

Public Expose
PT Intiland Development Tbk

Jakarta, 28 August 2018

Surabaya, 19 September 2018

Intiland. Developing Your World.



Disclaimer



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PT Intiland Development Tbk is one of the leading property companies in Indonesia with a primary focus on developing mixed use & high rise projects as well as premium residential projects located in Jakarta and Surabaya catering to middle to middle-up segments.

A brief about the company

- Established in 1983 and listed on IDX in 1991 (DILD:IJ)
- More than 35 years of experience in developing over 61 projects in Jakarta and Surabaya
- The main products are mixed use & high rise, landed residential, industrial estates and investment properties
- A pioneer and trend setter in developing successful premium projects



South Quarter

Integrated mixed use development in South Jakarta CBD



Graha Famili

First golf-themed luxurious residential development in Surabaya



Regatta

Luxury sea-front condominiums in Jakarta



Pantai Mutiara

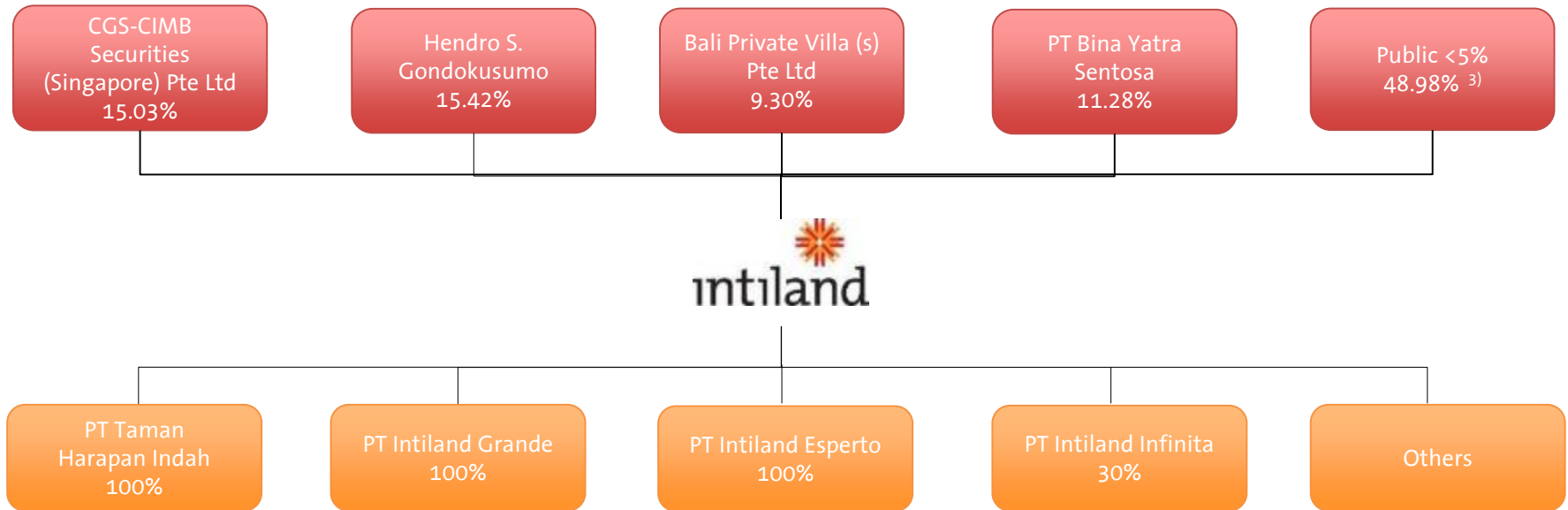
One of the first reclaimed housing developments in South East Asia



Intiland Tower Jakarta

Green building in Indonesia designed by Paul Rudolph

Corporate Structure



Developing over 61 existing and future projects covering mixed use & high rise, landed residential, industrial estates and investment properties

Total Issued Shares	: 10,365,854,185 shares
Market Capitalization as of 30 June 2018 ¹⁾	: Rp 3.8 tn (~USD 266 mn) @Rp 370
Book Value as of 30 June 2018 ¹⁾	: Rp 6.4 tn (~USD 448 mn) @Rp 622
RNAV as of 31 Dec 2017 ¹⁾²⁾	: Rp 20.9 tn (~USD 1,453 mn) @Rp 2,019

1) The company uses an IDR/USD conversion rate of 14,404 which is the Jakarta Interbank Spot Dollar Rate (JISDOR) benchmark on 29 June 2018

2) The company appraised its major assets on 31 Dec 2017, primarily done by Knight Frank and Jones Lang LaSalle.

3) Including shares held by the management with total 10.1%.

Management Team

The Board of Commissioners and the Board of Directors have been with the company for more than 25 years on average and have extensive market-oriented knowledge and experience in the Indonesian property industry.

BOARD OF COMMISSIONERS



Cosmas Batubara
President Commissioner/
Independent Commissioner



Lennard Ho Kian Guan
VP Commissioner



Thio Gwan Po Micky
Independent Commissioner



Walman Siahaan
Commissioner



Jahya Asikin
Commissioner



Ping Handayani
Commissioner

BOARD OF DIRECTORS



Hendro S. Gondokusumo
President Director & CEO



Suhendro Prabowo
VP Director & COO
North/West Jakarta &
Tangerang



Sinarto Dharmawan
VP Director & COO



Utama Gondokusumo
VP Director & COO
Central & South Jakarta



Ricky Holil
Executive Director & CFO



Archied Noto Pradono
Executive Director



Perry Yoranouw
Independent Director



Permadi Indra Yoga
Executive Director

Core Portfolio

The Company develops various products classified into mixed use & high rise, landed residential, industrial estates and investment properties. Some of the existing and future projects are as follows:



Mixed Use &
High Rise



Landed
Residential



Industrial
Estates



Investment
Properties

JAKARTA & GREATER AREA

- South Quarter Phase 1
- Aeropolis ●
- 57 Promenade Phase 1 ●
- 1 Park Avenue
- Regatta Phase 2 ●
- South Quarter Phase 2 ●
- Pinang Residence ●
- H-Island ●
- West One City ●
- Serenia Hills Apartment ●
- Serenia Hills
- Talaga Bestari
- Magnolia Residence
- South Grove
- Griya Semanan
- 1Park Homes
- Aeropolis Technopark ●
- Intiland Tower Jakarta
- South Quarter Phase 1
- 57 Promenade ●
- Others

SURABAYA & GREATER AREA

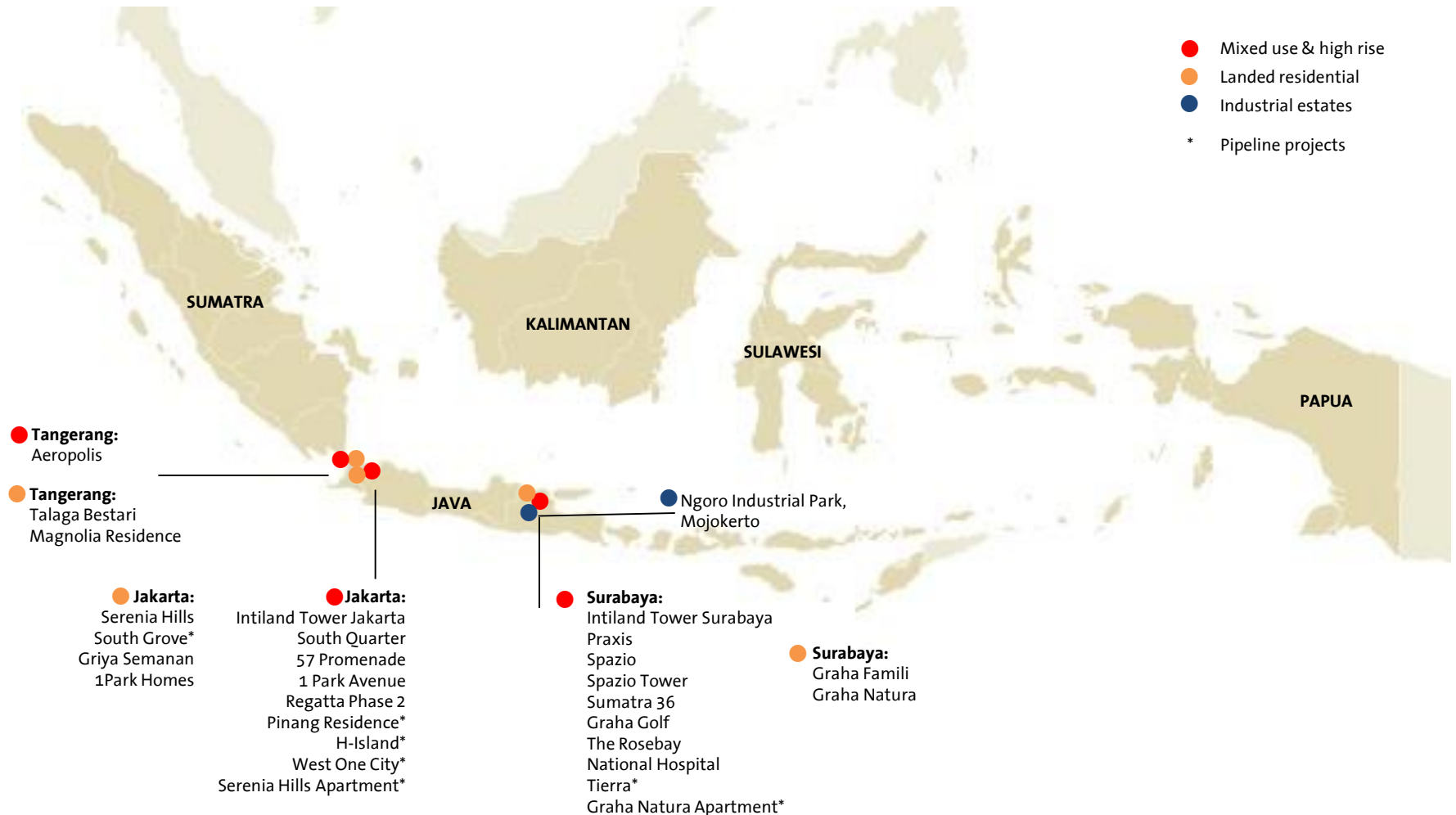
- Praxis ●
- Spazio Tower ●
- Sumatra 36
- Graha Golf Phase 1 ●
- The Rosebay ●
- Tierra Phase 1 ●
- Graha Golf Phase 2 ●
- Graha Natura Apartment ●
- Graha Famili
- Graha Natura
- Ngoro Industrial Park ●
- Intiland Tower Surabaya
- Praxis ●
- Spazio Tower ●
- Ngoro Industrial Park
- Others

