

Corporate Presentation
September 2019
PT Intiland Development Tbk

Intiland. Developing Your World.



Table Of Contents

Section 1	Company Overview	3
Section 2	Strategy	9
Section 3	Key Investment Highlights	12
Section 4	Key Financials	31
Section 5	Appendix	35

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Session 1

Company Overview



PT Intiland Development Tbk (“ Intiland ”)

Since 1983, Intiland has established a long and successful track record over 61 projects, as a trend-setter and innovator with high quality award-winning projects in Jakarta and Surabaya

Over 3 decades of operating history

- First established in 1983 under the name of PT Wisma Dharmala Sakti, Intiland has a long operating track record of c.40 yrs
- Listed on the IDX since 1991 with market capitalization of Rp4.1tn (~USD291m)* as at 30 Sept 2019

Developer with high quality projects in Indonesia

- **South Quarter**, the integrated mixed use development in TB Simatupang, South Jakarta CBD
- **Graha Famili**, the first golf-themed luxurious residential development in Surabaya
- **Aeropolis**, the integrated mixed use development in Soekarno-Hatta's international airport area (only 500 meters away)
- **Regatta**, a luxury sea-front condominium in Jakarta
- **Pantai Mutiara**, the reclaimed housing development with canal bay (in South East Asia)
- **Intiland Tower Jakarta**, a "green" building in CBD Jakarta designed by Paul Rudolph with direct MRT station access

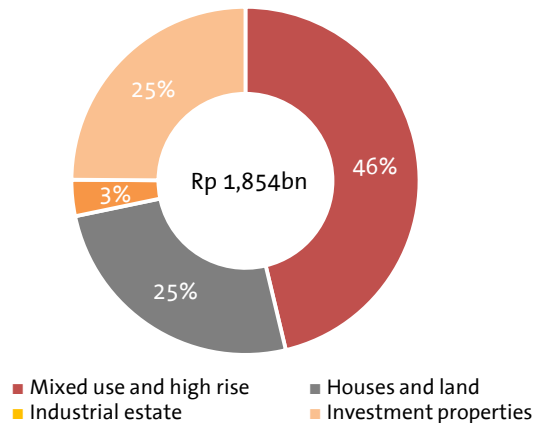
Large, strategically located land bank

- Over 2,000 ha of remaining land bank spread across key locations in Jakarta, Greater Jakarta, Surabaya and Greater Surabaya

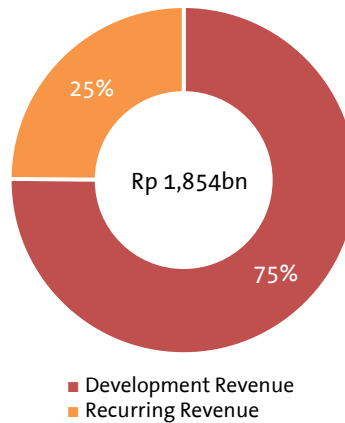
Well-diversified portfolio

- Successfully developed over 61 projects in Jakarta and Surabaya across a wide spectrum of sub-sectors including landed residential townships, office towers, high-rise apartments, hospitality, industrial estates as well as sports and golf club management

Revenue breakdown (Sept 2019)

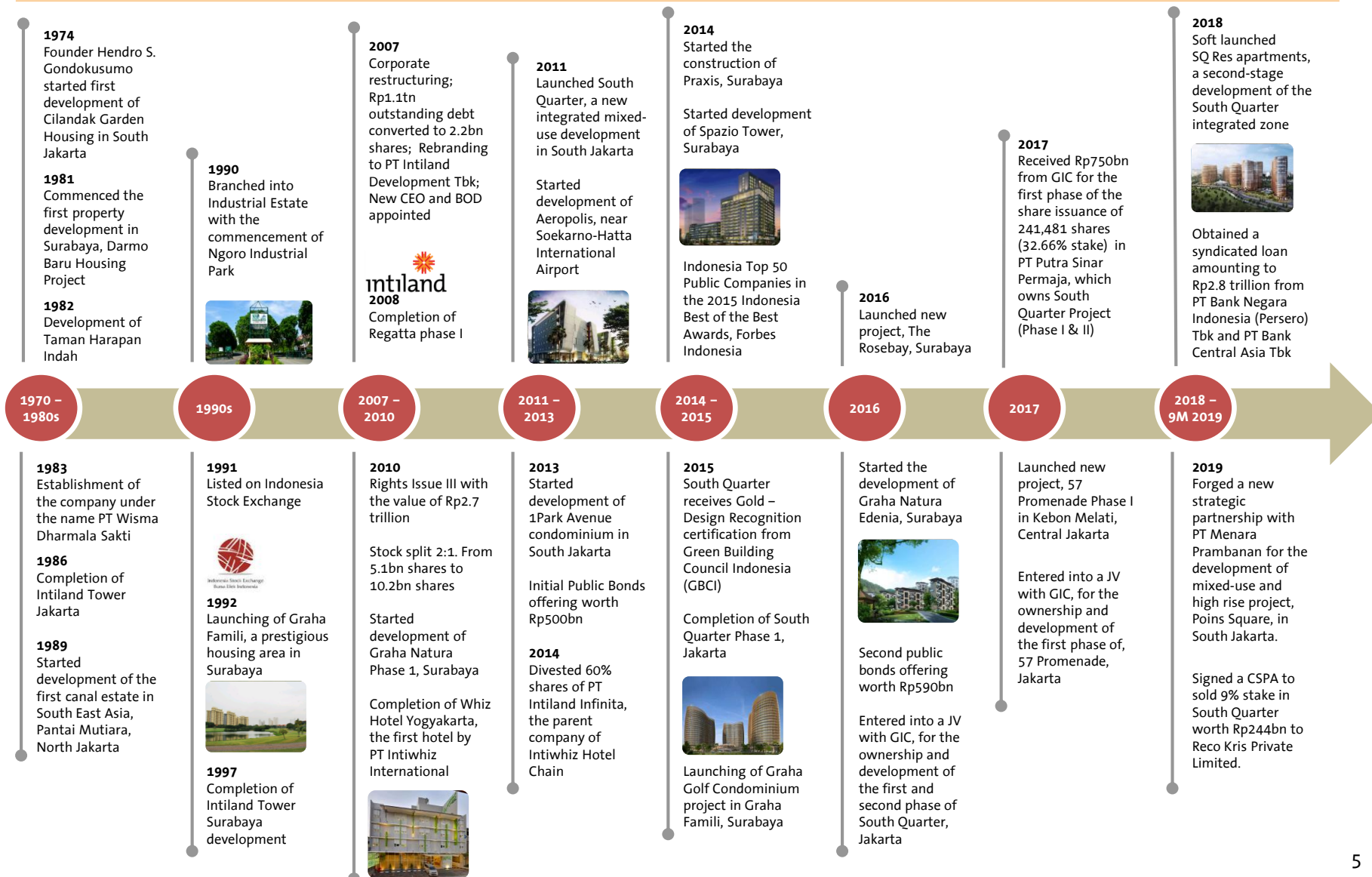


Land bank breakdown (as of Sept 2019)

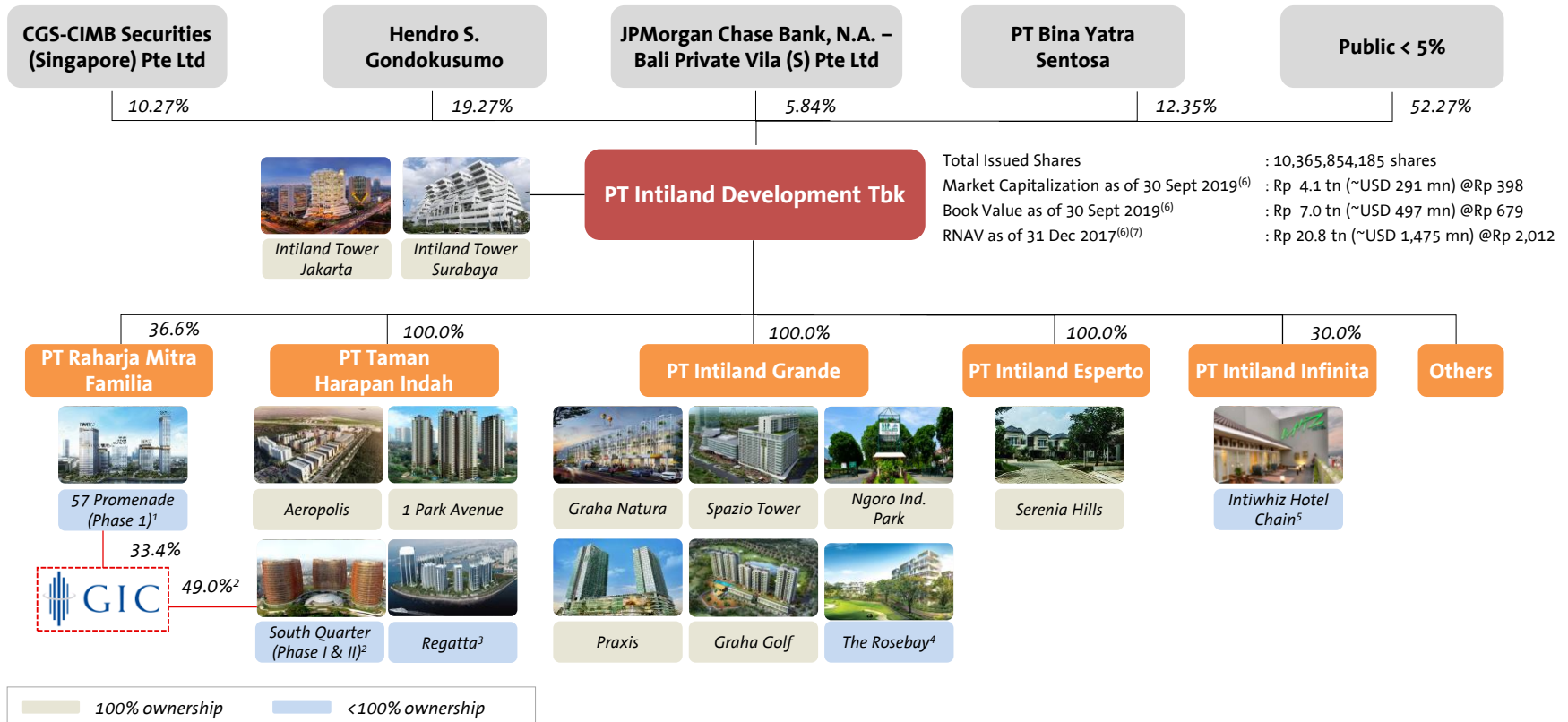


*Based on an IDR/US\$ conversion rates of 14,174 which is the middle of the buying and selling foreign exchange transaction rates announced by Bank Indonesia on 30 Sept 2019

