

Investor Update

11 November 2022



Highlights

- 9M22 marketing sales reached Rp 985 billion (41% of FY22 target)

Intiland Announces 9M22 Marketing Sales Achievement

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

DILD reports Rp 985 billion marketing sales in 9M22

The Company booked marketing sales of Rp 985 billion in 9M22, compared to Rp 1,092 billion in 9M21. In addition, the Company approximately booked recurring income of Rp 516 billion in 9M22, increased 6% compared to Rp 485 billion in 9M21.

The main sales contributor came from the landed residential segment with a total Rp 586 billion, mainly from the sales of Talaga Bestari, Serenia Hills and Graha Natura.

The industrial estate segment recorded marketing sales with a total Rp 269 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 130 billion, primarily came from The Rosebay, 1Park Avenue, 57 Promenade and Regatta.

9M22 Marketing Sales Breakdown

The breakdown of 9M22 marketing sales achievement is as follows:

Table 4: Marketing Sales (in Rp billion)

No	Project	9M22 Results	9M21 Results	% of Change
1	Mixed-use & high-rise	130	378	-65.5%
2	Landed residential	586	473	23.8%
3	Industrial estate	269	241	11.6%
	Total	985	1,092	-9.8%

The contribution based on location is as follows:

Table 5: Marketing Sales (in Rp billion)

No	Location	9M22 Results	9M21 Results	% of Change
1	Greater Jakarta	603	454	32.8%
2	Greater Surabaya	382	638	-40.1%
	Total	985	1,092	-9.8%

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