



Annual General Meeting 30 April 2019

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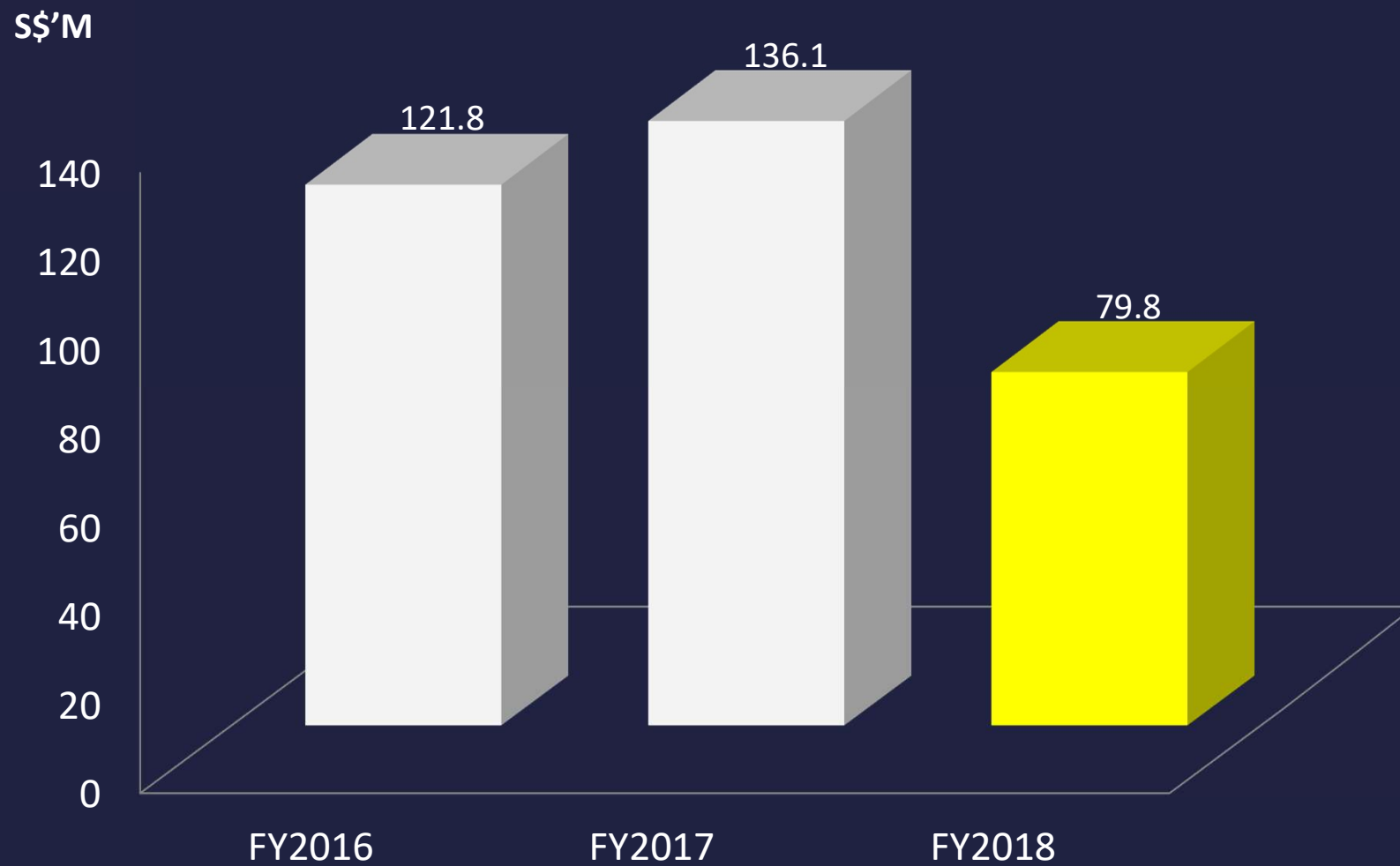