Key Corporate Milestone



Corporate Structure



Notes:

- 57 Promenade (Phase I) is jointly held and developed by PT Raharja Mitra Familia (33.63% stake), GIC's affiliate (33.40% stake) and PT Galang Gema Pradana (29.97% stake)
- South Quarter is jointly held and developed by PT Putra Sinar Permaja (51% stake), GIC's affiliate (49% stake)
- Regatta is held by Badan Kerjasama Mutiara Buana (BKMB), a 50-50 JO partnership between PT Taman Harapan Indah and PT Global Ekabuana
- The Rosebay is held by PT Grande Family View, a 75%-owned subsidiary of PT Intiland Grande
- The Intiwhiz Hotel Chain is operated by PT Intiwhiz International, a subsidiary of PT Intiland Infinita
- Based on an IDR/USD conversion rate of 14,174 which is the Jakarta Interbank Spot Dollar Rate (JISDOR) benchmark on 30 Sept 2019
- The company appraised its major assets on 31 Dec 2017, primarily done by Knight Frank and Jones Lang LaSalle

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**

- | | | | | |
|--|---|--|--|---|
| <ul style="list-style-type: none"> • South Quarter Phase 1 • Aeropolis ● • 57 Promenade Phase 1 ● • 1 Park Avenue • Regatta Phase 2 ● | <ul style="list-style-type: none"> • South Quarter Phase 2 ● • Pinang Residence ● • West One City ● • Serenia Hills Apartment ● | <ul style="list-style-type: none"> • Serenia Hills • Talaga Bestari • Magnolia Residence • South Grove • Griya Semanan • 1Park Homes | <ul style="list-style-type: none"> • Aeropolis Technopark ● | <ul style="list-style-type: none"> • Intiland Tower Jakarta • South Quarter Phase 1 • 57 Promenade ● • Poinis • Others |
|--|---|--|--|---|

**SURABAYA &
GREATER AREA**

- | | | | | |
|---|--|--|---|--|
| <ul style="list-style-type: none"> • Praxis ● • Spazio Tower ● • Sumatra 36 • Graha Golf Phase 1 ● • The Rosebay ● | <ul style="list-style-type: none"> • Tierra Phase 1 ● • Graha Golf Phase 2 ● • Graha Natura Apartment ● | <ul style="list-style-type: none"> • Graha Famili • Graha Natura | <ul style="list-style-type: none"> • Ngoro Industrial Park ● | <ul style="list-style-type: none"> • Intiland Tower Surabaya • Praxis ● • Spazio Tower ● • Ngoro Industrial Park • Others |
|---|--|--|---|--|

Development Income

Recurring Income

Selected Awards and Achievements

2019



Intiland
Excellent in Marketing Strategy in Indonesia Property Award 2019 Warta Ekonomi



Intiland
Best Spokesperson in Building Innovative Positive Image of Property Companies in Indonesia Spokesperson of The Year Award 2019 Warta Ekonomi



Intiland
Community Builder in Donor Appreciation Night Habitat for Humanity Indonesia



South Quarter
Appreciation on Water Conservation in Green Building Appreciation & "Innovation Day: Building Re-Invented" Schneider Indonesia & Green Building Council Indonesia



Regatta
Property Management Service Excellence Award (PMSEA) 2019 for Upper Class Apartment Property In Magazine & Carre



Serenia Hills
The Exclusive Housing Development in Jakarta Award in Majalah Properti Indonesia Properti Indonesia Award 2019



Intiland
Special Recognition & Design Construction award at the Indonesia Property Awards 2019 by PropertyGuru



Intiland
Special Recognition & Sustainable Development award at the Indonesia Property Awards 2019 by PropertyGuru



Intiland
Best Developer award at the Indonesia Property Awards 2019 by PropertyGuru



SQ Res
Best High-End Condo Development award at the Indonesia Property Awards 2019 by PropertyGuru

2018



Hendro S. Gondokusumo
2018 Real Estate Personality Property Guru Group



Serenia Hills
Best Housing Development (Jakarta) & Best High-End Housing Development (Indonesia) in Indonesia Property Awards 2018 by Property Guru Group



Serenia Hills
The Country Winner- Best Housing/Landed Development (Indonesia) Asian Property Awards 2018 by Property Guru Group



Intiland
Top Fastest Growing Companies Infobank Awards 2018



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



Serenia Hills
The Most Preferred Landed Houses In South Tangerang Real Estate Awards 2018 Rumah123.com



Intiland
Best National Property Developer Partners BTN Property Awards 2018 Bank Tabungan Negara



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



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



Intiland
Top 10 Developers BCI Asia Awards 2018 BCI Asia



Majalah Beranda
Property Guru by Davey Gold Awards 2018 by Davey



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

Session 2

Strategy



Growth Strategy

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

Strategic partnership case study: GIC

Our JVs with GIC present a good example of what we seek in a strategic partner and how we employ such partnerships as a way to mitigate development risk and proactively strengthen our balance sheet

JV overview

November 2016 &
April 2019



- Entered into a JV with GIC to divest 40% ownership stake in the integrated mixed-use complex, **South Quarter (both Phase 1 & 2)** in Nov 2016 and an additional 9% in April 2019
- Together with GIC, Intiland will continue to develop South Quarter Phase II, which comprises two condominium towers

August 2017



- Entered in a 2nd JV with GIC for the ownership and development of the Phase I of **57 Promenade** project in Jakarta
- Post transaction ownership breakdown in 57 Promenade Phase 1: Intiland (36.63%), GIC (33.40%), land owner JV partner (29.97%)

Strategic benefits

- ✓ **Synergistic strengths and experience/track record of quality partner**
 - As one of the largest institutional real estate investors globally, GIC brings broad knowledge and expertise from its investment network
 - Intiland, in turn, provides local market insights, a proven development track record and land bank access as one of the most established Indonesian property developers
- ✓ **Enables Intiland to expand into new projects while reducing funding needs and mitigating execution risk**
- ✓ **Like-minded partners with a long term investment outlook**
- ✓ **Our 2nd JV with GIC in 2017 further demonstrates confidence in our capabilities and is a testament to the strength of our partnership**

Capital management

- Total sale proceeds from divestment of 40% stake in South Quarter: IDR 1trn
 - Received IDR 750bn of which c.IDR 660bn was used to pay off the project loan
 - Remaining amount of IDR 250bn will be used as working capital for the construction of South Quarter Phase II
- Total sale proceeds from divestment of 9% stake in South Quarter: IDR 244bn
 - The proceeds will be used to strengthen Intiland's financial position
- Total sale proceeds of IDR 230bn for divestment of stake in 57 Promenade Phase 1
 - IDR 184bn was used to reduce loan
 - Remaining amount of IDR 46bn will be used as working capital

Session 3

Key Investment Highlights



Key Investment Highlights

Experienced management and strong corporate governance driving sustainable growth

Established track record in successfully developing and launching premium flagship projects

Strong pipeline of high quality developments and growing recurring income

Diversified portfolio in strategic locations which stands to benefit from ongoing/recent infrastructure developments

Large land bank to sustain medium to long term development





Established track record in successfully developing and launching premium flagship projects



Over the past 40 years, we have developed/launched various award-winning premium projects which have become benchmarks in their respective markets

Mixed Use & High Rise

South Quarter



Integrated mixed-use development in South Jakarta CBD - premised on the concept of sustainability and located on a 7.2ha site, among the largest in the city



Best Commercial Development
Best Office Development
Best Office Architectural Design
South East Asia Property Awards

57 Promenade*



An iconic mixed-use urban living development in Kebon Melati, Jakarta CBD



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

Mixed Use & High Rise

Regatta



Luxury sea-front condominiums in Jakarta



Best Premium Apartment
Golden Property Awards

Office

Intiland Jakarta Tower



Green building in Indonesia; the building model was exhibited at the Museum of Modern Art in New York

Landed Residential

Pantai Mutiara



One of the first reclaimed housing developments in SE Asia

Landed Residential

Serenia Hills



Green residential complex in South Jakarta - equipped with integrated security system, waste management system and sports facilities



The Best Innovation in Property Product Concept
Property Innovation Awards



Best Compact Development in Jakarta & Indonesia
Golden Property Awards



Best Housing Development
Indonesia Property Awards



The Most Popular Landed in South Jakarta
Consumer Choice Awards



Best Housing/Landed Development
Asian Property Awards

Graha Famili



First golf-themed luxurious residential development in Surabaya



Diversified portfolio in strategic locations which stands to benefit from ongoing/recent infrastructure developments



