



suryainternusa

BUILDING A BETTER INDONESIA

PT Surya Semesta Internusa Tbk (“SSIA”)

Review First Quarter 2023

www.suryainternusa.com



suryainternusa

BUILDING A BETTER INDONESIA

Table of Contents

Surya Semesta Internusa in Summary

- Milestone
- Major Subsidiaries, Shareholders & Management
- Investment Portfolio
- Strategic Roadmap
- Sustainability Strategy

1Q23 Financial Highlights

- 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 (“NRCA”)

HOSPITALITY

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



suryainternusa

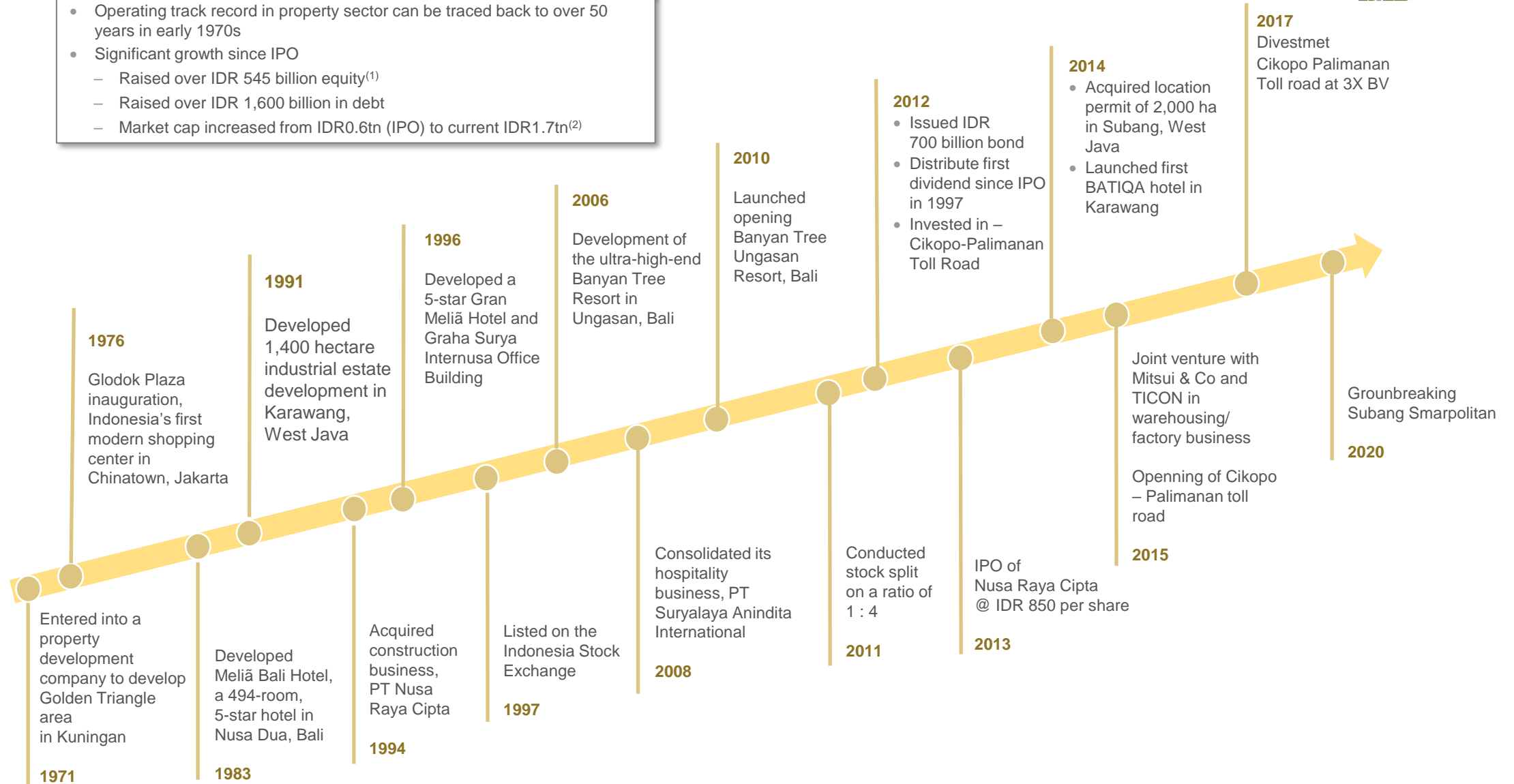
BUILDING A BETTER INDONESIA

1

Surya Semesta Internusa in Summary

PT Surya Semesta Internusa Tbk

- Operating track record in property sector can be traced back to over 50 years in early 1970s
- Significant growth since IPO
 - Raised over IDR 545 billion equity⁽¹⁾
 - Raised over IDR 1,600 billion in debt
 - Market cap increased from IDR0.6tn (IPO) to current IDR1.7tn⁽²⁾



Note: Timeline not to scale. ⁽¹⁾ Including IDR 132bn raised in IPO. ⁽²⁾ Market data as of 31 March 2023.

Surya Semesta Internusa in Summary

Company Highlights

- 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 1,656bn / US\$ 110mn
 - 1Q23 Total Equity of IDR 4,270bn / US\$ 284mn
 - FY22 EBITDA⁽³⁾ of IDR 458bn / US\$ 30mn
 - 1Q23 EBITDA⁽³⁾ of IDR 105bn / US\$ 7mn
 - Established presence in thirteen Indonesian cities
- Suryacipta City of Industry is the company's pioneer project with total location permit of 1,400 ha
- Subang Smartpolitan is the company's largest project with total location permit of 2,717 ha

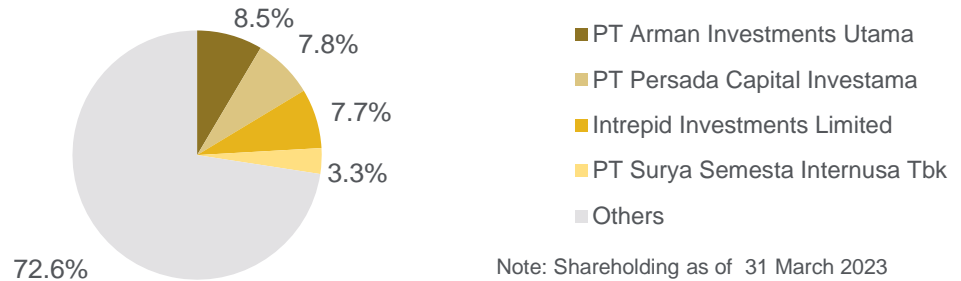
Note:

⁽¹⁾ Market data as of 31 March 2023, based on USD:IDR of 15,062

⁽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, includes JO income (loss)

Shareholding Structure



Core Businesses



Non-Recurring	Recurring ⁽²⁾
Construction	Hotel
Industrial Estate Land	Rental, Parking & Maintenance
Real Estate (Residential)	
<ul style="list-style-type: none"> High rise buildings Commercial and manufacturing facilities Infrastructure Suryacipta City of Industry Subang Smartpolitan Construction toll road 	<ul style="list-style-type: none"> Resorts and Villas Business Hotels 5-star Hotels

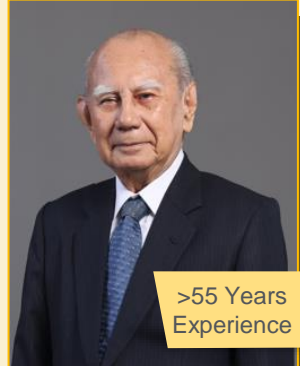
SSIA Management - Strong Operating Record

Board of Commissioners



Hagianto Kumala
President Commissioner

>45 Years
Experience



Emil Salim
*Vice President
Commissioner*

>55 Years
Experience



Steen Dahl Poulsen
Commissioner

>50 Years
Experience



Crescento Hermawan
Commissioner

>25 Years
Experience

★ Prior work experience within Astra Group

Board of Directors



Johannes Suriadaja
President Director

>35 Years
Experience



Eddy P. Wikanta
Vice President Director

>45 Years
Experience



The Jok Tung
Director

>35 Years
Experience



Wilson Effendy
Director

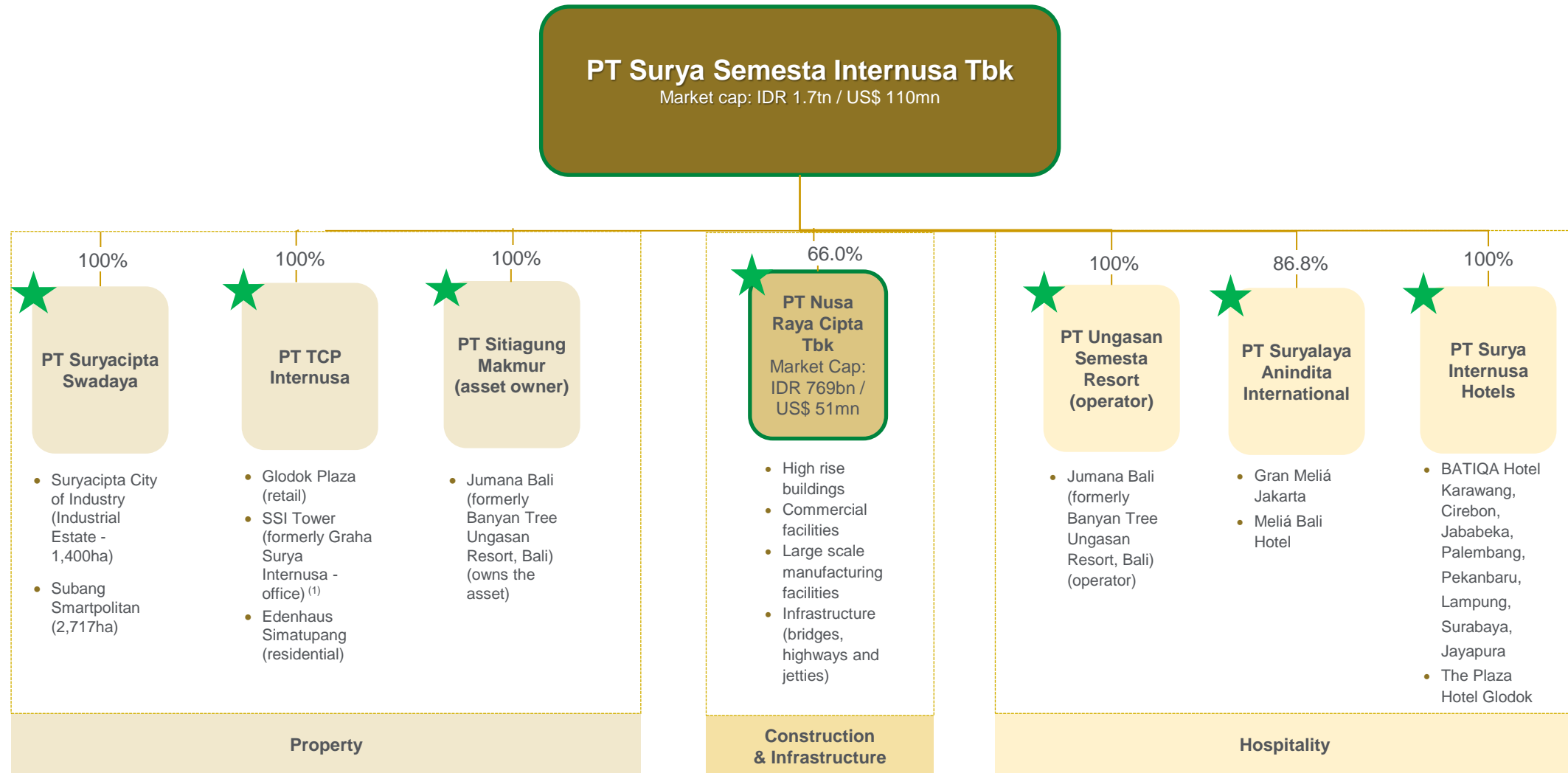
>25 Years
Experience





Sonny Satia Negara
Director

>25 Years
Experience

Corporate Structure and Key Projects



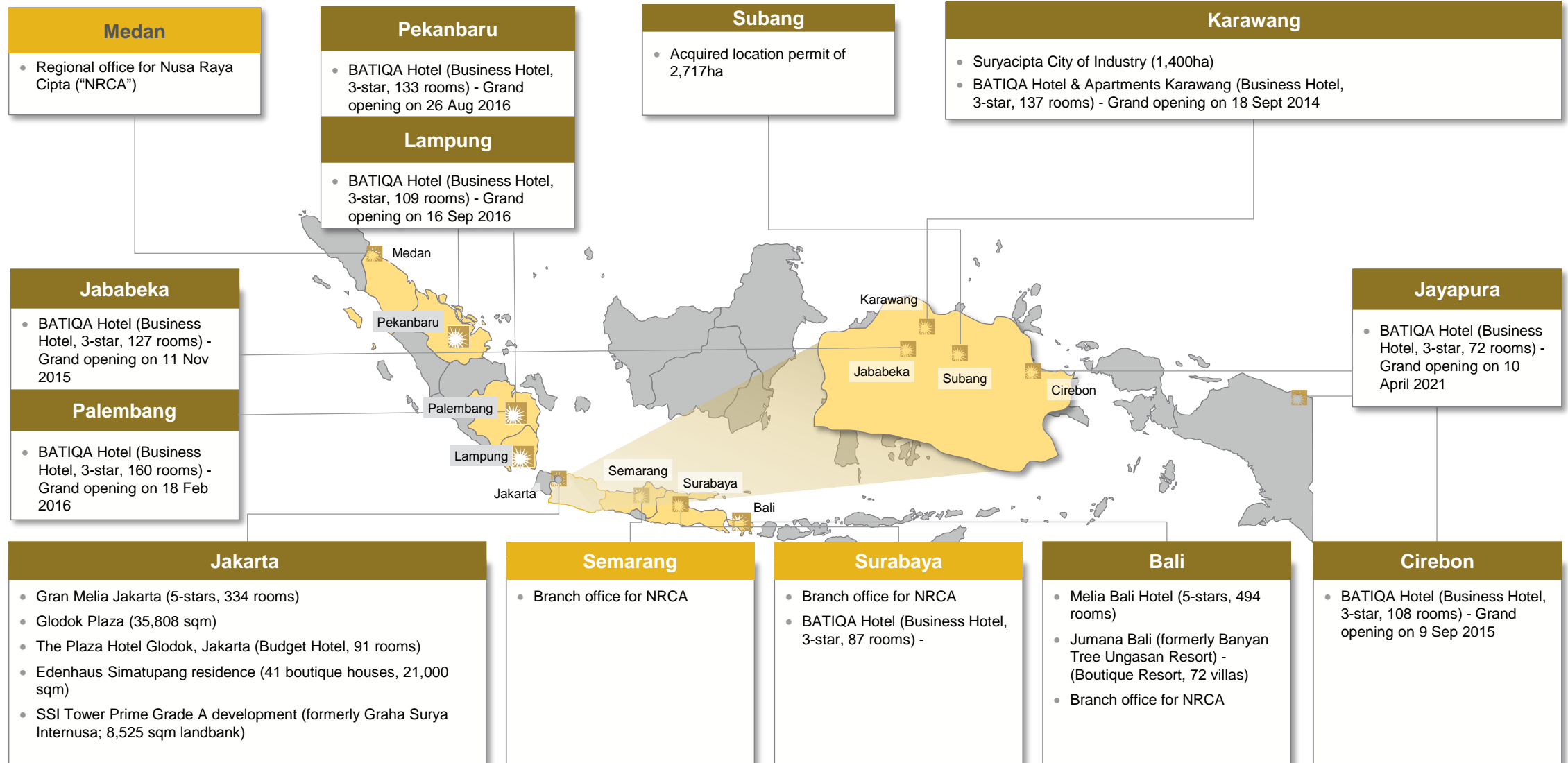
 Listed entities on IDX  Subsidiary

Note: ⁽¹⁾ Currently not in operations

Shareholding information & Market data as of 31 March 2023. USD:IDR exchange rate of 15,062 used.

Geographical Presence Across Indonesia

Presence in Thirteen Indonesian Cities



Strategic Roadmap

Vision: To be the most a reliable, trusted and respected Indonesia property, construction and hospitality 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



SSIA's Sustainability: 4-pillar ESG strategy lays the foundation to create holistic long-term value for our stakeholders

Sustainability Strategy:

Sustainability is an integrated part of SSIA's business. Aligned with its vision and mission, SSIA's ESG practices are guided by four key pillars of ESG strategy:



Delivering sustainable high-quality products and superior services



Preserving the environment



Looking after people



Contributing to communities

2022 Sustainability Highlights:

- Suryacipta received **highest rank in Eco Industrial Park** by UNIDO, out of 50 industrial parks across 8 countries
- Suryacipta received **INDI 4.0 Special Award for Smart Industrial Estate** category from Ministry of Industry
- **BLUE PROPER certification** by Ministry of Environment and Forestry for Suryacipta City of Industry
- Suryacipta is designated as **OVNI (National Vital Object in the Industrial Sector)**
- Edenhause received “**Best Luxury Housing Project with Garden Concept**” award at Indonesia My Home Award 2022
- Suryacipta as **one of the signatories to pledge to protect non-renewable resources** at the Indonesia-German Cooperation Forum
- Achieved **>90% customer satisfaction** across business
- Maintained **zero fatalities** across business
- 33% increase in **employee training hours**

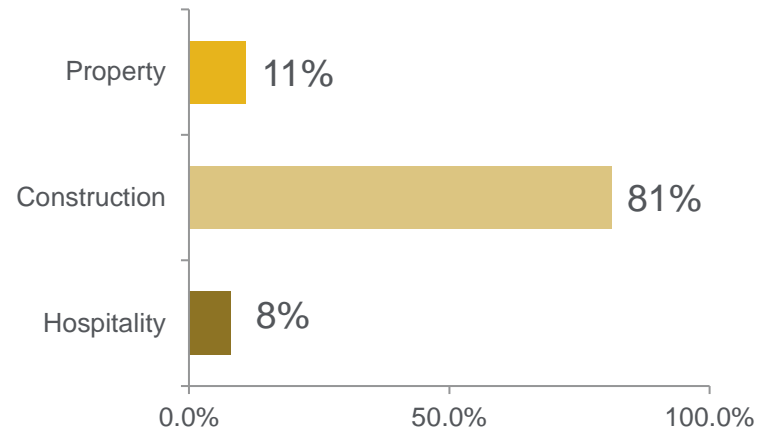
ESG Parameter for 2023-2027 SSIA Group

ESG Pillars SSIA	ESG Material Issues	Group-wide Parameter / Target
Product <i>Delivering sustainable high-quality products and services</i>	<ul style="list-style-type: none"> • Product and Service Quality • Customer Health and Safety • Material • Economic Performance 	<ul style="list-style-type: none"> • Maintain customer satisfaction score >80 across business • Implement innovative green building solutions • Use of eco-friendly / reuse / recycled material in development / renovation • Maintain / obtain quality management certification (e.g., ISO9001) • Obtain green building certification
Environment <i>Preserving the environment</i>	<ul style="list-style-type: none"> • Energy • Emissions • Water and Effluent 	<ul style="list-style-type: none"> • Reduce energy use intensity (%) or Increase renewable use mix (%) • Reduce water use intensity (%) or Implement water reuse / recycle initiative • Reduce waste intensity (%) or Implement waste recycling program • Maintain / add environment certification (e.g., ISO14001, PROPER)
People <i>Looking after people</i>	<ul style="list-style-type: none"> • Occupational Health and Safety • Training and Education 	<ul style="list-style-type: none"> • Maintain 0 work fatalities • Improve employee engagement score to achieve avg 85% • Improve training hours / employee • Maintain / obtain health and safety certification (e.g., ISO45001)
Community <i>Contributing to communities</i>	<ul style="list-style-type: none"> • Local Communities 	<ul style="list-style-type: none"> • Maintain continuity of CSR program aligned to SSIA CSR policy (no. of programs, CSR spending) • Maintain high level of stakeholder engagements and advocacy
Sustainability Governance	<ul style="list-style-type: none"> • Policy, Procedure, Governance 	<ul style="list-style-type: none"> • Improve completeness of policies / procedures (e.g., sustainability policy, supplier code of conduct) • Risk Rating (Sustainalytics)

