

**SIARAN PERS
PRESS RELEASE**

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DAPAT DITERBITKAN SEGERA
FOR IMMEDIATE RELEASE**Intiland Raih Marketing Sales Rp1,1 Triliun
Intiland Earns Rp1.1 Trillion from Marketing Sales**

Jakarta (17/07) – Perusahaan pengembang properti PT Intiland Development Tbk (Intiland) meraih pendapatan penjualan (*marketing sales*) Rp1,1 triliun sepanjang semester I 2017. Nilai pencapaian ini naik 10 persen dari perolehan *marketing sales* periode sama tahun lalu sebesar Rp1 triliun.

Direktur Pengelolaan Modal dan Investasi Intiland Archied Noto Pradono mengungkapkan pencapaian hasil *marketing sales* masih sesuai ekspektasi manajemen. Penilaian ini mempertimbangkan kondisi pasar properti yang belum terlalu membaik dalam enam bulan pertama tahun ini.

Archied memperkirakan pasar properti akan berangsur-angsur membaik seiring stabilitas perekonomian, iklim investasi, dan kondisi politik nasional. Perseroan masih tetap akan memfokuskan strategi untuk memasarkan proyek-proyek eksisting untuk mencapai target *marketing sales* tahun ini sebesar Rp2,3 triliun.

“Kami terus meninjau kondisi pasar properti yang terjadi dan menyusun strategi yang tepat untuk mengantisipasi. Dalam rencana bisnis 2017, kami ada rencana meluncurkan proyek baru skala besar dan pengembangan baru dari proyek berjalan di semester II tahun ini,” ungkap Archied.

Ditinjau berdasarkan segmen pengembangannya, kawasan industri memberikan *kontribusi marketing sales* terbesar mencapai Rp531 miliar atau 48 persen dari keseluruhan. Pencapaian ini berasal dari penjualan lahan industri di Ngoro Industrial Park, Jawa Timur ke perusahaan otomotif nasional dan beberapa perusahaan yang bergerak di bidang furnitur rumah tangga,

Jakarta (17/07) – The national property developer, PT Intiland Development Tbk (Intiland), reported marketing sales of Rp1.1 trillion throughout the first semester of 2017. The amount demonstrates an increase of 10 percent from the same period in the previous year, during which the company reported income from marketing sales worth Rp1 trillion.

Intiland’s Capital and Investment executive director, Archied Noto Pradono said the income from the marketing sales agreed with the company’s expectation, as the property market was still on the road to improving in the first six months of the year.

Archied said the company predicted that the property market would continue to improve along with the stability in the country’s economy and improvement in the investment climate, as well as national political condition. The company remains focused on its strategy to market its existing projects in order to achieve the company’s marketing sales target of Rp2.3 trillion.

“We continue to keep an eye on the market condition and prepare strategy to anticipate changes in the market. In our 2017 business plan, we have a plan to launch new big-scale projects and proceed with the new development of the existing projects for the second semester,” Archied said.

Based on the segments, industrial estate contributed the biggest to the marketing sales with Rp531 billion or 48 percent of the total. The company achieved this from the sales of lands in its Ngoro Industrial Park, East Java to national

makanan ternak, dan perusahaan makanan olahan.

automotive companies, and several companies that produce home furniture, animal feed, and processed foods.

Segmen pengembangan *mixed-use* dan *high rise* tercatat memberikan kontribusi *marketing sales* sebesar Rp228 miliar atau 21 persen dari keseluruhan. Kontribusi terbesar dari segmen ini berasal dari penjualan proyek 1Park Avenue Jakarta.

The mixed-use and high-rise development segment contributed Rp228 billion or 21 percent of the total income from the marketing sales. The biggest contributor from this segment is the sales of units in 1Park Avenue Jakarta.

Kontributor berikutnya berasal dari segmen properti investasi yang membukukan pendapatan Rp185 miliar atau 17 persen dari keseluruhan. Pencapaian dari segmen ini antara lain berasal dari penyewaan ruang komersial seperti perkantoran dan ritel, pengelolaan lapangan golf dan klub olahraga, serta penyewaan fasilitas pergudangan.

The next big contributor is investment properties segment, which booked the marketing sales worth Rp185 billion or 17 percent of the total. The income is from the rental or lease of commercial space, like office and retail spaces, the management of golf course and sports clubs, and rental of warehouses.

Segmen properti investasi merupakan sumber pendapatan berulang (*recurring income*) perseroan. Perolehan dari segmen ini melonjak 37 persen dari periode sama tahun 2016 yang tercatat sebesar Rp135 miliar. Peningkatan tersebut terutama didorong adanya penambahan kontribusi yang berasal dari penyewaan ruang perkantoran South Quarter di Jakarta Selatan dan manajemen properti perumahan Graha Famili.

The investment properties segment is a source of recurring income. Income from this segment jumped 37 percent from the same period in 2016 which was recorded at Rp135 billion. The increase was thanks to additional contribution from rental of office space in South Quarter in South Jakarta and the management of Graha Famili residential estate.

