



MODERNLAND
CREATING FORWARD



Modernland Realty

PEMAPARAN PUBLIK 2023

Public Expose 2023

PROFIL PERUSAHAAN

COMPANY PROFILE



TIM MANAJAMEN

MANAGEMENT TEAM

Dewan Komisaris / Board of Commissioners

Nama / Name	Jabatan / Title
Luntungan Honoris	Komisaris Utama / <i>President Commissioner</i>
Dwi Priyatno	Komisaris / <i>Commissioner</i>
Edwyn Lim	Komisaris / <i>Commissioner</i>
Iwan Suryawijaya	Komisaris Independen / <i>Independent Commissioner</i>
Nita Tanawidjaja	Komisaris Independen / <i>Independent Commissioner</i>

Direksi / Board of Directors

Nama / Name	Jabatan / Title
William Honoris	Direktur Utama / <i>President Director</i>
Dharma Mitra	Direktur / <i>Director</i>
Fetrizal Bobby Heryunda	Direktur / <i>Director</i>
Herman	Direktur / <i>Director</i>
Pascall Wilson	Direktur / <i>Director</i>

PORTOFOLIO INTI

CORE PORTFOLIOS

Pengembangan Kawasan Residensial /Urban Development

Pengembangan residensial berskala kota.
Development of township residential properties.

Proyek yang Sudah Selesai / Completed Project

- ModernHill, ModernPark.

Proyek yang Sedang Berjalan / Ongoing Project

- Jakarta Garden City, Modernland Cilejit, Kota Modern, Waskita Modern Realty, Lotte Land Modern Realty.



Kawasan Industrial / Industrial Estate

Pengembangan lahan industrial yang siap untuk dikembangkan.

Development of raw land into ready-to-build industrial lots.

Proyek yang Sedang Berjalan / Ongoing Project

- ModernCikande Industrial Estate,
- Modern Halal Valley
- Modern Bekasi (Industrial)

Segmentasi lainnya / Hospitality

Kepemilikan dan investasi atas hotel, lapangan golf, *country club* dan restoran.

Ownership of hotels, golf course, country club, and restaurants.

