

Corporate Presentation
31 December 2023
PT Intiland Development Tbk

Intiland. Developing Your World.



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Disclaimer

We caution readers that all statements other than statements of historical fact included in this document, including without limitation, those regarding our financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to our existing and future products), are forward-looking statements.

Such forward-looking statements involve known and unknown risks, uncertainties and other facts, which may cause our actual results, performance or achievements or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we expect to operate in the future.

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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

Almost 4 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 Rp2.0tn (~USD125m)* as of Dec 31, 2023

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
- **Ngoro Industrial Park**, established in 1991, home to more than 90 industries at the toe of Mount Penanggungan, Mojokerto
- **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

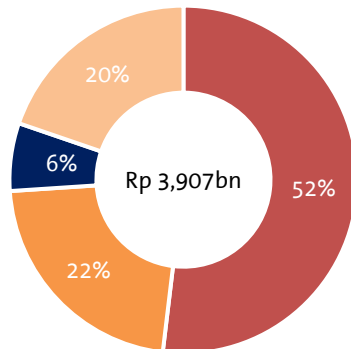
Large, strategically located land bank

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

Well-diversified portfolio

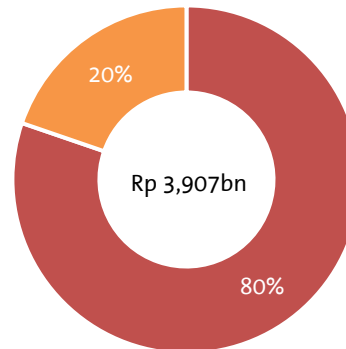
- Successfully developed over 61 projects in Jakarta and Surabaya across a wide spectrum of sub-sectors including landed residential townships, office towers, high-rise apartments, hospitality, industrial estates as well as sports and golf club management

Revenue breakdown (as of Dec 31, 2023)

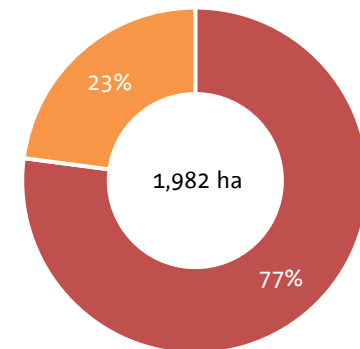


■ Mixed use and high rise ■ Houses and land
■ Industrial estate ■ Investment properties

Land bank breakdown (as of Dec 31, 2023)



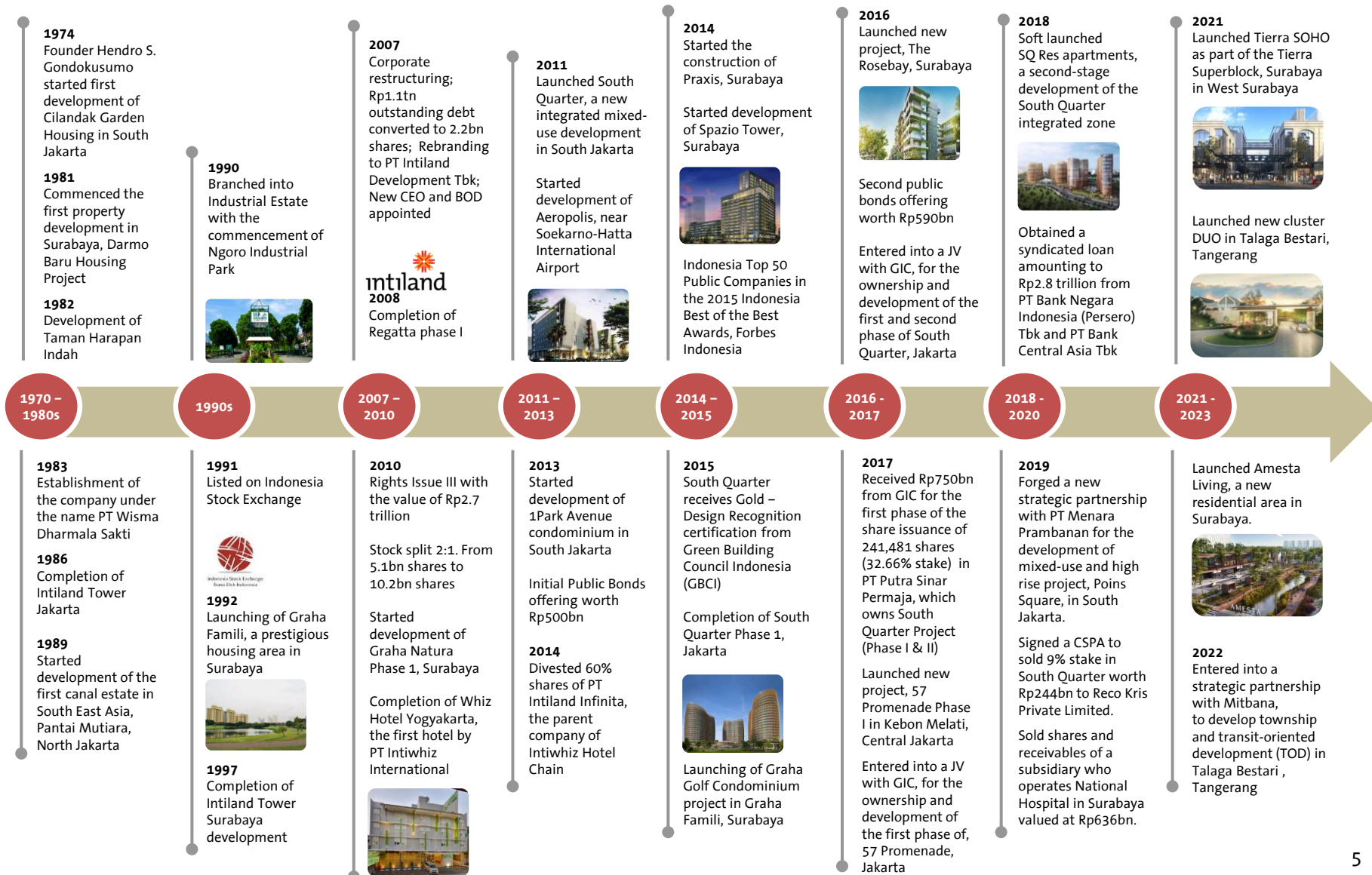
■ Development Revenue ■ Recurring Revenue



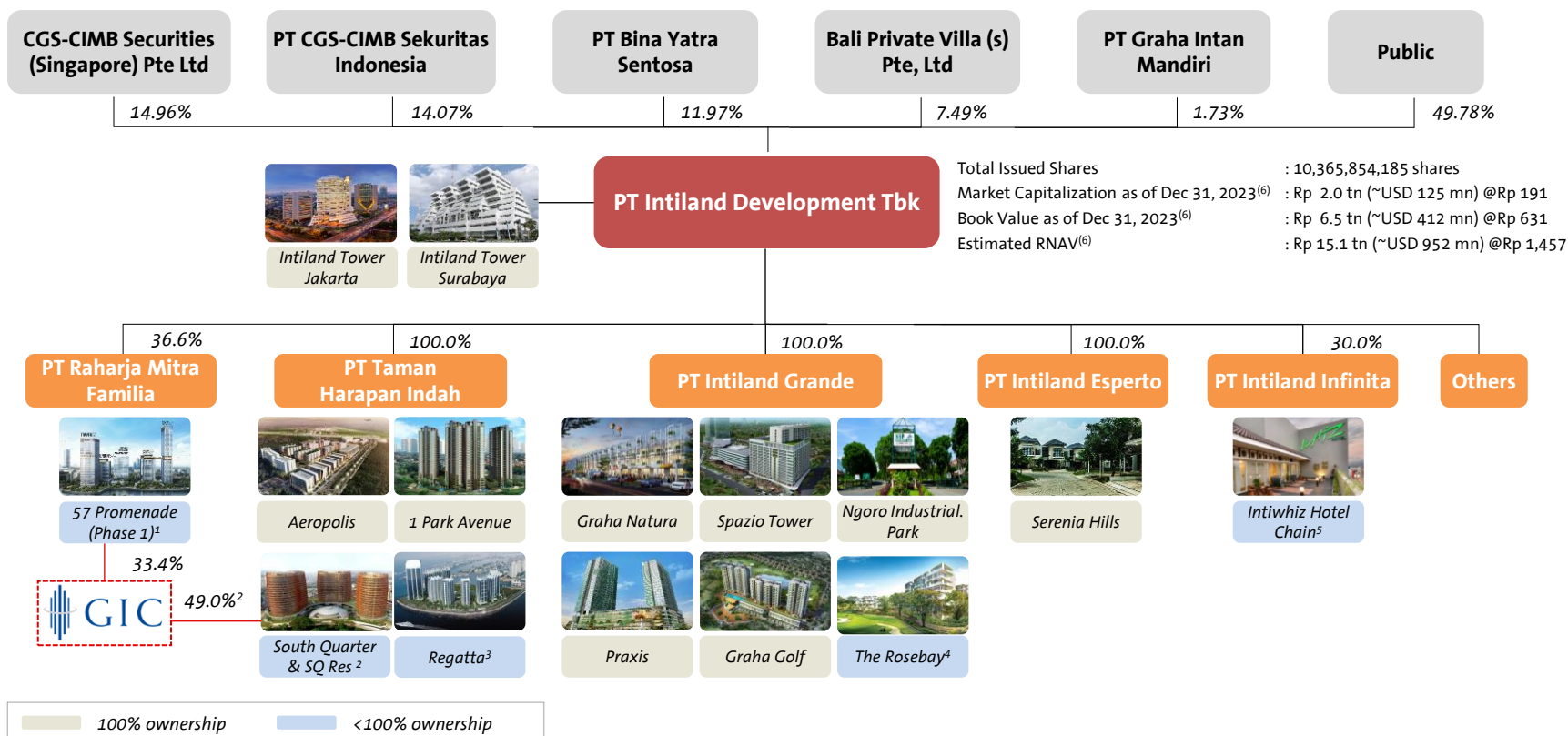
■ Jakarta & Greater Jakarta Area
■ Surabaya & Greater Surabaya Area

