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**BUILDING A BETTER INDONESIA**

# **PT Surya Semesta Internusa Tbk (“SSIA”)**

## **Review First Semester 2022**

*[www.suryainternusa.com](http://www.suryainternusa.com)*



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### Review of Business Segments

#### PROPERTY

- PT Suryacipta Swadaya (“SCS”)
- PT SLP SURYA TICON INTERNUSA (“SLP”)
- 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”)



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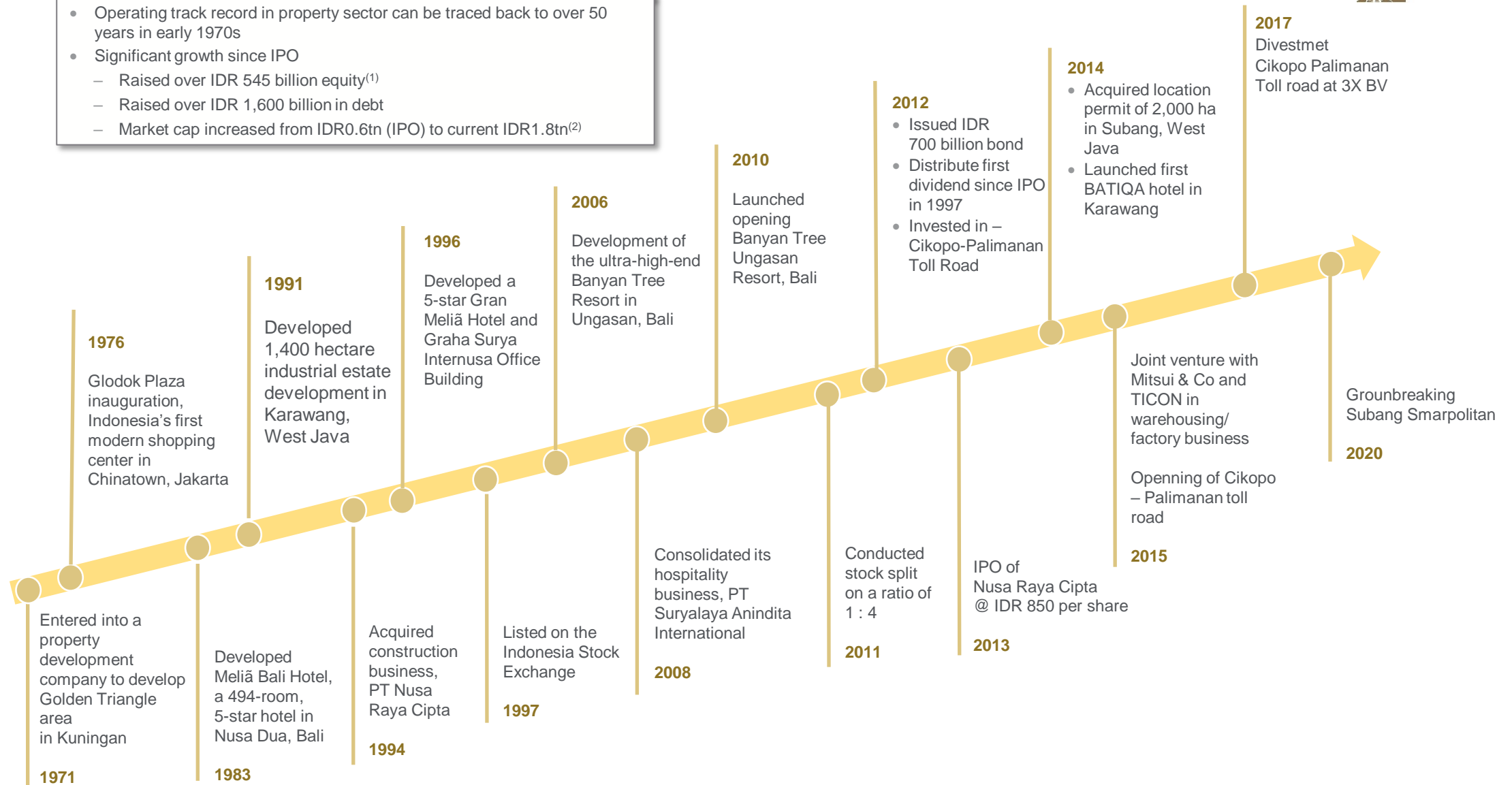
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# Surya Semesta Internusa in Summary

### 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<sup>(1)</sup>
  - Raised over IDR 1,600 billion in debt
  - Market cap increased from IDR0.6tn (IPO) to current IDR1.8tn<sup>(2)</sup>



Note: Timeline not to scale. <sup>(1)</sup> Including IDR 132bn raised in IPO. <sup>(2)</sup> Market data as of 30 Jun 2022.

# 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<sup>(1)</sup>
  - Market Capitalization of IDR 1.8tn / US\$ 124mn
  - 1H22 Total Equity of IDR 4,120bn / US\$ 277mn
  - FY21 EBITDA<sup>(3)</sup> of IDR 182bn / US\$ 12mn
  - 1H22 EBITDA<sup>(3)</sup> of IDR 92bn / US\$ 6mn
  - Established presence in fifteen 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

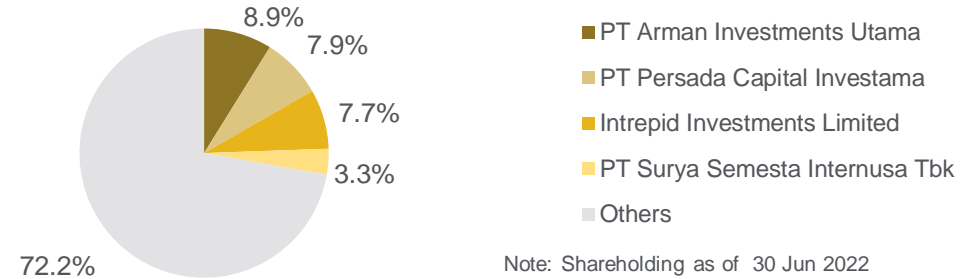
Note:

<sup>(1)</sup> Market data as of 30 Jun 2022, based on USDIDR of 14,848

<sup>(2)</sup> Recurring revenue comprises that of hotel, rental, parking and maintenance.

<sup>(3)</sup> EBITDA defined as net income, before interest expenses, tax expenses, depreciation and amortization expenses, includes JO income (loss)

### Shareholding Structure



### Core Businesses



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

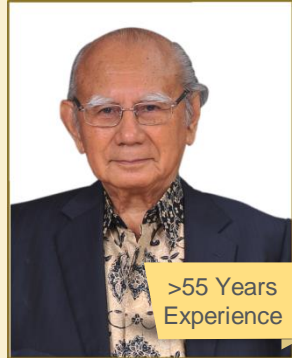
# SSIA Management - Strong Operating Record

## 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 Suriadjaja**  
*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

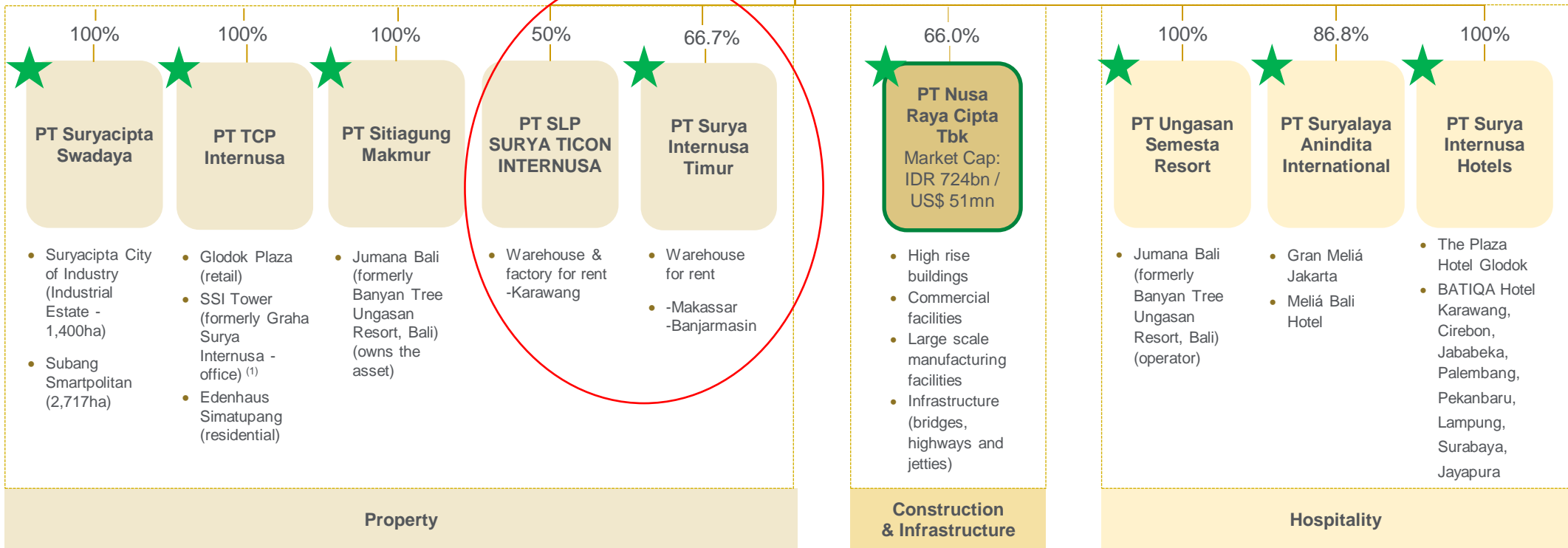
# Corporate Structure and Key Projects

Divested on 6 June 2022:  
worth total of **Rp562.2bn**:

- ✓ PT SLP SURYA TICON INTERNUSA  
- transaction value of **Rp430.6bn**
- ✓ PT Surya Internusa Timur—  
transaction value of **Rp131.6bn**

## PT Surya Semesta Internusa Tbk

Market cap: IDR 1.8tn / US\$ 124mn



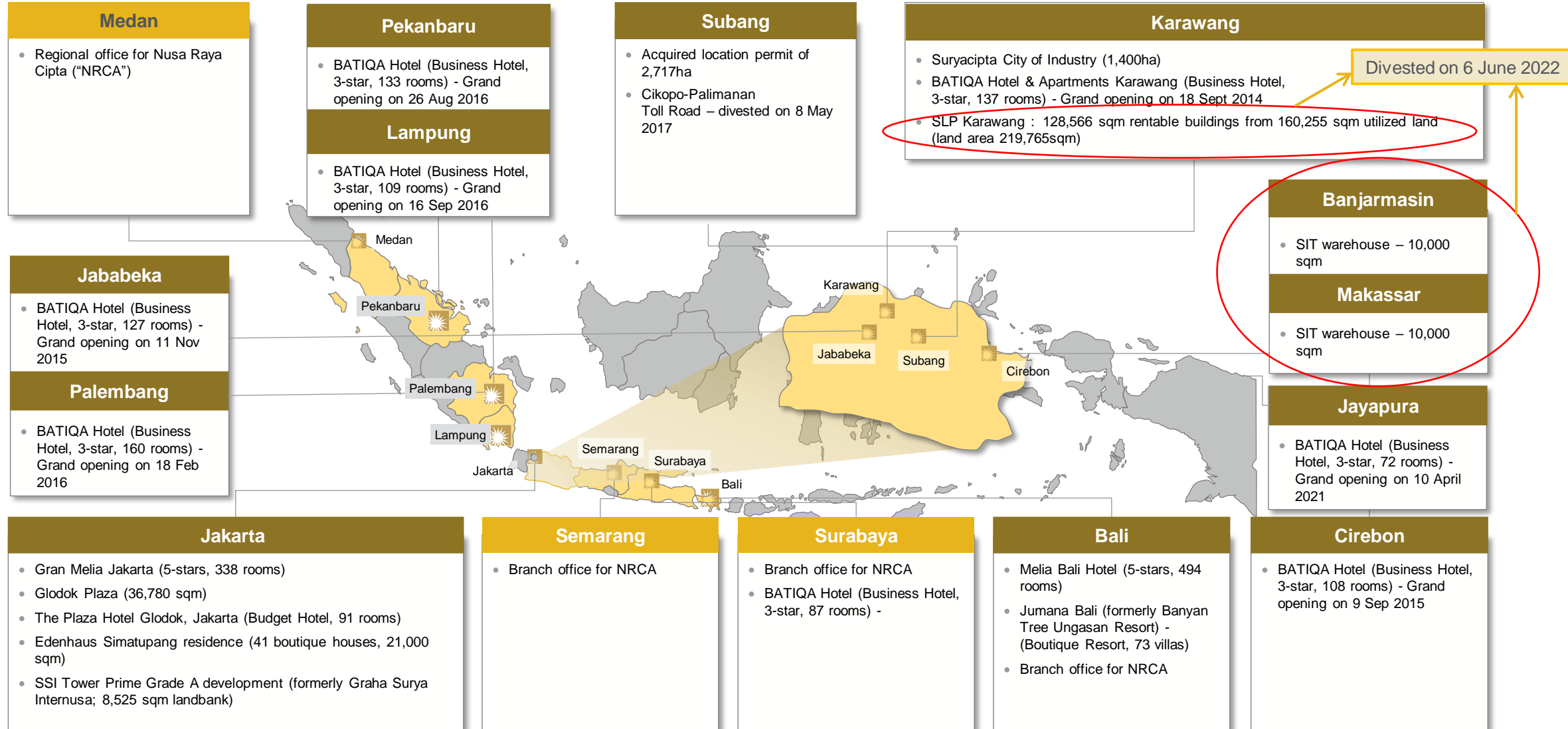
 Listed entities on IDX  Subsidiary

Note: <sup>(1)</sup> Currently not in operations

Shareholding information as of 30 June 2022. Market data as of 30 June 2022. USDIDR exchange rate of 14,848 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



# 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

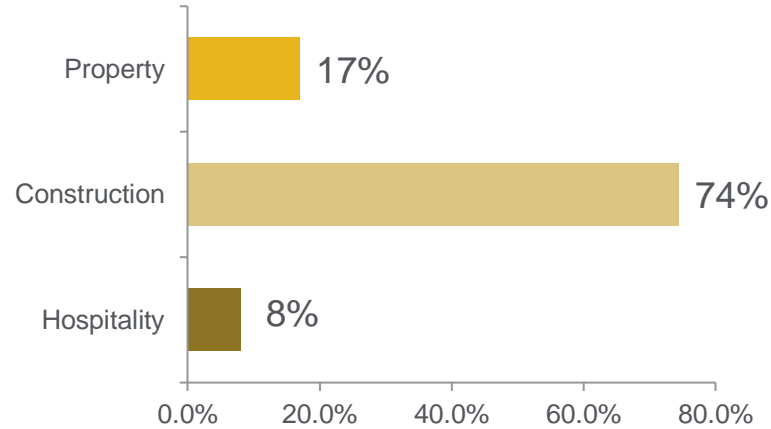
## 2021 Sustainability Highlights:

- 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 support non-renewable energy development** at the Indonesia-German Cooperation Forum
- Maintained **>85% customer satisfaction** across business
- Maintained **zero fatalities** across business
- 34% increase in **employee training hours**

# Overview of Key Business Segment

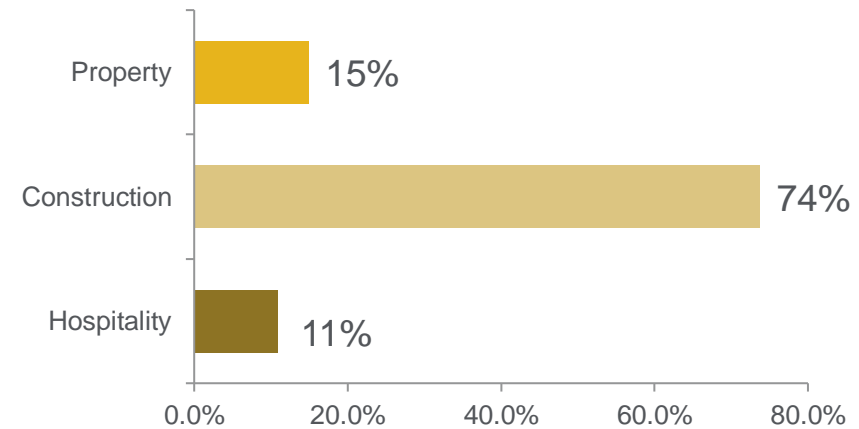
## Revenue Across Business Segments (1H21)

IDR 871bn



## Revenue Across Business Segments (1H22)

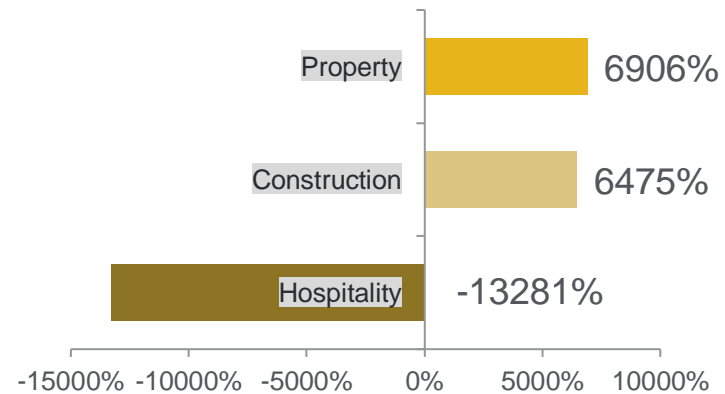
IDR 1,549bn



Property  
Construction  
Hospitality

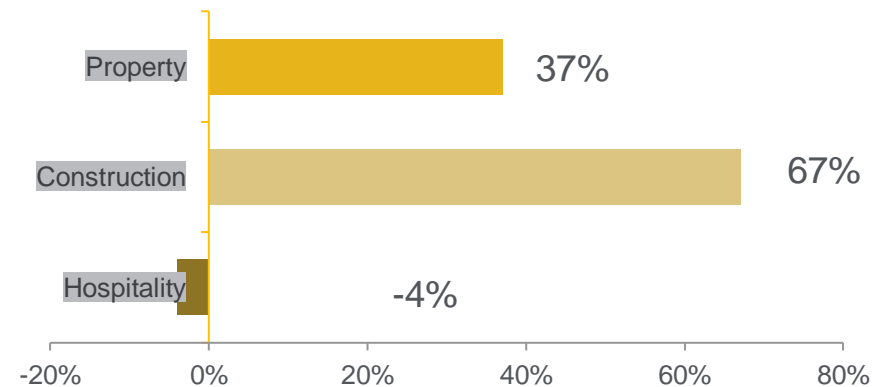
## EBITDA Across Business Segments (1H21)

