

# PT Intiland Development Tbk

Public Expose

June 2014

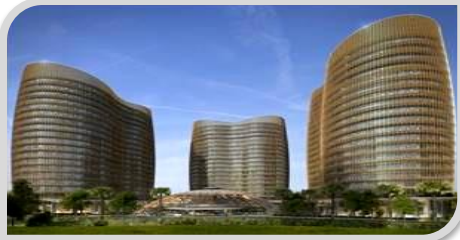




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# Corporate Overview



## Superblock

South Quarter

- Phase 1
- Phase 2\*

Kebon Melati\*

- Phase 1\*
- Phase 2\*

Graha festival

Aeropolis

Praxis

West One City\*



## Residential

### Landed

Serenia hills

Talaga bestari

Graha famili

Graha Natura

### High-rise

1 Park Avenue

Regatta

Sumatra 36

Pinang Residence\*

Beach Terrace Apartment\*



## Industrial

Ngoro Industrial Park

## Investment Properties

Intiwhiz Hotel Chain  
(Hospitality)

Intiland Tower Jakarta

Intiland Tower Surabaya

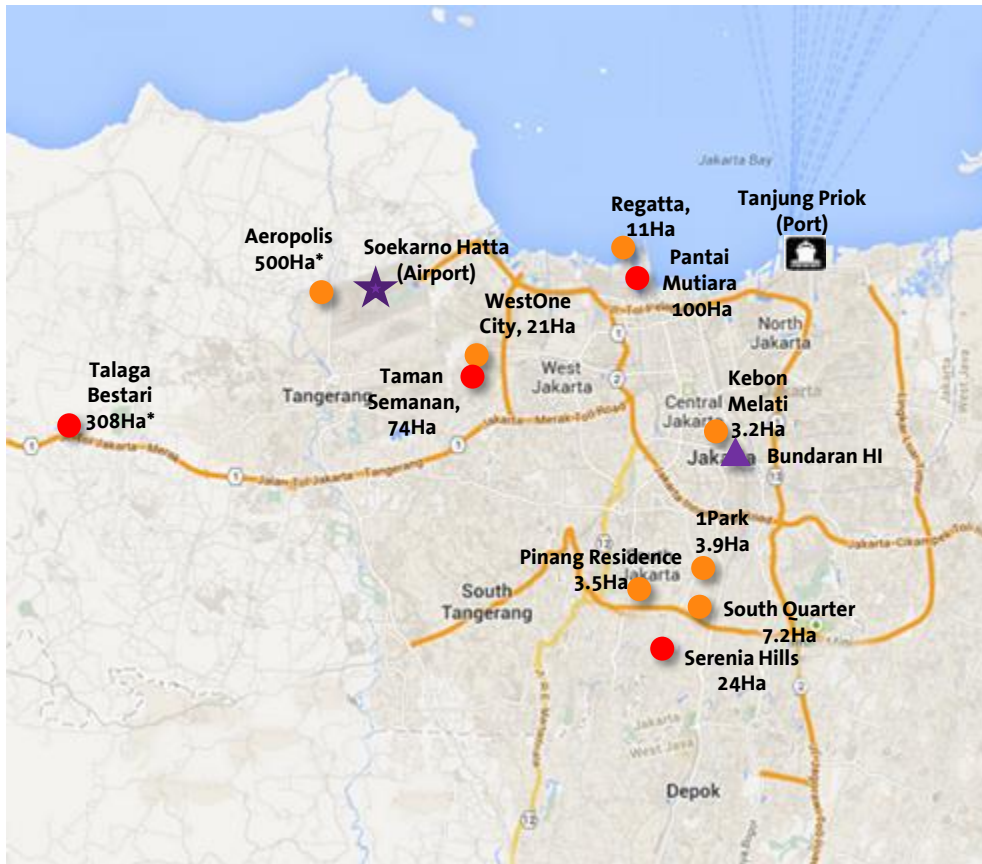
Sports Club



# Strategic Property Location

Our projects in Jakarta and Surabaya are located strategically along major transportation infrastructure, and proposed future developments

## Jakarta (65% of total assets value)



## Surabaya (35% of total assets value)



# Strong Brand Recognition

- Successful brands and differentiated premium projects
- Trusted to deliver and maintain projects
- Trend setters and price leaders



Intiland Tower  
Jakarta

Green concept design incorporating tropical Indonesian architecture.