*Based on an IDR/US\$ conversion rates of 15,873 which is the middle of the buying and selling foreign exchange transaction rates announced by Bank Indonesia on Sept 29, 2023

Key Corporate Milestone



Corporate Structure



Notes:

- 57 Promenade (Phase I) is jointly held and developed by PT Raharja Mitra Familia (36.63% 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 15,873 which is the Jakarta Interbank Spot Dollar Rate (JISDOR) benchmark on Dec 31, 2023

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
- Aeropolis ●
- 57 Promenade Phase 1
- 1 Park Avenue
- Regatta Phase 2
- SQ Res
- West One City ●
- Serenia Hills Apartment ●

- Serenia Hills
- Talaga Bestari
- Magnolia Residence
- South Grove
- Virya Semanan
- 1Park Homes
- Pinang Residence
- Brezza
- Serenia Estate ●

- Aeropolis Technopark

- Intiland Tower Jakarta
- South Quarter
- 57 Promenade ●
- Poins
- Others

SURABAYA & GREATER AREA, BATANG

- Praxis
- Spazio Tower
- Sumatra 36
- Graha Golf Phase 1
- The Rosebay
- Tierra SOHO
- Graha Golf Phase 2 ●
- Graha Natura Apartment ●

- Graha Famili
- Graha Natura
- Amesta Living

- Ngoro Industrial Park
- Batang Industrial Park ●

- Intiland Tower Surabaya
- Praxis
- Spazio Tower
- Ngoro Industrial Park
- Others

Development Income

Recurring Income

Selected Awards and Achievements

2023



SQ Res
Best High-End Apartment (JAVA)
Lamudi.co.id Property Awards

2022



South Quarter
World's Best Office Award FIABI
World Prix d'Excellence Award 2022



Amesta Living
Best Rising Star Development
Lamudi.co.id Property Awards 2022



Intiland
TrenAsia ESG Excellence
Awards 2022



Intiland
Best Rising Star, Intiland Official
Store - Blibli Partner Gathering 2022



57 Promenade
Kewajiban KLB TOD Fair 2022



Poins Square
Interkoneksi TOD Fair 2022

Intiland
Excellence In Community
Development Mayapada Hospital

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 & SQ Res** in Nov 2016 and an additional 9% in April 2019
- Together with GIC, Intiland will continue to develop SQ Res, 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

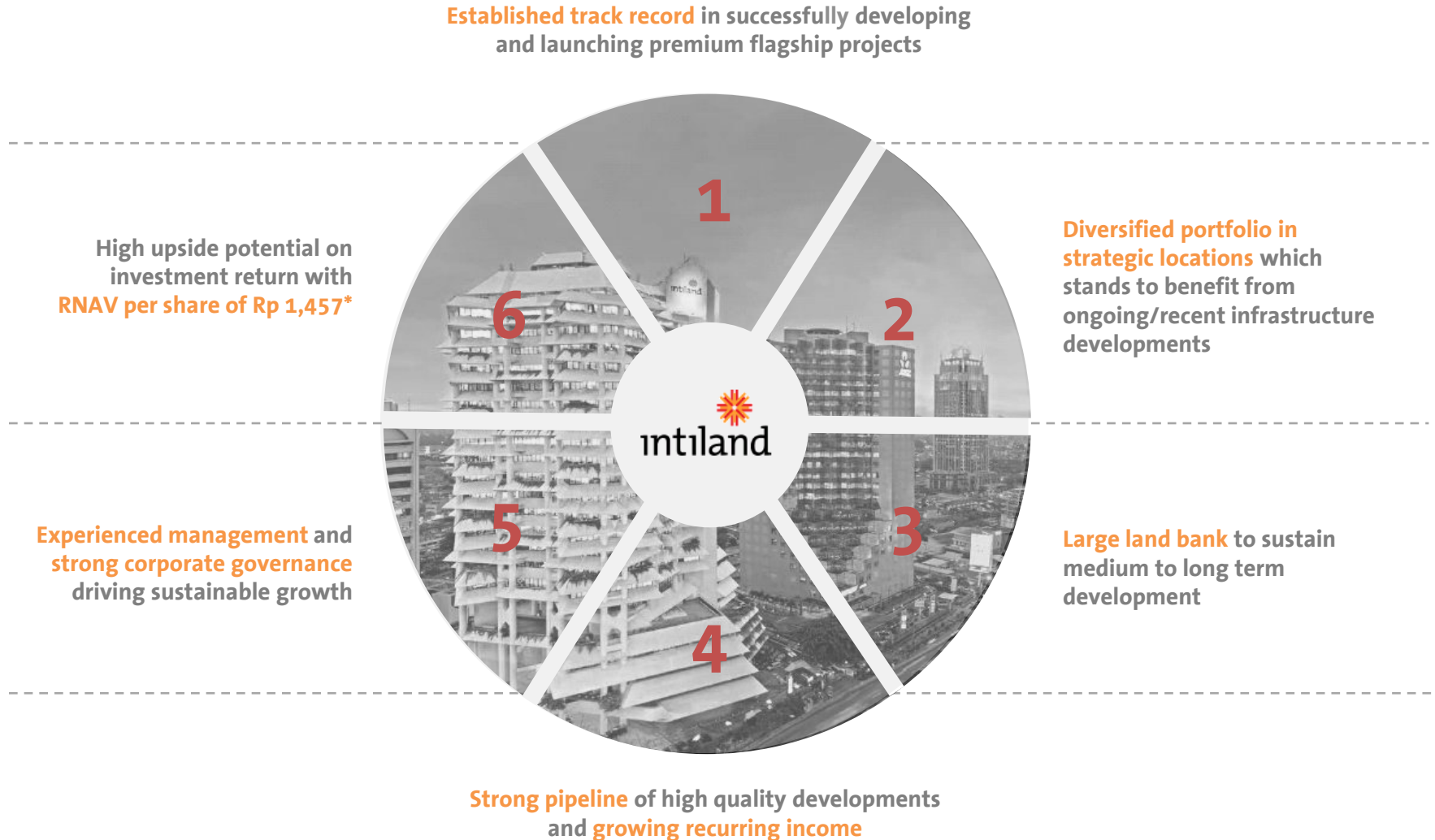
- Total sale proceeds from divestment of 40% stake in South Quarter: IDR 1trn
 - Received IDR 750bn of which c.IDR 660bn was used to pay off the project loan
 - Remaining amount of IDR 250bn will be used as working capital for the construction of South Quarter Phase II
- Total sale proceeds from divestment 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





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, amongst the largest in the city



World's Best Office Award
FIABCI World Prix d'Excellence Award

57 Promenade*



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



The Highly Recognized Condo
Properti Indonesia Awards

Mixed Use & High Rise

Regatta



Luxury sea-front condominiums in Jakarta



Best Premium Apartemen Development
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