Overview of Key Business Segment

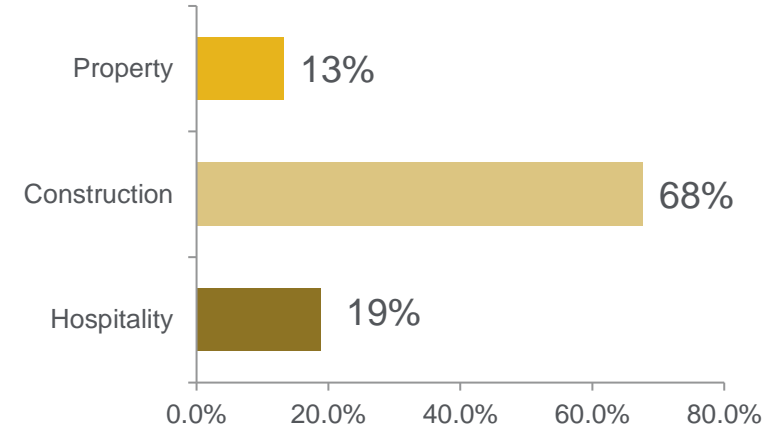
Revenue Across Business Segments (1Q22)

IDR 766bn



Revenue Across Business Segments (1Q23)

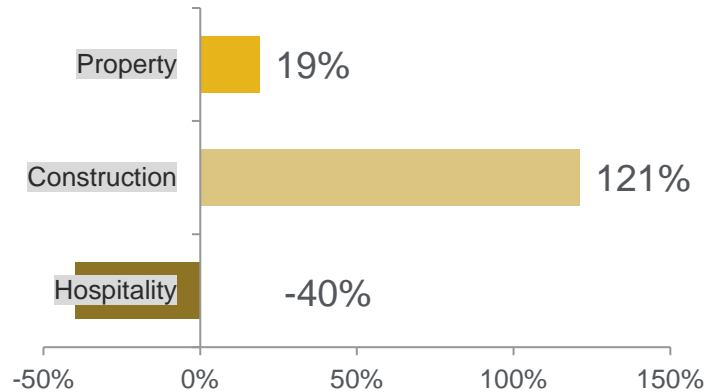
IDR 959bn



Property
Construction
Hospitality

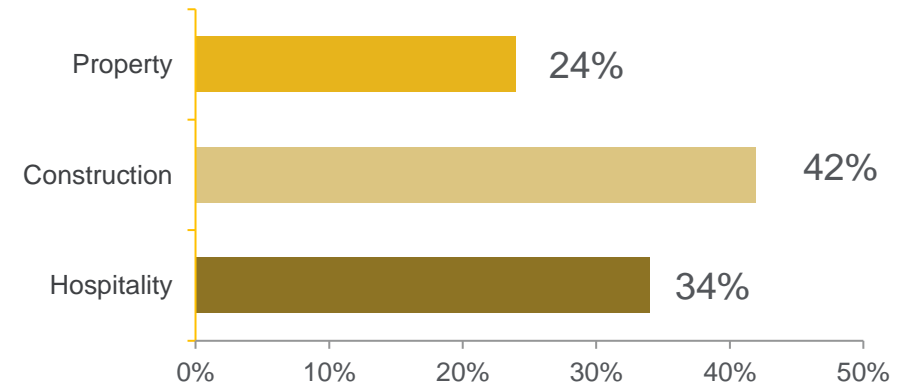
EBITDA Across Business Segments (1Q22)

IDR 29bn



EBITDA Across Business Segments (1Q23)

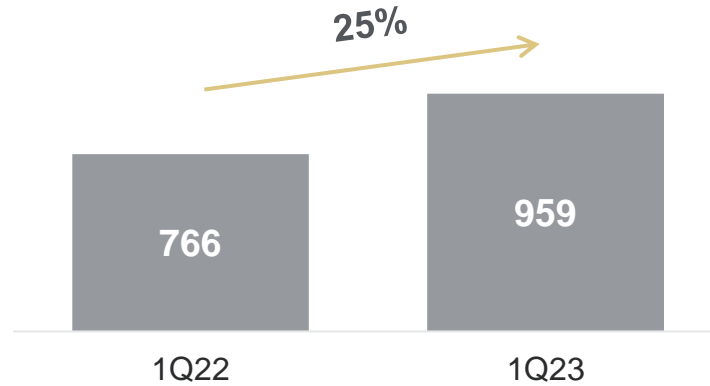
IDR 105bn



1Q23 Financial Highlights

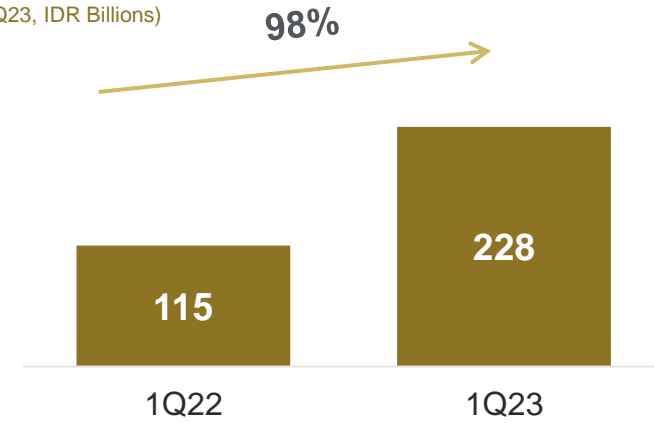
Consolidated Revenue

(1Q22 vs 1Q23, IDR Billions)



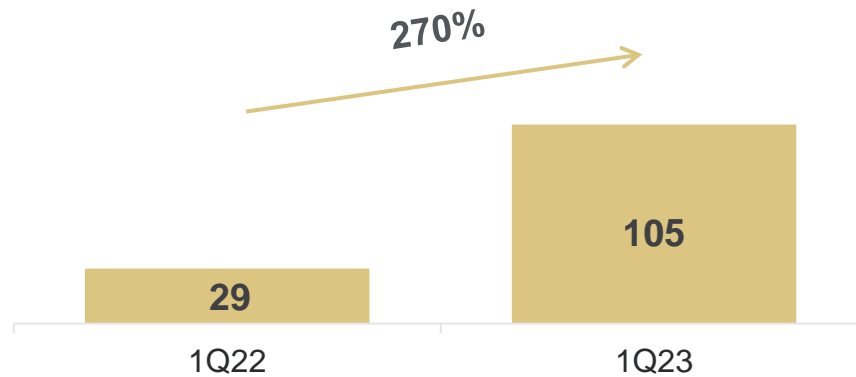
Gross Profit

(1Q22 vs 1Q23, IDR Billions)



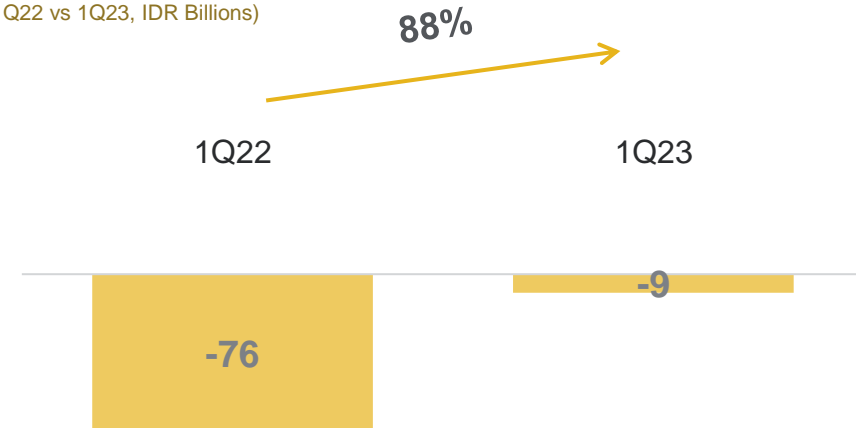
EBITDA

(1Q22 vs 1Q23, IDR Billions)



Net Income

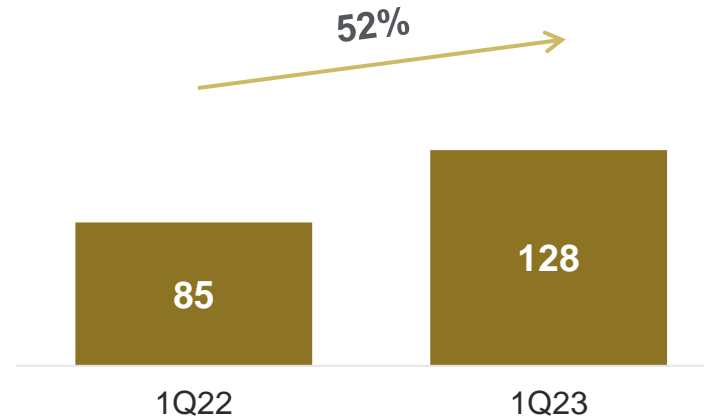
(1Q22 vs 1Q23, IDR Billions)



1Q23 Financial Highlights

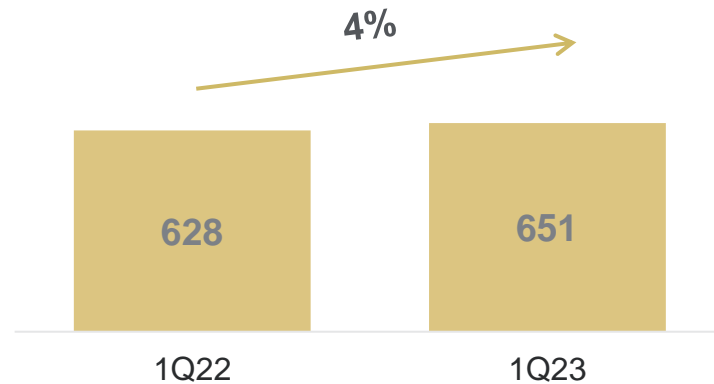
Property Segment Revenue

(1Q22 vs 1Q23, IDR Billions)



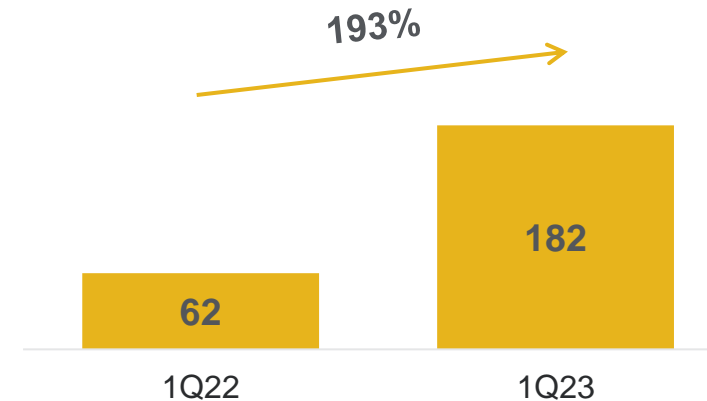
Construction Segment Revenue

(1Q22 vs 1Q23, IDR Billions)



Hospitality Segment Revenue

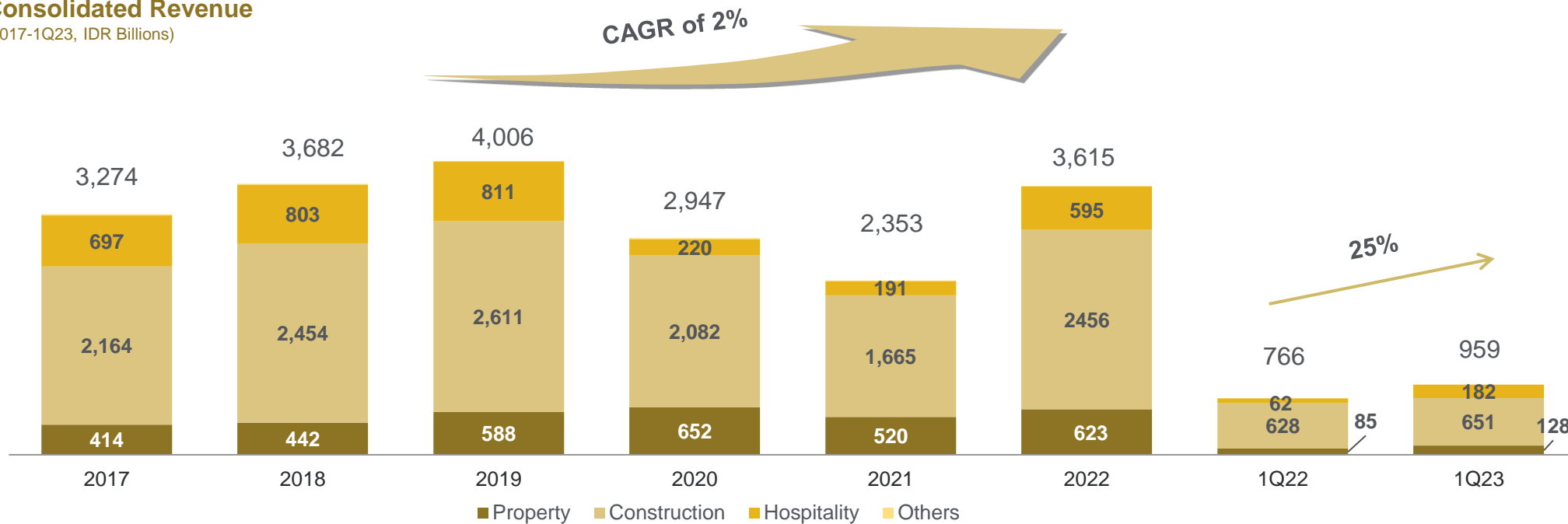
(1Q22 vs 1Q23, IDR Billions)



Established Track Record as a Group

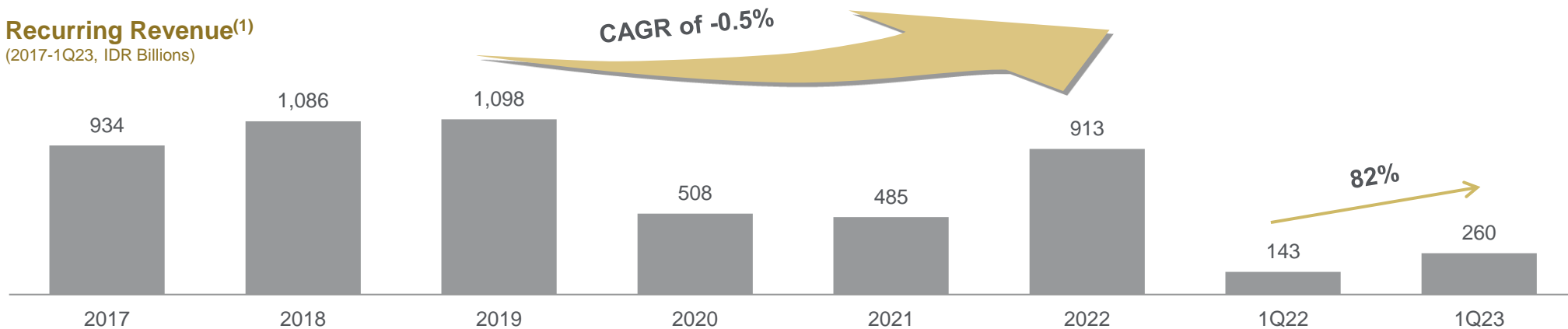
Consolidated Revenue

(2017-1Q23, IDR Billions)



Recurring Revenue⁽¹⁾

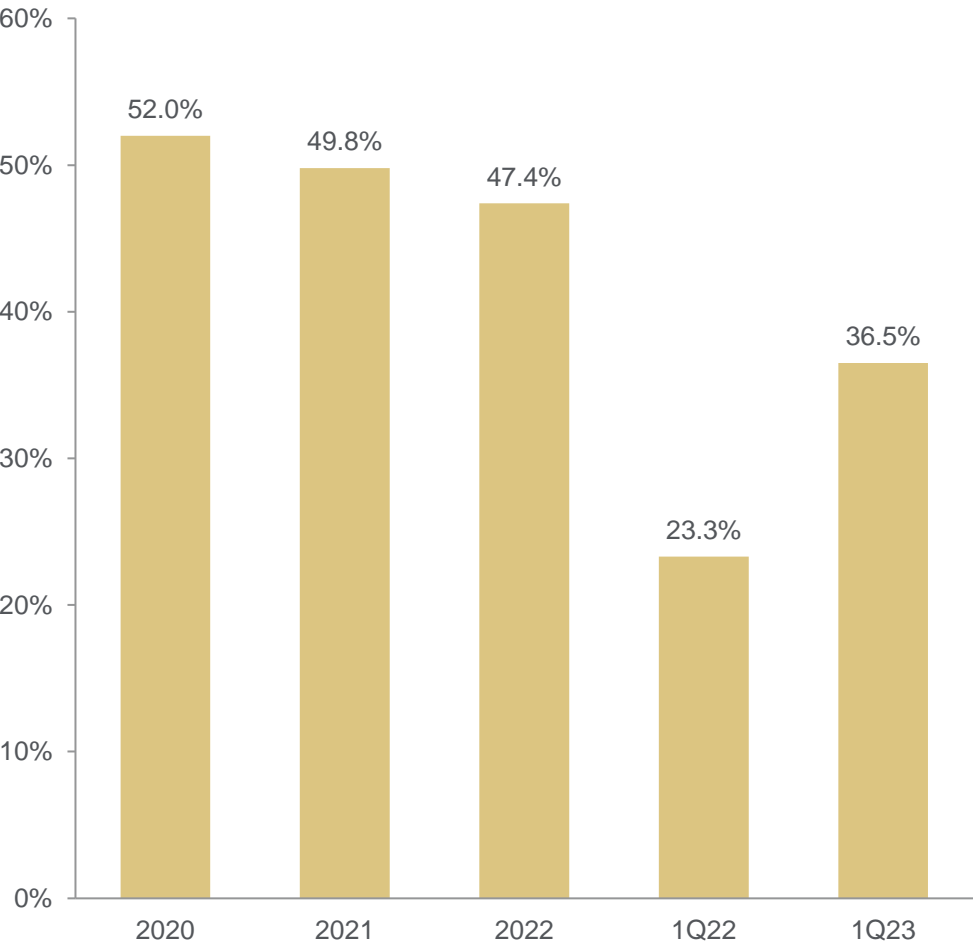
(2017-1Q23, IDR Billions)



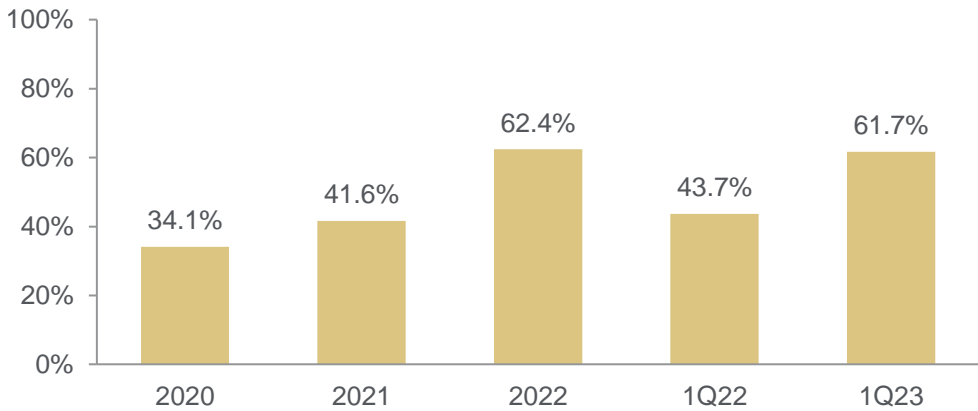
Note: ⁽¹⁾ Recurring revenue comprises that of hotel, rental, parking and maintenance.

