



PT Alam Sutera Realty Tbk

Investor Presentation

August 2024



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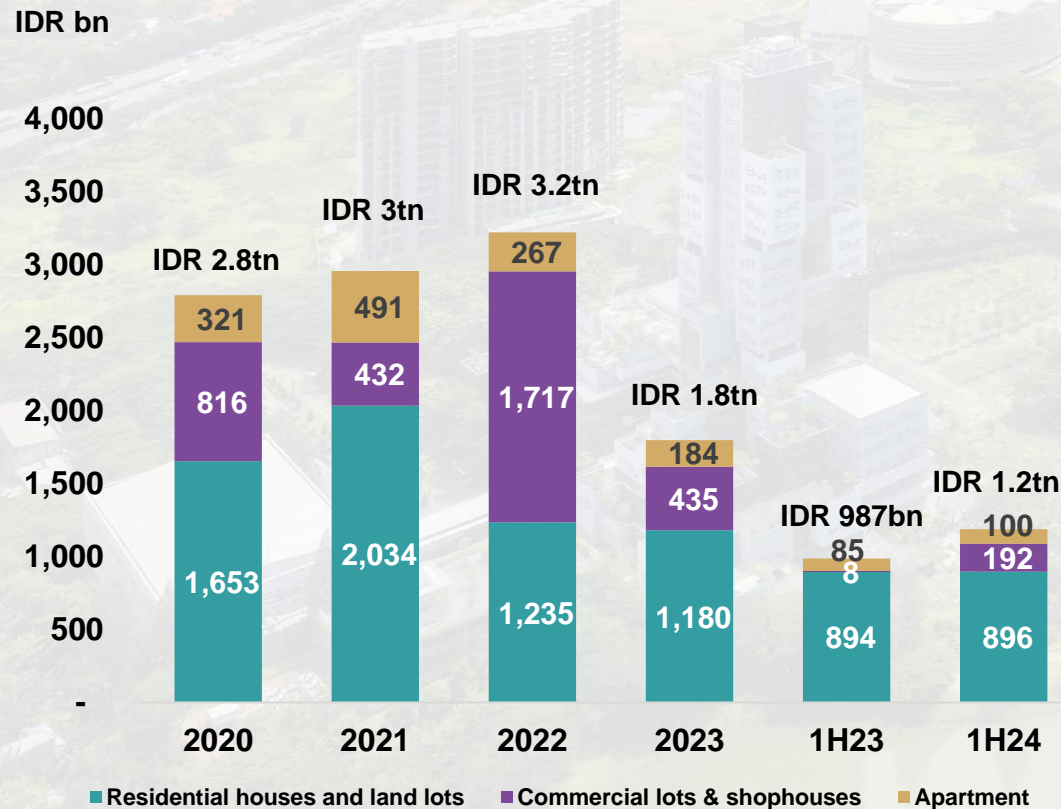
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Historical Marketing Sales



- Total Marketing sales 1H2024 was recorded at IDR 1.2tn, 20% y-o-y increase if compared to the same period last year. Residential segment contributed IDR 996bn (84%) of the total marketing sales with the breakdown as below:

- Alam Sutera Residential : IDR 557 bn
- Suvarna Sutera Residential : IDR 419 bn

- We launched two new projects in 1H2024; Cassia Cluster in Ayodhya and Agra Cluster in Suvarna Sutera.

Marketing sales		1H24
Residential:		
- Residential Alam Sutera		577
- Residential Suvarna Sutera		419
Total Residential		996
Commercial:		
- Offices, commercial land sales, shophouses		192
Total Commercial		192
Total		1,189

Recent Updates

1H2024 Updates

- In 1H2024, we launched two clusters; Cassia Cluster in Ayodhya by Alam Sutera and Agra Cluster in Suvarna Sutera. Total marketing sales from both projects were IDR 110bn.
- The Gramercy contributed IDR 220bn of marketing sales in 1H2024.
- On the financial side, 1H2024 total revenues increased by 18% y-o-y on the back of the handovers of Winona Cluster, Sutera Sawangan Cluster and Eldora Cluster. All of revenue segments except land lots and offices, experienced healthy growth. Gross profit and operating income increased by 18% and 21 y-o-y respectively.
- LTM EBITDA was at IDR 1.8tn as of 1H2024.
- On the 15th of July 2024, The Company has made full repayment and settlement of all our 2025 bonds amounting to USD 251 million. As a result, we do not have any USD debt left, improving our balance sheet position going forward.

