



suryainternusa

BUILDING A BETTER INDONESIA

Press Release

SSIA POSTED Rp2,356 BILLION of REVENUE and Rp1,229 BILLION OF NET INCOME FOR THE NINE MONTHS OF 2017

PT Surya Semesta Internusa Tbk (“SSIA”) 9M17 Financial Highlights

Consolidated Financial Statements			
Nine Months 2017			
(in billion Rp)			
	9M17	9M16	YoY
Revenues	2,355.7	3,015.3	-21.9%
Property	310.8	577.1	-46.2%
Construction	1,504.1	1,929.3	-22.0%
Hospitality	540.3	508.5	6.3%
Others	0.5	0.4	
Gross Profit	652.6	857.9	-23.9%
EBITDA	286.7	478.2	-40.0%
Net Income	1,229.3	118.0	941.7%
Comprehensive Income	1,223.5	109.0	1,022.0%
EBITDA Margin	12.2%	15.9%	-3.7%
Net Income Margin	52.2%	3.9%	48.3%
	9M17	1H17	QoQ
Cash and Cash Equivalents	1,375.7	1,455.3	-5.5%
Total Assets	8,901.7	8,907.0	-0.1%
Total Liabilities	4,357.4	4,359.5	0.0%
Non Controlling Interest	460.2	455.7	1.0%
Equity	4,084.0	4,091.8	-0.2%

Business Segment Analysis

9M17 in billion Rp	Business Segments			Total
	Property	Construction	Hospitality	
Revenues	310.8	1,504.1	540.3	2,355.7
<i>Segment percentage</i>	<i>13%</i>	<i>64%</i>	<i>23%</i>	<i>100%</i>
Gross Profit	153.6	150.0	348.5	652.6
<i>Segment percentage</i>	<i>24%</i>	<i>23%</i>	<i>53%</i>	<i>100%</i>
EBITDA	111.5	96.5*	128.2	286.7
<i>Segment percentage</i>	<i>39%</i>	<i>34%</i>	<i>45%</i>	<i>100%</i>
Gross Profit Margin	49.4%	10.0%	64.5%	27.7%
EBITDA Margin	35.9%	6.4%	23.7%	12.2%

*Includes income from JO Rp0.260 billion

9M16 in billion Rp	Business Segments			Total
	Property	Construction	Hospitality	
Revenues	577.1	1,929.3	508.5	3,015.3
<i>Segment percentage</i>	<i>19%</i>	<i>64%</i>	<i>17%</i>	<i>100%</i>
Gross Profit	344.6	188.4	324.5	857.9
<i>Segment percentage</i>	<i>40%</i>	<i>17%</i>	<i>38%</i>	<i>100%</i>
EBITDA	306.4	139.7*	111.7	478.2
<i>Segment percentage</i>	<i>64%</i>	<i>29%</i>	<i>23%</i>	<i>100%</i>
Gross Profit Margin	59.7%	9.8%	63.8%	28.5%
EBITDA Margin	53.1%	7.2%	22.0%	15.9%

*Includes income from JO Rp6.7 billion

- SSIA for the nine months of 2017 posted a consolidated revenue of Rp2,355.7 billion. The revenue decreased by about 21.9% from Rp3,015.3 billion in 9M16. This decline was mainly due to the lower revenue in SSIA's property and construction business unit by about 46.2% and 22.0% respectively.
- Meanwhile SSIA gross margin declined to 27.7% in 9M17, 0.7% lower compared to 9M16 gross margin at about 28.5%.
- The Company 9M17 EBITDA stood at Rp286.7 billion, 40.0% lower from 9M16 EBITDA at Rp478.2 billion.
- SSIA's consolidated net income in 9M17 reached Rp1,229.3 billion, 941.7% higher compared to Rp118.0 billion booked in 9M16. The increase was mainly due to other income from gain on sale of long term investment (Cikopo Palimanan Toll Road 20.5% stakes) at Rp1,639.5 billion.
- The Company will pay off Surya Semesta Internusa I Bonds Series B amounting to Rp550 billion which will mature on 6 November 2017.