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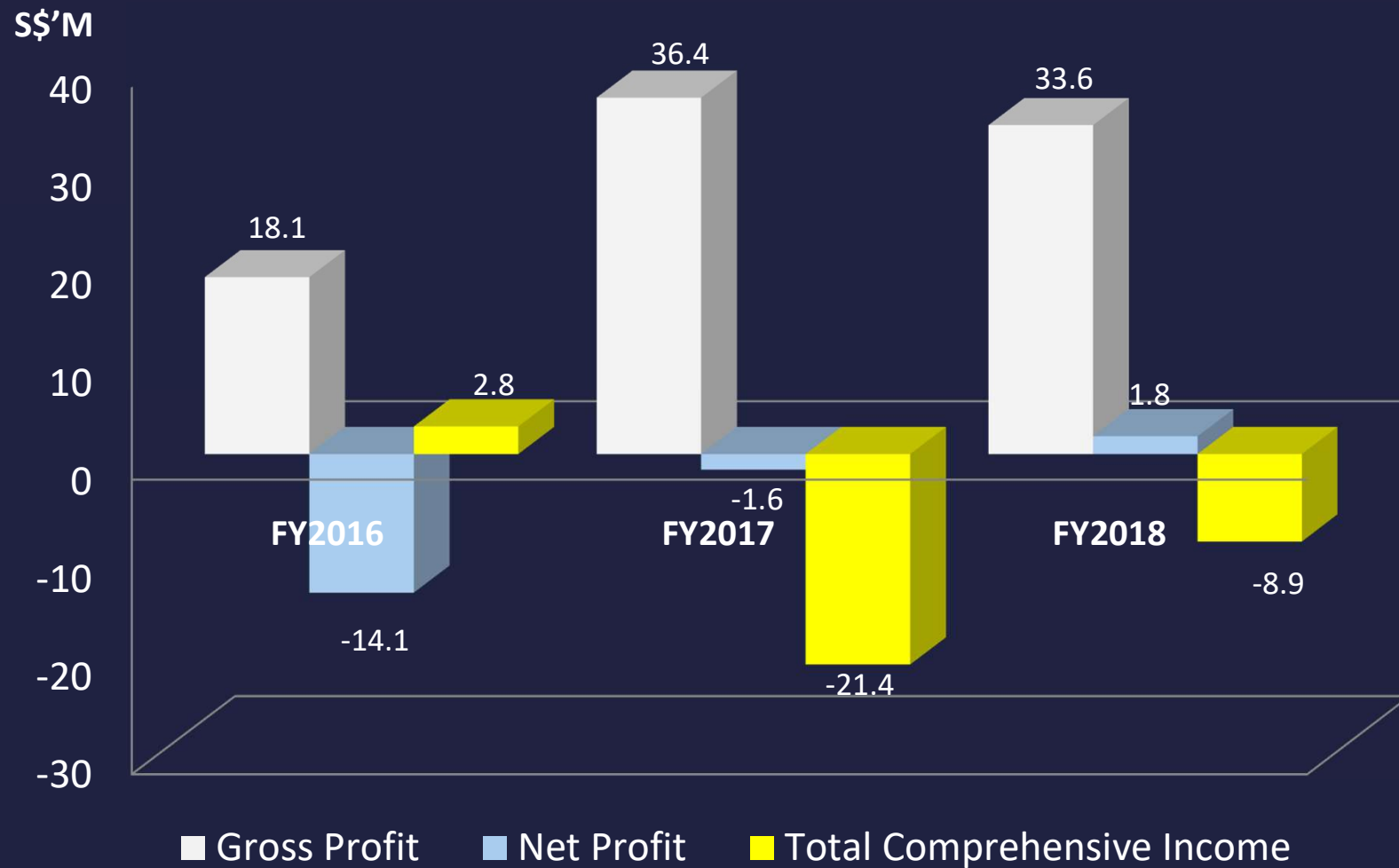
Financial Highlights