Displayed in the Museum of Modern Arts, New York.



Serenia Hills

Nestled in a secluded part of South Jakarta and offers the very essence of living in a peaceful suburban environment.



Pantai Mutiara

First reclaimed housing development in South East Asia.

Signature address for wealthy people in North Jakarta.



Graha Famili

First golf-themed luxurious residential development in Surabaya.

Signature address for wealthy people in Surabaya.



Regatta

First luxury sea-front condominium in Jakarta.

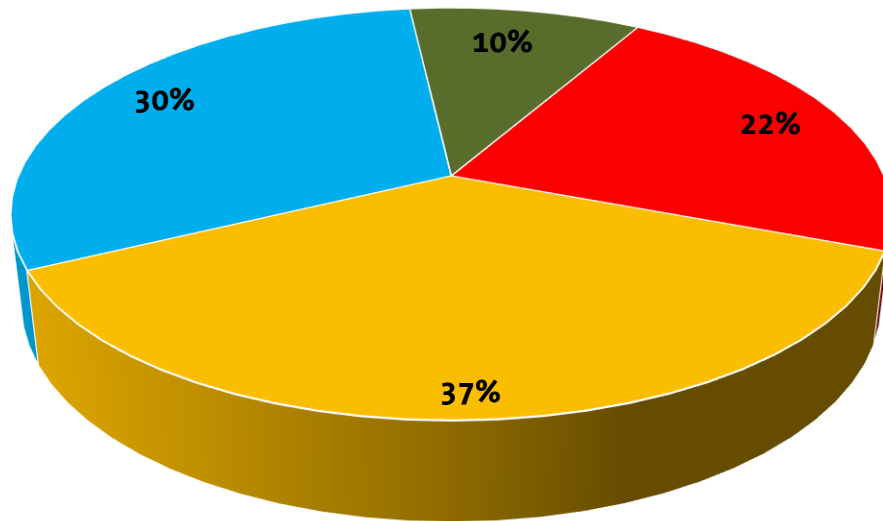
Awarded FIABCI Prix d'Excellence Award 2010.



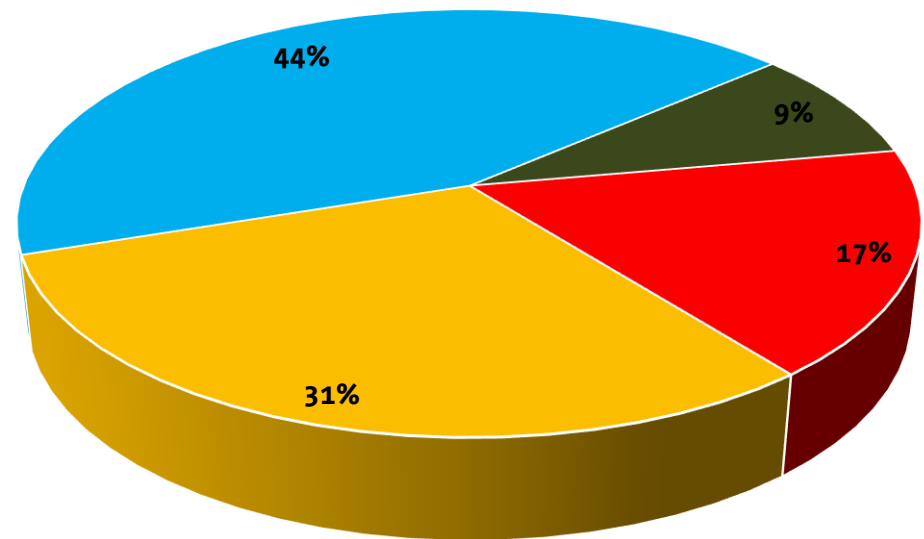
1 Park  
Residences

First condominium with residential concept.