Our diversified portfolio is well-positioned to capture demand across different product types and locations

Projects	Locations	2015		2016		2017		2018		9M18		9M19	
		Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp
Mixed Use & High Rise		897	55%	591	45%	1,921	65%	1,210	53%	1,112	71%	574	67%
The Rosebay	Surabaya	0	0%	206	16%	33	1%	62	3%	43	3%	24	3%
South Quarter	Jakarta	23	1%	86	7%	0	0%	0	0%	0	0%	0	0%
SQ Res	Jakarta	0	0%	0	0%	0	0%	0	0%	0	0%	421	49%
Aeropolis	Jakarta	60	4%	152	12%	54	2%	81	4%	59	4%	23	3%
Sumatra 36	Surabaya	0	0%	16	1%	0	0%	3	0%	3	0%	0	0%
Regatta (50%)	Jakarta	37	2%	40	3%	16	1%	26	1%	17	1%	6	1%
Praxis	Surabaya	8	1%	8	1%	20	1%	26	1%	26	2%	46	5%
Spazio Tower	Surabaya	16	1%	21	2%	55	2%	11	0%	11	1%	4	0%
1 Park Avenue	Jakarta	151	9%	42	3%	157	5%	183	8%	154	10%	70	8%
Graha Golf	Surabaya	603	37%	19	1%	51	2%	39	2%	19	1%	-27	-3%
1 Park Residence	Jakarta	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
57 Promenade	Jakarta	0	0%	0	0%	1,536	52%	781	34%	781	50%	5	1%
Spazio	Surabaya	0	0%	0	0%	0	0%	-1	0%	0	0%	1	0%
Landed Residential		530	33%	648	49%	483	16%	569	25%	405	26%	288	33%
Graha Natura	Surabaya	94	6%	357	27%	165	6%	191	8%	153	10%	87	10%
Serenia Hills	Jakarta	202	12%	166	13%	214	7%	225	10%	168	11%	104	12%
Magnolia Residence	Jakarta	36	2%	38	3%	28	1%	32	1%	19	1%	25	3%
Taman Semanan Indah	Jakarta	9	1%	6	0%	20	1%	8	0%	6	0%	6	1%
Talaga Bestari	Jakarta	68	4%	29	2%	46	2%	29	1%	21	1%	52	6%
South Grove	Jakarta	0	0%	0	0%	0	0%	25	1%	18	1%	9	1%
1 Park Homes	Jakarta	22	1%	0	0%	0	0%	0	0%	0	0%	0	0%
Pinang Residence	Jakarta	0	0%	0	0%	0	0%	0	0%	0	0%	4	1%
Industrial Estate		192	12%	81	6%	531	18%	505	22%	45	3%	0	0%
Ngoro Industrial Park	Surabaya	192	12%	81	6%	531	18%	505	22%	45	3%	0	0%
Total Marketing Sales		1,619	100%	1,320	100%	2,935	100%	2,284	100%	1,562	100%	862	100%
Development Income		1,619	100%	1,320	100%	2,935	100%	2,284	100%	1,562	100%	862	100%
By Location		Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp
Jakarta		608	38%	560	42%	2,071	71%	1,391	61%	1,243	80%	726	84%
Surabaya		1,011	62%	760	58%	864	29%	894	39%	319	20%	136	16%
Total Marketing Sales		1,619	100%	1,320	100%	2,935	100%	2,284	100%	1,562	100%	862	100%



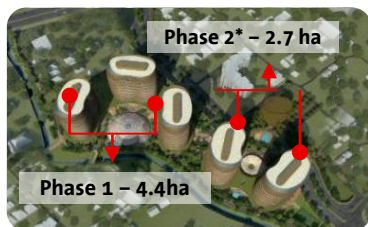
High-rise developments – Mixed-use/Integrated

Our flagship high-rise mixed-use/integrated projects have seen strong take-up rates across various components (residential, office, retail)

Our high rise developments are high density projects, located in prime urban locations typically located on plots of land measuring ~1-10 ha

Completed

South Quarter Phase 1



- Integrated mixed-use development comprising three office towers and supporting retail facilities - premised on the concept of sustainability
- Ownership: 51.0% (JV with GIC Singapore owning the remaining 49.0%)
- Phase 1 comprises three 20-floor office towers with some retail space
 - Tower A: 100% strata sold, Tower B and C retained for leasing
 - Total semi gross area of 130,229 sq.m.
 - Net leasable office area of 76,793 sq.m. and retail space (lease) of 7,516 sq.m.

Launched

4Q 2012

Completion

2015

Land area

4.4ha

Location

TB Simatupang, South Jakarta

Ongoing development

57 Promenade Phase 1



- Planned mixed use & high rise development with outdoor elements such as pedestrian walkways and retail outlets
- Ownership: 36.63% (JV with GIC and PT Galang Gema Pradana owning 33.40% and 29.97% respectively)
- Phase 1 includes 2 condo towers and retail space:
 - 24-floor City57 tower (strata): 260 units
 - 49-floor Sky57 tower (strata): 236 units
 - Retail space (lease): 769 sq.m.

Launched

3Q 2017

Expected completion

3Q 2022

Land area

1.2ha

Location

Kebon Melati, CBD Jakarta

* Soft launch of sales in 4Q 2018



High-rise developments – Residential

Our current pipeline and high-rise residential projects are located in strategic areas with strong infrastructure connectivity and/or within established areas. It will offer a wider range of unit sizes to provide more affordability

High quality projects in strategic locations targeted at middle-up income demographic

Current Projects



Current Projects

Est. size / unit
(SGA sq.m.)

57 Promenade Phase 1	38-183
Regatta 2	104-235*
1Park Avenue (K,Q,R); 1Park Hamilton	138-335
Graha Golf Phase 1	139-168
Praxis (Apartment)	44-85
Rosebay	75-166

* Net size

** Price range not including Penthouse unit

High quality projects in strategic locations targeted at middle to high income demographic

Pipeline Projects



Pipeline Projects

Est. size / unit
(SGA sq.m.)

South Quarter Phase 2	48-135
Pinang Residence Phase 2	24-95
Graha Golf Phase 2	182-411**
Tierra	28-68
Serenia Hills Low Rise	28-100
Graha Natura Apartment	31-71



Landed residential

Our portfolio of well-located, high quality landed residential projects allows us to broaden our customer reach and further diversifies our revenue base

Ongoing development

Serenia Hills



- Premium estate located on 26ha, offering a modern residential facility with a private cluster concept and club facilities
- Ownership: 100%
- The residential complex comes equipped with an integrated security system, waste management system and sports facilities and has been developed in 2 phases:
 - Phase 1: 297 residential units
 - Phase 2: 331 residential units

Phase 1

Phase 2

Launched

2011 & 2012

2013 & 2014*

Completion

2013

2016*

Land area

10ha

16ha

Location

Lebak Bulus, South Jakarta

Graha Natura



- 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
- Ownership: 100%
- Graha Natura works together with a number of scientific institutes for environment conservation program which takes place almost half of the green open space all around the residential area

Launched Phase 1

2010, 2014, 2015, 2016 **

Launched Phase 2

2016, 2018, 2019 **

Land area

86ha

Location

West Surabaya

* Excluding the Quantum cluster (launched in 2017) which covers an area of 1.8ha and offers 75 residential units

** Please refer to page 39



Industrial Estate – Ngoro Industrial Park

Our industrial estate in Ngoro allows locators to access East Java and is located in close proximity to key transport hubs (sea port and airport), with toll road and main road access

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

Location and features

- Located c.45km south of Surabaya in Ngoro, Mojokerto, East Java
- Quick access to Surabaya's Tanjung Perak Port (50km) and Juanda International Airport (50km)
- Facilities and services include an export processing zone, standard factory buildings, warehouses, commercial areas, clinics, banks & ATMs, office spaces, guest houses, outdoor sports facilities, a police station, internal security and a fire brigade

Total development plan

	<i>Ngoro Industrial Park I</i>	<i>Ngoro Industrial Park II</i>
Development area	220ha	285ha
Launched*	1991	2010
Land bank (30 Sept 2019)	87ha	



