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**Intiland Raih Marketing Sales 2017 Sebesar Rp3,3 Triliun**  
Intiland's Records Rp3.3 Trillion in Marketing Sales in 2017

**Jakarta (31/1)** – Perusahaan pengembang properti PT Intiland Development Tbk (Intiland;DILD) meraih pendapatan penjualan (marketing sales) tahun 2017 sebesar Rp3,37 triliun. Nilai perolehan tersebut meningkat sebesar 106,3 persen dari perolehan marketing sales tahun 2016 yang mencapai Rp1,63 triliun.

**Jakarta (31/1)** – The national property developer, PT Intiland Development Tbk (Intiland;DILD) recorded Rp3.37 trillion from marketing sales in 2017, an increase of 106.3 percent from 2016's marketing sales which reached Rp1.63 trillion.

Direktur Pengelolaan Modal dan Investasi Intiland, Archied Noto Pradono menjelaskan bahwa perolehan marketing sales tersebut lebih tinggi sebesar 46% dari target tahunan senilai Rp2.3 triliun. Lonjakan tersebut terutama disebabkan oleh kesuksesan perseoran meluncurkan proyek kawasan terpadu Fifty Seven Promenade, Jakarta pada triwulan III tahun lalu dan penjualan lahan di kawasan Industri Ngoro Industrial Park.

Intiland's Capital and Investment Management Director, Archied Noto Pradono said the income from the marketing sales was 46 percent higher than the company's annual target of Rp2.3 trillion. The sharp increase is the fruit of the Company's success with its project, Fifty Seven Promenade integrated complex in Jakarta in 3Q17, and the sales of plots of lands in Ngoro Industrial Park industrial estate.

“Kedua proyek ini memberikan kontribusi signifikan bagi peningkatan marketing sales Intiland. Fifty Seven Promenade memberikan marketing sales Rp1,54 triliun, atau memberikan kontribusi sebesar 45,6 persen. Sedangkan penjualan lahan industri dari Ngoro Industrial Park tercatat sebesar Rp531 miliar atau 15,8 persen. Total kedua proyek ini kontribusinya sebesar

“Both projects contributed significantly to the marketing sales. Fifty Seven Promenade contributed Rp1.54 trillion or 45.6 percent, while the sales of lands for industries at Ngoro Industrial Park contributed Rp531 billion or 15.8 percent. The total contribution from both projects was 61.4 percent of the total income from marketing sales,” Archied explained.

61,4% dari keseluruhan,” lanjut Archied.

Segmen pengembangan mixed-use and high rise mencatatkan marketing sales sebesar Rp1,92 triliun atau 57 persen dari keseluruhan. Perolehan ini melonjak 225,5 persen dibandingkan perolehan tahun 2016 yang mencapai Rp590 miliar. Kontributor terbesar selanjutnya berasal dari segmen kawasan industri yang membubuhkan nilai marketing sales sebesar Rp531 miliar atau 15,8 persen. Dibandingkan perolehan tahun 2016, angka penjualan lahan industri 2017 naik sebesar 555,7 persen.

Archied mengungkapkan bahwa marketing sales segmen pengembangan kawasan perumahan tercatat mencapai Rp483 miliar atau memberikan kontribusi 14,4 persen dari keseluruhan. Jumlah tersebut mengalami penurunan sebesar 25,4 persen dibandingkan perolehan marketing sales tahun 2016 yang mencapai Rp648 miliar.

Segmen properti investasi yang merupakan sumber pendapatan berulang (*recurring income*), hingga akhir 2017 tercatat menyumbang sebesar Rp432 miliar. Perolehan ini meningkat 38% dibandingkan pencapaian tahun 2016 sebesar Rp313 miliar.

“Meningkatnya sumber pendapatan berulang memberikan dampak positif bagi usaha dan prospek usaha di masa depan,” ujarnya lebih jauh.

Ditinjau dari tipenya, pendapatan dari pengembangan (*development income*) masih

The *mixed-use and high-rise development* segment contributed Rp1.92 trillion or 57 percent to the total marketing sales. This shows a sharp increase, up to 225.5 percent from 2016 with Rp590 billion. The second biggest contributor was industrial segment with marketing sales of Rp531 billion or 15.8 percent. Compared to income in 2016, the sales from the industrial segment in 2017 jumped 555.7 percent.

Archied added the residential segment recorded marketing sales of Rp483 billion, 14.4 percent of the total income from marketing sales. The sales shows a decline of 25.4 percent from the income from marketing sales in 2016 with Rp648 billion.

The property investment segment, one of the Company’s sources of recurring income, contributed 432 billion by the end of 2017. This is an increase of 38 percent from the income in 2016 which reached only Rp313 billion.

“The increase in the recurring income is a boon for the future business and business prospect,” he stated.

Based on the types, development income remains the biggest contributor to the marketing sales

menjadi kontributor marketing sales terbesar mencapai Rp2,93 triliun, atau 87,2 persen dari keseluruhan. Perolehan tersebut meningkat 122,5 persen dibandingkan tahun 2016 sebesar Rp1,32 triliun. Sementara, kontribusi recurring income yang bersumber dari penyewaan ruang kantor, ritel, pengelolaan lapangan golf, klub olah raga, pergudangan, dan fasilitas memberikan marketing sales sebesar Rp432 miliar atau 12.8 persen.

Kendati belum ada perubahan yang signifikan di pasar properti, perseroan optimistik tahun 2018 kondisi akan membaik. Perseroan tengah menyiapkan sejumlah pengembangan proyek baru yang akan diluncurkan tahun ini.

- 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 trend 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 (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

with Rp2.93 trillion or 87.2 percent of the total income. This shows an increase of 122.5 percent from 2016's income of Rp1.32 trillion. The recurring income from rental of office and retail space, the management of golf course and sports clubs, warehousing, and facilities contributed Rp432 billion or 12.8 percent to the marketing sales.

Even though there hasn't been a significant change in the property market, the Company is optimistic in 2018 the condition will improve. The Company is currently preparing the development of several new projects which will be introduced this year.

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### **About Intiland**

Intiland is a leading Indonesian real-estate developer with over 40 years of heritage. Listed on the Indonesian Stock Exchange since 1991, Intiland is known to be a trend-setter and innovator in the Indonesian property industry. Over the years, Intiland has developed some of the nation's most iconic buildings such as its two flagship office towers in Jakarta and Surabaya designed by the late Paul Rudolph, and The Regatta, a seafront luxury condominium in Pluit, North Jakarta, designed by Tom Wright (of Burj Al Arab fame). Its main township development in Surabaya, Graha Famili, has become one of the city's most prestigious addresses. Today, Intiland's diversified real estate portfolio includes residential townships, office towers, high-rise apartments,

produk properti beragam, termasuk kawasan pemukiman, gedung perkantoran, kondominium, pengelolaan gedung, kawasan industri, serta pengelolaan sarana olah raga dan golf. Intiland telah menjadi pengembang properti dengan konsep gaya hidup yang terkemuka.

hospitality, industrial estates as well as sports and golf club management. Intiland is also actively involved in various efforts to develop industries and the improvement of the society. The Company is one of the corporate founders of Green Building Council Indonesia, an exclusive member of Indonesia Health Fun and Jakarta Old Town Revitalization Corporation. Intiland also initiated and has been running Intiland Teduh, a program established to help low-income families to have decent homes.

Intiland embarked on a journey to become the leading lifestyle concept property developer in Indonesia, and is ever closer to achieving this objective.

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