Yearly Revenue Trend



* Restated balances due to IFRS convergence

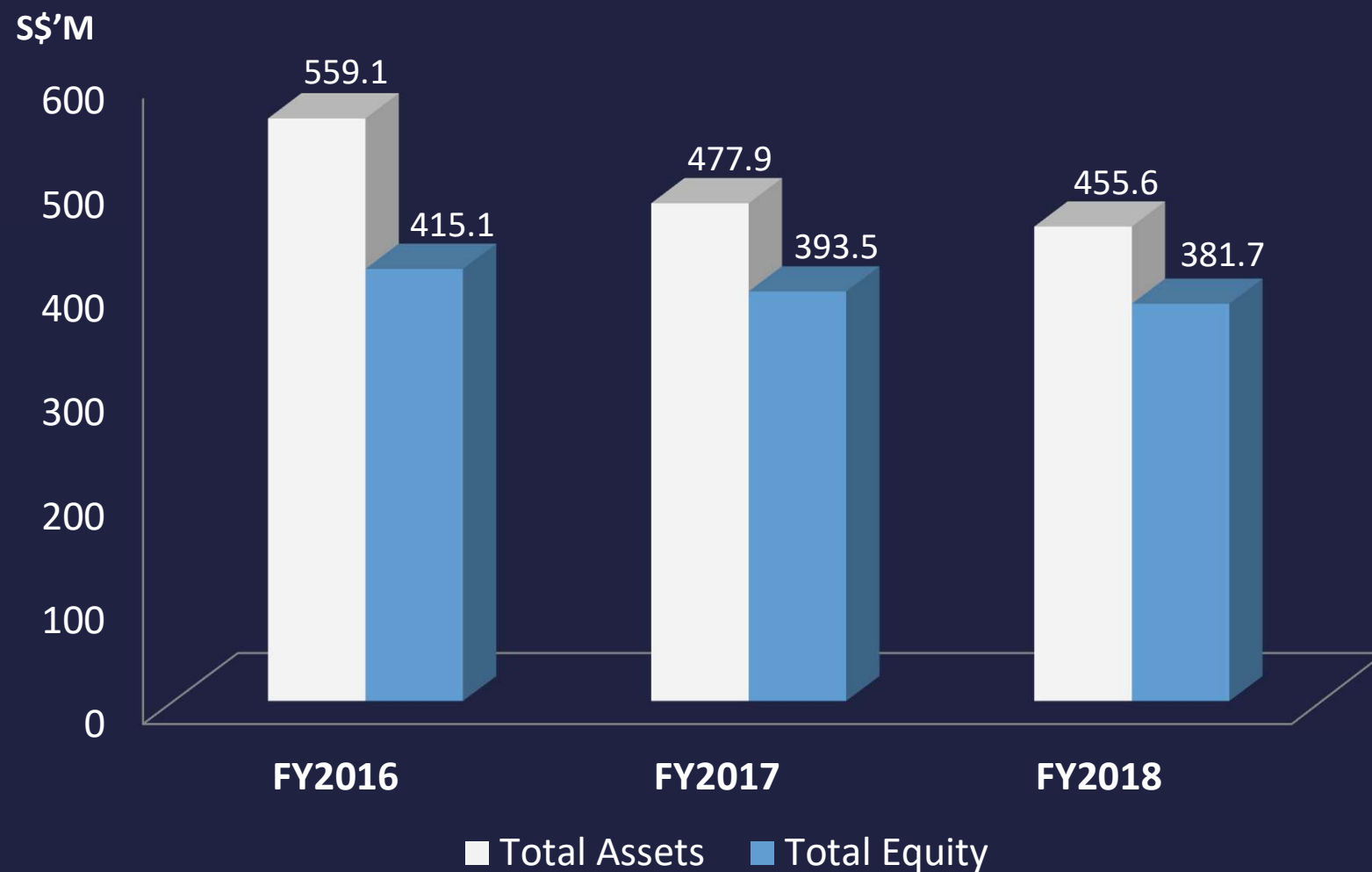
Yearly Gross Profit, Net Profit & Total Comprehensive Income