Key tenants

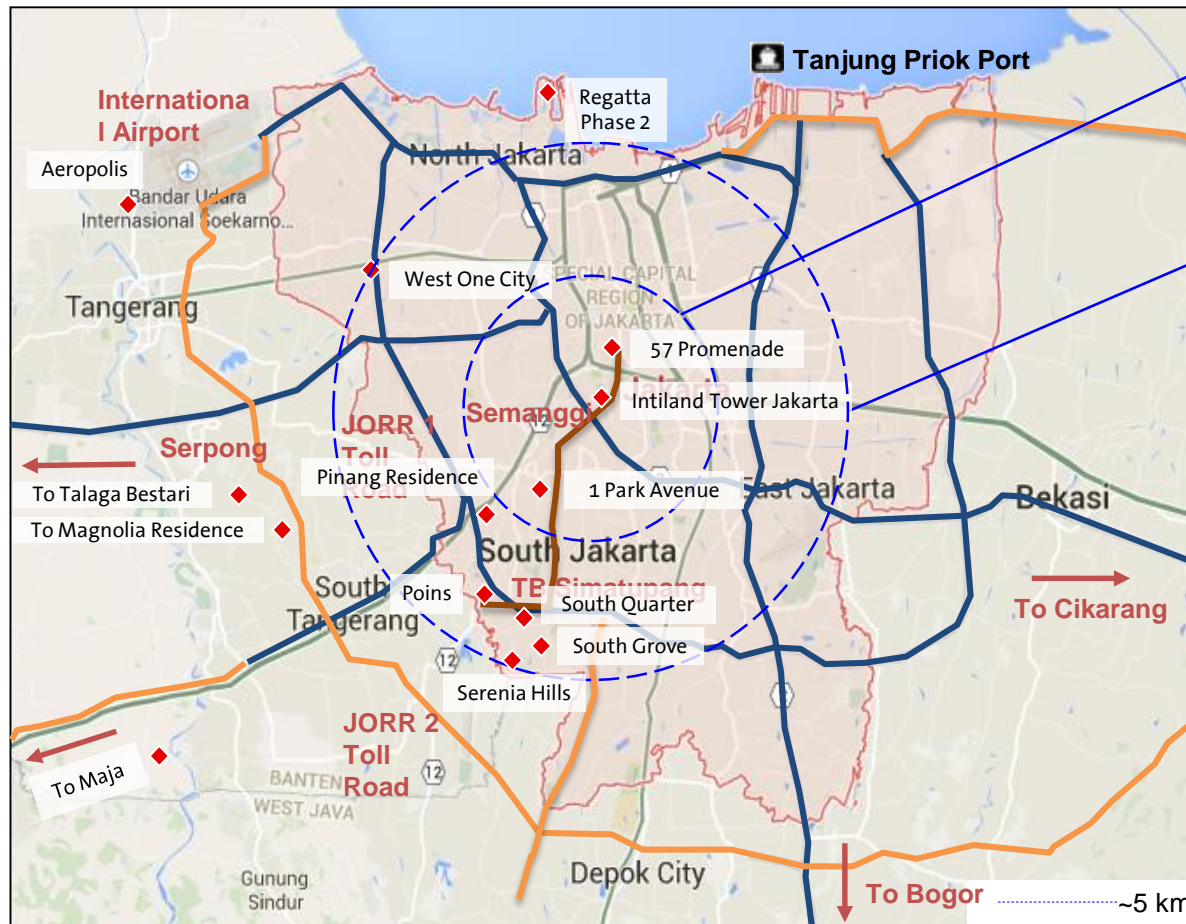


* The first phase of the development (Park I) started in 1991 while the second phase (extension, Park II) commenced in the first half of 2010



Well-located portfolio within Central and Greater Jakarta...

Most of our ongoing/near term projects in Jakarta are located within 5-10km radius from CBD in well-established areas and supported by infrastructure developments



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

5km radius from Semanggi Interchange, CBD

- 57 Promenade
- Intiland Tower Jakarta
- 1 Park Avenue

10km radius from Semanggi Interchange, CBD

- Poins
- South Quarter
- Serenia Hills
- South Grove
- Pinang Residence
- West One City

Other projects within Jakarta and its Greater Area

- Regatta Phase 2
- Aeropolis
- Talaga Bestari
- Magnolia Residence
- Maja

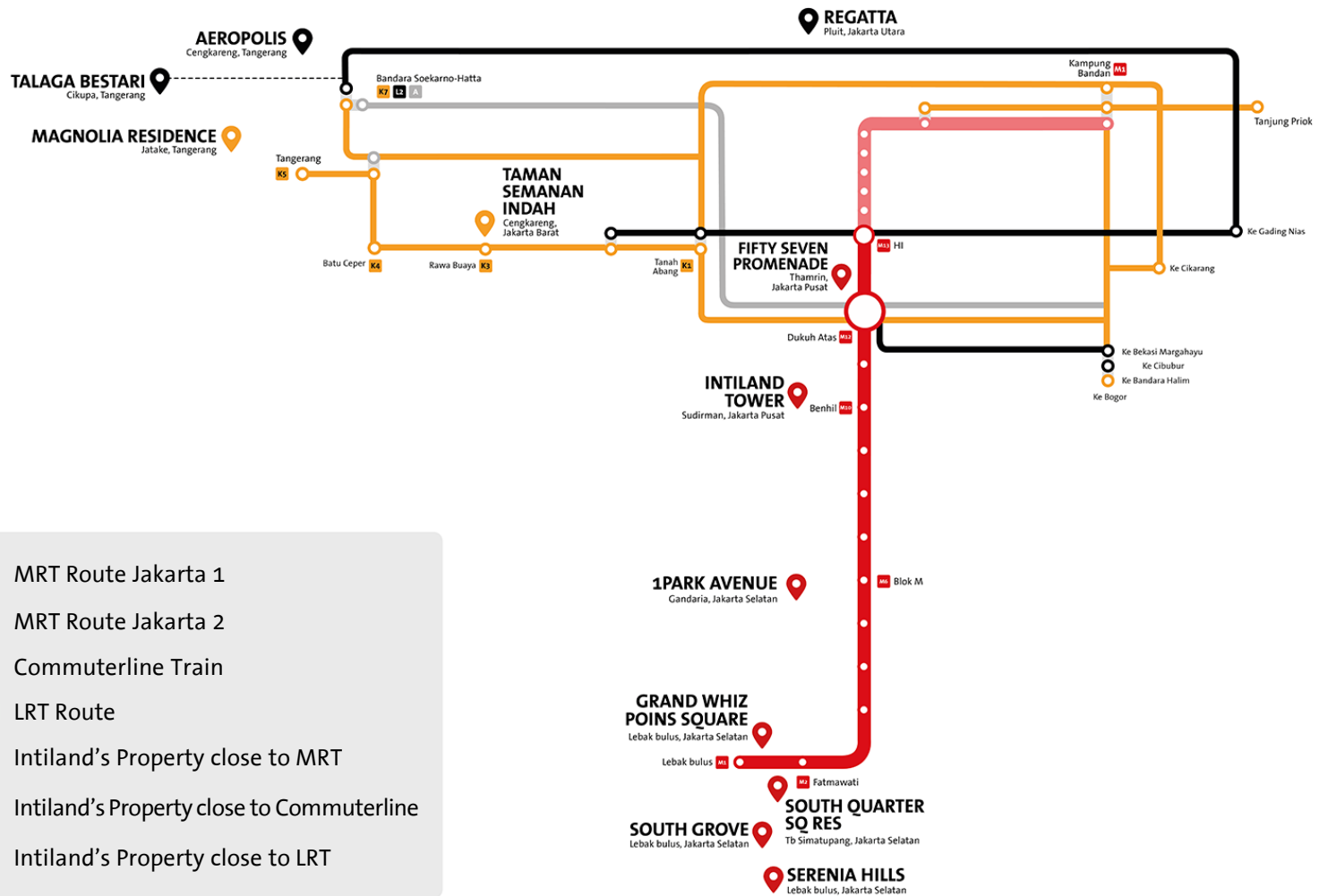
Legend

- Existing Toll Road
- Planned Toll Road
- MRT Route
- Existing Railway
- ♦ Intiland's Projects



...poised to benefit from infrastructure developments

Our portfolio stands to benefit from ongoing development of transit infrastructure (LRT/MRT) within Jakarta, which is expected to translate into stronger take-up/occupancy rates as well as higher average selling prices / rental rates