Development Income

Recurring Income

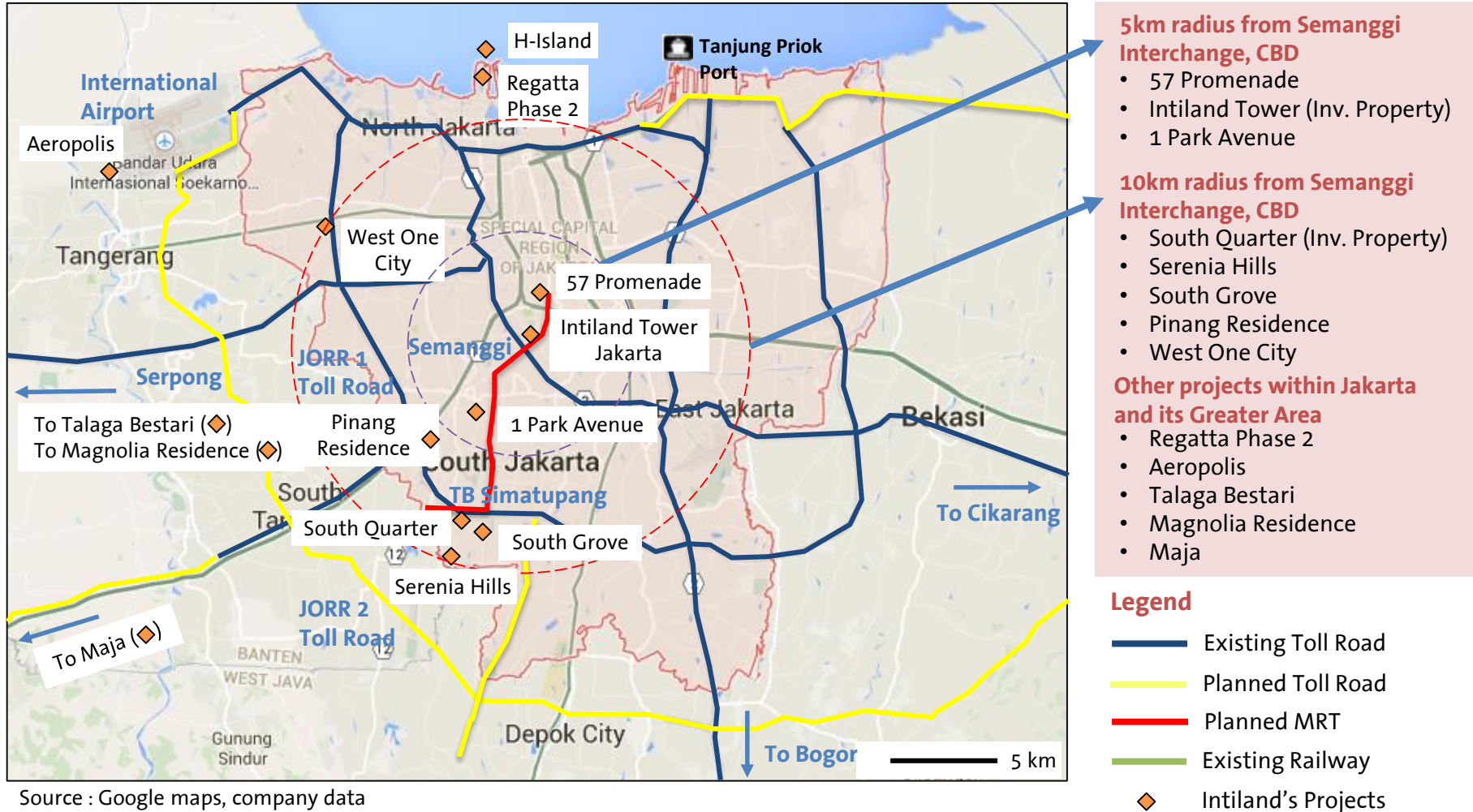
Projects Location

Diversified projects located in strategic location focusing on developing mixed use & high rise, and residential projects in Jakarta and Surabaya.



Projects Location in Jakarta

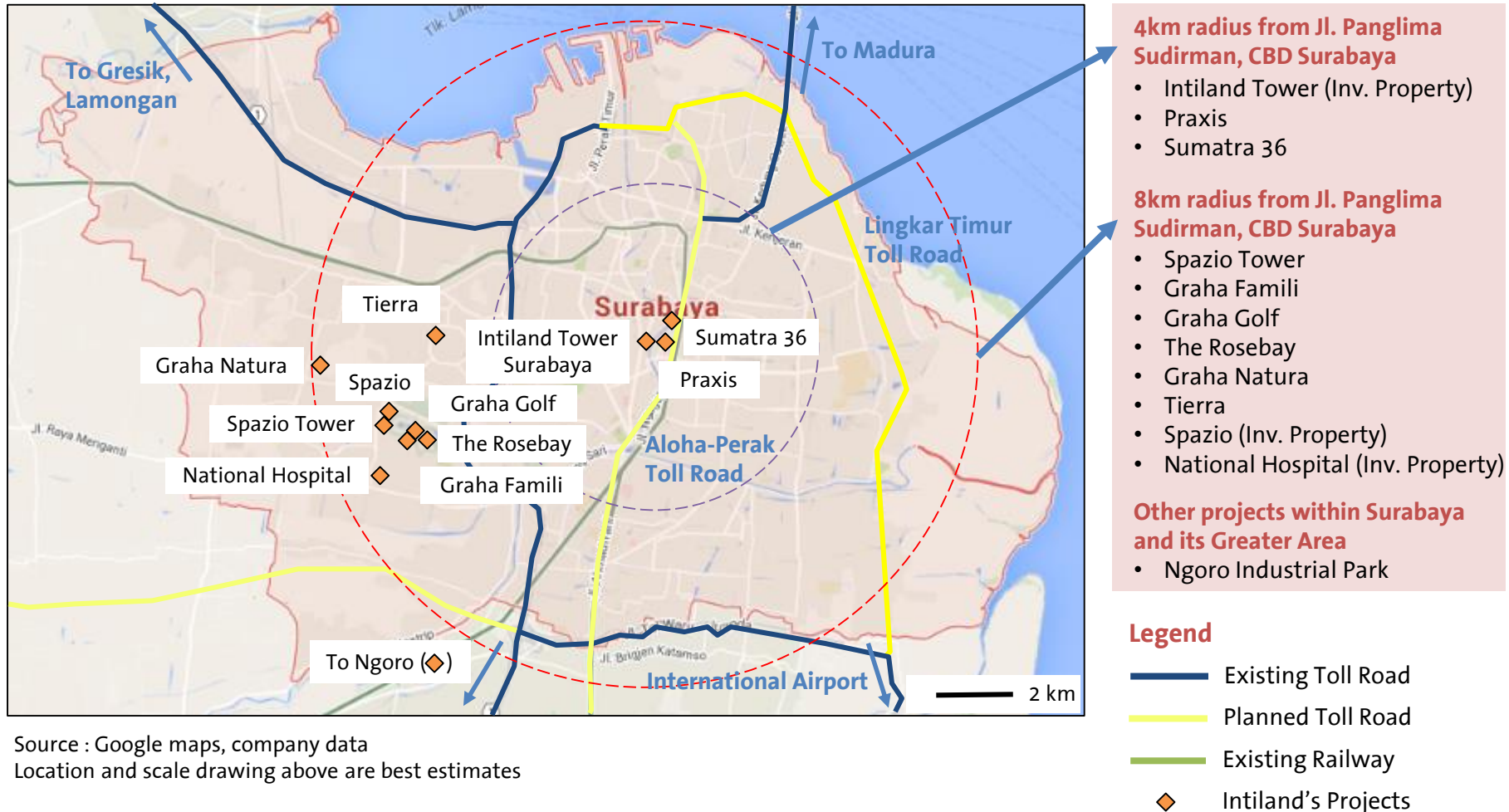
Intiland’s projects in Jakarta are well located within the developed areas of the city and are positioned to benefit from infrastructure developments within the city. Recent infrastructure developments benefiting some of Intiland’s key projects in Jakarta are the completion of JORR 1 toll road in 2014 and the ongoing construction progress of the Jakarta MRT.



Source : Google maps, company data
 Location and scale drawing above are best estimates

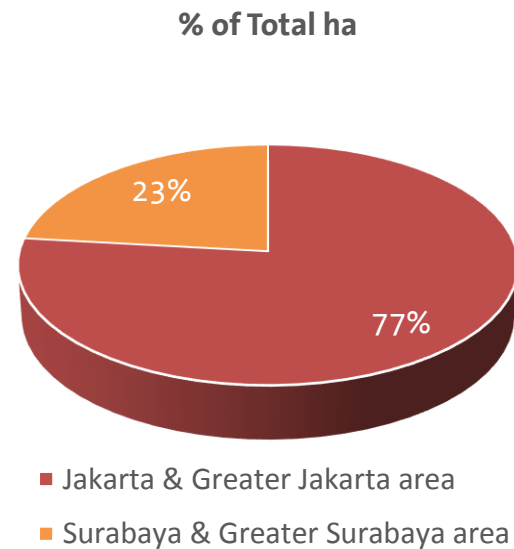
Projects Location in Surabaya

Intiland has a strong footing in Surabaya mainly from the development of the Graha Famili project, now regarded as a high-end residential complex in Surabaya. Intiland's footprint extends into various project developments in Surabaya today, which are located strategically in Central Surabaya and West Surabaya.



