



PT CIPUTRA DEVELOPMENT TBK

Newsletter – December 2011

Ciputra Adigraha and Mandiri Signed an Agreement for Rp 1.8 Billion Loan



Jakarta – Ciputra Adigraha's CEO, Candra Ciputra and Bank Mandiri's Corporate Banking Director, Fransisca Nelwan Mok signed an agreement for Mandiri to be lead arranger and underwriter for a Rp 1.8 trillion syndicated loan on Dec 15. This loan, fulfilling 46% of Ciputra World Jakarta I's Rp 4 trillion investment requirement, has an 8 years term with an 18 months grace period.

At the signing, Bank Mandiri CEO Zulkifli Zain expressed his confidence that Indonesia's property market will prosper as the Indonesian economy continues to grow. This confidence is apparent in Bank Mandiri's strategy of increasing loan disbursement to the sector. In the first 9 months of 2011, Bank Mandiri has disbursed Rp 35.97 trillion in loan to the property and construction sector, an increase of 21% from the same period last year.

Kidz World Party Brightened Christmas at The Taman Dayu



Pandaan – The Taman Dayu held Kidz World Party on 18 December 2011 to celebrate Christmas. Santa Claus made an appearance to the event where The Taman Dayu hosted a Christmas Tree decorating competition and various activities spoiling visiting children such as: mini golf, arcade video games and Santa's sleigh rides around Taman Dayu's lush environment. Sekolah Citra Berkart Students took part in the event performing to brighten visitors' day. They also polished their entrepreneurial skills at the bazaar held on the day.

CitraLand Surabaya's Christmas Celebration

Surabaya – To Celebrate Christmas, CitraLand Surabaya held an event titled "Festive Crystal Christmas" at the location of a new cluster launched on the day of the event, Crystal Golf. The main event of the



day was a choir festival with prizes totaling millions of rupiahs, completed with other various competitions and activities such as cardboard Christmas tree decorating competition, mini train ride, Santa Claus appearance, kids' performances as well as the launching event.

Crystal Golf is an exclusive, gated cluster in a strategic location offering magnificent views of CitraLand Surabaya's golf course, and easy access to exclusive family club equipped with a swimming pool and tennis court for residents. Designed by marrying modern minimalistic and green concept, this cluster offers two different types of two-storey houses ranging from 178 to 300 sqm in land area with a flexible layout named Lilac and Turquoise. These units are marketed from Rp 1.5 billion.

CitraChristmas Time at CitraGrand City Palembang

Palembang – On 11 December, residents and visitors of CitraGrand City Palembang flocked to participate in Citra Christmas Time, held between 10 a.m. and 5 p.m. in front of the project's marketing corner. At the event, CitraGrand City proudly presented educational and creative activities for children in kindergarten up to primary school's third grade such as: colouring, dancing and band competitions. On these competitions, participating children/group are judged on their performance as well as team chemistry for group competitions.



Along with the competitions, CitraGrand City provided a Giant Canvas where 1,001 visitors can put their hand prints and write their wishes for the coming year, performances by Shaker Crew and ELNINO Band as well as a Santa Claus storytelling session.

Also celebrated at the festivities, was the launching of CitraGrand City's newest commercial product. The 52 Rodeo Drive shop house units in Copacabana are designed for residents of Palembang wanting to start a business as well as a residence. These three-storey units have land widths of 4.5 meters and lengths varying between 15 to 22.5 meters.

CitraIndah Jonggol Launches *Bukit Bougenville*

Jonggol – On 24 December 2011, CitraIndah jonggol launched a new cluster, "*Bukit Bougenville*". To celebrate the launch of this new cluster, the project offered special deals such as Rp 2 million off deposit and free mortgage fees for 50 first customers. This latest addition to a project catering for middle and the lower middle class offers houses with land area ranging from 90 to 150 sqm.

