



sinarmas land

*“Building for a better
future”*

FY 2020

Financial Results Presentation

CORONER COURT

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01. KEY HIGHLIGHTS

02. FINANCIAL PERFORMANCE

03. BUSINESS UPDATES

04. APPENDIX

Key Highlights for FY 2020

- FY 2020 total revenue decreased by 22.4% year-on-year to S\$910.5 million as the Group navigated through challenging times on the back of an unprecedented health crisis.
- The drop in revenue attributed to lower sales of commercial and industrial land parcels, as well as lower revenue from residential units in Indonesia.
- In tandem with the lower revenue, FY 2020 gross profit also suffered a decline of 24.0% to S\$572.9 million compared to the corresponding period last year due to higher development cost.
- Profit attributable to Owners of the Company lowered to S\$100.7 million in FY 2020 due to the absence of an one-off gain amounting to S\$368.2 million following the restructuring of an associated company in FY2019.
- Financial position as of 31 December 2020 remained healthy with total assets of S\$8,066.7 million of which cash and cash equivalents stand at S\$1,403.9 million and a net debt-to-equity ratio of 21.3%.
- BSDE achieved IDR6.5 trillion of marketing sales for FY 2020 or 90% of full-year 2020 target of IDR7.2 trillion, and set a marketing sales target of IDR7.0 trillion for FY 2021
- DMAS achieved IDR2.39 trillion of marketing sales for FY 2020, surpassing the full-year 2020 target of IDR2.0 trillion by 19%. In 2021, DMAS set a marketing sales target of IDR2.0 trillion
- On 12 September 2020, BSDE entered into a joint venture with Mitbana Pte Ltd to develop integrated Transit-Oriented Development in BSD City.
- On 9 November 2020, SML entered into a joint venture with Japan Overseas Infrastructure Investment Corporation for Transport & Urban Development to explore opportunities for Japanese companies to participate in oversea infrastructure business, particularly in Indonesia.

01. KEY HIGHLIGHTS

02. FINANCIAL PERFORMANCE

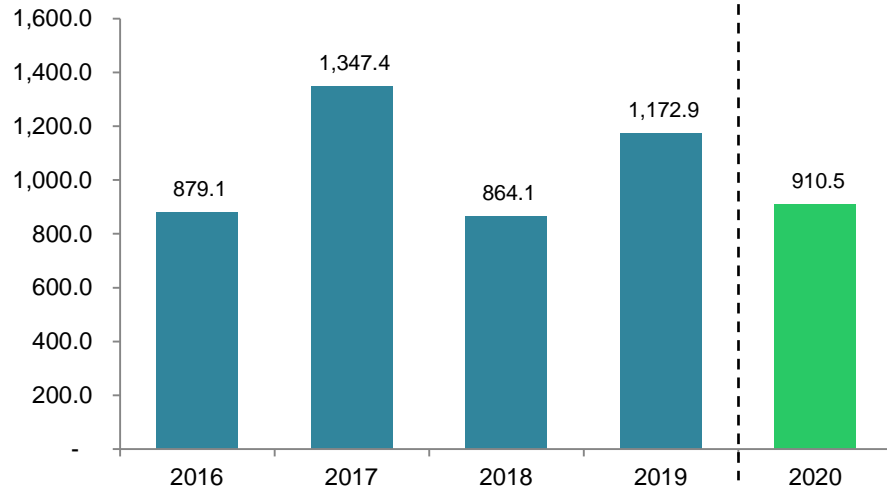
03. BUSINESS UPDATES

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FY 2020 Financial Highlights

Revenue

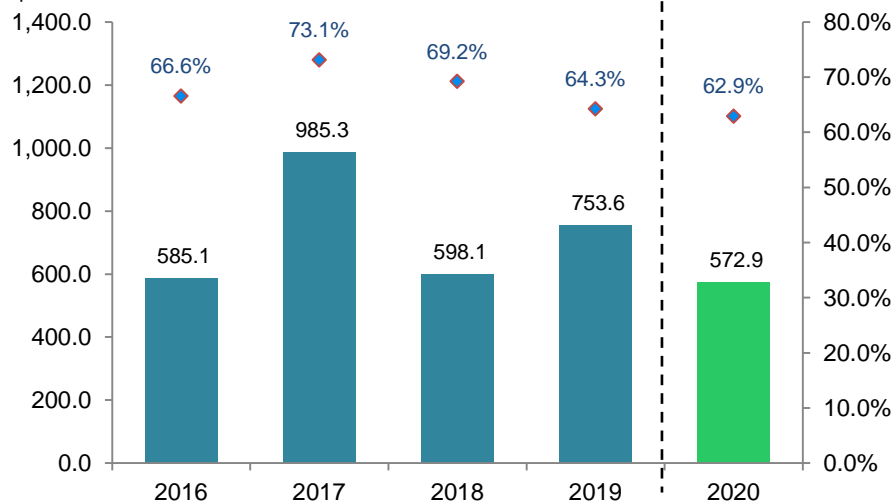
S\$ million



- Total revenue in FY 2020 decreased by 22.4% to S\$910.5 million from S\$1,172.9 million in FY 2019
- Lower revenue was mainly attributable to lower sales of commercial and industrial land parcels, as well as lower revenue from residential and apartments in Indonesia.
- In addition, the Group's generated lesser recurring income on the back of poorer contribution from its hospitality business, coupled with lower occupancy and rental rates from our investment properties

Gross Profit and Gross Profit margin

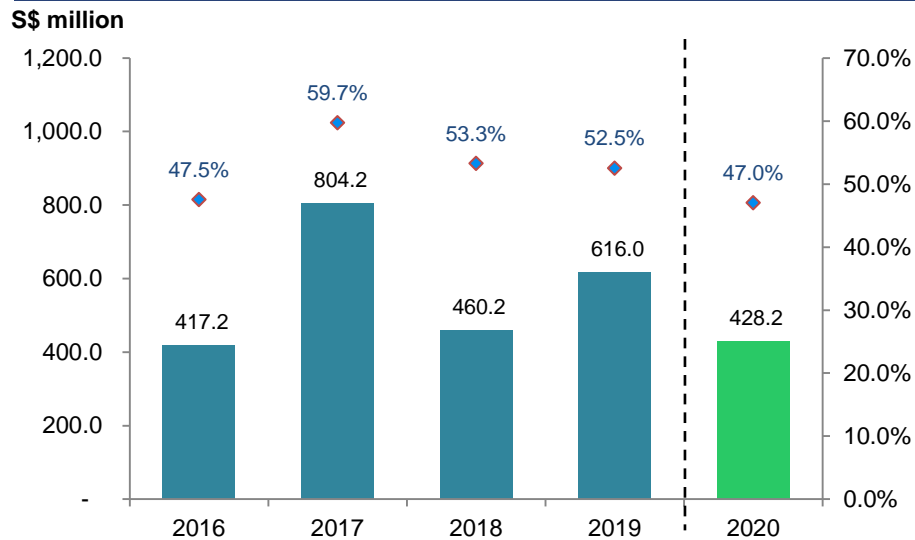
S\$ million



- In line with lower revenue, the Group's FY 2020 gross profit dipped from S\$753.6 million to S\$572.9 million. The Group's gross profit margin also decrease from 64.3% in FY 2019 to 62.9% in FY 2020
- The decline in gross profit margin was as a result of higher recognition from sales of apartments and sales of industrial land which generated lower margin due to their higher development cost
- The absence of higher profit margin land parcel sales in BSD City also contributed to the Group's drop in gross profit margin