Total company landbank as of 30 June 2018 is more than 1,800 ha. The vast landbank owned translates to more than 20 years of future project developments, enough to sustain Intiland's going concern as a property developer.

Undeveloped Landbank	Land area (ha)
Jakarta & Greater Jakarta area	1,390.9
Maja, Banten	1,068.7
Tangerang, Banten	143.5
Others - Jakarta area	90.9
Talaga Bestari, Cikupa	76.5
Serenia Hills	4.2
Gandaria, Jakarta	3.9
Pondok Pinang	3.2
Surabaya & Greater Surabaya area	420.9
Others - Surabaya area	228.1
Pantai Timur, Surabaya	90.1
Bukit Pencu, Surabaya	33.0
Bukit Sampe, Trawas	31.8
Lontar	23.2
Graha Famili, Surabaya	8.8
Jajar Tunggal	4.9
Wiyung	1.0
Total Undeveloped Landbank	1,811.8



Organic Growth

- Focus on developing existing projects in Jakarta and Surabaya
- Maximize the value of existing asset portfolio (e.g. mixed use & high rise)
- Continue the land acquisition surrounding existing projects

Acquisition Growth

- Strategic acquisition to support our vision and mission
- Maintain focus on our core business
- Prudent acquisition to increase our long term stakeholders' value

Strategic Partnership

- Strategic partnership to strengthen our position
- Track record in developing joint projects with strategic partners
- Provide balance sheet support for project execution

Capital & Investment Management

- Cash flow management to sustain our growth and profitability
- Prudent financing to manage our business risks
- Expand our global network to support our financing strategy

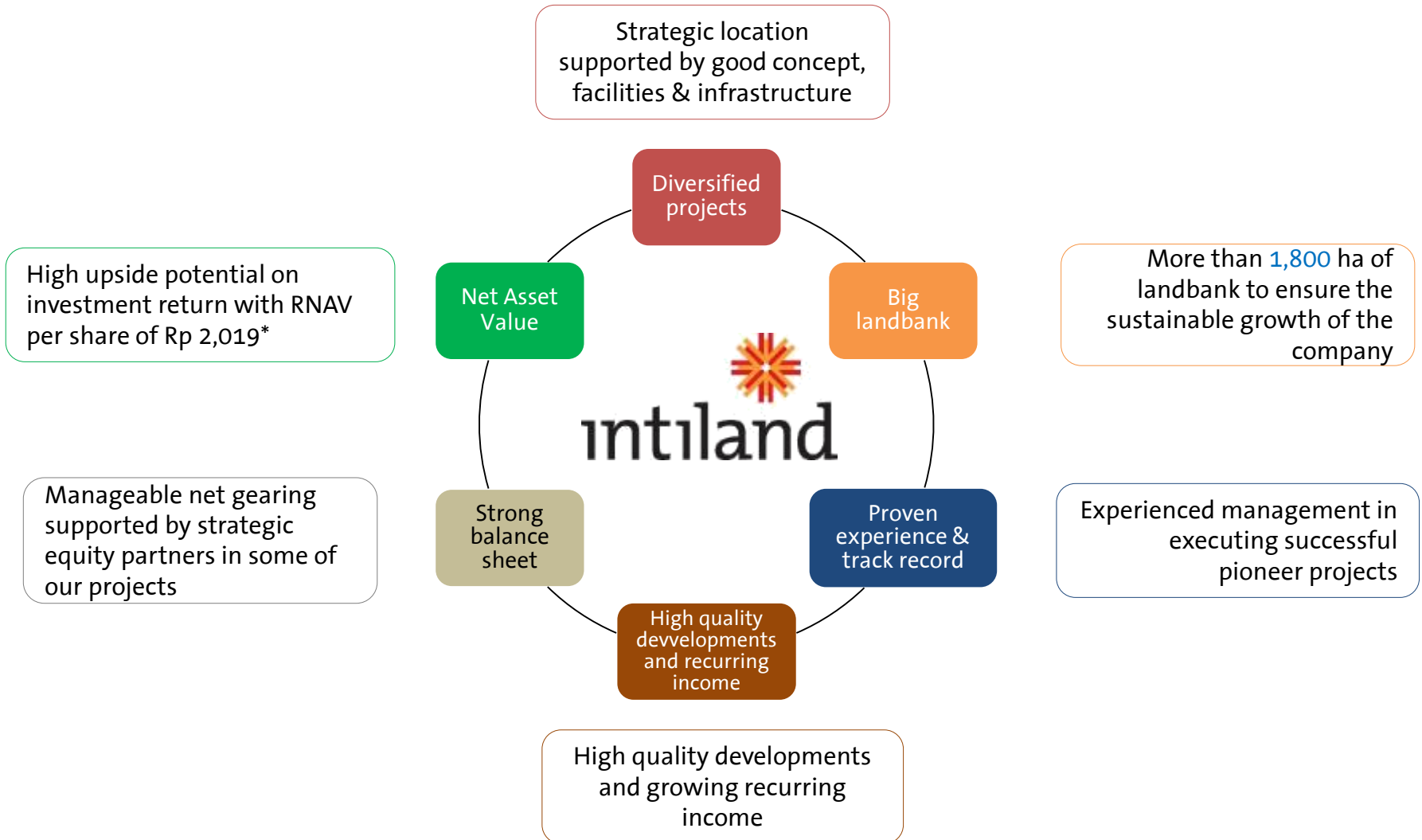
MISSION

To be reputed as a transparent, trustworthy and trendsetting property developer committed to highly sustainable and long-term growth and profitability that deals fairly with all stakeholders

VISION

To make possible the experience of not only living, but living well throughout Indonesia

Why Intiland?

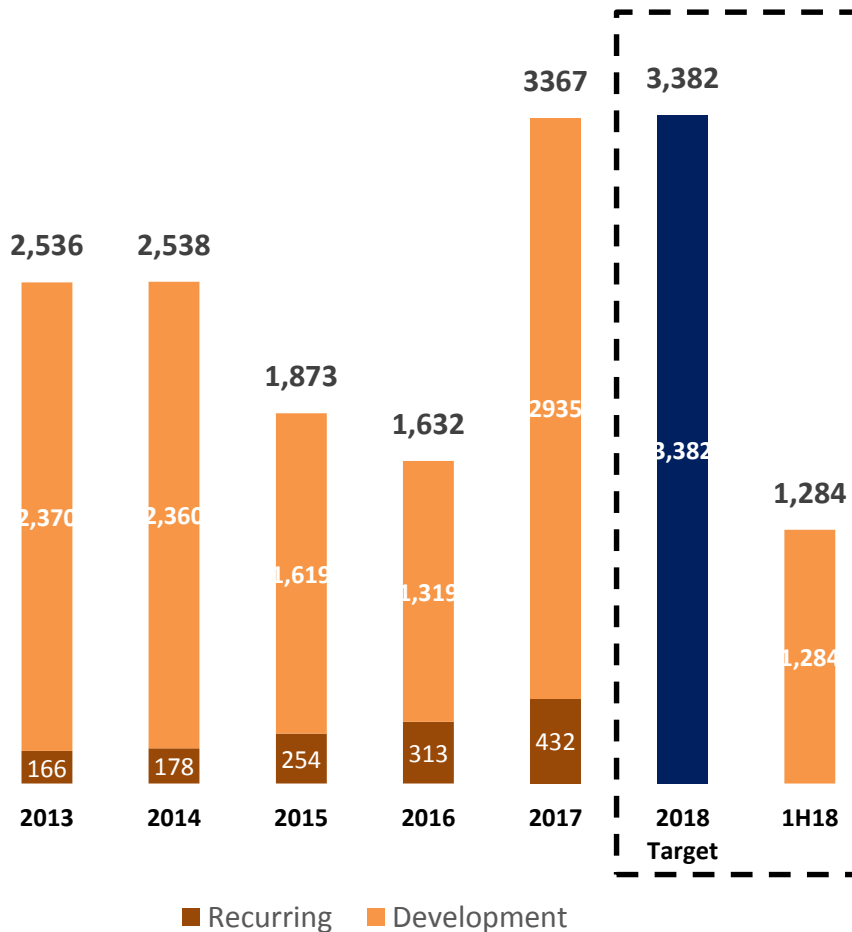




Marketing Sales

Marketing Sales – 1H18 Achievement

Marketing Sales
in billion Rupiah



Project	Location	FY18 target (IDR bn)	1H18 result (IDR bn)	% Achieved
Mixed use and high rise		2,302	968	75%
The Rosebay	Surabaya	111	29	
Praxis	Surabaya	235	16	
Spazio Tower	Surabaya	131	5	
Graha Golf	Surabaya	591	4	
Sumatra 36	Surabaya	59	6	
57 Promenade	Jakarta	128	783	
1 Park Avenue	Jakarta	369	105	
Aeropolis	Jakarta	153	10	
Regatta (50%)	Jakarta	184	11	
South Quarter	Jakarta	299	0	
Pinang Residence	Jakarta	43	0	
Houses and land		880	270	21%
Graha Natura	Surabaya	248	88	
Serenia Hills	Jakarta	163	140	
1 Park Homes	Jakarta	273	0	
Talaga Bestari	Jakarta	123	9	
South Grove	Jakarta	73	8	
Magnolia Residence	Jakarta	0	15	
Industrial Estates		200	45	4%
Ngoro Industrial Park	Surabaya	200	45	
Marketing Sales Target		3,382	1,284	38%
Development Income		3,382	1,284	
Location		3,382	1,284	38%
Jakarta		1,808	1,085	
Surabaya		1,574	199	