Attractive Gross Margins

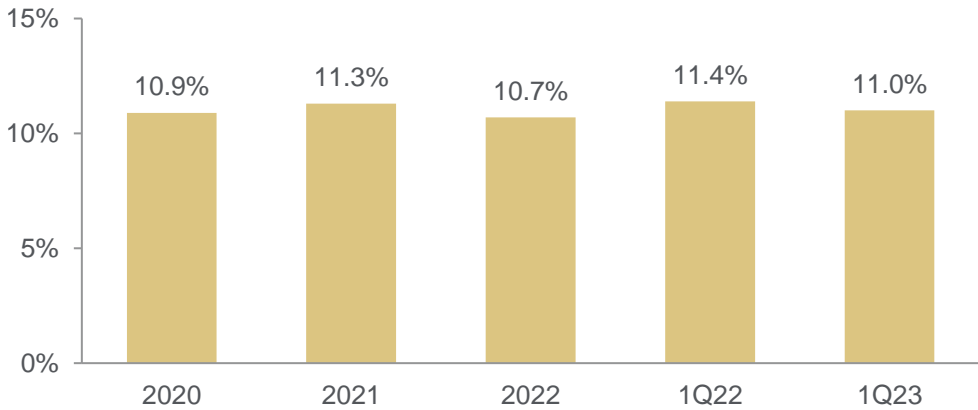
Property Gross Margins %



Hotel Gross Margins %



Construction Gross Margins⁽¹⁾ %



Note: ⁽¹⁾ Includes projects within SSIA group

Financial Highlights

Consolidated Profit & Loss

(in IDR Billions)	2017	2018	2019	2020	2021	2022	1Q22	1Q23
Revenue	3,274	3,682	4,006	2,947	2,353	3,615	766	959
Revenue Growth	-14%	12%	9%	-26%	-20%	54%	71%	25%
Gross Profit	864	981	1,091	635	517	918	115	228
Gross Profit Margin	26%	27%	27%	22%	22%	25%	15%	24%
EBITDA	413	455	533	256	182	458	28	105
EBITDA Margin	13%	12%	13%	9%	8%	13%	4%	11%
Operating Profit	2,029	354	420	173	106	549	3	84
Operating Profit Margin	62%	10%	10%	6%	5%	15%	0%	9%
Net Profit (Loss)	1,178	38	92	-88	-200	176	-76	-9
Net Profit Margin	36%	1%	2%	-3%	-9%	5%	-10%	-1%
Comprehensive Income	1,157	27	53	-116	-170	225	-68	-3
EPS (full Rupiah, after stock split)	252	8	20	-19	-44	39	-17	-2

Financial Highlights

Consolidated Revenue by Business Segment

(in IDR Billions)	2017	2018	2019	2020	2021	2022	1Q22	1Q23
Property	414	442	588	652	520	623	85	128
Segment percentage	13%	12%	15%	22%	22%	17%	11%	13%
Construction	2,164	2,454	2,611	2,082	1,665	2,456	628	651
Segment percentage	66%	66%	65%	71%	70%	67%	81%	68%
Hospitality	697	803	811	220	191	595	62	182
Segment percentage	21%	22%	20%	7%	8%	16%	8%	19%
Others	17	10	11	13	13	9	0.2	0
Elimination	-18	-26	-16	-20	-37	-68	-9	-2
Total	3,274	3,682	4,006	2,947	2,353	3,615	766	959

Financial Highlights

Consolidated EBITDA by Business Segment

(in IDR Billions)	2017	2018	2019	2020	2021	2022	1Q22	1Q23
Property	139	175	244	281	202	221	8	29
Segment percentage	31%	32%	42%	94%	90%	43%	19%	24%
Construction	157	184	163	130	100	171	53	51
Segment percentage	35%	34%	28%	44%	45%	33%	121%	42%
Hospitality	148	186	177	-113	-79	122	-17	41
Segment percentage	33%	34%	30%	-38%	-35%	24%	-40%	34%
Others	-38	-81	-54	-35	-34	-42	-12	-14
Elimination	6	-9	3	-7	-8	-15	-3	-2
Total	413	455	533	256	182	458	29	105

EBITDA defined as net income, before interest expenses, tax expenses, depreciation and amortization expenses, includes JO income (loss)

Financial Highlights

Consolidated Net Profit by Business Segment



suryainternusa

(in IDR Billions)	2017	2018	2019	2020	2021	2022	1Q22	1Q23
Property	80	127	159	104	9	35	-34	-11
Segment percentage	48%	49%	58%	-341%	-8%	51%	76%	-60%
Construction	153	123	105	59	55	75	34	30
Segment percentage	92%	48%	39%	-194%	-47%	108%	-75%	158%
Hospitality	-66	8	8	-193	-180	-41	-44	0
Segment percentage	-39%	3%	3%	635%	155%	-59%	99%	2%
Others	1,077	-146	-156	-59	-118	-13	-32	-10
Minority Interest & Elimination	-66	-74	-23	2	34	120	1	-19
Total	1,178	38	92	-88	-200	176	-76	-9

Financial Highlights - Consolidated Balance Sheet

In IDR Billions	2018	2019	2020	2021	2022	1Q23
Current Assets	3,459	4,057	3,004	3,008	3,325	3,095
Cash & ST Investments	1,372	1,527	851	782	1,136	1,095
Account Receivables	1,239	1,515	1,419	1,405	1,542	1,319
Inventories	463	422	490	553	376	385
Other-Current Assets	385	594	244	268	270	297
Non-Current Assets	3,945	4,035	4,616	4,744	4,965	5,018
Investment in Joint Ventures	319	327	294	280	87	47
Real Estate Assets	1,566	1,675	2,247	2,431	2,895	2,965
Fixed assets – net	1,252	1,211	1,172	1,084	1,038	1,030
Rental and investment property – net	733	707	704	692	581	666
Other-Non Current Assets	75	115	199	257	364	310
Total Assets	7,404	8,092	7,620	7,752	8,290	8,114
Current Liabilities	2,033	1,713	1,863	1,452	1,831	1,677
Non-Current Liabilities	986	1,901	1,526	2,250	2,199	2,166
Non-Controlling Interest	441	514	480	466	419	433
Equity (2007 :949 mio shares, 2008, 2009 and 2010: 1,176 mio shares, 2011-current: 4,705 mio shares)	3,944	3,964	3,751	3,585	3,840	3,837
Total Liabilities and Equity	7,404	8,092	7,620	7,752	8,290	8,114

Financial Highlights - Key Performance Ratios

In IDR Billions	2018	2019	2020	2021	2022	1Q23
Bank/Third parties Loan						
IDR denominated in IDR Billions	1,507	1,194	1,305	1,245	1,514	1,461
US\$ denominated in IDR Billions	-	662 ⁽¹⁾	676 ⁽¹⁾	1,059 ⁽¹⁾	1,034 ⁽¹⁾	990 ⁽¹⁾
Total Debt in IDR Billions	1,507	1,856	1,981	2,304	2,548	2,541
Debt to Equity Ratio	34%	41%	47%	57%	60%	57%
ROE	1.0%	2.3%	-2.3%	-5.6%	4.6%	-1.0%
ROA	0.5%	1.1%	-1.1%	-2.6%	2.1%	-0.5%
Current Ratio	170.1%	236.8%	161.3%	207.2%	181.5%	181.7%
Liability to Equity	76.6%	91.2%	90.5%	103.3%	104.9%	100.1%
Liability to Asset	40.8%	44.7%	44.5%	47.7%	48.6%	47.4%
Book Value/share (Rp) - par value : 2007 - June 2011 : Rp 500 per share, Jul 2011 - current : Rp 125 per share	848	853	818	788	844	844
Equity Growth	-1.6%	0.5%	-5.4%	-4.4%	7.1%	9.1%

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
- ROE and ROA are annualized – (1) Hedged with Cross Currency Interest Rate Swap (CCIRS)

Review of Business Segments



suryainternusa

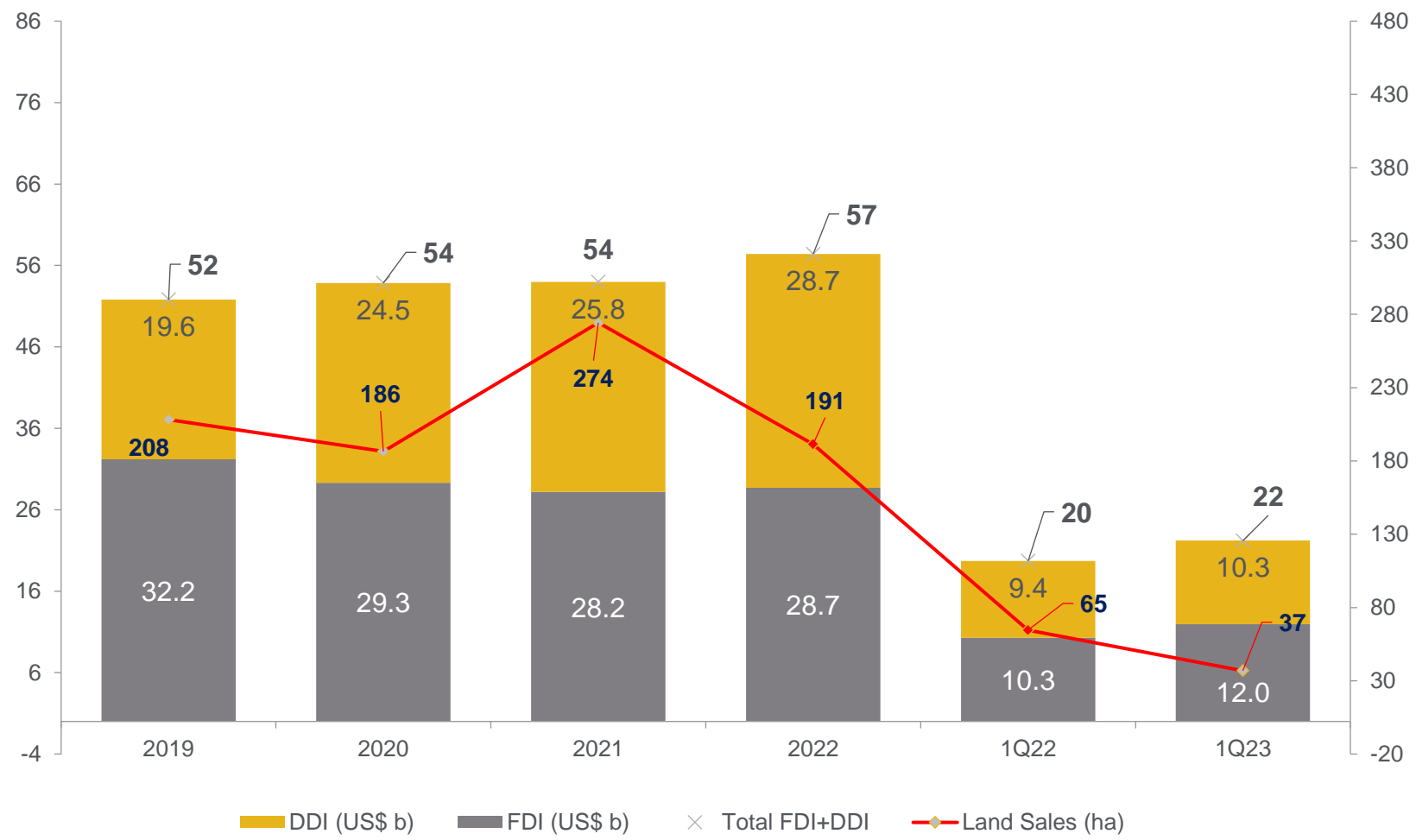
BUILDING A BETTER INDONESIA

PROPERTY

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

2.1

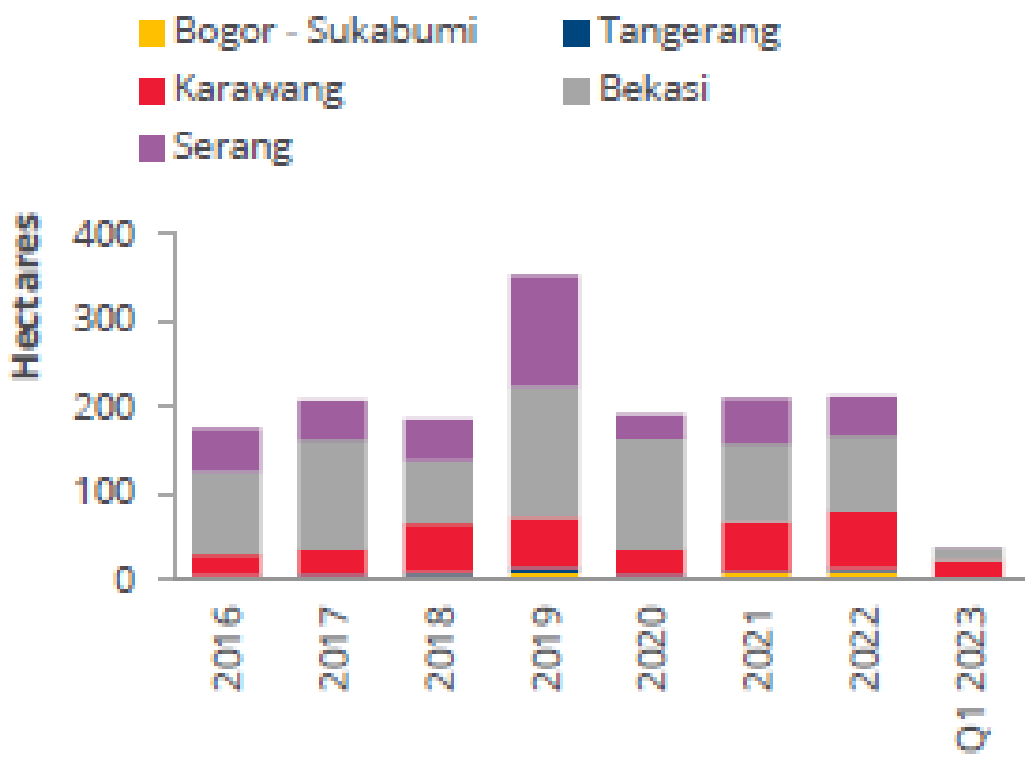
Foreign Direct Investment and Domestic Direct Investment Realization (LHS) vs Statistic of Industrial Land Sales in West Java Area in (RHS)



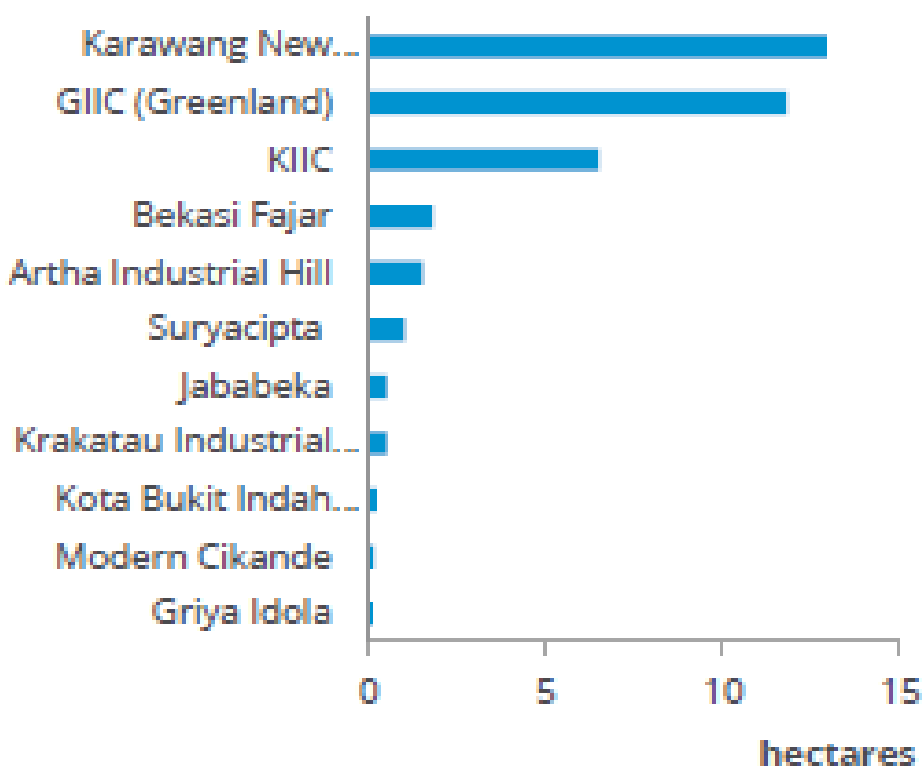
Source: BKPM (Indonesia Investment Coordinating Board), Colliers