-IDR 25bn



## EBITDA Across Business Segments (1H22)

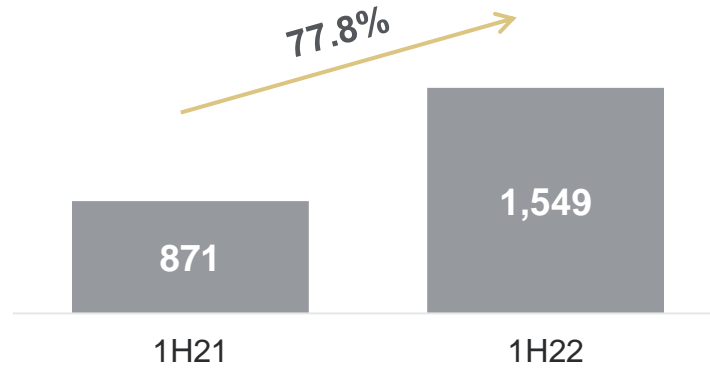
IDR 92bn



# 1H22 Financial Highlights

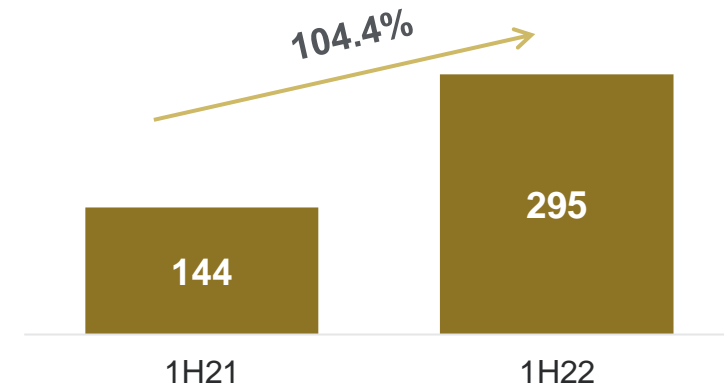
## Consolidated Revenue

(1H21 vs 1H22, IDR Billions)



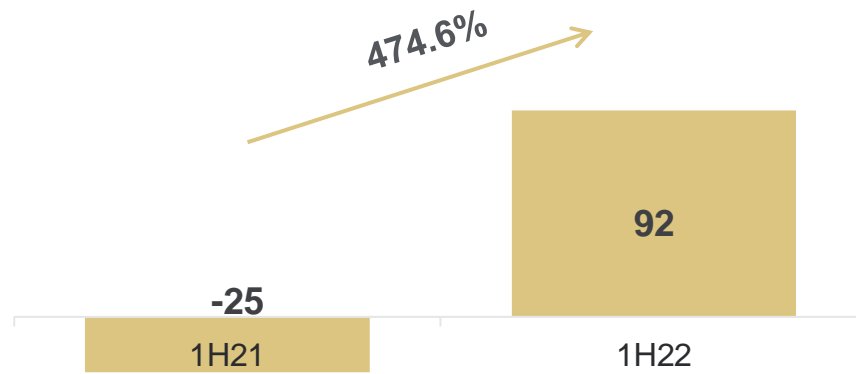
## Gross Profit

(1H21 vs 1H22, IDR Billions)



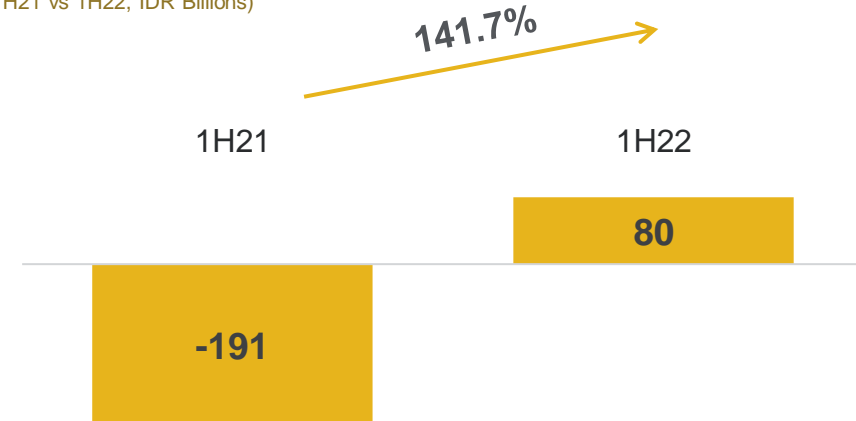
## EBITDA

(1H21 vs 1H22, IDR Billions)



## Net Income

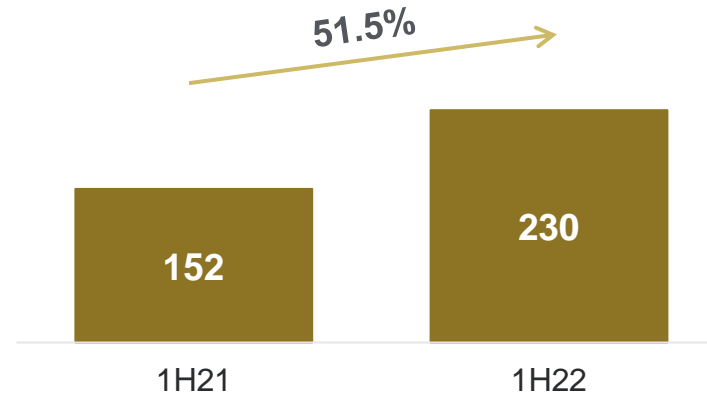
(1H21 vs 1H22, IDR Billions)



# 1H22 Financial Highlights

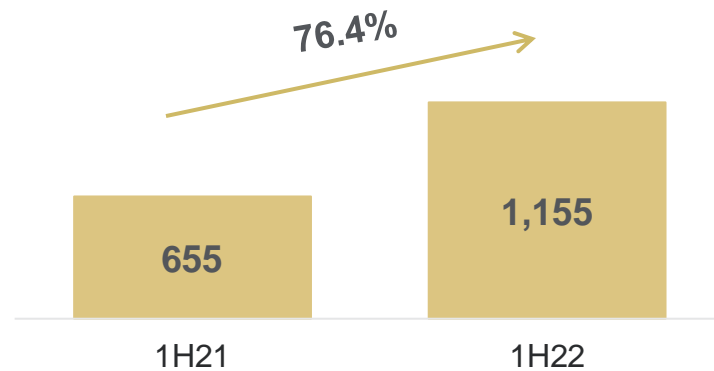
## Property Segment Revenue

(1H21 vs 1H22, IDR Billions)



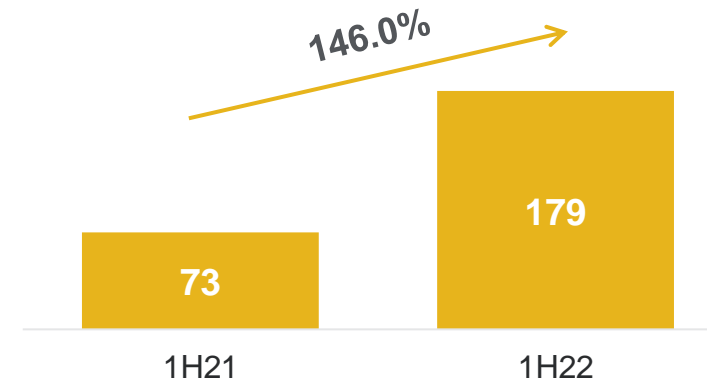
## Construction Segment Revenue

(1H21 vs 1H22, IDR Billions)



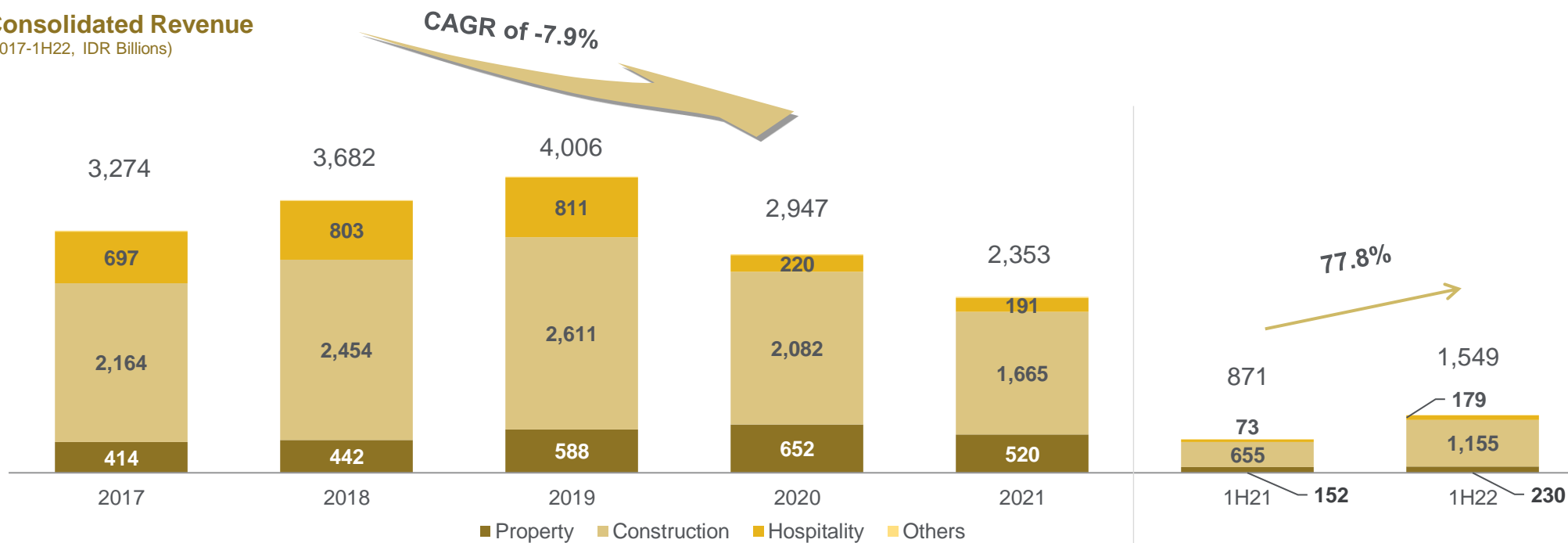
## Hospitality Segment Revenue

(1H21 vs 1H22, IDR Billions)

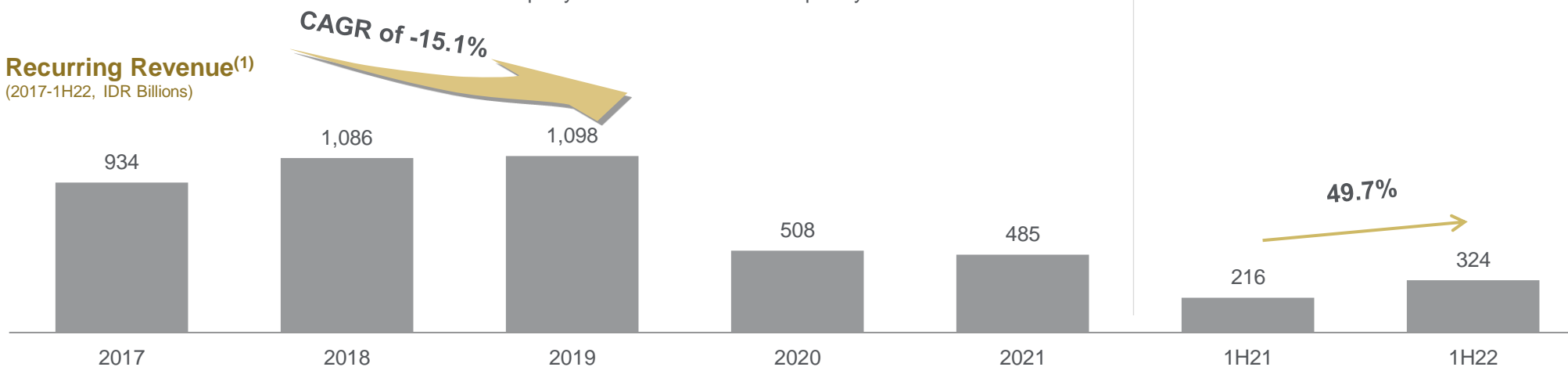


# Established Track Record as a Group

**Consolidated Revenue**  
(2017-1H22, IDR Billions)



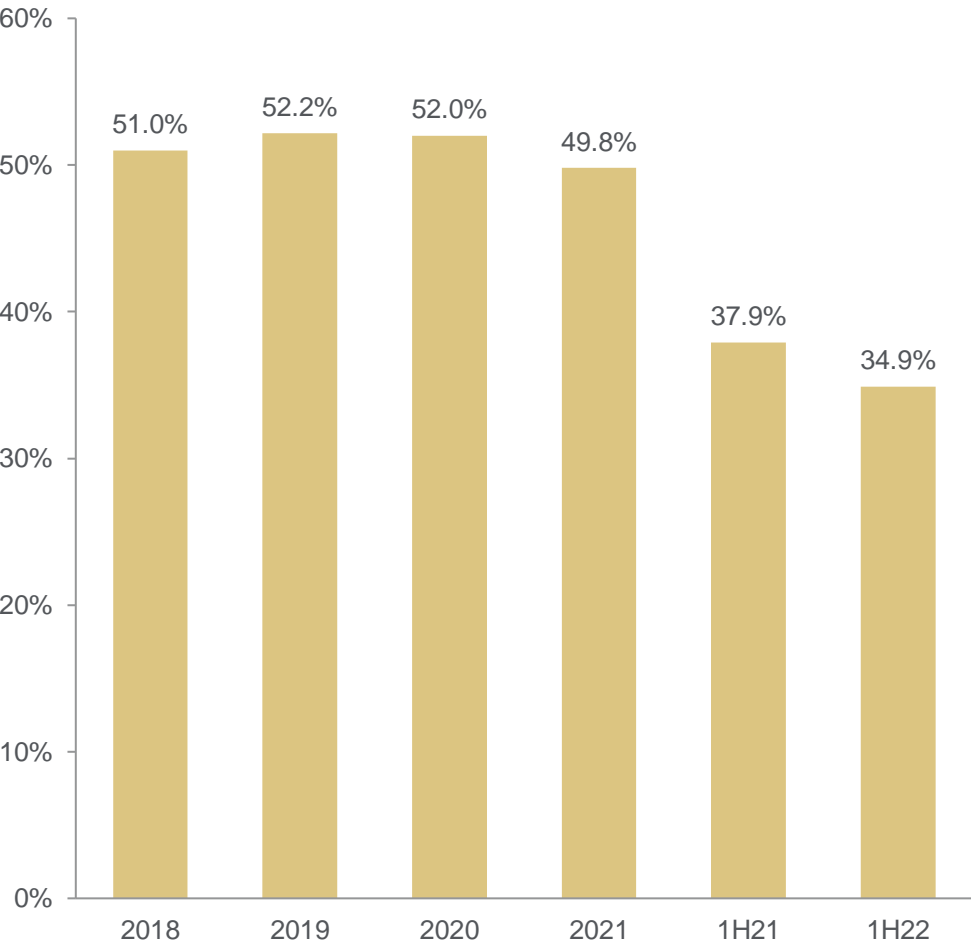
**Recurring Revenue<sup>(1)</sup>**  
(2017-1H22, IDR Billions)



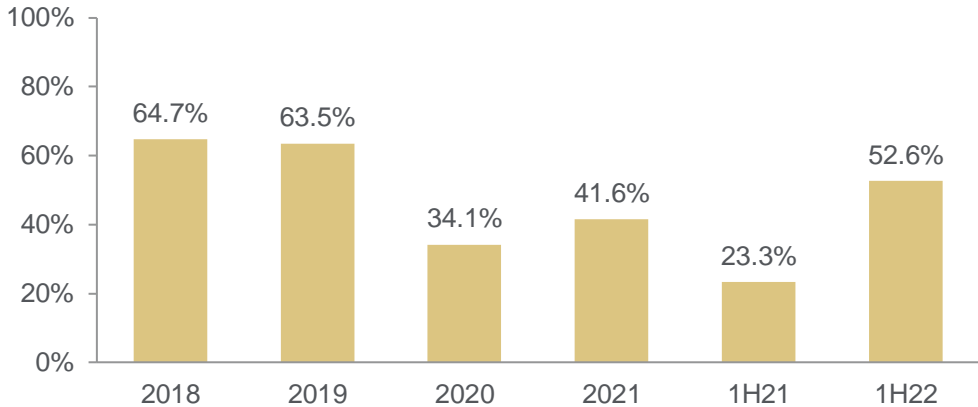
Note: <sup>(1)</sup> Recurring revenue comprises that of hotel, rental, parking and maintenance.

