

# Investor Update

09 February 2023



## Highlights

- FY22 marketing sales reached Rp 1,082 billion (45% of FY22 target)
- FY23 marketing sales target is Rp 2.3 trillion

## Intiland Announces FY22 Marketing Sales Achievement

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

### DILD reports Rp 1,082 billion marketing sales in FY22

The Company booked marketing sales of Rp 1,082 billion in FY22, compared to Rp 1,642 billion in FY21. In addition, the Company approximately booked recurring income of Rp 700 billion in FY22, compared to Rp 659 billion in FY21.

The main sales contributor came from the landed residential segment with a total Rp 639 billion, mainly from the sales of Talaga Bestari, Graha Natura and Serenia Hills.

The industrial estate segment recorded marketing sales with a total Rp 283 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 159 billion, primarily came from The Rosebay, 1Park Avenue, Spazio Tower and Regatta.

### FY22 Marketing Sales Breakdown

The breakdown of FY22 marketing sales achievement is as follows:

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

No	Project	FY22 Results	FY21 Results	% of Change
1	Mixed-use & high-rise	159	390	-59.2%
2	Landed residential	639	922	-30.7%
3	Industrial estate	283	329	-14.1%
	<b>Total</b>	<b>1,082</b>	<b>1,642</b>	<b>-34.1%</b>

The contribution based on location is as follows:

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

No	Location	FY22 Results	FY21 Results	% of Change
1	Greater Jakarta	652	638	2.3%
2	Greater Surabaya	429	1,004	-57.2%
	<b>Total</b>	<b>1,082</b>	<b>1,642</b>	<b>-34.1%</b>

### FY23 Marketing Sales Target

The Company aims to reach Rp 2.3 trillion marketing sales in 2023. The FY23 marketing sales target consists of selling the existing projects and new projects in Jakarta and Surabaya.

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