Best Landed Residential Development
FIABCI-REI Excellence Awards



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



Best Housing/Landed Development
Asian Property Awards

Graha Famili



First golf-themed luxurious residential development in Surabaya

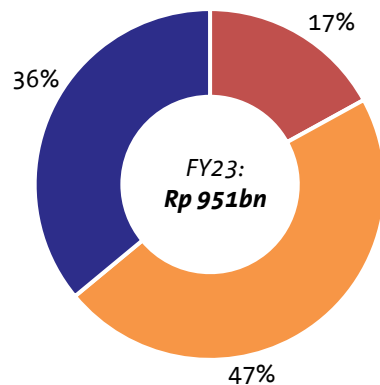
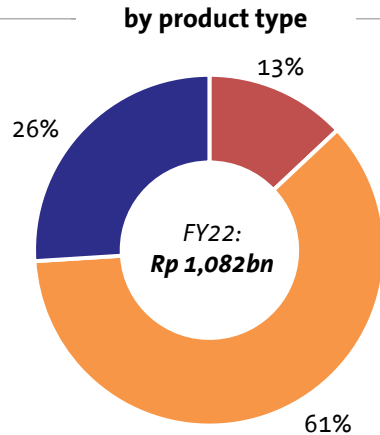


Diversified portfolio in strategic locations which stands to benefit from ongoing/recent infrastructure developments

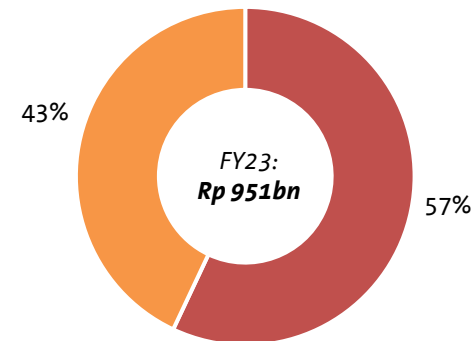
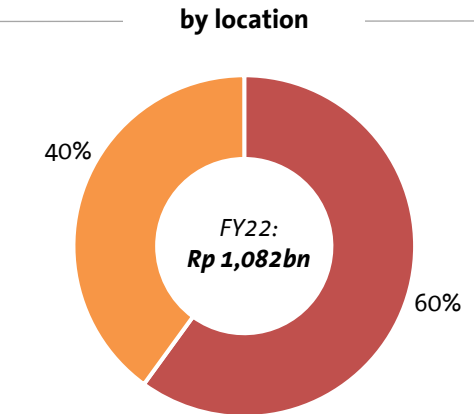


Our diversified portfolio is well-positioned to capture demand across different product types and locations

Marketing Sales



■ Mixed Use & High Rise
■ Landed Residential
■ Industrial Estate



■ Jakarta & Greater Jakarta
■ Surabaya & Greater Surabaya



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	220 ha	285 ha
Launched*	1991	2010
Land bank (Sept 30, 2023)	106 ha	



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



Industrial Estate – Batang Industrial Park

Our new industrial estate in Batang is well connected to West and East Java through Trans-Java toll and is a future key industrial hub of Central Java

Batang Industrial Park is strategically located at Batang Region, Central Java Province, right at the center of Java Island

Location and features

- Well connected to both West and East Java through Trans-Java toll
- Located c.360km East of Jakarta and c.425km of West Surabaya
- Quick access to Semarang's Tanjung Mas Port (95km) and Ahmad Yani International Airport (85km)
- Facilities and services include warehouses, commercial areas, police station, internal security, fire brigade, stable electric supply from PLN.

Key tenant:



Nestle



UnitedCan



Total development plan

Batang Industrial Park I

Development area*	287 ha
Launched	2020
Land bank (Sept 30, 2023)	129 ha



*Total development plan for phase 1 and phase 2 is 500 ha



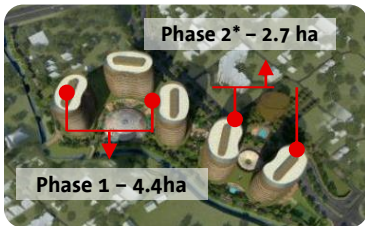
High-rise developments – Mixed-use/Integrated

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



- 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 129,843 sq.m.
 - Net leasable office area of 76,876 sq.m. and retail space (lease) of 7,542 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

Completion

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



Regatta



South Quarter



1 Park Avenue



Graha Golf Phase 1



Praxis



Rosebay



SQ Res

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
SQ Res	48-135

* Net size

** Price range not including Penthouse unit

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

Pipeline Projects



57 Promenade



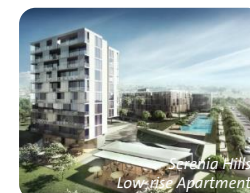
Graha Golf



Tierra



Pinang Apartment



Serenia Hills Low-rise Apartment

Pipeline Projects

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

Pinang Apartment	27-92
Graha Golf Phase 2	182-411**
Tierra	28-68
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, South Jakarta



- Premium estate located on 26ha, offering a modern residential facility with a private cluster concept and club facilities
- The residential complex comes equipped with an integrated security system, waste management system and sports facilities.

Graha Natura, 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
- 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

Talaga Bestari, West Tangerang



- Talaga Bestari is an integrated community centre that fosters the concept of green and modern living.
- The estate provided an area of 60,000m2 filled with urban forest, deer park, jogging track, shops, cafes, shopping complex and entertainment outlets.

Amesta Living, East Surabaya

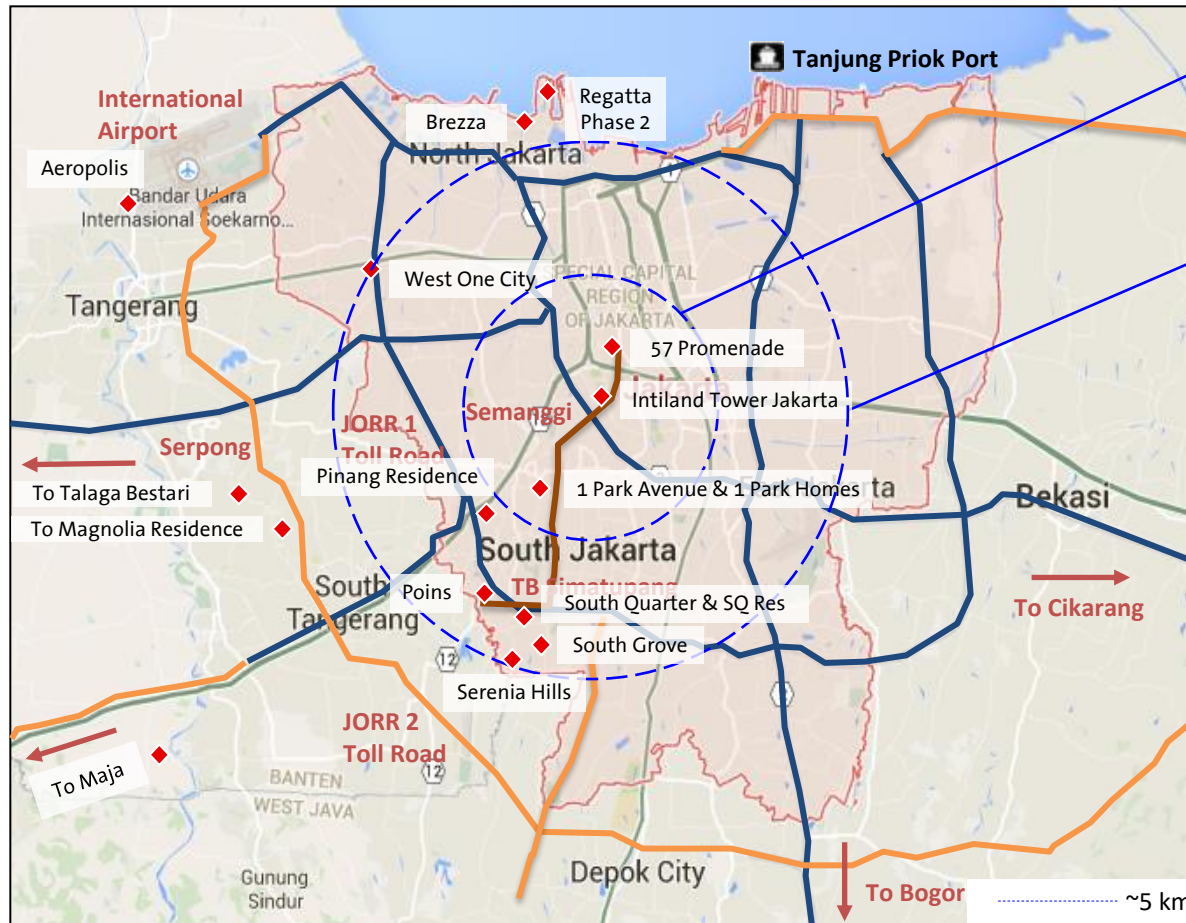


- Located in East Surabaya, Amesta Living is equipped with a variety of the best facilities ranging from SOHO, retail, commercial, and lifestyle malls.
- The development of a 60-hectare integrated area presents the convenience and comfort of living with the presence of a commercial area, jogging track, children's playground, and water promenade facilities.