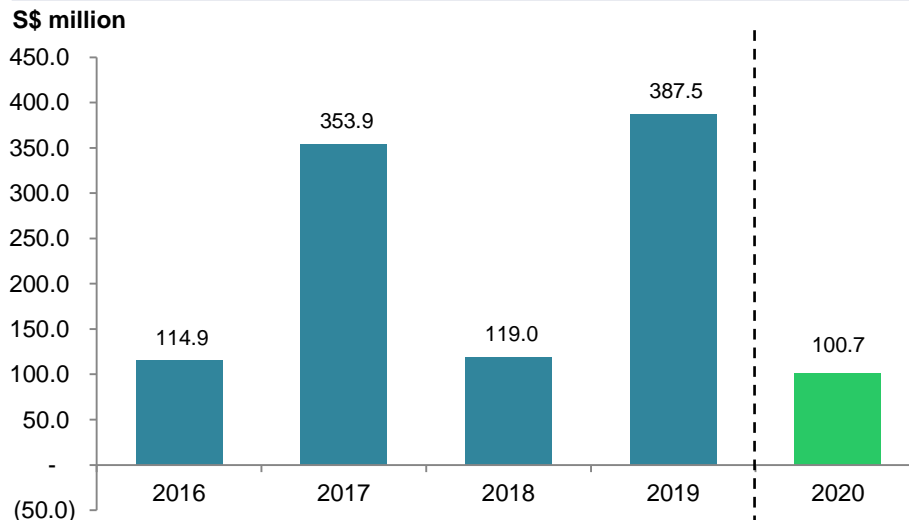
FY 2020 Financial Highlights

EBITDA and EBITDA margin



- EBITDA decreased 30.5% to S\$428.2 million in FY 2020 from S\$616.0 million in FY 2019 following the lower revenue contribution from the Group's Indonesia division
- EBITDA margin slide to 47.0% in FY 2020 as compared to the corresponding period of 52.5% due to lower gross profit margin and higher other operating expenses due to changes in fair market value of investment

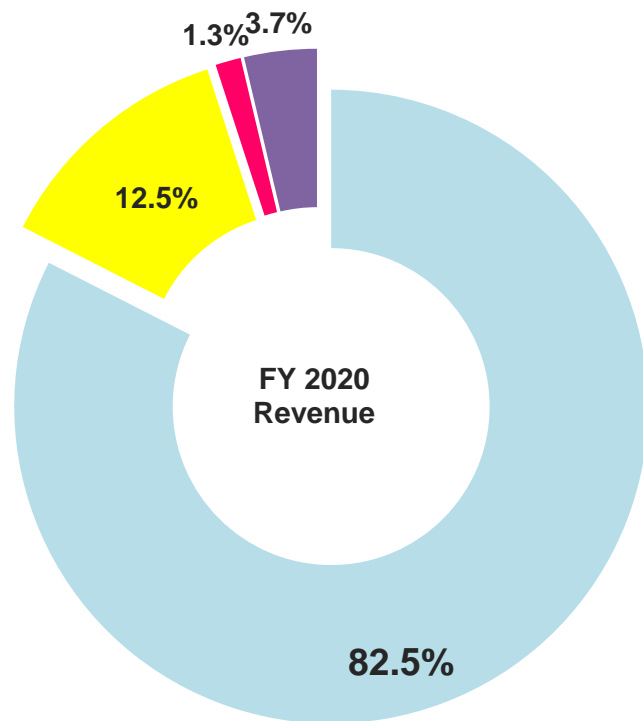
Profit / (Loss) attributable to Owners of the Company



- Profit attributable to Owners of the Company dropped to S\$100.7 million in FY 2020 as compared to S\$387.5 million in FY 2019 due to the absence of an one-off exceptional item amounting to S\$368.2 million from the restructuring of an associated company in 1H 2019
- Lower profit attributable to Owners of the Company was also compounded by the decline in revenue, higher finance cost and lower contribution from the shares of associated companies and joint ventures

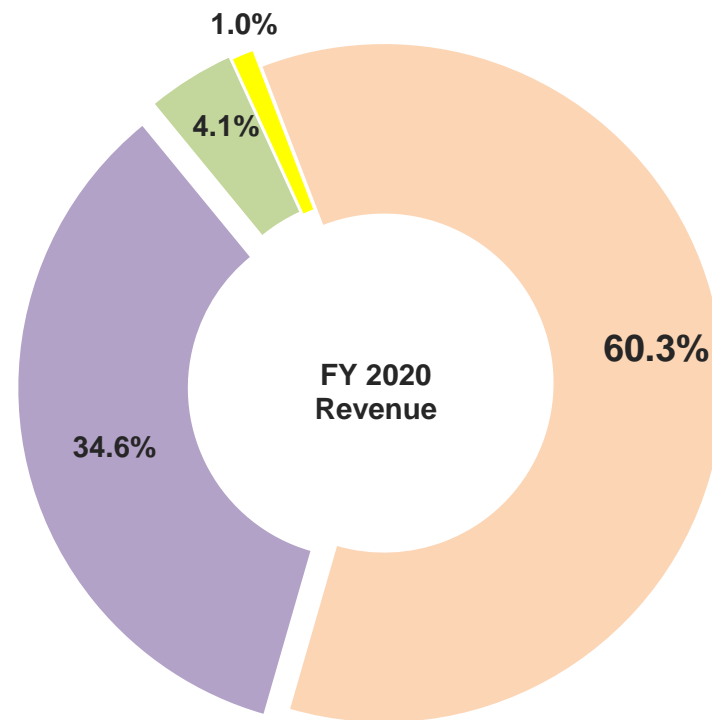
FY 2020 Revenue Breakdown

Revenue – Product Breakdown (%)



- Sales of Development Properties and Land
- Rental Income
- Hotel, Golf & Resort
- Others

Revenue – Geographical Breakdown (%)