INDUSTRIAL SECTOR FUNDAMENTALS

Annual Industrial Land Absorption



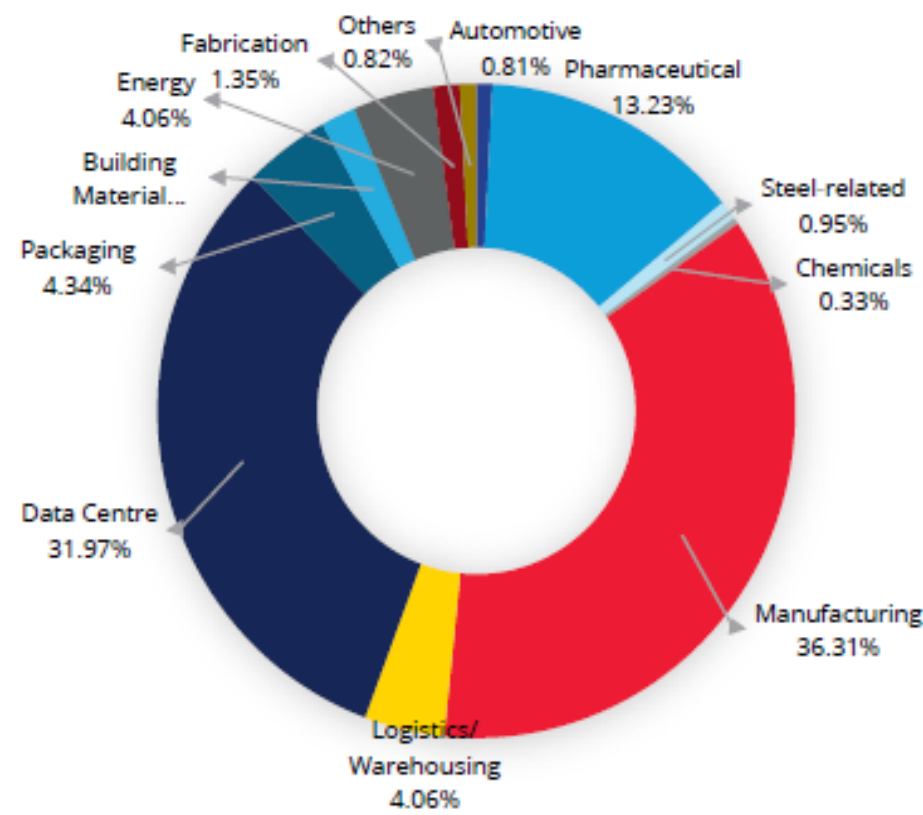
Land Absorption in 1Q23



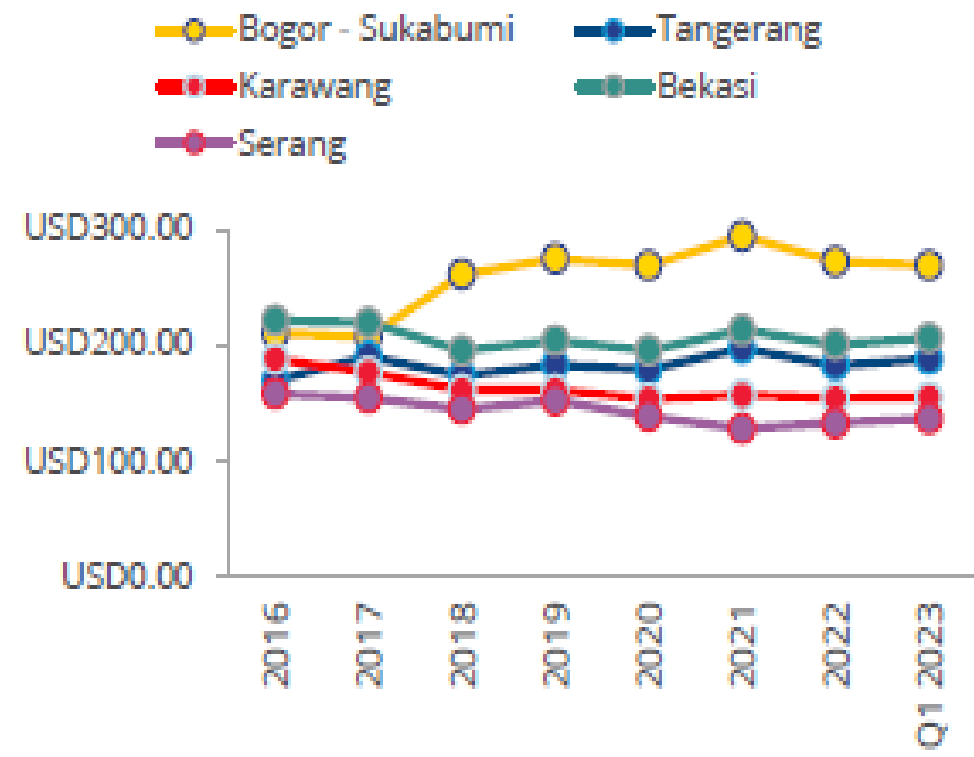
Source: Colliers Q1 2023 Research

INDUSTRIAL SECTOR FUNDAMENTALS

Type of Active Industries During 1Q23

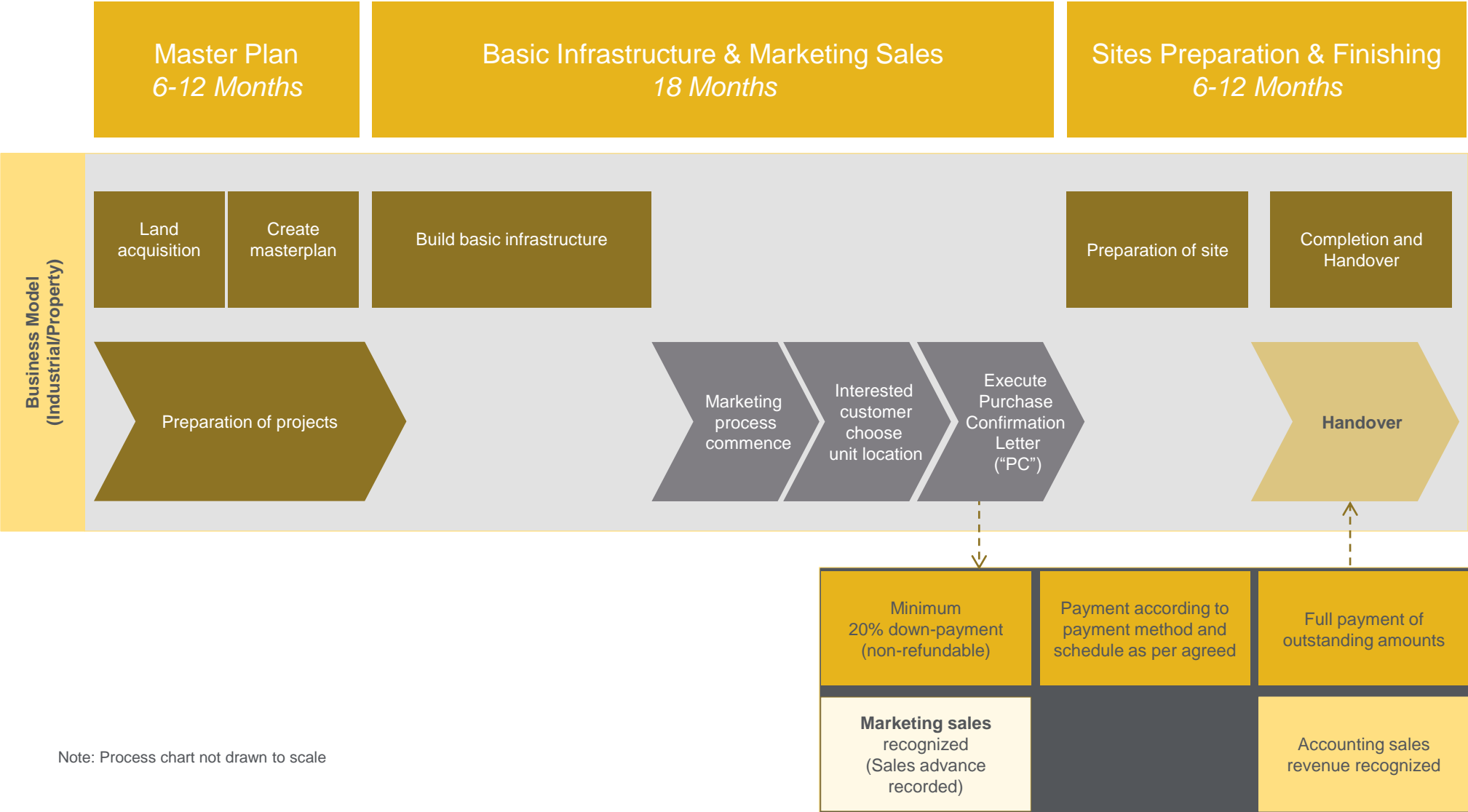


Greater Jakarta Industrial Land Prices



Source: Colliers Q1 2023 Research

Low Risk Capital Effective Business Model



Note: Process chart not drawn to scale

PT Suryacipta Swadaya

Infrastructures Surrounding the Projects

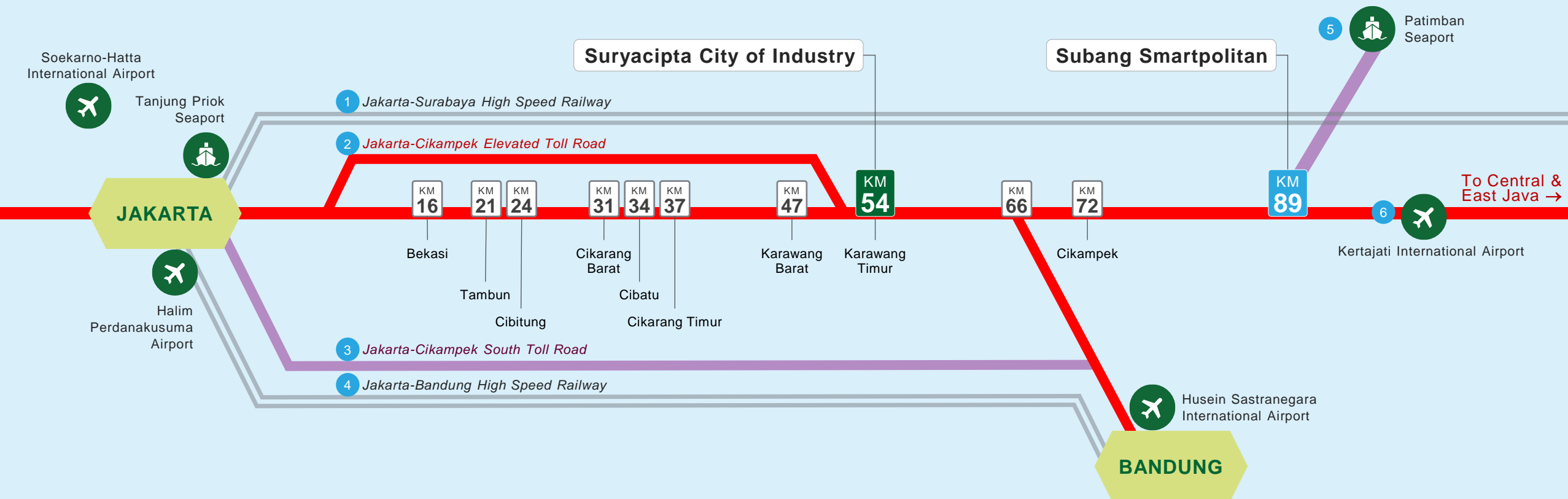


Both projects are directly connected to the main toll road connecting to major destinations in Java and allowing ease of access to seaports and airports.

Ongoing infrastructures development in the area such as new toll roads and high-speed railways benefit the projects by reducing congestion and providing more convenient logistics.

PT Suryacipta Swadaya

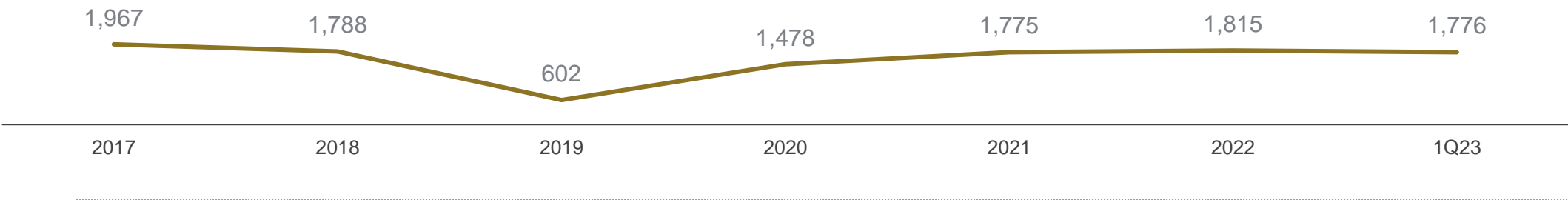
Infrastructures Surrounding the Projects



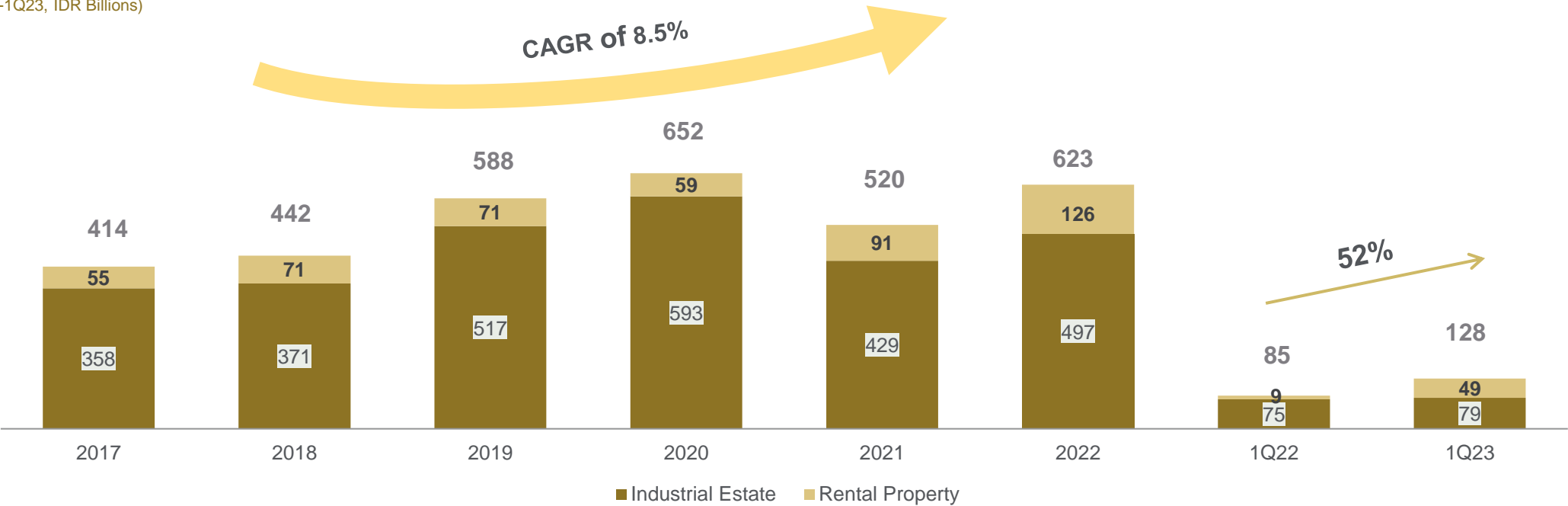
— Toll road - Existing
— Toll road - Under construction
— High-speed railway - Under construction

Property Business Segment




Suryacipta City of Industry ASP
(in thousand Rp / sqm)

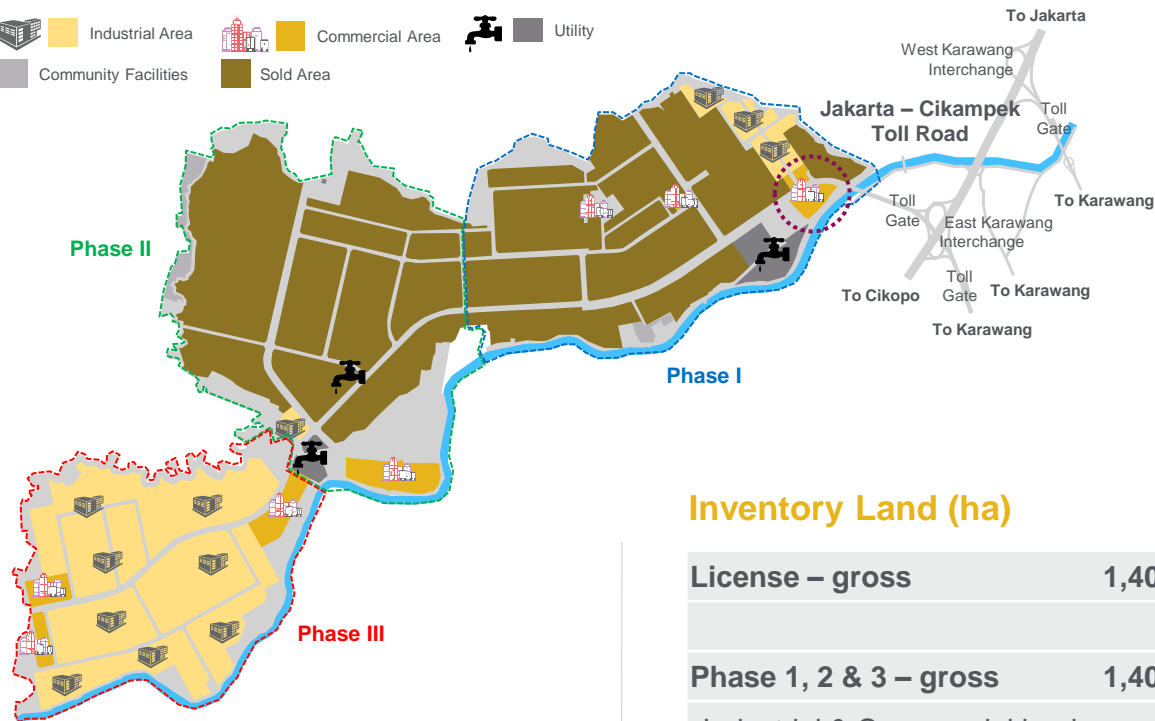


Property Business Segment Revenue
(2017-1Q23, IDR Billions)



High Quality Projects in Suryacipta City of Industry

 Industrial Area
  Commercial Area
  Utility
  Community Facilities
  Sold Area



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)

Inventory Land (ha)

License – gross	1,400
Phase 1, 2 & 3 – gross	1,400
Industrial & Commercial land – 31 March 2023	89.0
Add/(less) reclass to infra	-
Sold up to 31 March 2023– net	-
Total Land bank 31 March 2023 – net	89.0

Well-Diversified Current Tenant Mix

Home of 150 prestigious global companies

AUTOMOTIVE



ISUZU

BUILDING SUPPLIES



CONSUMER GOODS



ELECTRONICS

JVC



PHARMACEUTICAL

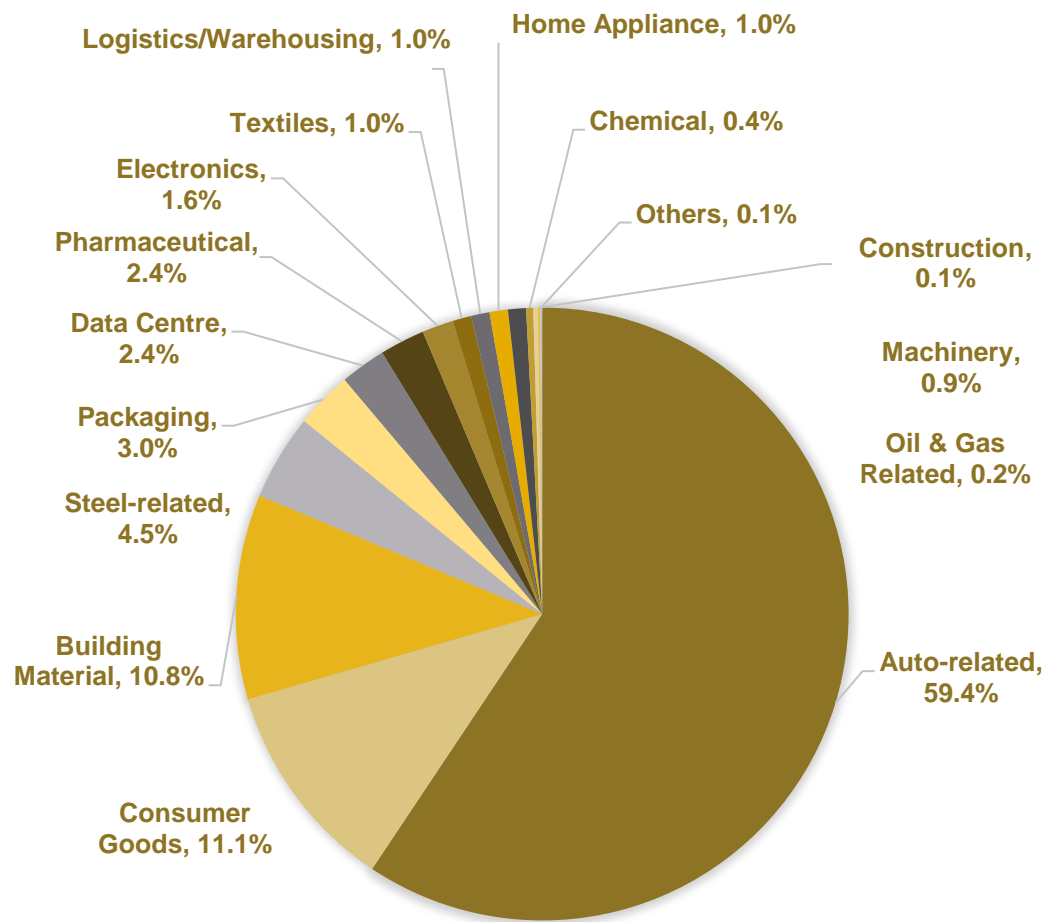


dexa group

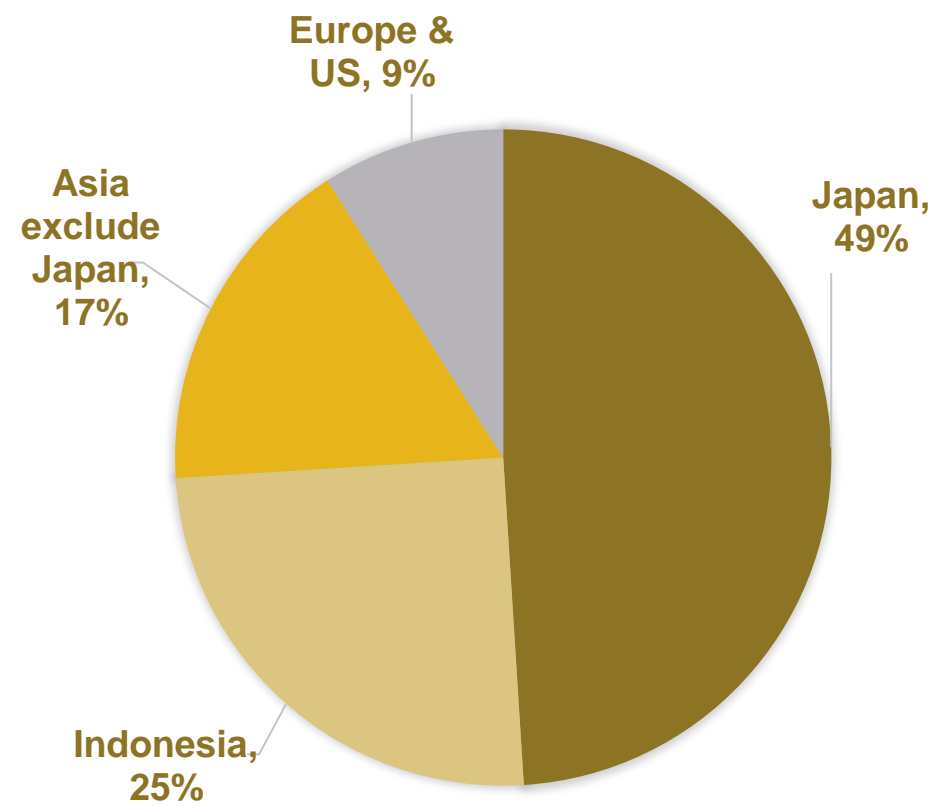
High Quality Projects in Suryacipta City of Industry