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



5km radius dari Simpang Susun Semanggi, CBD

- 57 Promenade
- Intiland Tower Jakarta
- 1 Park Avenue
- 1 Park Homes

10km radius dari Simpang Susun Semanggi, CBD

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

Proyek lain di Jakarta and Sekitarnya

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

Legend

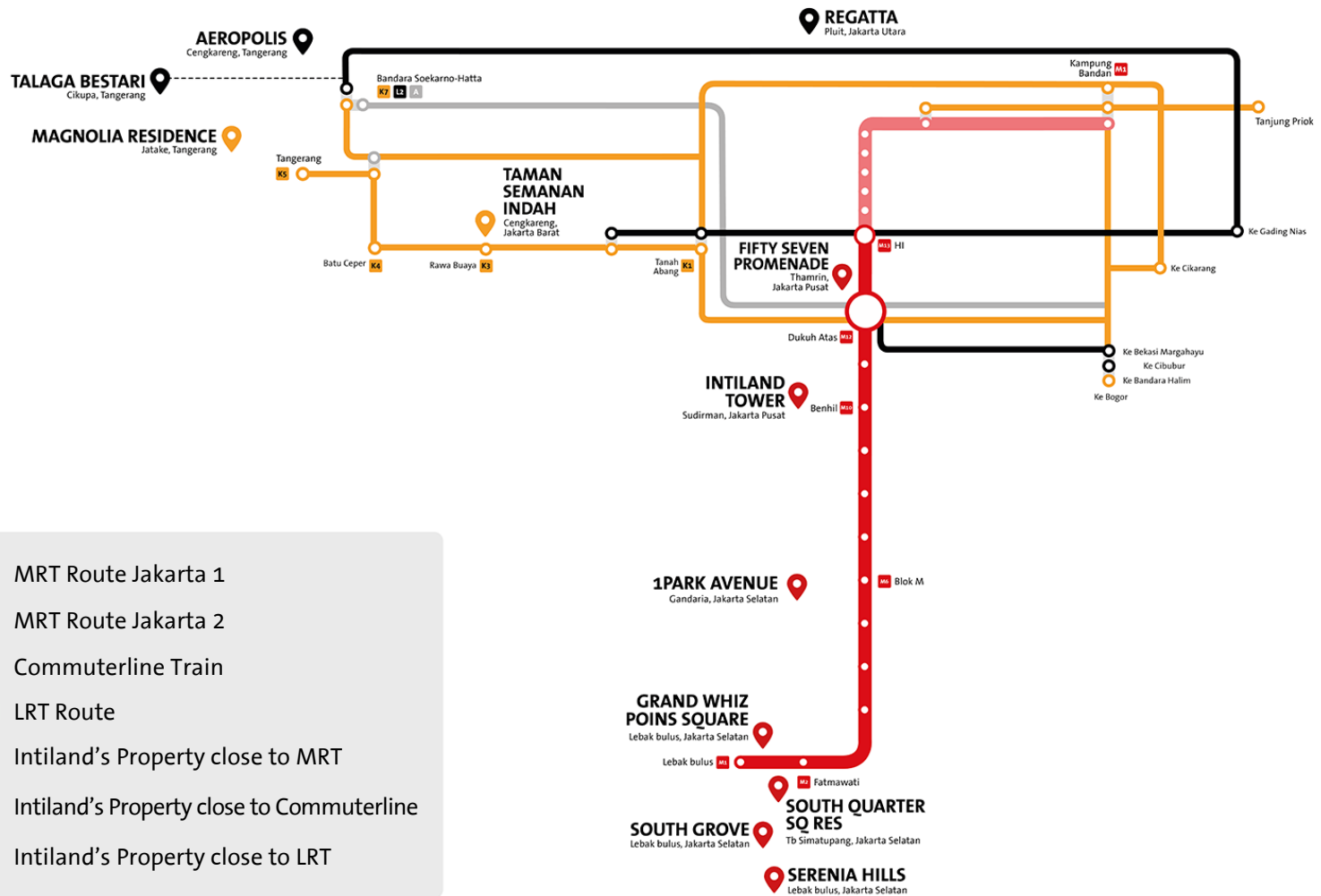
- Existing Toll Road
- Planned Toll Road
- MRT Route
- Existing Railway
- Intiland's Projects

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



...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

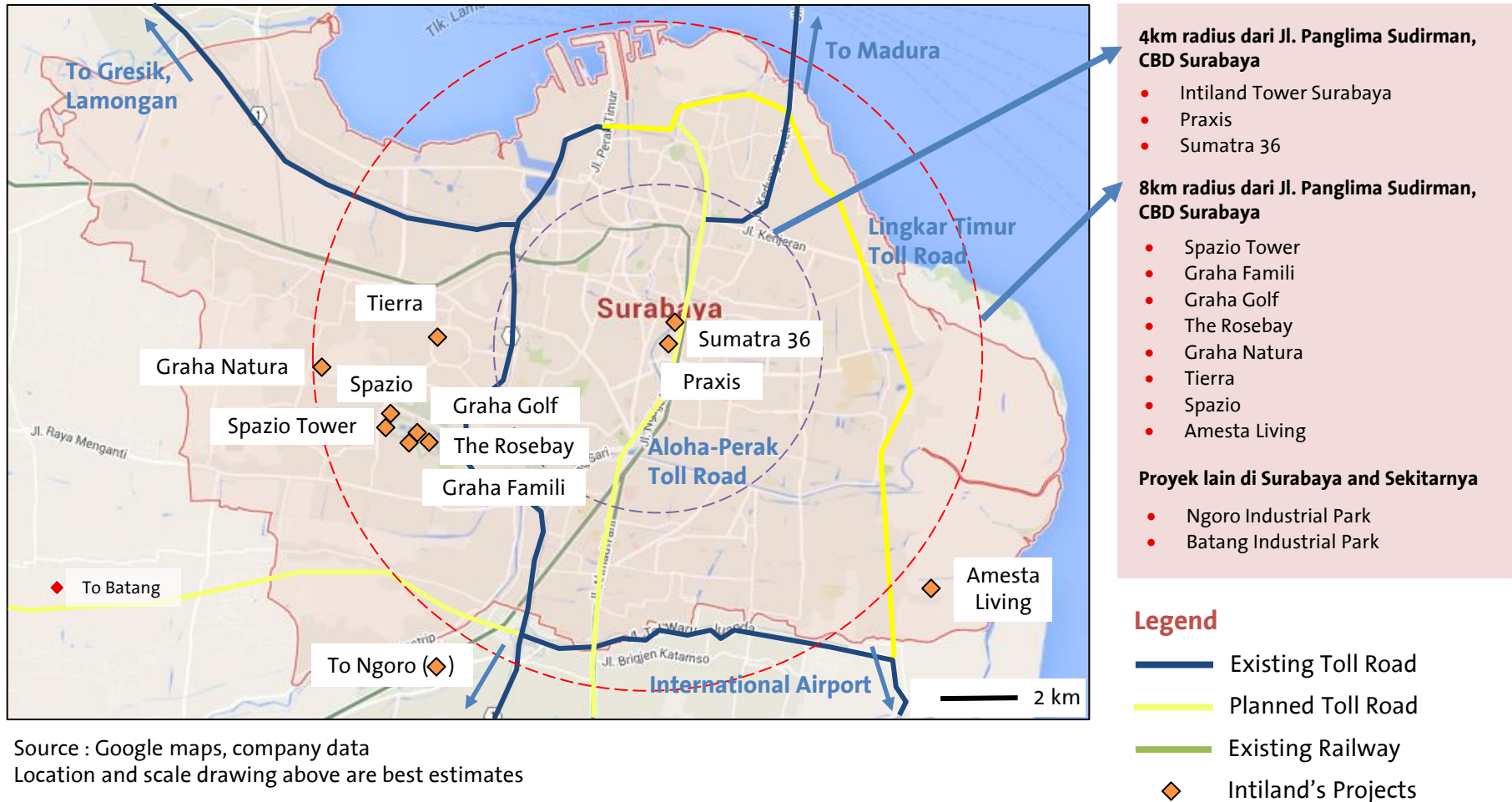


Talaga Bestari, Tangerang



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

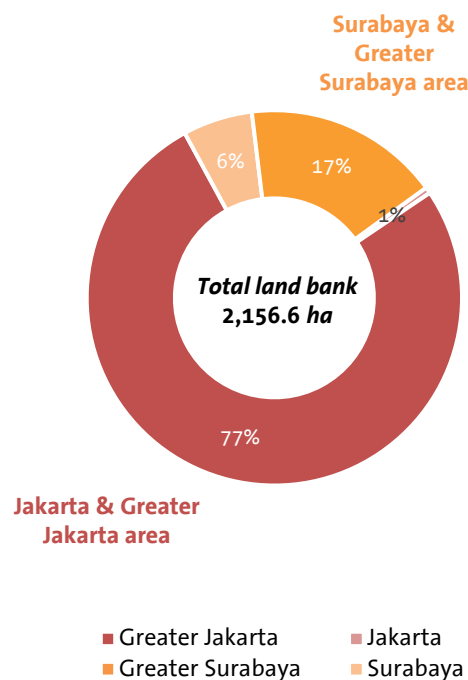




Large land bank to sustain medium to long term development

Large land bank of c. 2,156.6 ha (as of Dec 31, 2023) is sufficient to sustain ongoing developments for the next 20 years