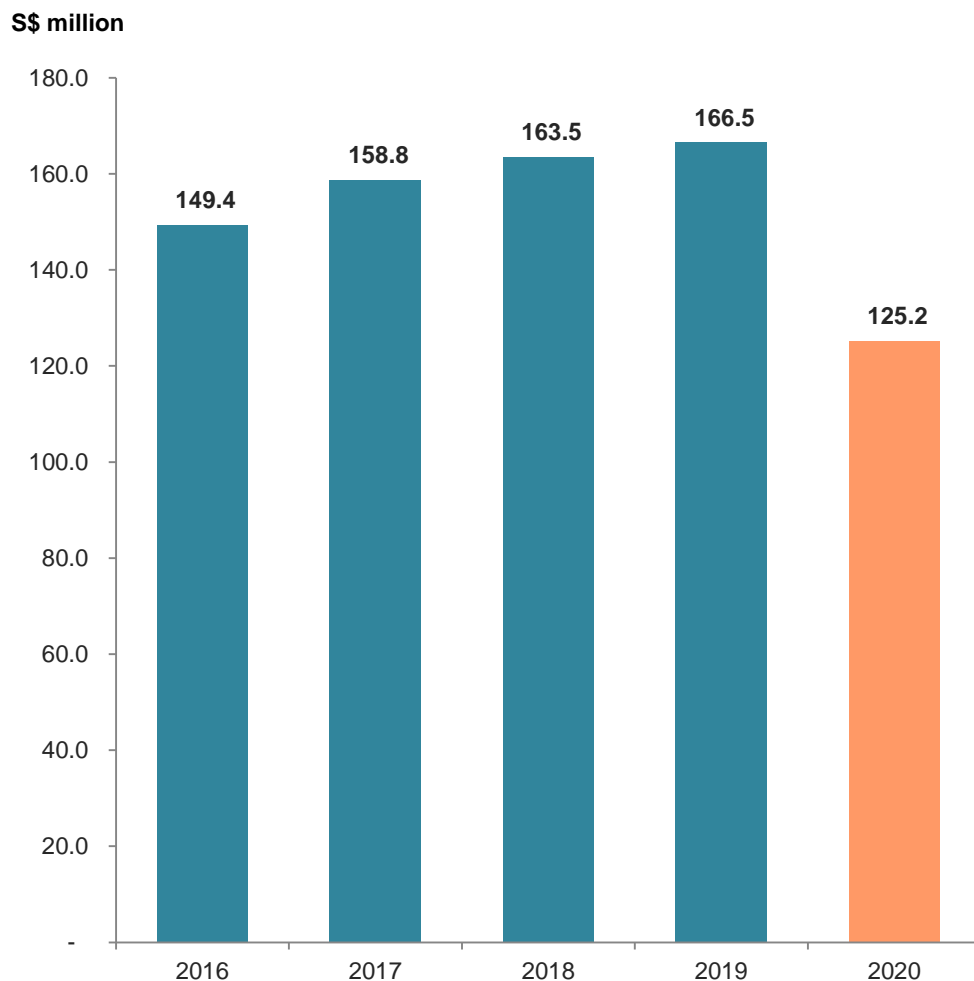


- BSDE
- Non-BSDE
- UK
- Others*

* : Other countries include China, Singapore, Malaysia and Batam

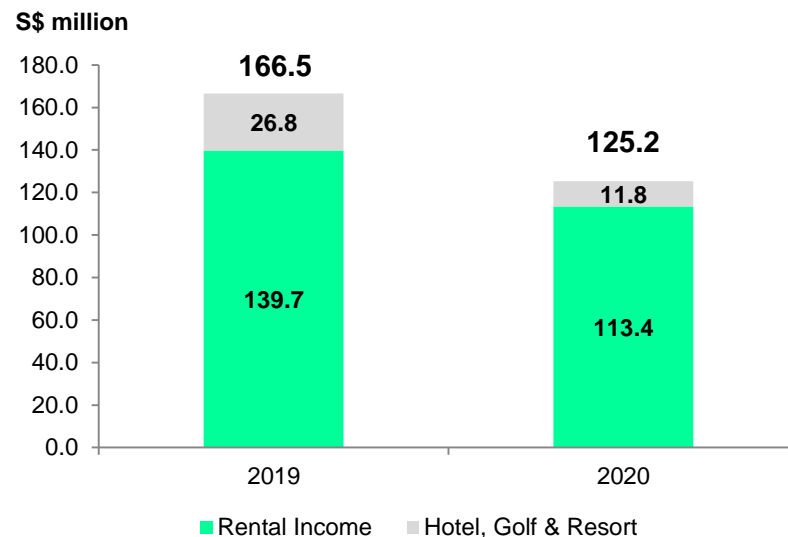
FY 2020 Recurring Income (Revenue) Breakdown

Increasing Recurring Income (Revenue)* base (S\$ million)

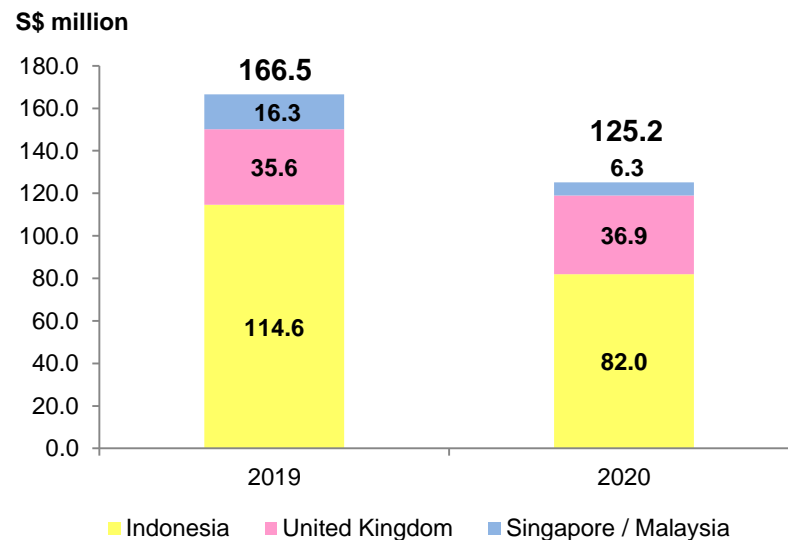


* : Recurring income (Revenue) includes rental income, hotel revenue and revenue from golf and resort operations

Recurring Income (Revenue) – Product Breakdown



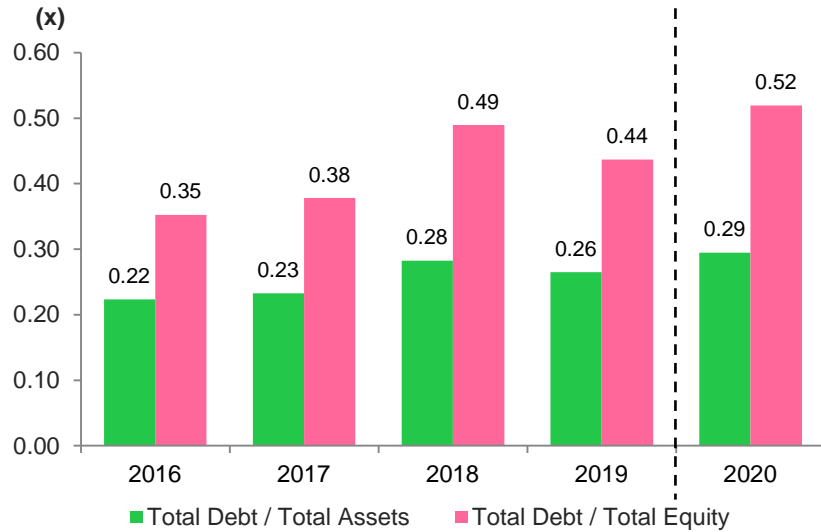
Recurring Income (Revenue) – Geographical Breakdown



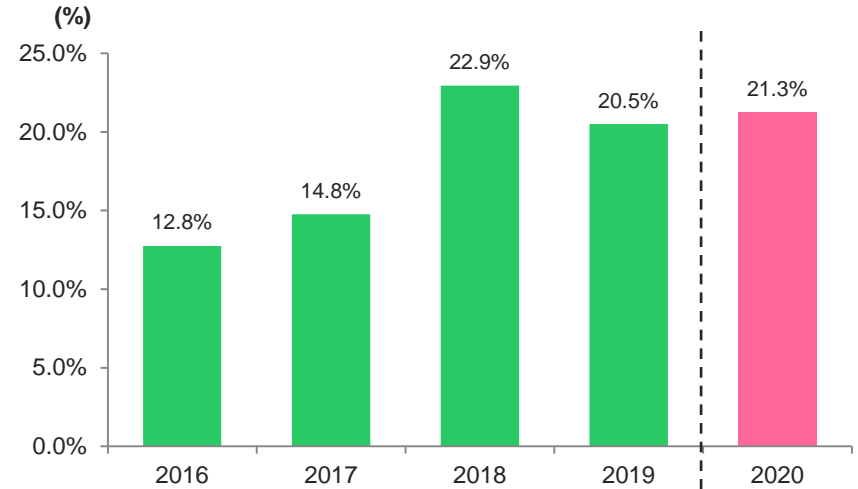
(S\$ '000)	As at 31 Dec 2020	As at 31 Dec 2019
Assets		
Cash and cash equivalents	1,403,851	1,090,335
Investment properties	1,701,682	1,711,750
Properties held for sale	1,241,785	1,328,584
Properties under development for sale	1,790,478	1,764,906
Other assets	1,928,890	1,861,968
Total Assets	8,066,686	7,757,543
Liabilities		
Borrowings	1,171,970	1,236,312
Bond Payables	1,201,132	815,866
Other liabilities	1,115,148	1,006,694
Total Liabilities	3,488,250	3,058,872
Equity		
Total Capital and reserves	2,839,550	2,559,514
Non-controlling Interest	1,738,886	2,139,157
Total Equity	4,578,436	4,698,671

