

Investor Update

30 January 2024



Highlights

- FY23 marketing sales reached Rp 951 billion (40% of FY23 target)
- FY24 marketing sales target is Rp 2 trillion

Intiland Announces FY23 Marketing Sales Achievement

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the full year of 2023.

DILD reports Rp 951 billion marketing sales in FY23

The Company booked marketing sales of Rp 951 billion in FY23, compared to Rp 1,082 billion in FY22. The Company reached 40% of the total FY23 target of Rp 2.4 trillion. In addition, the Company booked recurring income of Rp 771 billion in FY23, compared to Rp 721 billion in FY22.

The main sales contributor came from the landed residential segment with a total Rp 451 billion, mainly from the sales of Serenia Hills, Talaga Bestari dan Graha Natura.

The industrial estate segment recorded marketing sales with a total Rp 338 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 162 billion, primarily came from SQ Res, 1Park Avenue and Regatta.

FY23 Marketing Sales Breakdown

The breakdown of FY23 marketing sales achievement is as follows:

Table 4: Marketing Sales (in Rp billion)

No	Project	FY23 Results	FY22 Results	% of Change
1	Mixed-use & high-rise	162	159	1.6%
2	Landed residential	451	639	-29.5%
3	Industrial estate	338	283	19.5%
	Total	951	1,082	-12.1%

The contribution based on location is as follows:

Table 5: Marketing Sales (in Rp billion)

No	Location	FY23 Results	FY22 Results	% of Change
1	Greater Jakarta	539	652	-17.4%
2	Greater Surabaya	412	429	-4.1%
	Total	951	1,082	-12.1%

FY24 Marketing Sales Target

The Company aims to reach Rp 2.0 trillion marketing sales in 2024. The FY24 marketing sales target consists of selling the existing projects and new projects in Jakarta and Surabaya.

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