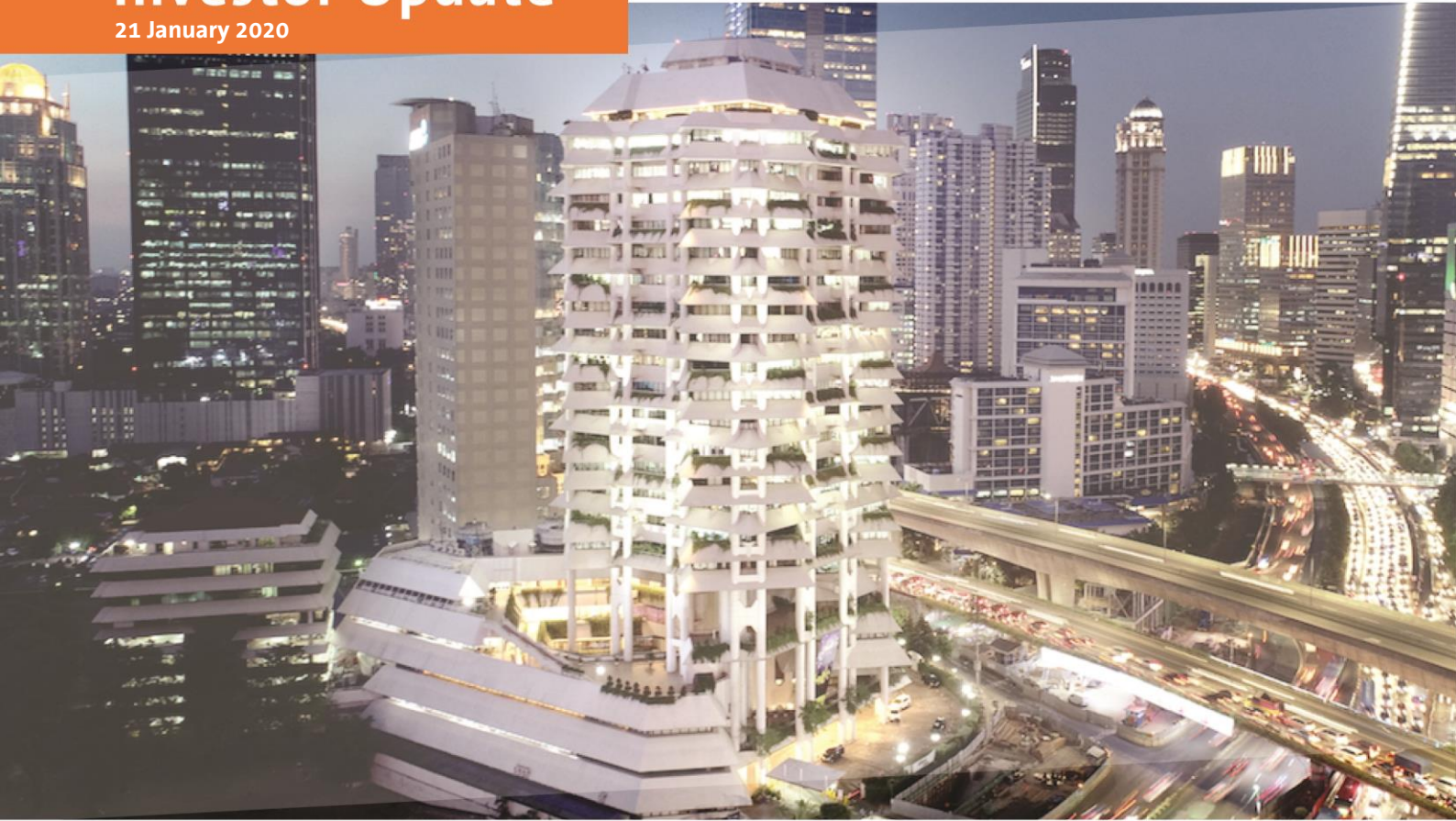


# Investor Update

21 January 2020



## Intiland Announces FY19 Marketing Sales Achievement

### Highlights

- FY19 marketing sales reached Rp 1,56 trillion, 62% of FY19 target
- The selling of non-core assets contributed Rp 479 billion to FY19 marketing sales

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the full year ended 31 December 2019.

### **DILD reports Rp 1,56 trillion marketing sales for FY19**

The Company has booked a marketing sales of Rp 1.56 trillion in 2019, or 62% from FY19 target of Rp 2.5 trillion. This amount includes the selling of non-core assets in Surabaya with total Rp 479bn. In addition, the Company was able to maintain the recurring income achievement at a stable level and expects to record a recurring income of around Rp 600 billion in 2019.

The FY19 marketing sales achievement declined 32% compared to the previous period. The soft result in FY19 was mainly because of the wait-and-see tendency from the buyers due to the political tension prior to the presidential inauguration, especially for the high-rise projects to middle-upper segment.

The largest contribution to the full year results came from the selling of non-core assets in Surabaya with total Rp 479bn; and the SQ Res project with total Rp 428 billion. Meanwhile, the Company booked Rp 2.3 trillion of marketing sales in FY18, which primarily came from the 57 Promenade project.

Based on location, the FY19 marketing sales achievement from Jakarta and Surabaya contributed Rp 865 billion (55.5%) and Rp 692 billion (44.4%) respectively.

#### **FY20 Marketing Sales Target**

The Company aims to reach Rp 2.5 marketing sales in 2020, or relatively stable compared to the marketing sales target in the previous period. The FY20 marketing sales target consists of selling the existing projects and new projects in Jakarta and Surabaya.

The Company plans to launch several new projects in 2020, such as 1) Pinang apartment, a high-rise apartment project located in Pondok Pinang, South Jakarta, 2) Tierra, shophouses located in Darmo Harapan, West Surabaya, 3) Talaga Bestari, a new landed residential cluster located in Tangerang, Greater Jakarta. Meanwhile, the Company is also starting a new industrial estate project located in Central Java.

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