

Investor Update

19 October 2017



57 Promenade, Jakarta

Intiland Announces 9M17 Marketing Sales

Highlights

- **9M17 marketing sales reached Rp 3 trillion (131% of FY17 target)**
- **Successful launching of 57 Promenade booked Rp 1.5 trillion marketing sales**
- **Industrial estate sales contributed 18% of total achievement**
- **Increase of recurring income contributed 10% of 9M17 achievement**

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the nine months ended 30 September 2017.

9M17 marketing sales reached Rp 3 trillion

The Company booked Rp 3,018 billion of marketing sales in the nine months of 2017, or 131% of FY17 marketing sales target of Rp 2.3 trillion.

The 9M17 marketing sales results increased significantly by 115% yoy compared to the 9M16 results of Rp 1.4 trillion, mainly due to the new launching of 57 Promenade and industrial lot sales.

The breakdown of 9M17 marketing sales achievement is as follows:

In Rp billion

No	Segment	1Q17 Results	2Q17 Results	3Q17 Results	9M17 Results	FY17 Target	% to 9M17 Results
1	Mixed-use & high-rise	118	110	1,622	1,850	1,336	138%
2	House and land	68	92	183	343	479	72%
3	Industrial estate	50	481	0	531	185	287%
4	Investment properties	82	103	109	294	300	98%
	Total	319	786	1,914	3,018	2,300	131%

The contribution based on location is as follows:

In Rp billion

No	Location	1Q17 Results	2Q17 Results	3Q17 Results	9M17 Results	FY17 Target	% to 9M17 Results
1	Jakarta	187	70	1,681	1,937	1,245	156%
2	Surabaya	49	613	124	787	755	104%
3	Investment properties	82	103	109	294	300	98%
	Total	319	786	1,914	3,018	2,300	131%

Successful launching of 57 Promenade booked Rp 1.5 trillion marketing sales

The significant contribution of marketing sales was primarily due to the successful launching of 57 Promenade on August 26, 2017. The Company's take up rate on the launching date reached around 93% of the 320 offered apartment units. The total of marketing sales booked in 9M17 from this project alone was Rp 1.5 trillion, 296% higher than the initial target for 57 Promenade in 2017 of Rp 520 billion.

Industrial estate sales contributed 18% of total achievement

The Company recorded Rp 531 billion of industrial estate sales from Ngoro Industrial Park from sales of 28.4 ha industrial land lot. This achievement is 287% higher than the Company's target of Rp 185 billion for industrial estate sales in 2017.

Increase of recurring income contributed 10% of 9M17 achievement

9M17 recurring income increased 32% yoy to Rp 294 billion compared to Rp 224 billion in 9M16, mainly due to the increase of rental office from South Quarter project. The total leased area in South Quarter is 58%, which still has potential upside to boost the recurring income. In total, 9M17 recurring income contributed 10% of 9M17 total achievement.

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