Undeveloped Land bank	Land area (ha)
Maja, Banten	1,068.7
Tangerang, Banten	277.7
Others - Jakarta area	91.8
Talaga Bestari, Cikupa	83.2
Gandaria, Jakarta	3.6
Pondok Pinang	1.2
Serenia Hills	1.1
Jakarta & Greater Jakarta area	1,527.3
Developed Land bank	3.1



Undeveloped Land bank	Land area (ha)
Others - Surabaya area	303.8
Pantai Timur, Surabaya	47.4
Bukit Pencu, Surabaya	33.0
Bukit Sampe, Trawas	31.7
Lontar	20.6
Graha Famili, Surabaya	7.9
Jajar Tunggal	4.9
Darmo Harapan	4.1
Wiyung	1.0
Surabaya & Greater Surabaya area	454.3
Developed Land bank	172.0

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)



Selling of Non-Core Assets

Non-Core Assets

- Non-core assets are the assets that have not been planned to be developed in the next 5 years.
- In line with the deleveraging strategy, the Company is focusing on selling the non-core assets to enhance the liquidity and profitability of the Company.

Divestment of Non-Core Assets in 2019

- 9% share ownership in PT Putra Sinar Permaja (South Quarter, Jakarta)
- Office building in Surabaya
- ~30 ha land in Pantai Timur, Surabaya
- ~9.3 ha land in Gunung Anyar, Surabaya
- 50% share ownership in PT Surabaya Jasa Medika (National Hospital, Surabaya)

Use of Proceeds

- Total transaction value from selling the non-core assets in 2019 was ~IDR 1.3tn
- The proceeds from selling of the non-core assets were used for loan repayment and additional working capital to strengthen the Company's financial position.

Divestment of Non-Core Assets in 2020

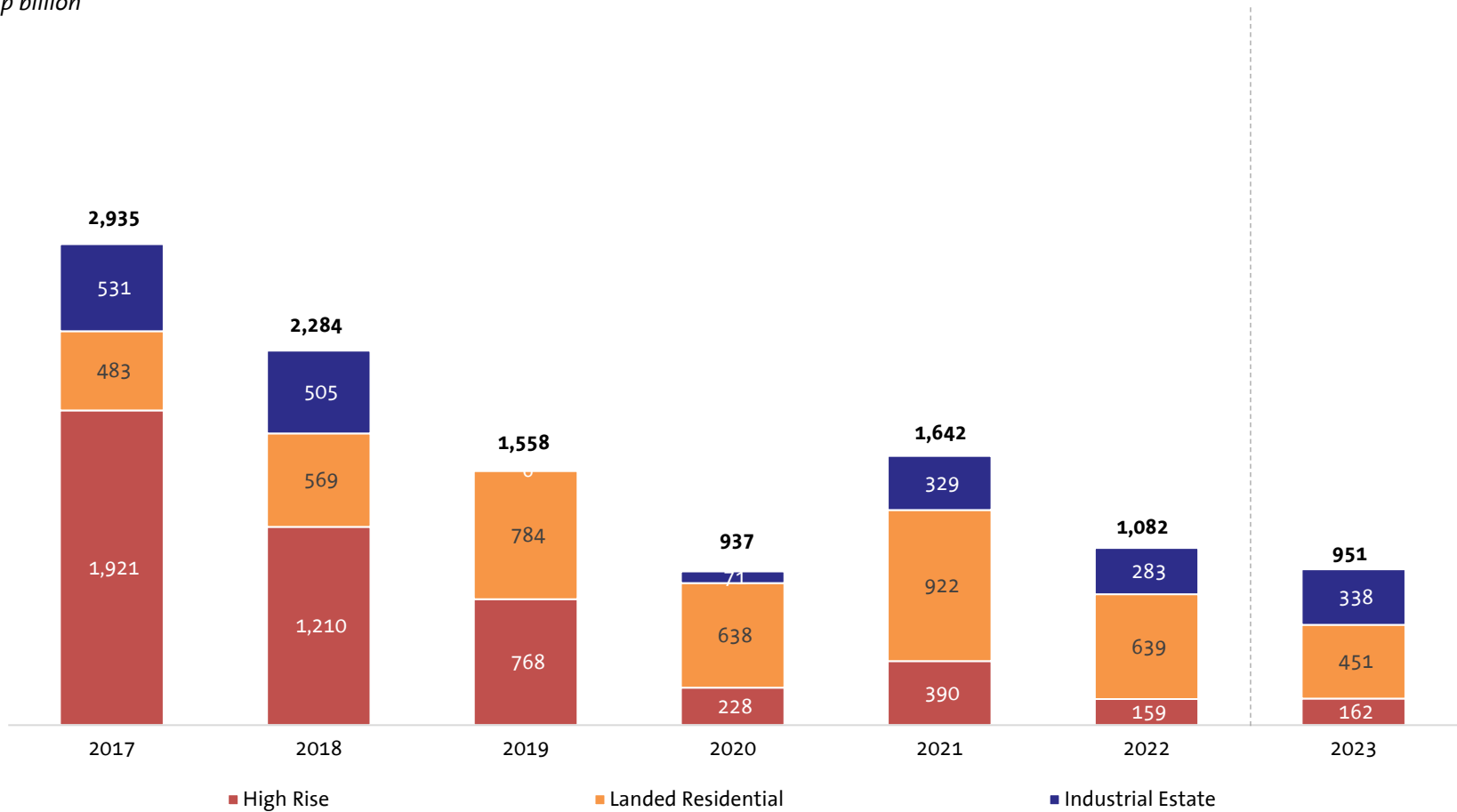
- ~3.2 ha land in Gunung Anyar, Surabaya
- Total transaction value from selling the non-core assets was ~IDR 58.3bn



Strong pipeline of high quality developments

Historical marketing sales (2017-2023)