**Revenue**  
**1Q14 IDR 452.6 bn**



**Gross Profit**  
**1Q14 IDR 235.7 bn**



■ Superblock   ■ Residential   ■ Industrial Estate   ■ Investment Properties

# Awards and Achievements

2013



**Best Design for Apartment-  
Apartment Regatta  
Indonesia Design Best Design  
Awards 2013**



**Top 10 Developers (Indonesia)  
BCI Asia Top 10 Awards 2013**



**Highly Commended - Best Condo  
Development (Indonesia)  
Apartment Regatta - Jakarta  
South East Asia Property Award  
2013**



**Highly Commended - Best  
Developer (Indonesia)  
PT Intiland Development Tbk  
South East Asia Property Award  
2013**



**Favourite Residential 2013  
Serenia Hills- Jakarta  
Housing Estate  
Green Property Awards 2013**



**Graha Natura - Surabaya  
Housing Estate  
Green Property Awards 2013**



**Green Infrastructure & Green Open  
Space- Morning Glory Cluster  
Graha Natura - Surabaya  
Property Indonesia Awards 2013**



**Indonesia Leading Local Hotel Chain  
Intiwhiz International  
Indonesia Travel & Tourism Awards  
2013**



**CSR Award 2013 from  
Jakarta's Governor  
PT Intiland Development Tbk**

2012



**Top Ten Developers (Indonesia)  
BCI Asia Top 10 Awards 2012**



**Highly Commended - Best  
Developer (Indonesia)  
PT Intiland Development Tbk  
South East Asia Property Award  
2012**



**Winner Best Condo  
Development (Indonesia)  
1Park Residences - Jakarta  
South East Asia Property Award  
2012**



**Excellent Achievement  
Indonesia Best Corporate  
Transformation  
SWA Magazine & Win Solution  
2011**



**Developer of the Year  
Property & Bank Award 2011**



**Highly Commended  
Best Developer (Indonesia)  
South East Asia Property Award  
2011**



**Highly Commended - Best Condo  
(Indonesia)  
Rio De Janeiro Tower - Regatta  
South East Asia Property Award  
2011**



**The 40 Top Performance Small &  
Midsize Companies  
Best of the Best Awards 2011  
Forbes Indonesia**



**Top Ten Developers (Indonesia)  
BCI Asia Top 10 Awards 2011**

2010



**Bali Congress Award  
Regatta Apartment  
FIABCI Prix d'Excellence Awards  
2010**

2008



**A Lifetime Achievement Award  
Hendro Santoso Gondokusumo  
Property & Bank Award 2008**

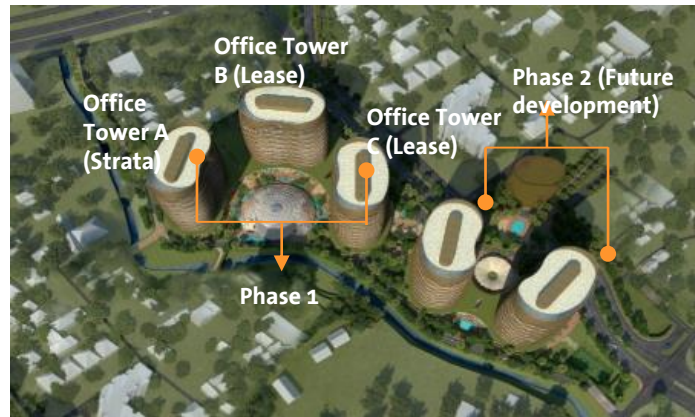


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# Project Highlights “Development Income”

