

**SIARAN PERS  
PRESS RELEASE**

No. 017PR/Intiland/CC/TVR/V/2019

**DAPAT DITERBITKAN SEGERA  
FOR IMMEDIATE RELEASE****Intiland Gelar Rapat Umum Pemegang Saham  
Intiland Held General Meeting of Shareholders**

**Jakarta (15/5)** – Pengembang properti PT Intiland Development Tbk menggelar Rapat Umum Pemegang Saham Tahunan (RUPST) untuk tahun buku 2018. Pada RUPST yang diselenggarakan di Jakarta, 15 Mei 2019, Pemegang Saham memberikan persetujuan atas seluruh laporan dan rencana Perseroan yang tertuang dalam agenda RUPST.

RUPST menyetujui dan mengesahkan Laporan Tahunan Perseroan untuk tahun buku 2018 yang meliputi Laporan Direksi, Laporan Tugas Pengawasan Dewan Komisaris, dan Laporan Keuangan yang berakhir 31 Desember 2018. Pemegang saham juga memberikan persetujuan untuk penggunaan laba bersih tahun 2018 senilai Rp203,7 miliar.

Archied Noto Pradono Direktur Pengelolaan Modal dan Investasi Intiland mengungkapkan bahwa dari perolehan laba bersih tersebut, sebesar Rp20,7 miliar dialokasikan untuk dividen atau senilai Rp2 per saham. Nilai dividen yang dibagikan kepada para pemegang saham tersebut setara 10,2 persen dari perolehan laba bersih Perseroan tahun 2018.

“Sisanya sebesar Rp180,9 miliar ditetapkan sebagai laba ditahan dan sebesar Rp2 miliar sebagai cadangan wajib,” ungkap Archied.

Perseroan juga mendapatkan persetujuan RUPST atas penyesuaian pasal 3 Anggaran Dasar Perseroan perihal Maksud dan Tujuan serta Kegiatan Usaha untuk disesuaikan dengan Klasifikasi Baku Lapangan Usaha Indonesia. Perubahan ini sehubungan dengan Peraturan Pemerintah Republik Indonesia Nomor 24 tahun 2018 tentang Pelayanan Perizinan Berusaha

**Jakarta (15/5)** Property developer, PT Intiland Development Tbk, held its Annual General Meeting of Shareholders (AGMS) for the fiscal year of 2018. At the AGMS, held in Jakarta on 15 May 2019, the Shareholders granted approval to the entire report and plans proposed by the Company as stipulated in the AGMS agendas.

The AGMS approved and ratified the Company's Annual Report for the fiscal year of 2018, which encompassed the Board of Directors Report, the Board of Commissioners Supervisory Report, and the Financial Statements for the period ending 31 December 2018. The Shareholders also granted approval for the use of the 2018 net profit amounting to Rp203.7 billion.

Archied Noto Pradono, Director of Capital Management and Investment of Intiland, stated that out of said net profit, as much as Rp20.7 billion will be distributed as dividends, equal to about Rp2 per share. The amount of dividends distributed to the shareholders is equivalent to 10.2 percent of the Company's net profit for 2018.

“The remainder, amounting to Rp180.9 billion, is recorded as retained earnings and another Rp2 billion as mandatory reserve,” stated Archied.

The Company further received the approval from the AGMS concerning the amendment to article 3 of the Company's Articles of Association, on the Purpose and Goals and Business Activities, to be aligned with the Indonesian Standards of Business Classification. This amendment was in relation to the Regulation of the Government of the Republic of Indonesia No. 24/2018 on the Electronic Integrated Business Licensing Service and the Joint Announcement from the Ministry of Law and Human Rights of the Republic of

Terintegrasi Secara Elektronik dan Pengumuman Bersama Kementerian Hukum dan Hak Asasi Manusia Republik Indonesia.

Pada agenda RUPST yang lain, Pemegang Saham memberikan wewenang kepada Dewan Komisaris Perseroan untuk menunjuk Kantor Akuntan Publik. Selain itu, RUPST juga menyetujui penetapan remunerasi Dewan Komisaris dan pelimpahan wewenang Dewan Komisaris untuk menetapkan remunerasi Direksi untuk tahun buku yang berakhir pada 31 Desember 2019.