Marketing Sales Table

Projects	Locations	2014		2015		2016		2017		1H17		1H18	
		Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp
Mixed Use & High Rise		1,614	68%	897	55%	591	45%	1,921	65%	228	25%	968	75%
The Rosebay	Surabaya	0	0%	0	0%	206	16%	33	1%	29	3%	29	2%
South Quarter	Jakarta	609	26%	23	1%	86	7%	0	0%	0	0%	0	0%
Aeropolis	Jakarta	369	16%	60	4%	152	12%	54	2%	14	2%	10	1%
Sumatra 36	Surabaya	12	1%	0	0%	16	1%	0	0%	0	0%	6	0%
Regatta (50%)	Jakarta	294	12%	37	2%	40	3%	16	1%	13	1%	11	1%
Praxis	Surabaya	72	3%	8	1%	8	1%	20	1%	10	1%	16	1%
Spazio	Surabaya	145	6%	16	1%	21	2%	55	2%	50	5%	5	0%
1 Park Avenue	Jakarta	113	5%	151	9%	42	3%	157	5%	106	12%	105	8%
Graha Golf	Surabaya	0	0%	603	37%	19	1%	51	2%	6	1%	4	0%
1 Park Residence	Jakarta	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
57 Promenade	Jakarta	0	0%	0	0%	0	0%	1,536	52%	0	0%	783	61%
Landed Residential		489	21%	530	33%	648	49%	483	16%	160	17%	270	21%
Graha Natura	Surabaya	152	6%	94	6%	357	27%	165	6%	37	4%	88	7%
Serenia Hills	Jakarta	216	9%	202	12%	166	13%	214	7%	71	8%	140	11%
Graha Famili	Surabaya	31	1%	99	6%	52	4%	10	0%	0	0%	6	0%
Magnolia Residence	Jakarta	0	0%	36	2%	38	3%	28	1%	18	2%	15	1%
Taman Semanan Indah	Jakarta	0	0%	9	1%	6	0%	20	1%	10	1%	5	0%
Talaga Bestari	Jakarta	89	4%	68	4%	29	2%	46	2%	24	3%	9	1%
South Grove	Jakarta	0	0%	0	0%	0	0%	0	0%	0	0%	8	1%
1 Park Homes	Jakarta	0	0%	22	1%	0	0%	0	0%	0	0%	0	0%
Platinum	Surabaya	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
Pinang Residence	Jakarta	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
Puri Permata Pacitan	Surabaya	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
Industrial Estate		257	11%	192	12%	81	6%	531	18%	531	58%	45	4%
Ngoro Industrial Park	Surabaya	257	11%	192	12%	81	6%	531	18%	531	58%	45	4%
Total Marketing Sales		2,360	100%	1,619	100%	1,320	100%	2,935	100%	919	100%	1,284	100%
Development Income		2,360	100%	1,619	100%	1,320	100%	2,935	100%	919	100%	1,284	100%

By Location		Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp
Jakarta		1,691	72%	608	38%	560	42%	2,071	71%	257	28%	1,085	84%
Surabaya		670	28%	1,011	62%	760	58%	864	29%	662	72%	199	16%
Total Marketing Sales		2,360	100%	1,619	100%	1,320	100%	2,935	100%	919	100%	1,284	100%



Key Projects

57 Promenade (Mixed Use & High Rise)

57 Promenade is a 3.0 ha mixed use & high rise development located in the Jakarta CBD area comprising of a modern commercial sector along with outdoor elements such as pedestrian walkways and retail outlets. This project will benefit from its proximity to recent MRT infrastructure developments.



Thamrin City

Grand Indonesia

57 Promenade

Water Reservoir

Type	: Mixed Use & High Rise
Ownership	: 36.63%
Total area	: 3.0 ha (Phase 1 - 1.2 ha, Phase 2 - 1.8 ha)
Location	: Kebon Melati, CBD Jakarta
Infrastructure	: Future MRT, busway
Design	: Broadway Malyan, UK
Building plot ratio	: 5

Phase 1 Information – Condominium and retail

Launched	: 3Q 2017
Construction	: 2Q 2018
Expected Completion	: 3Q 2022
Project completion	: 2%

Condominium

Saleable area	: 17,876 sqm (260 units)
Sold	: 16,679 sqm (93%)
ASP 1H18	: Rp 54.6 mn/sqm

Tower City

Condominium

Saleable area	: 31,092 sqm (236 units)
Sold	: 26,537 sqm (85%)
ASP 1H18	: Rp 54.6 mn/sqm

Tower Sky

Retail

Semi gross area	: NLA 769 sqm
Market	: Lease

Phase 2 Information – Office, serviced apartments and retail

Office tower	: SGA 34,491 sqm
Boutique office	: SGA 14,018 sqm
Serviced Apartment	: SGA 9,726 sqm
Retail	: NLA 11,141 sqm

1Park Avenue (Mixed Use & High Rise)

1Park Avenue is a high rise residential project, an extension of the 1Park Residences apartment, located in Gandaria, South Jakarta, which is close to shopping destinations, hospitals, international schools and entertainment centers.



Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 2.8 ha
Location	: Gandaria, Kebayoran Baru, South Jakarta
Infrastructure	: Main road
Design	: CSYA, Singapore
No. of floor	: 29 floors

Phase 1 Information – 4 condominium towers

Construction	: 2Q 2013
Project completion	: 100%
Completion	: 2018

Condominium King, Queen, Royal (Tower 1, 2, 3)

Saleable area	: 52,136 sqm
Sold	: 49,818 sqm (96%)
ASP 1H18	: Rp 32.4 mn/sqm
Launched	: 2Q 2012

Condominium The Hamilton (Tower 4)

Saleable area	: 18,116 sqm
Sold	: 6,385 sqm (35%)
ASP 1Q18	: Rp 42.6 mn/sqm
Launched	: 2Q 2015

Phase 2 Information – 1 Park Homes

Net land area	: 0.8 ha
Saleable unit	: 32 units



Phase 1

Graha Golf (Mixed Use & High Rise)

Designed by CSYA, a Singapore-based architect with international caliber, Graha Golf stands in a green area surrounded by a golf course, located within the Graha Famili residential complex in Surabaya.



Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 2.4 ha
Location	: Graha Famili, West Surabaya
Design	: CSYA, Singapore
No. of floor	: 23 floors

Phase 1 Information – 2 condominium towers

Total area	: 7,532 sqm
Launched	: 2Q 2015
Construction	: 3Q 2016
Project completion	: 34%
Expected completion	: 2019

Condominium	Tower 1 & 2
Market	: Strata title
Semi gross area	: 27,174 sqm
Sold	: 22,357 sqm (82%)
ASP 1H18	: Rp 29.5 mn/sqm

Note:

- Phase 2 TBD – 3 condominium towers & townhouse



Graha Natura (Landed Residential)

Graha Natura is residential project in Lontar, West Surabaya, sprawling over 86-hectare land. Graha Natura is a unique housing estate with a focus on healthy lifestyle, nature and eco-friendly technology.



Launched Clusters

	Phase 1						Phase 2		
	Cluster A	Cluster B	Cluster C	Cluster D	Garden Ville 1	Garden Ville 2	Soho (BS)	Soho 2 (DS)	Edenia (Blok E & F)
Gross Land Area	5.9 ha	5.4 ha	6.0 ha	8.4 ha	0.6 ha	0.6 ha	0.6 ha	1.0 ha	5.4 ha
Launched	2010	2010	2010	2010	2014	2015	2014	2016	2016
Development Plan	105 units	85 units	58 units	93 units	31 units	24 units	27 units	37 units	212 units
Sold	94%	100%	100%	100%	100%	71%	96%	95%	75%
ASP 1H18 (Rp mn/sqm)	Land: 9.1 Building: 8.0								

The Rosebay (Mixed Use & High Rise)

The Rosebay is a low rise residential development within the Graha Famili complex in Surabaya. Built on a modern and exclusive concept with open corridors and greeneries, The Rosebay offers to create a sensation of living in a landed house.



Type	: Mixed Use & High Rise
Ownership	: 75%
Total area	: +/- 1ha
Location	: Graha Famili, West Surabaya
Design	: WOW Architect, Singapore
No. of floor	: 4-8 floors

Total units	: 229 units
Semi gross area	: 20,782 sqm
Construction	: 4Q 2016
Project Completion	: 27%
Expected completion	: 2Q 2019

Condominium	Tower A, B, F, G, H
Market	: Strata title
Total units	: 177 units
Semi gross area	: 16,505 sqm
Sold	: 7,695 sqm (47%)
ASP 1H18	: Rp 24.9 mn/sqm
Launched	: 14 January 2016

Condominium	Tower C, E
Market	: Strata title
Total units	: 52 units
Semi gross area	: 4,277 sqm
Launch	: TBD

Regatta (Mixed Use & High Rise)

Regatta is an iconic apartment project at Pantai Mutiara, North Jakarta, consists of ten apartment towers, a five-star hotel, and a serviced apartment.



Type	: Mixed Use & High Rise
Ownership	: 50% (50% PT Global Ekabuana)
Total area	: 11 ha (Phase 1 - 2.5 ha, Phase 2 - 1.7 ha)
Location	: Pantai Mutiara, North Jakarta
Infrastructure	: Main road
Design	: Tom Wright (WS Atkins, UK)
No. of floor	: 24 floors

Project Information

Condominium

Tower Name	: London, New York, Shanghai
Launched	: 2Q 2014 (London & New York)
Project completion	: 89%
Expected completion	: 2018
Semi gross area	: 51,720 sqm (London & New York)
Market	: Strata title
Sold	: 29,091 sqm (56%)
ASP 1H18	: Rp 33.7 mn/sqm

Phase 2 (3 towers)

Others

- Phase 2: London tower was launched in June 2014, while New York tower was pre-launched in June 2014.
- FIABCI Prix d'Excellence, Bali Congress Award 2010.