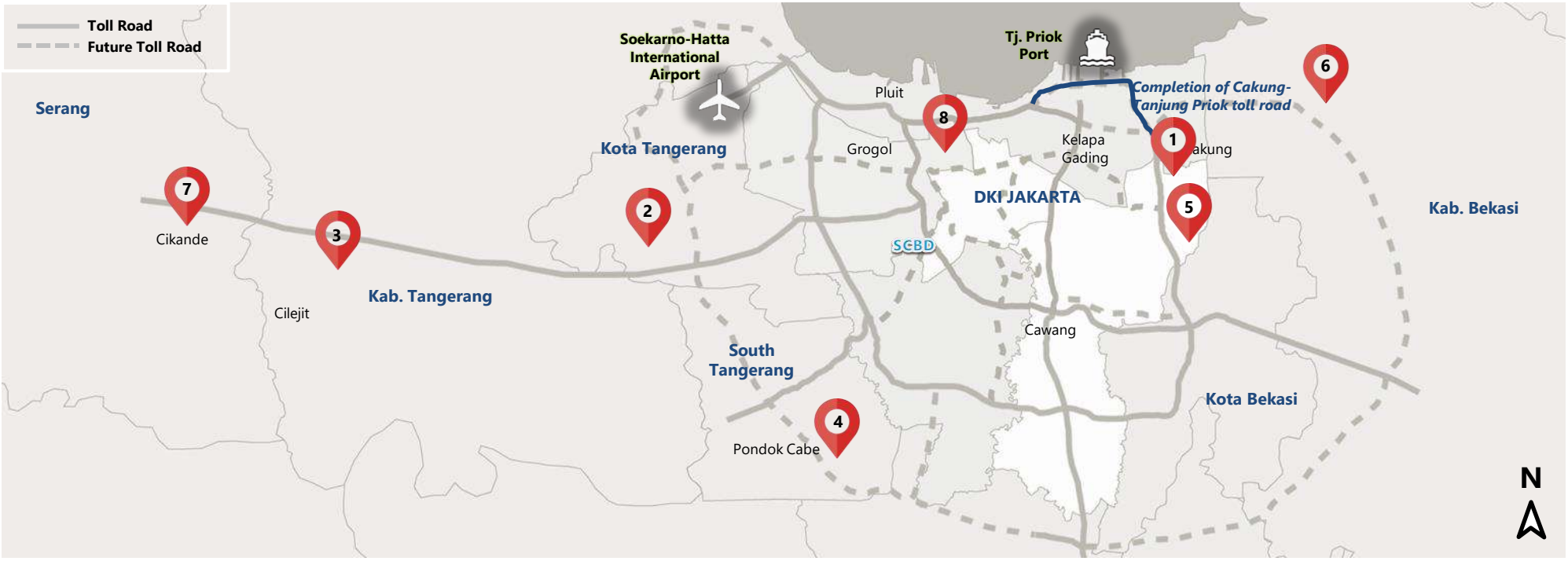
Proyek / Projects

- Novotel Hotel Gajah Mada, Jakarta
- Swiss-Belinn ModernCikande
- Modern Golf & Country Club, Tangerang



PEMETAAN PROYEK

PROJECT MAPPING



URBAN DEVELOPMENT

- 1 JAKARTA GARDEN CITY
- 2 KOTA MODERN
- 3 MODERNLAND CILEJIT
- 4 MODERNHILL
- 5 MODERN PARK
- 6 MODERN BEKASI RESIDENTIAL

JOINT VENTURE

- 1 LOTTE LAND MODERN REALTY
- 6 WASKITA MODERN REALTI

KAWASAN INDUSTRI

- 6 MODERN BEKASI INDUSTRIAL
- 7 MODERN CIKANDE

HOSPITALITI DAN KOMERSIAL

- 2 MODERN GOLF & COUNTRY CLUB
- 7 SWISS-BELINN MODERN CIKANDE
- 8 NOVOTEL HOTEL JAKARTA GAJAH MADA

REKAM JEJAK PERUSAHAAN

COMPANY MILESTONES

Peluncuran perdana proyek Kota Modern, dengan luas 400 hektar.

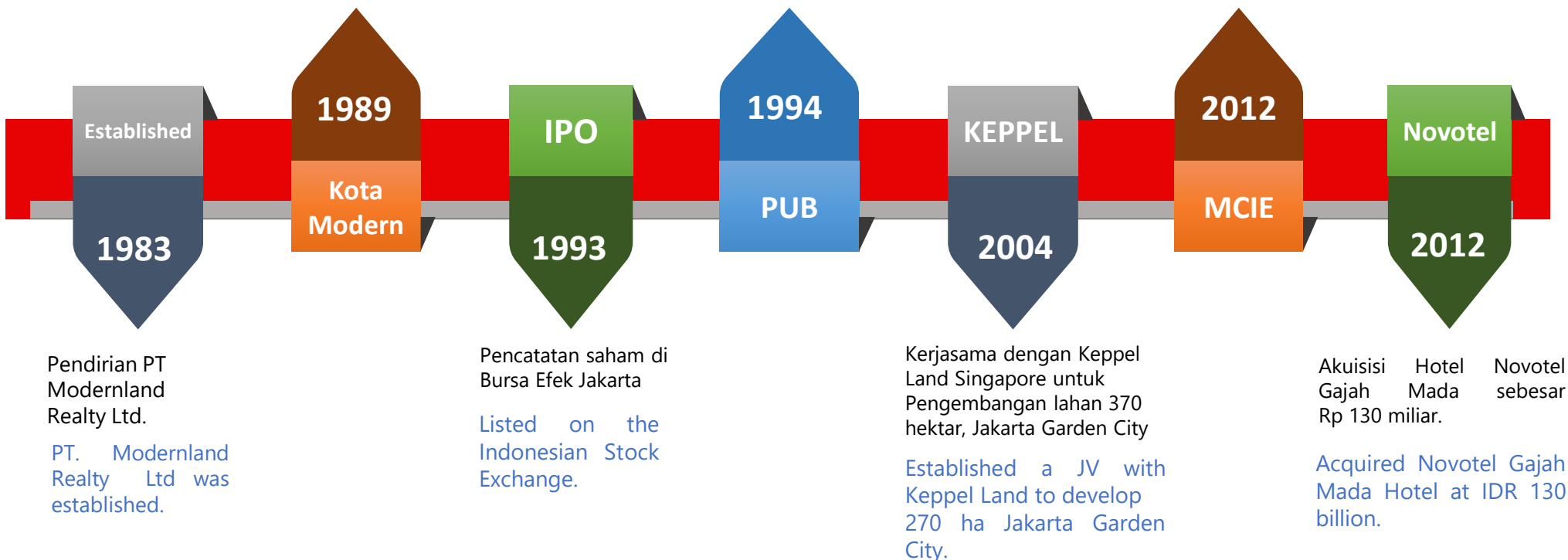
Launched Kota Modern, a township with 400 ha of land area.