## South Quarter

TB Simatupang, South Jakarta



### Project facts

- Land Area : 4.4 Ha
- Consists of:
  - 1 Office Tower (SGA 39,281 sqm)
  - 2 Office Towers (SGA 78,562 sqm) – Lease
  - Retail (SGA 10,789 sqm) – Lease
- ASP : IDR 26 M/sqm (67% sold)
- Expected completion 2Q15

## Praxis

CBD Surabaya



### Project facts

- Land Area : 1.1 Ha
- Consists of:
  - 1 Condominium tower (SGA 23,034 sqm) – 316 units
  - 94 Units office (SGA 8,643 sqm)
  - Office (NLA 8,643 sqm) – Lease
  - Hotel 304 rooms (NLA 12,772 sqm) - Lease
  - Retail (NLA 10,351 sqm) - Lease
- ASP :
  - Condominium IDR 22 M/sqm (59.4% sold)
  - Office IDR 23 M/sqm (42.9% sold)
- Expected completion 2Q16

## Spazio Tower

Graha Festival, West Surabaya



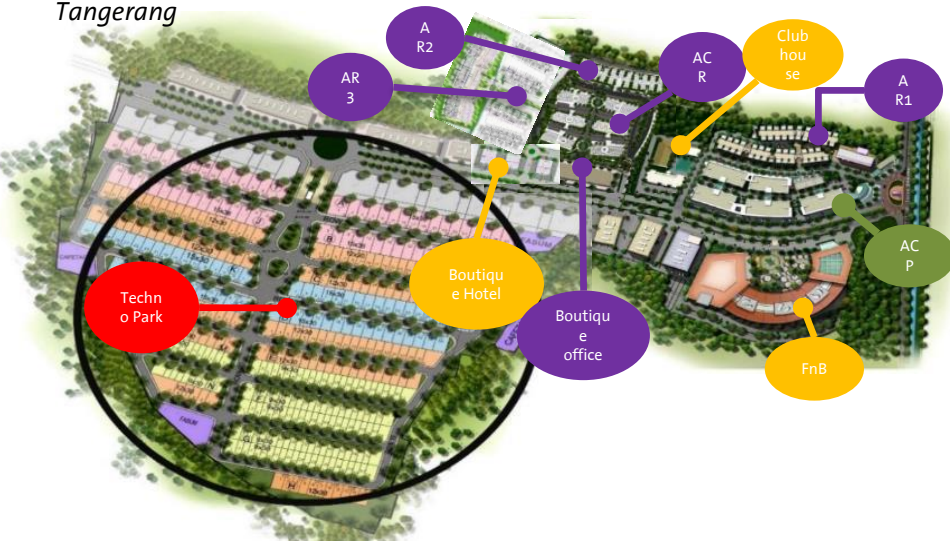
### Project facts

- Land Area : 0.5 Ha
- Consists of:
  - Office (SGA 23,034 sqm) – Strata
  - Hotel 140 rooms (SGA 11,087 sqm) – Lease
  - Function Hall (SGA 1,000 sqm) – Lease
  - Retail (SGA 2,800 sqm) – Lease
- ASP : IDR 20 M/sqm (34% sold)
- Expected completion 2Q16

