

PT PURI SENTUL PERMAI Tbk

LAPORAN HASIL PAPARAN PUBLIK

PT Puri Sentul Permai Tbk

(Perseroan)

Paparan Publik PT Puri Sentul Permai Tbk telah diselenggarakan pada:

Hari, Tanggal : Rabu, 16 April 2025
Waktu : Pkl. 14.30 - 14.55 WIB
Tempat : Fu Hot Pot and Grill Restaurant
Kawasan Industri Sentul, Jl. Surya Raya, Kav. Commercial Area 1, Olympic CBD, Sentul-Bogor 16810

Manajemen : 1) **Rolf B Pohan** – Direktur
2) **Irene Nursalim** – Direktur
3) **Aan Rohanah** – Corporate Secretary
4) **Devy. A Malo** – General Manager
5) **Amanda A. Ningsih** – Senior Manager

Total Peserta : 10 (sepuluh) orang

Susunan Acara : I. Pembukaan dan Perkenalan
II. Presentasi Paparan Publik
III. Sesi Tanya Jawab
IV. Penutup

REPORT OF THE PUBLIC EXPOSE

PT Puri Sentul Permai Tbk

(Company)

Public Expose of PT Puri Sentul Permai Tbk was held on:

Day, Date : Wednesday, 16th of April 2025
Time : At 2.30 - 2.55 PM
Venue : Fu Hot Pot and Grill Restaurant

Kawasan Industri Sentul, Jl. Surya Raya, Kav. Commercial Area 1, Olympic CBD, Sentul-Bogor 16810

Management : 1) **Rolf B Pohan** – Director
2) **Irene Nursalim** – Director
3) **Aan Rohanah** – Corporate Secretary
4) **Devy A. Malo** – General Manager
5) **Amanda A. Ningsih** – Senior Manager

Participants : 10 (ten) persons

Agenda : I. Opening and Introduction
II. Public Expose Presentation
III. Question and Answer
IV. Closing

I. Pembukaan dan Perkenalan

Corporate Secretary membuka acara dan memperkenalkan Jajaran Direksi Perseroan, General Manager dan Senior Manager yang hadir pada acara Paparan Publik.

II. Presentasi Paparan Publik

Corporate Secretary melakukan presentasi Paparan Publik yang meliputi hal-hal sebagai berikut:

1. Hasil Rapat Umum Pemegang Saham
2. Pencapaian & Kinerja Perseroan 2024
3. Rencana Kerja 2025

I. Opening and Introduction

The Corporate Secretary opened the event and introduced the Company's Board of Directors, General Managers, and Senior Managers who attended the Public Expose.

I. Public Expose presentation

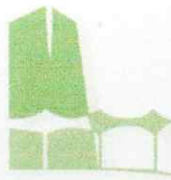
Corporate Secretary conducted a Public Expose presentation which included the following matters:

1. Results of the General Meeting of Shareholders
2. Company Performance Achievement 2024
3. Work Plan 2025

PT Puri Sentul Permai, Tbk

Kawasan Industri Sentul Jl. Surya Raya Kav Commercial Area 1, Sentul – Bogor 16810

Telp. (021) 8790 5100, Fax (021) 8790 5200 email: info@kedaton8.com / purisentulpermai@yahoo.com



PT PURI SENTUL PERMAI Tbk

- A. Grand Opening Swiss Belexpress Hotel Rest Area KM 260B
- B. Grand Opening Swiss Belexpress Hotel Rest Area KM 379A
- C. Launching Lounge di Rest Area KM 260B
- D. Launching Lounge di Rest Area KM 379A
- E. Peremajaan Kamar Hotel dan Penambahan Tipe Kamar serta fasilitas lainnya di Kedaton 8 Hotel
- F. Mendapatkan ISO 9001
- G. Peningkatan Kompetensi SDM, ICT (Information, Communication & Technology), dan keberlanjutan CSR Perseroan

- A. Grand Opening of Swiss Belexpress Hotel Rest Area KM 260B
- B. Grand Opening of Swiss Belexpress Hotel Rest Area KM 379A
- C. Launching Lounge at Rest Area KM 260B
- D. Launching Lounge at Rest Area KM 379A
- E. Re-design of interior Hotel Rooms and Addition of Room Types and other facilities at Kedaton 8 Hotel
- F. Working Toward Obtaining ISO 9001-2015
- G. Increasing HR Competence, ICT (Information, Communication & Technology), and sustainability of the Company's CSR.

III. Ringkasan Sesi Tanya Jawab

1. Pertanyaan dari Ghofur - Investor.id

Apa dampak dari rencana grand launching dan peningkatan kompetensi terhadap kinerja keuangan Perseroan di tahun 2025?