Well-Diversified Current Tenant Mix

Tenant Landbank by Sector



Tenant Landbank by Country



Business Segment

Property: Industrial Estate Review

In 2010, 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	2017	2018	2019 ¹	2020	2021	2022	1Q22	1Q23
Land sold (ha)	2.1	8.3	89.8	5.6	10.1	10.5	4.5	1.0
TOTAL Sales Value (in IDR Billions)	42	149	538	82	180	188	84	18
Accounting Sales Booked	2017	2018	2019	2020	2021	2022	1Q22	1Q23
Land sold (ha)	11.5	8.7	17.1	78.0	8.9	10.8	0.5	-
TOTAL Sales Value (in IDR Billions)	176	154	292	329	156	194	3	-

Note : Data refers to land sales in Suryacipta City of Industry, Karawang, not included Bekasi land sales

1. Includes phase-4 land sales of 72ha (Rp233bn)

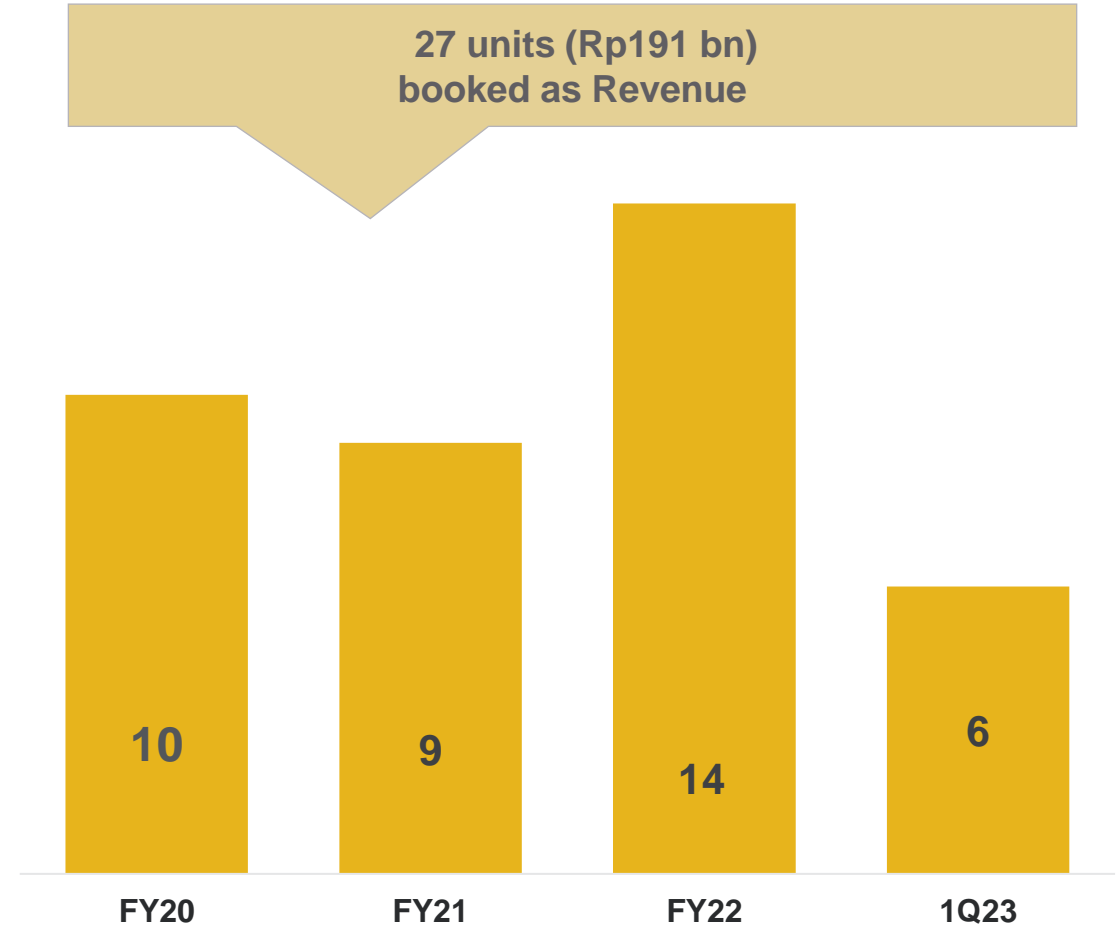
Business Segment

Property: Edenhaus Simatupang (By TCP INTERNUSA)

- ✓ 41 boutique houses (~Rp297 billion)
- ✓ 39 units (Rp281 billion) sold per 1Q23

Edenhaus Marketing Sales (unit)

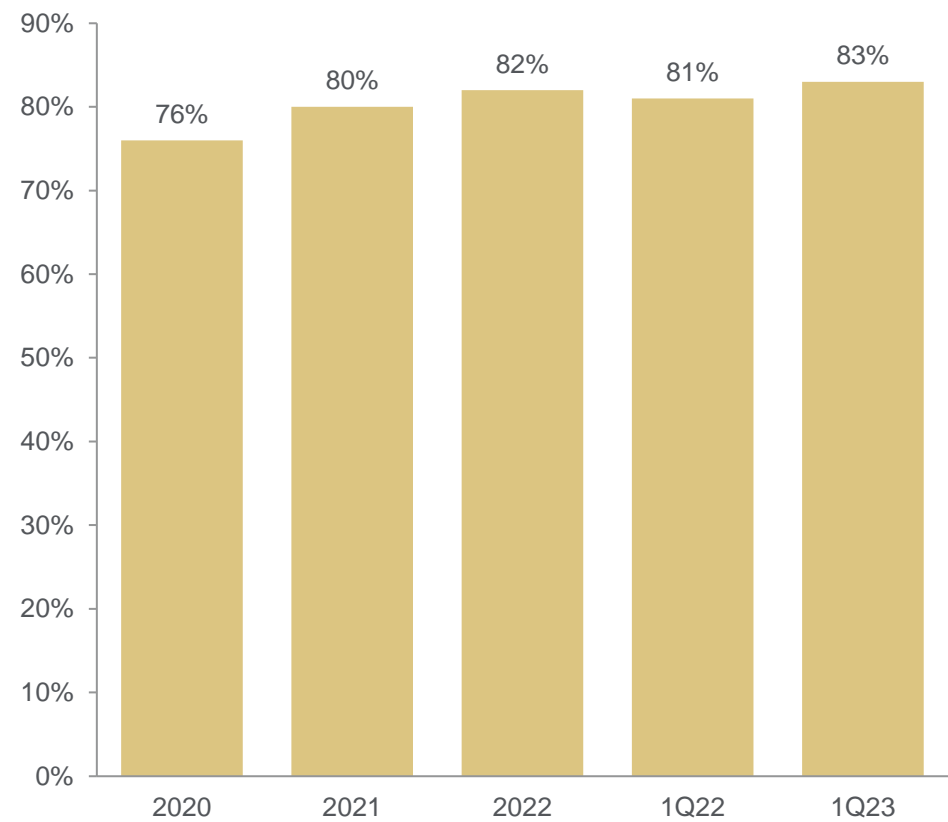
27 units (Rp191 bn)
booked as Revenue



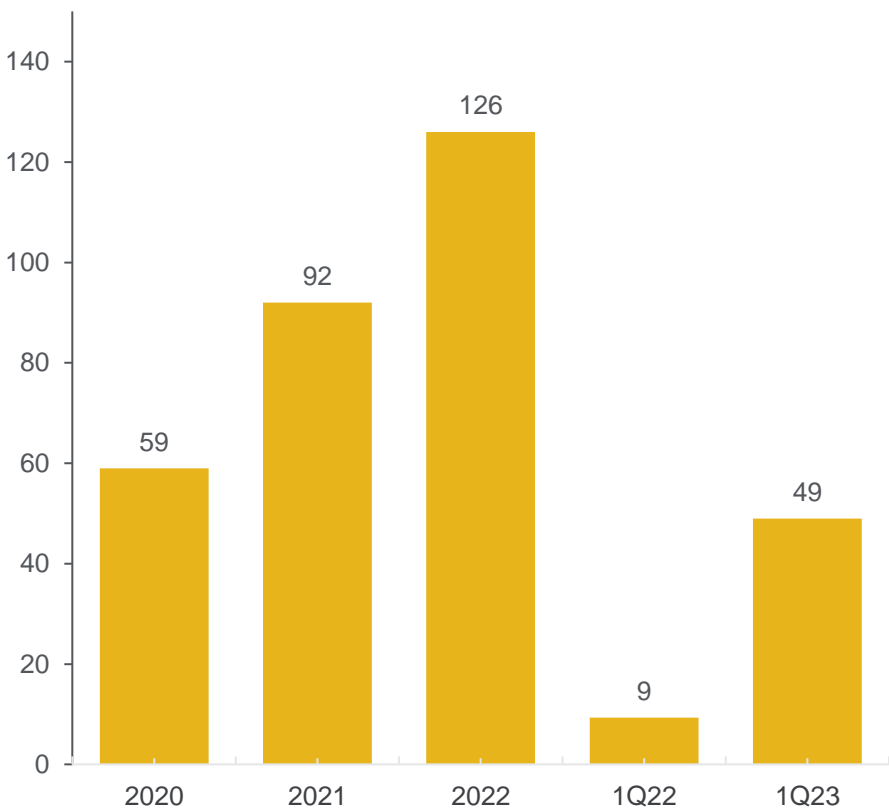
Business Segment

Property: Glodok Plaza & Edenhaus Simatupang

Occupancy Rate (%) – Glodok Plaza



Revenue (in IDR billions) – TCP INTERNUSA



Business Segment

Property: Revenue Breakdown

Revenue (in IDR Billions)	2017	2018	2019	2020	2021	2022	1Q22	1Q23
Industrial Estate (SCS) Land Sales	176	154	297	357	166	207	3	5
Industrial Estate (SCS) Non-Land	182	217	220	236	263	290	73	74
Rental Property (TCP & Others)	55	71	71	59	92	126	9	49
TOTAL	414	442	588	652	520	623	85	128

Financial Highlights

Property : Operating Result

(in IDR Billions)	2017	2018	2019	2020	2021	2022	1Q22	1Q23
Revenue	414	442	588	652	520	623	85	128
Revenue Growth	-37%	7%	33%	11%	-20%	20%	11%	52%
Gross Profit	202	225	307	339	259	295	20	47
Gross Margin	49%	51%	52%	52%	50%	47%	23%	37%
EBITDA	139	175	244	281	202	221	8	29
EBITDA Margin	34%	40%	42%	43%	39%	36%	10%	23%
Operating Profit	146	177	242	302	215	210	13	32
Operating Profit Margin	35%	40%	41%	46%	41%	34%	15%	25%
Net Profit	80	127	159	104	9	35	-34	-11
Net Profit Margin	19%	29%	27%	16%	2%	6%	-40%	-9%

Photos of Suryacipta City of Industry



Suryacipta City of Industry Entrance



Commercial Area Development



Suryacipta City of Industry Factory



Toll Exit Leading to Suryacipta City of Industry



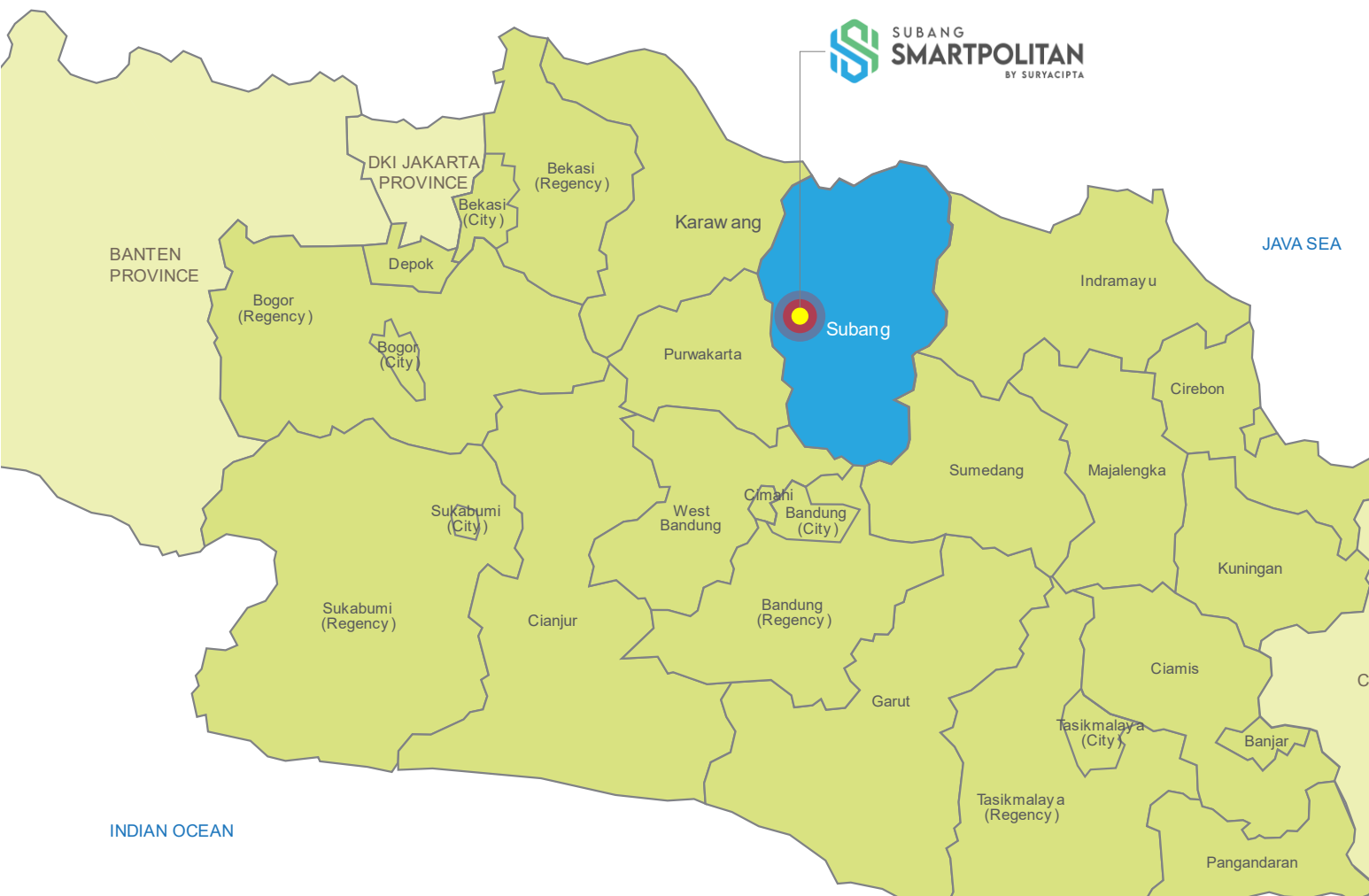
SUBANG SMARTPOLITAN

BY SURYACIPTA



Subang Smartpolitan

Location



Strategic Location

- The future of industrial corridor;
- Within the Rebana Metropolitan;
- Direct toll access (via Trans-Java toll road network);
- Direct Access to Patimban Seaport;
- Direct Access to West Java International Airport (Kertajati);
- Connected via railroad network as well as the planned Jakarta-Surabaya High-Speed-Train;
- Major cities are reachable within 1.5 hours (e.g., Jakarta & Bandung).

