



PRESS RELEASE

PT AGUNG PODOMORO LAND TBK FULL YEAR 2012 RESULTS
Profit attributable to owners increased almost 40% to IDR811.7 billion

Jakarta, 27 March, 2013. PT Agung Podomoro Land Tbk (“APLN” or “the Company”) – (Ticker IDX: APLN) – today announced its financial results for the year ended 31 December 2012.

APLN maintains its growth momentum by recording sales and revenues of IDR4,689.4 billion in FY-2012, increased by 22.6% compared to IDR3,824.1 billion in FY-2011. The increase was largely driven by higher contribution from recurring revenues followed by higher sales recognition. Recurring revenues amounted to IDR785.7 billion in FY-2012, an increase of 110.2% from IDR373.8 billion in FY-2011. As percentage of total sales and revenues, recurring revenues increased to 16.8% in FY-2012 from 9.8% in FY-2011 in line with the Company’s target to achieve at least 25% by 2015.

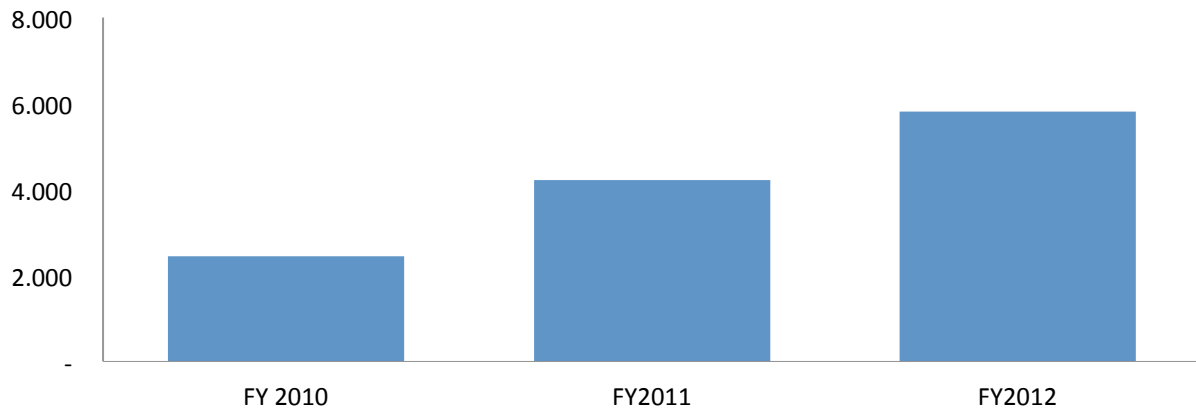
Growing by 48.1% in FY-2012, gross profit reached IDR2,084.5 billion for the year with improved gross profit margin to 44.5%. Profit attributable to owners grew by 39.7% year on year to IDR811.7 billion in FY-2012 from IDR581.0 billion in FY-2011.

Operations Highlights:

In IDR (Billion)	FY 2012	FY 2011	% change
Sales and Revenues	4,689.4	3,824.1	22.6
Sales	3,903.8	3,450.2	13.1
Rental and others	785.7	373.8	110.2
Costs of Sales and Direct Costs	(2,604.9)	(2,416.2)	7.8
Gross Profit	2,084.5	1,407.9	48.1
Gross Profit Margin (%)	44.5	36.8	20.9
Operating Expenses	(824.3)	(577.4)	42.8
Non Operating Income (Expenses) – Net	(162.6)	57.7	(381.8)
Tax	(256.3)	(203.3)	26.0
Comprehensive Income	841.3	684.9	22.8
Profit Attributable to Owners	811.7	581.0	39.7

Trihatma Kusuma Haliman, the President Director and CEO of APLN stated: “2012 was another excellent year for APLN. We were able to grow our sales and revenues by more than 22% while managing growth of costs of good sold by less than 8%. Accordingly, our gross profit margin increased to 44.5% in FY-2012 compared to 36.8% in FY-2011. Profit attributable to owners grew by almost 40% to IDR811.7 billion. This achievement was ahead of our expectation and we are confident to continue our strong performance in 2013”.

Marketing Sales (IDR Billion) CAGR 54%



APLN recorded marketing sales of IDR5.8 trillion in the FY-2012, an increased of 38% year on year compared to IDR4.2 trillion in FY-2011. Green Bay Superblock continues to dominate marketing sales contribution with a share of 37%, followed by Podomoro City including its extension with 25% share, and the acquisition of Parahyangan Residence in Bandung which contributes 12% of marketing sales.

“We were able to grow our marketing sales by double digit in the last few years supported by more projects acquisitions. This year, we aim to acquire at least five additional project to increase our marketing sales”, added Haliman.

About PT Agung Podomoro Land Tbk

PT Agung Podomoro Land Tbk. has 27 (twenty seven) subsidiaries, 8 (eight) entities through indirect ownership by subsidiaries and 2 (two) associates in property sector in Jakarta, Karawang, Bandung, Bali, Makassar, Batam and Balikpapan. With 40 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 investors and buyers, 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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