2024 Marketing Sales Target

Residential:

- Residential Alam Sutera	1,400
- Residential Suvarna Sutera	600
Total Residential	2,000

Commercial:

- Offices, commercial land sales, shophouses	800
Total Commercial	800

Total	2,800
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Financial Highlights

Income Statement

Description (in IDR bn)	1H2024	1H2023	% Change
Revenue	1,881.2	1,597.5	18%
Gross Profit	973.6	822.7	18%
% of Rev	52%	51%	
Operating Income	707.4	583.5	21%
% of Rev	38%	37%	
EBITDA	1,847.2	2,069.2	-11%
% of Rev	44%	50%	
Net Income	24.4	168.7	-86%
% of Rev	1%	11%	

Balance Sheet and Financial Ratios

Description (in IDR bn)	1H2024	2023
Cash and cash equivalents	760.8	1,176.1
Total Asset	21,908.7	22,236.2
Total Debt	6,241.0	6,254.8
Total Equity	11,295.6	11,271.2
Debt to Equity	55%	55%
Net Debt to Equity	45%	41%



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Who We Are

A leading property company in Indonesia

- A township developer, established in 1994 and listed on the Indonesia Stock Exchange since December 2007 (IDX: ASRI).
- Well-located and large scale urban townships comprising of high quality residential and commercial properties, ancillary facilities and infrastructure.
- Proven property development track record.

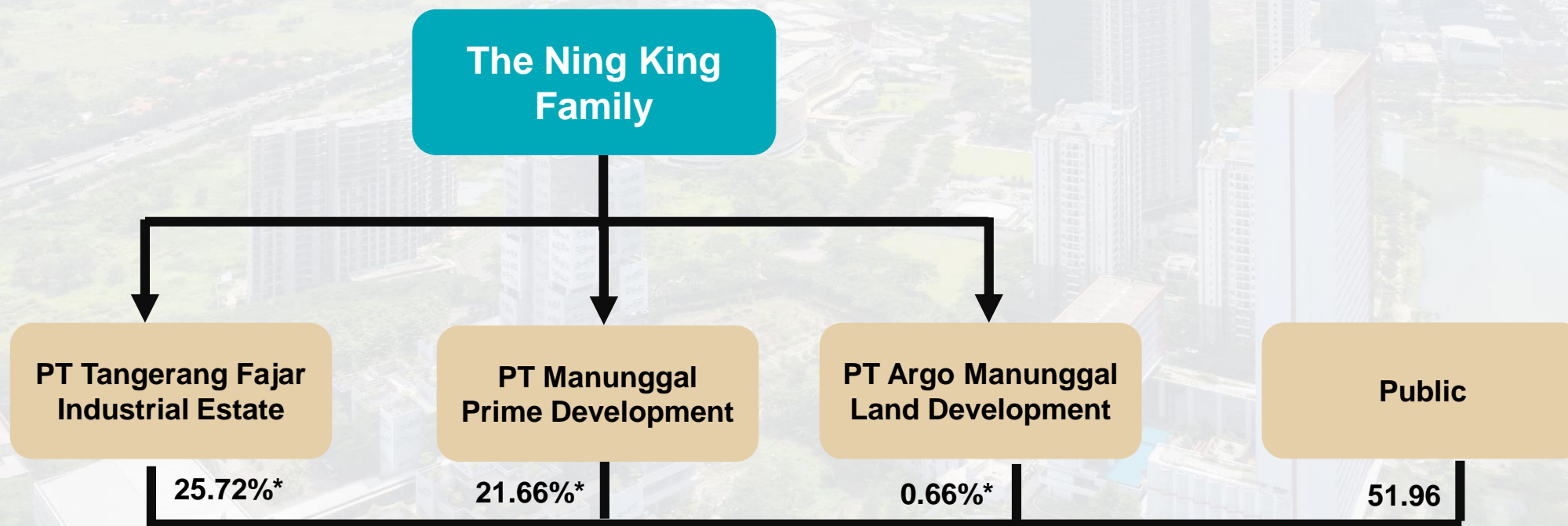
Own large, well-located and valuable landbank