Competitive Labour

- Minimum Wage is IDR 3.273.810 (2023)
- Ample Labour Supply (850k in 2021)

World Class utilities, infrastructures and supporting facilities



Subang Smartpolitan

Project Timeline



Phase 1

- Development : Q4 2020
- Handover : Q3 2023
- Operation : Q3 2024

Toll Road to Patimban

- Development : Q3 2023
- Exit toll : Q3 2024

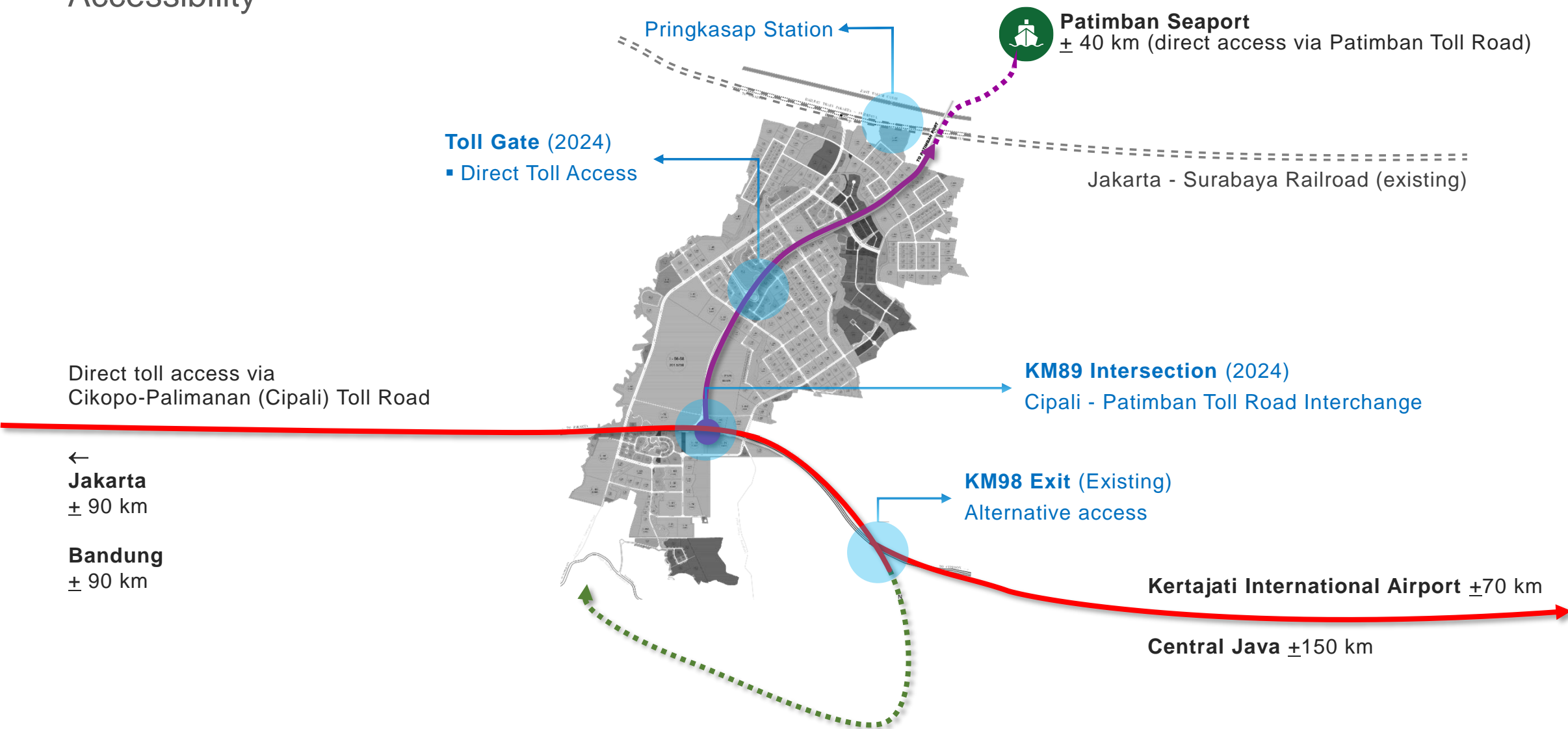
Subang Smartpolitan, the pioneer of smart and sustainable city development, Leverages technology and IOT to promote efficiency and security.

Total area of **2,717Ha**, Subang Smartpolitan is developed in 4 phases, whereas the 1st phase development begins Q4 2020 (Ready for handover Q3 2023), including:

- Commercial;
- Industrial;
- Residential;
- Leisure;
- Education;
- Supporting infrastructures and facilities.

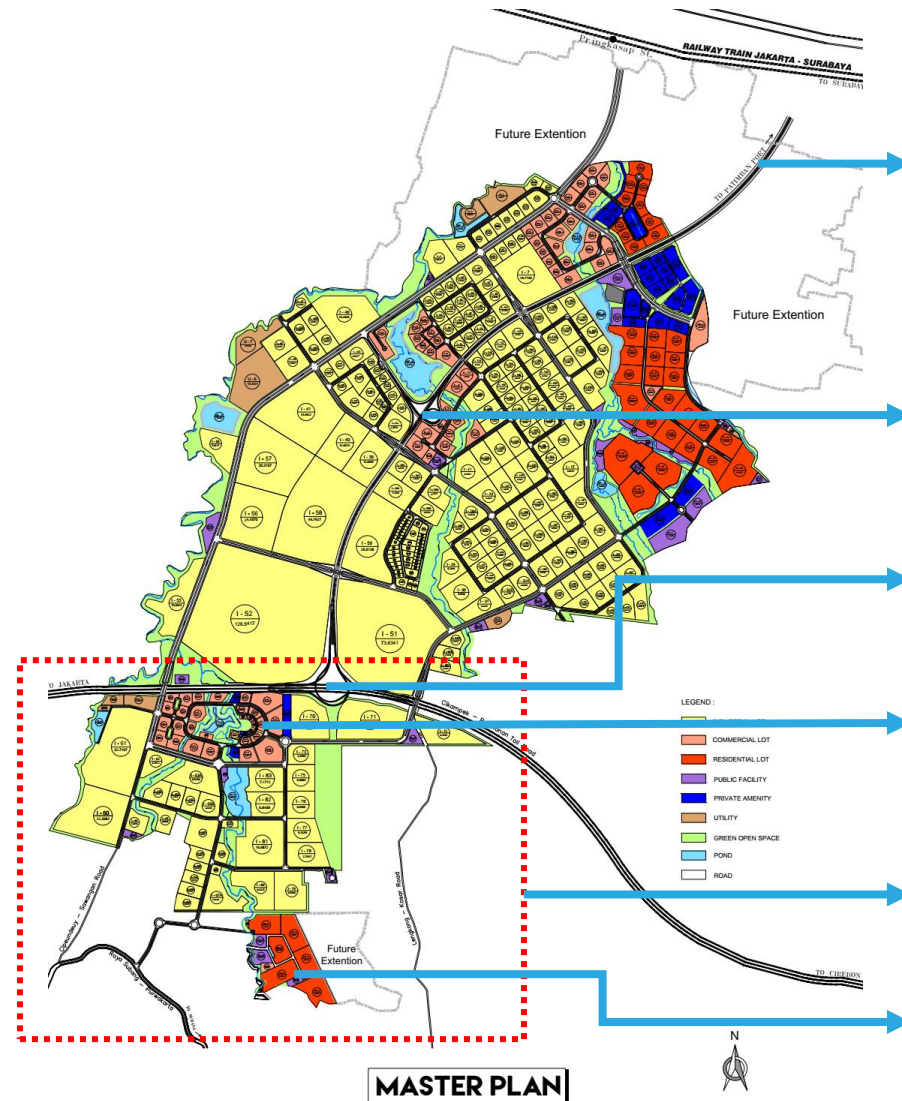
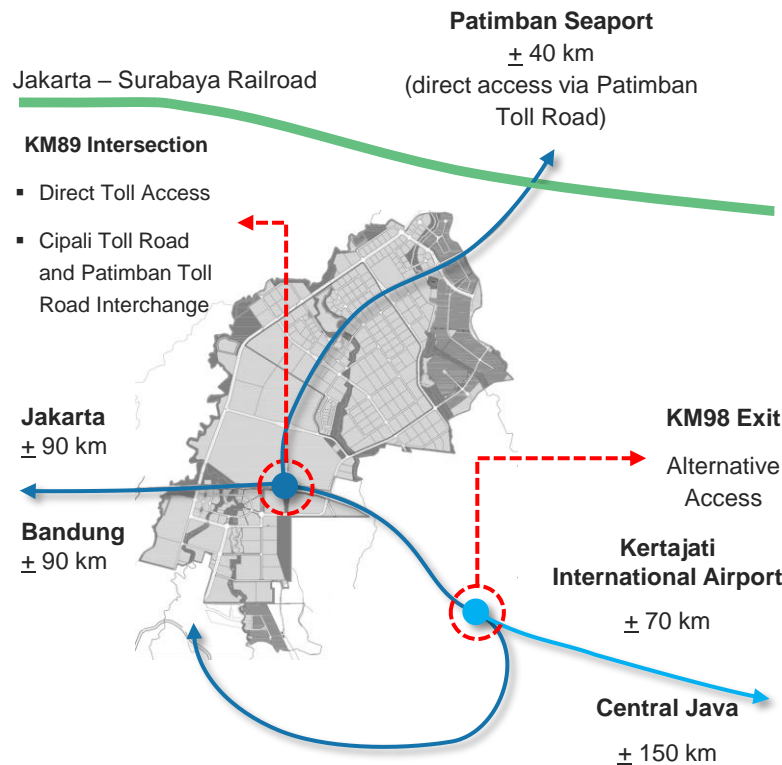
Subang Smartpolitan

Accessibility



MASTERPLAN

- Subang Smartpolitan is directly accessible via Cikopo-Palimanan (Cipali) Toll Road at **Cipali Interchange at Km89**.
- From Kalijati Exit (Km98), Subang Smartpolitan is approximately 13Km (25mins).



Patimban Toll Road
(direct access to Patimban Seaport)

Direct Access from Cipali-Patimban Toll

Toll Interchange KM89

South Smart Core (60Ha)

- Diamond Bay (4Ha)
- Education Area (14.1Ha)
- Business Centre (19Ha)

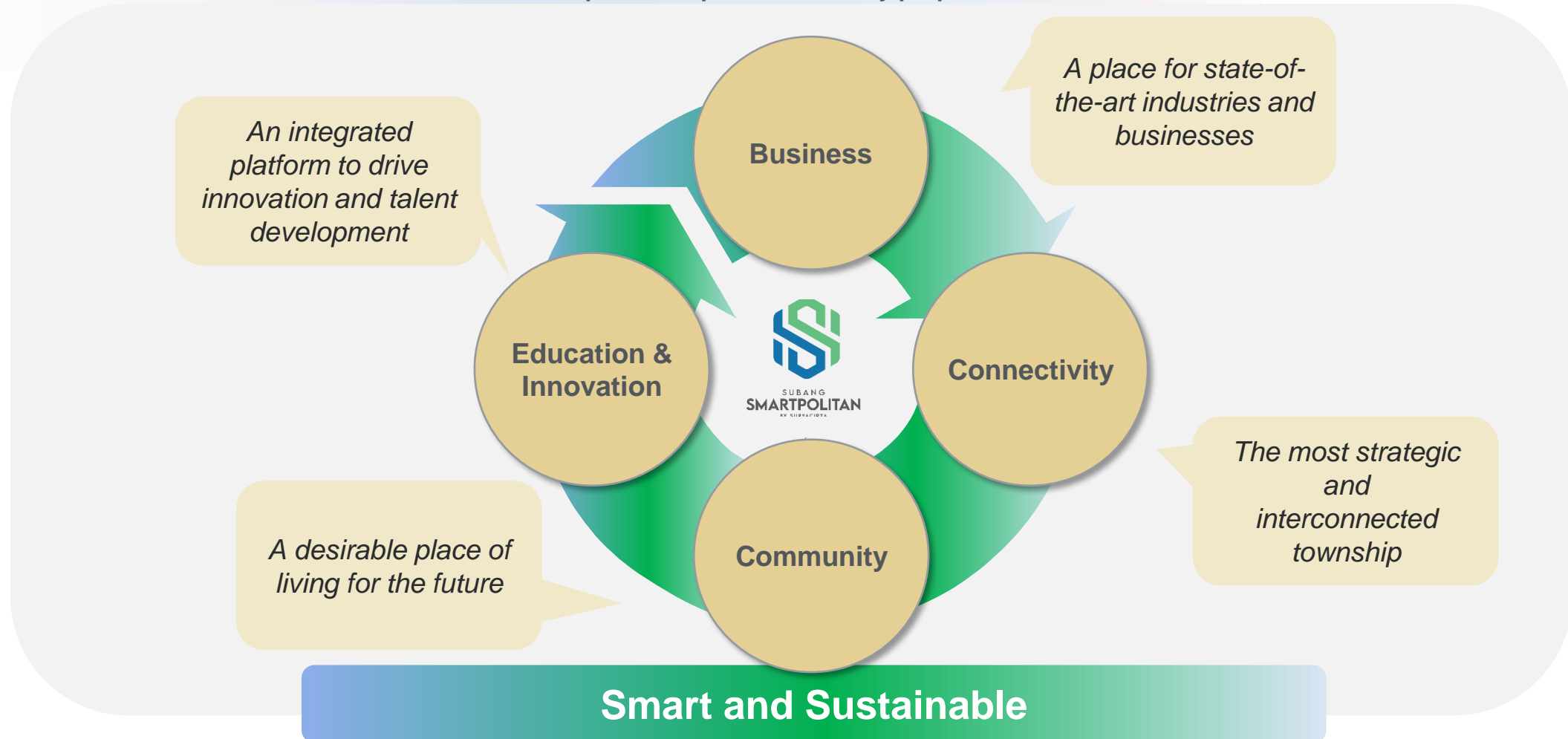
Phase 1 Development (400Ha)
Handover Q3 2023

Residential Area (40Ha)

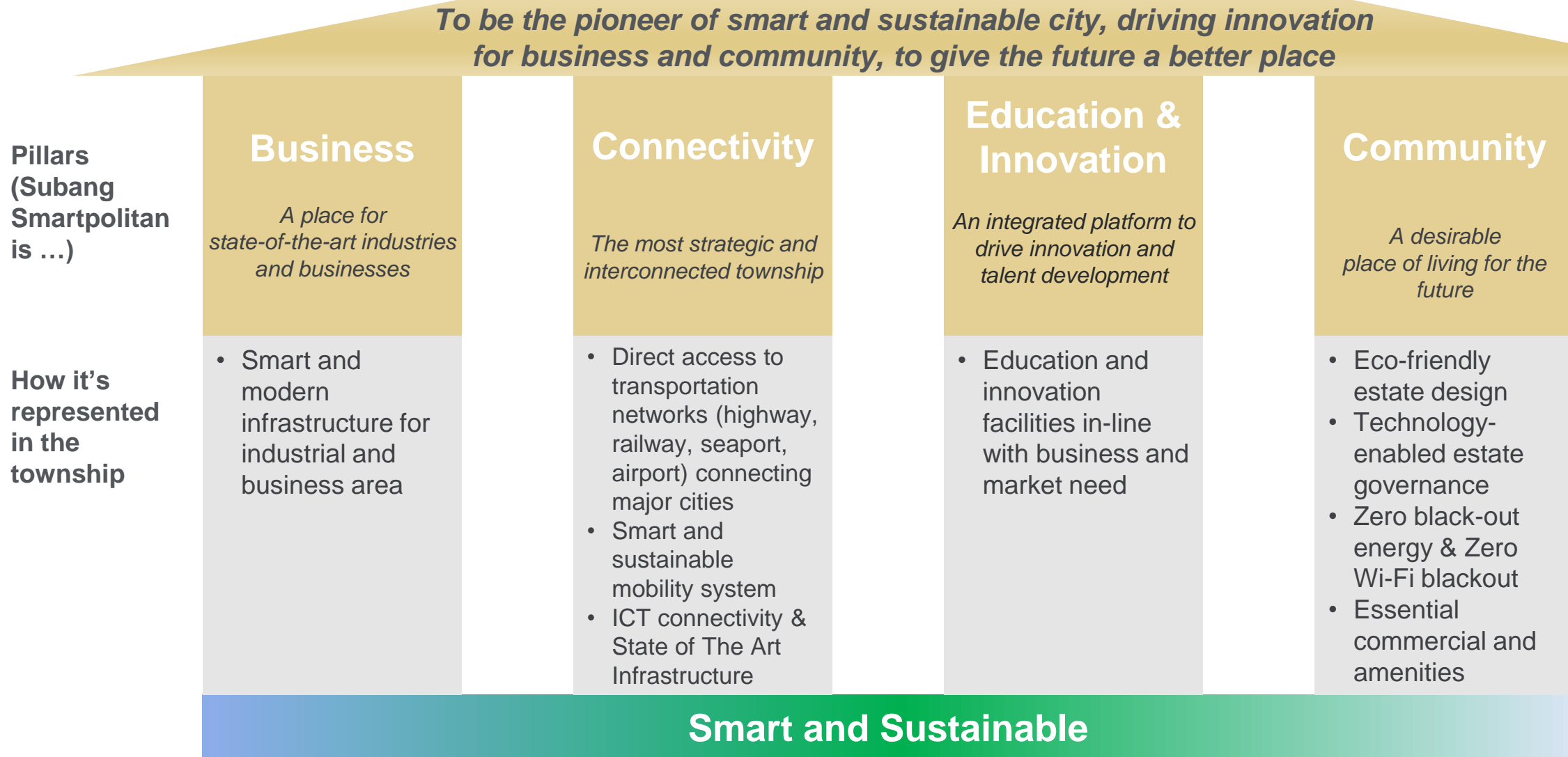


Vision: “To be the pioneer of smart and sustainable city, driving innovation for business and community, to give the future a better place”

Subang Smartpolitan is the first integrated township in Indonesia built with smart and sustainable concept from the ground-up – with 4 pillars as the key propositions:

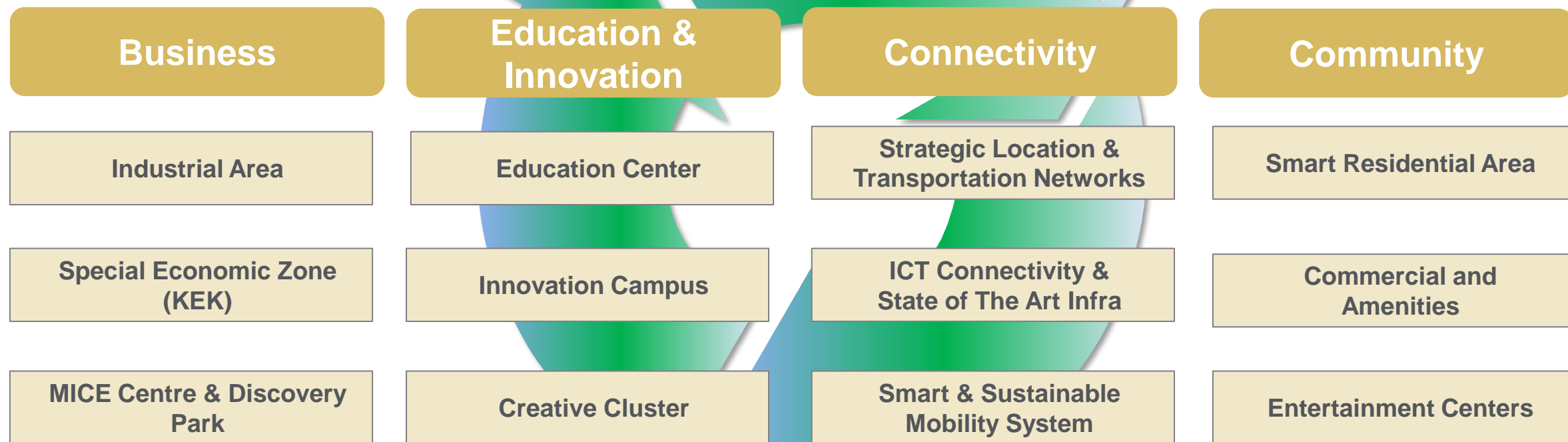


Vision Statement is translated to the components of the township



Components of the township that 'bring the vision to life'

To be the pioneer of smart and sustainable city, driving innovation for business and community, to give the future a better place



NON-EXHAUSTIVE



Subang Smartpolitan

Smart Infrastructures

Smart Connectivity



High-speed connection



Multiple Fiber Optic Network



IoT Network (e.g., LoRaWAN, NB-IoT, etc.)