MDLN meluncurkan obligasi pertama sebesar IDR100 miliar jatuh tempo 1999.

MDLN Issued the first IDR Bond amounted IDR 100 billion due in 1999.

Akuisisi dan pengembangan ModernCikande seluas 375 hektar dengan harga Rp 249 miliar.

Acquired and commenced a development of 375 ha of Modern Cikande Industrial Estate at IDR 249 billion.



REKAM JEJAK PERUSAHAAN

COMPANY MILESTONES

Penjualan lahan kepada AEON Mall seluas 8,5 ha sebesar USD45 juta.

Penandatanganan penjualan lahan seluas 170 hektar dengan PT Alam Sutera Realty Tbk dengan total transaksi Rp 3.4 triliun.

Sale of 8.5 ha land to AEON Mall amounted US\$45 million.

Signed an agreement of a 170 ha land sale with PT Alam Sutera Realty Tbk for IDR 3.4 trillion.

Meluncurkan obligasi sebesar Rp750 miliar, jatuh tempo di 2018 dan 2020.

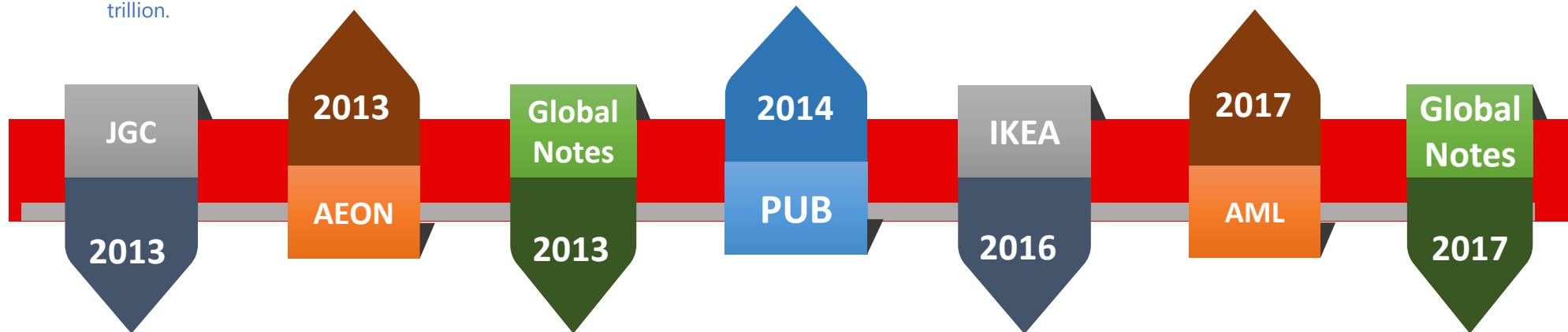
Penjualan lahan Kawasan industri seluas 110 hektar kepada satu pembeli dengan nilai transaksi Rp 651 miliar.

Raised IDR 750 billion from IDR bond due in 2018 and 2020.

Sold Large 110 ha industrial plot to a single customer amounted to IDR 651 billion

Perubahan struktur permodalan Perseroan dalam perusahaan milik bersama PT Astra Modern Land dari 50% menjadi 33% dengan nilai transaksi Rp 522 miliar.