Berkaitan dengan hasil pencapaian 2018, Archied mengungkapkan bahwa Perseroan cukup berhasil mempertahankan kinerja usaha di tengah kondisi pasar properti yang belum kondusif. Perseroan menilai tingkat permintaan pasar terhadap produk properti relatif tidak mengalami pertumbuhan secara signifikan.

“Kondisi sektor properti masih cukup berat dan belum kembali kondusif. Tapi kami percaya peluang tetap ada dengan fokus pada segmen-segmen pengembangan yang memberi ruang untuk menciptakan pertumbuhan usaha,” kata Archied.

Di tengah tantangan yang terjadi di industri properti, Perseroan pada tahun lalu membukukan pendapatan usaha sebesar Rp2,6 triliun, atau naik sebesar 16 persen dibandingkan tahun sebelumnya sebesar Rp2,2 triliun. Laba usaha dan laba bersih tercatat mencapai Rp327 miliar dan Rp203 miliar atau masing-masing mengalami penurunan sebesar 5,2 persen dan 31,6 persen.

“Penurunan kinerja profitabilitas terutama disebabkan oleh menurunnya margin laba kotor dan tingginya beban bunga,” ungkap Archied.

Berdasarkan hasil laporan keuangan triwulan I yang berakhir 31 Maret 2019, Perseroan berhasil membukukan pendapatan usaha Rp887,6 miliar, atau naik sebesar 25 persen dibandingkan triwulan I 2018 yang mencapai Rp709,2 miliar. Laba usaha dan laba bersih Perseroan tercatat mencapai Rp156 miliar dan Rp48 miliar.

Perseroan melihat tantangan yang dihadapi para pelaku di industri properti tahun ini masih cukup berat. Dibutuhkan terobosan-terobosan yang efektif untuk mempertahankan kinerja usaha, baik dari aspek strategi ekspansi, manajemen

Indonesia.

In another agenda of the AGMS, the Shareholders granted the authority to the Board of Commissioners of the Company to appoint a Public Accounting Firm. In addition, the AGMS also approved the remuneration for the Board of Commissioners and granted the authority to the Board of Commissioners to determine the remuneration for the Board of Directors for the fiscal year ended 31 December 2019.

In keeping with 2018’s achievements, Archied noted that the Company had successfully maintained its business performance in 2018 amidst a less-than-conducive situation in the property market, owing to weak, relatively stagnant demand from customers of property products.

“The property sector remains weighed down and is below a level that is conducive to growth. We however believe in the opportunity to focus on development segments that provide a booster for business growth,” said Archied.

Amidst the challenges in the property industry, the Company recorded business revenues of Rp2.6 trillion in the past year, up by 16 percent from the previous year’s achievement of Rp2.2 trillion. Operating profit and net profit for the year were recorded at Rp327 billion and Rp203 billion, respectively, down by 5.2 percent and 31.6 percent from the previous year’s figures.

“The decline in profitability was mainly owing to the drop in gross profit margin and high interest expense,” stated Archied.

According to the quarterly financial statements for the period ending 31 March 2019, the Company booked revenues of Rp887.6 billion, up by 25 percent from the first quarter of 2018, which amounted to Rp709.2 billion. The Company’s operating profit and net profit subsequently were recorded at Rp156 billion and Rp48 billion, respectively.

The Company is of the view that the challenges in the property industry for developers remain rampant. Some effective breakthroughs are needed in order to maintain business performance, in terms of expansion strategy, construction management, marketing and sales, as well as in cost management aspects.

konstruksi, pemasaran dan penjualan, hingga aspek pengelolaan biaya.

Menghadapi kondisi tersebut, salah satu fokus Perseroan adalah terus berupaya mencari terobosan untuk menjaga kinerja penjualan. Perseroan telah menempuh dan menyiapkan sejumlah strategi kunci sebagai upaya untuk mengantisipasi tantangan dan arah perubahan pasar properti.

Salah satu upaya yang ditempuh Perseroan adalah fokus pada pengembangan proyek-proyek yang sedang berjalan. Perseroan berusaha meningkatkan penjualan inventori atau stok unit produk yang terdapat di semua proyek pengembangan.