# Attractive Gross Margins

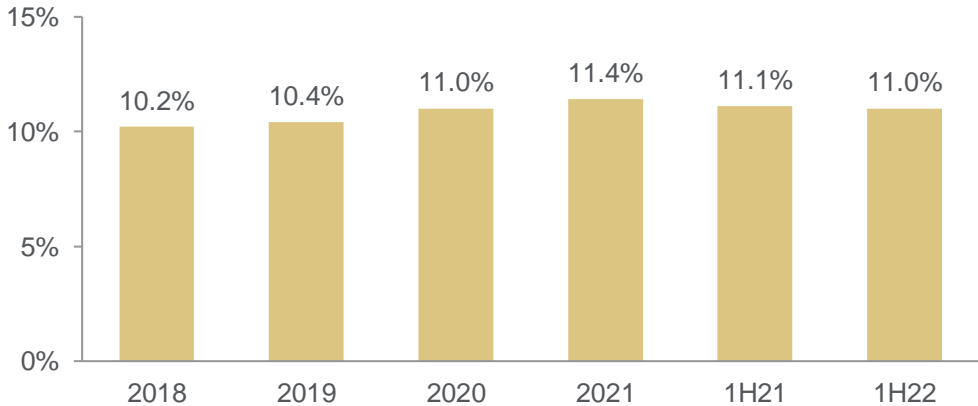
Property Gross Margins %



Hotel Gross Margins %



Construction Gross Margins<sup>(1)</sup> %



Note: <sup>(1)</sup> Includes projects within SSIA group

# Financial Highlights

## Consolidated Profit & Loss

(in IDR Billions)	2017	2018	2019	2020	2021	1H21	1H22
Revenue	3,274	3,682	4,006	2,947	2,353	871	1,549
Revenue Growth	-14%	12%	9%	-26%	-20%	-41%	78%
Gross Profit	864	981	1,091	635	517	144	295
Gross Profit Margin	26%	27%	27%	22%	22%	17%	19%
EBITDA	413	455	533	256	182	(24)	92
EBITDA Margin	13%	12%	13%	9%	8%	-3%	6%
Operating Profit	2,029	354	420	173	106	(80)	240
Operating Profit Margin	62%	10%	10%	6%	5%	-9%	15%
Net Profit (Loss)	1,178	38	92	(88)	(200)	(191)	80
Net Profit Margin	36%	1%	2%	-3%	-9%	-22%	5%
Comprehensive Income	1,157	27	53	(116)	(170 )	(158)	129
EPS (full Rupiah, after stock split)	252	8	20	(19)	(44)	(42)	17



# Financial Highlights

## Consolidated Revenue by Business Segment

(in IDR Billions)	2017	2018	2019	2020	2021	1H21	1H22
Property	414	442	588	652	520	152	230
Segment percentage	13%	12%	15%	22%	22%	17%	15%
Construction	2,164	2,454	2,611	2,082	1,665	655	1,155
Segment percentage	66%	66%	65%	71%	70%	74%	74%
Hospitality	697	803	811	220	191	73	179
Segment percentage	21%	22%	20%	7%	8%	8%	11%
Others	17	10	11	13	13	0.6	0.4
Elimination	(18)	(26)	(16)	(20)	(37)	(8.8)	(15.7)
Total	3,274	3,682	4,006	2,947	2,353	871	1,549

# Financial Highlights

## Consolidated EBITDA by Business Segment

(in IDR Billions)	2017	2018	2019	2020	2021	1H21	1H22
Property	139	175	244	281	202	32	46
Segment percentage	31%	32%	42%	94%	90%	6,906%	37%
Construction	157	184	163	130	100	30	83
Segment percentage	35%	34%	28%	44%	45%	6,475%	67%
Hospitality	148	186	177	(113)	(79)	(61)	(5)
Segment percentage	33%	34%	30%	-38%	-35%	-13,281%	-4%
Others	(38)	(81)	(54)	(35)	(34)	(23)	(27)
Elimination	6	(9)	3	(7)	(8)	(2)	(5)
Total	413	455	533	256	182	(25)	92

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

(in IDR Billions)	2017	2018	2019	2020	2021	1H21	1H22
Property	80	127	159	104	9	(66)	(52)
Segment percentage	48%	49%	58%	-341%	-8%	41%	72%
Construction	153	123	105	59	55	10	45
Segment percentage	92%	48%	39%	-194%	-47%	-6%	-63%
Hospitality	(66)	8	8	(193)	(180)	(104)	(65)
Segment percentage	-39%	3%	3%	635%	155%	65%	91%
Others	1,077	(146)	(156)	(59)	(118)	(64)	(13)
Minority Interest & Elimination	(66)	(74)	(23)	2	34	33	165
Total	1,178	38	92	(88)	(200)	(191)	(80)

# Financial Highlights - Consolidated Balance Sheet

<i>In IDR Billions</i>	2018	2019	2020	2021	1H22
<b>Current Assets</b>	<b>3,459</b>	<b>4,058</b>	<b>3,004</b>	<b>3,008</b>	<b>3,660</b>
Cash & ST Investments	1,372	1,527	851	782	1,148
Account Receivables	1,239	1,515	1,419	1,405	1,720
Inventories	463	422	490	553	534
Other-Current Assets	385	593	245	268	257
<b>Non-Current Assets</b>	<b>3,946</b>	<b>4,035</b>	<b>4,616</b>	<b>4,744</b>	<b>4,556</b>
Investment in Joint Ventures	319	327	294	280	88
Real Estate Assets	1,566	1,675	2,247	2,431	2,567
Fixed assets – net	1,252	1,211	1,172	1,084	1,056
Rental and investment property – net	733	707	704	692	515
Other-Non Current Assets	76	116	198	257	329
<b>Total Assets</b>	<b>7,404</b>	<b>8,092</b>	<b>7,620</b>	<b>7,752</b>	<b>8,216</b>
Current Liabilities	2,033	1,713	1,863	1,452	1,796
Non-Current Liabilities	986	1,901	1,526	2,250	2,301
Non-Controlling Interest	441	514	480	466	402
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	3,718
<b>Total Liabilities and Equity</b>	<b>7,404</b>	<b>8,092</b>	<b>7,620</b>	<b>7,752</b>	<b>8,216</b>

# Financial Highlights - Key Performance Ratios

<i>In IDR Billions</i>	2018	2019	2020	2021	1H22
<b>Bank/Third parties Loan</b>					
IDR denominated in IDR Billions	1,507	1,194	1,305	1,245	1,538
US\$ denominated in IDR Billions	-	662 <sup>(1)</sup>	676 <sup>(1)</sup>	1,059 <sup>(1)</sup>	1,039
<b>Total Debt in IDR Billions</b>	<b>1,507</b>	<b>1,856</b>	<b>1,981</b>	<b>2,304</b>	<b>2,576</b>
<b>Debt to Equity Ratio</b>	<b>34%</b>	<b>41%</b>	<b>47%</b>	<b>57%</b>	<b>63%</b>
ROE	1.0%	2.3%	-2.3%	-5.6%	4.3%
ROA	0.5%	1.1%	-1.1%	-2.6%	1.9%
Current Ratio	170.1%	236.8%	161.3%	207.2%	207.1%
Liability to Equity	76.6%	91.2%	90.5%	103.3%	110.2%
Liability to Asset	40.8%	44.7%	44.5%	47.7%	49.9%
Book Value/share (Rp) - par value : 2007 - June 2011 : Rp 500 per share, Jul 2011 - current : Rp 125 per share	848	853	818	788	817
Equity Growth	-1.6%	0.5%	-5.4%	-4.4%	5.7%

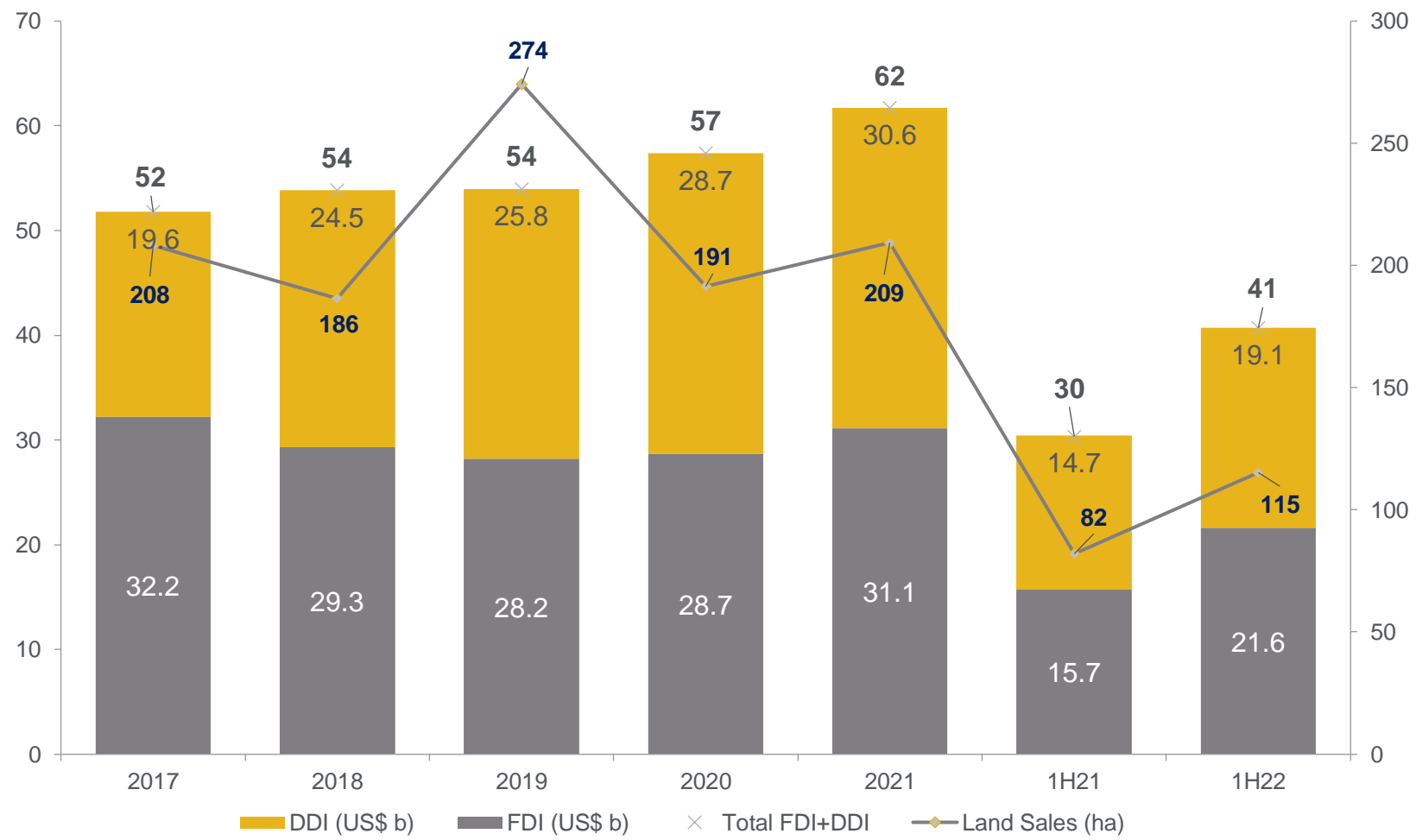
Note: \* In July 2011, SSIA splits its stock 4-for-1, then outstanding shares become 4,705 million shares with par value Rp 125 per share  
- ROE and ROA are annualized – (1) Hedged with Cross Currency Interest Rate Swap (CCIRS)

# Review of Business Segments

## PROPERTY

- PT Suryacipta Swadaya (“SCS”)
- PT SLP SURYA TICON INTERNUSA (“SLP”)
- PT TCP Internusa (“TCP”)
- PT Sitiagung Makmur (“SAM”)