Change the ownership of company in JV Astra Modern Land from 50% to 33% for IDR 522 billion.



Akuisisi kepemilikan Keppel Land Singapura atas saham Jakarta Garden City sebesar Rp 2,3 triliun.

Acquired full ownership of stake of Keppel Land in Jakarta Garden City at IDR 2.3 trillion.

Meluncurkan obligasi USD pertama sebesar USD150 juta, jatuh tempo 2016.

Issued first US\$ bond; US\$150 million bond due in 2016.

Penjualan lahan sebesar 3,7 hektar kepada IKEA sebesar Rp 297 miliar.

Kerjasama dengan Astra Internasional untuk pengembangan 67 hektar lahan di Jakarta Garden City dengan nilai transaksi Rp 3,2 triliun.

Sale of 3.7ha land plot to IKEA for IDR 297 billion.

Established a 50-50 JV with PT Astra Land Indonesia to develop 67 ha of land in Jakarta Garden City and transacted the land at IDR 3.2 trillion.

Meluncurkan obligasi USD240 juta, jatuh tempo 2024.

Issued US\$240 million bond due in 2024.

REKAM JEJAK PERUSAHAAN

COMPANY MILESTONES

Membuka Hotel Swiss-Belinn di kawasan industrial ModernCikande.

Commenced the operation of Swiss-Belinn Hotel in ModernCikande.

Membentuk perusahaan patungan dengan Lotte E&C, untuk mengembangkan lahan seluas 5 hektar di Jakarta Garden City dengan nilai transaksi Rp 802 miliar.

Meluncurkan Modernland Cilejit, Kota Mandiri seluas 1.000 hektar dengan konsep TOD dan resort living.

Established a new JV with Lotte E&C to develop a 5 ha of land in Jakarta Garden City and the land sale proceed was IDR 802 billion.

Launched Modernland Cilejit, a 1,000 ha planned township with a TOD and resort living concept in Cilejit area.

Restrukturisasi Notes 2021 sebesar US\$ 179 juta dan Restrukturisasi Notes 2024 sebesar US\$ 268 juta.

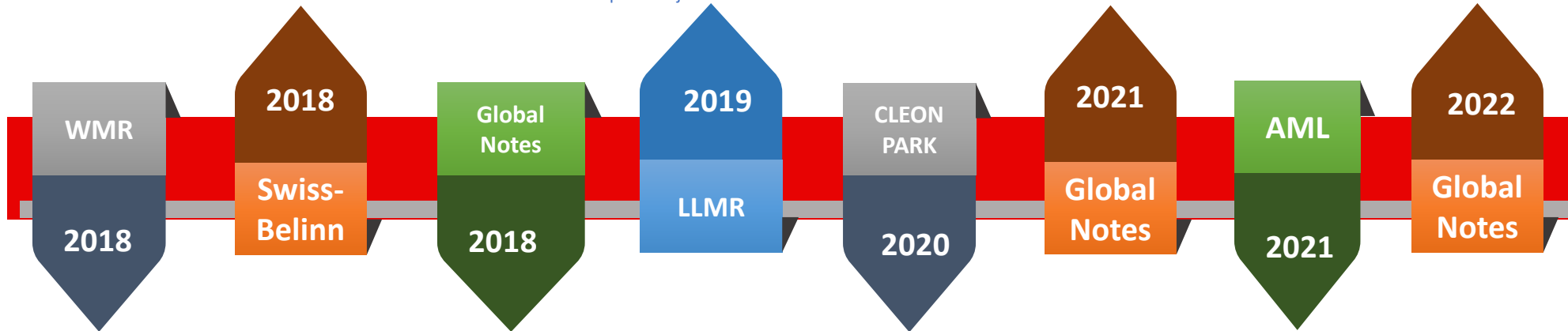
Restated and Amended Notes 2021 (US\$ 179 million) & Restated and Amended Notes 2024 (US\$ 268 million)

Pembelian kembali Notes 2025 senilai 48,43 juta dan Notes 2027 senilai 54,54 juta di bulan April 2022.