Aeropolis (Mixed Use & High Rise)

Aeropolis is an integrated mixed use development consisting of residential, office, hotel, commercial and retail development in an area of 105-hectars. This project is strategically located only 500 meters from the international airport and will also be benefiting from the ongoing construction progress of the Soekarno-Hatta Airport's Train Access.



Projects Launched	Year Launched	Year Completed	Total (Unit)	Total (Sqm)	Sold (Sqm)	ASP 1H18 (Rp mn/m ²)	Construction (%)
Aeropolis Residence 1 & Commercial Park	2011	2014	1,153	25,126	22,867	12.3	100%
Aeropolis Residence 2	2012	2017	1,048	20,248	20,063	9.8	100%
Aeropolis Residence 3 (Tower 1, 3, 5)	2014	E 2018	1,446	24,107	20,189	11.9	99% (T1), 91% (T3), 85% (T5)
Aeropolis Crystal Residence (Tower 2, 3)	2013	E 2018 (T2) E 2018 (T3)	393	14,016	13,225	10.5	100% (T2) & 80% (T3)
Aeropolis Lucent Residence	2016	E 2018	253	7,129	2,380	14.2	52%
Total			4,293	90,626	78,724		
Aeropolis Techno Park Phase 1-1	2014	E 2018	36	Land: 13,410 Building: 12,822	Land: 10,800 Building: 10,320	Land: 9.1 Building: 6.3	In progress
Aeropolis Techno Park Phase 1-2	2015	E 2018	60	Land: 13,314 Building: 5,040	Land: 10,306 Building: 2,784	FY17 Land: 5.3 Building: 4.5	In progress

Ngoro Industrial Park (Industrial Estate)

Ngoro Industrial Park is a modern industrial estates complete with infrastructure and facilities for industrial factories.



Type	: Industrial Estate
Total development plan	: 505 ha
Location	: Ngoro, Mojokerto, East Java
Infrastructure	: Natural gas, power substation, waste water treatment, telecommunication
Access	: Toll road, main road, 45 km from Surabaya, 50 km from Tanjung Perak Seaport, 50 km from Juanda International Airport

Project Information

Launched	: 1991 (1st phase) & 2010 (2nd phase)
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Industrial Estate

Sold	: 300 ha
Land bank	: ± 89 ha
ASP 1Q18	: Rp 2.1 mn/sqm

Tenancy

Unicharm, Mitsui-Soko, Hitachi, HB Fuller, Yakult, Roman Ceramic, Mulia Ceramic (Dharma Persada Gemilang), Cort Indonesia, Toyota Astra Motor, etc.

Facility & Services

Export Processing Zone, Standard Factory Building, Warehouse, Commercial Area, Clinic, Bank & ATM, Office Space, Guest House, Outdoor Sport, Police Station, Internal Security, Fire Brigade.





Other Projects

Serenia Hills (Landed Residential)

Serenia Hills is a premium estate that stretches over 26 hectares in Lebak Bulus, South Jakarta. In 2013, Serenia Hills received an award at Housing Estate Green Property Award as Favorite Residential 2013.

Phase 1



	Phase 1		Phase 2	
Type	Residential		Residential	
Land Area	10 ha		16ha	
Development Plan	Regent Signature	173 units 51 units	Titan Ultimate Venture Barat Venture Timur Quantum (New Cluster)	59 units 48 units 84 units 62 units 68 units
	Total	224 units	Total	321 units
Launched	2011 & 2012		2013 & 2014 ; 2017 (Quantum)	
Sold	Regent Signature	171 units (99%) 51 units (100%)	Titan Ultimate Venture Barat Venture Timur Quantum	59 units (100%) 44 units (92%) 83 units (99%) 60 units (97%) 43 units (63%)
	Total	222 units (99%)	Total	289 units (90%)
Land ASP 1H18	Rp 17.3 mn/sqm		Rp 11.1 mn/sqm (Quantum: 16.7)	
Building ASP 1H18	Rp 8.5 mn/sqm		Rp 7.5 mn/sqm (Quantum: 7.1)	



Praxis (Mixed Use & High Rise)

Praxis is part of the development of Intiland Tower Surabaya. Located in the Surabaya CBD, the project occupies 1.1 hectares of land comprising such facilities as office, apartment, retail, hotel and cinema.



Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 1.1 ha
Location	: CBD Surabaya
Infrastructure	: Main road
GFA	: 102,498 sqm
No. of Floors	: Office 5 floors, Apartment 28 floors, Hotel 18 floors, F&B 1 floor, 3 basement floors

Phase 1 Information

Launched	: 2Q 2013
Construction	: 1Q 2014
Project completion	: 87%
Expected completion	: Q4 2018

Semi gross area	Condominium	Office
	: 19,634 sqm (295 units)	21,544 sqm (185 units)
Market	: Strata title	Strata title 17,404 sqm
		Lease 4,140 sqm
Sold	: 12,923 sqm (66%)	4,121 sqm (24%)
	ASP 1Q18	: Rp 24.8 mn/sqm
Semi gross area	Hotel	Retail
	: 14,326 sqm	8,609 sqm
Unit	: 267 rooms	



Spazio Tower (Mixed Use & High Rise)

Spazio Tower is a multi-function office tower located in Graha Festival, West Surabaya which development consists of office, hotel and retail. This project is the extension of Spazio, which has the same concept.



Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 0.5 ha
Location	: Graha Festival, West Surabaya
Infrastructure	: Main road
No. of floors	: 11 floors office, 7 floors hotel + function, 2 floors retail, 5 floors basement

Project Information

Launched	: 1Q 2014
Construction	: 4Q 2014
Project completion	: 73%
Expected completion	: 1Q 2019

Office

Semi gross area	: 23,732 sqm
Market	: Strata title
Sold	: 12,350 sqm (52%)
ASP 1Q18	: Rp 30.9 mn/sqm

Retail

Semi gross area	: 5,077 sqm
Market	: Lease

Hotel + Function

Semi gross area	: 7,640 sqm (145 rooms)
Market	: Lease



Construction Progress

Magnolia Residence (Landed Residential)

Magnolia Residence is a 14.7 ha development of a new housing estate in Jatake, Tangerang. Intiland commenced the development of infrastructure, marketing office, and show units in 2014.



Type	: Low-rise residential
Ownership	: 52.5%
Total area	: 14.7 ha
Location	: Jatake, Tangerang
Infrastructure	: Main road, toll road

Project Information

Market	: Middle
Sold units	: 179 units
Land ASP 1H18	: 5.4 mn/sqm
Building ASP 1H18	: 5.0 mn/sqm
Launched	: 2Q 2015



Talaga Bestari (Landed Residential)

Talaga Bestari is a residential project occupying 308 hectare land space in Cikupa, Tangerang, Banten. Designed as 'The Family Learning City'.



Project Facts	Harmony	The Hills	Fluora	The Forest Phase 1	Taman Palem	Jungle Walk	Plaza D'Captiva
Development	<ul style="list-style-type: none"> Harmony - 214 houses Harmony 2 - 111 houses 	207 houses	204 houses	173 houses	452 houses	136 shophouses 320 kiosks	117 shophouses
Sold	98%	100%	90%	45%	25%	20%	95%
Land ASP	<ul style="list-style-type: none"> Rp 4 mn/sqm 						
Remarks	<ul style="list-style-type: none"> Key catalyst – Lion City, a 30 ha of land purchased by Lion Air for training center, warehouses, dormitories 						
Land bank	<ul style="list-style-type: none"> 76 ha 						

Sumatra 36 (Mixed Use & High Rise)

Sumatra 36 is a luxury downtown apartment on Sumatra Street, one of the prime addresses in Surabaya. It occupies a 2,359-square-meter land and consists of 12 floors, encompassing 63 exclusive units.



Type	: Mixed Use & High Rise
Total area	: 0.2 ha
Location	: CBD Surabaya
Infrastructure	: Main road
Design	: CSYA, Singapore
No. of Floors	: 12 floors

Phase 1 Information

Launched	: 4Q 2011
Construction	: 2013
Project completion	: 100%
Completed	: 2015

Apartment

Semi gross area	: 9,020 sqm
Market	: Strata title
Sold	: 4,607 sqm (51%)
ASP 1H18	: Rp 28.2 mn/sqm





Recurring Income Projects

South Quarter Phase 1 (Investment Property)

South Quarter is a 7.2 ha mixed use and high rise development which Phase 1 (4.4 ha) comprises three office towers and supporting retail facilities. South Quarter is accessible via TB Simatupang toll road and Lebak Bulus Street.



Type	: Investment Property
Ownership	: 60% (40% GIC Singapore)
Location	: TB Simatupang, South Jakarta
Infrastructure	: Toll road, future MRT, shuttle bus
Design	: WS Atkins
No. of floor	: 20 floors, 4 basements
Launched	: 4Q 2012
Construction	: 2Q 2012
Project completion	: 100%
Completion	: 2015

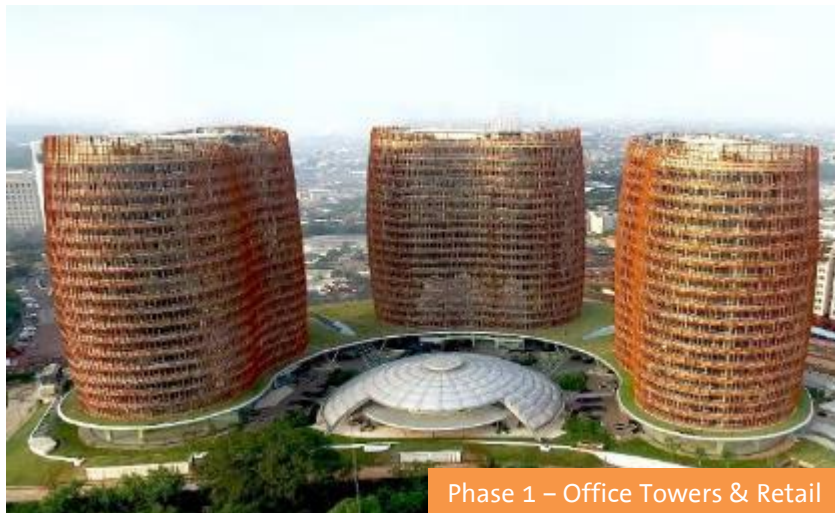
Investment Property (office and retail):

Office (Tower A, B, C)

Lettable space	: 76,753 sqm
Leased space	: 53,723 sqm (70%)
Asking base rent	: Rp 250,000/sqm/month

Retail

Lettable space	: 8,116 sqm
Leased space	: 5,389 sqm (66%)
Asking base rent	: Rp 300,000 - 400,000/sqm/month



Phase 1 - Office Towers & Retail

Intiland Tower Jakarta (Investment Property)

Intiland Tower Jakarta is the company's flagship office building located in the Jakarta CBD area. It was designed by Paul Rudolph, renowned American architect who developed the 'green' concept, which reflects the tropical-themed Indonesian architecture. The building model was exhibited at the Museum of Modern Arts in New York.