# Superblock

## Aeropolis

Tangerang



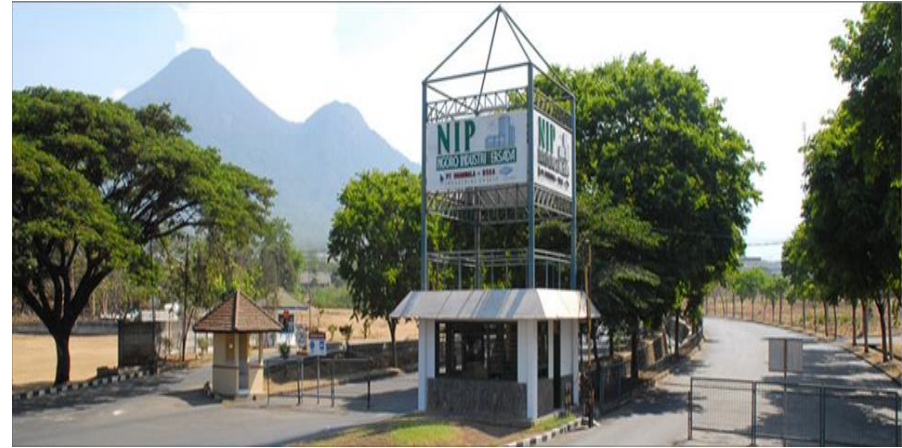
### Project facts

- Land Area : 14 Ha
- Consists of:
  - AR 1 & AR 2 – Sold out
  - AR 3 – 1,446 units (72% sold)
  - ACP tower A1 & A2 – 105 units (75% sold)
  - ACR
    - Tower 1 – sold out
    - Tower 2 – 81.5% sold
    - Tower 3 – 28% sold
- ASP : IDR 11 - 14 M/sqm

# Industrial Park

## Ngoro Industrial Park

Ngoro, East Java



### Project facts

- Land Area : 550 Ha
- 80% sold (as of March'14)
- ASP : IDR 1.3 M/sqm
- Remarks
  - Located only 45 Km from Surabaya and 55 Km from Tanjung Perak Seaport
  - Export Processing Zone is available
  - Abundant natural gas
  - Sewerage system
- Tenancy
  - Unicharm
  - Yakult
  - Roman Ceramic
  - Mulia Ceramic
  - Woodworth Wooden
  - Cort Indonesia



# Landed Residential

## Serenia Hills

South Jakarta



### Project facts

- Land Area : 24Ha
- Consists of:
  - Phase 1 – 225 units
  - Phase 2 – 105 units
- ASP
  - Phase 1 IDR 13.5 M/sqm (92% sold)
  - Phase 2 IDR 11.5 M/sqm (93% sold)

## Graha Natura

West Surabaya



### Project facts

- Land Area : 27.5 Ha
- Consists of:
  - Cluster A – 90 units (70% sold)
  - Cluster B – 85 units (74% sold)
  - Cluster C – 54 units (86% sold)
  - Cluster D – 93 units (80% sold)
- ASP : IDR 11 M/sqm

## Talaga Bestari

Tangerang



### Project facts

- Land Area : 308.5 Ha
- Consists of:
  - Harmony cluster – 324 units (99% sold)
  - The Hills cluster – 206 units (98% sold)
  - Floura cluster – 215 units (15.2% sold)
  - The Forest cluster – 364 units (7% sold)
  - Jungle Walk – 250 units (sold out)
  - Plaza D'Captiva – 181 units (60% sold)
- ASP : IDR 2 -5 M/sqm



# High – rise Residential

## 1 Park Avenue

Gandaria, South Jakarta



### Project facts

- Land Area : 2.8 Ha
- Consists of:
  - 4 Condominium Towers (SGA 70,252 sqm) – 448 units
  - Townhouse (200-240 sqm/ unit) 31 units
- ASP : IDR 35 M/sqm (60% sold)
- Expected completion 2Q16

## Regatta

Pantai Mutiara, North Jakarta



### Project facts

- Land Area : 10 Ha
- Consists of:
  - Phase 1 – 390 units
  - Phase 2 – 558 units
- ASP :
  - Phase 1 IDR 36 M/sqm (96% sold)
  - Phase 2 IDR 21 M/sqm (39% sold)
- Phase 2 expected completion 2Q16

## Sumatra 36

Surabaya



### Project facts

- Land Area : 0.2 Ha
- Consists of:
  - 63 units luxury apartment (SGA 8,188 sqm)
- ASP : IDR 25 M/sqm (41.3% sold)
- Expected completion 1Q15

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# Project Highlights “Recurring Income”