“Penjualan di tiga bulan pertama tahun ini masih cukup berat dan kami belum merasakan adanya tren perubahan minat beli dari konsumen dan investor. Tapi kita akan terus berusaha untuk mendorong penjualan lewat berbagai terobosan,” ungkap Archied lebih lanjut.

Kondisi ini juga tercermin pada hasil kinerja penjualan perseroan yang diraih di sepanjang triwulan I 2019. Perseroan tercatat membukukan pendapatan penjualan (*marketing sales*) Rp254,2 miliar, atau sekitar 10,2 persen dari target tahun ini sebesar Rp2,5 triliun.

Untuk mengejar target penjualan, ungkap Archied, Perseroan akan memprioritaskan pada penjualan proyek-proyek hunian, baik yang berasal dari pengembangan kawasan perumahan maupun apartemen. Perseroan saat ini memiliki sejumlah pengembangan proyek hunian yang diproyeksikan dapat memberikan kontribusi penjualan cukup signifikan di tahun ini.

Pada segmen pengembangan kawasan perumahan, perseroan mengandalkan penjualan unit rumah dari proyek Serenia Hills dan Talaga Bestari di Jakarta serta Graha Natura di Surabaya. Sementara untuk pengembangan apartemen, perseroan masih mengandalkan penjualan dari lima proyek apartemen yakni 1Park Avenue, Fifty Seven Promenade, dan Regatta di Jakarta serta Graha Golf dan The Rosebay di Surabaya.

“Penjualan dari proyek-proyek residensial, khususnya pengembangan kawasan perumahan masih relatif stabil dan bisa diandalkan. Kalau untuk apartemen, kami akan fokus pada penjualan unit-unit stok,” kata Archied.

In light of this situation, the Company focuses, among other things, on finding bold solutions to prop up sales performance. The Company has pursued and prepared several key strategies in its effort to anticipate the challenges and a shift in the direction of the property market.

One of the Company’s current measures is to focus on developing its ongoing projects. The Company also strives to boost sales of its product inventory across all of its projects under development.

“Sales in the first three months of the year remained hampered, and we have yet to see some considerable change in the appetite among customers and investors. We will continue to put some effort to boost our sales by engaging in a number of breakthroughs,” explained Archied further.

This situation was aptly reflected by the Company’s sales performance in the first quarter of 2019. Marketing sales stood at Rp254.2 billion for the period, making up about 10.2 percent of the year’s target of Rp2.5 trillion.

To achieve this sales target, Archied explained, the Company will put a priority on marketing its residential projects, in the form of both residential areas as well as apartments. Currently, the Company has a number of residential projects under development, which are projected to contribute significantly to its sales for the year.

In the residential area development segment, the Company relies on the sale of housing units from Serenia Hills and Talaga Bestari projects in Jakarta, as well as from Graha Natura in Surabaya. In the apartment segment, the Company’s sales have been derived from five apartment projects, i.e. 1Park Avenue, Fifty Seven Promenade, and Regatta in Jakarta, as well as Graha Golf and The Rosebay in Surabaya.

“Sales from our residential projects, especially the development of residential areas, have been relatively stable and reliable. Meanwhile, for apartments, we will focus on selling our inventory,” said Archied.

#### **Integrated Promotional Program**

The Company has a number of new project development plans in the pipeline to further boost its sales. However, the Company is waiting

### Program Promo Terpadu

Perseroan memiliki sejumlah rencana pengembangan proyek-proyek baru untuk meningkatkan penjualan. Namun demikian, Perseroan masih akan menunggu momentum terbaik dan adanya tren perubahan pasar untuk meluncurkan proyek-proyek baru tersebut.

“Tahun ini kami masih condong mempertahankan langkah konservatif untuk pengembangan baru, khususnya untuk proyek-proyek *high-rise*, seperti apartemen atau perkantoran. Kami perlu mencermati daya serap pasar, perubahan minat beli konsumen, hingga aspek pembiayaan perbankan. Tapi kalau untuk penjualan, kami akan lebih agresif lewat program-program promo yang menarik dan menguntungkan bagi konsumen maupun investor,” ujarnya lebih lanjut.