- Owns and controls a large, well-located, and valuable landbank.
- Sufficient to sustain operations for the next 15 to 20 years.
- Successful track record in landbank replenishment and growth.

Evolve from a single-project developer to multi-project developer

- Started with the Alam Sutera flagship township, a 800 ha development located at the western part of Jakarta.
- Successfully replicated the core township development business model with Suvarna Sutera project in Pasar Kemis.
- Diversified Company's revenue and customer base.
- Started to expand our operation outside Tangerang area.

Corporate Structure



PT ALAM SUTERA REALTY Tbk

Board of Commissioners



Haryanto Tirtohadiguno
President Commissioner



Angeline Sutedja
Commissioner



Leo Yulianto Sutedja
Commissioner



Prasasto Sudyatmiko
Independent Commissioner



Pingki Elka Pangestu
Independent Commissioner

Directors



Joseph Sanusi Tjong
President Director



Lilia Setiprawarti Sukotjo
Director



Tri Tamtomo H.R Danoeri
Director



Sari Setyaningrum
Director



Emil Syarif Husen
Director



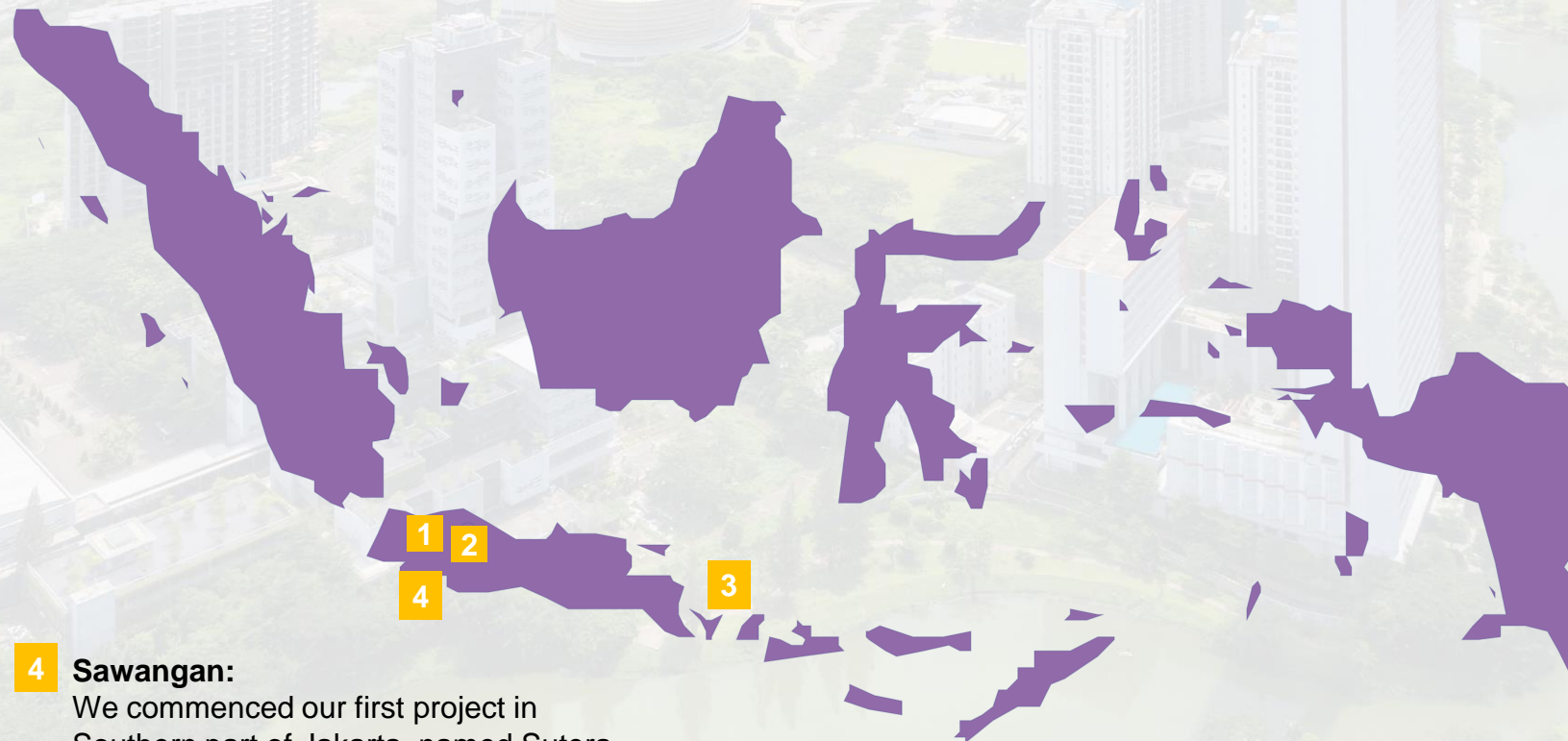
Andrew Charles Walker
Director

1 Tangerang, Banten:
The majority of our projects are located in this region including Alam Sutera township, Suvarna Sutera township and Ayodhya by Alam Sutera

3 Bali:
Garuda Wisnu Kencana Cultural Park

2 Jakarta:
We own two office towers in CBD area namely The Tower and Wisma Argo Manunggal (WAM)

4 Sawangan:
We commenced our first project in Southern part of Jakarta, named Sutera Sawangan in 2021





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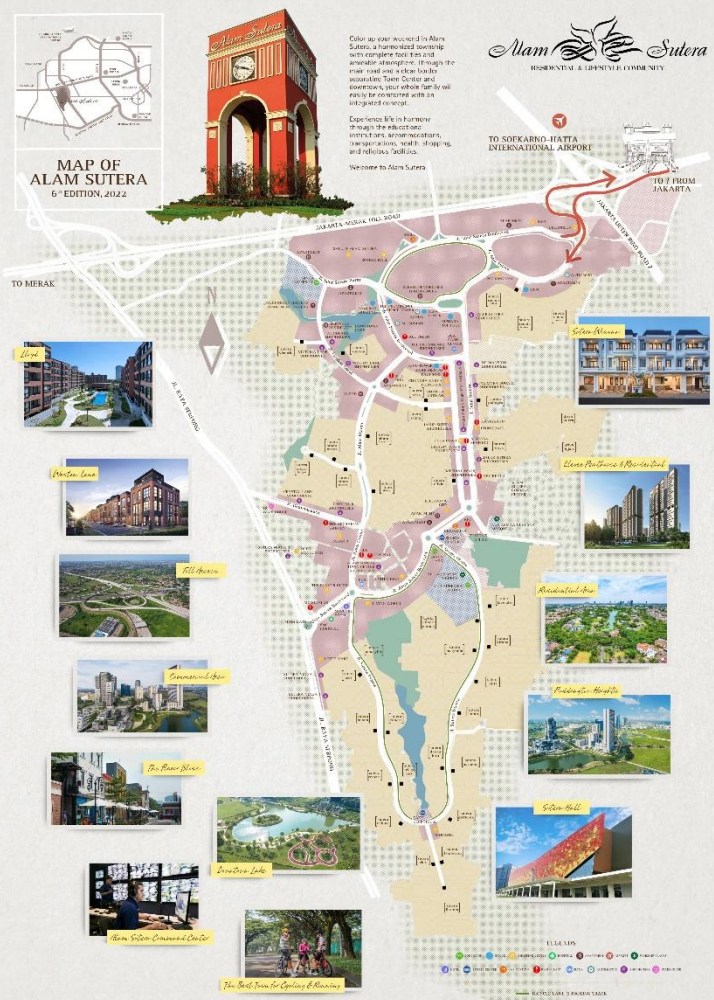
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Township Location