Intelligent Monitoring & Control



Geographical Information System



Smartpolitan Application

Smart Mobility



Traffic monitoring



Integrated connecting hub



Multi modal

1

2

3

4

Smart Grid



Microgrid system



Sensor Monitoring System

5

Smart & Sustainable Water System



Water Sensitive Urban Design



Sensor Monitoring System

6

Smart Healthcare & Education



Innovation center



Research & development center



Subang Smartpolitan

Patimban Seaport Development Masterplan



2018-2021





suryainternusa

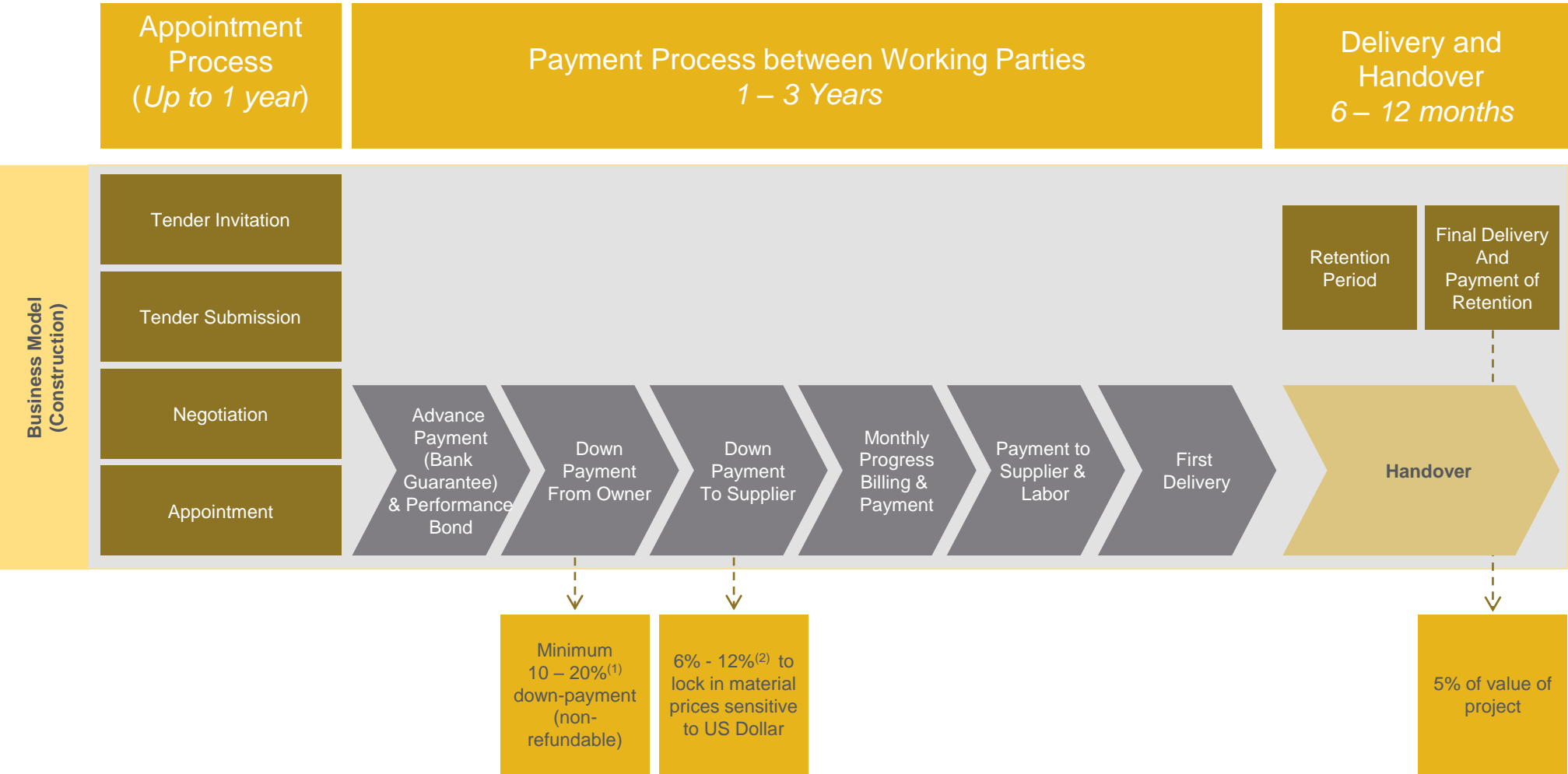
BUILDING A BETTER INDONESIA

CONSTRUCTION

- PT Nusa Raya Cipta Tbk (“NRCA”)

2.2

Low Risk Capital Effective Business Model

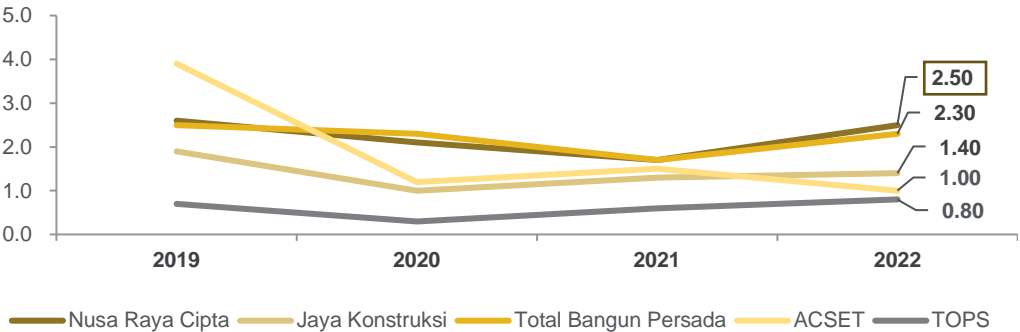


Note: ⁽¹⁾ Refers to a percentage of project value. Quantum of down-payment depends on size of project, where 10% and 20% are for small and large projects respectively.
⁽²⁾ Refers to a percentage of project value.

Revenue recognition by % of completion

Top Five Largest Market Share

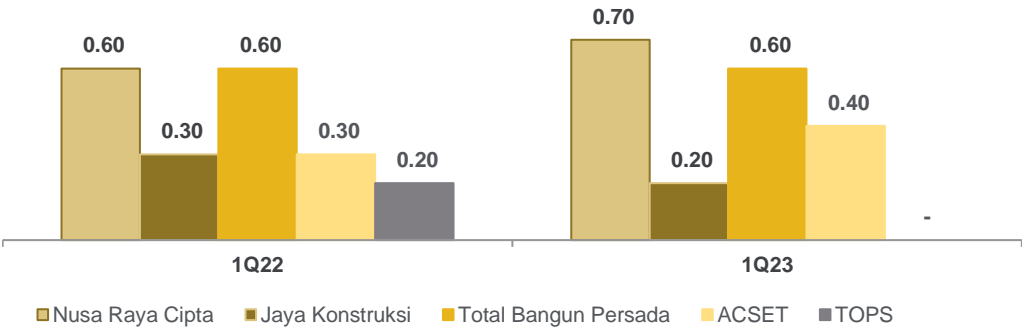
(2019-2022, Revenue, IDR Trillions)



Source: IDX
Note: Jaya Konstruksi revenue only from construction sector

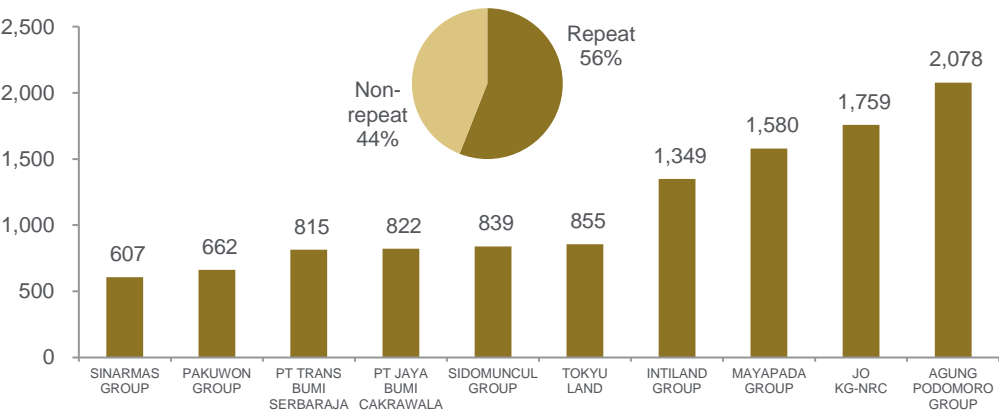
Top Five Largest Market Share

(1Q22-1Q23, Revenue, IDR Trillions)



Strong and Loyal Customer Profile

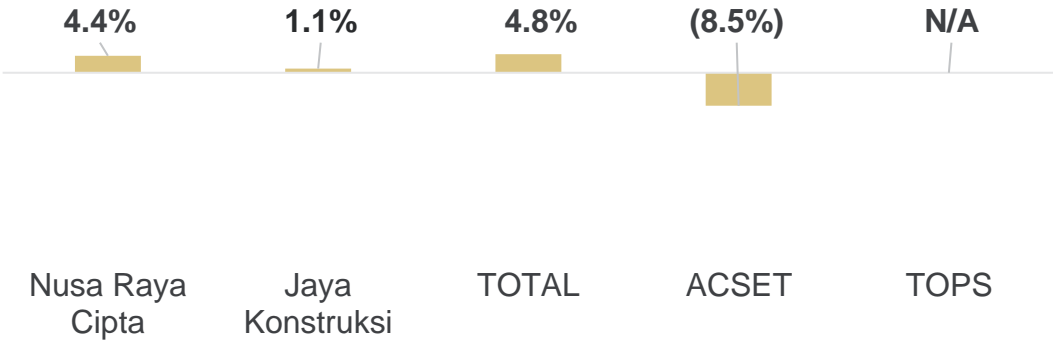
(2013- 1Q23 Contract Value (IDR Bn), All customers)



Note: ⁽¹⁾ Refers to total wins as a percentage of tenders submitted for projects

Profitability Amongst Private Companies

Profit Margin (%) – 1Q23



Note: JKON* net profit includes construction and other services

Business Segment

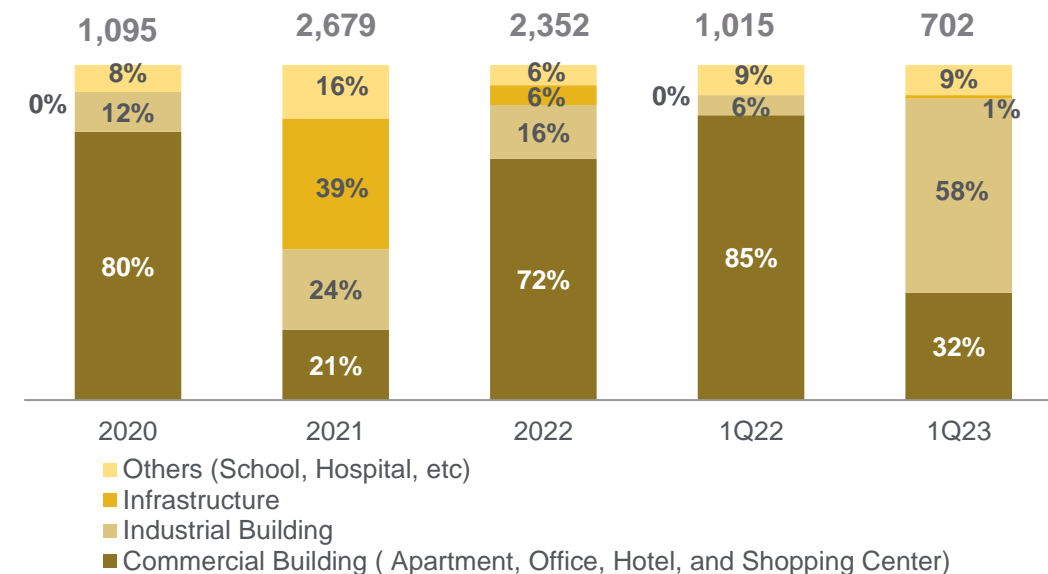
Construction : PT Nusa Raya Cipta Tbk - Major Projects

(in IDR Billions)	2020	2021	2022	1Q22	1Q23
Contract on hand - beginning	3,478	2,321	3,202	3,202	3,129
Contract obtained	1,095	2,679	2,352	1,015	702
Less: Revenue progress - before elimination	(2,082)	(1,665)	(2,456)	(628)	(651)
Contract on hand - ending	2,321	3,202	3,129	3,589	3,180

Major projects obtained in 1Q23, including:

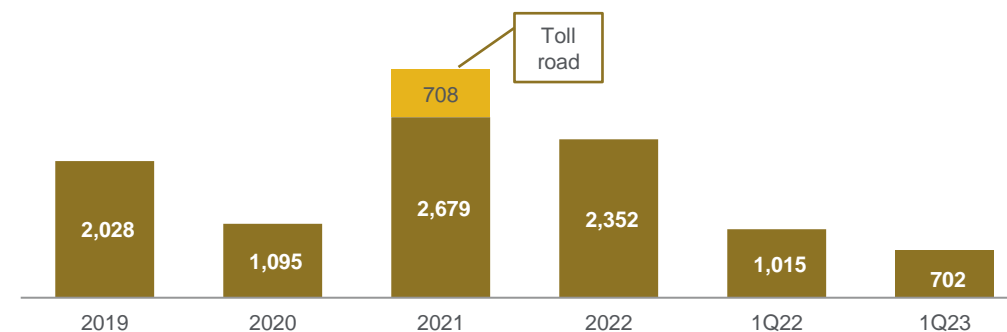
- ❑ Plant Package 1 & 2 PT Akebeno Brake Astra Indonesia (AAIJ) Karawang
- ❑ Capital Cove BSD Tangerang
- ❑ Nava Park BSD Tangerang
- ❑ Moriah Hills Gading Serpong Tangerang
- ❑ PT Konverta Mitra Abadi Palembang
- ❑ Road & Drainage Phase 2 Pindodeli-2 karawang
- ❑ Anaerobic Plant PM10 PT Tjiwi Kimia Mojokerto

New Contract Classification (in IDR billions)



New Contract

Contract Value (IDR Bn)



Business Segment

Construction : Operating Result

(in IDR Billions)	2018	2019	2020	2021	2022	1Q22	1Q23
Revenue	2,457	2,618	2,086	1,670	2,462	630	652
Revenue Growth	14%	7%	-20%	-20%	47%	84%	3%
Gross Profit	251	274	229	190	266	72	72
Gross Margin	10%	10%	11%	11%	11%	11%	11%
Income from JO	27	-1	-6	-15	2	0	0
EBITDA	219	190	142	126	174	55	55
EBITDA Margin	9%	7%	7%	8%	7%	9%	8%
Operating Profit	164	172	134	128	161	53	53
Operating Profit Margin	7%	7%	6%	8%	7%	8%	8%
Net Profit	118	101	55	52	75	33	29
Net Profit Margin	5%	4%	3%	3%	3%	5%	4%
EPS (full amount)	48	41	23	21	31	14	12
ROE	10%	8%	5%	4%	6%	11%	9%

Financial Highlights

Construction : Balance Sheet

In IDR Billions	2018	2019	2020	2021	2022	1Q23
Assets						
Cash & Cash Equivalents	736	689	578	496	647	725
Account Receivable	1,198	1,468	1,381	1,400	1,552	1,327
Project Advance	38	34	22	33	33	50
Others	283	272	241	214	223	223
Total Assets	2,255	2,463	2,221	2,143	2,455	2,325
Liabilities						
Bank Debt	9	109	196	22	226	170
Account Payable	471	622	520	528	515	491
Advance Received from Owner	449	369	218	299	397	326
Others	118	142	134	126	113	106
Total Liabilities	1,046	1,242	1,068	976	1,251	1,092
Equity	1,208	1,221	1,153	1,167	1,204	1,233

Excellent Work Quality Across Sectors

Pacific Garden - Tangerang



JHL Galeri - Gading Serpong



57 Promenade- Jakarta



Pakuwon Mixed Use - Bekasi



Carstensz Apartement – Tangerang



Tower Ekki PGV- Cimanggis





suryainternusa

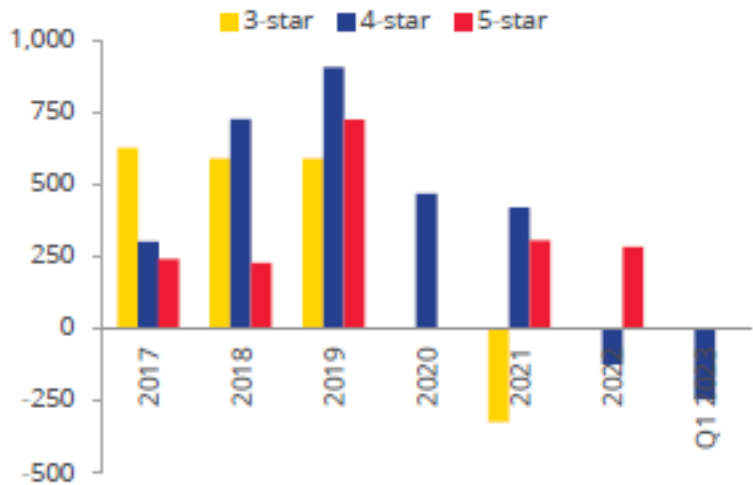
BUILDING A BETTER INDONESIA

2.3

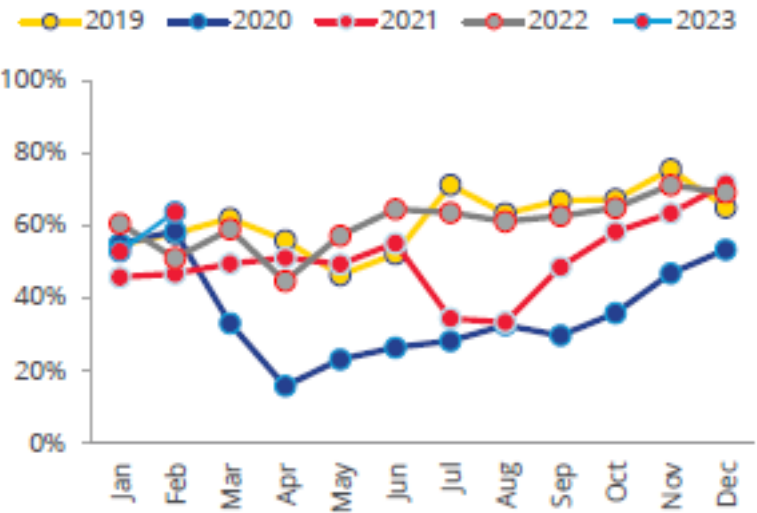
Hospitality

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

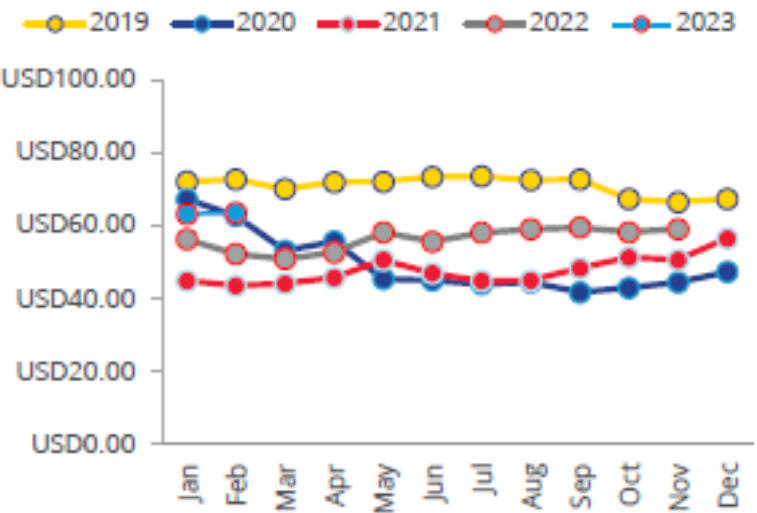
Annual Room Supply



Monthly Average Occupancy Rate



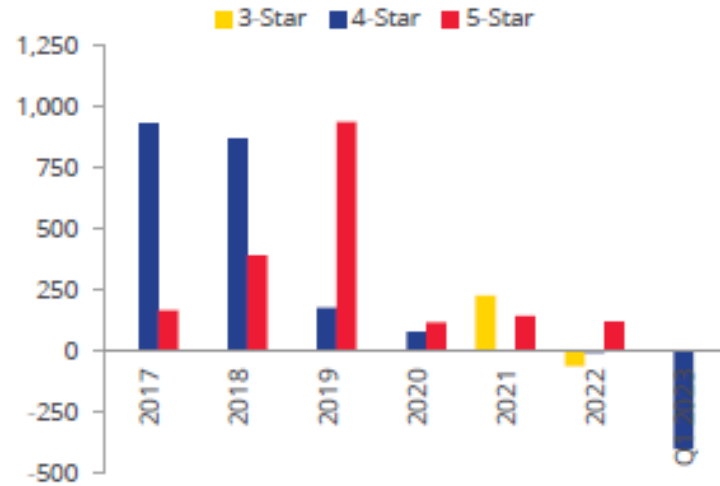
Monthly Average Daily Rate



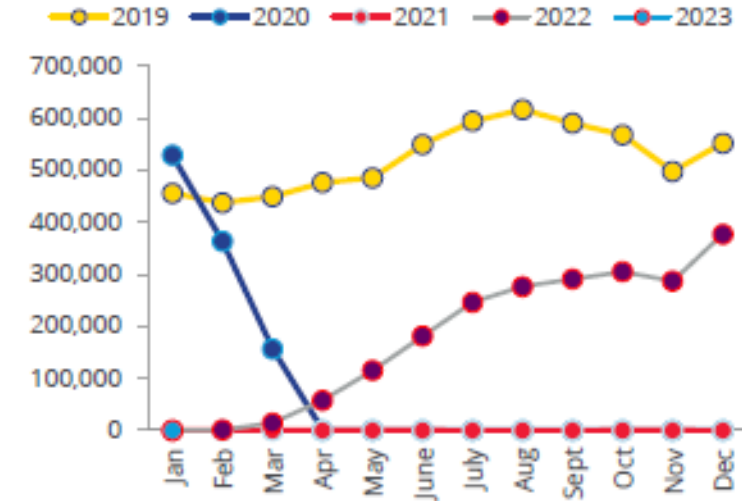
Source: Colliers Q1 2023 Research & STR Global