Key Financial Ratios

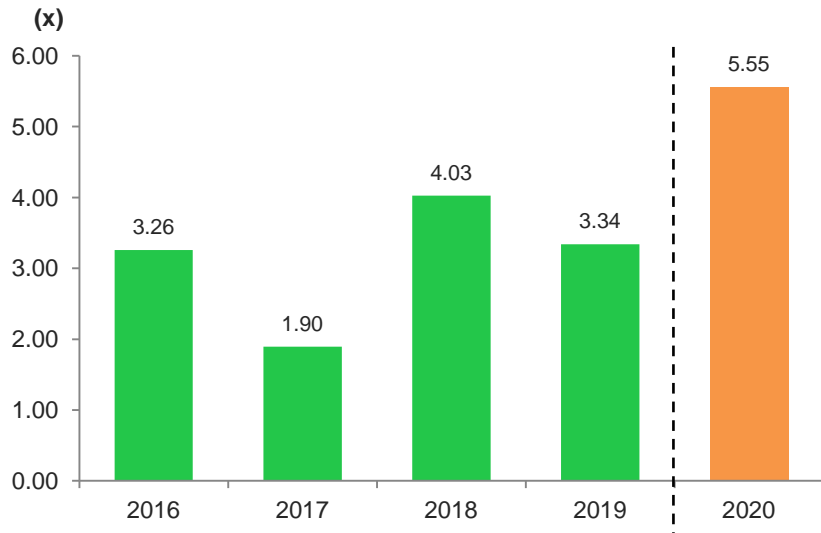
Debt / Assets and Debt / Equity



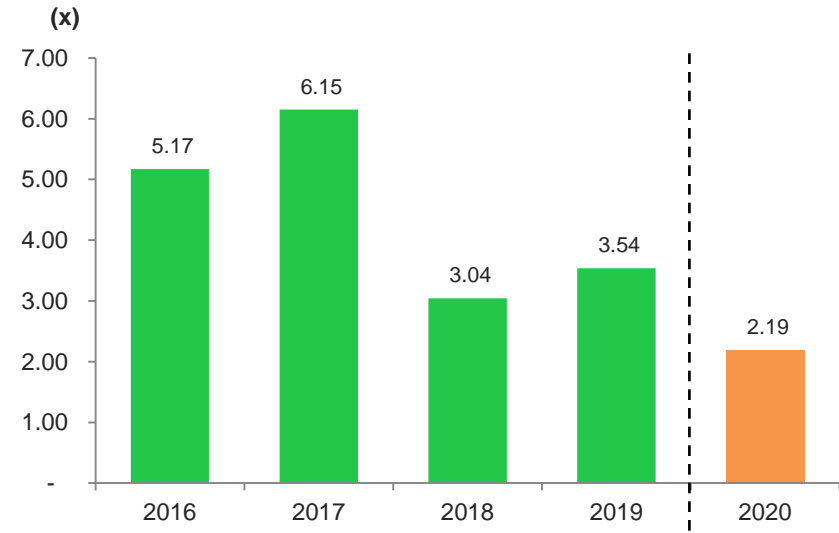
Net Debt / Equity



Total Debt / EBITDA

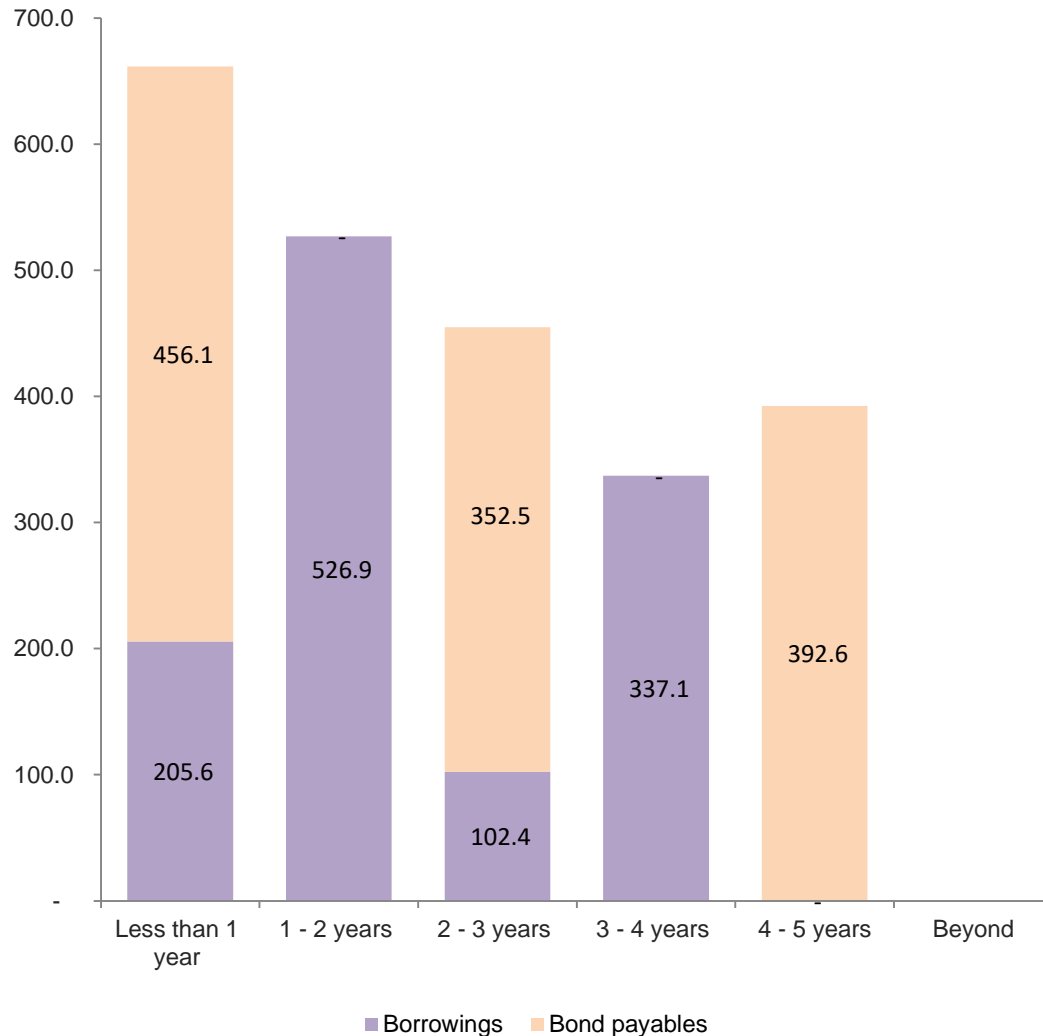


EBITDA / Interest Expense

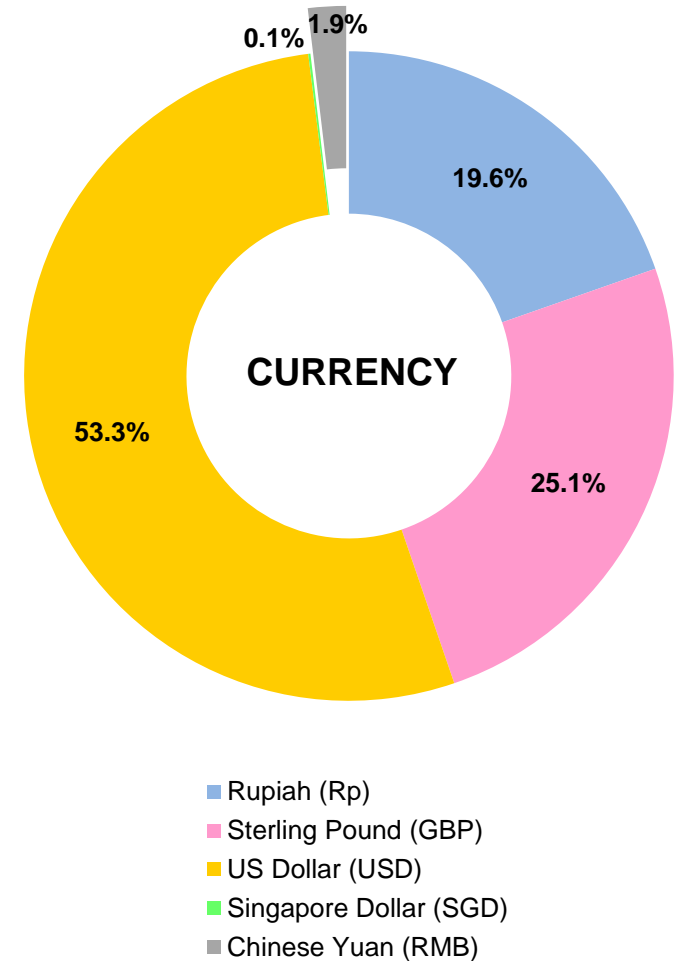


Debt Maturity Profile as at 31 Dec 2020

S\$ million



Funding Mix as at 31 Dec 2020

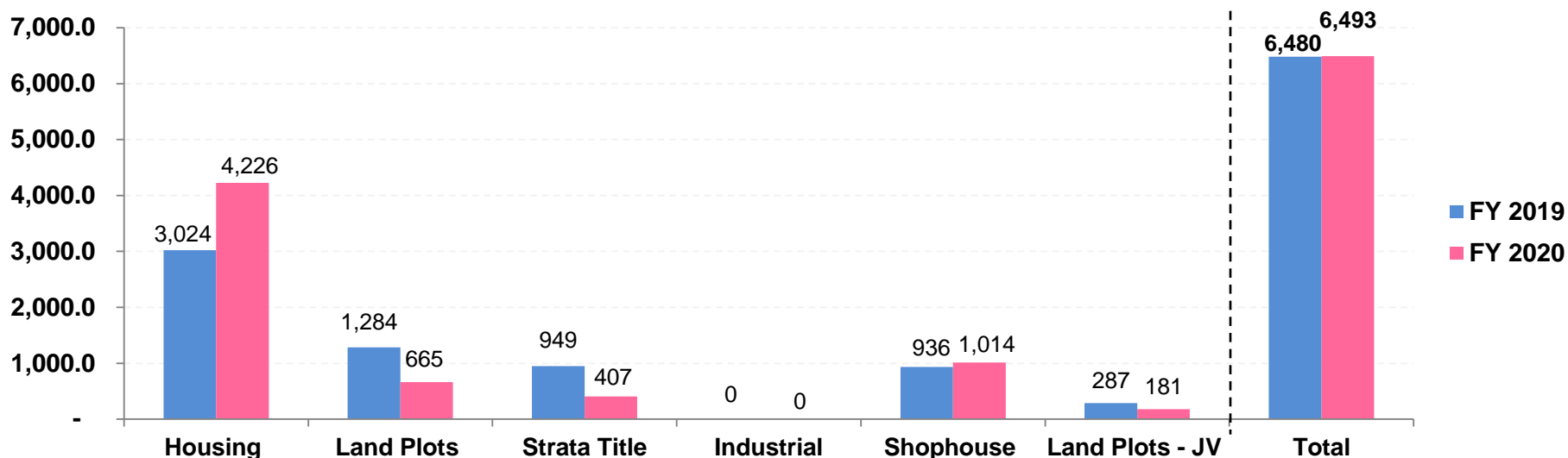


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Indonesia Property Division – BSDE achieved 90% marketing sales of full-year sales target for FY 2020



Marketing Sales in IDR billion



- BSDE achieved **IDR6.5 trillion of marketing sales for FY 2020** or 90% of its full-year marketing sales target of IDR7.2 trillion mainly due to the slump of marketing activities.
- FY 2020 marketing sales, however, recorded a marginal increase compared to FY 2019. The positive result was from higher sales contribution from Housing and also supported by successful launches of Shophouses.
- Housing and Shophouses sale bounced back strongly in the second half of FY 2020 and was further boosted by BSD's latest program "Move-In-Quickly" since the end of March 2020. This initiative promotes ready to move in properties and under constructions