Perseroan juga telah meluncurkan program kampanye pemasaran bertema #LivingConnected sejak bulan Maret 2019. Program #LivingConnected merupakan gerakan kampanye untuk membangun kesadaran publik untuk meningkatkan kualitas hidup dengan tinggal di kawasan dekat transportasi publik, khususnya bagi warga di Jakarta dan sekitarnya.

Kehadiran beragam moda transportasi modern, seperti Mass Rapid Transit (MRT), Light Rapid Transit (LRT), maupun bus Transjakarta diyakininya membawa perubahan, seperti memudahkan konektivitas dan meningkatkan kualitas hidup masyarakat dalam jangka panjang.

Perseroan berpartisipasi secara pro-aktif dan mengantisipasi dinamika tersebut dengan menghadirkan sejumlah produk properti hunian dan perkantoran terbaik yang dilalui jalur MRT maupun moda transportasi modern lainnya. Perseroan merasa adanya integrasi moda transportasi publik yang modern dan memadai, mutlak diperlukan masyarakat.

“Kami berusaha menjawab kebutuhan tersebut dengan menghadirkan proyek-proyek properti yang menawarkan kemudahan mobilitas dan konektivitas masyarakat dalam beraktifitas,” ujarnya lebih lanjut.

Menjadi bagian dari kampanye #LivingConnected, Perseroan meluncurkan program promo “Stay On The Blue Line”. Program ini memberikan penawaran spesial dan

for the right moment to arrive, paying close attention to the changes in the market trends prior to launching these projects.

“This year we tend to be more conservative in terms of new developments, especially for our high-rise projects such as apartment buildings and office buildings. We see the need to observe how the market responds, and this also means paying attention to the changes in the consumer appetite and also the appetite of banks to provide financing. To boost sales, we will step up our promotional programs that benefit customers and investors,” he spoke further.

The Company also launched a marketing campaign called #LivingConnected in March 2019. The #LivingConnected program is a public awareness-raising campaign to improve their quality of life by residing in areas close to public transportation facilities, especially those who live in Jakarta and the surrounding regions.

The presence of various modern modes of transportation, such as the Mass Rapid Transit (MRT), Light Rapid Transit (LRT), and the Transjakarta bus lines is engendering change in the society, by making people more connected and improving their quality of life in the long term.

The Company is proactively participating in this new dynamic development by offering a number of residential products and office space that offer great convenience as they are located very near the MRT stations as well as other modes of transportation. The Company feels the importance of integrating all these modern modes of transportation adequately to benefit the society.

“We strive to address such needs by offering property projects that boast high mobility and connectivity to the people in living their day-to-day lives and doing their activities,” he said.

As part of the #LivingConnected campaign, the Company has launched a promotional program titled “Stay On The Blue Line”. This program gives special offers and advantages of Intiland’s property products located on or close to the MRT.

There were seven of such locations in which Intiland is currently developing its projects. These include the integrated office areas of South Quarter, Pains Square, Serenia Hills, and South

keunggulan properti-properti Intiland yang lokasinya dilintasi dan dekat dengan fasilitas MRT.

Terdapat tujuh pengembangan proyek Intiland yang lokasinya dilintasi atau berdekatan jalur MRT. Proyek-proyek tersebut meliputi kawasan perkantoran terpadu South Quarter, Poin Square, Serenia Hills dan South Grove yang lokasinya dekat stasiun Fatmawati dan Lebak Bulus. Sementara apartemen 1Park Avenue yang lokasinya tidak terlalu jauh dari stasiun Blok M.

Selain proyek-proyek tersebut, Perseroan juga mengembangkan Fifty Seven Promenade yang meliputi apartemen, perkantoran, dan ritel di kawasan Thamrin berdekatan dengan stasiun Bunderan Hotel Indonesia dan stasiun Sudirman. Pengembangan lainnya yakni gedung perkantoran Intiland Tower yang persis bersebelahan stasiun Bendungan Hillir.

“Lokasi proyek-proyek tersebut relatif dekat dengan stasiun MRT dan dapat ditempuh dengan berjalan kaki. Ini akan menjadi investasi terbaik saat ini dan di masa depan,” ujar Archied.