...poised to benefit from infrastructure developments





#LivingConnected Jakarta



57 Promenade, CBD Jakarta



Intiland Tower Jakarta, CBD Jakarta



1Park Avenue, Gandaria



South Quarter, TB Simatupang



South Grove, Lebak Bulus



Serenia Hills, Lebak Bulus



Poins, Lebak Bulus



Pinang Residence, Pondok Pinang

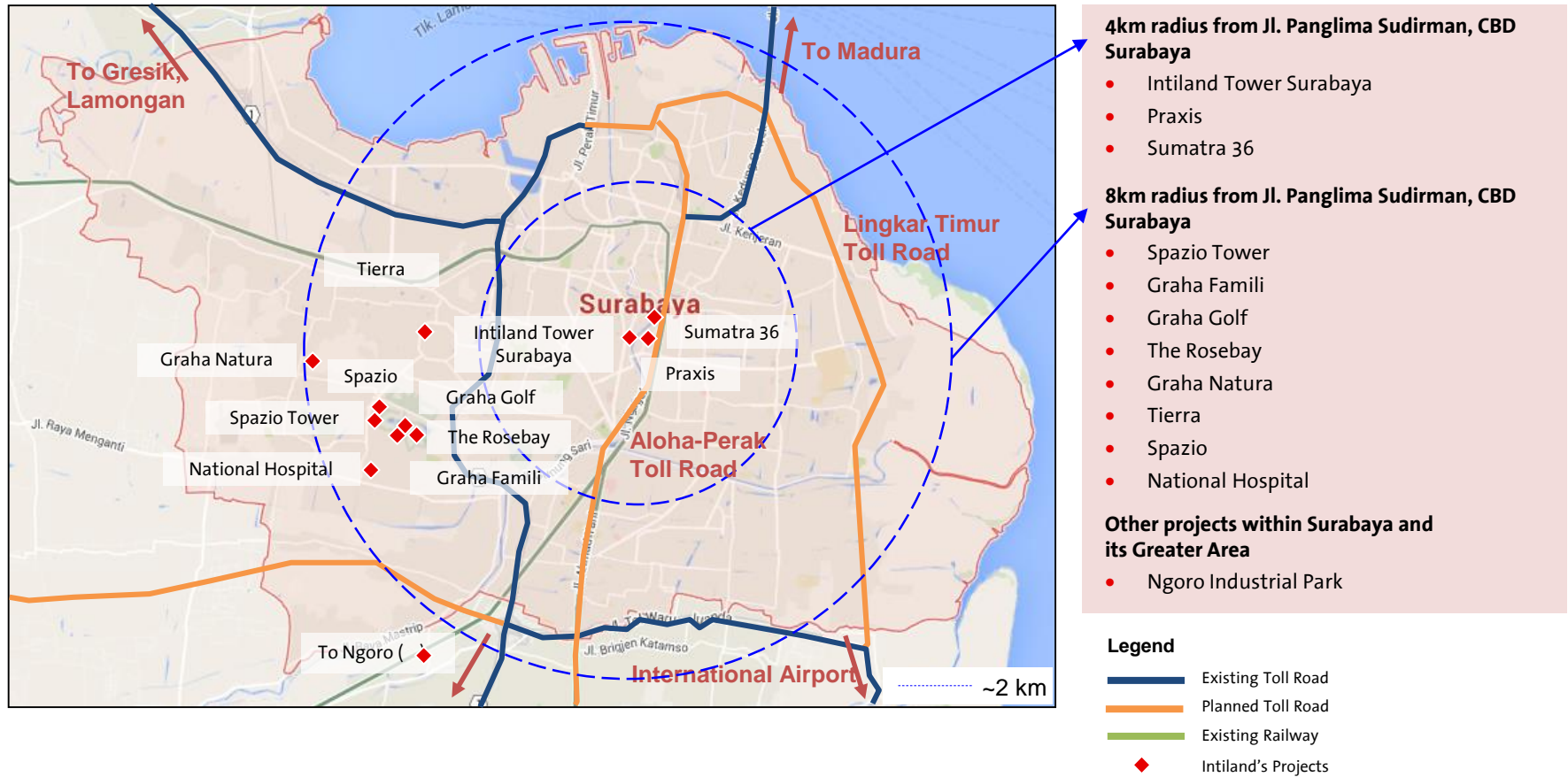


Talaga Bestari, Tangerang



Well-located portfolio in Central and West Surabaya

Our presence in Surabaya started with the Graha Famili project, which has become a market benchmark for high-end residential development, and extended into landed residential, mixed-use & high-rise projects, industrial estates as well as investment properties in Central and West Surabaya



Source: Google maps, company data

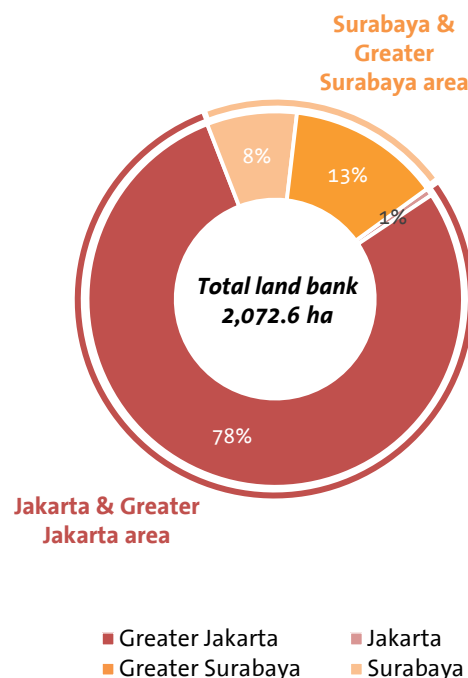
Note: Location and scale drawing above are best estimates



Large land bank to sustain medium to long term development

Large land bank of c. 2,072.6 ha (as of Sept 2019) is sufficient to sustain ongoing developments for the next 20 years

Undeveloped Land bank	Land area (ha)
Maja, Banten	1,068.7
Tangerang, Banten	394.2
Others - Jakarta area	91.8
Talaga Bestari, Cikupa	76.2
Gandaria, Jakarta	3.9
Pondok Pinang	3.3
Serenia Hills	1.3
Jakarta & Greater Jakarta area	1,639.4



Undeveloped Land bank	Land area (ha)
Others - Surabaya area	240.7
Pantai Timur, Surabaya	90.1
Bukit Pencu, Surabaya	33.0
Bukit Sampe, Trawas	31.8
Lontar	23.2
Graha Famili, Surabaya	8.5
Jajar Tunggal	4.9
Wiyung	1.0
Surabaya & Greater Surabaya area	433.2

Our long term land bank strategy will focus on balancing sustainable growth with mitigating balance sheet and execution risk

- Optimize utilization of current land bank (e.g., high density mixed use developments)
- Focus on land consolidation and project extension in area surrounding or in close proximity to existing projects
- Enter into strategic collaboration with land owners to minimize capex for land acquisition
- Leverage on capital recycling opportunities (e.g., divest longer term land bank holdings with no immediate development plans)



Strong pipeline of high quality developments

Historical marketing sales (2016-9M 2019)

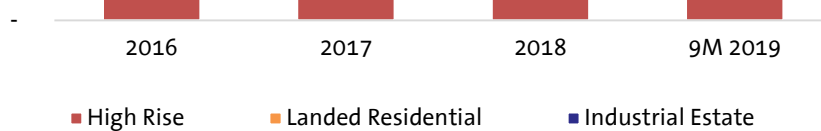
Rp'bn

4,000

3,000

2,000

1,000

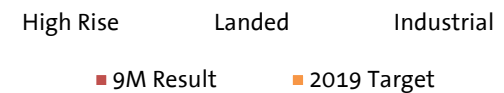


Marketing Sales

1,500

1,000

500

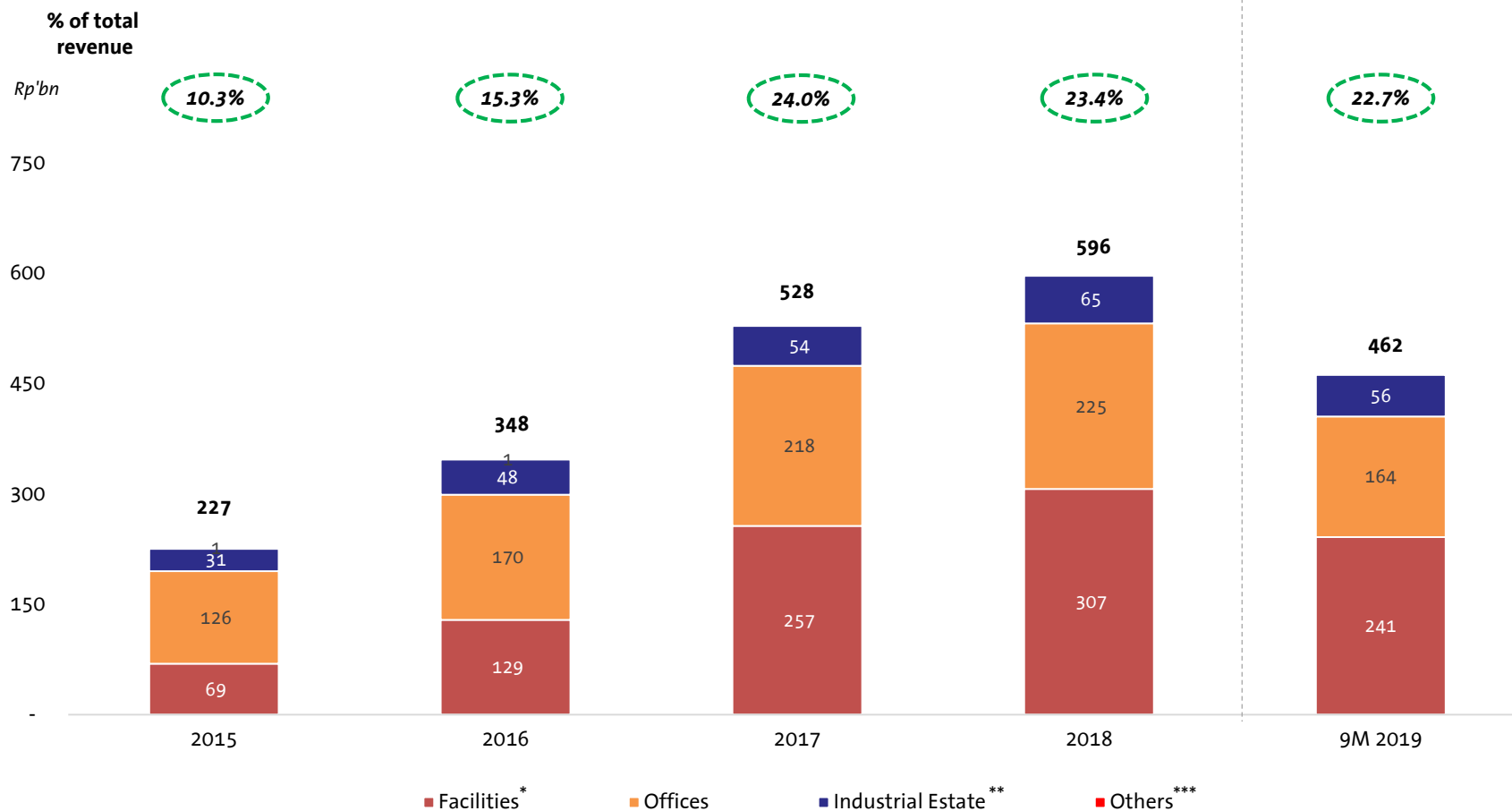




Growing recurring income base...

Our recurring revenue base has grown by more than 2x since 2015

Recurring Revenue (Rp'bn)



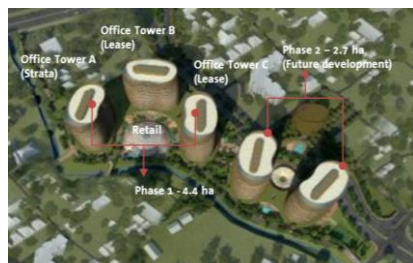
* Facilities include building management and estate management fees

** Industrial estate includes rental payments from tenants of standard factory buildings in the NIP as well as payments for maintenance service and utilities received from tenants of our industrial estate properties

*** Others consist of Hospitality and Contractors



...underpinned by robust rental income streams...