Type	: Investment Property
Ownership	: 100%
Total area	: 0.8 ha
Location	: CBD Jakarta
Infrastructure	: Main road, MRT (future)
Design	: Paul Rudolph
Floor	: 23 floors, 1 basement

Project Information

Construction	: 1984
Project completion	: 100%
Completion	: 1986

Office Tower

Lettable space	: 24,716 sqm
Leased space	: 21,074 sqm
Available space	: 3,642 sqm
Occupancy	: 85%
Avg. gross rent	: Rp 264,359/sqm/month

Intiland Tower Jakarta

Intiland Tower Surabaya (Investment Property)

Intiland Tower Surabaya, another masterpiece by Paul Rudolph, is an office tower located in the heart of CBD Surabaya that becomes the leading IT building in the city. Its unique design of fronting terraces on every level allows natural free flow of air and lighting.



Type	: Investment Property
Ownership	: 100%
Total area	: 0.5 ha
Location	: CBD Surabaya
Infrastructure	: Main road
Design	: Paul Rudolph
No. of floor	: 12 floors, 2 basements

Project Information

Construction	: 1995
Project completion	: 100%
Completion	: 1997

Office Tower

Lettable space	: 19,533 sqm
Leased space	: 13,067 sqm
Available space	: 6,466 sqm
Occupancy	: 67%
Avg. gross rent	: Rp 183,391/sqm/month

Spazio (Investment Property)

Spazio is an office space in Graha Festival, West Surabaya consisting of strata title office units, with the first and second floor functioning as the food & beverage and lifestyle commercial spaces. Designed as a business community center, Spazio successfully introduces the concept of 24-hour open office in Surabaya.



Type	: Investment Property
Ownership	: 75%
Total area	: 0.8 ha
Location	: Graha Festival, West Surabaya
Infrastructure	: Main road

Project Information

Launched	: 4Q 2010
Construction	: 2011
Project completion	: 100%
Completion	: 2012

Retail (include terrace)

Leattable space	: 3,389 sqm
Leased space	: 750 sqm
Occupancy	: 22.1%
Avg. gross rent	: Rp 161,000/sqm/month

Development Income

Office Tower

Total area (SGA)	: 16,019 sqm
Market	: Strata title
Sold	: 15,336 sqm (96%)

National Hospital (Investment Property)

National Hospital Surabaya is located within Graha Famili, West Surabaya. It is the first hospital in Indonesia equipped with advanced technology of MRI 3 Tesla Wide Bore, CT Scan 128 slices. Developed by PT Surabaya Jasa Medika, a joint venture between PT Grande Family View (subsidiary) and a strategic partner.



Type	: Investment Property
Ownership	: 37.5%
Total area	: 0.85 ha
Location	: Graha Famili, West Surabaya
Building area	: 32,000 sqm
Infrastructure	: Main road
No. of floor	: 10 floors (including 2 basements) 5 floors Annex building

Project Information

Construction	: 1 October 2010
Project completion	: 100%
Grand opening	: 12 December 2012

Development

Bed capacity	: 205 beds and 123 wards
GP and Specialists	: 98 person
Nurses	: 151 person
Center of Excellence	: Neurosurgeon

On April 11, 2015, Indonesian Museum of Records (MURI) awarded National Hospital as the first hospital in Indonesia to perform Parkinson surgery, tremor procedure, and Deep Brain Stimulation installation.

On the same day, MURI also awarded Dr. Achmad Fahmi, a neurosurgeon specialist at National Hospital, as a pioneer in Deep Brain Stimulation application and in the development of stereotactic brain lesion for Parkinson and movement disorder in Indonesia.

Intiwhiz Hotel Chain (Investment Property - 30%)

The Company, through its subsidiary PT Intiwhiz International, has embarked on hospitality business by opening medium-class hotels suited to value-conscious, frequent travelers. Under the brand Whiz (two star-plus), Whiz Prime (three-star) and Grand Whiz (four-star) Hotels, the hotel chain spreads in big cities such as Jakarta, Surabaya, Semarang, Bali and Yogyakarta.

No	Hotels	Type	Opening Date	No. of Rooms
1	Whiz Yogyakarta Central Java	Own	10 Oct 2010	100
2	Whiz Semarang Central Java	Own	11 Nov 2011	148
3	Grand Whiz Nusa Dua Bali	Operator	29 Jul 2013	130
4	Whiz Cikini Jakarta	Own ¹⁾	28 Jan 2014	133
5	Grand Trawas East Java	Own	Jan 2014	68
6	Whiz Prime Kelapa Gading Jakarta	Operator	Jul 2014	160
7	Swift Inn Aeropolis	Own	5 Feb 2015	140
8	Whiz Prime Balikpapan	Own ¹⁾	12 Feb 2015	154
9	Whiz Prime Bogor	Own	1 Nov 2015	153
10	Whiz Prime Darmo Harapan	Own	9 Nov 2015	100
11	Whiz Prime Manado	Own (JV)	11 Nov 2015	152
12	Whiz Prime Hasanuddin Makassar	Own	3 Mar 2016	147
13	Whiz Prime Lampung	Operator	14 Apr 2016	133
14	Grand Whiz Poin Square	Own (JV)	Jul 2016	159
15	Whiz Pekanbaru	Operator	Dec 2016	150

No	Hotels	Type	Opening Date	No. of Rooms
16	Whiz Cilacap	Own	Apr 2017	125
17	Whiz Faletehan – Blok M	Own (JV)	Jun 2017	52
18	Whiz Prime Malioboro	Operator	Jun 2017	123
19	Whiz Prime Sudirman – Makassar	Operator	Jul 2017	132
20	Whiz Capsule Trawas	Own	Okt 2017	100
21	Whiz Prime Malang	Own	Okt 2017	157
22	Whiz Prime Padang	Operator	Des 2017	136
23	Whiz Capsule Bromo	Own	Des 2017	90
Total				2,942

No	Pipeline Projects 2018	Type	No. of Rooms
1	Whiz Karawang	Own	148
2	Grand Whiz Megamas Mall Manado	Own (JV)	152
Total			300

1) BOT Scheme



Whiz Hotel
Yogyakarta



Grand Whiz
Nusa Dua Bali



Whiz Hotel
Semarang



Whiz Hotel
Cikini



Whiz Hotel
Pekanbaru

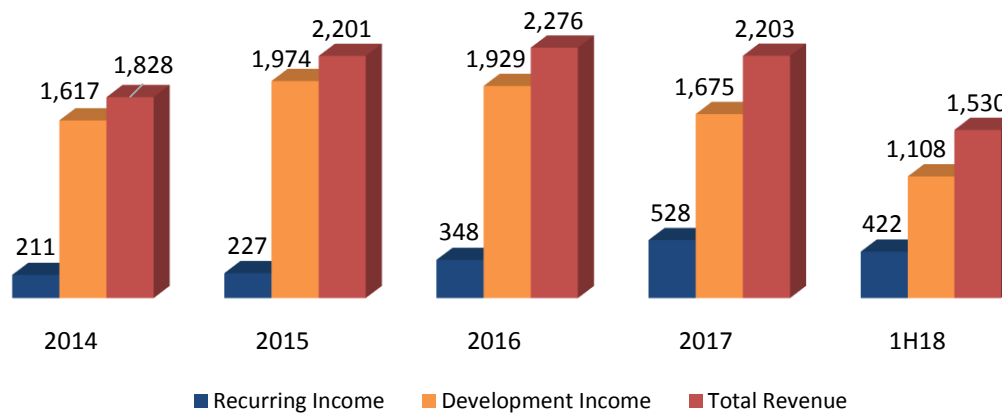


Whiz Prime
Kelapa Gading

Future Additional Recurring Income Stream (2018 and beyond)

Projects	Leaseable Area
57 Promenade - Phase I (55% owned)	Retail (NLA 769 sqm)
Spazio Tower	Hotel 145 rooms + function (SGA 7,640 sqm) Retail (SGA 5,077 sqm)
Praxis	Office (SGA 4,140 sqm) Hotel 267 rooms (SGA 14,326 sqm) Retail (NLA 8,609 sqm)
57 Promenade - Phase II (55% owned)	Office (SGA 48,509 sqm) Retail (NLA 11,141 sqm) Serviced apartment (SGA 9,726 sqm)

**Revenue Breakdown
In billion Rupiah**

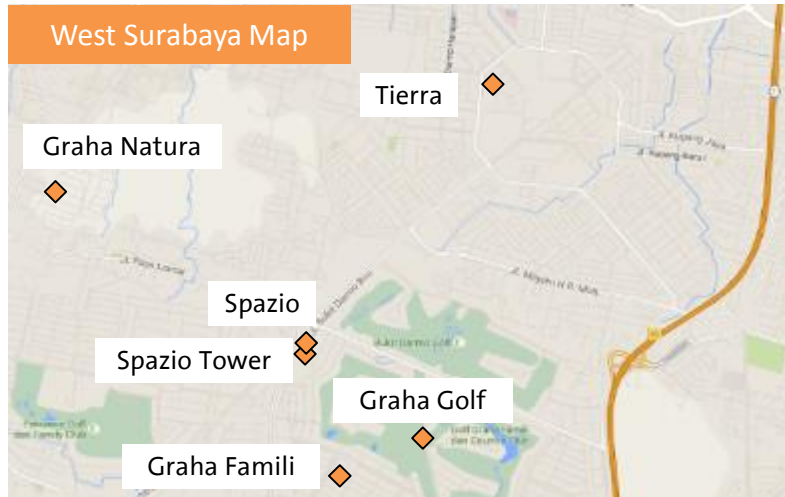


The background of the slide features a solid orange color with several vertical stripes of varying widths and shades of orange and red on the left side. The stripes are positioned on the left side of the slide, with the most prominent one being a dark red stripe.