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

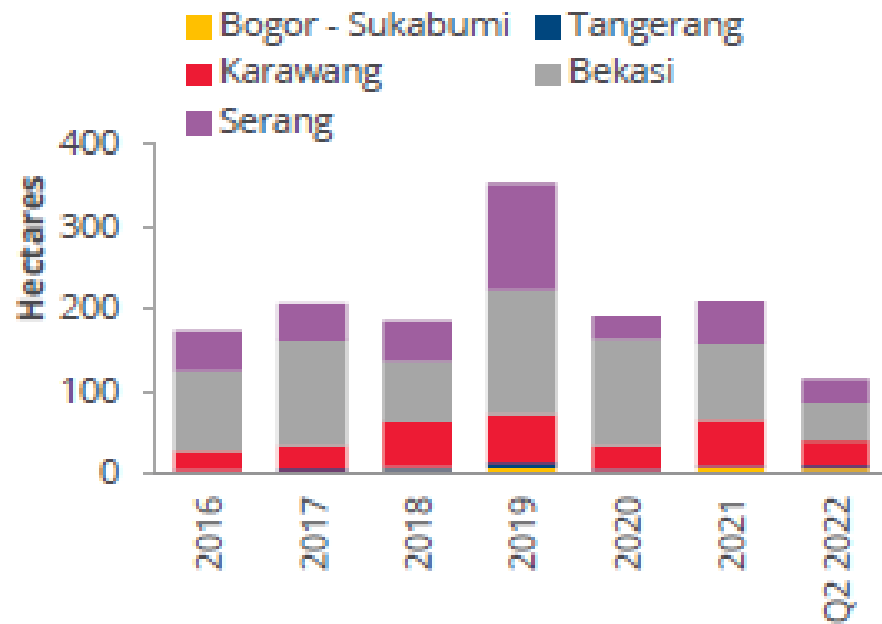


Source: BKPM (Indonesia Investment Coordinating Board), Colliers

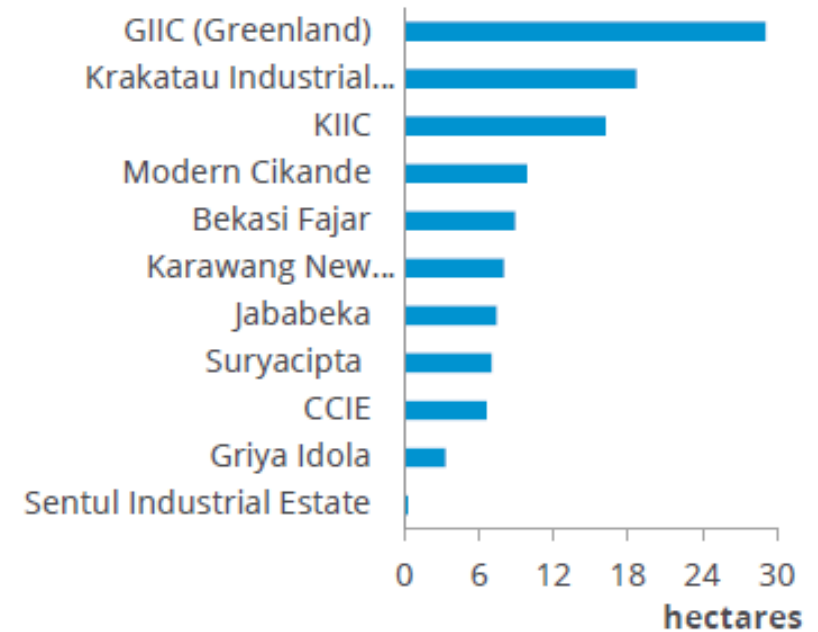


# INDUSTRIAL SECTOR FUNDAMENTALS

Annual Industrial Land Absorption

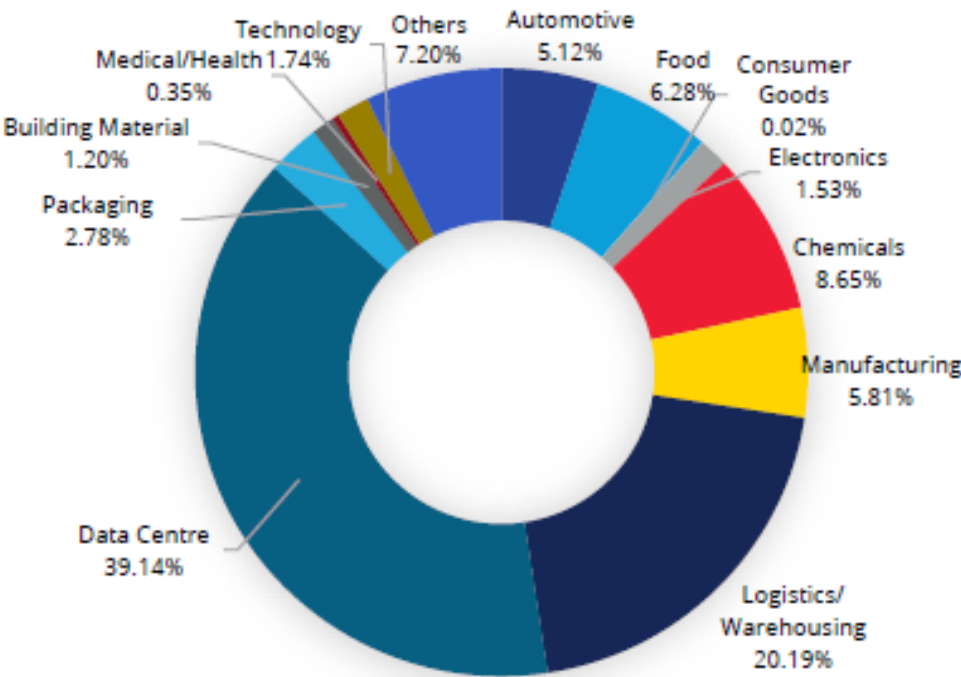


Land Absorption in 1H22

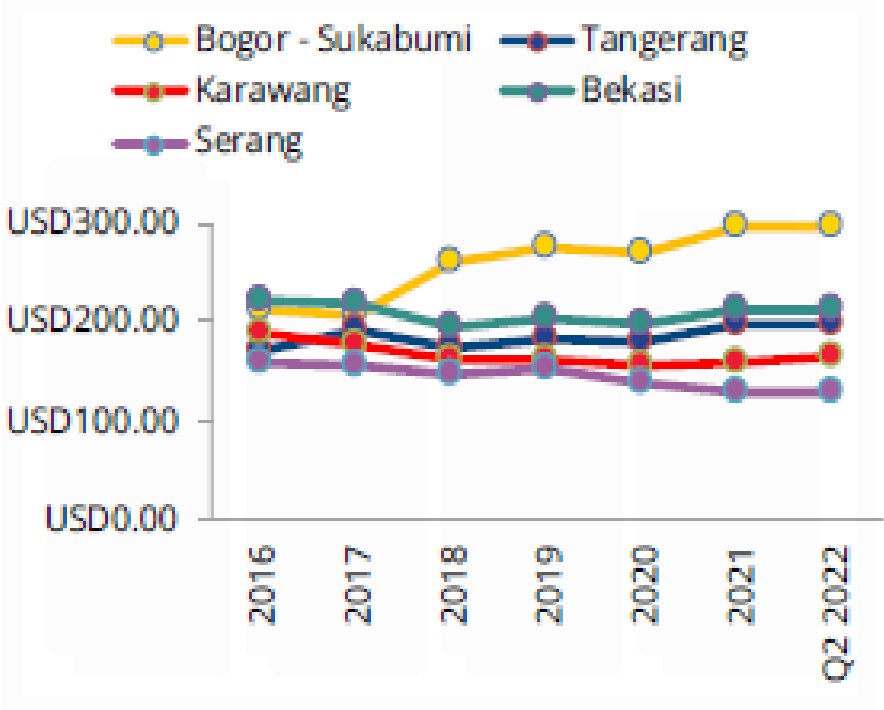


# INDUSTRIAL SECTOR FUNDAMENTALS

Type of Active Industries During 1H22

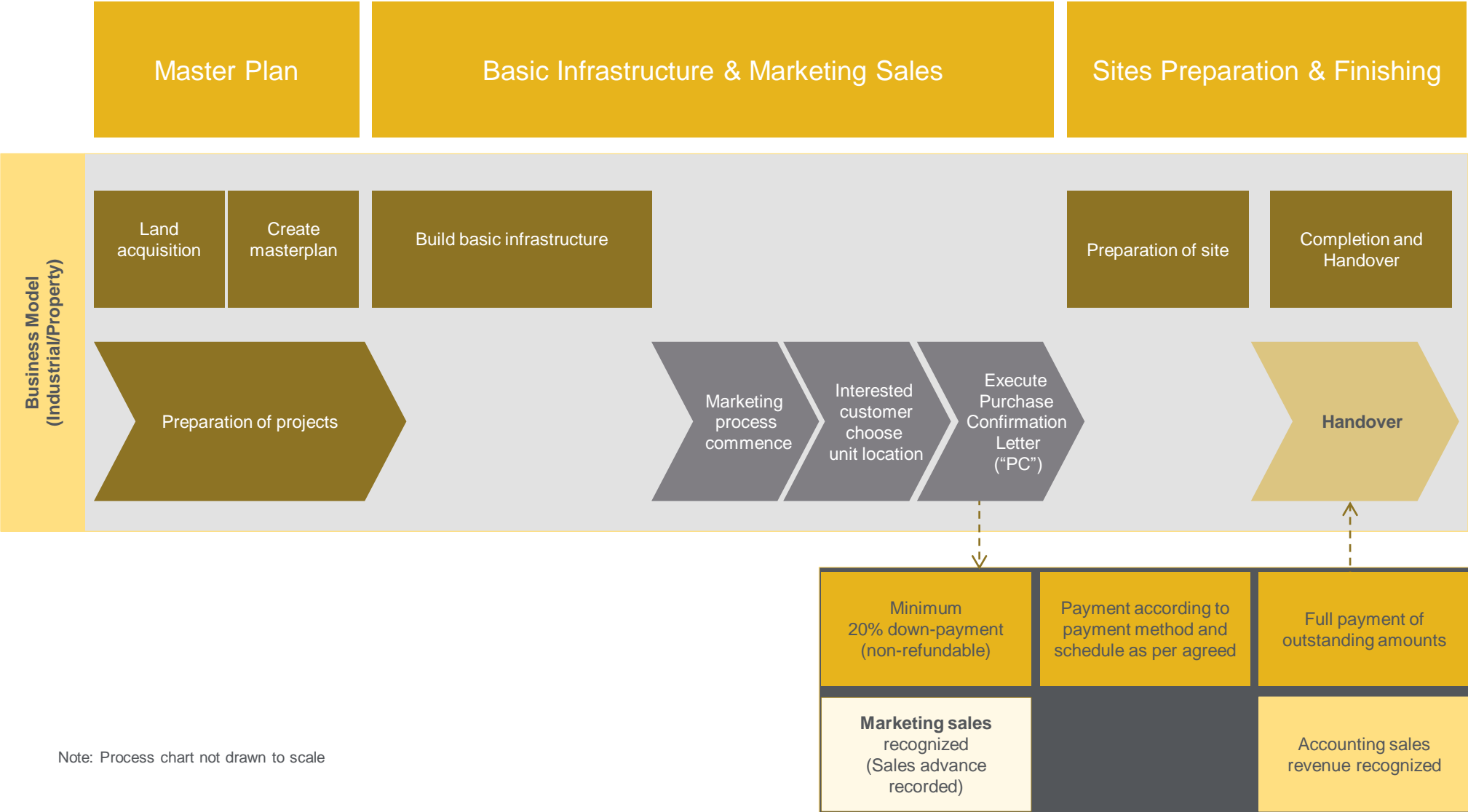


Greater Jakarta Industrial Land Prices



Source: Colliers 1H 2022 Research

# Low Risk Capital Effective Business Model



# Business Segment

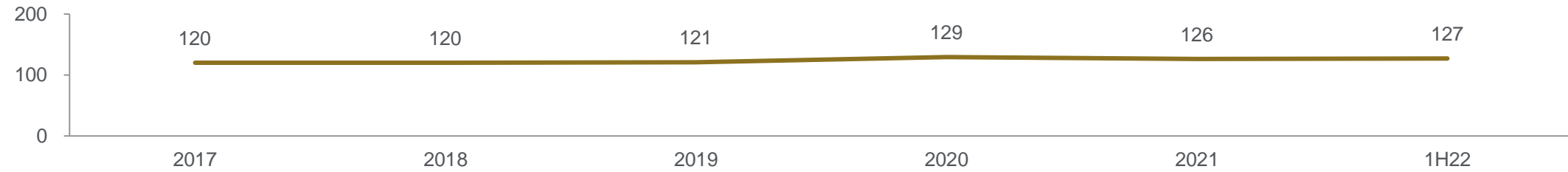
## Property: Revenue Breakdown

Revenue (in IDR Billions)	2017	2018	2019	2020	2021	1H21	1H22
Industrial Estate (SCS) Land Sales	176	154	297	357	166	6	75
Industrial Estate (SCS) Non-Land	182	217	220	236	263	124	139
Rental Property (TCP & Others)	55	71	71	59	92	22	17
<b>TOTAL</b>	<b>414</b>	<b>442</b>	<b>588</b>	<b>652</b>	<b>520</b>	<b>152</b>	<b>230</b>

# Property Business Segment

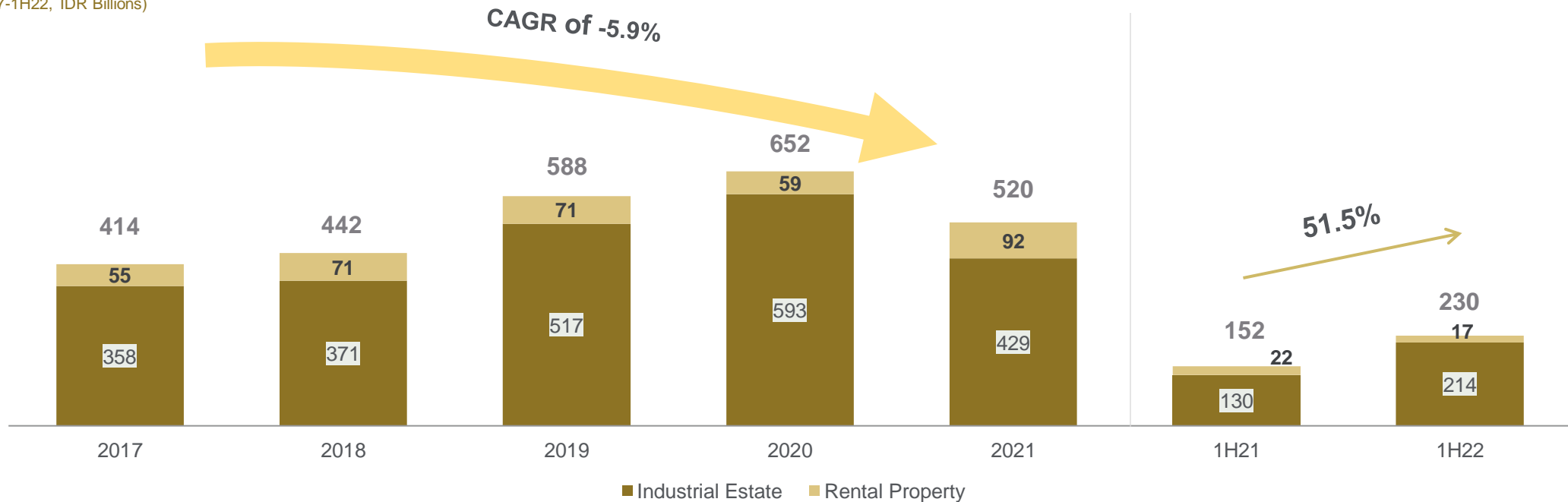
## Suryacipta City of Industry ASP

(US\$ / sqm)



## Property Business Segment Revenue

(2017-1H22, IDR Billions)



# Infrastructure Developments in West Java

✓ Realizing synergies with existing projects of the company

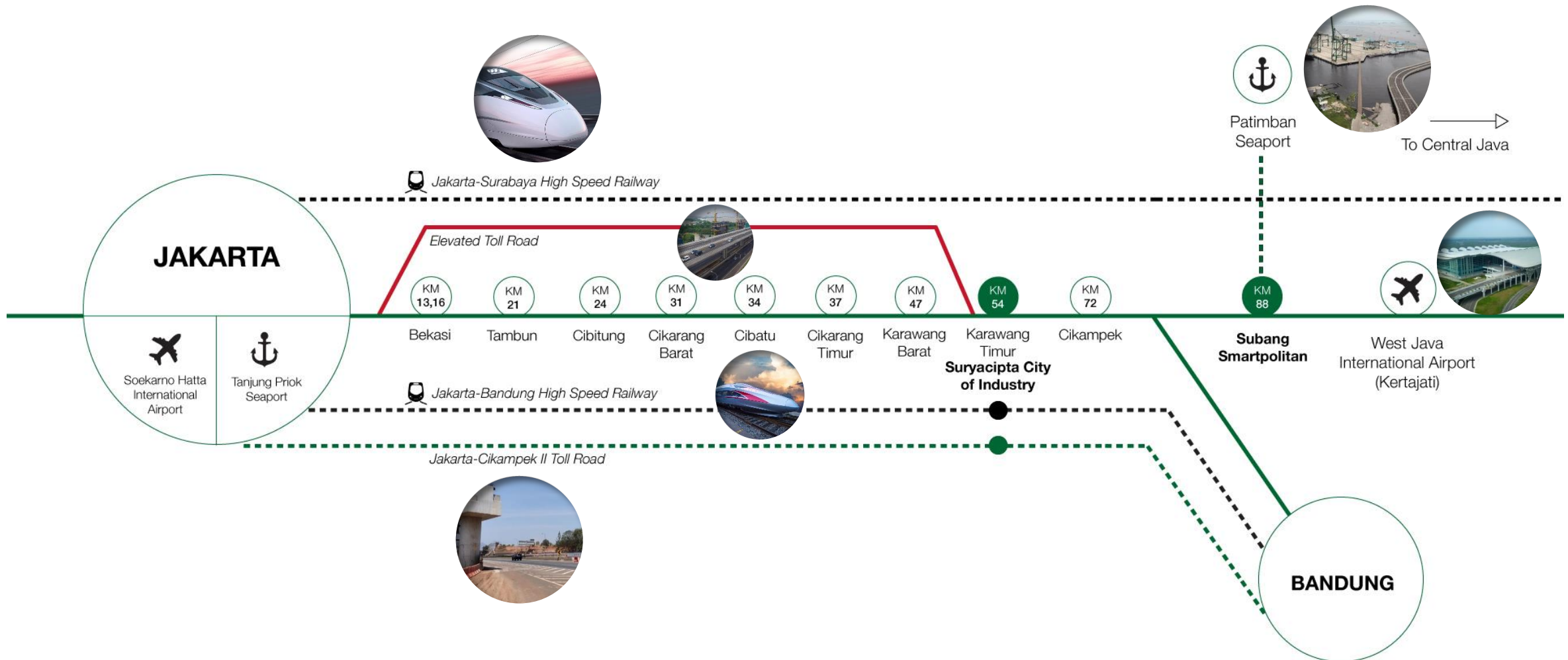
✓ Increased connectivity between West part of Java Island (Banten, West Java and Jakarta) connected with toll roads

Subang Smartpolitan strategically located at

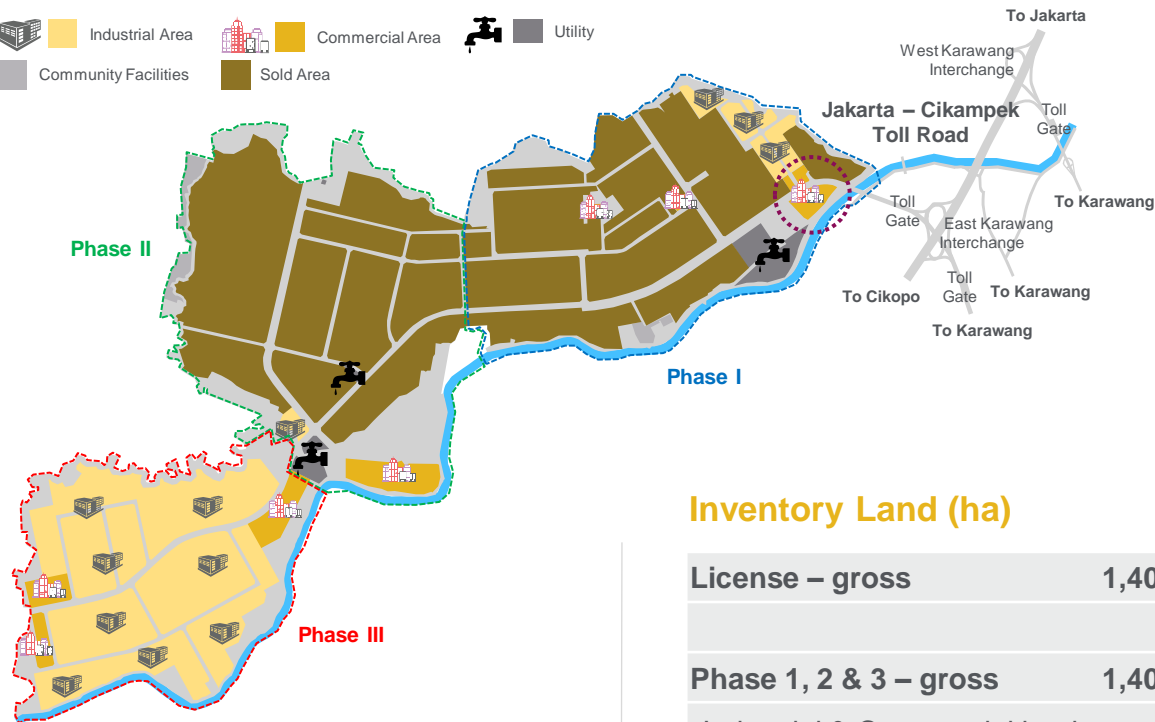
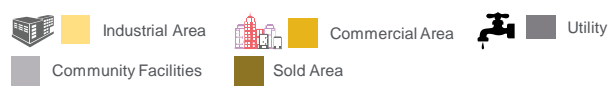
- Direct Toll Access
- Patimban Seaport ±40KM
- Kertajati International Airport ±70KM
- Jakarta City ±90KM



# Infrastructures & Accessibilities



# High Quality Projects in Suryacipta City of Industry



## 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 Dec 2021	99.2
Add/(less) reclass to infra	-
Sold up to 30 Jun 2022 – net	(3.4)
<b>Total Land bank 30 Jun 2022 – net</b>	<b>95.9</b>

## Well-Diversified Current Tenant Mix

### AUTOMOTIVE



### BUILDING SUPPLIES



### CONSUMER GOODS



### ELECTRONICS



### PHARMACEUTICAL

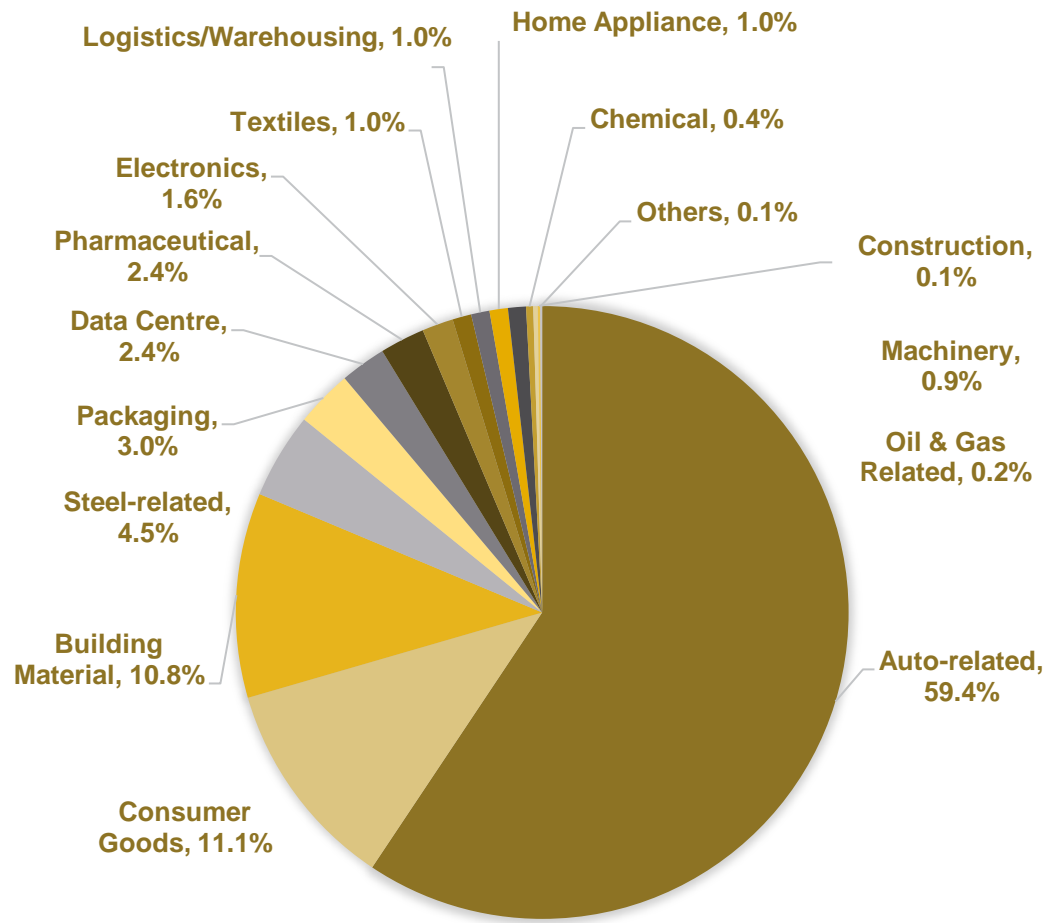




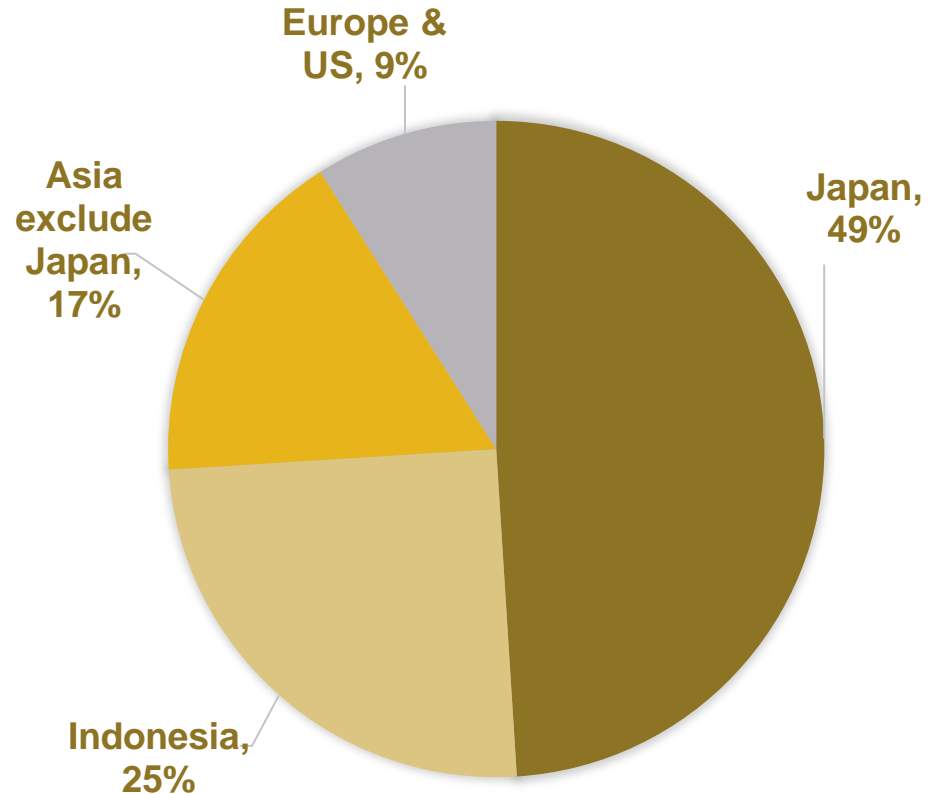
# High Quality Projects in Suryacipta City of Industry

