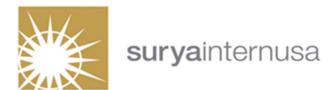
Property:Industrial Estate

Review

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.

	2008	2009	2010	2011*	2012		
Land sold (ha)	12.4	5.4	36.4	208.5	123.0		
Average Price (US\$/m2) 34.1 39.6 39.5 42.7							
*) Average price excluding Astra: US\$ 58.	.0/m2 - (Note	e: Astra bou	ght 121 ha ir	n 2011)			

Revenue (in Bio Rp)	2008	2009	2010	2011	2012
Land	40	21	130	798	1,089
Non Land	25	23	29	40	63
	65	45	159	838	1,151



## **Financial Highlights**Property:Industrial Estate

Review

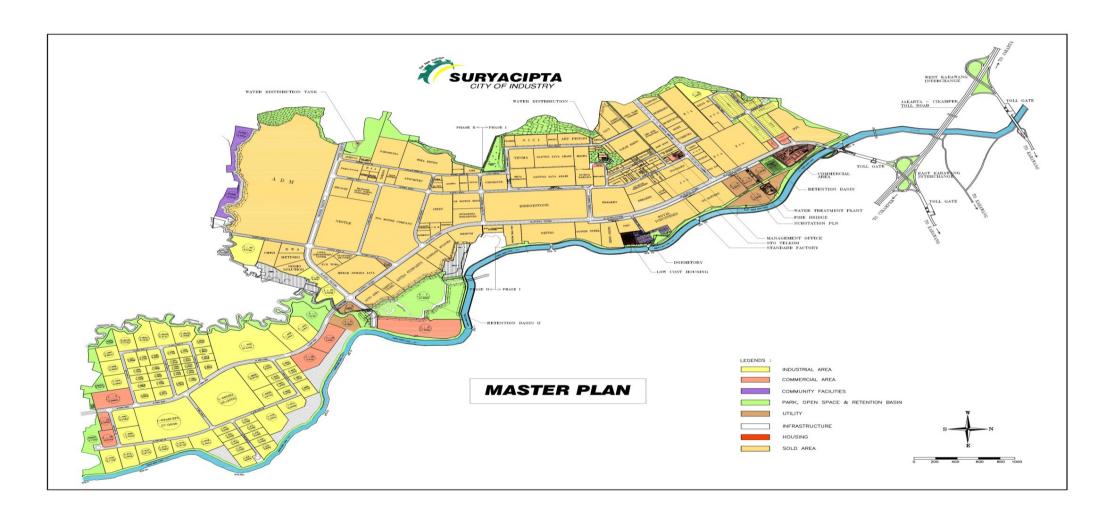
#### **Major Tenants:**

- Foreign-owned
  - -Bridgestone Tire, Japan (37 ha)
  - -TVS, India (40 ha)
  - -Bekaert, Belgium (19 ha)
  - -JVC Electronic, Japan (10 ha)
- Locally-owned
  - -Santos Jaya Abadi (21 ha)
  - -Pakoakuina (14 ha)
  - -Nestle Indonesia (28 ha)
  - -Astra International + Astra Daihatsu (121 ha)
  - -Astra Otoparts Tbk (12 ha)

Licence (ha) - gross	1,400	(including commercial 24 ha)		
Phase 1 and 2 (ha) - gross	1,000			
Industrial land (ha) - net		768		
Sold up to 31 Dec 2012 (ha) - net		720		
Land bank 31 Dec 2012 (ha) - net		48	(a)	
Phase 3 (ha) - gross *)	400			
Industrial land (ha) - net		280		
Sold up to 31 Dec 2012 (ha) - net		0		
Land bank 31 Dec 2012 (ha) - net		280	(b)	
Total Land bank 31 Dec 2012 (ha) - net		328	(a) + (b)	
Land bank commercial - gross (ha)		24		



### Suryacipta Master Plan





Property: Rental Property

Review

• Rental properties, Graha Surya Internusa office building (GSI) and Glodok Plaza (GP) booked relatively stable rental income.

Occupancy Rate	2008	2009	2010	2011	2012
GSI	99%	85%	89%	90%	92%
GP	71%	72%	72%	81%	84%
Revenue (In bio Rp)	2008	2009	2010	2011	2012
GSI	32	29	30	30	30
GP	21	23	25	30	33

#### **Major Tenants:**

- Graha Surya Internusa
  - -Bank Danamon
  - -L'Oreal
- Glodok Plaza
  - -Golden Crown
  - -The Plaza Hotel Glodok



### **Photos of Suryacipta City of Industry**



Suryacipta City of Industry Entrance





Commercial Area Developement



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## **Photos of Suryacipta City of Industry**



Toll Exit Leading to Suryacipta City of Industry



Cut and Fill Work in Phase 3



## Hospitality

- PT Suryalaya Anindita International ("SAI")
- PT Ungasan Semesta Resort ("USR")

Hospitality Business: Description

**PT Suryalaya Anindita International** ("SAI") owns two five-star hotel properties:

- Gran Meliã Jakarta ("GMJ") and
- Meliã Bali Villas & Spa Resort ("MBH")

**PT Ungasan Semesta Resort** ("USR"), together with Banyan Tree Hotels and Resorts Ltd. Singapore started the operation of the Banyan Tree Ungasan Resort (BTUR) at mid of December 2009 (soft- launching). It had a grand opening at 22<sup>nd</sup> January 2011 and is now fully operational.

fully operational.

