

## Investor Update

21 April 2017



1Park Avenue, Jakarta

## Intiland Announces 1Q17 Marketing Sales

### Highlights

- **1Q17 marketing sales reached Rp 319 billion (14% of FY17 target)**
- **Industrial lot sales to Toyota Astra Motor Rp 386 billion posted in 2Q17**

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the first quarter of 2017.

### **1Q17 marketing sales reached Rp 319 billion**

The Company booked Rp 319 billion marketing sales in the first quarter 2017, or 14% of FY17 marketing sales target Rp 2.3 trillion.

The breakdown of 1Q17 marketing sales achievement is as follows:

In Rp billion

No	Location	1Q17 Results	FY17 Target	% Results
1	Mixed-use & high-rise	118	1,336	9%
2	House and land	68	479	14%
3	Industrial estate	50	185	27%
4	Investment properties	82	300	27%
	<b>Total</b>	<b>319</b>	<b>2,300</b>	<b>14%</b>

The contribution based on location is as follows:

In Rp billion

No	Location	1Q17 Results	FY17 Target	% Results
1	Jakarta	187	1,245	15%
2	Surabaya	49	755	7%
3	Investment properties	82	300	27%
	<b>Total</b>	<b>319</b>	<b>2,300</b>	<b>14%</b>

#### **Industrial lot sales to Toyota Astra Motor Rp 386 billion posted in 2Q17**

The Company has successfully sold around 20.3 hectares of Ngoro Industrial Park's industrial land to PT Toyota Astra Motor (TAM), a subsidiary of PT Astra International Tbk engaged in the car distribution. Intiland, through its subsidiary, PT Intiland Sejahtera, and TAM signed a purchase agreement on April 12, 2017 in Surabaya. Total sales transaction of Rp 386 billion will be booked in the FY17 revenue. This achievement is already above the FY17 industrial sales target of Rp 185 billion.

In addition, the Company also booked another Rp 50 billion industrial lot sales in 1Q17 of 2.7 ha land sold area.

Contact us:

#### **Investor Relations**

#### **PT Intiland Development Tbk**

Intiland Tower, Penthouse

Jl. Jend. Sudirman 32

Jakarta 10220 Indonesia

Tel : +62 21 5701912

Fax : +62 21 5700015

Email: [investor@intiland.com](mailto:investor@intiland.com)

We caution readers that all statements other than statements of historical fact included in this document, including without limitation, those regarding our financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to our existing and future products), are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other facts, which may cause our actual results, performance or achievements or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we expect to operate in the future. We expressly disclaim any obligation or undertaking to release any update of or revision to any forward-looking statements contained herein to reflect any change in our expectations with regards hereto or any change in events, conditions or circumstances on which any such statements is based. This document is the property of PT Intiland Development Tbk. It is for intended recipients only and for intended use only. This document only serves as a reference and it does not constitute an offer solicitation or invitation to subscribe for and/or purchase any shares in any proposed venture.