



PRESS RELEASE

Property Sales Grew Positively, APLN Booked Sales and Revenues of IDR4.26 trillion in 2021

Jakarta, April 6, 2022. PT Agung Podomoro Land Tbk ("APLN" or the Company) managed to book sales and revenues of IDR4.26 trillion in 2021. Property sales which grew positively became the Company's main source of revenue last year. Meanwhile, the hotel business and mall began to rise amid the challenges of the Covid-19 pandemic that lasted throughout the year.

PT Agung Podomoro Tbk Corporate Secretary Justini Omas explained that until December 31, 2021, the Company recorded sales of IDR3.11 trillion and recurring revenues of IDR1.14 trillion. The company also recorded a gross profit of IDR1.42 trillion with a gross profit margin of 33.6%.

"We are grateful to be able to overcome various challenges, especially the Covid-19 pandemic that has occurred since 2020 and throughout 2021. Property sales from various APLN projects in a number of cities became one of the main catalysts for the Company's revenues last year. The hotel business as one of the Company's sources of recurring revenues also continues to show positive performance," explained Justini Omas through an official statement in Jakarta, Tuesday (5/4).

Justini said, as a leading, integrated and trusted property developer, APLN continues to take the initiative to provide residential products that meet the needs of the market in various major cities in Indonesia. In 2021, APLN has added a new property project, namely the Bukit Podomoro Jakarta luxury residential area in the East Jakarta area.

Meanwhile, other property projects continue to be developed and accelerated, such as Podomoro Park Bandung (Bandung), Podomoro Golf View (Depok), Podomoro City Deli (Medan), Kota Podomoro Tenjo (Bogor), Borneo Bay (Balikpapan), Orchard Park (Batam) and Kota Kertabumi (Karawang). APLN's rapid movement in building its projects is also to optimize the Value Added Tax (VAT) incentives that have been rolled out by the government since 2021.

"The company managed to sell almost 2000 units of landed houses, shop houses, office units, kiosks and apartments last year. The increased purchasing power of consumers has enabled the Company to record marketing sales in 2021 of IDR2.7 trillion, higher than the target set at IDR 2 trillion," said Justini.

In the hotel business, during 2021 APLN has operated 9 hotels in Jakarta, Bogor, Bandung and Bali. A number of major hotels such as the Pullman Vimala Ciawi hotel, Bogor and the Pullman Grand Central Bandung hotel showed an increase in the occupancy rate. Even in certain moments, the rooms at the Pullman Ciawi hotel and the Pullman Bandung hotel are sold out, considering that there are still restrictions on the number of rooms as ruled during the pandemic.

Justini hopes that the various efforts that have been made by the government in overcoming the Covid-19 pandemic can run well, so that all business activities can return to normal. Positive signals of economic recovery throughout 2022 have also begun to be seen. Visitors to shopping centers owned and managed by APLN such as Central Park, Senayan City and Emporium Pluit Mall are increasing.

"We will continue to encourage businesses from the recurring revenues such as hotels and malls to continue to grow positively in line with the national economic recovery in 2022. On the other hand, APLN will also carry out new initiatives to optimize the potential of the property business which has revived and remains disciplined and efficient in managing the Company's operations," she said.

About PT Agung Podomoro Land Tbk

PT Agung Podomoro Land Tbk. has 40 (forty) subsidiaries. 13 (thirteen) entities through indirect ownership by subsidiaries and 2 (two) associates in property sector in Jakarta, Bogor, Karawang, Bandung, Bali, Balikpapan, Batam, Makassar and Medan. With 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, PT Agung Podomoro Land, Tbk. 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, PT Agung Podomoro Land Tbk. believes to continuously growing rapidly in Indonesia where local knowledge meets international standards.

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