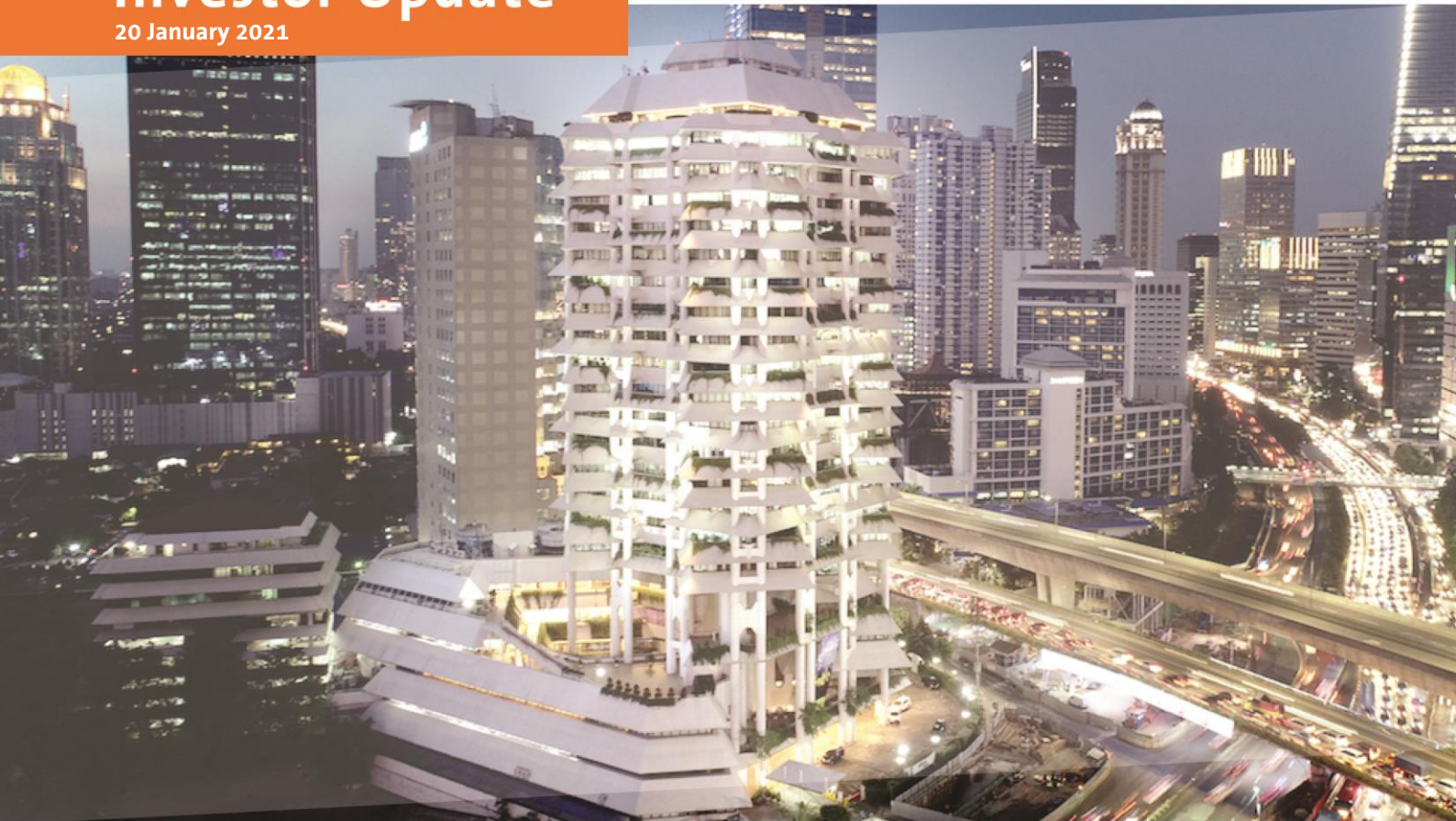


# Investor Update

20 January 2021



## Intiland Announces FY20 Marketing Sales Achievement

### Highlights

- FY20 marketing sales reached Rp 937 billion
- FY21 marketing sales target is Rp 2 trillion

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the full year of 2020.

### DILD reports Rp 937 billion marketing sales in FY20

The Company booked marketing sales Rp 937 billion in FY20, excluding the FY20 recurring income ±Rp 590 billion. The soft result was mainly due to the impact of COVID-19 and the buyers’ tendency to maintain the wait-and-see approach in the uncertain situation, particularly for high-rise project in middle upper segment.

The main sales contributor came from the landed residential segment, such as Graha Natura, Serenia Hills, Talaga Bestari, 1Park Homes, South Grove and Magnolia Residence, including sales of 3.2 ha land plot in Pantai Timur, Surabaya amounting Rp 58.3 billion. In total, the landed residential segment booked marketing sales Rp 638 billion.

The mixed-use & high-rise segment generated marketing sales Rp 218 billion, primarily came from Aeropolis, 1Park Avenue, The Rosebay, Graha Golf, SQ Res, Sumatra36 and Regatta. Meanwhile, the marketing sales from the industrial estate segment with total Rp 71 billion was derived from sales of industrial lots in Ngoro Industrial Park.

### FY20 Marketing Sales Breakdown

The breakdown of FY20 marketing sales achievement is as follows:

**Table 4: Marketing Sales (in Rp billion)**

No	Location	FY20 Results	%
1	Mixed-use & high-rise	228	24%
2	Landed residential	638	68%
3	Industrial estate	71	8%
	<b>Total</b>	<b>937</b>	<b>100%</b>

The contribution based on location is as follows:

**Table 5: Marketing Sales (in Rp billion)**

No	Location	FY20 Results	%
1	Jakarta	498	53%
2	Surabaya	439	47%
	<b>Total</b>	<b>937</b>	<b>100%</b>

### FY21 Marketing Sales Target

The Company aims to reach Rp 2 trillion marketing sales in 2021, excluding the marketing sales target from the industrial estate segment. The FY21 marketing sales target consists of selling the existing projects and new projects in Jakarta and Surabaya.

**Table 6: FY21 Marketing Sales Target (in Rp billion)**

No	Location	FY20 Target	%
1	Mixed-use & high-rise	1,192	59.0%
2	Landed residential	827	41.0%
3	Industrial estate	n.a.	n.a.
	<b>Total</b>	<b>2,019</b>	<b>100.0%</b>

The Company plans to launch several new projects in 2021, such as 1) Tierra, shophouses located in Darmo Harapan, West Surabaya, 2) Talaga Bestari, a new landed residential cluster located in Tangerang, Greater Jakarta, 3) Graha Natura Lake, a new landed residential cluster located in Graha Natura project, West Surabaya, and 4) Sierra, a new landed residential cluster located in Serenia Hills project, South Jakarta.

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