Phase 1 – Office Towers & Retail

- South Quarter is premised on the concept of sustainability and is one of the largest integrated mixed use developments in TB Simatupang corridor in South Jakarta, a popular business hub where many MNCs across multiple industries are located
- The site's strategic location has attracted many blue chip corporate tenants that are committed to long term leases
- South Quarter is accessible via TB Simatupang toll road and Lebak Bulus Street and is located between Jakarta's MRT Fatmawati and Lebak Bulus stations

Selected key tenants

Office	
Retail	

Occupancy profile

As at 30-Sept-19	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)	As at 30-Sept-19	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)
Tower A	426	426	100.0				
Tower B	40,477	30,563	75.5				
Tower C	35,850	26,646	74.3				
Combined	76,753	57,635	75.1	Retail	7,516	5,508	73.3



...and a visible additional project pipeline

Upcoming projects contributing to future additional recurring income stream

	CBD Jakarta		CBD Surabaya	West Surabaya	South Jakarta
					
Projects	57 Promenade Phase I	57 Promenade Phase II	Praxis	Spazio Tower	Poinis
Area (Recurring component)	<ul style="list-style-type: none"> Retail NLA: 769 sq.m. 	<ul style="list-style-type: none"> Office SGA: 48,509 sq.m. Retail NLA: 11,141 sq.m. Serviced apt. SGA: 9,726 sq.m. 	<ul style="list-style-type: none"> Office SGA: 4,140 sq.m. Hotel SGA: 14,326 sq.m. (267 rooms) Retail NLA: 8,609 sq.m. 	<ul style="list-style-type: none"> Hotel + function SGA: 7,640 sq.m. (145 rooms) Retail NLA: 5,077 sq.m. 	<ul style="list-style-type: none"> Retail NLA: 36,000 sq.m.
Project description	<ul style="list-style-type: none"> 57 Promenade is a mixed use & high rise development located in the Jakarta CBD area and is spread across an area of 3.0 ha The development consists of a modern commercial sector, pedestrian walkways and retail outlets <ul style="list-style-type: none"> Phase 1: covers an area of 1.2 ha, and includes 2 condominium towers, the 24-story City57, and the 49-floor Sky57 Phase 2: covers an area of 1.8 ha, and includes two office towers, one serviced apartment tower, and promenade retail area 		<ul style="list-style-type: none"> Praxis is the extension of Intiland Tower Surabaya, located in Surabaya business district, spread across an area of 1.1 ha Project comprises 5 office floors, 28 apartment floors and 18 hotel floors Features 185 office units including strata title and lease units, retail space, 295 apartment units and 267 hotel rooms 	<ul style="list-style-type: none"> Spazio Tower is a multi-function office tower located in Graha Festival, West Surabaya, spread across an area of 0.5 ha Project comprises 20 floors, of which 11 floors are for office space, 7 floors for hotel, 2 floors for supporting retail and F&B activities, and 5 floors for basement parking The facilities at the tower include swimming pool, multipurpose hall, meeting room, gym and spa 	<ul style="list-style-type: none"> Poinis is strategically located at the Transit Oriented Development (TOD) zone of Lebak Bulus, South Jakarta, with a total area of 2.5 ha It comprises of retail area and hotel, as well as a 15-floor apartment building. As a transit mall, Poinis is located next to the MRT Lebak Bulus station, thus will serve as a meeting point and hub for thousands of people that will commute through the area
Expected completion	3Q 2022	Planning phase	2019	2019	2020



Strong corporate governance & highly experienced management team



Intiland is led by a highly experienced management team and board of commissioners

Board of Commissioners



**Cosmas
Batubara**

President Commissioner /
Independent Commissioner

Serving since 1996
(deceased on 8 August 2019)