Property

- SSIA's property unit which consists of industrial estate revenue, maintenance fees, commercials, has booked a revenue of Rp310.8 billion in 9M17 or 46.2% YoY decreased from Rp577.1 billion in 9M16.
- The industrial estate unit, which is the Company main business, posted an accounting sales of 9.0 hectares industrial land in 9M17 or a total of Rp138.8 billion compared to the industrial land sales in 9M16 which stood at Rp413.1 billion. The Company managed to book marketing sales of 2.1 hectares at the average selling price of US\$147.1 per m2 in 9M17.
- Meanwhile, notes on the land bank progress in Subang, West Java, as of 30 September 2017, SSIA has managed to free up and acquired about 723 hectares.
- Suryacipta Technopark (PT SLP SURYA TICON INTERNUSA or "SLP"), 9M17 first phase (35,000 sqm) occupancy rate was at 100% with an Average Rental Rate (ARR) of Rp60,000 per m2 per month. By 30 September 2017, SLP's second phase (27,648 sqm) occupancy rate was at 100% with ARR of Rp60,000 per m2 per month. Meanwhile, SLP has been expanding to Makassar and Banjarmasin with 20,000 sqm land in each location.

Construction

- PT Nusa Raya Cipta Tbk ("NRCA"), SSIA's construction unit, for the nine months of 2017 recorded a revenue of Rp 1,505,4 billion (includes projects within SSIA group). Its revenue compared to the same period in 9M16 decreased by 22.5% from Rp1,942.8 billion. It also managed to book Rp 112.9 billion of net profit from January – September 2017. NRCA booked its gain on sale of long term investment (Cikopo Palimanan Toll Road 2.2% stakes) in 2Q17 at Rp97.3 billion.
- NRCA, for the nine months of 2017 period managed to book new contracts of Rp2,127.0 billion, a 7.6% higher than new contracts achieved in 9M16 of Rp1,976.0 billion or 64.5% of NRCA FY17 new contracts target of Rp3.3 trillion. Main projects obtained in 2017 were Synthesis Residence, Alexandria Tower – Bintaro, RS Mayapada Bandung, Resort Dragon Labuan Bajo, Pabrik Gula Mesuji, Yogya Sumber Sari Junction – Bandung, Mason Pine Hotel – Padalarang, Capital Square - Surabaya, Apsara Tower – The Kahyangan Solo Baru, Hotel dan Showroom Srikandi – Surabaya, Hotel Solis Ubud - Bali, and Cerestar - Medan.

Hospitality

- SSIA's hospitality business unit booked a revenue of Rp540.3 billion in 9M17 compared to Rp508.5 billion in 9M16. About 67.0% of total hospitality revenue generated by Gran Melia Jakarta ("GMJ") and Melia Bali hotel ("MBH"). While the remaining were contributed from Banyan Tree Ungasan Resort ("BTUR") and BATIQA Hotels.
- The GMJ occupancy rate for 9M17 was at 43.2% from 46.4% in 9M16. While the average room rate (ARR) for the nine months period of 2017 was around US\$103.5 from US\$108.8 in 9M16. Meanwhile MBH occupancy rate in 9M17

at 84.2% increased from 80.2% in 9M16. The ARR was US\$99.0 in 9M17 from US\$93.7 in 9M16.

- The BTUR occupancy rate in 9M17 was at 65.2% from 9M16's occupancy rate of 64.9%. The 9M17 ARR increased at US\$467.3, from US\$439.8 in 9M16.
- SSIA has launched BATIQA Hotels in six locations by 2016. 9M17 occupancy rate of BATIQA Hotels which consists of BATIQA Hotel & Apartments Karawang, BATIQA Hotel Cirebon, BATIQA Hotel Jababeka, BATIQA Hotel Palembang, BATIQA Hotel Pekanbaru, and BATIQA Hotel Lampung recorded at 57.0%, while its ARR was at Rp296,373.

About PT Surya Semesta Internusa Tbk (SSIA)

SSIA, formerly known as PT Multi Investments Limited, was established on 15 June 1971, the company then transformed into PT Surya Semesta Internusa ("SSIA") in 1995. SSIA's main businesses are industrial estate & real estate development, construction and hospitality.

SSIA's diversified investment portfolio primarily includes Suryacipta City of Industry, Suryacipta Technopark, Graha Surya Internusa (not in operation, to be redeveloped into SSI tower), Gran Melia Jakarta Hotel, Melia Bali Hotel, Banyan Tree Ungasan Resort Bali, and BATIQA Hotels.

For more than 40 years in the property business, SSIA has strengthened its brand recognition and placed it as one of the strongest developer companies in Indonesia. Completing its milestone as a leading company, SSIA recorded its shares at Indonesia Stock Exchange and became a listed company on 27 March 1997. For more information, visit www.suryainternusa.com.

###