Ciputra World Surabaya Celebrates the Season of Splendour



CitraRaya Water World's Christmas Celebration



Jakarta – To celebrate Christmas 2011 and New Year 2012, WaterWorld at Citra Raya held various competitions and games and enlivened its area with musical, theatrical and dance performances from 25 December 2011 to 1 January 2012. These programs were received positively by visitors, proven by a record of average number of visitors at 1,000 per day.

Surabaya – Over Christmas, Ciputra World Surabaya spoiled its visitors with various entertainment events packaged as "*Season of Splendour*" – *Wondrous Christmas and New Year*, where CWS provided a Christmas Village for Christmas Carols, and Christmas stalls. Christmas village was decorated in traditional Christmas theme, with a sleigh and reindeers as well as snowmen and Christmas presents.

The mall also presented visitors with a special performance by a Cherrybelle and a meet and greet session with the band. This Korean pop - music inspired girl band with 9 personnel: Cherly, Angel, Wenda, Ryn, Anisa, Felly, Devi, Christy and Gigi was formed through a rigorous audition process. Cherrybelle debuted the Indonesian music scene with their hit single, "*Dilema*".

Mall Ciputra Jakarta's Christmas Celebration

Jakarta – Mall Ciputra Jakarta's Christmas event broke a MURI record for the longest



consecutive choir performance lasting 12 hours, by 12 choirs chosen from a rigorous audition process held at the mall in October.

Along with the choir event, management arranged for Christmas carols to fill the mall's hall, held a Christmas charity show to raise funds for 10 needy orphanages, Crazy shopping where customers spending Rp 100,000 may buy a BlackBerry Dakota for Rp 5 million and Saturday Marathon Shopping where customers spending Rp 1 million at certain times, have the chance to receive a 32 inch LCD TV as part of the Mall's Christmas Celebration.

CitraRaya Tangerang Concludes its EcoCulture Celebration

Jakarta – CitraRaya Tangerang concludes its EcoCulture celebration in the month of December. In this month, CitraRaya organized various activities and events to further instill this culture into the project's residents.

Throughout the month, CitraRaya's management gathered children from the project's five clusters; Taman Raya, Taman Chrysant, Taman Puspa, Taman Puspita and Gardenia; to plant trees in their clusters of residence. The activity titled "EcoGreen" is held to raise



residents' awareness of the deteriorating state of the earth from a young age and to make them realize that anybody, even at a young age, can take part in the preservation of environment. This event attracted the participation of 300 primary school aged children whose names are displayed by the 400 trees they planted, to remind them of their effort in preserving the environment.

CitraSun Garden Semarang participated in REI's Expo

Semarang – Between 22 Desember 2011 and 02 Januari 2012, CitraSun Garden Semarang participated in REI Central Java Expo V at Mall Ciputra Semarang. This two weeks long event attracted 350 visitors, the number of which was supported by visitors from outside of Semarang who are able to visit during to the school holidays.

CitraGarden City Jakarta Lifts Residents' Christmas Spirits



Jakarta – To celebrate Christmas, CitraGarden City Jakarta held an event titled "Spirit of Christmas" where Santa Claus made an appearance to take pictures with visiting

children and their family and children were able to participate in making Christmas decorations. Visitors to the event also enjoyed a ventriloquist dummy performances and musical performances from national artists.

On Dec 4 2011, CitraRaya residents were invited to join EcoRobics, an aerobic session enlivened with various musical



performances. The event held to instill exercising to its residents' lifestyles was considered successful, attracting the participation of thousands of residents as well as visitors. At the event, Lalitya Sastrawinata, Marketing Communication Manager of the project expressed management's hope to routinely hold exercising events to help improve residents' health.



On the following weekend, 10 – 11 December, CitraRaya invited companies and business partners providing environmentally friendly products such as: Karang Pilang, Holcim, and Wika to be featured at EcoExpo. Packaged with the event was talk show featuring: Bintang Nugroho (Green Building Council Indonesia Member), DR. Venny Chandra (Ciputra Group's Sustainability Advisor), and Mary Octo Sihombing (Deputy Director of PT Ciputra Residence) conveying important messages about green property and sustainable development. During the talk show, speakers educated visitors on healthy lifestyle and the importance of its adoption. To conclude the talk show, speakers urged residents of CitraRaya to adopt a healthy lifestyle that contributes to environment conservation.