**Thio Gwan
Po Micky**

Ad Interim
President Commissioner /
Independent Commissioner

Serving since 2010



**Lennard Ho
Kian Guan**

Vice President
Commissioner

Serving since 2011



**Walman
Siahaan**

Commissioner

Serving since 2010



**Jahya
Asikin**

Commissioner

Serving since 2007



**Ping
Handyani Hanli**

Commissioner

Serving since 2007

Board of Directors



**Hendro S.
Gondokusumo**

President Director
& CEO

Serving since 2011



**Suhendro
Prabowo**

VP Director & COO
North / West Jakarta
& Tangerang

Serving since 2007



**Sinarto
Dharmawan**

VP Director & COO
Surabaya

Serving since 2003



**Utama
Gondokusumo**

VP Director & COO
Central / South Jakarta

Serving since 2007



**Ricky
Holil**

Executive Director &
CFO

Serving since 2007



**Archied Noto
Pradono**

Executive
Director

Serving since 2007



**Perry
Yoranouw**

Independent
Director

Serving since 2016



**Permadi
Indra Yoga**

Executive
Director

Serving since 2018

Session 4

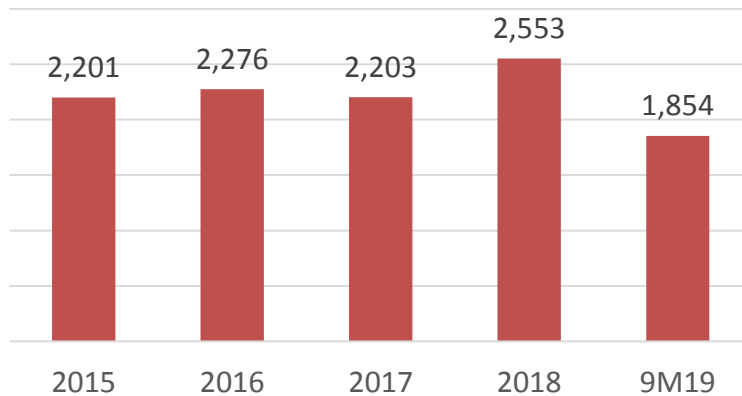
Key Financial



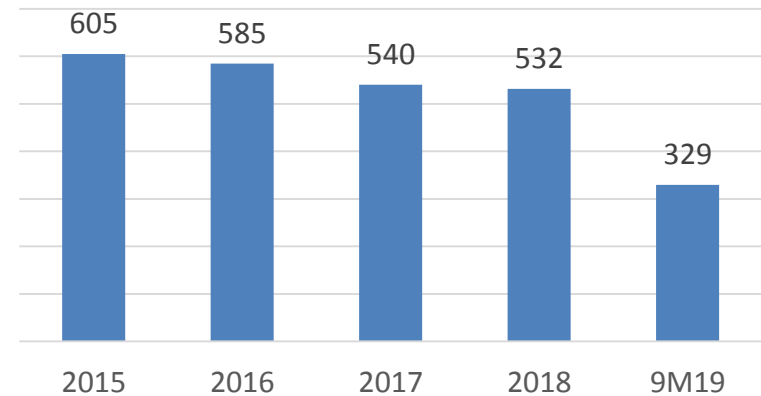
Graha Natura

Financial Performance

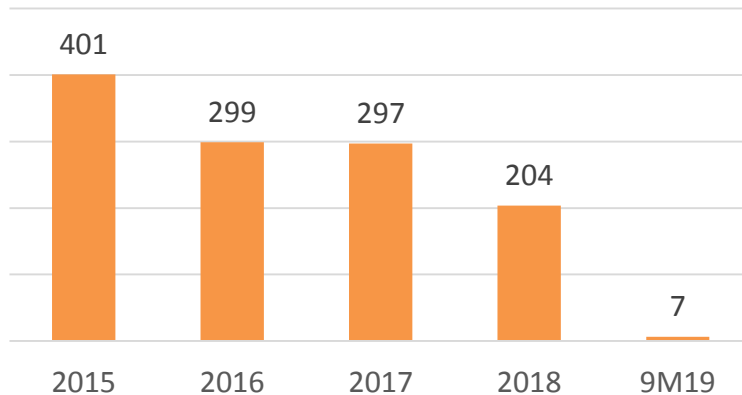
Revenue
in billion Rupiah



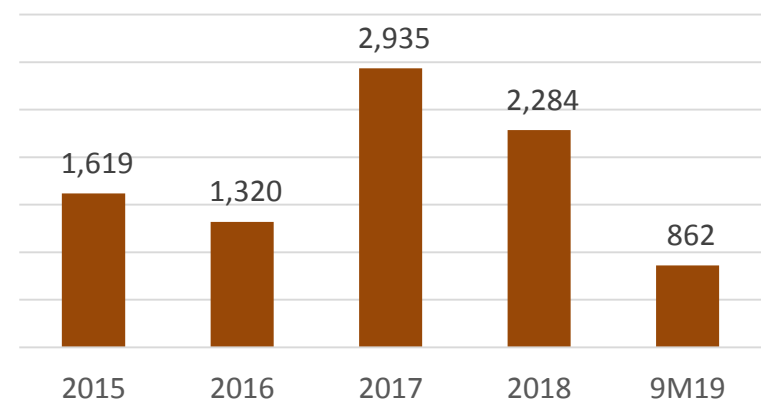
EBITDA¹⁾
in billion Rupiah



Net Profit
In billion Rupiah



Marketing Sales²⁾
In billion Rupiah



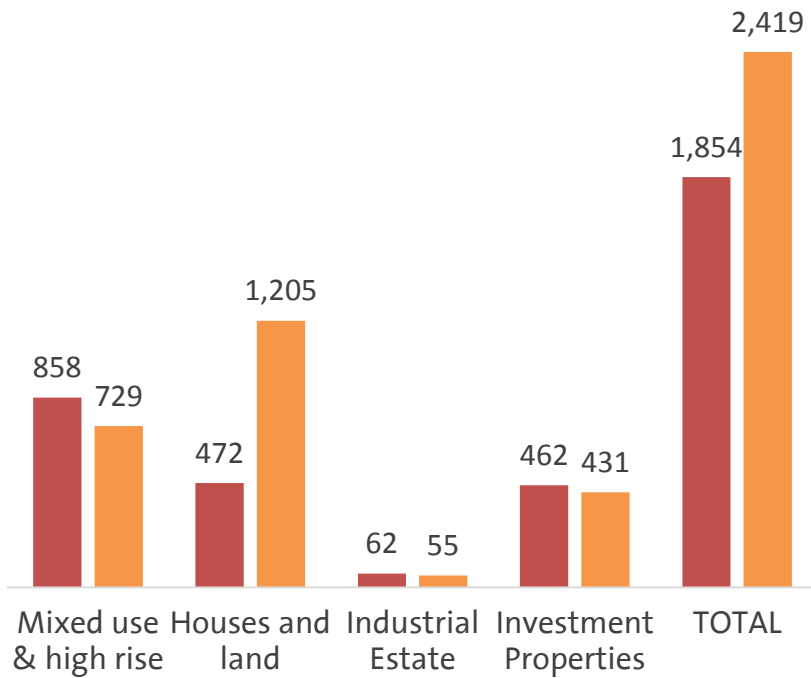
1) EBITDA 2015-2018: Operating profit + final tax + depreciation + amortization
EBITDA 2019: Operating profit + depreciation + amortization

Final tax is added in the calculation of EBITDA for 2015-2018. As of 2019 final tax is excluded in the calculation of operating profit, thus eliminated from EBITDA calculation

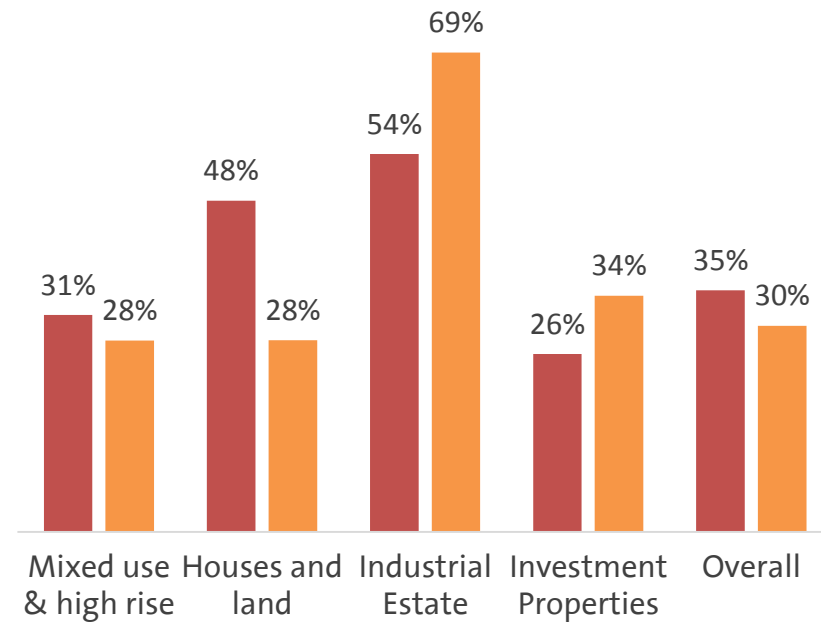
2) Marketing Sales includes Development Income only

Segments Contribution

Revenue
in IDR bn



Gross Profit Margin
% of Revenue



■ 9M19 ■ 9M18

Financial Highlights

Cash & Cash Equivalents	9M19 inhouse	9M18 inhouse	YoY Growth		in Rp billion	2018 Audited	2017 Audited	2016 Audited	2015 Audited	2014 Audited-R
Revenue	1,854	2,419	-23%		Revenue	2,553	2,203	2,276	2,201	1,828
Gross Profit	646	719	-10%		Gross Profit	1,006	956	1,036	1,043	993
EBITDA	329	362	-9%		EBITDA	532	540	585	605	665
Profit for the year	83	116	-29%		Net Income	204	297	299	401	431
Net Income	7	123	-95%		EPS	20	29	29	39	42
EPS	1	12	-95%		Gross Profit Margin	39%	43%	46%	47%	54%
Gross Profit Margin	35%	30%			EBITDA Margin	21%	25%	26%	27%	36%
EBITDA Margin	18%	15%			Net Income Margin	8%	14%	13%	18%	24%
Net Income Margin	0%	5%			ROA	1%	2%	3%	4%	5%
ROA (Annualized)	0%	1%			ROE	3%	5%	6%	8%	10%
ROE (Annualized)	0%	3%								
in Rp billion	9M19 inhouse	FY18 Audited	Growth		in Rp billion	2018 Audited	2017 Audited	2016 Audited	2015 Audited	2014 Audited-R
Total Assets	14,683	14,216	3%		Total Assets	14,216	13,097	11,840	10,289	9,008
Total Liabilities	7,646	7,700	-1%		Total Liabilities	7,700	6,787	6,783	5,518	4,539
Total Equity	7,037	6,516	8%		Total Equity	6,516	6,311	5,057	4,771	4,469
Sales Advance	1,423	1,685	-16%		Sales Advance	1,685	1,374	1,168	1,343	1,760
Cash & Cash Equivalents	1,289	1,124	15%		Cash & Cash Equivalents	1,124	750	473	405	552
Total Debt	5,205	5,012	4%		Total Debt	5,012	4,431	4,455	3,200	2,127
Net Debt/Equity	56%	60%			Net Debt/Equity	60%	58%	79%	59%	35%
					Dividend	21	N/A	52	51	103
					Dividend per Share	2	N/A	5	5	10

* EBITDA 2019: Operating profit + depreciation + amortization
EBITDA 2014 - 2018: Operating profit + final tax + depreciation + amortization

Session 5

Appendix



Development Income - Mixed Use & High Rise

CBD Jakarta



57 Promenade

Launched: 2017
Total Area: 3.0 ha
(Phase 1 - 1.2 ha, Phase 2 - 1.8 ha)
Infrastructure: MRT, Busway
Ownership: 36.63%
Progress: 11%
Expected Completion: 2022

Condominium: Tower City

Saleable area: 17,876 sqm (260 units)
Sold: 16,734 sqm (94%)
ASP 9M19: Rp 54.8 mn/sqm

Condominium: Tower Sky

Saleable area: 31,092 sqm (236 units)
Sold: 26,537 sqm (85%)
ASP 9M19: Rp 56.9 mn/sqm

Retail

Semi gross area: NLA 769 sqm
Market: Lease

Phase 2 Information

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

South Jakarta



1Park Avenue

Launched: 2012 (Tower 1,2,3)
2015 (Tower 4)
Total Area: 2.8 ha
Infrastructure: MRT, Mainroad, Shuttle bus
Ownership: 100%
Progress: 100%

Condominium

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

Saleable area: 52,136 sqm
Sold: 50,904 sqm (98%)
ASP 9M19: Rp 35.0 mn/sqm

Condominium

The Hamilton (Tower 4)

Saleable area: 18,116 sqm
Sold: 9,180 sqm (51%)
ASP 9M19: Rp 39.3 mn/sqm

Phase 2 Information

1 Park Homes

Net land area: 0.8 ha
Saleable unit: 32 units

North Jakarta



Regatta

Launched: 2014
(Tower London & New York)
Total Area: 11 ha
(Phase 1 - 2.5 ha, Phase 2 - 1.7 ha)
Infrastructure: Future LRT
Ownership: 50%
Progress: 97%
Expected completion: 2019

Condominium: Phase 2 (3 towers)

Tower Name: London
New York
Shanghai

Semi gross area: 51,720 sqm
(London & New York)

Market: Strata title
Sold: 30,363 sqm (59%)
ASP 9M19: Rp 28.0 mn/sqm

Others

- Phase 2: London tower was launched in June 2014, while New York tower was pre-launched in June 2014.