## Well-Diversified Current Tenant Mix

Tenant Landbank by Sector



Tenant Landbank by Country



# Business Segment

## Property: Industrial Estate Review

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

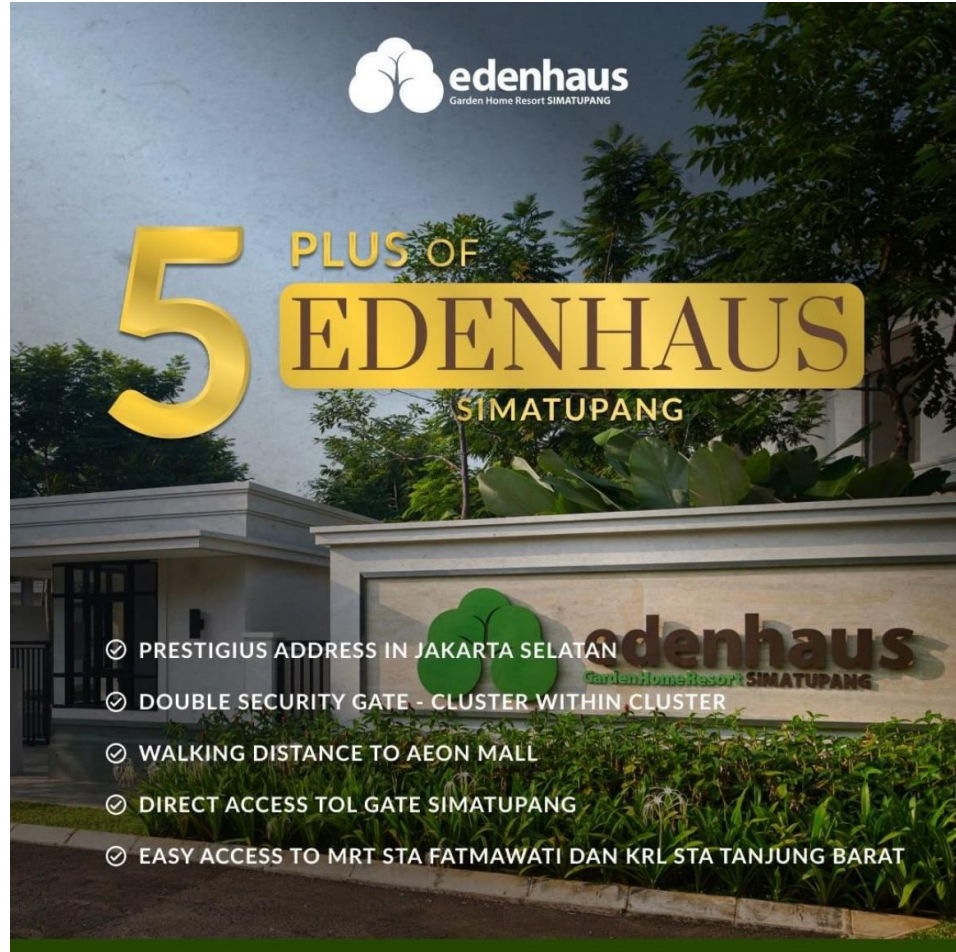
<b>Marketing Sales</b>	<b>2017</b>	<b>2018</b>	<b>2019<sup>1</sup></b>	<b>2020</b>	<b>2021</b>	<b>1H21</b>	<b>1H22</b>
Land sold (ha)	2.1	8.3	89.8	5.6	10.1	7.5	9.5
TOTAL Sales Value (in IDR Billions)	42	149	538	82	180	129	167
<b>Accounting Sales Booked</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>1H21</b>	<b>1H22</b>
Land sold (ha)	11.5	8.7	17.1	78.0	8.9	-	3.9
TOTAL Sales Value (in IDR Billions)	176	154	292	329	156	-	66

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)

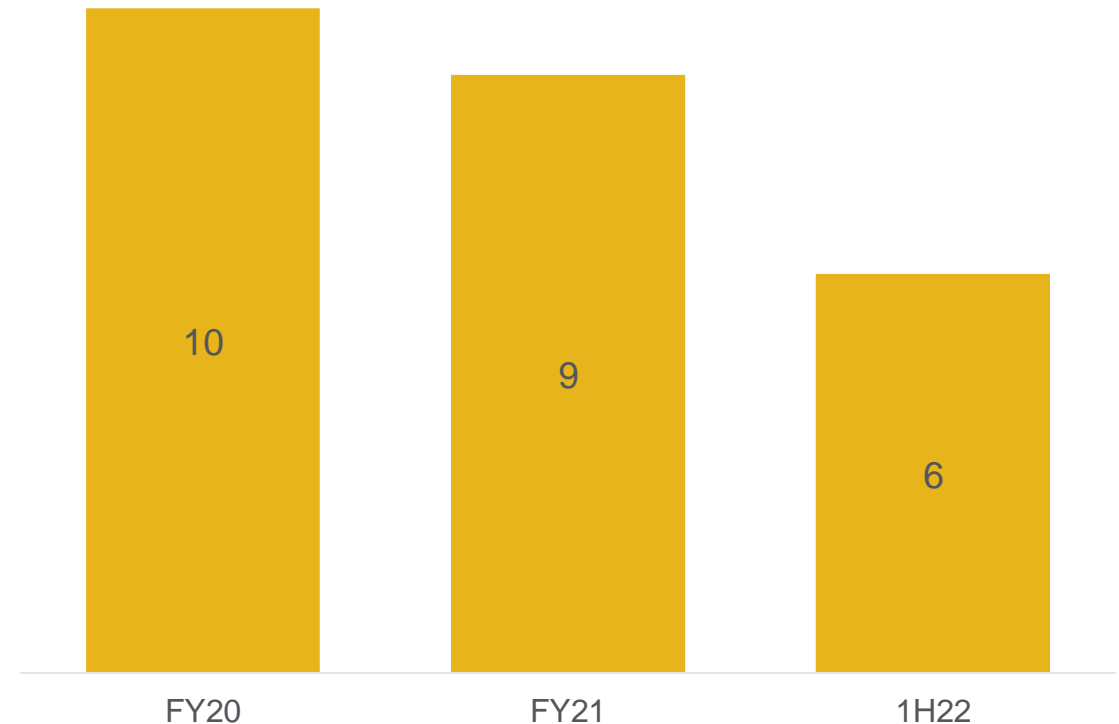
# Business Segment

Property: Edenhaus Simatupang (By TCP INTERNUSA)



- ✓ 41 boutique houses (~Rp300 billion)
- ✓ 25 units (Rp198 billion) sold per 1H22

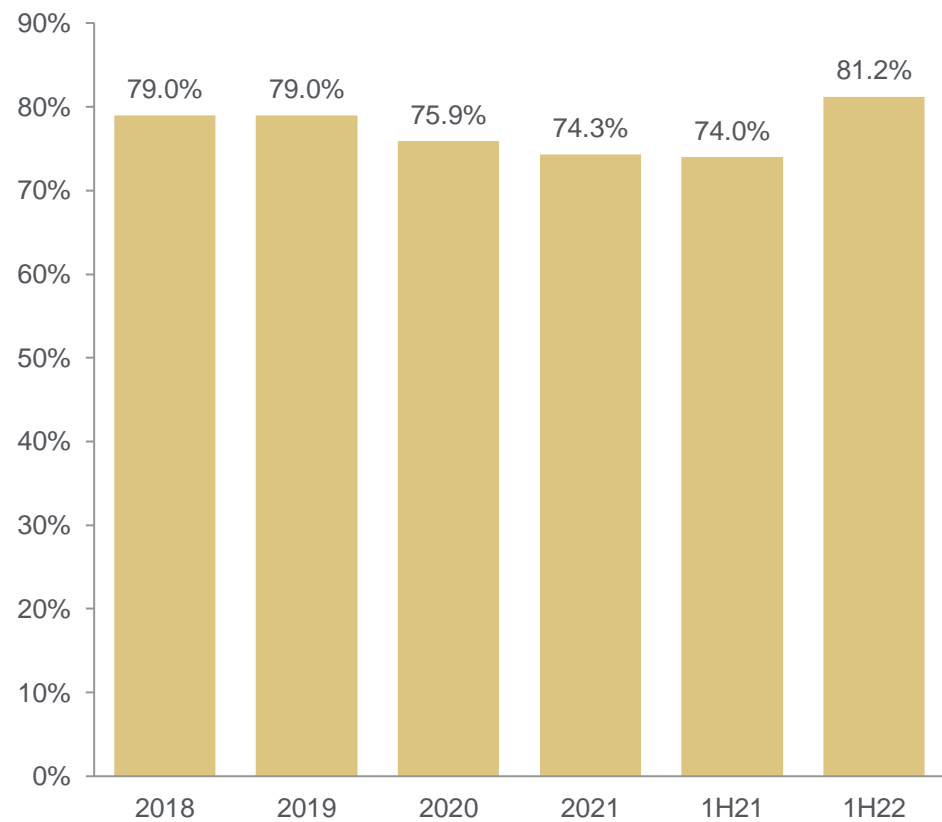
Edenhaus Marketing Sales  
(unit)



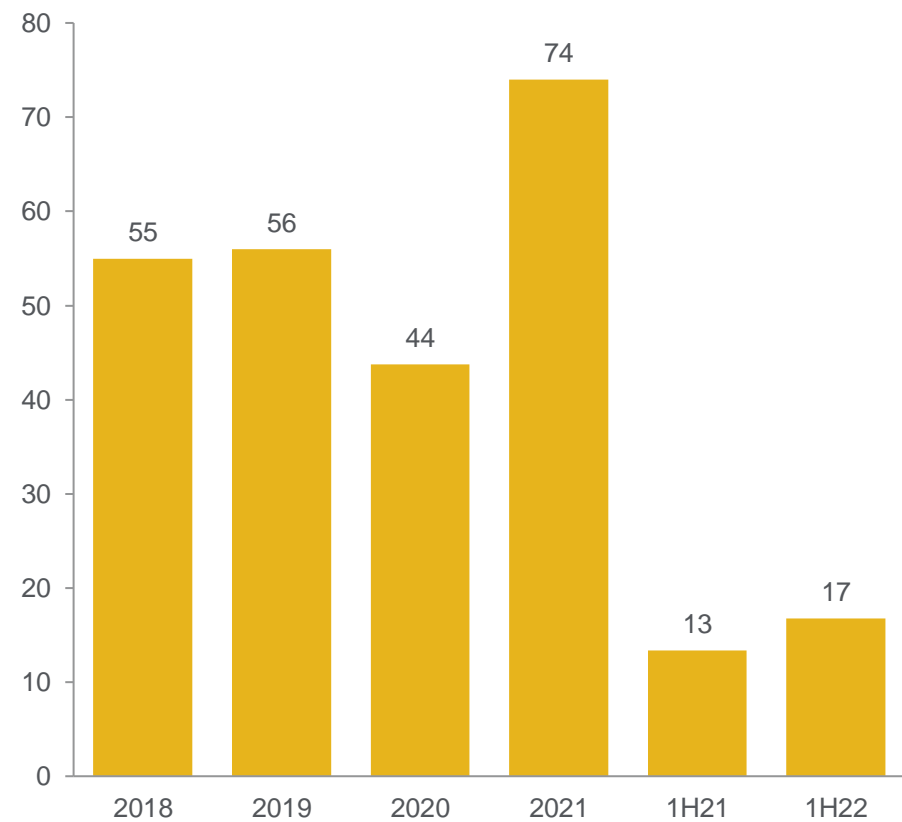
# Business Segment

## Property: Glodok Plaza & Edenhaus Simatupang

Occupancy Rate (%) – Glodok Plaza



Revenue (in IDR billions) – TCP INTERNUSA



# Financial Highlights

## Property : Operating Result

(in IDR Billions)	2017	2018	2019	2020	2021	1H21	1H22
Revenue	414	442	588	652	520	152	230
Revenue Growth	-37%	7%	33%	11%	-20%	-16%	52%
Gross Profit	202	225	307	339	259	58	80
Gross Margin	49%	51%	52%	52%	50%	38%	35%
EBITDA	139	175	244	281	202	32	46
EBITDA Margin	34%	40%	42%	43%	39%	21%	20%
Operating Profit	146	177	242	302	215	33	36
Operating Profit Margin	35%	40%	41%	46%	41%	22%	16%
Net Profit	80	127	159	104	9	(66)	(52)
Net Profit Margin	19%	29%	27%	16%	2%	-43%	-23%



# 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 LIVE, WORK, LEARN & PLAY



SUBANG  
**SMARTPOLITAN**  
BY SURYACIPTA

# Patimban Seaport

## Rebana Metropolitan – West Java Corridor Expansion



Rebana Metropolitan, a combined area of 6 regencies and 1 city that is planned to become the future of West Java, which includes Subang, Sumedang, Majalengka, Indramayu, Kuningan, Cirebon regency and Cirebon city.

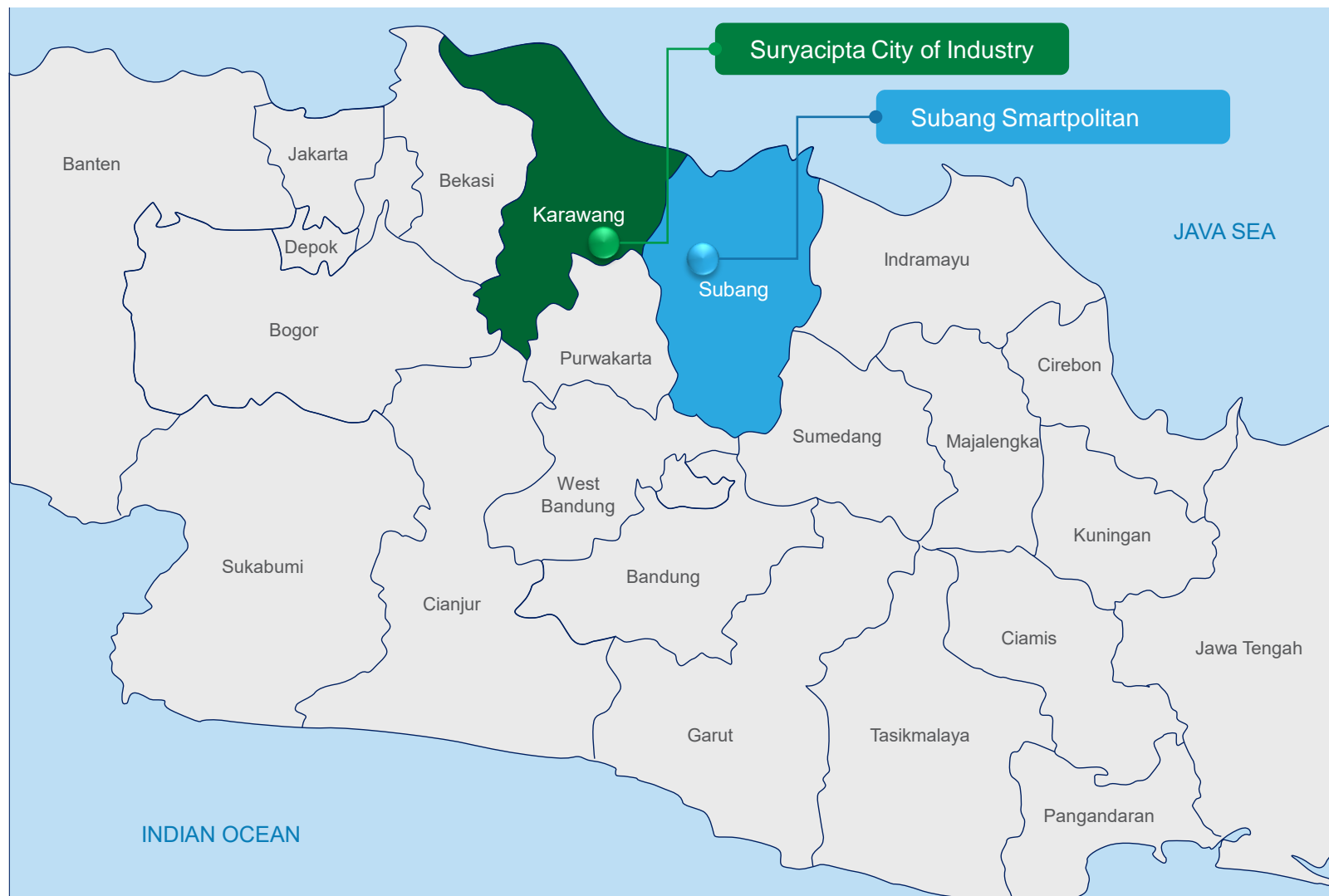
Patimban Seaport and Kertajati International is located within the Rebana Metropolitan.

There are 13 destinations within the Rebana Metropolitan to be developed.