## Intiland Tower Jakarta I *CBD Jakarta*



|             | Project Facts                   |
|-------------|---------------------------------|
| Land Area   | ▪ 0.8 Ha                        |
| Development | ▪ Office Tower (SGA 31,000 sqm) |
| Occupancy   | ▪ 97%                           |
| Gross Rent  | ▪ IDR 190,000/sqm/mth           |

## Intiland Tower Surabaya I *CBD Surabaya*



|             | Project Facts                   |
|-------------|---------------------------------|
| Land Area   | ▪ 0.5 Ha                        |
| Development | ▪ Office Tower (SGA 17,000 sqm) |
| Occupancy   | ▪ 92%                           |
| Gross Rent  | ▪ IDR 160,000/sqm/mth           |

## Spazio I West Surabaya



|             | Project Facts  |
|-------------|--|
| Land Area   | <ul style="list-style-type: none"> <li>0.8 Ha</li> </ul>   |
| Development | <ul style="list-style-type: none"> <li>Retail (NLA 3,654 sqm)</li> </ul>   |
| Occupancy   | <ul style="list-style-type: none"> <li>74%</li> </ul>  |
| Gross Rent  | <ul style="list-style-type: none"> <li>IDR 130,000/sqm/mth</li> </ul>  |
| Remarks     | <ul style="list-style-type: none"> <li>Successfully introduced the concept of 24 hour open office in Surabaya</li> </ul> |

## National Hospital I West Surabaya



|             | Project Facts  |
|-------------|--|
| Land Area   | <ul style="list-style-type: none"> <li>0.8 Ha</li> </ul>   |
| Development | <ul style="list-style-type: none"> <li>205 Beds and 123 Wards</li> <li>98 GP &amp; Specialists</li> <li>151 Nurses</li> </ul>  |
| Remarks     | <ul style="list-style-type: none"> <li>Center of Excellence: Neurosurgeon</li> <li>The first hospital in Indonesia equipped with advanced technology of MRI 3 Tesla Wide Bore, CT Scan 128 slices</li> </ul> |



# Investment properties

Whiz Hotel Yogyakarta



Whiz Hotel Semarang



Grand Whiz Kuta, Bali



Grand Whiz Kelapa Gading



Grand Whiz Nusa Dua, Bali



| Hotels       | Whiz Hotel Yogyakarta (Own) | Whiz Hotel Semarang (Own) | Grand Whiz Kuta (Bali) | Grand Whiz Kelapa Gading (Jakarta) | Grand Whiz Nusa Dua (Bali) | Whiz Hotel Cikini (Own) |
|--------------|-----------------------------|---------------------------|------------------------|------------------------------------|----------------------------|-------------------------|
| Opening Date | ▪ 10 October 2010           | ▪ 21 November 2011        | ▪ 18 December 2011     | ▪ 12 December 2012                 | ▪ 29 July 2013             | ▪ 29 Jan 2014           |
| Type         | ▪ Own                       | ▪ Own                     | ▪ Operator             | ▪ Operator                         | ▪ Operator                 | ▪ Own                   |
| No. of Rooms | ▪ 100                       | ▪ 148                     | ▪ 134                  | ▪ 322                              | ▪ 130                      | ▪ 73                    |
| Occupancy    | ▪ 80%                       | ▪ 51%                     | ▪ 57%                  | ▪ 34%                              | ▪ 57%                      | ▪ 47%                   |
| ARR          | ▪ IDR 345,000               | ▪ IDR 250,000             | ▪ IDR 380,000          | ▪ IDR 560,000                      | ▪ IDR 503,000              | ▪ IDR 296,000           |