Jawaban Bapak Rolf B Pohan - Direktur :

Pada tahun 2025, Perseroan merencanakan grand launching dua unit hotel baru di Rest Area KM 260B dan KM 379A, serta fasilitas lounge tambahan. Langkah ini merupakan bagian dari strategi ekspansi untuk memperluas kapasitas dan meningkatkan brand awareness di kalangan pengendara tol. Kami menargetkan kontribusi pendapatan akan naik signifikan pada Kuartal III dan IV, bertepatan dengan momentum libur Natal dan Tahun Baru. SDM yang professional akan memberikan pelayanan yang lebih profesional sehingga hal ini berkaitan dengan kepuasan pelanggan sehingga akan membantu mendorong kinerja keuangan perseroan.

2. Pertanyaan dari Ghofur - Investor.id

Bagaimana kontribusi musim mudik tahun 2025 terhadap tingkat okupansi hotel yang dikelola Perseroan di rest-area?

Jawaban Bapak Rolf B Pohan - Direktur :

Musim mudik tahun 2025 memberikan dampak yang sangat positif terhadap tingkat okupansi hotel kami. Respons dari masyarakat sangat baik, terlihat dari tingginya tingkat

III. Summary Question and Answer

1. Question from Ghofur - Investor.id

What effect will the grand launch plan and competency enhancement have on the company's financial performance in 2025?

Answer by Mr Rolf B Pohan - Director:

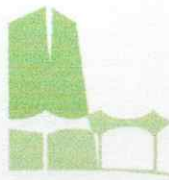
In 2025, the Company plans to officially launch two new hotel units located at Rest Area KM 260B and KM 379A, along with additional lounge facilities. This initiative is part of our strategy to expand capacity and enhance brand awareness among toll motorists. We are aiming for a significant revenue contribution in the third and fourth quarters, aligning with the increased traffic during the Christmas and New Year holidays. Currently, our main focus is on fully preparing for operational readiness. Professional human resources will provide more professional services this is related to customer satisfaction it will help boost the company's financial performance.

2. Question from Ghofur - Investor.id

How will the 2025 homecoming season affect the hotel occupancy rate managed by the Company in the rest area?

Answer by Mr Rolf B Pohan - Director:

The 2025 homecoming season had a very positive impact on our hotel occupancy rate. The response from the public was excellent, as seen from the high level of hotel stays since



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penginapan di hotel sejak awal masa libur. Penambahan fasilitas dan kenyamanan yang kami tawarkan terbukti mampu menarik minat pengguna jalan tol untuk beristirahat di hotel kami, sehingga secara langsung turut meningkatkan pendapatan Perseroan selama periode tersebut.

3. Pertanyaan dari Ghofur – Investor.id

Berapa target pertumbuhan pendapatan Perseroan di tahun 2025?

Jawaban Ibu Irene Nursalim – Direktur

Perseroan menargetkan peningkatan pendapatan sebesar 10% hingga 17% pada tahun 2025. Target ini didukung oleh pengembangan fasilitas hotel dan optimalisasi layanan kepada pelanggan, yang diyakini akan berdampak positif terhadap kinerja keuangan sepanjang tahun berjalan.

4. Pertanyaan dari Rizki - Emitennews.com

Apa penyebab tidak tercapainya laba di tahun 2024, dan bagaimana langkah antisipatif yang diambil Perseroan?

Jawaban Ibu Irene Nursalim - Direktur

Ketidaktercapaian laba di tahun 2024 disebabkan oleh meningkatnya beban pra operasional, biaya promosi, serta proses perizinan. Sebagai langkah mitigasi, Perseroan akan memfokuskan strategi pada penguatan branding, dengan memanfaatkan momentum peningkatan kesadaran masyarakat akan pentingnya beristirahat selama perjalanan jauh. Hal ini juga sejalan dengan misi kami untuk menyediakan layanan yang aman dan nyaman bagi pengguna jalan tol.

5. Pertanyaan dari Rizki - Emitennews.com

Apakah menurunnya daya beli masyarakat dan efisiensi anggaran pemerintah turut mempengaruhi kinerja Perseroan di tahun 2024?

Jawaban Bapak Rolf B Pohan - Direktur

Secara umum, sektor tertentu memang terdampak oleh penurunan daya beli dan kebijakan efisiensi anggaran pemerintah.

the beginning of the holiday period. The additional facilities and comfort that we offer have proven to attract toll road users to rest at our hotels, thus directly contributing to increasing the Company's revenue during the period.

3. Question from Ghofur – Investor.id

What is the Company's revenue growth target in 2025?

Answer by Ms Irene Nursalim - Director

The company aims to increase revenue by 10% to 17% by 2025. This goal is backed by the development of hotel facilities and the optimization of customer services, which are expected to positively impact financial performance throughout the year.

4. Question from Rizki - Emitennews.com

What are the causes of not achieving profit in 2024, and what are the anticipatory steps taken by the Company?

Answer by Ms Irene Nursalim - Director:

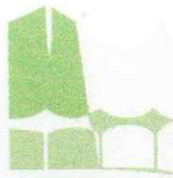
The lack of profit in 2024 is attributed to rising operational expenses, increased promotional costs, and the licensing process. As a response, the company will adjust its strategy to strengthen branding, leveraging the growing public awareness of the importance of taking breaks during long trips. This approach aligns with our mission to provide safe and convenient services for toll road users.