Bali Hotel Market Fundamentals

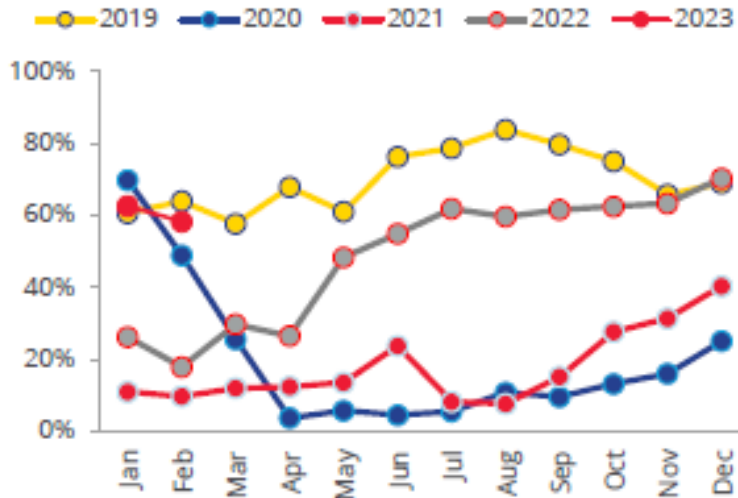
Annual Room Supply



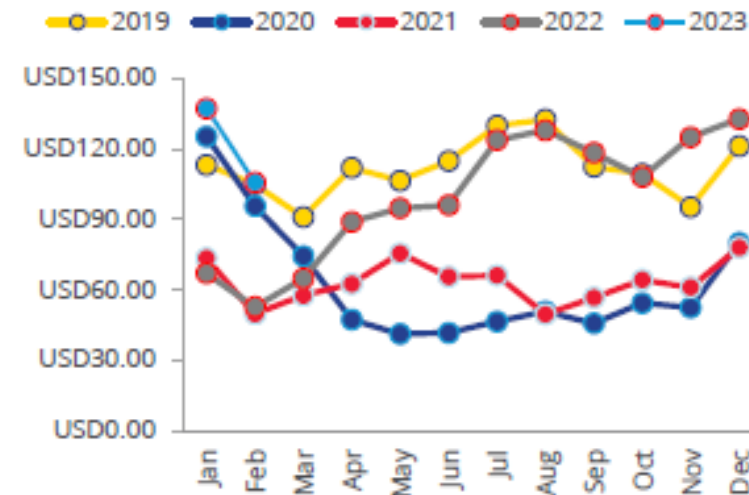
Number of Foreign Visitors to Bali



Monthly Average Occupancy Rate



Monthly Average Daily Rate

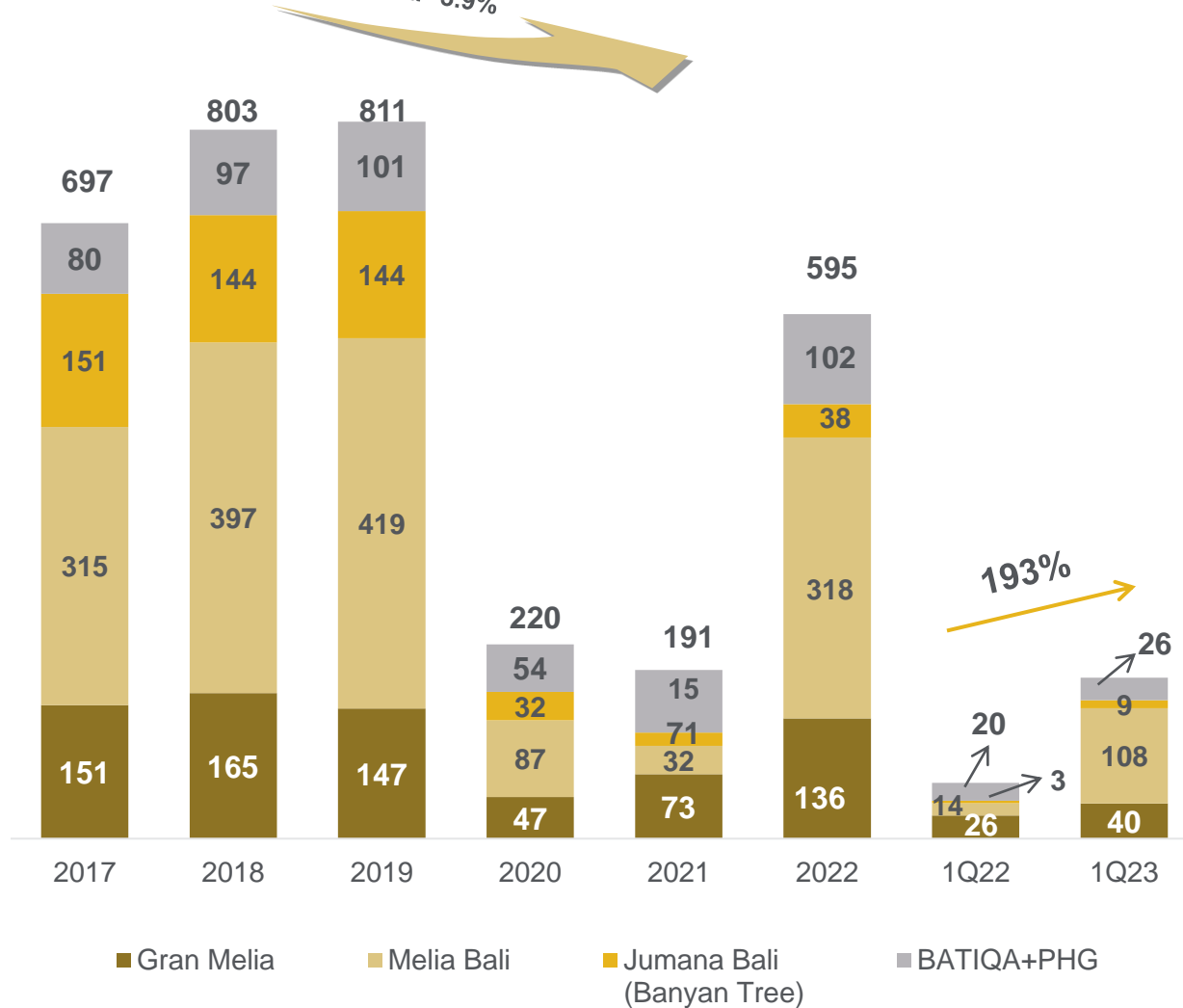


Hospitality Business

Revenue

(2017-1Q23, IDR Billions)

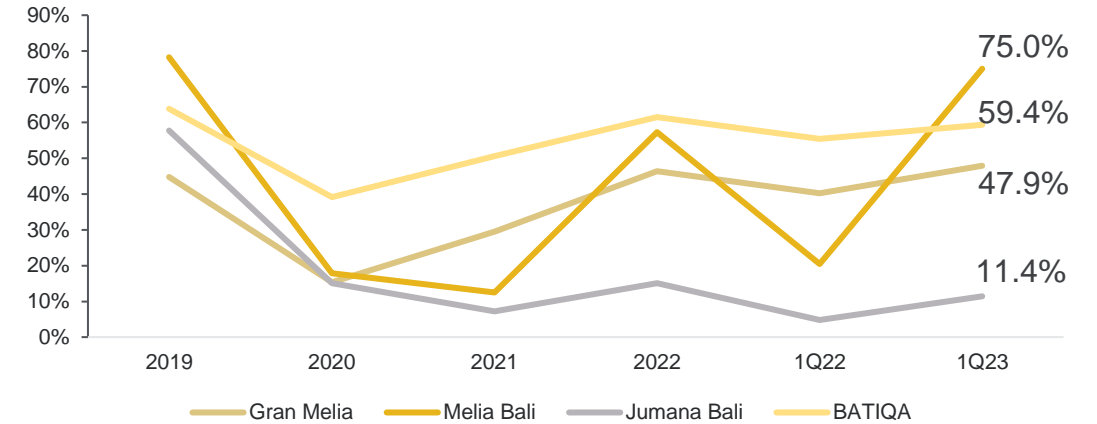
CAGR: -3.9%



Note: BATIQA Locations include Karawang, Cirebon, Jababeka, Palembang, Pekanbaru, Lampung, Surabaya, Jayapura

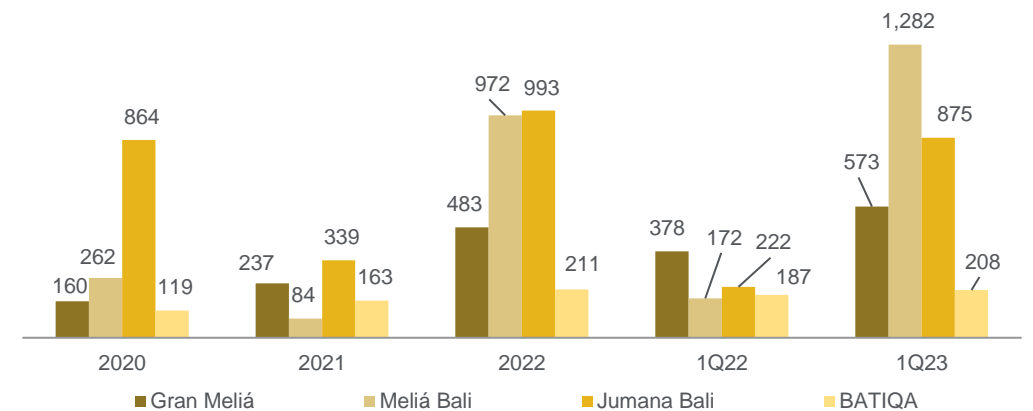
Occupancy Rate

(2019-1Q23, %)



Room RevPar

(2020-1Q23, thousand Rp)



ARR (Rp)	2017	2018	2019	2020	2021	2022	1Q22	1Q23
GMJ	1,348	1,348	1,251	1,042	803	1,041	940	1,196
MBH	1,626	1,626	1,671	1,468	671	1,696	836	1,709
JBUR	6,680	6,680	6,223	5,714	4,672	6,572	4,596	7,684
BATIQA	333	333	314	303	322	344	337	349
Room RevPAR (thousand Rp)								
GMJ	681	681	561	160	237	483	378	573
MBH	1,243	1,243	1,307	262	84	972	172	1,282
JBUR	3,678	3,678	3,594	864	339	993	222	875
BATIQA	210	210	201	119	163	211	187	208
Total RevPAR (thousand Rp)								
GMJ	1,290	1,290	1,163	469	600	1,116	852	1,325
MBH	2,197	2,197	2,325	483	175	1,764	317	2,419
JBUR	5,545	5,545	5,563	1,228	594	1,453	451	1,388
BATIQA (Rp)	308	308	302	169	235	310	268	305

Note: GMJ : Gran Melia Jakarta; MBH : Melia Bali Hotel; JBUR : Jumana Bali Ungasan Resort
9M21 onwards BATIQA includes Jayapura

Business Segment

Hospitality : Operating Result

(in IDR Billions)	2017	2018	2019	2020	2021	2022	1Q22	1Q23
Revenue	697	803	811	220	191	595	62	182
Revenue Growth	3%	15%	1%	-73%	-13%	211%	102%	193%
Gross Profit	442	519	515	75	80	371	27	112
Gross Margin	63%	65%	64%	34%	42%	62%	44%	62%
EBITDA	148	186	177	-113	-79	122	-17	41
EBITDA Margin	21%	23%	22%	-51%	-41%	21%	-28%	23%
Operating Profit	37	73	62	-200	-175	0	-43	14
Operating Profit Margin	5%	9%	8%	-91%	-91%	0%	-69%	8%
Net Profit	-66	8	8	-193	-180	-41	-44	0
Net Profit Margin	-9%	1%	1%	-88%	-94%	-7%	-71%	0%

Photos of Gran Melia Jakarta



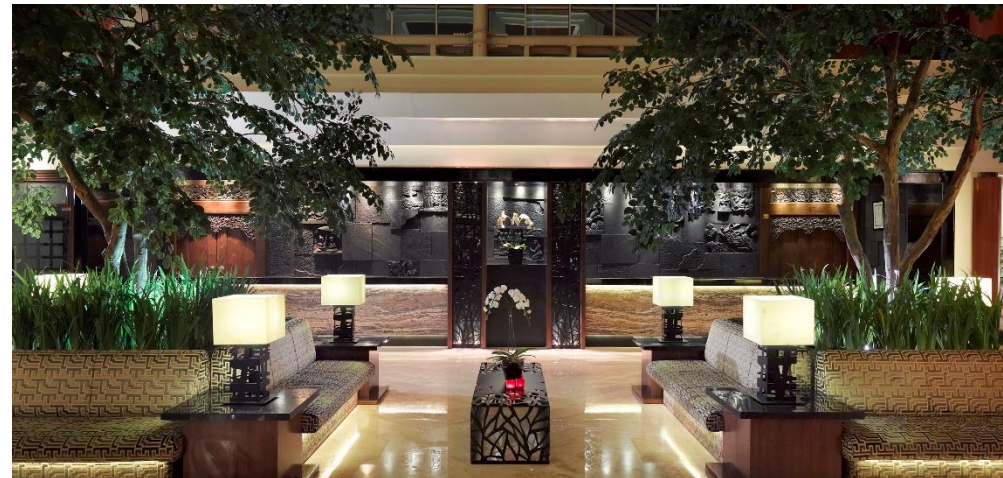
Café Gran Via



Red Level Reception



Guest Room



Reception

Photos of Melia Bali Hotel



The Level



Lobby Hotel



Family Suite Room



Swimming Pool

Photos of JUMANA BALI

(Formerly Banyan Tree Ungasan Resort)



Sanctuary Villa Cliff Edge Villa



Ju-Ma-Na terrace



The White Dove Wedding Venue

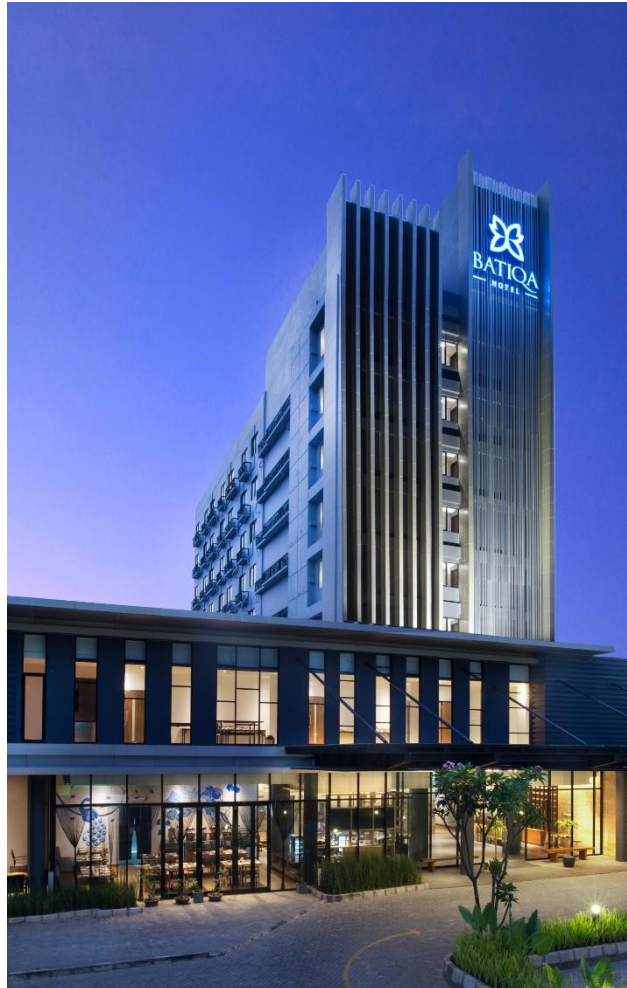


Sanctuary Villa Cliff Edge (jetpool)



Swimming Pool – Sanctuary Villa

Photos of BATIQA Hotels



Exterior view of BATIQA Hotel Cirebon



FRESQA Bistro



Lobby



Suite Room



Meeting Room



suryainternusa

BUILDING A BETTER INDONESIA

THANK YOU

Erlin Budiman

VP Head of Investor Relations

Contact: erlin.budiman@suryainternusa.com

These materials have been prepared by PT Surya Semesta Internusa Tbk (the "Company", "SSIA") and have not been independently verified. No representation or warranty, expressed or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in these materials. The Company or any of its affiliates, advisers or representatives accepts no liability whatsoever for any loss howsoever arising from any information presented or contained in these materials. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed.

These materials may contain statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects," "plan," "will," "estimates," "projects," "intends," or words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors and assumptions. The Company has no obligation and does not undertake to revise forward-looking statements to reflect future events or circumstances.

These materials are for information purposes only and do not constitute or form part of an offer, solicitation or invitation of any offer to buy or subscribe for any securities of the Company, in any jurisdiction, nor should it or any part of it form the basis of, or be relied upon in any connection with, any contract, commitment or investment decision whatsoever. Any decision to purchase or subscribe for any securities of the Company should be made after seeking appropriate professional advice.

Copyright © 2020 PT Surya Semesta Internusa Tbk All rights reserved.

PT Surya Semesta Internusa Tbk

Tempo Scan Tower 20th Floor

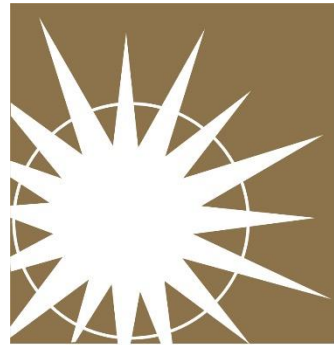
Jl. HR. Rasuna Said Kav. 3-4

Kuningan, Jakarta 12950, Indonesia

Ph. +62 21 526 2121 / +62 21 527 2121

Fx. +62 21 527 7878

www.suryainternusa.com



suryainternusa

BUILDING A BETTER INDONESIA