in Rp billion

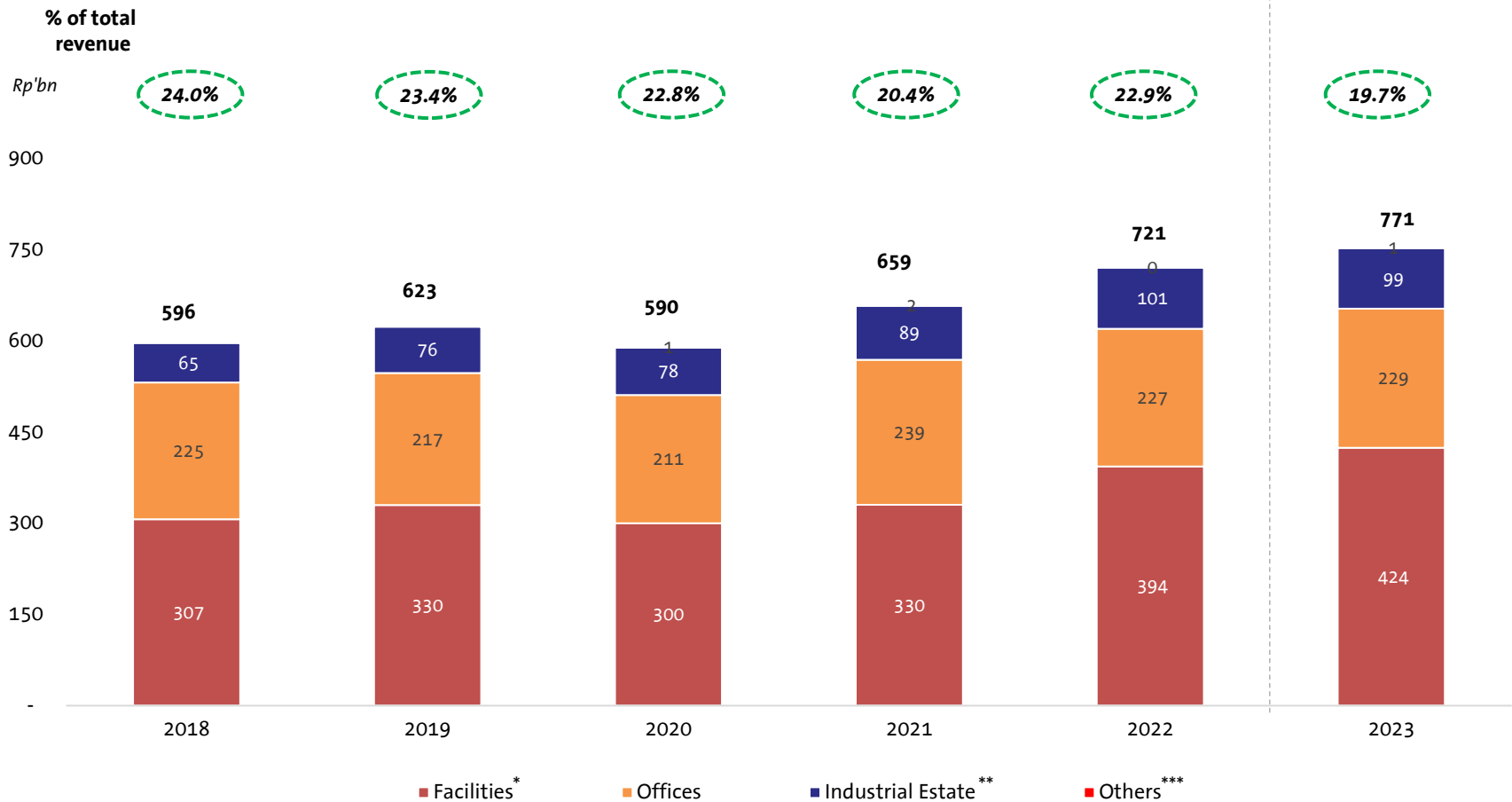




Growing recurring income base...

Our recurring revenue base has grown since 2018

Recurring Revenue (in Rp billion)



* 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 Contractors



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



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 Des 31, 2023	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)	As at Des 31, 2023	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)
Tower A	426	426	100.0	Retail	7,544	5,823	77.2
Tower B	40,545	38,362	94.6				
Tower C	35,889	34,528	96.2				
Combined	76,861	73,316	95.4				



...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	Poins
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"> Poins 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, Poins 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
Completion	2022	Planning phase	2019	2020	2023

*Completion of Praxis and Spazio Tower exclude Hotel



Strong corporate governance & highly experienced management team



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

Board of Commissioners



**Sinarto
Dharmawan**

President
Commissioner

Serving since 2020



**Dr. Sofyan
A. Djalil**

Vice President
Commissioner

Serving since 2023



**Thio Gwan
Po Micky**

Independent
Commissioner

Serving since 2010



**Jahya
Asikin**

Commissioner

Serving since 2007



**Friso
Palilingan**

Independent
Commissioner

Serving since 2020

Board of Directors



**Hendro S.
Gondokusumo**

President Director
& CEO

Serving since 2011



**Suhendro
Prabowo**

Vice President
Director & COO

Serving since 2007



**Utama
Gondokusumo**

Vice President
Director & COO

Serving since 2007



**Moedjianto Soesilo
Tjahjono**

Vice President
Director

Serving since 2022



**Archied Noto
Pradono**

Executive
Director

Serving since 2007



**Ping Handayani
Hanli**

Executive
Director & CFO

Serving since 2020



**Perry
Yoranouw**

Independent
Director

Serving since 2016



**Permadi
Indra Yoga**

Executive
Director

Serving since 2018



High upside potential on investment return

...with RNAV per share of Rp 1,457

Location	Market Value (in Rp billion)*	Effective Value (in Rp billion)
Land for Development		
Jakarta	5,721	5,461
Surabaya	3,011	2,673
Sub Total	8,732	8,133

Investment Property

Jakarta	3,151	2,035
Surabaya	1,131	1,035
Sub Total	4,282	3,070

Inventories

Jakarta	6,110	3,721
Surabaya	3,393	3,307
Sub Total	9,503	7,029

Additional

Jakarta	2,129	871
Sub Total	2,129	871

TOTAL	24,921	19,378
--------------	---------------	---------------

Estimated RNAV (in Rp billion)

Total Asset Value	19,103
Add: Cash & Cash Equivalent Jun 30, 2023	984
Less: Interest Bearing Debt Jun 30, 2023	(4,978)

