



## **PRESS RELEASE**

### **APLN Strategic Steps Successfully Drive Sales and Revenues in 2022 to increase by 104 percent to IDR 8.7 trillion**

Jakarta, March 31, 2023

Strategic steps by PT Agung Podomoro Land Tbk ("ticker: APLN" or the "Company") throughout 2022 have succeeded in driving the company's performance to become more solid. Sales and Revenues for the period ended December 31, 2022 reached IDR 8.66 trillion, an increase of 103.29% compared to the same period in 2021 of IDR 4.26 trillion. The company's gross profit jumped 240.56% to IDR 4.87 trillion from IDR 1.43 trillion in 2021. Closing the year of 2022, APLN recorded a comprehensive income of IDR 2.07 trillion compared to a comprehensive loss of IDR 545.7 billion in 2021.

PT Agung Podomoro Land Tbk Corporate Secretary, Justini Omas, explained that a number of factors contributed to the company's achievement in 2022. Among them, APLN recorded sales recognition of IDR 7.20 trillion, up 131.51% from IDR 3.11 trillion in the same period of last year. And also APLN recorded recurring revenues from the hotel and mall segment which reached IDR 1.46 trillion, an increase of 28.07% compared to the previous year of IDR 1.14 trillion. Another factor is the strategic collaboration between APLN and Hankyu Hanshin Properties Corp ("HHP") in managing Central Park Mall ("CP Mall") through CPM Assets Indonesia ("CPM"). HHP through CPM Assets Japan LLC has acquired CPM and now holds 71.42% of CPM's shares while APLN itself still controls 28.58% of CPM's shares.

"We are grateful that the various strategic steps taken in 2022 have succeeded in driving performance growth in all business lines and improving the company's fundamentals. We have also succeeded in optimizing government policies to relax community activities by increasing revenues from the hotel and mall segment," explained Justini Omas through an official statement, Friday (31/3).

Currently APLN owns and operates a number of premium hotels such as Pullman Vimala Hills Ciawi, Pullman Grand Central Bandung and Indigo Seminyak Bali. The company also still owns and manages a number of premium malls in Jakarta and various major cities in Indonesia, including: Kuningan City, Senayan City, Baywalk, Emporium Pluit, Festival CityLink Bandung, Deli Park Medan, and Plaza Balikpapan.

Justini Omas added that APLN property sales in 2022 continue to show positive results. Total marketing sales excluding VAT reached IDR 1.66 trillion. A number of property projects that are being developed and built by the company such as Podomoro Park Bandung, Bukit Podomoro Jakarta, Pakubowono Spring, Podomoro City Deli Medan, Podomoro Golf View and Podomoro Tenjo City are the main source of the largest marketing sales.

"APLN will continue to optimize the market demand for property in various cities in Indonesia. Through various product innovations and the best infrastructure support, we will continue to ensure that APLN property products are always a reference and choice of consumers, as has been proven for more than 53 years in the company's journey," added Justini.

The company is also committed in continuing to drive efficiency in various business lines. This strategy was successfully carried out when the Covid-19 pandemic started in 2020, so that APLN continued to build various property projects even in a crisis situation. Through disciplined and measured financial management, the company managed to pay off a loan worth SGD 172 million to Guthrie Venture Pte Ltd in 2022.

#### **About PT Agung Podomoro Land Tbk**

PT Agung Podomoro Land Tbk has 40 (forty) subsidiaries, 13 (thirteen) entities through indirect ownership by subsidiaries and 4 (four) associates in property sector in Jakarta, Bogor, Karawang, Bandung, Bali, Balikpapan, Batam, Makassar, and Medan. With more than 50 years of experience as part of the Agung Podomoro Group, Agung Podomoro Land has a solid foundation to become the leading developers in developing property business in Indonesia.

Within 10 (ten) years, Agung Podomoro Land has completed more than 50 property projects, with majority addressed to middle class segments of society, with projects ranging from low cost apartments to high end apartments in South Jakarta, high end and the neighborhood mall, shop houses, hotels and office towers.

With a motto to be part of future stakeholders, and provide a harmonious lifestyle. Agung Podomoro Land believes to continuously growing rapidly in Indonesia, where local knowledge meets international standards.

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