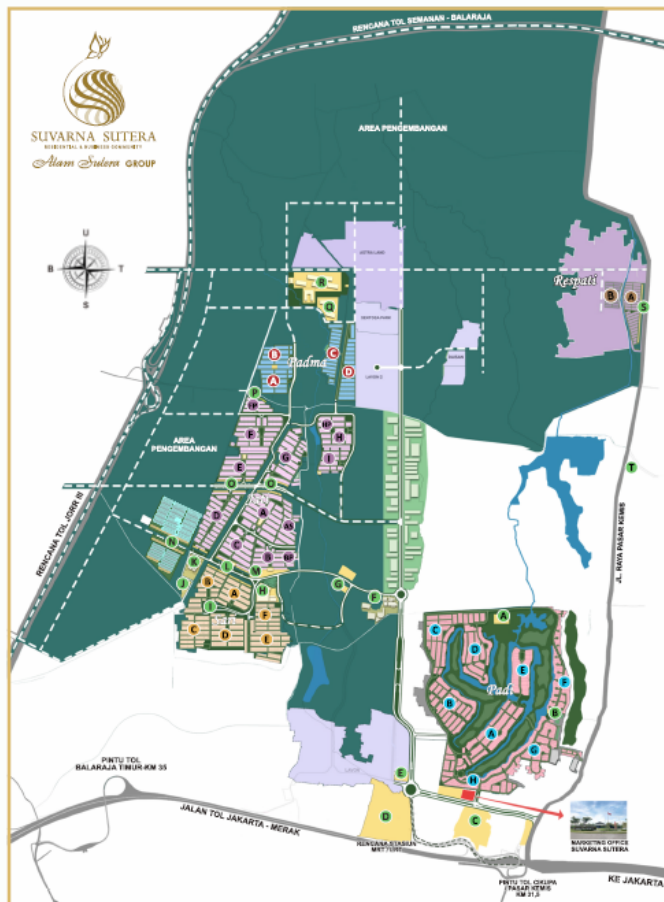
Alam Sutera Township



- Alam Sutera township is our first township which is located approximately 15 km from Jakarta.
- Total development is 800 ha and divided into 2 phases (residential and commercial).
- We launched the first cluster within the township in 1994 and to date have launched 39 cluster.
- Main projects: Elevee Residences, Cassia Cluster and The Gramercy



Suvarna Sutera Township



RESIDENSIAL

PADI GOLF ESTATE

- A PURI AYU
- B MAHONI
- C CEMPAKA
- D AKASIA
- E PURI AGUNG
- F PONDOK CENDANA
- G MERANTI
- H PONDOK DAMAR

SARI

- A ANDARA
- B BAHANA
- C CHIARA
- D DARU
- E ELDORA
- F FLAVIO

RESPATI

- A ASTHA
- B BASANTA

FASILITAS & KOMERSIAL

- | | |
|----------------------------|----------------------|
| A KEDATON GOLF | J MASJID NUR SS |
| B PADI SPORTS CENTER | K PASAR 8 SS |
| C SAMANEA MARKET INDONESIA | L RUKO TERRACE 8 |
| D SUVARNA HUB | M ALFAMIDI SUPER |
| E HAPPY WALK | N RUKO EVERGREEN |
| F SPBU SHELL | O RUKO TERRACE 9 |
| G RESERVOIR | P RUKO FEDORA |
| H SEKOLAH LAURENSIA | Q RETIREMENT CENTER |
| I SPORTS LOUNGE SARI | R UNIVERSITAS |
| | S RUKO ASTHA ARCADE |
| | T POLSEK PASAR KEMIS |

JATI

- A ALAM
- AS ALAM SIGNATURE
- B BAYU
- BP BAYU PREMIERE
- C CITRA
- D DHANA
- E ELYSIA
- F FEDORA
- FP FEDORA PARK
- G GIRI
- H HELIOS
- HP HELIOS PRIME
- I INDIRA

PADMA

- A ABIRA
- B BIANCA
- C CATRIONA
- D DAKOTA

- Suvarna Sutera Township is our second township, located at Pasar Kemis, Tangerang, 15 km away from Alam Sutera township. The Company has development license covering 2,600 ha area. Phase one development is ±900 ha.
- From 2011 until 2023, we have managed to sell more than 7000 houses, land lots and shophouses in Suvarna Sutera Township.



