



**PRESS RELEASE**

**PT AGUNG PODOMORO LAND TBK 9M2020 RESULTS**

Jakarta, November 16, 2020. PT Agung Podomoro Land Tbk (“APLN” or “the Company”) – (Ticker IDX: APLN) – announced its unaudited financial results for the period ended September 30, 2020.

The Company recorded sales and revenues of IDR2,888.0 billion in 9M2020, slight decreased by 1.2% compared to IDR2,922.2 billion in 9M2019. The Company recognized sales of IDR2,111.4 billion in 9M2020 increased by 9.1% from IDR1,935.3 billion in 9M2019 mainly as a result of Karawang industrial land sale, and recorded recurring revenues of IDR776.6 billion in 9M2020 decreased from IDR986.9 billion in 9M2019 as a result of the current pandemic.

The Company recorded gross profit of IDR1,271.7 billion with gross margin of 44.0% in 9M2020 compared to gross profit of IDR1,448.1 billion with gross margin of 49.6% in 9M2019.

**Operation Highlights:**

<u>In Rupiah (Billion)</u>	<u>9M2020</u>	<u>9M2019</u>	<u>% change</u>
<b><u>Sales and Revenues</u></b>	2,888.0	2,922.2	(1.2)
Sales	2,111.4	1,935.3	9.1
Revenues	776.6	986.9	(21.3)
<b><u>Costs of Sales and Direct Costs</u></b>	(1,616.3)	(1,474.1)	9.6
<b><u>Gross Profit</u></b>	1,271.7	1,448.1	(12.2)
<b><u>Gross Profit Margin (%)</u></b>	44.0	49.6	(11.3)
<b><u>Operating Expenses</u></b>	(659.0)	(863.1)	(23.6)
<b><u>Non Operating Expenses – Net</u></b>	(689.3)	(308.8)	123.2
<b><u>Tax Expenses</u></b>	(118.6)	(111.3)	6.6
<b><u>Profit (Loss) for The Period</u></b>	(195.2)	164.9	(218.4)
<b><u>Other Comprehensive Income</u></b>	(86.7)	(63.5)	36.5
<b><u>Comprehensive Income (Loss)</u></b>	(281.9)	101.4	(378.0)
<b><u>Comprehensive Income (Loss) Attributable to Owners</u></b>	(516.9)	18.4	(2,909.2)
<b><u>Net Profit (Loss) Margin (%)</u></b>	(6.8)	5.6	(221.4)
<b><u>Net Profit (Loss) Comprehensive Margin (%)</u></b>	(9.8)	3.5	(380.0)
<b><u>Net Profit (Loss) Attributable (Loss) Margin (%)</u></b>	(17.9)	0.6	(3,083.3)

The Company recorded marketing sales of IDR2,520.2 billion (net of Value Added Taxes) up to October 2020 with Karawang industrial land sale, Podomoro Park Bandung, Podomoro Golf View and Podomoro City Deli Medan contributed around 88%.

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

PT Agung Podomoro Land Tbk. has 40 (forty) subsidiaries. 12 (twelve) 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. the Agung Podomoro 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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