Archied mengungkapkan bahwa ke depan perseroan akan terus berusaha untuk meningkatkan porsi *recurring income* yang berasal dari kontribusi segmen properti investasi. Pertumbuhan segmen ini menjadi penting karena memberikan stabilitas operasional dan pertumbuhan perusahaan dalam jangka panjang.

Archied added that going forward, the company would continue to improve the portion of its recurring income source, namely investment properties segment. The growth of the segment is deemed important as it provides operational stability to the company in the long run.

“Penyelesaian proyek-proyek perkantoran seperti Praxis dan Spazio Tower di Surabaya jelas akan mendorong pertumbuhan segmen ini di masa mendatang,” jelas Archied.

“The completion of office projects, like Praxis and Spazio Tower in Surabaya will surely improve this segment further,” Archied explained.

Sementara segmen pengembangan kawasan perumahan tercatat memberikan kontribusi sebesar Rp160 miliar atau 14 persen. Perseroan saat ini mengembangkan sejumlah kawasan perumahan di sejumlah lokasi di Jakarta, Tangerang, dan Surabaya seperti Serenia Hills, Talaga Bestari, Graha Famili, dan Graha Natura.

The landed residential development segment contributed Rp160 billion or 14 percent. The company is currently developing several residential complexes in various locations in Jakarta, Tangerang, and Surabaya, including Serenia Hills, Talaga Bestari, Graha Famili, and Graha Natura.

Ditinjau berdasarkan tipenya, pendapatan dari pengembangan (*development income*) memberikan kontribusi *marketing sales* Rp919 miliar atau setara 83 persen dari keseluruhan. Sisanya berasal dari *recurring income* yang

Based on the types, development income contributed Rp919 billion or 83 percent of the total income from the marketing sales. The other 17 percent, or Rp185 billion, came from recurring income.

Entering the second semester 2017, Intiland is hard at work executing its marketing and development strategies to achieve its 2017

mencapai Rp185 miliar atau 17 persen.

Memasuki paragraf kedua tahun ini, Intiland terus berupaya mengeksekusi sejumlah strategi pemasaran dan pengembangan untuk mencapai target *marketing sales* 2017. Perseroan rencananya akan meluncurkan beberapa pengembangan baru dari proyek-proyek berjalan seperti 1Park Homes, South Quarter tahap II, dan klaster baru di Serenia Hills.

Selain rencana tersebut, Intiland merencanakan untuk meluncurkan dua proyek pengembangan *mixed use & high rise* terpadu yang lokasinya sangat strategis di jantung kawasan bisnis Jakarta dan di Surabaya. Peluncuran proyek ini akan memberikan dampak signifikan bagi prospek usaha dan kinerja Intiland di masa depan.***

- Selesai -

marketing sales target. The company plans to launch several new projects as part of its existing ones, such as 1Park Homes, South Quarter Phase II, and new clusters at Serenia Hills.

Aside from these plans, Intiland is plan to launch two mixed use & high-rise development projects strategically located in the heart of Jakarta's business hub and Surabaya. The launch of this project will provide significant impact to Intiland's business prospect and performance in the future.***

- Finish -

Tentang Intiland

Intiland adalah pengembang properti terkemuka di Indonesia dengan pengalaman lebih dari 40 tahun. Mencatatkan saham di Bursa Efek Indonesia sejak 1991, Intiland dikenal sebagai inovator dan penggagas tren di industri properti Indonesia. Dalam beberapa tahun, Intiland mengembangkan banyak gedung yang menjadi ikon nasional, melalui Intiland Tower dua gedung kebanggaan di Jakarta dan Surabaya yang dirancang oleh Paul Rudolph dan The Regatta, kondominium tepi pantai yang mewah di Pluit, Jakarta Utara yang dirancang oleh Tom Wright (perancang Burj Al Arab). Pengembangan kawasan pemukiman utama di Surabaya, Graha Famili telah menjadi salah satu kawasan perumahan paling prestisius.

Saat ini, Intiland memiliki portofolio produk properti beragam, termasuk kawasan pemukiman, gedung perkantoran, apartemen, pengelolaan gedung, kawasan industri, serta pengelolaan sarana olah raga dan golf. Selain sukses membangun sejumlah proyek prestisius, Intiland juga pro-aktif dalam upaya

About Intiland

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

Today, Intiland's diversified real estate portfolio includes residential townships, office towers, high-rise apartments, hospitality, industrial estates as well as sports and golf club management. Intiland is also actively involved in various efforts to develop industries and the improvement of the society. The Company is one of the corporate founders of Green Building Council Indonesia and Jakarta Old Town



pengembangan industri dan komitmen sosial. Perseroan saat ini merupakan salah satu *corporate founder* dari Green Building Council Indonesia, anggota eksklusif dari Indonesia Health Fund dan Jakarta Old Town Revitalization Corporation, serta menjalankan program Intiland Teduh untuk membantu masyarakat berpendapatan rendah memiliki hunian yang layak. Intiland telah menjadi pengembang properti dengan konsep gaya hidup yang terkemuka.

Revitalization Corporation. Intiland also initiated and has been running Intiland Teduh, a program established to help low-income families to have decent homes. Intiland embarked on a journey to become the leading lifestyle concept property developer in Indonesia, and is ever closer to achieving this objective.

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