Pipeline Projects

Tierra (Mixed Use & High Rise)

Tierra is located in the Plaza Segi Delapan area in West Surabaya, with a total of 6.3 ha of landbank to be developed into a mixed use development project targeting the middle segment.



Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 6.3 ha
Location	: Plaza Segi Delapan, West Surabaya
Infrastructure	: Main road

Phase 1 Information – 2 condominium towers

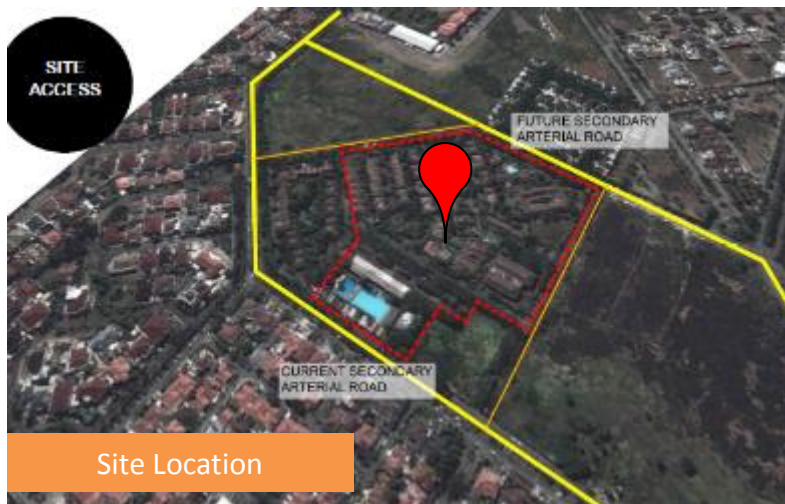
Total land area	: 10,760 sqm
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Condominium	Tower 1
Market	: Strata title
Estimated semi gross area	: 9,695 sqm
Estimated launch date	: 2019

Condominium	Tower 2
Market	: Strata title
Estimated semi gross area	: 21,161 sqm
Estimated launch date	: 2019

Podium / SOHO and Commercial Area

Market	: Strata / Lease
Estimated semi gross area	: 5,221 sqm



South Quarter Phase 2 (Mixed Use & High Rise)

South Quarter is a 7.2 ha mixed use & high rise development of which Phase 2 (2.7 ha) will comprise of two residential apartment towers. South Quarter is accessible via TB Simatupang toll road and Lebak Bulus Street.



Type	: Mixed Use & High Rise
Ownership	: 60% (40% GIC Singapore)
Total area	: 7.2 ha (Phase 1 - 4.4 ha, Phase 2 - 2.7 ha)
Location	: TB Simatupang, South Jakarta
Infrastructure	: Toll road, future MRT, shuttle bus

Phase 1 Information – 3 Office Towers & Retail

Market	: Strata title & Investment Property
Project Completion	: 100%

Phase 2

Condominium Tower D, E

Market	: Strata title
Estimated semi gross area	: 45,000 sqm
Estimated launch date	: 4Q 2018



West One City (Mixed Use & High Rise)

A 21 ha future mixed use & high rise project located in West Jakarta comprised of residential, retail and commercial properties with facilities such as educational institutions, sports clubs and parking spaces.



Type	: Mixed Use & High Rise
Ownership	: 40%
Total area	: 21 ha
Location	: Daan Mogot, West Jakarta
Infrastructure	: Train, busway, JORR toll road
Building plot ratio	: 4 - 5

Project Information

High-rise residential

Strata title office

Market : Middle class

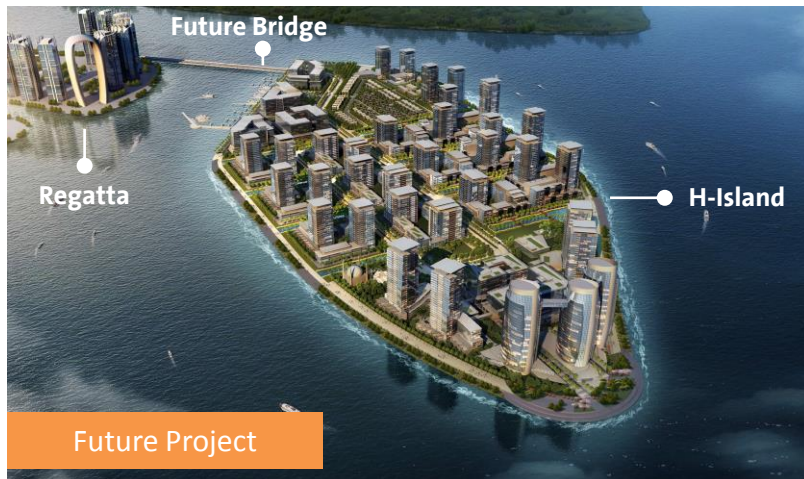
Others

- Completed the construction of front entrance, roads, infrastructure and marketing office.



H-Island Reclamation Project (Mixed Use & High Rise)

A 63 ha future reclamation project located in Pulau H, close to Pantai Mutiara, North Jakarta. It is part of the 17 islands reclamation projects initiated by the Jakarta local government.



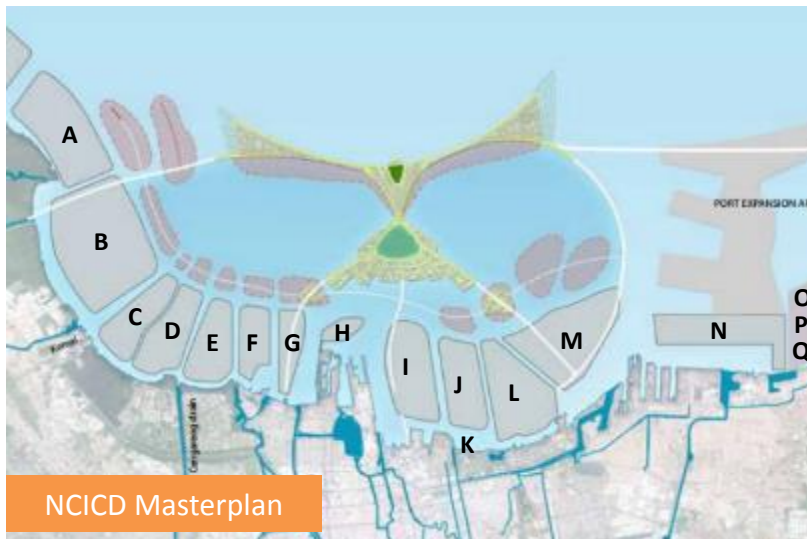
Type	: Mixed Use & High Rise
Total area	: 63 ha
Location	: Pulau H, Pantai Mutiara, North Jakarta
Infrastructure	: Future bridge
Masterplan	: Woods Bagot
Engineering consultant	: Witteveen+Bos