5. Question from Rizki - Emitennews.com

Will declining purchasing power and government budget efficiency affect the Company's performance in 2024?

Answer by Mr Rolf B Pohan - Director

In general, certain sectors have been negatively impacted by the decline in purchasing power and the implementation of



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Namun demikian, Perseroan memiliki segmen pasar yang sangat spesifik, yaitu pengguna jalan tol yang membutuhkan akomodasi dan layanan istirahat. Meski terdapat penurunan di segmen perjalanan dinas, kami masih melihat potensi pertumbuhan dari sektor lain seperti logistik dan akomodasi korporat, yang akan kami maksimalkan ke depannya.

government budget efficiency policies. However, our company serves a specific market segment: toll road users who need accommodation and rest services. While the business travel segment has seen a decline, we still see growth potential in other areas, such as logistics and corporate accommodation, which we plan to maximize going forward.

6. Pertanyaan dari Ghofur - Investor.id

Apa langkah-langkah Perseroan dalam merealisasikan belanja modal (Capex) tahun 2025 dan sumber pendanaannya?

Jawaban Rolf B Pohan - Direktur

Untuk mencapai target Capex perusahaan, salah satu langkah strategis yang kami lakukan adalah menyelenggarakan *grand launching* serta melakukan peremajaan fasilitas di Kedaton 8 Hotel Sentul. Upaya ini terbukti efektif dalam mempertahankan pangsa pasar kami.

Jawaban Bapak Devy A Malo - General Manager

Peremajaan fasilitas, khususnya pada kamar hotel, dilakukan secara selektif dan menasar segmen pasar yang lebih spesifik. Hal ini menjadi keunggulan kompetitif kami dalam memberikan pelayanan terbaik kepada pelanggan, sekaligus berkontribusi terhadap peningkatan pendapatan perusahaan.

Jawaban Ibu Amanda Ayu Ningsih - Senior Manager

Nilai Capex untuk tahun 2025 adalah sebesar Rp 20 miliar, sebagaimana telah disampaikan dalam rapat sebelumnya. Adapun kekurangan pembiayaan akan dipenuhi dari dana internal perusahaan.

6. Question from Ghofur - Investor.id

What steps will the Company take to realize capital expenditure (CapEx) in 2025, and what funding sources will be used?

Answer by Mr Rolf B Pohan - Director:

To achieve the company's CapEx target, one of the strategic steps we took was to hold a grand launch and rejuvenate the facilities at Kedaton 8 Hotel Sentul. This effort has proven effective in maintaining our market share.

Answer by Mr Devy A Malo - Senior Manager

The selective refurbishment of hotel room facilities targets specific market segments, enhancing our competitive advantage in delivering exceptional customer service and boosting company revenue.

Answer by Ms Amanda Ayu Ningsih - Senior Manager:

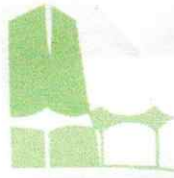
The capital expenditure (CapEx) value for 2025 is Rp 20 billion, as discussed in the previous meeting. The financing shortfall will be covered by the company's internal funds.

IV. Penutup

Demikian laporan Paparan Publik kami sampaikan, terima kasih.

IV. Closing

*Thus, we submit the Public Expose report.
Thank you.*



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Liputan Media/ Media Coverage

<https://pasardana.id/news/2025/4/16/puri-sentul-bagi-dividen-rp1-1-miliar-dan-siapkan-capex-rp20-miliar/>

<https://investasi.kontan.co.id/news/puri-sentul-permai-kdtn-sepakat-bagikan-dividen-60-dari-laba-tahun-buku-2024>

<https://economixbuzz.com/rups-puri-sentul-permai-kdtn-putusan-tebar-dividen-60-persen-dari-laba/>

<https://investor.id/market/394913/kdtn-bukabukaan-strategi-ada-dividen>

<https://wartaekonomi.co.id/read563927/selain-pembagian-dividen-kdtn-anggarkan-rp20-miliar>

<https://www.emitennews.com/news/konsisten-dividen-ini-rencana-ekspansi-dan-target-kdtn-2025>

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<https://www.dutanasantaramerdeka.com/2025/04/16-DNM-10838-kdtn-tingkatkan-kenyamanan-pemudik-5-hotel-baru-siap-beroperasi-di-rest-area-tol.html?m=1>

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<https://wartajakarta.com/rups-tahunan-kdtn-kembali-putusan-tebar-dividen/>

<https://www.neraca.co.id/article/217870/meski-laba-turun-puri-sentul-komit-bagi-dividen>

Sentul, 16 April 2024/April 16th, 2024


Aan Rohanah
Corporate Secretary

PT Puri Sentul Permai, Tbk

Kawasan Industri Sentul Jl. Surya Raya Kav Commercial Area 1, Sentul – Bogor 16810

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