products and offers attractive discounts for cash and mortgage buyers. Existing development areas including Mozia, Savia, Greenwich, Nava Park, Zora and Grand Wisata Bekasi in Greater Jakarta continues to contribute to the overall sales figure.

Indonesia Property Division – BSDE set marketing sales target of IDR 7.0 trillion for FY 2021



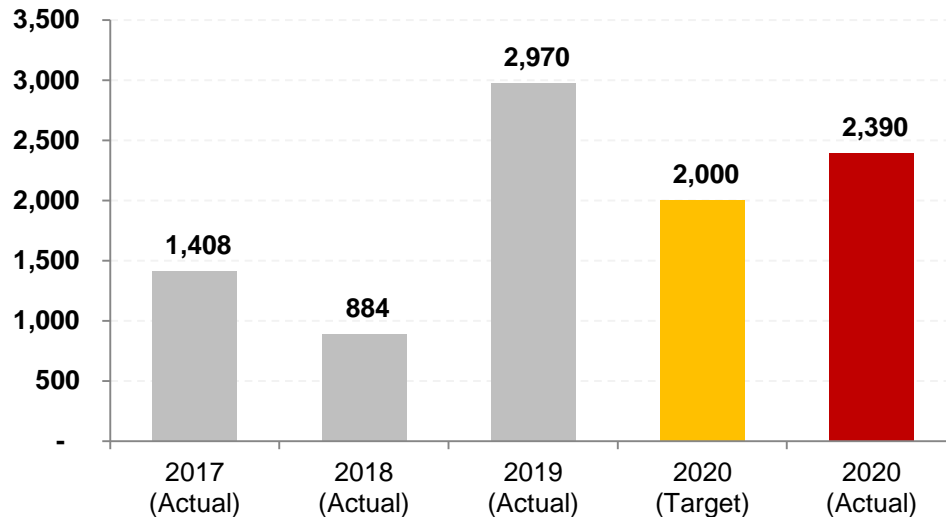
Project	2020 Actual	2021 Target	+/-	%
Residential				
BSD City	2.026.402	2.200.000	9%	31%
Nava Park	732.489	700.000	-4%	10%
Kota Wisata	341.833	350.000	2%	5%
Grand Wisata	443.190	500.000	13%	7%
Taman Permata Buana	107.755	-	0%	0%
Taman Banjar Wijaya	154.795	100.000	-35%	1%
Legenda Wisata	106.735	50.000	-53%	1%
Grand City Balikpapan	170.710	200.000	17%	3%
The Zora	379.936	300.000	-21%	4%
Total Residential	4.463.846	4.400.000	-1%	63%
Commercial				
BSD Commercial lot	664.864	300.000	-55%	4%
BSD Commercial product	831.141	800.000	-4%	11%
Aerium Apartment	12.180	50.000	310%	1%
The Elements Apartment	130.975	150.000	15%	2%
Klaska Residence	-	50.000	0%	1%
Southgate Residence	134.200	150.000	12%	2%
Akasa + Upper West	74.868	100.000	34%	1%
Total Commercial	1.848.228	1.600.000	-13%	23%
JV Land	181.020	1.000.000	452%	14%
Total Marketing Sales	6.493.094	7.000.000	8%	100%