RNAV **15,108**

of shares 10,365,854,185

RNAV/share **1,457**

*based on 2015 and 2017 valuation

Session 4

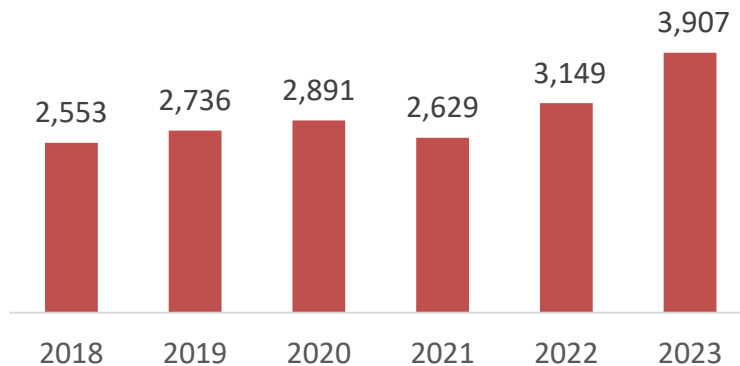
Key Financial



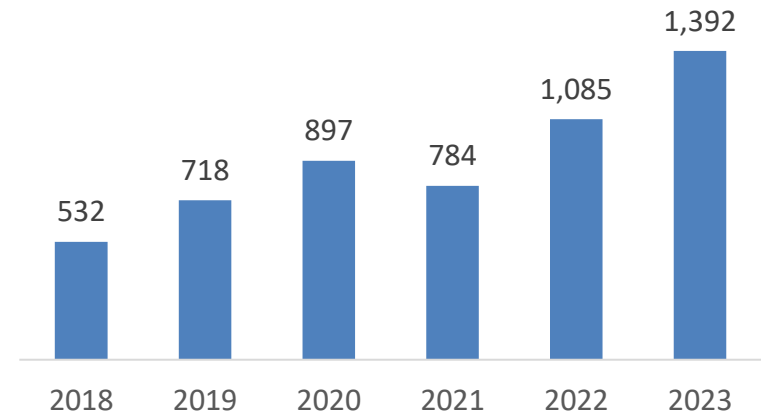
Graha Natura

Financial Performance

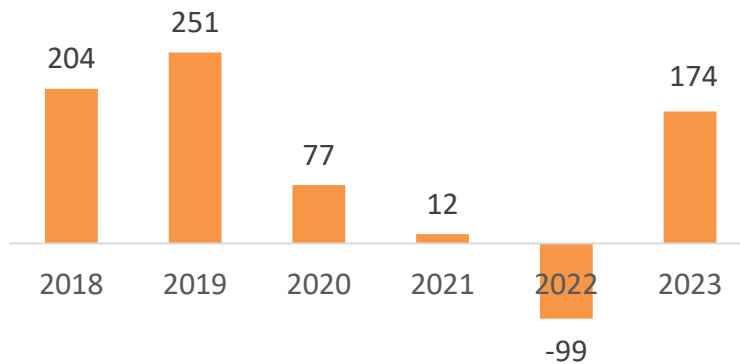
Revenue
in Rp billion



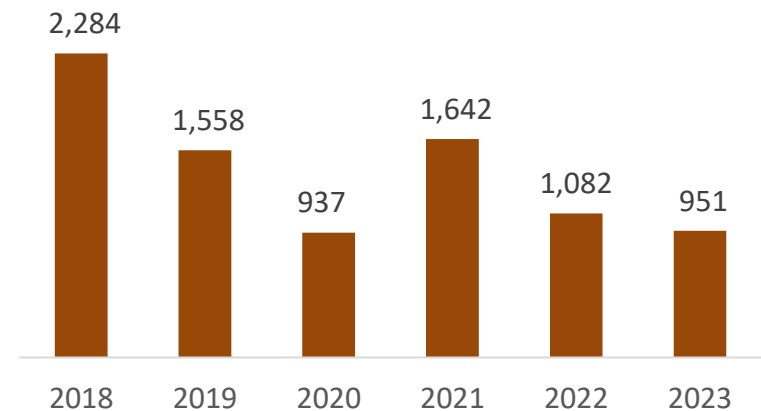
EBITDA¹⁾
in Rp billion



Net Profit
in Rp billion



Marketing Sales²⁾
in Rp billion



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

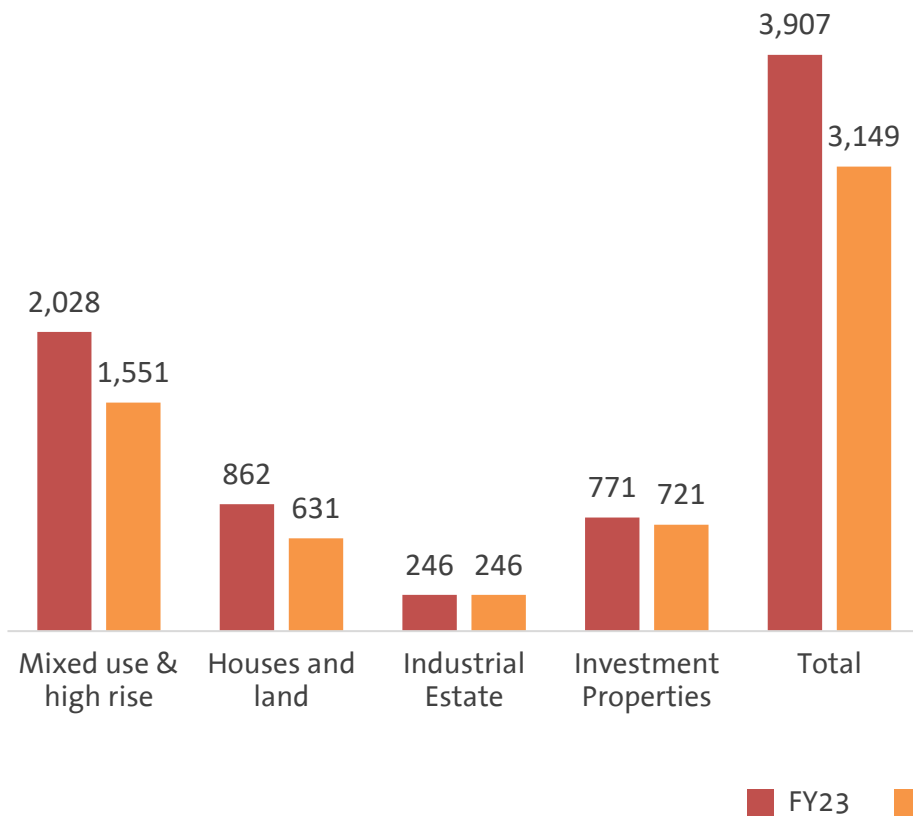
EBITDA 2019 - Onward: Operating profit + depreciation + amortization

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

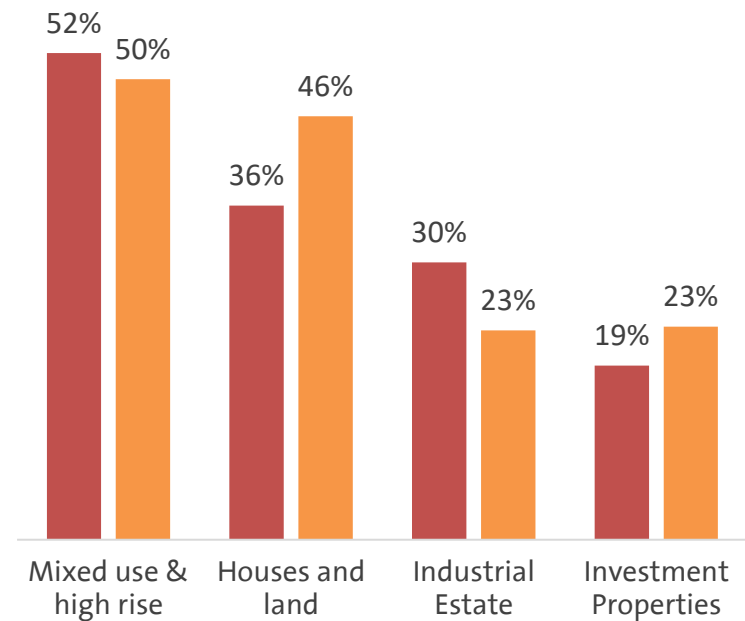
2) Marketing Sales includes Development Income only

Segments Contribution

Revenue
in Rp billion



Gross Profit Margin
% of Revenue



Financial Highlights

in Rp billion	2023 Audited	2022 Audited	YoY Growth
Revenue	3,907	3,149	24%
Gross Profit	1,586	1,275	24%
EBITDA	1,392	1,085	28%
Profit for the year	758	192	295%
Net Income	174	(99)	276%
EPS	17	(10)	276%
Gross Profit Margin	41%	40%	
EBITDA Margin	36%	34%	
Net Income Margin	4%	-3%	
ROA (Annualized)	1%	-1%	
ROE (Annualized)	3%	-2%	

in Rp billion	2023 Audited	2022 Audited	Growth
Total Assets	14,604	16,352	-11%
Total Liabilities	8,065	10,136	-20%
Total Equity	6,539	6,216	5%
Sales Advance	0	0	0%
Contract Liabilities	1,587	3,468	-54%
Cash & Cash Equivalents	954	1,163	-18%
Total Debt	4,725	4,938	-4%
Net Debt/Equity	58%	61%	-5%

in Rp billion	2023 Audited	2022 Audited	2021 Audited	2020 Audited	2019 Audited
Revenue	3,907	3,149	2,629	2,891	2,736
Gross Profit	1,586	1,275	1,028	1,181	1,132
EBITDA	1,392	1,085	785	897	718
Profit for the year	758	192	(29)	69	437
Net Income	174	(99)	13	77	251
EPS	17	(10)	(10)	7	24
Gross Profit Margin	41%	40%	39%	41%	41%
EBITDA Margin	36%	34%	30%	31%	26%
Net Income Margin	4%	-3%	1%	3%	9%
ROA	1%	-1%	0%	0%	2%
ROE	3%	-2%	0%	1%	3%
Total Assets	14,604	16,352	16,460	15,702	14,777
Total Liabilities	8,065	10,136	10,413	9,653	7,543
Total Equity	6,539	6,216	6,047	6,049	7,235
Sales Advance	0	0	0	0	1,428
Contract Liabilities	1,587	3,468	4,017	3,300	0
Cash & Cash Equivalents	954	1,163	1,754	1,122	1,416
Total Debt	4,725	4,938	4,905	5,034	4,960
Net Debt/Equity	58%	61%	52%	65%	49%
Dividend	N/A	N/A	N/A	N/A	N/A
Dividend per Share	N/A	N/A	N/A	N/A	N/A

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%
Completed: 2022

Condominium: Tower City

Saleable area: 17,876 sqm (260 units)
Sold: 16,225 sqm (91%)

Condominium: Tower Sky

Saleable area: 31,092 sqm (238 units)
Sold: 26,688 sqm (86%)

ASP FY23: Rp 65.1mn/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
Ownership: 100%
Completed: 2017

Condominium

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

Saleable area: 52,136 sqm
Sold: 51,698 sqm (99%)
ASP FY23: Rp 33.0 mn/sqm

Condominium

The Hamilton (Tower 4)

Saleable area: 18,116 sqm
Sold: 16,946 sqm (94%)
ASP FY23: Rp 35.0 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%
Completed: 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: 37,487 sqm (72%)
ASP FY23: Rp 28.7 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%
Completed: 2019

Condominium

Semi gross area: 19,634 sqm (295 units)
Market: Strata title
Sold: 14,938 sqm (76%)
ASP FY23: Rp 18.5 mn/sqm

Office

Semi gross area: 21,544 sqm (185 units)
Market: Strata title 17,404 sqm
Lease 4,140 sqm
Sold: 6,492 sqm (37%)
ASP FY23: Rp 18,7 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%
Progress: 84%
Completed: 2023

Condominium:

Tower D & E:

Market: Strata title
Total units: 672 units
Semi gross area: 46,797 sqm
Sold: 11,664 sqm (25%)
ASP FY23: Rp 39.0 mn/sqm

Total Area: +/- 1ha
Ownership: 75%
Progress: 100%
Total Units: 229 units
Semi gross area: 20,782 sqm
Completed: 2020

Condominium:

Market: Strata title
Sold: 16,932 sqm (81%)
ASP FY23: Rp 23.4 mn/sqm
Launched: 14 January 2016

Launched: 2014
Total Area: 0.5 ha
Infrastructure: Mainroad
Ownership: 100%
Completed: 2020