# 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).

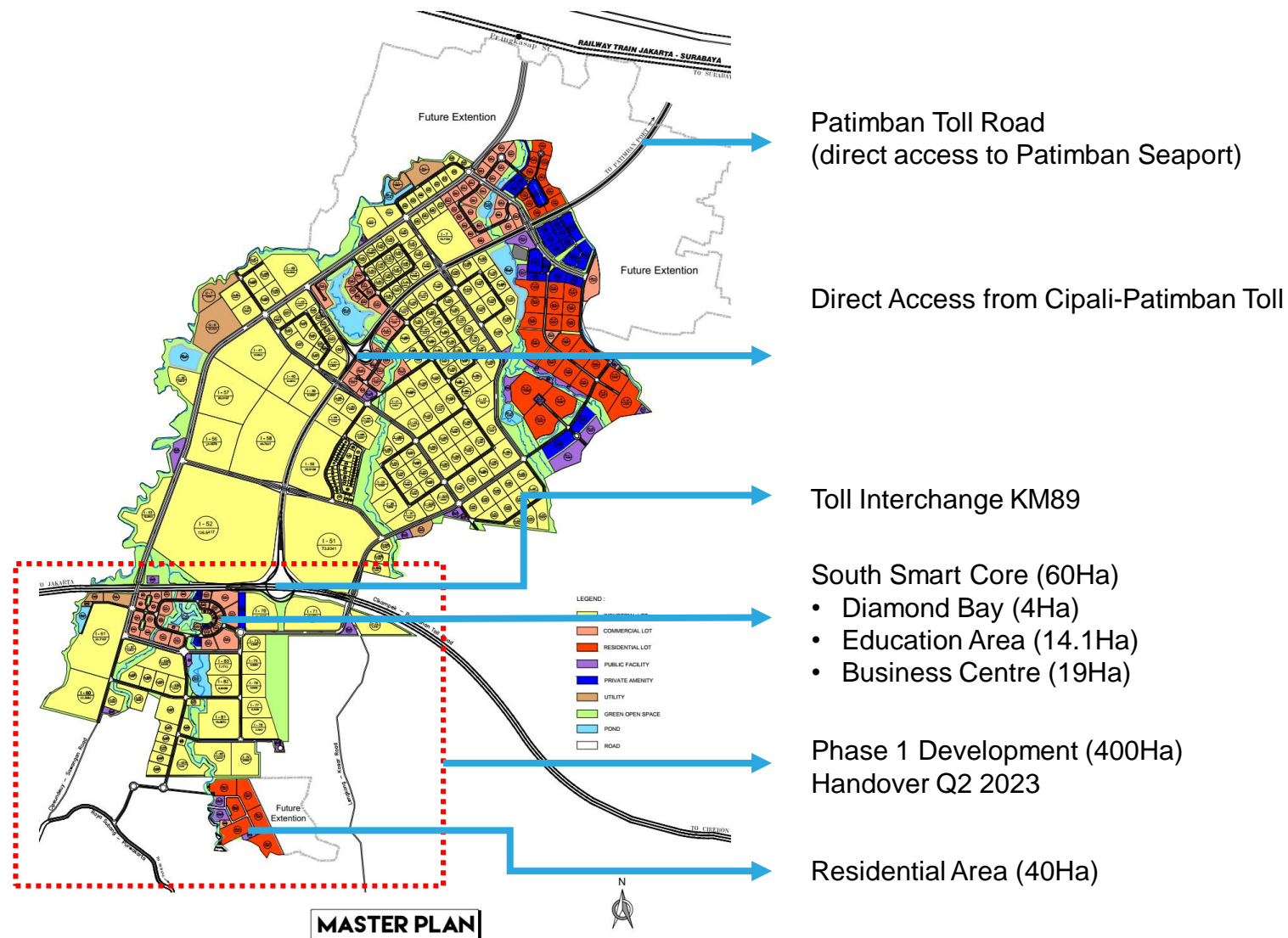
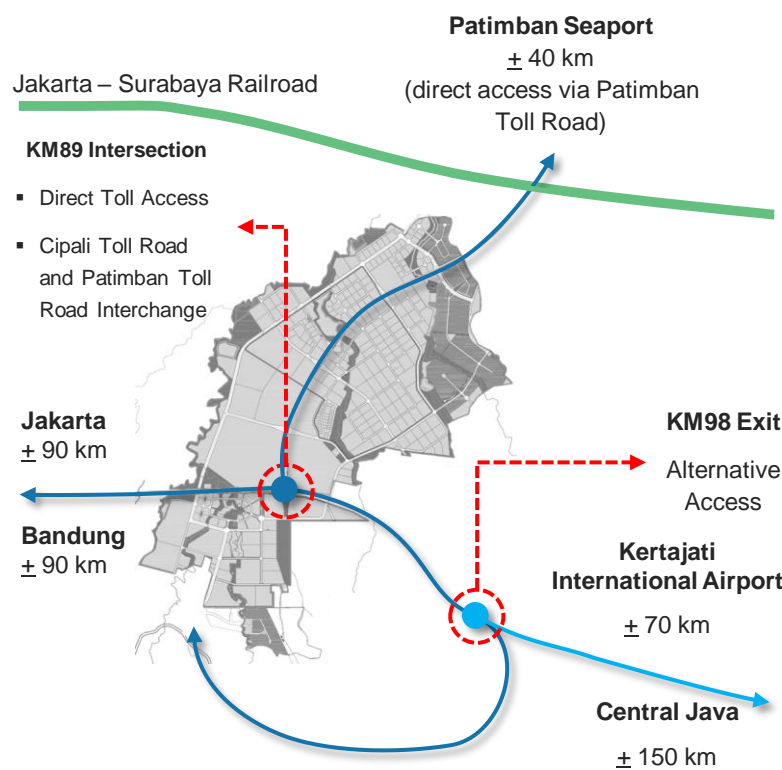
### ➤ Labour

- Competitive Labour Cost (2021 = IDR 3,060,468)
- Ample Labour Supply (2019 >15yo = 1.2mio)

### ➤ World Class utilities, infrastructures and supporting facilities

# 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).





# Subang Smartpolitan

## Project Timeline



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.

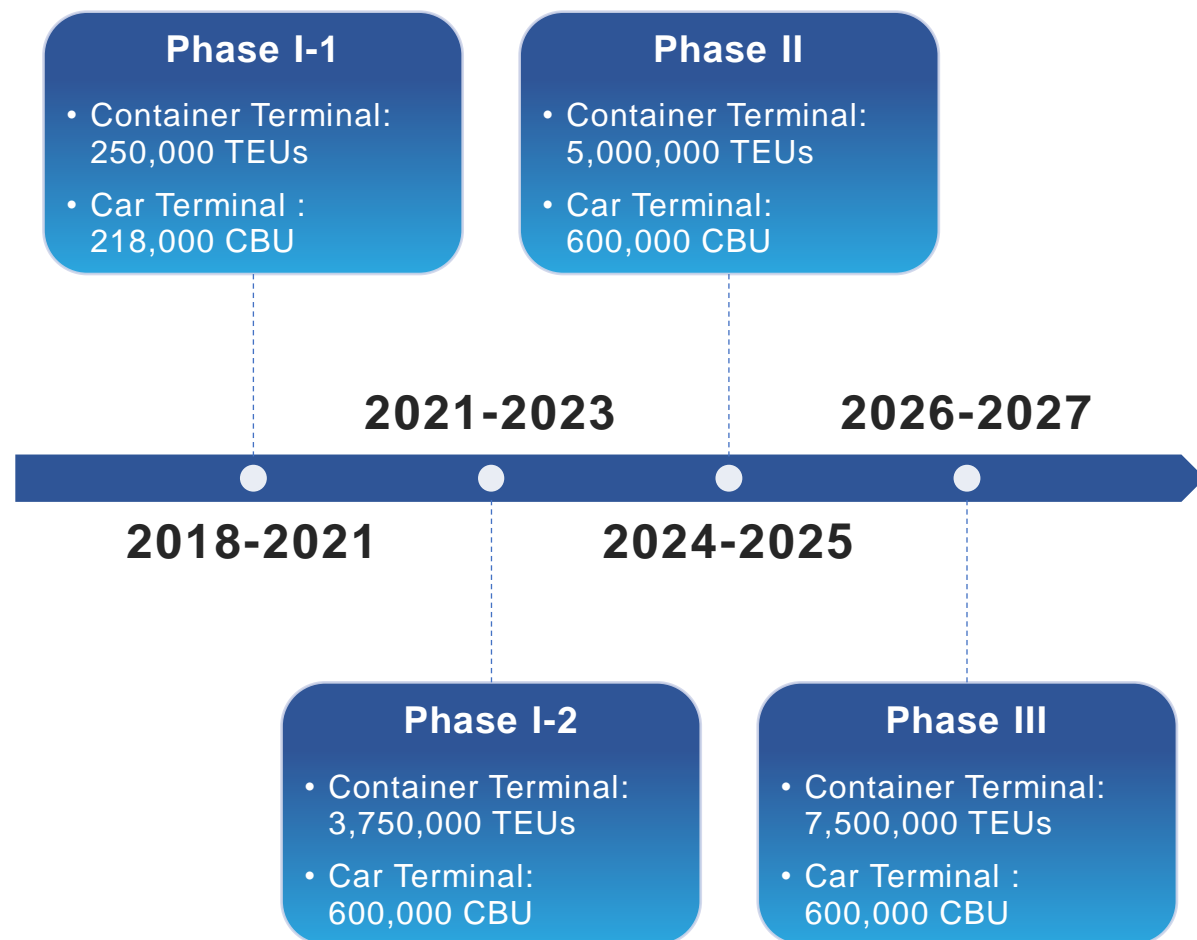
1<sup>st</sup> phase development begins Q4 2020 (Ready for handover Q2 2023), including:

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



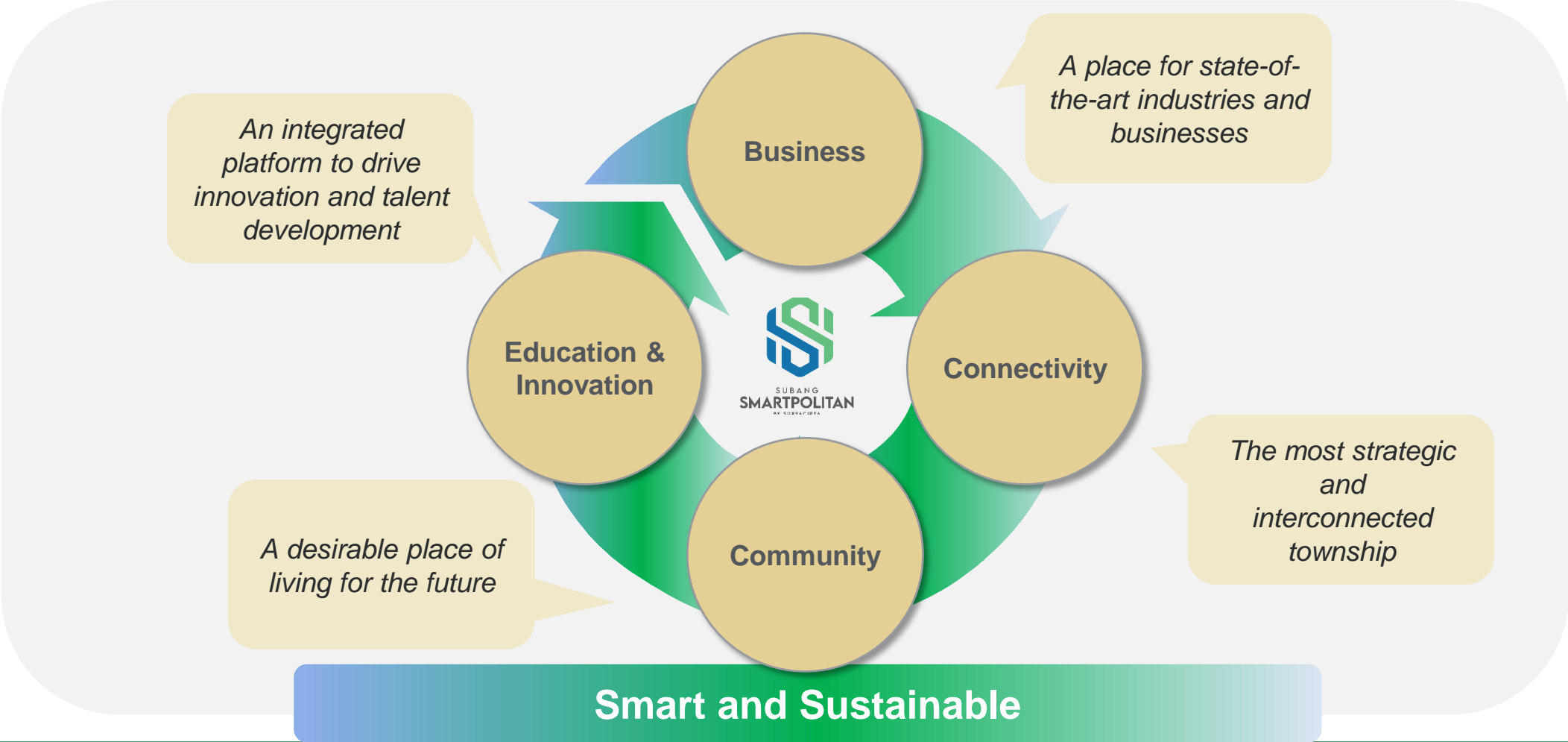
# Patimban Seaport

## Development Masterplan

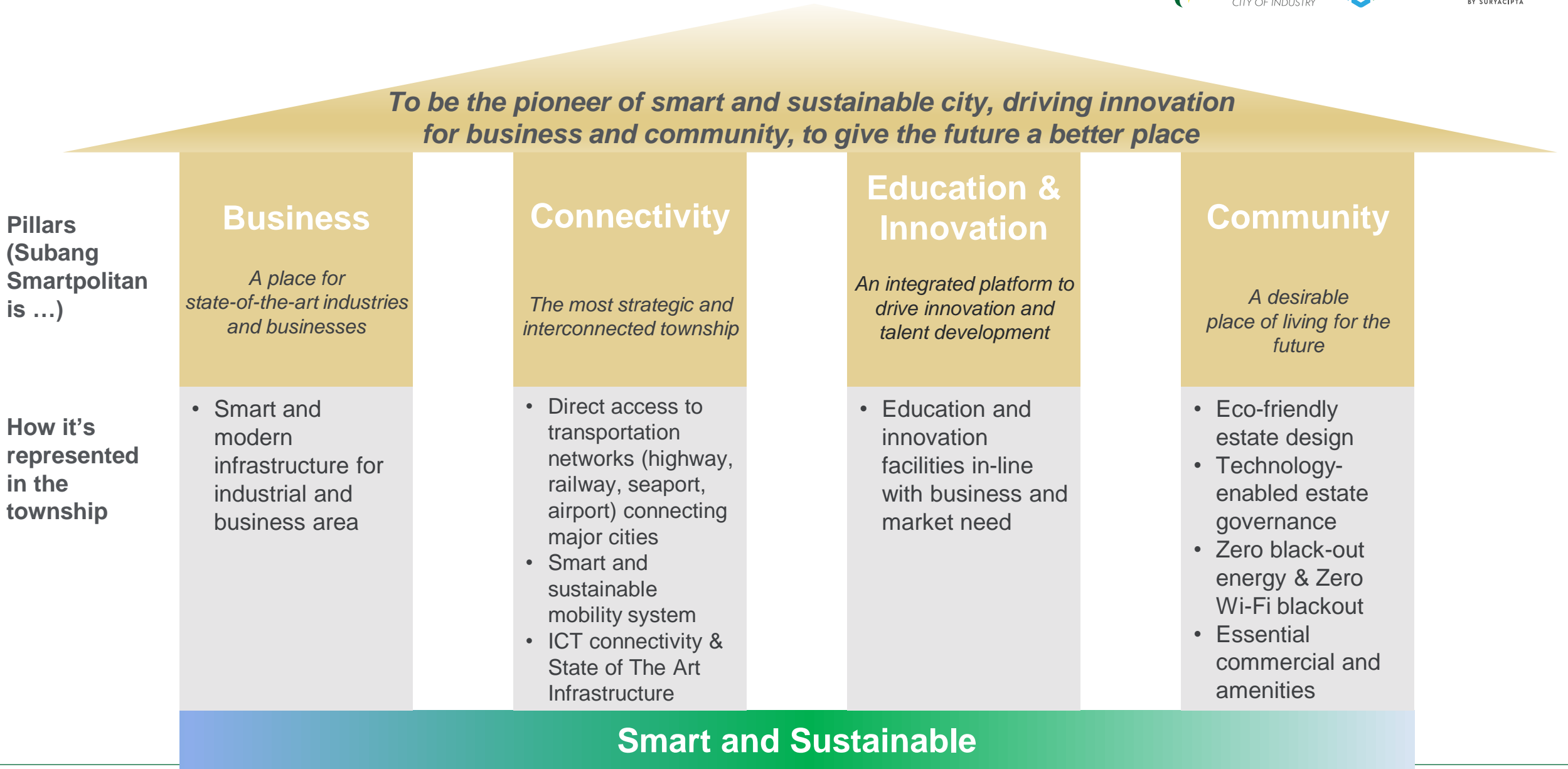


***Vision: “To be the pioneer of smart and sustainable city, driving innovation for business and community, to give the future a better place”***

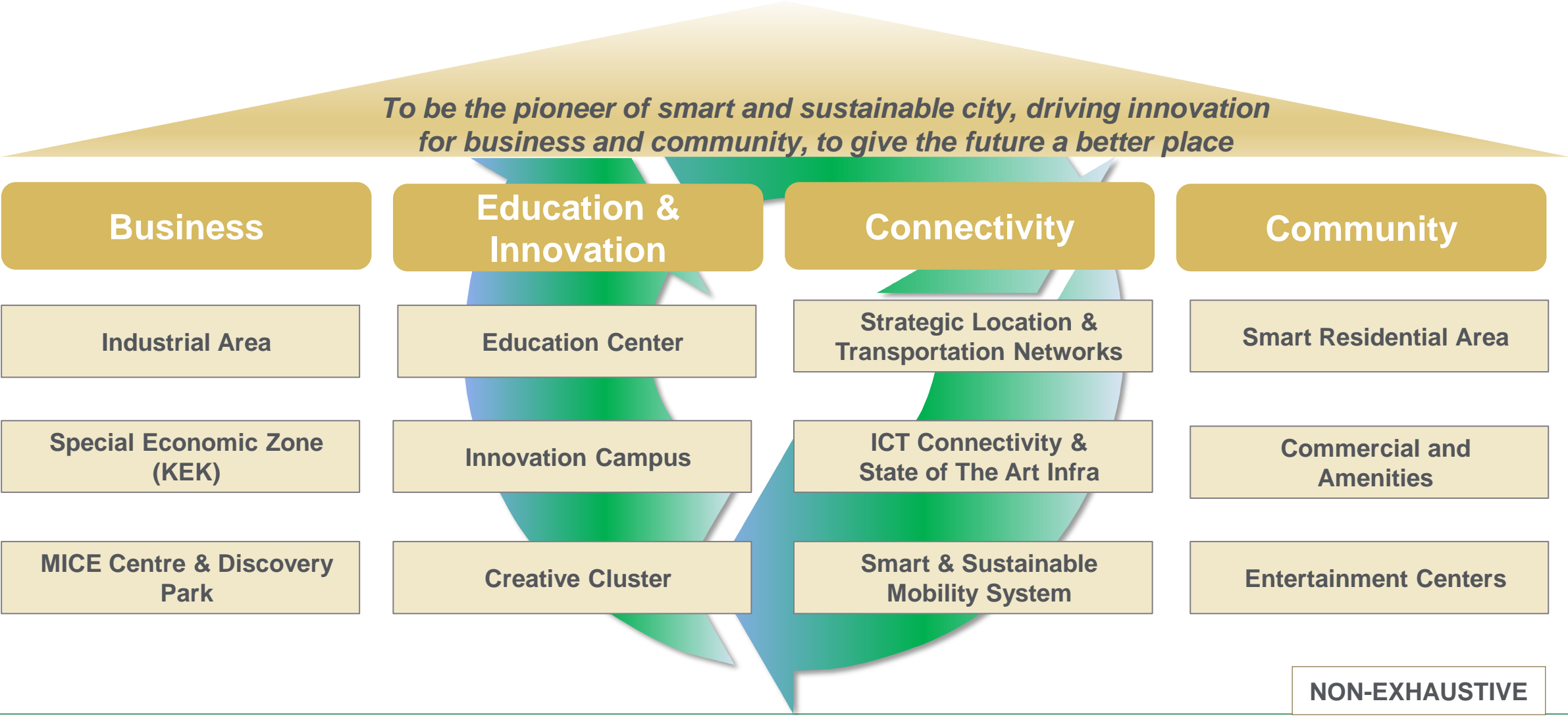
Subang Smartpolitan is the first integrated township in Indonesia built with smart and sustainable concept from the ground-up – with 4 pillars as the key propositions:



# Vision Statement is translated to the components of the township



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





**surya**internusa

BUILDING A BETTER INDONESIA

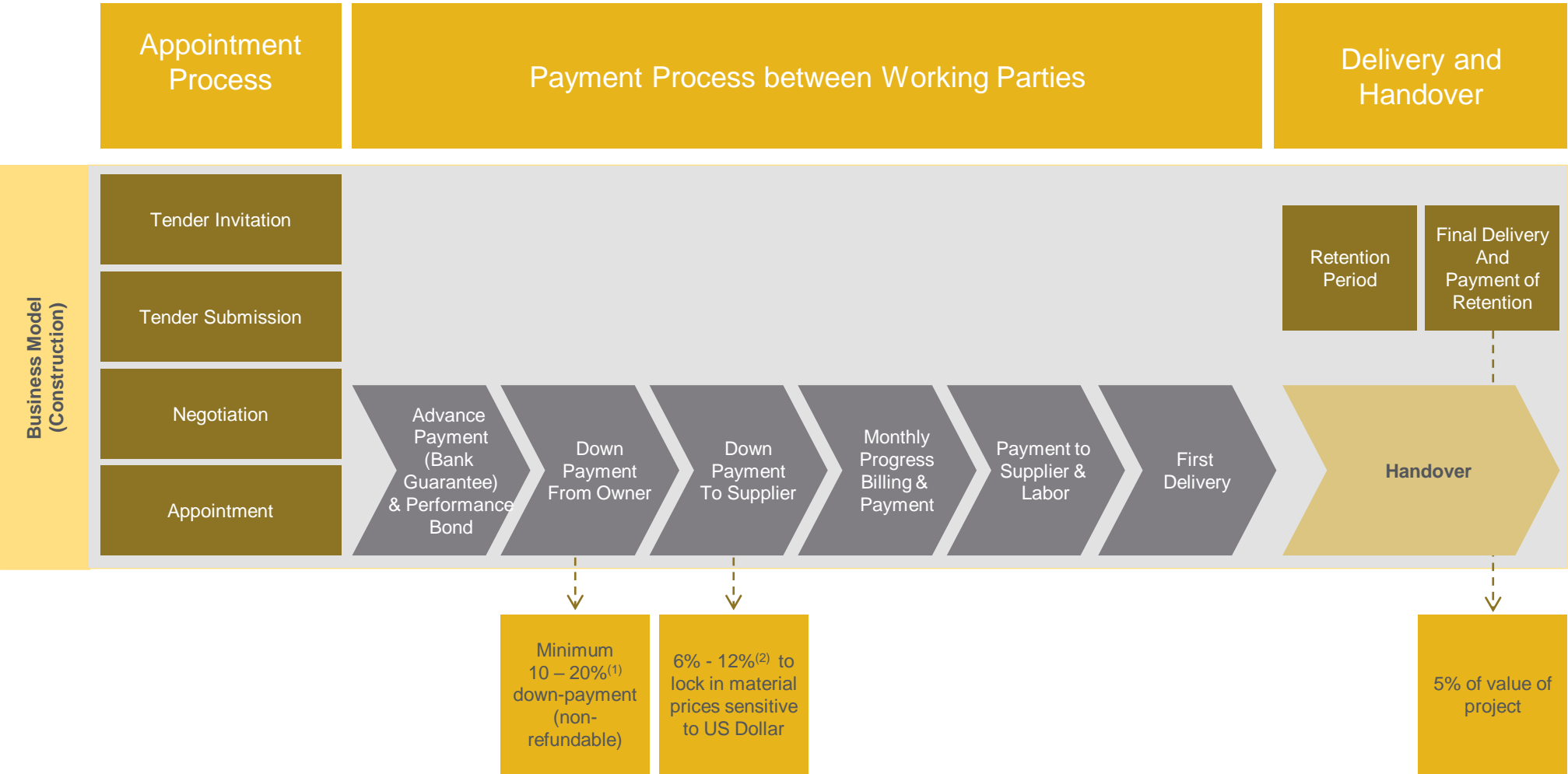
# CONSTRUCTION

## - PT Nusa Raya Cipta Tbk (“NRCA”)

2.2



# Low Risk Capital Effective Business Model



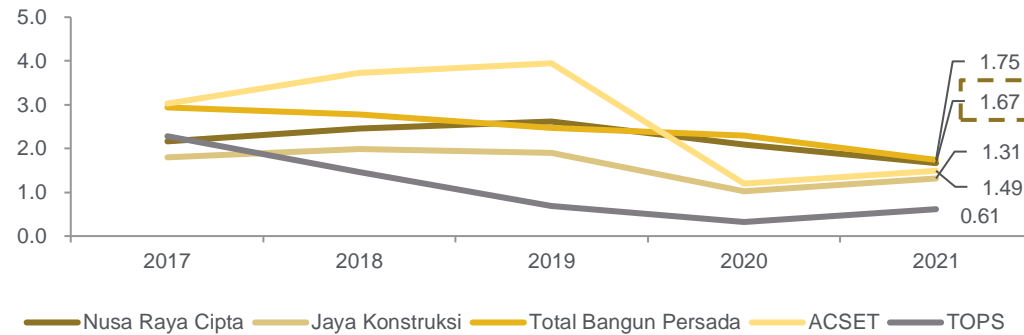
Note: <sup>(1)</sup> Refers to a percentage of project value. Quantum of down-payment depends on size of project, where 10% and 20% are for small and large projects respectively.  
<sup>(2)</sup> Refers to a percentage of project value.

Revenue recognition by % of completion

# Construction Business

## Top Five Largest Market Share

(2017-2021, Revenue, IDR Trillions)

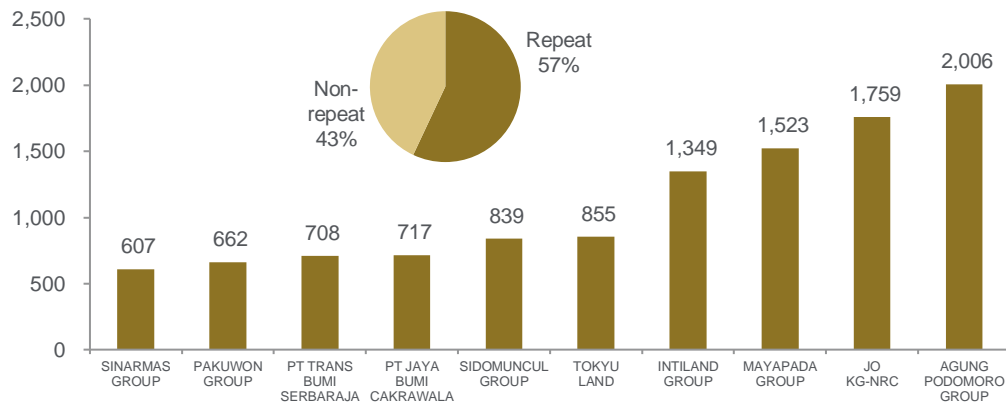


Source: IDX

Note: Jaya Konstruksi revenue only from construction sector

## Strong and Loyal Customer Profile

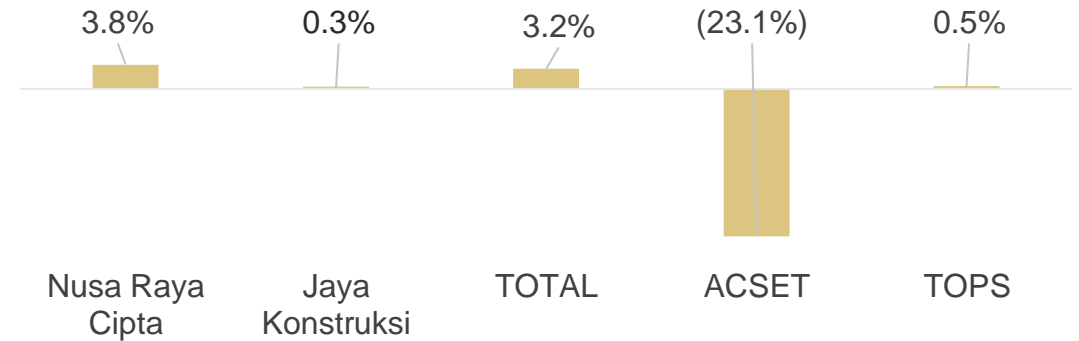
(2013- 1H22) Contract Value (IDR Bn), All customers



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

## Profitability Amongst Private Companies

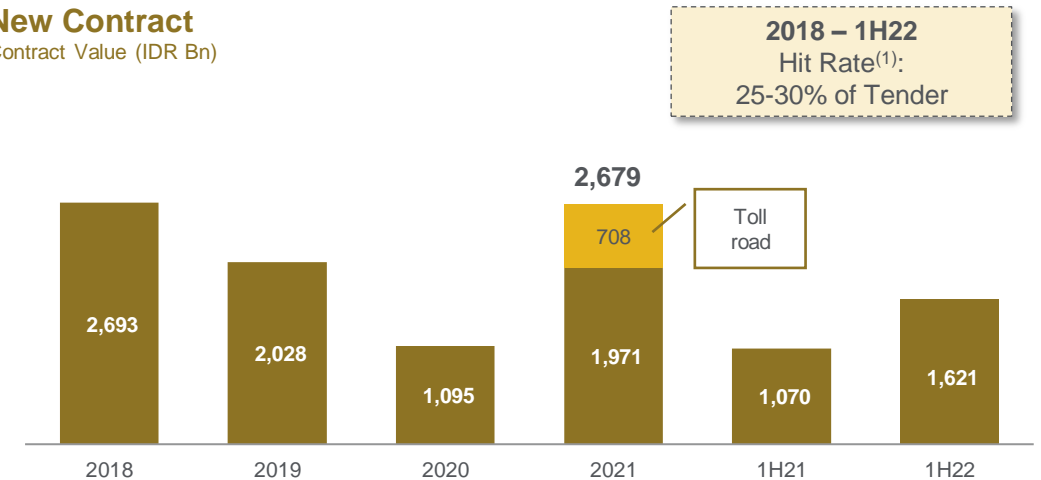
Profit Margin (%) – 1H22



Note: JKON\* net profit includes construction and other services

## New Contract

Contract Value (IDR Bn)



# Business Segment

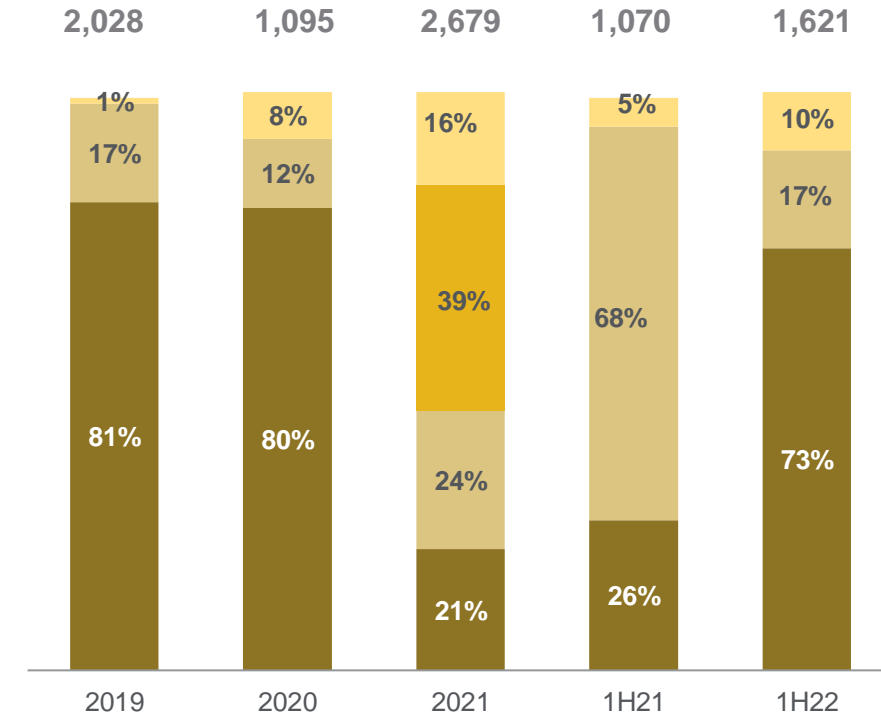
## Construction : PT Nusa Raya Cipta Tbk - Major Projects

(in IDR Billions)	2019	2020	2021	1H21	1H22
Contract on hand - beginning	4,443	3,478	2,321	2,321	3,202
Contract obtained	2,028	1,095	2,679	1,070	1,621
Less: Revenue progress - before elimination	(2,611)	(2,082)	(1,665)	(655)	(1,155)
Contract on hand - ending	3,478	2,321	3,202	2,736	3,668

### Major projects obtained in 1H22, including:

- ❑ Pakuwon Bekasi Mixed Use, Bekasi
- ❑ Fair Field By Marriot Hotel, Jakarta
- ❑ RS Jantung Heartology, Jakarta
- ❑ Matera Club House, Gading Serpong
- ❑ Tjiwi Kimia, Surabaya
- ❑ Luxury Hotel, Labuan Bajo
- ❑ PT Smelter, Gresik
- ❑ Hotel Aston, Serang
- ❑ Gedung 2 RS, Orthopedi & Traumatologi, Surabaya

### New Contract Classification (in IDR billions)



- Others (School, Hospital, etc)
- Infrastructure
- Industrial Building
- Commercial Building ( Apartment, Office, Hotel, and Shopping Center)

# Business Segment

## Construction : Operating Result

(in IDR Billions)	2017	2018	2019	2020	2021	1H21	1H22
Revenue	2,164	2,457	2,618	2,086	1,670	657	1,158
Revenue Growth	-13%	14%	7%	-20%	-20%	-42%	76.3%
Gross Profit	215	251	274	229	190	73	127
Gross Margin	10%	10%	10%	11%	11%	11%	11%
Income from JO	27	27	(1)	(6)	(15)	-	-
EBITDA	275	219	190	142	126	42	90
EBITDA Margin	13%	9%	7%	7%	8%	6%	8%
Operating Profit	218	164	172	134	128	36	84
Operating Profit Margin	10%	7%	7%	6%	8%	5%	7%
Net Profit	153	118	101	55	52	8	44
Net Profit Margin	7%	5%	4%	3%	3%	1%	4%
EPS (full amount)	63	48	41	23	21	3	18
ROE	13%	10%	8%	5%	4%	1%	7%

# Financial Highlights

## Construction : Balance Sheet

<i>In IDR Billions</i>	2017	2018	2019	2020	2021	1H22
<b>Assets</b>						
Cash & Cash Equivalents	657	736	689	578	496	543
Account Receivable	1,085	1,198	1,468	1,381	1,400	1,681
Project Advance	31	38	34	22	33	12
Others	569	283	272	241	214	218
<b>Total Assets</b>	<b>2,342</b>	<b>2,255</b>	<b>2,463</b>	<b>2,221</b>	<b>2,143</b>	<b>2,454</b>
<b>Liabilities</b>						
Bank Debt	-	9	109	196	22	242
Account Payable	467	471	622	520	528	528
Advance Received from Owner	488	449	369	218	299	377
Others	184	118	142	134	126	133
<b>Total Liabilities</b>	<b>1,139</b>	<b>1,046</b>	<b>1,242</b>	<b>1,068</b>	<b>976</b>	<b>1,279</b>
<b>Equity</b>	<b>1,203</b>	<b>1,208</b>	<b>1,221</b>	<b>1,153</b>	<b>1,167</b>	<b>1,175</b>

# 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**



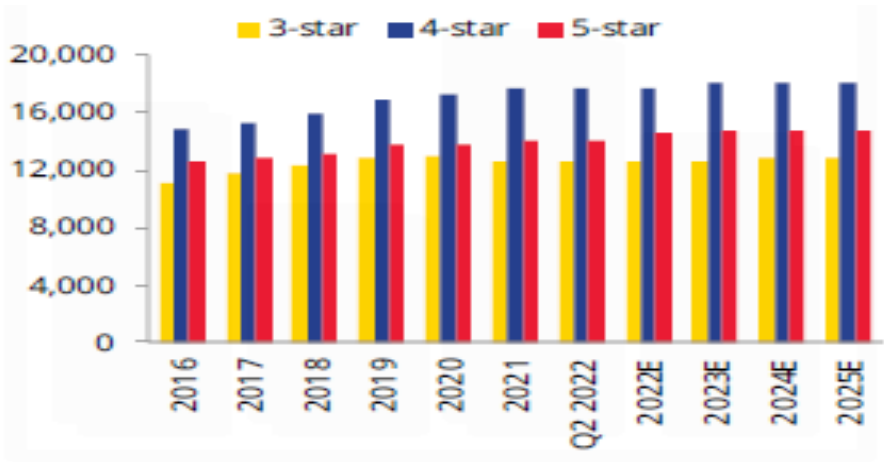
## Hospitality

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

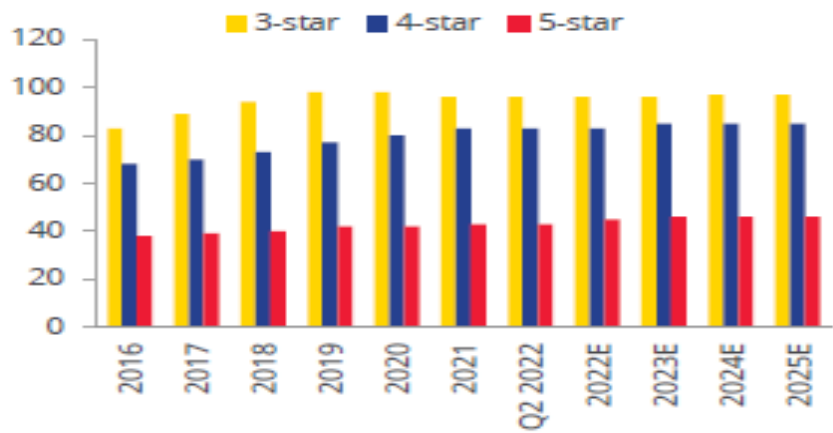


# Jakarta Hotel Market Fundamentals

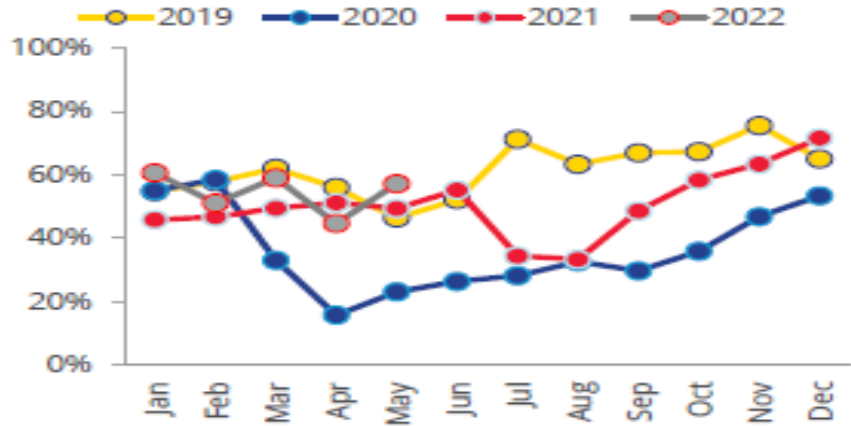
Cumulative Supply of Star-Rated Hotel Rooms