Topping Off Clean Park Apartment di bulan Agustus 2022.

Buyback of Global Notes 2025 worth 48.43 million and Global Notes 2027 Bonds worth 54.54 million in April 2022

Clean Park Apartment Topping Off in August 2022



Kerjasama dengan PT Waskita Karya Realty untuk mengembangkan lahan residensial sebesar 343 hektar di Modern Bekasi dengan nilai transaksi Rp 1,1 triliun.

Established a new JV with PT Waskita Karya Realty to develop a 343 ha of Toll Road City in Modern Bekasi residential area and the land sale proceed was IDR 1.1 trillion.

Meluncurkan obligasi USD150 juta, jatuh tempo 2021.

Issued Guaranteed Senior Notes amounted US\$150 million due in 2021.

Ground Breaking apartement Clean Park di Jakarta Garden City

Clean Park Apartment ground breaking in Jakarta Garden City

Divestasi kepemilikan AML sebesar 33% dengan transaksi senilai IDR 1 triliun (Desember 2021)

AML stock divestment 33% ownership, IDR 1 trillion transaction (December 2021)

KONDISI PERSEROAN 2023

2023 Company Condition



Ekonomi Makro

Macro Economic

Pertumbuhan ekonomi Indonesia

Berdasarkan Badan Pusat Statistik (BPS), Indonesia bertumbuh sebesar 4,94% pada triwulan III 2023.



Indonesia Economic Growth

Based on the Central Statistics Agency, Indonesia grew by 4,94% in the third quarter of 2023.

Pertumbuhan Indeks Harga Properti Residensial Indonesia (IHPR)

Berdasarkan hasil survei harga properti residensial bank Indonesia, IHPR tumbuh sebesar 1,96% pada triwulan III 2023.



Indonesia Residential Property Price Index Growth (IHPR)

According to the survey results on residential property price conducted by Bank Indonesia, the IHPR increased by 1,96% in third quarter of 2023

Insentif pada sektor properti

Pemerintah memberikan insentif berupa tanggungan PPN 100% untuk rumah dibawah 2 miliar hingga Juni 2024. Selanjutnya, insentif sebesar 50% untuk pembelian rumah hingga 5 miliar dalam periode Juli – Desember 2024.



Incentive in property sector

The government provides incentives, such as 100% VAT exemption for houses priced under 2 billion until June 2024. Subsequently, there will be a 50% incentive for the houses priced up to 5 billion during the period from July to December 2024.

Agenda Perseroan 2023

Company Agenda 2023



Memperluas kesempatan
Kerjasama dengan
potensi investor dalam
mengembangkan
Kawasan Residensial dan
Industrial

04

**Kemitraan
Partnership**

*Expanding opportunities
for collaboration with
potential investors in
developing residential and
industrial areas*



03

**Percepatan
Pembangunan
Development
Acceleration**

Percepatan penyelesaian
pembangunan infrastruktur
kawasan dan hunian

*Accelerate the completion of
regional and residential
infrastructure development*

01

**Peluncuran Kluster Baru
New Clusters Launch**



02

**Desain & Konsep
Terbaru
New Design &
Concept**

Mengusung desain dan konsep
terkini dengan bentuk façade
yang berbeda dengan desain
sebelumnya dan desain attic
yang unik untuk memaksimalkan
pemanfaatan ruangan

*Carrying the latest design and
concept with a different façade
shape from the previous design
and a unique attic design to
maximize space utilization*

Peluncuran kluster-
kluster residensial baru
di Kota Modern,
Modernland Cilejit dan
Jakarta Garden City

*Launch of new
residential clusters in
Kota Modern,
Modernland Cilejit and
Jakarta Garden City*

KINERJA KEUANGAN 9M23

FINANCIAL PERFORMANCE 9M23



IKHTISAR KEUANGAN

FINANCIAL INFORMATION

dalam miliar rupiah (in billion rupiah)