Winona Cluster





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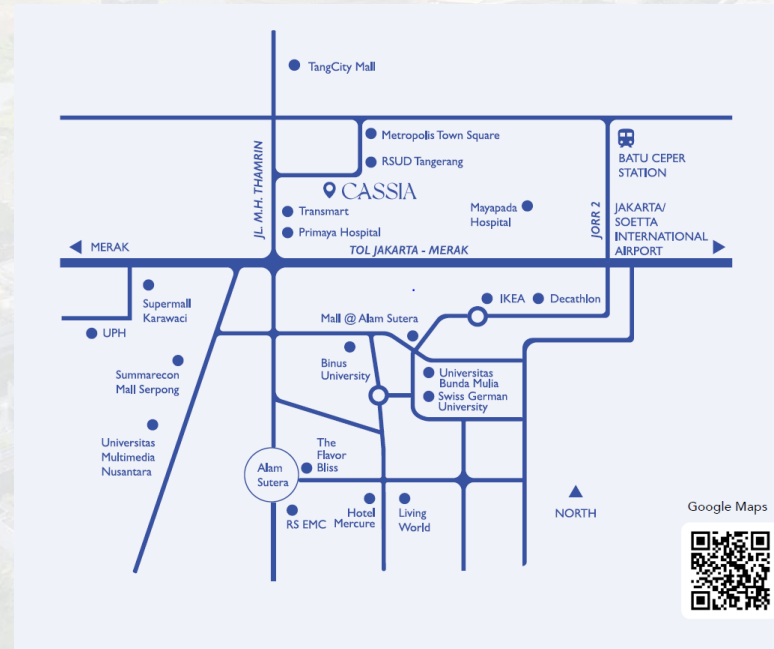
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Main Project – Cassia Cluster



Map of Cassia



Cassia Cluster

Location : Ayodhya by Alam Sutera

Launch date : 1Q24

Land site area : 3.3ha

Land size per unit : 84 sqm - 174 sqm

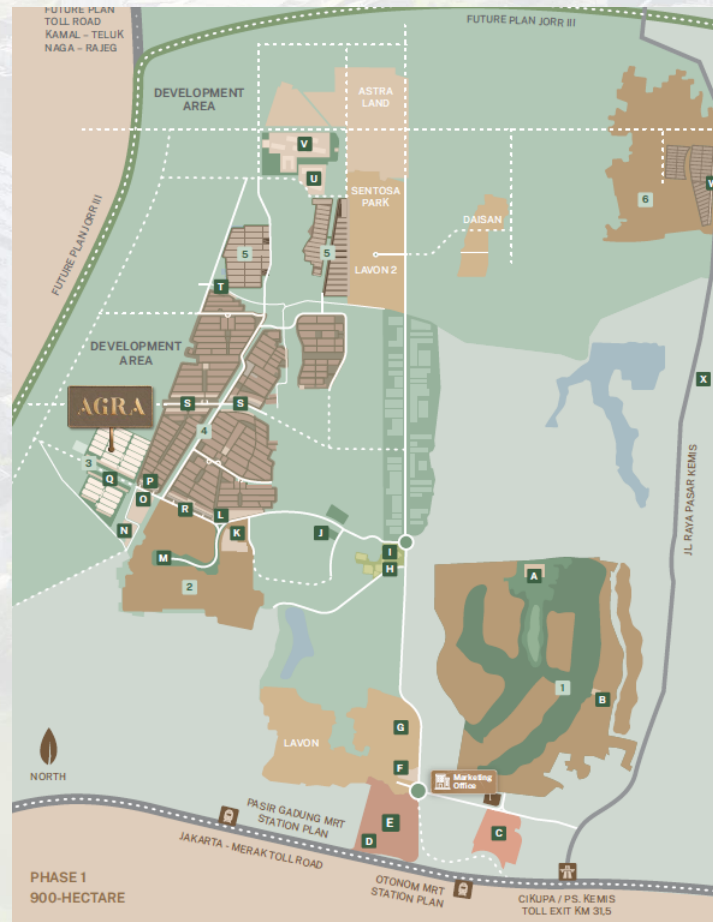
Building size per unit : 85 sqm - 176 sqm