Restated amount due to IFRS convergence

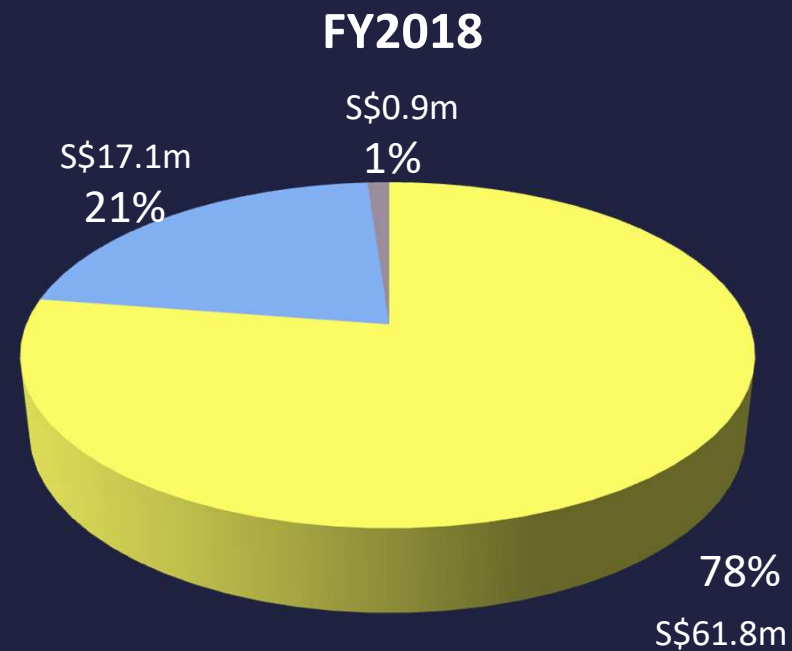
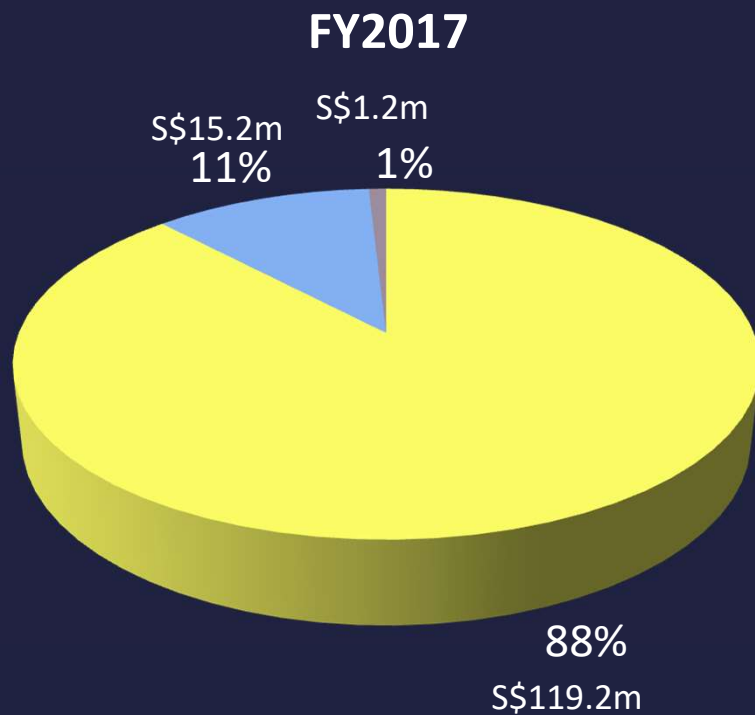
*Comprehensive loss for FY2018 is due to currency translation differences arising from consolidation of Suryamas