LAPORAN LABA (RUGI) (Profit & Loss)	9M23	9M22
Pendapatan / <i>Revenue</i>	782.76	614.56
Beban Pokok Pendapatan / <i>Cost of Revenues</i>	(364.61)	(268.24)
Laba Kotor / <i>Gross Profit</i>	418.16	346.31
Pendapatan Operasi Lainnya / <i>Other Operating Income</i>	141.86	820.95
Beban Operasi Lainnya / <i>Other Operating Expenses</i>	(5.85)	(421.00)
Laba (Rugi) Usaha / <i>Operating Income</i>	157.25	370.66
Beban Keuangan / <i>Finance Cost</i>	(226.24)	(136.86)
Laba (Rugi) Bersih / <i>Net Profit (Loss)</i>	(63.33)	234.51

dalam triliun rupiah (in trillion rupiah)

LAPORAN POSISI KEUANGAN (Balance Sheet)	9M23	2022
Total Aset / <i>Total Asset</i>	13.56	13.53
Total Liabilitas / <i>Total Liabilities</i>	9.41	9.30
Total Ekuitas / <i>Total Equity</i>	4.16	4.23
Total Liabilitas & Ekuitas / <i>Total Liability & Equity</i>	13.56	13.53

KINERJA PEMASARAN & PROSPEK USAHA

MARKETING PERFORMANCE & BUSINESS PROSPECT

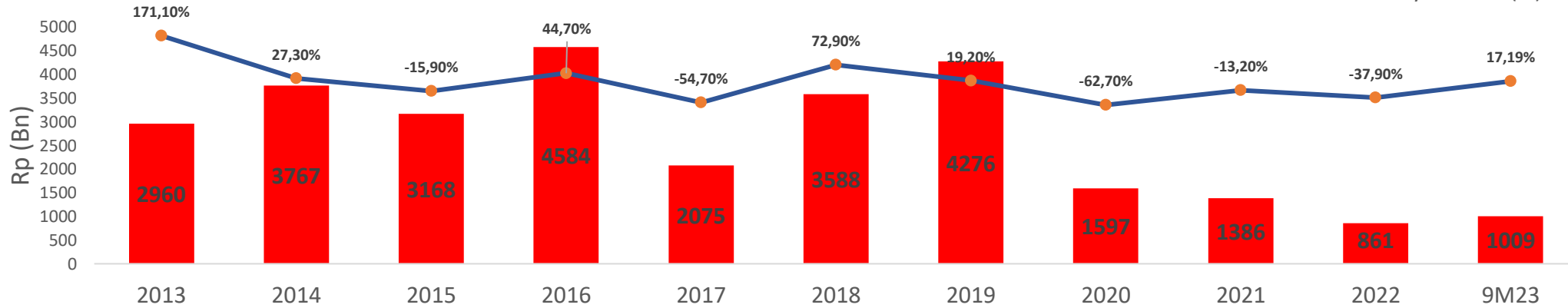


PRA-PENJUALAN

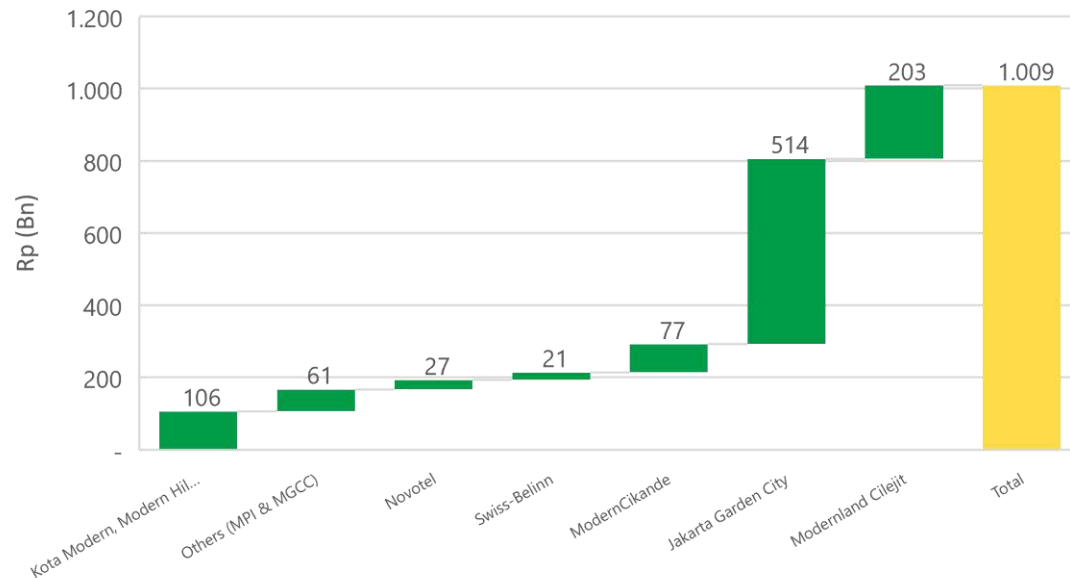
MARKETING SALES

9M23
MARKETING SALES

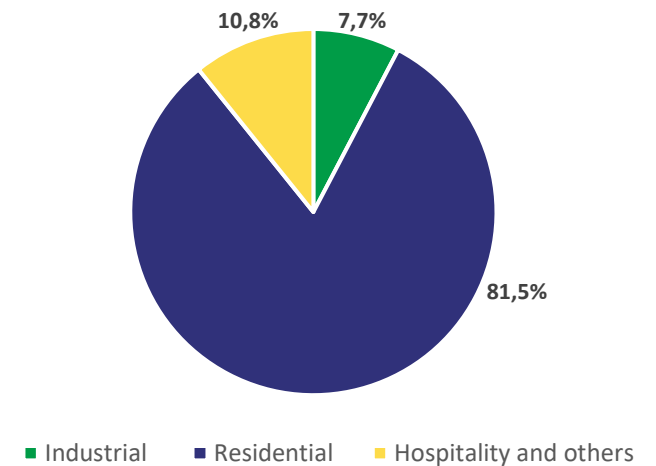
Marketing Sales
Yearly Growth (%)



9M23
BREAKDOWN BY PROJECT



9M23
BREAKDOWN BY SEGMENT



VASTU@GARDEN CITY

Pada bulan November 2023, Perseroan meluncurkan premium cluster di Jakarta Garden City, Vastu @ Garden City yang terdiri dari 388 unit. In November 2023, Company launched premium cluster in Jakarta Garden City, Vastu @ Gardern City, which consisted of 388 units.

Berlokasi pada kawasan strategis, yang dekat dengan AEON mall dan ditampilkan dengan konsep *Garden Cove* yang mengutamakan kenyamanan dan kualitas dalam kehidupan.