Price range : IDR 1.9 bn - IDR 3.3 bn

Main Project – Agra Cluster



Location



Agra Cluster

- Location** : **Suvarna Sutera**
- Launch date** : **1Q24**
- Land site area** : **9.1ha**
- Land size per unit** : **105 sqm - 208 sqm**
- Building size per unit** : **98 sqm - 145 sqm**
- Price range** : **IDR 1.6 bn - IDR 2.0bn**

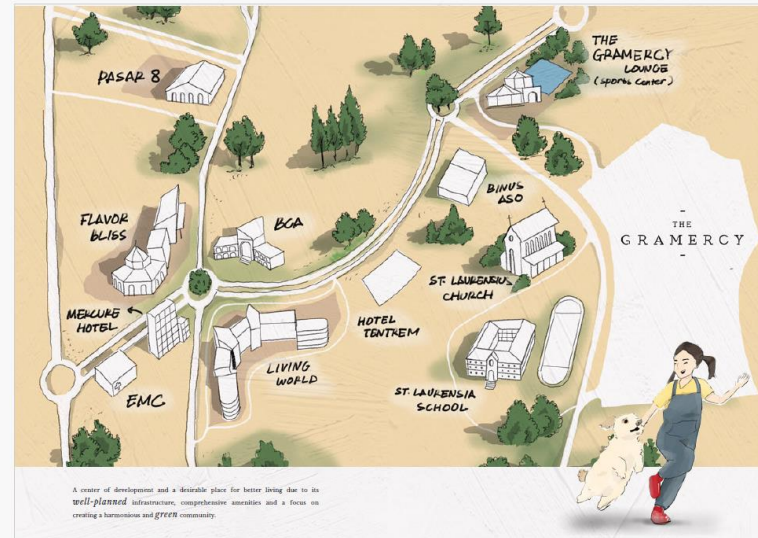
Main Project – The Gramercy



ARMA
 368 sqm
 5+1 Bedrooms
 6+1 Bathrooms

Revere the power of *dreams* and the influence of the human spirit. This quote inspired the design of the 368 sqm ARMA with 5+1 bedrooms, and 6+1 luxury bathrooms. We support the power of imagination in creating a *MEANINGFUL* life.

Location



The Gramercy

Location	: Alam Sutera Township
Launch date	: 4Q 2023
Land site area	: 7.5 ha
Land size per unit	: 312 sqm - 600 sqm
Building size per unit	Winanz: CI 398 sqm - 568 sqm
Price range	: from IDR 16bn/unit

Main Project – Elevee Residences



Location



Elevee Penthouses and Residences

Location : Alam Sutera Township

Launch date : 2020

Land site area : 4 ha

Towers launched : 2

Unit types : 87.8 sqm - 243.8 sqm

Price range : from IDR 2bn

Main Project – Escala

Alam Sutera Masterplan



- Escala, the Central Living District of Alam Sutera, features high value commercial lots at the most prime location in Alam Sutera.
- Divided into 4 blocks, each one possesses a unique advantage with varying land sizes.



Map of Escala





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Overview

GWK booked a record-breaking number of visitors of 1.3 million in 2023. The number was even higher than pre-pandemic level. The number translates to a 9% y-o-y growth in GWK revenues



2022 – 2023 Number of Visitors



Disclaimer



This presentation may contain forward-looking statements that involve risks and uncertainties.

Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions.

Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, availability of real estate properties, competition from other companies and venues for the sale/distribution of goods and services, shifts in customer demands, customers and partners, changes in operating expenses, including employee wages, benefits and training, governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business.

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Thank You

Winona Cluster

The Gramercy