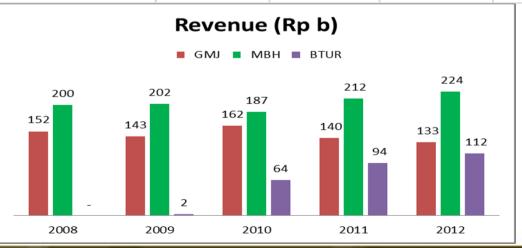


Gran Melia Jakarta Lobby



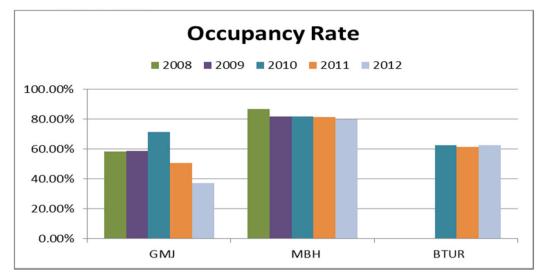
### Hospitality Business: Operating Result

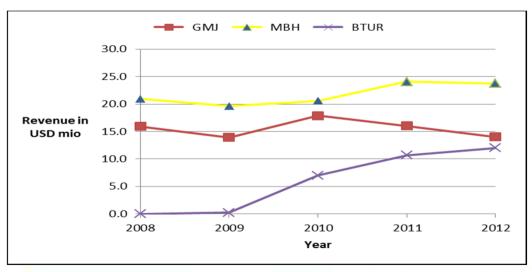
(Rp in billions)	2008	2009	2010	2011	2012
	Audited	Audited	Audited	Audited	Audited
Revenue	352	347	413	449	473
Gross Profit	237	232	274	291	321
EBITDA	120	97	100	109	132
Operating Profit	94	69	70	74	94
Net Profit	30	61	33	17	33
Revenue Growth	17%	-1%	19%	9%	5%
Gross Margin	67%	67%	66%	65%	68%
EBITDA Margin	34%	28%	24%	24%	28%
Operating Profit Margin	27%	20%	17%	16%	20%
Net Profit Margin	9%	18%	8%	4%	7%





Hospitality Business: Review





ARR (\$)	2008	2009	2010	2011	2012
GMJ	81	73	78	90	115
MBH	84	85	93	111	111
BTUR	-	-	394	459	507
Room RevPAR (\$)	2008	2009	2010	2011	2012
GMJ	47	43	56	46	43
MBH	73	70	76	90	89
BTUR	-	-	246	282	318
Total RevPAR (\$)	2008	2009	2010	2011	2012
GMJ	108	94	121	109	94
MBH	116	109	114	134	131
BTUR	-	-	371	412	462



Hospitality Business: Review 2012

- The occupancy rate MBH remained strong at around 80% with average room rate of US\$111.
- The renovation works which took place in June 2011-October 2012, affected the average occupancy rate in Gran Melia Jakarta which declined from 51% in 2011 to 37% in 2012. However average room rate increased by 27% to US\$115.
- In its second full year of operation, BTUR has achieved occupancy rate of 63% compared to 61% in 2011. Whereas average room rate increased by 10% from \$459 in 2011 to \$507 in 2012.



Café Gran Via



Guest Room

### **Photos of Gran Melia Jakarta**



Café Gran Via



Lobby

#### **Photos of Melia Bali Hotel**



Aerial View, MBH Nusa Dua

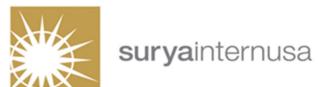


Family Suite Room



Villa Main Pool





## **Photos of Banyan Tree Ungasan Resort**











BUILDING A BETTER INDONESIA

## **Moving Forward 2013**

#### **Construction and Infrastructure:**

IPO of NRC with target listing in June 2013

Maintain market share in high-rise building

Starting the milestone infrastructure project: Cikampek-Palimanan Toll Road, which IDR7.7Tn contract already obtained by Joint Operation NRC-Karabha in October 2012 and targeting to finish at mid 2015.

#### **Property:**

Industrial Estate will continue development of phase 3.in Karawang and targeting to secure additional licence and fully acquire of 1,000 ha in the adjacent area in 2<sup>nd</sup> half of 2013.

Build commercial area, warehousing and SFB for commercial operation in the 2<sup>nd</sup> half of 2013.

Gradually acquire land from additional license of 2000 ha in Bekasi.

#### Hospitality:

Start construction of budget hotels and operate first 4 hotels in the 2<sup>nd</sup> half of 2013/1<sup>st</sup> half of 2014

Major renovation in GMJ has been completed in October 2012 and now targeting higher market segment



## Thank You