Located in a strategic area, close to AEON Mall and presented with the Garden Cove concept that prioritizes comfort and quality in life.



Hadivincnt Architects

Hadivincnt Architects was founded in 2000 by Hadi Vincent as the principal architect. The design principles of Hadivincnt Architects is to accomodate client's needs in terms of space functionality and efficiency without neglecting the rules of architecture and interior aesthetic value.

GREAT BRITANIA SUPER CLUSTER

Pada bulan September 2023, Perseroan meluncurkan super cluster terbaru pada Modernland Cilejit, yaitu Great Britania.

In September 2023, the company made a soft-launched new super cluster in Modernland Cilejit named Great Britania Cluster.

Great Britania akan menjadi pilihan utama bagi penghuni yang menggunakan kereta sebagai transportasi melalui stasiun Cilejit.

Great Britannia in Modernland Cilejit will serve as the primary option for prospective residents who depend on railway transportation through the Cilejit Commuterline Station.

Great Britania merupakan *supercluster* yang eksklusif dimana dibangun dengan fasad yang tinggi sehingga menyerupai hunian dua lantai. Selain itu, terdapat pintu cluster yang ikonik dan pemandangan yang indah sebagai nilai tambah.

With a grand facade that resembles that of a two-story house, it enhances the aesthetics of the residence. Furthermore, the iconic cluster gate, captivating landscape add value and enhance the exclusivity of the Great Britannia supercluster.



THANK

YOU



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