Yearly Consolidated Statement of Financial Position



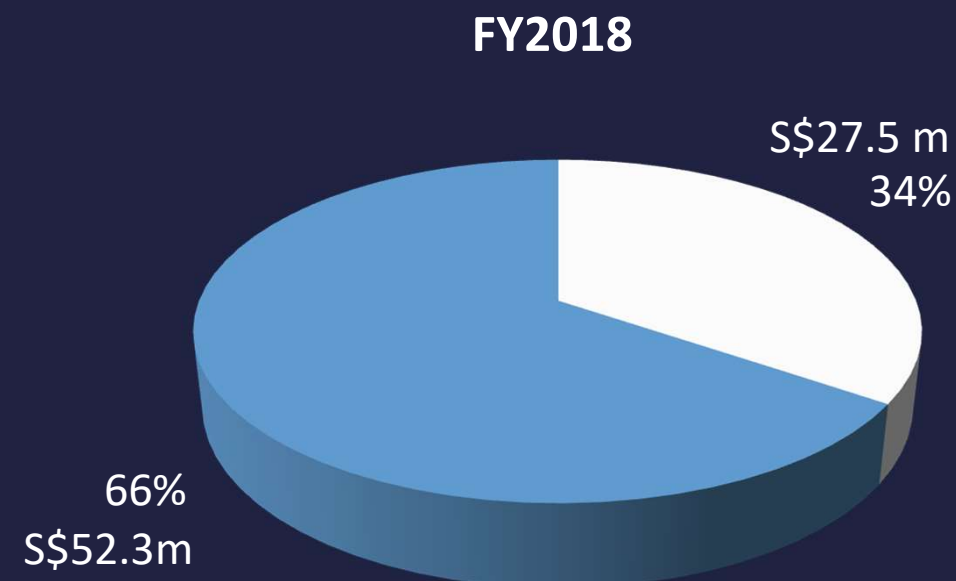
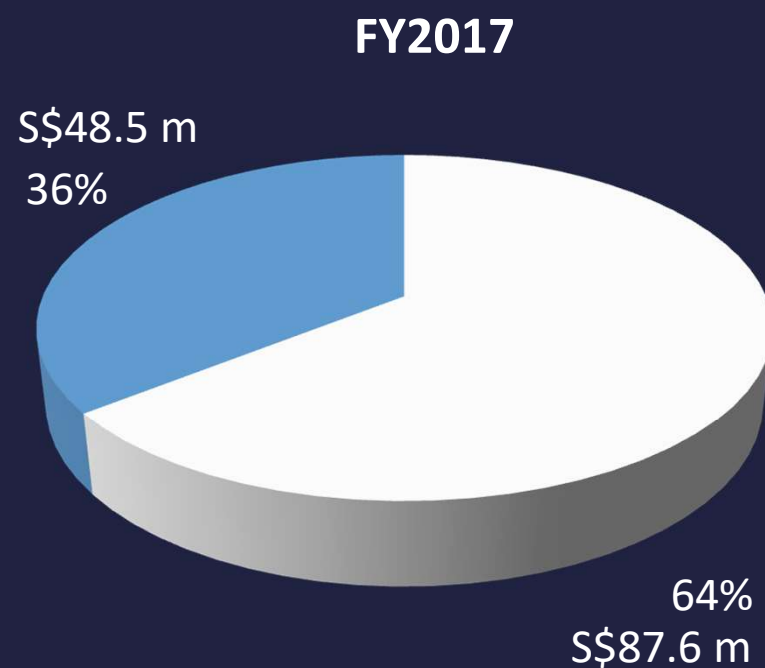
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Business Segmental Revenue



■ Property Development ■ Hospitality Management ■ Facility Management

Geographical Segmental Sales



■ Singapore

■ Indonesia

FY2019 Key Highlights

Real Estate Development

Hospitality and Leisure

Property Management Services

SMART Solutions



Real Estate Development

Rancamaya Estate

- Prime residential estate in Rancamaya with a total licensed land area of 778 hectares
- Approximately 48% of the land was developed
- Continued development of Kingsville district which has a total land area of 28 hectares
- A new residential cluster – Amadeus was launched during 2018



Royal Tajur

- Residential development within CBD of Tajur in City of Bogor with a total licensed land area of 81.7 hectares
- Phase 1 has been 100% developed
- Approximately 11% of the land in Phase 2 has been developed
- Released first tower of its low-rise apartment, Royal Heights



Harvest City

- Suburban development in Cibubur-Cileungsi area with a total licensed land area of 1,050 hectares
- Approximately 19% of the land was developed
- Increased facilities and commercial area to support > 5,000 households
- 3,500 sqm supermarket targeted to complete in first half of 2019
- New cluster, Suite Hortensia to be launched in 2nd quarter of 2019





Hospitality and Leisure

R Hotel Rancamaya Golf and Resort

- Four-star contemporary luxury hotel comprising 140 rooms, 10 villas & 10 meeting rooms, located within Rancamaya Golf & Country Club Resort
- Golf course is designed by renowned golf course architect –Ted Robinson
- Continues to be nominated for various awards as best hotel and golf course in Indonesia
- The hotel and golf course are both managed internally by our own management team



Full Suite Hospitality Management Services

- Conceptualisation and Feasibility Study
- Project Management
- Management Accounting, Reporting and Compliance
- Revenue Management
- Marketing Communication
- Operation and Maintenance



Objective of Revenue Management

- To maximise revenue and optimize occupancy rate, using disciplined and analytical tactics to perform dynamic pricing

What is Dynamic Pricing?

- Identifying a range of room rates subject to the ever moving market conditions
- Performing systematic and disciplined pricing adjustments multiple times daily to maximise revenue and optimise occupancy rates

Opportunities

- Efficiency brought about by Dynamic Pricing System
- Able to offer dedicated services at lower costs

SMART Property Management Solution

- Property Management System
- Automated Front Desk Concierge
 - Mobile App
- Visitor Management System
- SMART Security System
 - IoT RFID Lock
 - SMART Door





Thank You