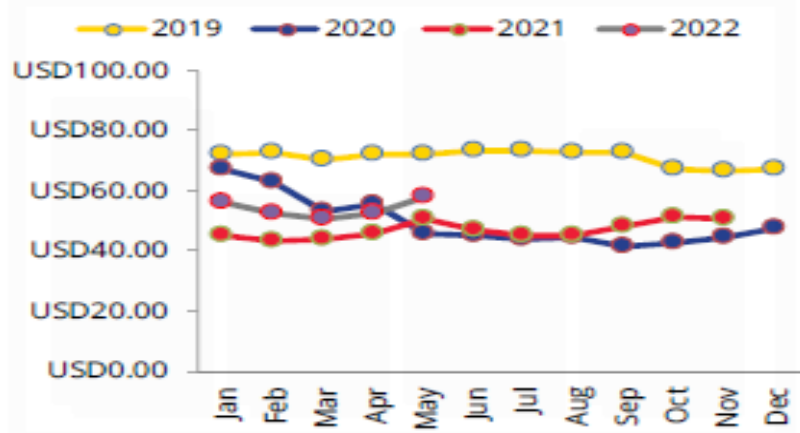
Cumulative Hotel Projects



Monthly Average Occupancy Rate



Monthly Average Daily Rate

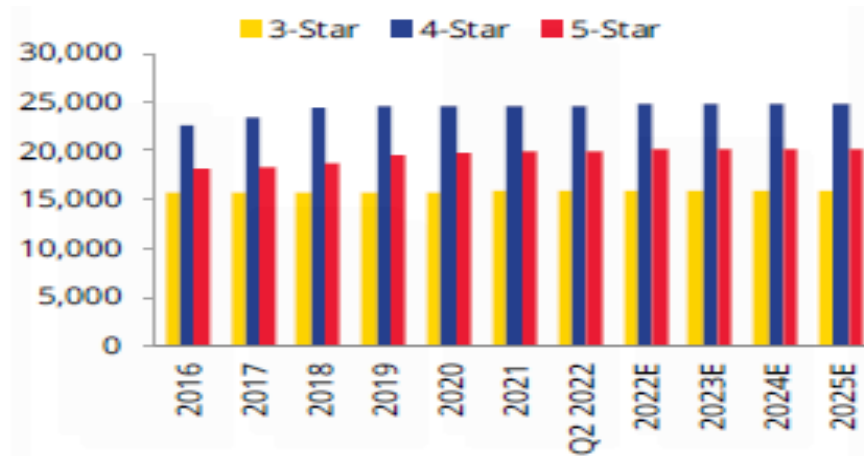


Source: Colliers 1Q 2022 Research & STR Global

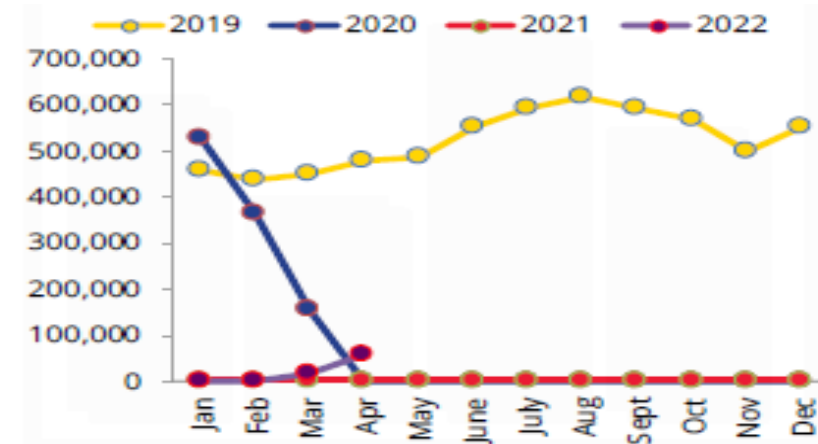


# Bali Hotel Market Fundamentals

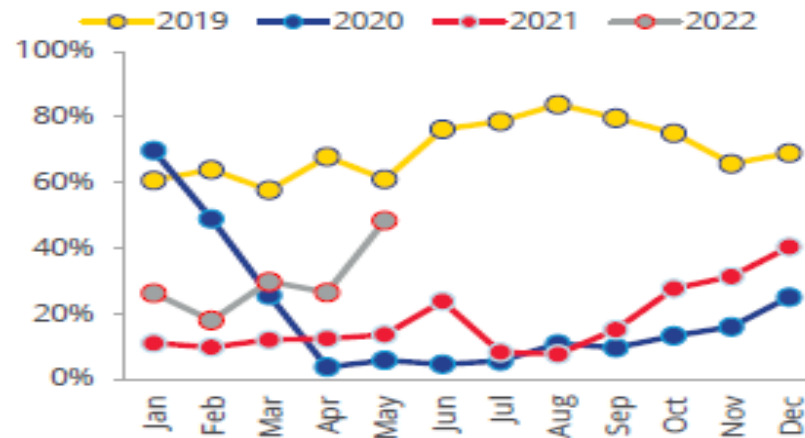
## Cumulative Supply of Star-Rated Hotel Rooms



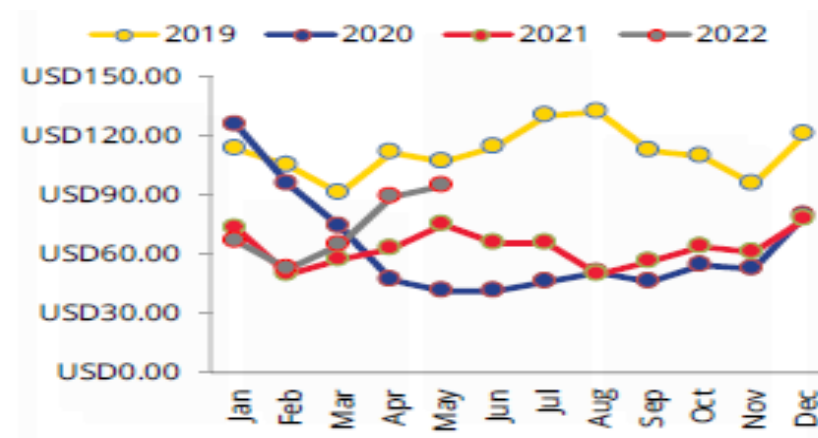
## Number of Foreign Visitors to Bali



## Monthly Average Occupancy Rate



## Monthly Average Daily Rate

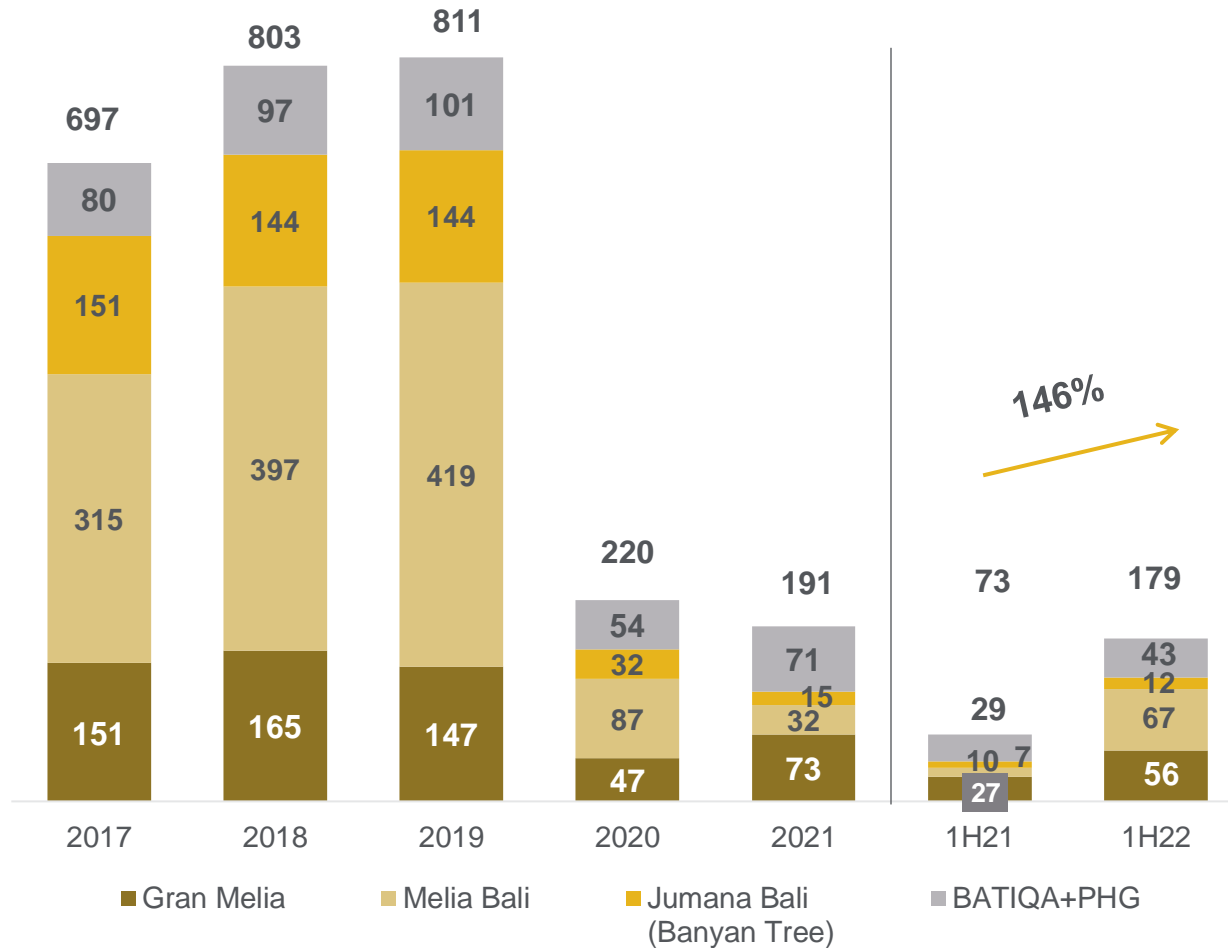


# Hospitality Business

## Revenue

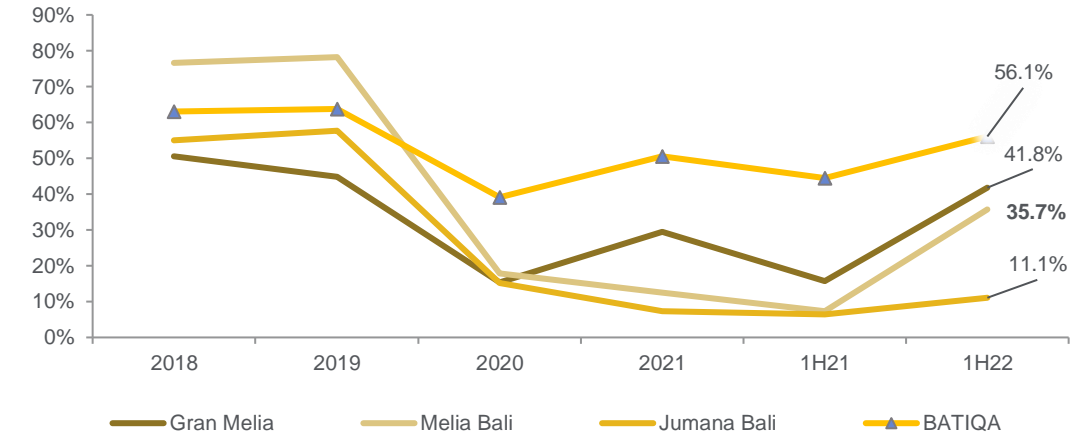
(2017-1H22, IDR Billions)

CAGR: -27.6%



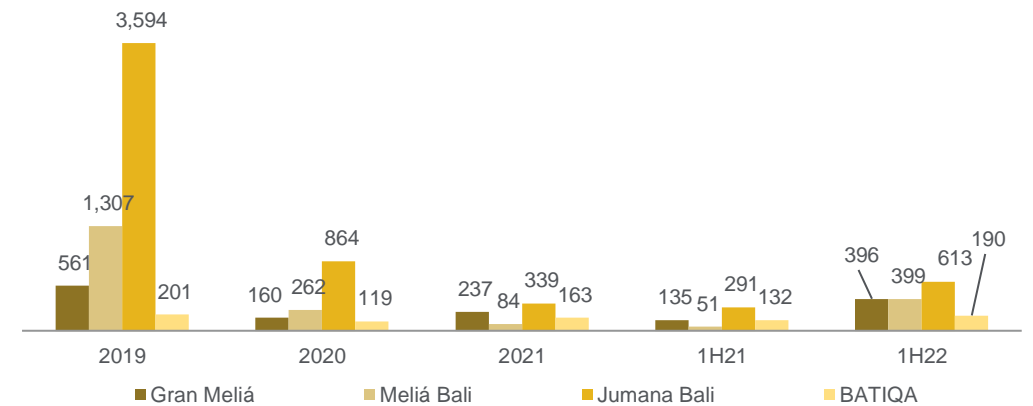
## Occupancy Rate

(2018-1H22, %)



## Room RevPar

(2019-1H22, thousand Rp)



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

ARR (Rp)	2018	2019	2020	2021	1H21	1H22
GMJ	1,348	1,251	1,042	803	857	948
MBH	1,626	1,671	1,468	671	709	1,116
JBUR	6,680	6,223	5,714	4,672	4,549	5,517
BATIQA	333	314	303	322	297	339
Room RevPAR (thousand Rp)						
GMJ	681	561	160	237	135	396
MBH	1,243	1,307	262	83.8	51	399
JBUR	3,678	3,594	864	339	291	613
BATIQA	210	201	119	163	132	190
Total RevPAR (thousand Rp)						
GMJ	1,290	1,163	469	600	448	925
MBH	2,197	2,325	483	175	111	750
JBUR	5,545	5,563	1,228	594	507	953
BATIQA (Rp)	308	302	169	235	189	277

Note: GMJ : Gran Melia Jakarta; MBH : Melia Bali Hotel; JBUR : Jumana Bali Ungasan Resort  
1H21 onwards BATIQA includes Jayapura

# Business Segment

## Hospitality : Operating Result

(in IDR Billions)	2017	2018	2019	2020	2021	1H21	1H22
Revenue	697	803	811	220	191	73	179
Revenue Growth	3%	15%	1%	-73%	-13%	-52%	146%
Gross Profit	442	519	515	75	79	17	94
Gross Margin	63%	65%	64%	34%	42%	23%	53%
EBITDA	148	186	177	(113)	(79)	(61)	(5)
EBITDA Margin	21%	23%	22%	-51%	-41%	-84%	-3%
Operating Profit	37	73	62	(200)	(175)	(112)	(57)
Operating Profit Margin	5%	9%	8%	-91%	-91%	-154%	-32%
Net Profit	-66	8	8	(193)	(180)	(104)	(65)
Net Profit Margin	-9%	1%	1%	-88%	-94%	-144%	-37%



## Photos of Gran Melia Jakarta



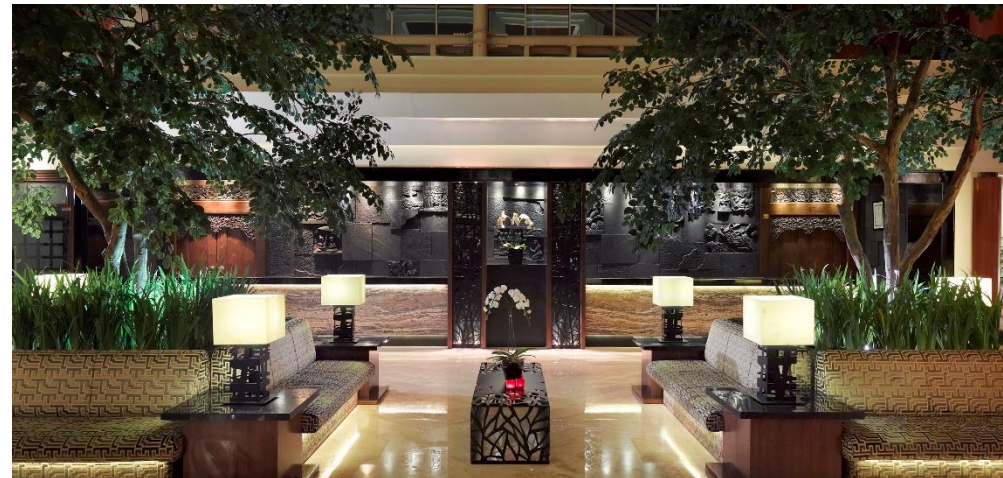
*Café Gran Via*



*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





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# THANK YOU

**Erlin Budiman**

VP Head of Investor Relations

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

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Tempo Scan Tower 20th Floor

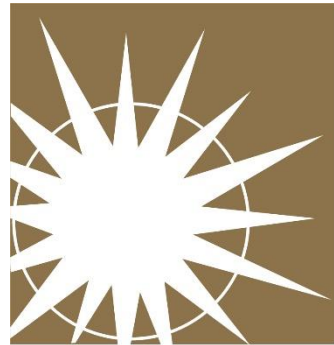
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