



**PRESS RELEASE**

**PT AGUNG PODOMORO LAND TBK FULL YEAR 2018 RESULTS**

Jakarta, March 29, 2018. PT Agung Podomoro Land Tbk (“APLN” or “the Company”) – (Ticker IDX: APLN) – announced its audited financial results for the period ended 31 December 2018.

The Company recorded sales and revenues of IDR5,035.3 billion in FY-2018, which declined by 28.5% as compared to IDR7,043.0 billion in FY-2017, which included the sale of industrial land for IDR1,387.4 billion. Recognized sales on property development decreased by 34.7% from IDR5,346.1 billion in FY-2017 to IDR3,489.6 billion in FY-2018, while recurring revenues decreased by 8.9% from IDR1,696.9 billion in FY-2017 to IDR1,545.7 billion in FY-2018.

The Company recorded gross profit of IDR2,418.6 billion in FY-2018, decreased by 29.3% compared to IDR3,422.1 billion in FY-2017 which included the gross profit of IDR826.7 billion of industrial land sale. Comprehensive income decreased by 86.7% from IDR1,871.9 billion in FY-2017 to IDR248.2 billion in FY-2018 while comprehensive income attributable to owners of the Company decreased by 94.1% from IDR1,360.5 billion in FY-2017 to IDR79.6 billion in FY-2018. Comprehensive income in 2017 included net gain from industrial land sale of IDR788.7 billion and net gain from sell of Pullman of IDR919.4 billion.

**Operation Highlights:**

<b><u>In Rupiah (Billion)</u></b>	<b><u>FY-2018</u></b>	<b><u>FY-2017</u></b>	<b><u>% change</u></b>
<b><u>Sales and Revenues</u></b>	5,035.3	7,043.0	(28.5)
<b>Sales</b>	3,489.6	5,346.1	(34.7)
<b>Rental and others</b>	1,545.7	1,696.9	(8.9)
<b><u>Costs of Sales and Direct Costs</u></b>	(2,616.7)	(3,620.9)	(27.7)
<b><u>Gross Profit</u></b>	2,418.6	3,422.1	(29.3)
<b><u>Gross Profit Margin (%)</u></b>	48.0	48.6	(1.2)
<b><u>Operating Expenses</u></b>	(1,277.9)	(1,383.4)	(7.6)
<b><u>Non Operating Income (Expenses)</u></b>	(764.1)	143.1	(634.0)
<b><u>Tax</u></b>	(182.9)	(299.2)	(38.9)
<b><u>Other Comprehensive Income</u></b>	54.5	(10.7)	(409.3)
<b><u>Comprehensive Income</u></b>	248.2	1,871.9	(86.7)
<b><u>Comprehensive Income Attributable to Owners</u></b>	79.6	1,360.5	(94.1)
<b><u>Net Profit Margin Comprehensive (%)</u></b>	4.9	26.6	(81.6)
<b><u>Net Profit Margin Attributable (%)</u></b>	1.6	19.3	(91.7)

The Company recorded marketing sales of IDR2,390.3 billion, decreased 24.4% from IDR3,160.8 billion in FY-2017 as we sold industrial land for IDR1,387.4 billion last year.

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

PT Agung Podomoro Land Tbk. has 41 (forty one) 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 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 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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