## Coming Soon

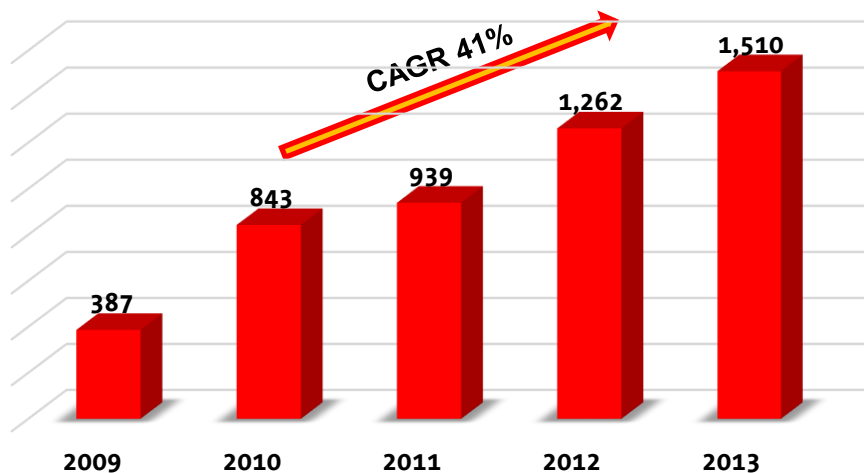
- Whiz Hotel Kelapa Gading
- Whiz Hotel Balikpapan
- Whiz Manado
- Whiz Bogor
- Whiz Makassar
- Whiz Cikarang
- Whiz Menteng
- Whiz Aeropolis

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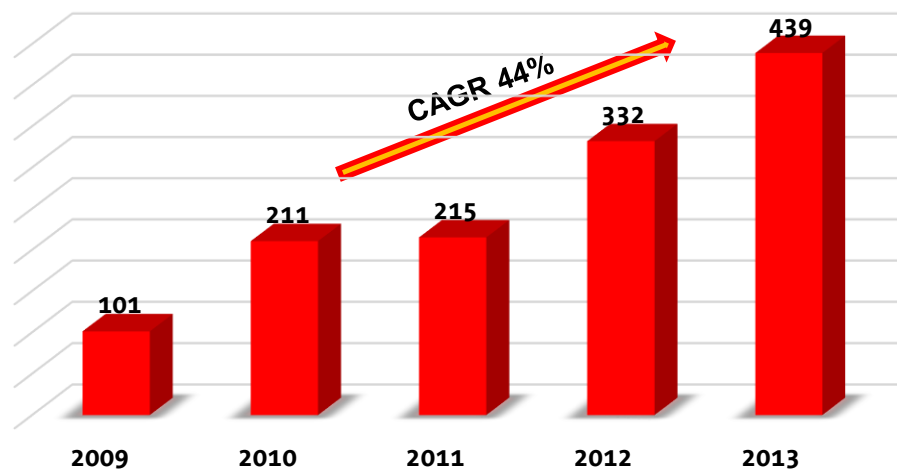
# Financial Highlights

# Financial Performance

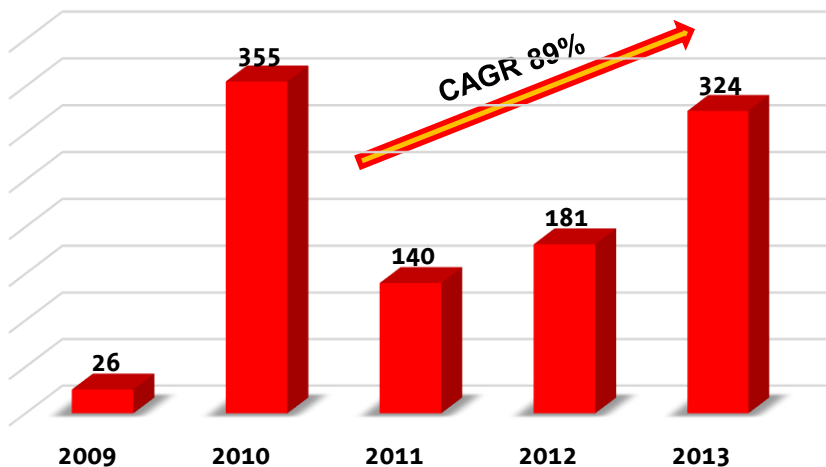
Revenue (in billion)