Perseroan percaya kehadiran fasilitas MRT dan moda transportasi modern lainnya memberi pengaruh terhadap budaya dan kebiasaan serta mampu mengubah pola hidup masyarakat menjadi lebih teratur. Dari sisi investasi, proyek-proyek properti yang berdekatan dengan fasilitas transportasi publik memiliki ruang lebih lebar untuk mendapatkan peningkatan nilai dan investasi.\*\*\*

**- Selesai -**

## Tentang Intiland

Intiland adalah pengembang properti terkemuka di Indonesia dengan pengalaman lebih dari 45 tahun. Mencatatkan saham di Bursa Efek Indonesia sejak 1991, Intiland dikenal sebagai inovator dan penggagas tren di industri properti Indonesia. Dalam beberapa tahun, Intiland mengembangkan banyak gedung yang menjadi ikon nasional, melalui Intiland Tower dua gedung kebanggaan di Jakarta dan Surabaya yang dirancang oleh Paul Rudolph dan The Regatta, kondominium tepi pantai yang mewah di Pluit, Jakarta Utara yang dirancang oleh Tom Wright

Grove, located near the Fatmawati and Lebak Bulus Stations. Meanwhile, the 1Park Avenue apartment building is situated not far from the Blok M Station.

In addition to these projects, the Company also developed Fifty Seven Promenade, an integrated complex that encompasses apartment units, office space, and retail area in Thamrin, located close to the Bunderan Hotel Indonesia and Sudirman Stations. Another development is the Intiland Tower office building, adjacent to the Bendungan Hillir Station.

“The locations of these projects are relatively close to MRT stations, all of them are within walking distance. They are the best property investments one can get for now and in the future,” said Archied.

The Company believes that the presence of MRT and other modern modes of transportation is affecting the people’s culture, habit, and living pattern, making them more organized in general. From the vantage point of investment, the property projects located near to public transportation facilities have a strong prospect of having their investment value appreciate.\*\*\*

**- End -**

## About Intiland

Intiland is a leading property developer in Indonesia with more than 45 years of experience. Listed on the Indonesia Stock Exchange since 1991, Intiland has been known as an innovator and trendsetter in the Indonesian property industry. Within a few years, Intiland has developed buildings that quickly became national landmarks: the Paul Rudolph-designed Intiland Towers in Jakarta and Surabaya, and The Regatta, a luxury beachfront development in Pluit, North Jakarta designed by Tom Wright (designer of Burj Al Arab). Graha Family, a main residential

(perancang Burj Al Arab). Pengembangan kawasan pemukiman utama di Surabaya, Graha Famili telah menjadi salah satu kawasan perumahan paling prestisius. Saat ini, Intiland memiliki portofolio produk properti beragam, termasuk kawasan pemukiman, gedung perkantoran, apartemen, pengelolaan gedung, kawasan industri, serta pengelolaan sarana olah raga dan golf. Selain sukses membangun sejumlah proyek prestisius, Intiland juga pro-aktif dalam upaya pengembangan industri dan komitmen sosial. Perseroan saat ini merupakan salah satu *corporate founder* dari Green Building Council Indonesia, serta menjalankan program Intiland Teduh untuk membantu masyarakat berpendapatan rendah memiliki hunian yang layak. Intiland telah menjadi pengembang properti dengan konsep gaya hidup yang terkemuka

development in Surabaya, has become one of the most prestigious residential areas. Intiland currently has a diverse portfolio of property products, including residential areas, office buildings, apartments, building management, industrial areas, and management of sports and golf facilities. In addition to successfully building a number of prestigious projects, Intiland is also proactive in industrial development and social commitment efforts. The Company is one of the corporate founders of the Green Building Council Indonesia and also responsible for Intiland Teduh, a program to help people with low-income to own decent homes. Intiland has become a leading *lifestyle* property developer.

**Untuk informasi lebih lanjut silakan hubungi:**  
**For further information, contact:**

PT Intiland Development Tbk  
**Theresia Rustandi**  
Corporate Secretary  
T +62 21 570 1912  
F +62 21 570 0015  
E [theresia.rustandi@intiland.com](mailto:theresia.rustandi@intiland.com)

**Prananda Herdiawan**  
Corporate Communications  
T +62 21 570 1912 ext. 1848  
F +62 21 570 0015  
E [prananda.herdiawan@intiland.com](mailto:prananda.herdiawan@intiland.com)