- BSDE is targeting **IDR 7.0 trillion marketing sales for FY 2021**, an increase of 8% from FY2020 of IDR 6.5 trillion
- Contribution for FY 2021 marketing target will be as follows:
 - **63%** from residential sales (landed houses),
 - **23%** from commercial sales including (land plots, shop-houses/shop-offices, condominiums) and,
 - **14%** from land sold to joint venture companies
- In addition, BSDE will commence the partnership with Mitbana Pte Ltd (Mitbana), a collaboration with Mitsubishi Corporation and Surbana Jurong Pte Ltd, to develop a smart concept transit-oriented development (TOD) over a land area of 100 hectares in BSD City

Indonesia Property Division – DMAS surpass full-year sales target for FY 2020



Marketing Sales in IDR billion



Land Bank Update as of 31 December 2020

Segment	In hectares
Industrial	354
Commercial	494
Residential	376
Total	1,224


- PT Puradelta Lestari Tbk. (DMAS) is an integrated township developer of Kota Deltamas, located in Central Cikarang, with total development area of approximately 3,200 hectares. Kota Deltamas is a prime township at east of Jakarta with strategic location, vast land bank, direct toll access, and equipped with comprehensive facilities and infrastructures
- DMAS managed to achieved **marketing sales of IDR2.39 trillion for FY 2020**, exceeding the full-year 2020 marketing sales target of IDR2 trillion by 19% despite the restriction of marketing activities due to the Covid-19 pandemic.
- DMAS experienced strong sales primarily from 119.5 ha of industrial land in FY 2020. The land sold in FY 2020 were to various industries including Automotive, Food & Beverage and Information Technology (Data Centre) sector.

Indonesia Property Division – DMAS target IDR 2.0 trillion marketing sales for FY 2021



- Although Indonesia economy has taken a toll from the ongoing Covid-19 pandemic, foreign investors continue to be attracted by Indonesia's strong fundamental, huge market potential, ease of doing business and increasing infrastructure developments
- DMAS continue to receive considerable amount of industrial land enquiries from food manufacturing industry, warehouse, automotive industry, and data center
- In addition to the industrial estate development, DMAS intend to continues developing its residential and commercial areas in 2021
- **With the abovementioned positive outlook and developments, DMAS has set its marketing sales target of IDR 2.0 trillion for FY 2021**

Revised LTV/FTV Ratio on Non-Green Property Loans




Facility	NPL/NPF Criteria Met				NPL/NPF Criteria Not Met*					
	Property Loans/Financing based on Murabahah and Istishna Contracts		Property Financing based on MMQ and IMBT Contracts		Property Loans/Financing based on Murabahah and Istishna Contracts			Property Financing based on MMQ and IMBT Contracts		
	1	≥2	1	≥2	1	2	≥3	1	2	≥3
Landed House										
Type >70	100%	100%	100%	100%	95%	90%	90%	95%	90%	90%
Type >21 - 70	100%	100%	100%	100%	95%	95%	95%	95%	95%	95%
Type ≤21	100%	100%	100%	100%	100%	95%	95%	100%	95%	95%
Apartment										
Type >70	100%	100%	100%	100%	95%	90%	90%	95%	90%	90%
Type >21 - 70	100%	100%	100%	100%	95%	95%	95%	95%	95%	95%
Type ≤21	100%	100%	100%	100%	100%	95%	95%	100%	95%	95%
Shop House/Office House	100%	100%	100%	100%	95%	90%	90%	95%	90%	90%

Source: Bank Indonesia

- On 18 February 2021, Bank Indonesia (“BI”) announced the easing of loan-to-value (LTV) and financing-to-value (FTV) ratios for property and motor vehicles loan
- From 1 March 2021 – 31 December 2021, homebuyers can apply for housing loans/financing with a 100% LTV ratio on all residential property (landed houses, apartments and shop houses/office houses)
- However, BI indicated that this regulation is only for banks with non-performing loan (NPL) ratios of below 5%. As for banks with NPL ratios of higher than 5%, an LTV ratio of 90-95% will apply, with the exception of first-time house purchases and apartments with areas less than 21sqm.

Revised LTV/FTV Ratio on Green Property Loans



Facility	NPL/NPF Criteria Met				NPL/NPF Criteria Not Met*					
	Property Loans/Financing based on Murabahah and Istishna Contracts		Property Financing based on MMQ and IMBT Contracts		Property Loans/Financing based on Murabahah and Istishna Contracts			PP Bdsr Akad MMQ & Akad IMBT		
	1	≥2	1	≥2	1	2	≥3	1	2	≥3
Landed House										
Type >70	100%	100%	100%	100%	95%	90%	90%	95%	90%	90%
Type >21 - 70	100%	100%	100%	100%	95%	95%	95%	95%	95%	95%
Type ≤21	100%	100%	100%	100%	100%	95%	95%	100%	95%	95%
Apartment										
Type >70	100%	100%	100%	100%	95%	90%	90%	95%	90%	90%
Type >21 - 70	100%	100%	100%	100%	95%	95%	95%	95%	95%	95%
Type ≤21	100%	100%	100%	100%	100%	95%	95%	100%	95%	95%
Shop House/Office House	100%	100%	100%	100%	95%	90%	90%	95%	90%	90%

Changes to bank mortgage disbursement

Current Regulation		New Regulation
Maximum cumulative liquidation	up to 30% of ceiling upon completion of loan contract	1. Repeals regulations concerning the gradual liquidation of indent and the maximum cumulative liquidation of property loans or property financing. 2. Banks are required to maintain prudential principles and risk management when liquidating property loans/financing on indent.
Maximum cumulative liquidation	up to 50% upon completion of foundations	
Maximum cumulative liquidation	up to 90% of ceiling upon completion of roof	
Maximum cumulative liquidation	up to 100% of ceiling upon signing of BAST, accompanied by AJB and a cover note.	