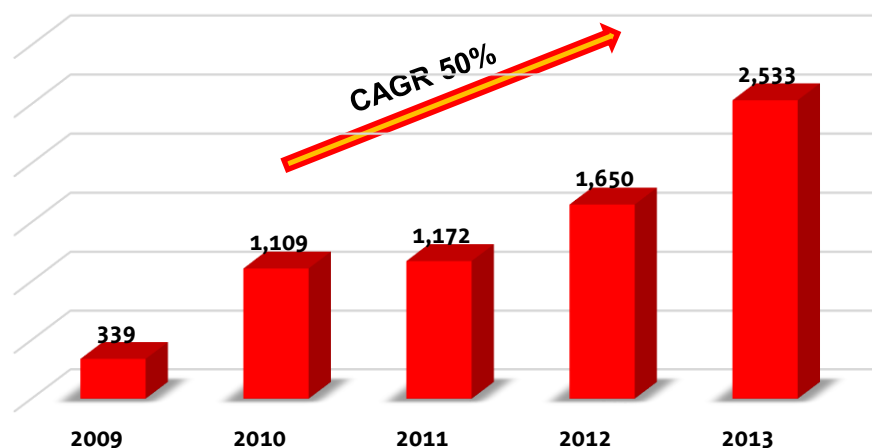
EBITDA (in billion)



Net Income (in billion)



Marketing Sales (in billion)



# Financial Summary

| in IDR billion          | 1Q14  | 1Q13  | YoY Growth |
|-------------------------|-------|-------|------------|
| Revenue                 | 453   | 419   | 8%         |
| Gross Profit            | 236   | 196   | 20%        |
| EBIT                    | 165   | 129   | 28%        |
| EBITDA                  | 175   | 138   | 27%        |
| Net Income              | 122   | 80    | 52%        |
| EPS                     | 12    | 8     | 50%        |
| Total Assets            | 7,740 | 6,270 | 23%        |
| Total Liabilities       | 3,521 | 2,232 | 58%        |
| Total Equity            | 4,219 | 4,038 | 4%         |
| Gross margin            | 52%   | 47%   |            |
| EBIT margin             | 36%   | 31%   |            |
| Net profit margin       | 27%   | 19%   |            |
| Cash & cash equivalents | 403   | 244   |            |
| Total debt              | 1,500 | 1,002 |            |
| Net debt/ equity        | 26%   | 19%   |            |

| in IDR billion    | 2013  | 2012  | 2011  |
|-------------------|-------|-------|-------|
| Revenue           | 1,510 | 1,262 | 939   |
| Gross Profit      | 706   | 496   | 361   |
| EBIT              | 400   | 304   | 188   |
| EBITDA            | 439   | 332   | 215   |
| Net Income        | 324   | 181   | 140   |
| EPS               | 31    | 17    | 14    |
| Total Assets      | 7,526 | 6,092 | 5,692 |
| Total Liabilities | 3,430 | 2,141 | 1,893 |
| Total Equity      | 4,016 | 3,873 | 3,716 |
| Gross margin      | 47%   | 39%   | 38%   |
| EBIT margin       | 27%   | 24%   | 20%   |
| Net profit margin | 21%   | 14%   | 15%   |
| ROA               | 5%    | 3%    | 3%    |
| ROE               | 8%    | 5%    | 4%    |
| Net debt/ equity  | 24%   | 20%   | 24%   |

| Fiscal Year | Dividend per Share (in IDR) | Total Dividend (in IDR) | Profit of Fiscal Year (in IDR) | Payout Ratio (%) |
|-------------|-----------------------------|-------------------------|--------------------------------|------------------|
| 31/12/2011  | 3                           | 31,097,562,555          | 139,992,311,478                | 22.2%            |
| 31/12/2012  | 5                           | 51,829,270,925          | 181,319,353,633                | 28.6%            |



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