

Investor Update

17 July 2017



Ngoro Industrial Park, Mojokerto

Intiland Announces 1H17 Marketing Sales

Highlights

- **1H17 marketing sales reached Rp 1.1 trillion (48% of FY17 target)**
- **Industrial estate sales contributed 48% of total 1H17 achievement**

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the first half of 2017.

1H17 marketing sales reached Rp 1.1 trillion

The Company booked Rp 1.1 trillion marketing sales in the first half 2017, or 48% of FY17 marketing sales target of Rp 2.3 trillion.

The 1H17 marketing sales results increased 10% yoy compared to the 1H16 results of Rp 1 trillion. In FY16, the Company posted Rp 1.6 trillion marketing sales achievement, or 64% of FY16 marketing sales target of Rp 2.5 trillion.

There was no new launching in the first half of 2017. The Company is now preparing for the launching of the Kebon Melati project in the second half of this year.

The breakdown of 1H17 marketing sales achievement is as follows:

In Rp billion

No	Segment	1Q17 Results	2Q17 Results	1H17 Results	FY17 Target	% to 1H17 Results
1	Mixed-use & high-rise	118	110	228	1,336	17%
2	House and land	68	92	160	479	33%
3	Industrial estate	50	481	531	185	287%
4	Investment properties	82	103	185	300	62%
	Total	319	786	1,104	2,300	48%

The contribution based on location is as follows:

In Rp billion

No	Location	1Q17 Results	2Q17 Results	1H17 Results	FY17 Target	% to 1H17 Results
1	Jakarta	187	70	257	1,245	21%
2	Surabaya	49	613	662	755	88%
3	Investment properties	82	103	185	300	62%
	Total	319	786	1,104	2,300	48%

Industrial estate sales contributed 48% of total achievement

The Company recorded Rp 531 billion industrial estate sales from Ngoro Industrial Park in the 1H17, primarily from sales of 20.3 ha industrial land lot to Toyota Astra Motor. On top of it, the Company also sold 2.7 ha to a household furniture, 1.2 ha to an animal feed company, and 4.1 ha to an ice cream manufacture company.

The industrial lot sales to the household furniture and animal feed companies with total sales of Rp 71 billion have been booked as part of 1Q17 revenues, meanwhile the remaining balance of Rp 460 billion will be recorded in the 2Q17 revenues.

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