Office

Semi gross area: 23,807 sqm
Market: Strata title
Sold: 14,233 sqm (59%)
ASP FY23: Rp 19.7 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%
Completed: 2020

Phase 1 - 2 condominium (Tower 1 & 2)

Total area: 7,532 sqm
Market: Strata title
Semi gross area: 27,174 sqm
Sold: 27,063 sqm (99%)
ASP FY23: Rp 30.8 mn/sqm

Note:

- Phase 2 TBD – 3 condominium towers & townhouse

Development Income – Mixed Use & High Rise and Landed Residential

West Surabaya



Tierra Soho

Launched: 2021
Total Area : 7.5 ha
Ownership: 100%

Phase 1 Information – SOHO & Commercial

Total units: 76 units
Semi gross area: 4,476 sqm
Sold: 4,356 sqm (97%)
ASP FY23: Rp 50.9 mn/sqm

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

CBD Surabaya



Sumatra 36

Launched: 2011
Type: High Rise
Total Area: 0.2 ha
Semi gross area: 9,020 sqm
Sold: 5,147 sqm (57%)
ASP FY23: Rp 25.0 mn/sqm

South Jakarta



Pinang Residence

Launched: 2019
Ownership: 100%
Total area: 0.5 ha
Infrastructure: Mainroad, MRT
Total units: 10 units
Sold units: 10 units (100%)
Land ASP: Rp 25.0 mn/sqm
Building ASP: Rp 8.5 mn/sqm

West Surabaya



Graha Natura

Built on an 80 Ha area in West Surabaya, Graha Natura works closely with the developers of Kebun Raya Purwodadi, Seameo Biotrop (South East Asia Regional Centre for Biological Tropical), and several other scientific institutes.

We are committed to build a healthier, waste-free residential area by building an Integrated Sewage Treatment Plant (ISTP), a system that centrally treats both liquid and solid household waste. Through the application of this technology, every unit in Graha Natura no longer requires a septic tank.

As the first step, we have developed four private clusters, apartment, school, club house, and commercial areas.

Type : Residential
Ownership : 100%
Total Unit : 1506 unit
Sold 9M23 : 1316 unit (87%)
Land ASP : 10.0 mn/sqm
Building ASP : 9.0 mn/sqm

Development Income - Landed Residential

South Jakarta



Serenia Hills

Phase 1			Phase 2		
Type	Residential		Residential		
Land Area	10 ha		16 ha		
Development Plan	Regent	187 units	Titan	59 units	
	Signature	74 units	Ultimate	51 units	
	Zenith	36 units	Venture Barat	84 units	
			Venture Timur	62 units	
			Quantum	76 units	
			Quantum (Ext)	34 units	
			Sierra	42 units	
			Videl	13 units	
	Total	297 units	Total	421 units	
Launched	2011 & 2012		2013 & 2014 ; 2017 (Quantum), 2021 (Sierra)		
Sold	Regent	173 units (93%)	Titan	59 units (100%)	
	Signature	74 units (100%)	Ultimate	50 units (98%)	
	Zenith	36 units (100%)	Venture Barat	83 units (99%)	
			Venture Timur	62 units (100%)	
			Quantum	76 units (100%)	
			Quantum (Ext)	26 units (76%)	
			Sierra	41 units (95%)	
			Videl	12 units (97%)	
	Total	283 units (95%)	Total	409 units (97%)	

South Jakarta



South Grove

Total Area:	0.5 ha
Ownership:	100%
Total Units:	15 units
Launched:	2018
Infrastructure:	MRT, Roll Road
Sold Units:	12 units (73%)
Land ASP:	Rp 34.5 mn/sqm
Building ASP:	Rp 10.1 mn/sqm

Tangerang



Magnolia

Total Area:	14.7 ha
Ownership:	52.5%
Launched:	2015
Sold Units:	10 units (67%)
Land ASP:	6.4 mn/sqm
Building ASP:	5.0 mn/sqm

Development Income – Landed Residential

Tangerang



Talaga Bestari

Launched: 1995
Infrastructure: Future Toll Road, Future MRT
Land bank: 76 ha
Area developed: 115 ha
Land ASP: Rp 4.5 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	96%
The Hills	207 houses	100%
Fluora	212 houses	99%
The Forest	193 houses	80%
Taman Palem 1	1,875 houses	97%
Taman Palem 2	408 houses	79%
Real Estate	628 houses	85%
DUO	144 houses	47%
Plaza D'Captiva	201 shophouses	80%
Ruota	70 shophouses	23%

East Surabaya



Amesta Living

Amesta Living provides a variety of property needs, ranging from residential, SOHO, retail, commercial, to lifestyle malls. Targeting the segment of millennials, young families, and first-time home buyers, units at Amesta Living feature a Japandi (Japan and Scandinavian). The design of the house prioritizes aspects of balance, simplicity, practicality, order, functionality, and multi-usability that are built with sustainable and environmentally friendly concepts.

Type : Residential
Current Total area : 10 ha
Ownership : 55%
Launch : 4Q 2021
Total Unit : 382 unit
Sold 9M23 : 341 unit (89%)

West Jakarta



Virya Semanan

Located in Taman Semanan Indah, Virya Semanan boasts ease of access to the inner city toll roads, the airport, and the Jakarta Outer Ring Road (JORR). Facilities around the area include shopping centers, hypermarkets, educational institutions, health care providers, and others that conveniently cater to your needs.

Type : Residential
Ownership : 100%
Launch : 2021
Total Unit : 30 unit
Sold FY23 : 19 unit (63%)
Land ASP : Rp 19.5 mn/sqm
Building ASP : Rp 7.0 mn/sqm

Development Income - Mixed Use & High-Rise

Tangerang



Aeropolis

Projects Launched	Year Launched	Year Completed	Total (Unit)	Total (Sqm)	Sold (Sqm)
Aeropolis Residence 1 & Commercial Park	2011	2014	1,175	25,126	23,101
Aeropolis Residence 2	2012	2017	1,047	20,229	19,916
Aeropolis Residence 3 (Tower 1, 3, 5)	2014	2018 (T1) 2020 (T3 & 5)	1,446	24,122	22,439
Aeropolis Crystal Residence (Tower 2, 3)	2013	2018 (T2) 2019 (T3)	393	14,016	13,800
Aeropolis Lucent Residence	2016	E 2021	250	7,129	3,970
Total			4,311	90,626	83,226
Aeropolis Techno Park Phase 1-1	2014	2020	66	Land: 31,363 Building: 23,769	Land: 31,725 Building: 22,815
Aeropolis Techno Park Phase 1-2	2015	2020	101	Land: 18,846 Building: 9,657	Land: 18,840 Building: 9,867

Development Income - Industrial Estate

Mojokerto, East Java



Ngoro Industrial Park

Total Development: 500 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: 324 ha
 Land bank: ± 106 ha
 ASP: Rp 1.8 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.

Batang, Central Java



Batang Industrial Park

Development plan: 500 ha
 1st phase development: 287 ha
 Landbank: 128 ha
 Launched: 2020 (1st phase)

Anchor Tenant: Nestle

Access: Toll road, main road, 90 km from Semarang, 95 km from Tanjung Mas
 Seaport, 85 km from Ahmad Yani International Airport

Situated on solid ground ensuring stability of building structure and enables
 lower construction costs

Surrounded by green and beautiful hilly land, a perfect environment for
 industry

Recurring Income

South Jakarta



South Quarter

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

Office (Tower A, B, C)

Lettable space: 76,861 sqm
Leased space: 73,316 sqm (95%)
Asking base rent:
Rp 230,000/sqm/month

Retail

Lettable space: 7,544 sqm
Leased space: 5,823 sqm (77%)
Asking base rent:
Rp 250,000-Rp 300,000/sqm/month

CBD Jakarta



Intiland Tower Jakarta

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

Office Tower

Lettable space: 24,709 sqm
Leased space: 18,102 sqm
Available space: 6,607 sqm
Occupancy: 74%
Avg. gross rent : Rp 214,000/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: 19,229 sqm
Leased space: 10,133 sqm
Available space: 9,097 sqm
Occupancy: 51%
Avg. gross rent:
Rp 193,000/sqm/month

West Surabaya



Spazio

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

Retail

Lettable space: 5,029 sqm
Leased space: 3,159 sqm
Available space: 1,835 sqm
Occupancy: 64%
Avg. gross rent:
Rp 76,000/sqm/month

Development Income

Office Tower

Total area (SGA) : 16,019 sqm
Market: Strata title
Sold: 15,182 sqm (94%)

Recurring Income

Pipeline Projects

Major Cities in Indonesia



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.

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 a deep red.

THANK YOU

Contact Us

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