CBD Surabaya



Praxis

Launched: 2013
Total Area: 1.1 ha
GFA: 102,498 sqm
Infrastructure: Mainroad
Ownership: 100%
Progress: 100%
Completion: 2019

Condominium

Semi gross area: 19,634 sqm (295 units)
Market: Strata title
Sold: 13,713 sqm (70%)
ASP 9M19: Rp 25.1 mn/sqm

Office

Semi gross area: 21,544 sqm (185 units)
Market: Strata title 17,404 sqm
Lease 4,140 sqm
Sold: 5,954 sqm (34%)
ASP 9M19: Rp 20.1 mn/sqm

Hotel

Semi gross area: 14,326 sqm
Unit: 267 rooms

Retail

Semi gross area: 8,609 sqm

Development Income - Mixed Use & High Rise

South Jakarta



SQ Res

West Surabaya



Rosebay

West Surabaya



Spazio Tower

West Surabaya



Graha Golf

Launched: 2018
Total Area : 1.3 ha
Infrastructure: MRT, Toll Road
Ownership: 51%
Expected Completion: 2022

Condominium:

Tower D & E:

Market: Strata title
Total units: 672 units
Semi gross area: 46,797 sqm
Sold: 10,239 sqm (22%)
ASP 9M19: Rp 41.1 mn/sqm

Total Area: +/- 1ha
Ownership: 75%
Progress: 78%
Total Units: 229 units
Semi gross area: 20,782 sqm
Expected Completion: 2019

Condominium:

Tower A, B, F, G, H

Market: Strata title
Total units: 177 units
Semi gross area: 16,505 sqm
Sold: 9,940 sqm (60%)
ASP 9M19: Rp 27.1 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

Launched: 2014
Total Area: 0.5 ha
Infrastructure: Mainroad
Ownership: 100%
Progress: 81%
Expected Completion: 2019

Office

Semi gross area: 23,732 sqm
Market: Strata title
Sold: 12,679 sqm (53%)
ASP 9M19: Rp 39.2 mn/sqm

Retail

Semi gross area: 5,077 sqm
Market: Lease

Hotel + Function

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

Launched: 2015
Total Area: 2.4 ha
Ownership: 100%
Progress: 90%
Expected Completion: 2019

Phase 1 - 2 condominium (Tower 1 & 2)

Total area: 7,532 sqm
Market: Strata title
Semi gross area: 27,174 sqm
Sold: 22,756 sqm (84%)
ASP 9M19: Rp 29.6 mn/sqm

Note:

- Phase 2 TBD – 3 condominium towers & townhouse

Development Income – High Rise & Landed Residential

CBD Surabaya



Sumatra 36

Launched: 2011
Type: High Rise
Total Area: 0.2 ha
Semi gross area: 9,020 sqm
Sold: 4,452 sqm (49%)
ASP 9M19: Rp 25.1 mn/sqm

South Jakarta



Pinang Residence

Launched: 2019
Ownership: 100%
Total area: 0.5 ha
Infrastructure: Mainroad, MRT
Total units: 17 units
Sold units: 1 unit (6%)
Land ASP 9M19: Rp 20.0 mn/sqm
Building ASP 9M19: Rp 8.5 mn/sqm

Tangerang



Talaga Bestari

Launched: 1995
Infrastructure: Future Toll Road, Future MRT
Land bank: 76 ha
Area developed: 115 ha
Land ASP: Rp 4.2 mn/sqm
Remarks: Key catalyst – Lion City, a 30 ha of land purchased by Lion Air for training center, warehouses, dormitories



Project Facts	Development	Sold
Harmony	Harmony - 214 houses Harmony 2 - 111 houses	95%
The Hills	207 houses	100%
Fluora	212 houses	94%
The Forest Phase 1	191 houses	48%
Taman Palem 1	1,876 houses	96%
Taman Palem 2	417 houses	27%
Real Estate	615 houses	82%
Plaza D'Captiva	201 shophouses	63%
Jungle Walk	136 shophouses	17%

South Jakarta



South Grove

Total Area: 0.5 ha
Ownership: 100%
Total Units: 15 units
Launched: 2018
Infrastructure: MRT, Roll Road
Sold Units: 4 units (27%)
Land ASP 9M19: Rp 19.0 mn/sqm
Building ASP 9M19: Rp 10.1 mn/sqm

Tangerang



Magnolia

Total Area: 14.7 ha
Ownership: 52.5%
Launched: 2015
Sold Units: 243 units (46%)
Land ASP 9M19: 5.7 mn/sqm
Building ASP 9M19: 5.0 mn/sqm

Development Income

South Jakarta



Serenia Hills

West Surabaya



Graha Natura

	Phase 1		Phase 2	
Type	Residential		Residential	
Land Area	10 ha		16 ha	
Development Plan	Regent Signature SH5	187 units 74 units 36 units	Titan Ultimate Venture Barat Venture Timur Quantum	59 units 51 units 84 units 62 units 75 units
	Total	297 units	Total	331 units
Launched	2011 & 2012		2013 & 2014 ; 2017 (Quantum)	
Sold	Regent Signature SH5	172 units (92%) 74 units (100%) 5 units (14%)	Titan Ultimate Venture Barat Venture Timur Quantum	59 units (100%) 46 units (90%) 83 units (99%) 62 units (100%) 75 units (100%)
	Total	251 units (85%)	Total	325 units (98%)
Land ASP 9M19	Rp 18.3 mn/sqm		Rp 16.4 mn/sqm (Quantum: Rp 18.4 mn/sqm)	
Building ASP 9M19	Rp 7.6 mn/sqm		Rp 8.5 mn/sqm (Quantum: Rp 7.2 mn/sqm)	

Infrastructure: MRT, Shuttle Bus

Phase 1

Cluster	GLA	Launched	Development Plan	Sold
Cluster A	5.9 ha	2010	105 units	94%
Cluster B	5.4 ha	2010	85 units	100%
Cluster C	6.0 ha	2010	58 units	100%
Cluster D	8.4 ha	2010	93 units	100%
Garden Ville 1	0.6 ha	2014	31 units	97%
Garden Ville 2	0.6 ha	2015	24 units	83%
Soho (BS)	0.6 ha	2014	27 units	100%
Soho (DS)	1.0 ha	2016	37 units	95%

Phase 2

Cluster	GLA	Launched	Development Plan	Sold
Edenia (E&F)	5.4 ha	2016	212 units	82%
Gravillea	1.8 ha	2018	45 units	64%
Acacia	1.1 ha	2019	52 units	17%

ASP 9M19: Land: 10.22 mn/sqm
Building: 9.2 mn/sqm

Development Income

Tangerang



Aeropolis

Type: Mixed used & high rise

Projects Launched	Year Launched	Year Completed	Total (Unit)	Total (Sqm)	Sold (Sqm)	ASP 1H19 (Rp mn/m2)	Construction (%)
Aeropolis Residence 1 & Commercial Park	2011	2014	1,153	25,126	22,898	13.2	100%
Aeropolis Residence 2	2012	2017	1,048	20,248	20,161	10.3	100%
Aeropolis Residence 3 (Tower 1, 3, 5)	2014	2018 (T1) E 2019 (T3 & 5)	1,446	24,107	20,874	10.6	100% (T1) 96% (T3) 91% (T5)
Aeropolis Crystal Residence (Tower 2, 3)	2013	2018 (T2) 2019 (T3)	393	14,016	13,535	10.5	100% (T2) 100% (T3)
Aeropolis Lucent Residence	2016	E 2019	253	7,129	3,079	18.4	52%
Total			4,293	90,626	79,450		

Aeropolis Techno Park Phase 1-1	2014	E 2019	42	Land: 20,937 Building: 18,492	Land: 17,097 Building: 15,319	Land: 8.4 Building: 4.5	In progress
Aeropolis Techno Park Phase 1-2	2015	E 2019	70	Land: 14,530 Building: 5,952	Land: 11,002 Building: 3,312	Land: 8.3 Building: 4.5	In progress

East Java



Ngoro Industrial Estate

Total Development: 505 ha
Launched: 1991 (1st phase)
2010 (2nd phase)

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

Sold: 323 ha
Land bank: ± 87 ha
ASP 9M19: Rp 2 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.

Recurring Income

South Jakarta



South Quarter

Launched: 2012
Infrastructure: MRT, Shuttle Bus, Toll Road
Ownership: 51%
Progress: 100%

Office (Tower A, B, C)

Lettable space: 76,753 sqm
Leased space: 57,635 sqm (75%)
Asking base rent: Rp 280,000/sqm/month

Retail

Lettable space: 7,516 sqm
Leased space: 5,508 sqm (73%)
Asking base rent: Rp 300,000-Rp 350,000/sqm/month

CBD Jakarta



Intiland Tower Jakarta

Ownership: 100%
Total area: 0.8 ha
Infrastructure: Mainroad, MRT

Office Tower

Lettable space: 25,470 sqm
Leased space: 13,535 sqm
Available space: 11,934 sqm
Occupancy: 53%
Avg. gross rent : Rp 264,500/sqm/month

South Jakarta



Poins

Ownership: 50%
Total area: 2.5 ha
Infrastructure: MRT

CBD Surabaya



Intiland Tower Surabaya

Total area: 0.5 ha
Ownership: 100%
Infrastructure: Mainroad
Lettable space: 19,577 sqm
Leased space: 12,452 sqm
Available space: 7,125 sqm
Occupancy: 64%
Avg. gross rent: Rp 187,300/sqm/month

West Surabaya



Spazio

Launched: 2010
Total area: 0.8 ha
Ownership: 75%
Infrastructure: Mainroad

Retail (include terrace)

Lettable space: 5,124 sqm
Leased space: 3,232 sqm
Occupancy: 63%
Avg. gross rent: Rp 79,600/sqm/month

Development Income

Office Tower

Total area (SGA) : 16,019 sqm
Market: Strata title
Sold: 15,740 sqm (98%)

Recurring Income

West Surabaya



National Hospital

Total Area: 0.85 ha
Infrastructure: Mainroad
Ownership: 37.5%

Development

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

Note:

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.

National



Intiwhiz Hotel Chain

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.

Pipeline Projects

West Surabaya



Tierra

Ownership: 100%
Total area: 6.3 ha
Location: Plaza Segi Delapan, West Surabaya
Infrastructure: Mainroad

Phase 1 Information – 2 condominium towers

Total land area: 10,760 sqm

Condominium Tower 1

Market: Strata title
Estimated SGA: 9,695 sqm

Condominium Tower 2

Market: Strata title
Estimated SGA: 21,161 sqm

Podium / SOHO and Commercial Area

Market: Strata / Lease
Estimated SGA: 5,221 sqm

West Jakarta



West One City

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.

The background of the slide features a series of vertical stripes in various shades of orange and red, creating a modern, abstract design. The stripes are of varying widths and colors, ranging from light orange to deep red.

THANK YOU

Contact Us

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