Project Information

Mixed use
High-rise and low rise residential
Commercial

Others

- Obtained *Izin Pelaksanaan Reklamasi* (reclamation license) in 4Q 2015



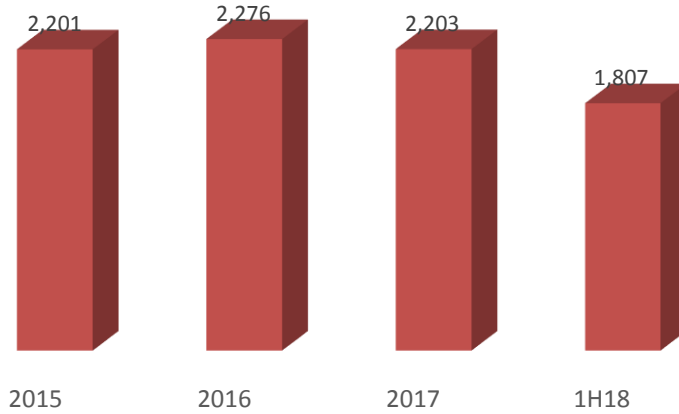


Financial Highlights

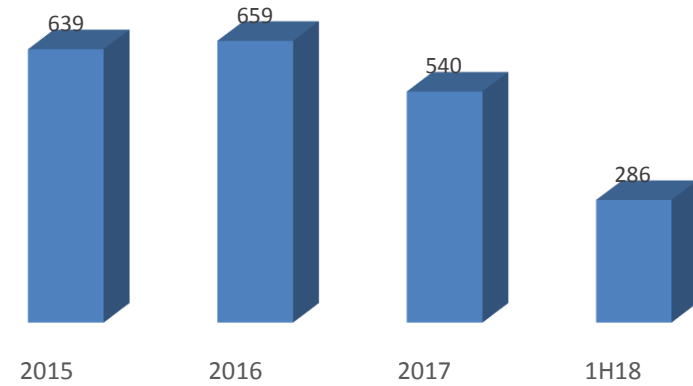
Financial Performance



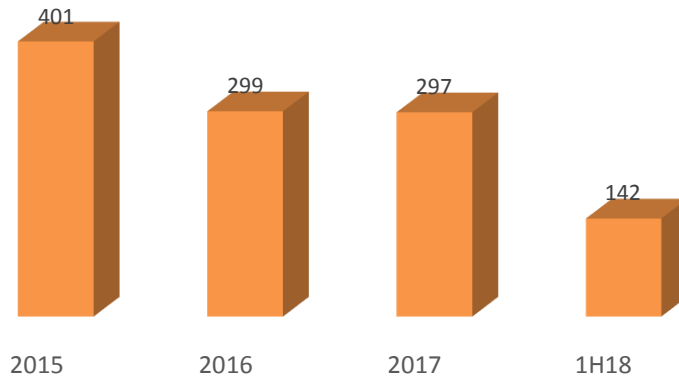
Revenue
in billion Rupiah



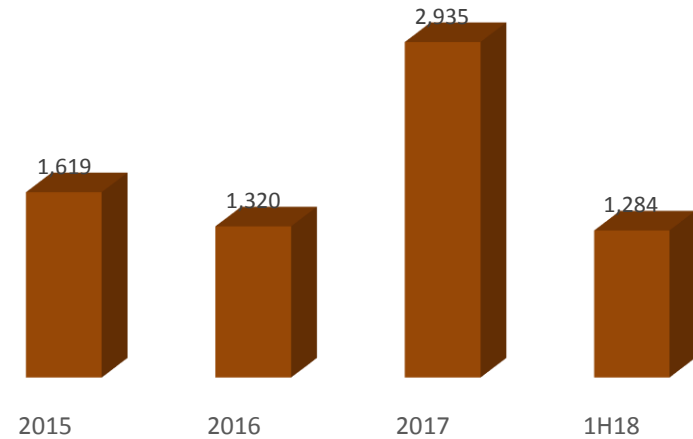
EBITDA
in billion Rupiah



Net Income
in billion Rupiah

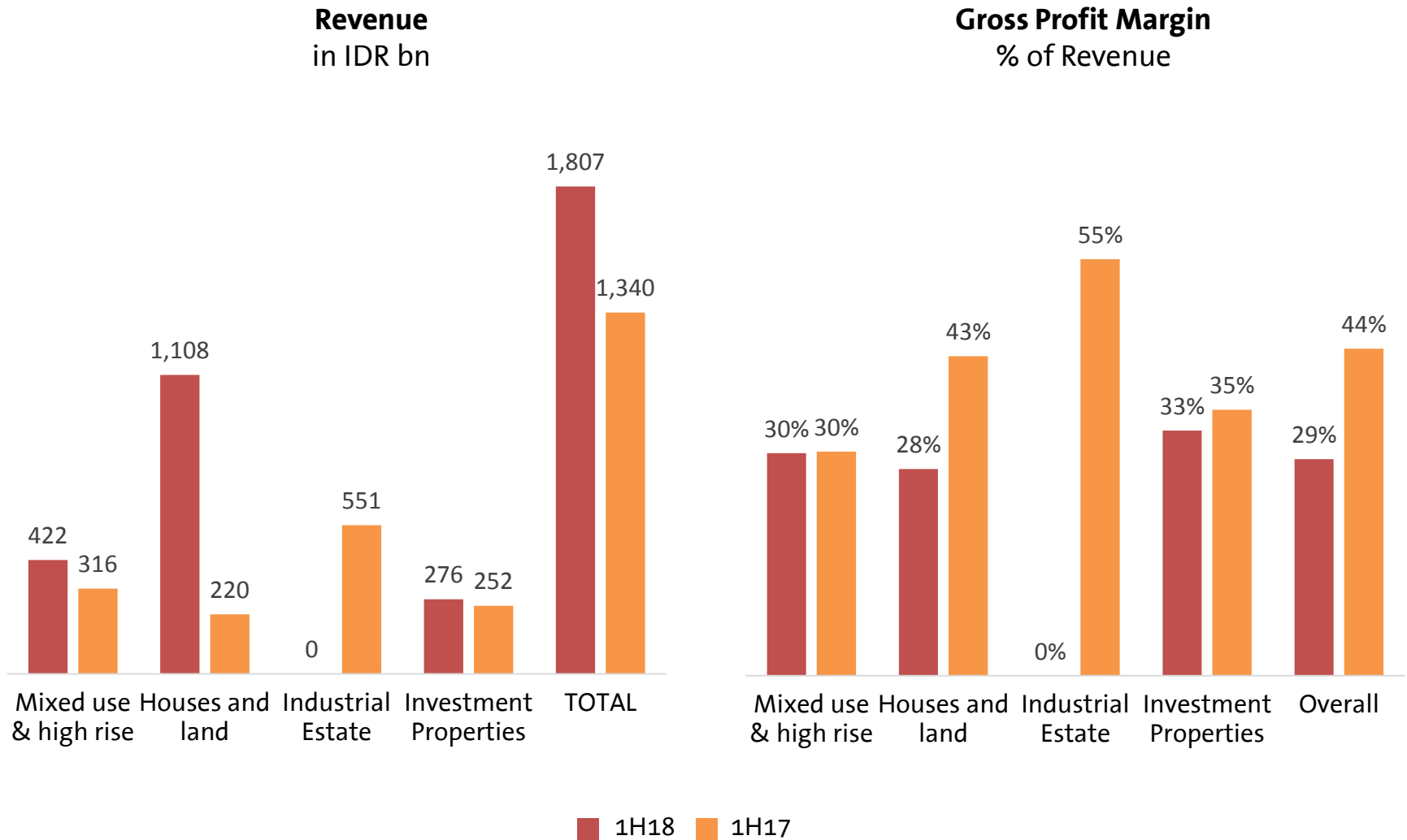


Marketing Sales¹⁾
in billion Rupiah



1) Marketing Sales includes Development Income only

Segments Contribution



Financial Highlights

in Rp billion	1H18 Inhouse	1H17 Inhouse	YoY Growth
Revenue	1,807	1,340	35%
Gross Profit	520	582	-11%
EBITDA	285	379	-25%
Net Income	142	234	-39%
EPS (Rp)	14	23	-39%

in Rp billion	1H18 Inhouse	2017 Audited	Growth
Total Assets	13,809	13,097	5%
Total Liabilities	7,363	6,787	9%
Total Equity	6,446	6,311	2%
Sales Advance	1,444	1,168	5%
Cash & Cash Equivalents	976	473	30%
Total Debt	4,840	4,455	9%
Net Debt/Equity	60%	79%	
Gross Profit Margin	29%	43%	
EBITDA Margin	16%	28%	
Net Income Margin	8%	14%	
ROA	2%	3%	
ROE	4%	6%	

EBITDA: Operating profit + final tax + depreciation + amortization

in Rp billion	2017 Audited	2016 Audited	2015 Audited
Revenue	2,203	2,276	2,201
Gross Profit	956	1,036	1,043
EBITDA	540	585	605
Net Income	297	299	401
EPS (Rp)	29	29	39

in Rp billion	2017 Audited	2016 Audited	2015 Audited
Total Assets	13,097	11,840	10,289
Total Liabilities	6,787	6,783	5,518
Total Equity	6,311	5,057	4,771
Sales Advance	1,374	1,168	1,343
Cash & Cash Equivalents	750	473	405
Total Debt	4,431	4,455	3,200
Net Debt/Equity	58%	79%	59%
Gross Profit Margin	43%	46%	47%
EBITDA Margin	25%	26%	27%
Net Income Margin	14%	13%	18%
ROA	3%	3%	4%
ROE	6%	6%	8%
Dividend	N/A	52	51
Dividend per Share (Rp)	N/A	5	5

Appendix

Awards & Achievements

2018



Intiland
Top Fastest Growing Companies
Infobank Awards 2018
Infobank



Intiland
Top 10 Developers
BCI Asia Awards 2018
BCI Asia



Magnolia Residence
The Most Preferred Landed Houses
in Tangerang
Real Estate Awards 2018
Rumah123.com



Serenia Hills
The Most Preferred Landed Houses
in South Jakarta
Real Estate Awards 2018
Rumah123.com



Serenia Hills
Top 8 Marketing Communications
in Housing Category
Indonesia Property Awards 2018
Warta Ekonomi



Fifty Seven Promenade
The Recommended Condominium
in Jakarta
Properti Indonesia Awards 2018
Majalah Properti Indonesia



Intiland
Mitra Pengembang Properti
Nasional Terbaik
BTN Property Awards 2018
Bank Tabungan Negara



Majalah Beranda
2nd Winner Best In-House
Magazine in Private Sector
Indonesia Content Marketing
Awards 2018
Kompas - Gramedia

2017



57 Promenade
The Most Favored Mid-up
Apartment in Mixed-use Project
Housing Estate Awards



Serenia Hills
The Best Innovation in
Property Product Concept
Property Innovation Awards



Intiland
The Most Innovative
Developer
Property & Bank Awards



Talaga Bestari
The Progressive Housing
Development in Tangerang
Properti Indonesia Awards



Intiland
Developer with
Acclaimed Design
Indonesia Design Awards



Intiland
Top 50 Mid Cap Public
Listed Companies
The 9th IICD Corporate
Governance Awards

Subroto Awards
Ministry of Energy &
Mineral Resources (ESDM)

South Quarter
2nd rank for Large Green
Building Category
(Design & Energy Saving System)
Subroto Awards



Serenia Hills
Best Compact Development
in Jakarta & Indonesia
Golden Property Awards



Graha Natura
Best Medium Scale
Development in Surabaya
Golden Property Awards



Regatta
Best Premium Apartment
Golden Property Awards



Intiland
Top 50 Midcap Entities
IICD CG Appreciation



Intiland
100 Fastest Growing
Companies
Infobank Awards



Serenia Hills
The Most Popular Landed
in South Jakarta
Consumer Choice Awards



Griya Semanan
The Most Popular Landed
in West Jakarta
Consumer Choice Awards



Magnolia Residence
The Most Popular Landed
in Tangerang
Consumer Choice Awards



Aeropolis
The Most Popular
Apartment in Tangerang
Consumer Choice Awards

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