

Investor Update

20 July 2022



Highlights

- 1H22 marketing sales reached Rp 803 billion (33% of FY22 target)

Intiland Announces 1H22 Marketing Sales Achievement

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the first six months of 2022.

DILD reports Rp 803 billion marketing sales in 1H22

The Company booked marketing sales of Rp 803 billion in 1H22, compared to Rp 934 billion in 1H21. In addition, the Company booked recurring income of Rp 338 billion in 1H22, relatively stable compared to Rp 333 billion in 1H21.

The main sales contributor came from the landed residential segment with a total Rp 479 billion, mainly from the sales of Serenia Hills and Graha Natura.

The industrial estate segment recorded marketing sales with a total Rp 214 billion was derived from sales of industrial lots in Batang Industrial Park and the warehouse in Aeropolis Technopark.

The mixed-use & high-rise segment generated marketing sales of Rp 110 billion, primarily came from 1Park Avenue, The Rosebay, 57 Promenade and Regatta.

1H22 Marketing Sales Breakdown

The breakdown of 1H22 marketing sales achievement is as follows:

Table 4: Marketing Sales (in Rp billion)

No	Project	1H22 Results	1H21 Results	% of Change
1	Mixed-use & high-rise	110	322	-65.9%
2	Landed residential	479	347	38.3%
3	Industrial estate	214	274	-22.0%
	Total	803	943	-14.9%

The contribution based on location is as follows:

Table 5: Marketing Sales (in Rp billion)

No	Location	1H22 Results	1H21 Results	% of Change
1	Jakarta	380	315	20.8%
2	Surabaya	422	628	-32.7%
	Total	803	943	-14.9%

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