With the conclusion of this celebration, CitraRaya's management hopes that the EcoCulture has been instilled into the project's residents.

Recap on 2011 and Plans for 2012

Until the end of 2011, PT. Ciputra Development (CTRA) has launched a total number of 9 new projects.

Throughout 2011, CTRA's subsidiary, PT. Ciputra Surya (CTRS) launched 3 joint operation (JO) residential projects, namely: CitraSun Garden Semarang, CitraLand Kendari and CitraLand Denpasar. Pre-sales from these projects contributed over Rp 500 billion to CTRS's pre-sales amounting Rp 1.4 trillion. CTRS is also finishing its Ciputra World Surabaya (CWS)'s first development phase, the shopping mall started operation on 22 July 2011 and the 99% sold apartments are being handed over to owners.

While PT. Ciputra Property (CTRP) launched its first JO project, DIPO Business Center in Jakarta. This project is of a 19,000 sqm office tower and 15 house/office units. Along with the launch of its first JO project, CTRP continued to launch elements of its Ciputra World Jakarta (CWJ) development, which are: Raffle Residence atop Raffles Hotel

To conclude EcoExpo and CitraRaya's EcoCulture Celebration as well as to celebrate the project's CitraRaya's 17th anniversary, EcoNight was held on the night of 11 December 2011. The event was enlivened by a blend of modern and traditional performances by performers such as: Swara Mahardika and was attended by Tangerang's mayor, H Ismet Iskandar and PT Ciputra Residence's CEO and management as well as residents. In his greeting speech to open the event, H Ismet Iskandar expressed his gratitude of the EcoCulture program launched by CitraRaya's management, who, amidst society's negligent behavior toward the environment, puts concrete efforts to save the earth.



As part of the festivities, winners of The best looking shop houses 2011, were announced. Helmy Zainuddin, owner of *Restoran Sederhana Citra*; Kenny Sukiman, owner of *Resto Bakmi Grand Kelinci* as well as Wowok Hesti Prabowo who owned *Gudeg Kota Seni* have been judged to have best revitalized their shop houses. These winners received prizes totaling Rp 35 million.

in CWJ I, and The Cedar apartments, within CWJ II. CTRP's new projects contributed Rp 376 billion to its total Rp 500 billion pre-sales achievement. During the year, CTRP also signed a lease agreement with LOTTE Shopping for the mall within CWJ I and a management with W Hotels for the management of W Hotel Jakarta to be built within CWJ II. The development of CWJ I is due to be completed in 2012, while the first stage development of CWJ II is due to start in 2012.

In November 2011, CTRA's first healthcare project, Ciputra Hospital within its CitraRaya Tangerang development started operations. Along with this new venture, CTRA launched 3 new residential projects in Pekanbaru, Jambi and Pekalongan. These projects ranging from 10 to 35 Ha in size, contributed Rp 235 billion to CTRA's pre-sales, taking up the consolidated contribution of new projects to Rp 1,1 trillion or 30% of CTRA's annual pre-sales amounting Rp 3,6 trillion. Performance of the newly launched project supported CTRA in achieving a 111% growth in pre-sales from 2010.

CTRA previously targeted the launch of 12 projects in 2011, the three projects not yet launched, CitraGarden Tegal, Bizpark CE Banjarmasin and CitraGrand Jogjakarta will be launched in 2012. Along with the three launches, CTRA plans the launch of 7 more projects located in: Semarang, Jogjakarta, Pangkalpinang, Pontianak, Medan, Pekanbaru and Palu.

Launches of the 10 new projects teamed with the positive outlook Indonesian economy and property sector and Indonesian banks' strategy of increasing mortgage loan is predicted to support a 30 – 40% growth in CTRA's marketing sales in 2012.