Source: Bank Indonesia

- In addition to the LTV relaxation announcement on 18 February 2021, BI has amended the mortgage disbursement arrangement
- Previously, property developers will receive the disbursement by banks based on the completion progress. Developers get 30% upon completion of loan contract, 20% after the completion of foundation, 40% after the completion of rooftop and handover, and the remaining 10% after the sale & purchase deed has been completed
- With the new revision, mortgage disbursements to be at the discretion of the banks. Banks have the ability to support property developers by accelerating mortgage disbursements as long as they adopt prudential principles and risk management

Bank Indonesia cutting benchmark rates to the lowest level

Period	BI 7-day (Reverse) Repo Rate
18 February 2021	3.50%
21 January 2021	3.75 %
17 December 2020	3.75 %
19 November 2020	3.75 %
13 October 2020	4.00 %
17 September 2020	4.00 %
19 August 2020	4.00 %
16 July 2020	4.00 %
18 June 2020	4.25 %
19 May 2020	4.50 %
14 April 2020	4.50 %
19 March 2020	4.50 %
20 February 2020	4.75 %
23 January 2020	5.00 %

- Bank Indonesia (“BI”) has cut its benchmark interest rate by a total of 125 basis points in 2020 to 3.75%
- BI has initiated a further rate cut of 25 basis points on 18 Feb 2021 as it attempts to spur growth for Indonesia’s economy after suffering its full-year contraction of 2.07% in over two decades in 2020
- The lowest level benchmark interest rate coupled with the relaxation of LTV ratio for property loans/financings are one of many BI initiatives to stimulate growth for Indonesia property sector

Sinarmas Land entered into a Joint Venture with Japan Overseas Infrastructure Investment Corporation for Transport & Urban Development



- On 9 November 2020, SML signed a joint venture agreement with Japan Overseas Infrastructure Investment Corporation for Transport & Urban Development (“JOIN”) to jointly source and originate specific infrastructure projects, pooling together opportunities primarily for Japanese companies to participate and engage in overseas infrastructure business, particularly in Indonesia.
- This collaboration seeks to bring together investment opportunities and encourage Japanese companies for their participation in transportation and urban development areas. Leveraging on JOIN’s reputation and well-connected relationship, as well as SML’s extensive local knowledge and expertise, the new joint venture company (JSIP) will table investments into infrastructure and transit-oriented developments, contributing positively to our township developments

Sinarmas Land partnered with Joint Venture of Mitsubishi Corporation and Surbana Jurong



- On 12 September 2020, SML through its subsidiary, PT Bumi Serpong Damai Tbk. has entered into a strategic partnership with Mitbana Pte Ltd (“Mitbana”), a joint venture fund management company of Mitsubishi Corporation and Surbana Jurong, to foster the creation of smart and sustainable Transit-Oriented Developments (TODs) in BSD City.
- This collaboration seeks to develop first-of-its-kind integrated TODs in an ever-connected world. Leveraging the experience and expertise of Mitsubishi Corporation and Surbana Jurong, Mitbana will work with SML to transform over 100 hectares of greenfield land in BSD City into TODs comprising residential units, commercial properties, living amenities and public transport nodes. These developments also support the Indonesian government’s focus on infrastructure development in Jakarta, resulting in better connectivity for commuters and residents.

Indonesia Property Division – BSDE

4th Quarter Major Launch Updates



- **91 District Shophouses** was introduced to the market in November 2020 and continues to be sought after, mirroring the success from past shop houses launches. 91 District has a premium location within BSD City, only steps away from Prasetiya Mulya University, ICE BSD City, and is surrounded by residential areas and apartments.
- Following the likes of YC Hub and 92 Avenix, 91 District is marketed with the concept of "Hype Community Complex" targeting the millennial. The architectural layout of the buildings is designed in an elegant, modern and minimalist manner.
- These series of shop houses offers 7 types of options, from 32 sqm to 51 sqm land area and building area variance from 68 to 85 sqm, with two storey building could accommodate 2 different type stores within 1 shophouse. All 91 units were sold out contributing pre-sales amounting to IDR 140 billion with price ranges from IDR 1.5 to 2.4 billion.

Indonesia Property Division – BSDE

4th Quarter Major Launch Updates



- In November 2020, BSD City launched another Hype Community Complex name Golden Madrid X. It is situated at phase 1 development of BSD City, with strategic access to toll road and arteries road. The two storey estate is surrounded by mature residential area namely Castilla, Nusa Loka Park, Puspitaloka and Alegria Park clusters as well as established commercial area right across modern wet market 1 (Pasar Modern Timur BSD).
- These series of shop houses offered 6 types of options, from 27 to 52 sqm land area and building area variance from 45 to 83 sqm, with two storey building could accommodate 2 different type stores within 1 shophouse.
- Golden Madrid X offers a total of 43 units and all units were sold out and contributed pre-sales amounting to IDR 54 billion.

Indonesia Property Division – BSDE

4th Quarter Major Launch Updates



- In October 2020, BSD City launched a new cluster in Tabebuya area” called “Impresahaus”. It is situated at phase 2 development of BSD City, surrounded by Q-Big Mall, IPEKA Christian School, Astra Biz Center, Prasetiya Mulya University and directly connected to Indonesia Convention and Exhibition - ICE.
- This 3-floor luxury unit promotes compact residential concept, similar to the rest of the Tabebuya offerings and will be handed over fully furnished with every corner fully utilised. Impresahaus also incorporated the latest double living concept, which easily allows for different functions under one roof, especially the “work from home” requirements in this post Covid-19 era.
- Impresahaus offers 128 units with a price range from IDR 1.5 to 1.7 billion each with building area of 88 sqm and land area of 60 sqm. All units were sold out and contributed pre-sales amounting to IDR 192 billion.

Indonesia Property Division – BSDE

3rd Quarter Major Launch Updates



- On 11 September 2020, BSD City launched “YC Hub”, a new shophouse blocks located within phase 2 of BSD City. These commercial estates are situated opposite The Digital Hub (pipeline 26 hectares office building developments) and Green Office Park (existing 25 hectares green office building comprises up to 10 low rise office tower) and surrounded by commercial and education centre including The Breeze Mall, Aeon Mall, Prasetya Mulya University, Atmajaya University, and Indonesia Convention and Exhibition – ICE
- To encourage entrepreneurship enthusiasm among potential business owners, these commercial estates offers five types of shophouses to suit various business needs. It ranges from 32 to 54 sqm land area and building area variance from 67 to 124 sqm, up to three-storey building could accommodate 2 - 3 different type stores within one shophouse. All 94 units were fully sold and contributed pre-sales amounting to IDR 147 billion.

Indonesia Property Division – BSDE

3rd Quarter Major Launch Updates



- On 13 August 2020, BSD City launched a new shophouses blocks names “92 Avenix”. Located at phase 2 of BSD City, 92 Avenix is situated right next to Atmajaya University and the iconic Avani residential area. Other amenities include Intermoda modern market, Cisauk commuter station which is a 45 minutes ride from Jakarta and commercial and education centre like Q Big Mall, The Breeze Mall, Prasetiya Mulya University, and Indonesia Convention and Exhibition – ICE.



- These commercial estates embodied a "Hype Community Complex" design concept which is targeted at today's millennial as a meeting place for social gathering and business, fueling entrepreneurship enthusiasm among young people.
- These series of shophouses offers four options, from 32 to 50 sqm land area and building area ranging from 67 to 85 sqm, the two-storey building could accommodate two different type stores within one shophouse
- The 92 units were price from IDR 1.4 to 2.1 billion and all units were sold and contributed IDR 133 billion in pre-sale revenue

Indonesia Property Division – BSDE

3rd Quarter Major Launch Updates



- **Following the successful launch of Freja House, BSD City launched Freja Suites, a new cluster of the Freja collection on 12 August 2020. Located within phase 2 of BSD City and well situated next to prestigious amenities, The Freja Suites industrial urban house design residence is perfect for millennial entrepreneurs and business owners**
- Promoting the same concept and furnishing as Freja House, Freja Suites are more spacious and will also be handed over fully furnished with modern fixtures and furniture together with SMART Home feature (security system, door lock).
- Freja Suites offers 211 units with a price range from IDR 1.4 to 1.6 billion each unit with 68 sqm of building area and land area ranging from 50 to 60 sqm. All the units were snapped up, contributing pre-sales amounting to IDR175 billion

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FY 2020 vs FY 2019

Consolidated Income Statement

(S\$ '000)	FY 2020	FY 2019	Change %
Revenue	910,476	1,172,871	(22.4)
Cost of Sales	(337,569)	(419,261)	(19.5)
Gross Profit	572,907	753,610	(24.0)
<i>Operating Expenses</i>			
Selling Expenses	(85,022)	(100,941)	(15.8)
General and administrative expenses	(153,272)	(168,641)	(9.1)
Operating profit	334,613	484,028	(30.9)
Finance income	75,964	69,946	8.6
Others	(227,867)	(159,429)	42.9
Exceptional Items, net	37,884	373,701	(89.9)
Profit before income tax	220,594	768,246	(71.3)
Income tax	(44,663)	(43,862)	1.8
Profit for the year	175,931	724,384	(75.7)
Attributable to:			
Owners of the Company	100,663	387,516	(74.0)
Non-controlling interests	75,268	336,868	(77.7)

Statement of Financial Position



(S\$ '000)	As at 31 Dec 2020	As at 31 Dec 2019
Current Assets		
Cash and cash equivalents	1,403,851	1,090,335
Properties held for sale	1,241,785	1,328,584
Other current assets	650,581	725,405
Total Current Assets	3,296,217	3,144,324
Non-Current Assets		
Associated companies	490,267	561,091
Joint ventures	175,594	126,436
Properties under development for sale	1,790,478	1,764,906
Investment properties	1,701,682	1,711,750
Property, plant and equipment	137,914	149,209
Other non-current assets	474,534	299,827
Total Non-Current Assets	4,770,469	4,613,219
Total Assets	8,066,686	7,757,543
Short-term borrowings	205,596	63,174
Short-term payables and liabilities	845,161	769,471
Bonds payables	1,201,132	815,866
Long-term borrowings	966,374	1,173,138
Long-term liabilities	269,987	237,223
Total Liabilities	3,488,250	3,058,872
Total Capital and reserves	2,839,550	2,559,514
Non-controlling Interest	1,738,886	2,139,157
Total Equity	4,578,436	4,698,671
Total Liabilities and Equity	8,066,686	7,757,543

Indonesia Property Division – BSDE

4th Quarter Major Launch Updates



- In November 2020, BSD City launched Lumihous, a new cluster from Legenda Wisata Cibubur. Riding on the strong demand for housing with a minimalist concept, Lumihous continue to meet the demand targeting millennials or young families. The residents of this project will be pampered with integrated transportation access surrounded by facilities such as healthcare, educational institutes and not to mention a water themepark.
- This projects carries a moden smart home capability and come fully furnished suitable for the current millennial generation and also as a conducive alternative for working class required to “work from home” due to the Covid-19 pandemic.
- Lumihous offers 63 units with a price tag of IDR 0.9 billion per unit. First stage 21 units sold out and contributed pre-sales amounting to IDR 19 billon.

Indonesia Property Division – BSDE

4th Quarter Major Launch Updates



- On 27 November 2020, BSD City launched Impresahaus R. Lumihous, The location of this new BSD offering is strategic, surrounded by various facilities of the BSD City, such as West Park BSD, AEON Mall, The Breeze, ICE BSD City, to name a few.
- This 3 storey residences comes with a specification of 88 sqm of building area and land area from 60 sqm to 78 sqm, come fully furnished with a modern smart home capability overlooking the beautiful Vanya Park lake. One of the key feature is the rooftop that can be used for multiple purposes such as outdoor gym, hanging garden and even sunbathing area.
- Impresahaus R will be the sixth and last clusters of Tabebuya and offers 122 units with price starting from IDR 1.5 to 2.1 billion per unit.

Indonesia Property Division – BSDE

4th Quarter Major Launch Updates



Lyndon is located between two main NavaPark entrances with access through two entrance gates within the cluster.

1. West Gate
2. North Gate

A. Lyndon Gate
B. Navapark Country Club

- On 29 October 2020, BSD City launched a new cluster in “Navapark” called “Lyndon” jointly developed by BSDE and Hong Kong Land. This prime location span 68 ha in land area and is located at phase 2 development of BSD City, surrounded by BSD Green Office Park, The Breeze mall, green belt along Cisadane natural river, 18 holes golf course, Jakarta Nanyang International School and Foresta residential cluster.
- Lyndon at Nava Park is a home inside a private park. More than 10,000 sqm of Lyndon Promenade within the cluster with various facilities like a 1.8km jogging track, pavilion shelter seating area and multi-purpose garden
- Lyndon offers 30 units in the first phase of the launch with a price range from IDR 15 to 31 billion each with building area from 465 to 601 sqm and land area from 396 to 717 sqm

Indonesia Property Division – BSDE

3rd Quarter Major Launch Updates



- Following the successful launch of the O2 Essential Home, Grand Wisata Bekasi launched a new cluster named "O2 + Urban Pop" on 30 August 2020. This urban development is accessible to the Jakarta - Cikampek direct toll gate (KM 21), surrounded by reputable schools (e.i IPEKA, Notredame Catholic School, and Al-Azhar Moslem School), hospitals (e.i. Hermina and Eka Hospital) and family amenities such as Modern Market, Go! Wet Waterpark and shopping mall.
- O2+ Urban Pop offers a compact living solution where every space within the residence is fully utilised. This modern SMART residential estates also comes fully furnished with stylish and contemporary fixtures and furniture
- O2 + Urban Pop offers 83 units with price starting from IDR 0.9 to 1.0 billion each, with 55 sqm building area and 60 sqm land area respectively. The first batch of 63 units was sold out and contributed pre-sales amounting to IDR 66 billion.

Indonesia Property Division – BSDE

3rd Quarter Major Launch Updates



- On 01 August 2020, BSD City launched Freja, a five hectares new residential development located in phase 2 of BSD City. This new development is located next to prestigious amenities e.i. Aeon Mall and Intermoda modern market attached to Cisauk commuter station to/from Jakarta (45 minutes), and surrounded by commercial and education centres including Q Big Mall, The Breeze Mall, Prasetiya Mulya University, Atma Jaya University and Indonesia Convention and Exhibition - ICE.
- The first cluster “Freja House” offered 180 units with price starting from IDR 1.1 to 1.5 billion each with a 51 sqm building area and land area ranging from 40 to 66 sqm. All 180 units were sold out and contributed pre-sales amounting to IDR 183 billion.
- Freja House offers a compact residential concept and fully furnished with modern fixtures and furniture together with SMART Home feature (security system, door lock).

Indonesia Property Division – BSDE

3rd Quarter Major Launch Updates



- On 28 July 2020, BSD City launched new shophouse blocks called “Loka 65”. Loka 65 is located within phase 1 of BSD City and has proximity to mature residential areas namely Anggrek Loka, Versailles and Griya Loka clusters as well as a well-established commercial place like Teraskota shopping mall, Modern Wet Market I, and shuttle bus “Trans BSD” bus terminal
- The Loka 65 carries a minimalist dynamic concept which is currently popular among millennials. These shophouses are suitable to be used as a cafe, salon, cake shop, or other types of businesses and are expected to become a meeting point or a gathering place for young people.
- The price of these commercial units ranges from IDR 1.3 to 2.0 billion each, with a building area of 68 to 85 sqm and a land area of 32 to 50 sqm. All 65 units were sold out and contributed pre-sales of IDR 94 billion

Thank You

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