

Investor Update

31 October 2024



Highlights

- 9M24 revenues reported of Rp 1,980.2 billion
- 9M24 net profit was recorded at Rp 285.1 billion increased from Rp 99.8 billion in 9M23
- 9M24 marketing sales reached Rp 1,095.9 billion (54.8% of FY24 target)

Intiland Announces 9M24 Earnings and 9M24 Marketing Sales Achievement

PT Intiland Development Tbk (“DILD” or “the Company”) announces its financial and marketing sales performance for the nine months of 2024.

The Company booked revenues of Rp 1,980.2 billion in 9M24

In the nine months of 2024, the company reported revenues totaling Rp 1,980.2 billion, decreased by 41.0% yoy from Rp 3,353.8 billion in the comparable period.

In 9M24 the Company recorded a net profit attributable to the owner of the parent company of Rp 285.1 billion, an increased from net profit of Rp 99.8 billion in 9M23. The increase in 9M24 net profit attributable to the owner of the parent company was due to adjustments to the implementation of accounting standards (PSAK) regarding the extension of the period of long-term debt which will later be amortized according to the life of the loan.

Revenues Breakdown

The development revenues contributed Rp 1,336.6 billion in 9M24, or decreased by 52.1% yoy from Rp 2,791.8 billion in 9M23. Meanwhile, the recurring revenues generated Rp 643.6 billion in 9M24, or increased by 14.5% yoy from Rp 562.0 billion in 9M23.

Table 1: Financial Highlights (in Rp billion)

Profit & Loss Statement	9M24	9M23	% Change
Revenues	1,980.2	3,353.8	-41.0%
Gross Profit	620.6	1,419.9	-56.3%
Operating Profit	363.3	1,172.3	-69.0%
Profit (Loss) for the Year	346.3	638.7	-45.8%
Net Income (Loss)	285.1	99.8	185.7%
EPS	27.5	9.6	185.7%
Gross Profit Margin	31.3%	42.3%	
Operating Profit Margin	18.3%	35.0%	
Net Income (Loss) Margin	14.4%	3.0%	
Balance Sheet	9M24	FY23	% Change
Total Assets	13,943.6	14,603.9	-4.5%
Total Liabilities	7,145.4	8,064.7	-11.4%
Total Equity	6,798.2	6,539.2	4.0%
Contract Liabilities	1,128.2	1,587.3	-28.9%
Cash & Cash Equivalent	846.2	954.3	-11.3%
Total Debt	4,241.0	4,725.5	-10.3%
Net Debt to Equity	49.9%	57.7%	

The highest contribution from 9M24 total revenue was derived from the recurring income segment Rp 643.6 billion (32.5%), the industrial estate segment Rp 552.0 billion (27.9%), the landed residential segment Rp 541.7 billion (27.4%) and the mixed-use & high-rise residential segment Rp 243.0 billion (12.3%).

The revenues from the industrial estate segment was mainly came from the sales of industrial land lots in Batang Industrial Park, Ngoro Industrial Park and warehouses in Aeropolis Technopark.

The revenues derived from the landed residential segment primarily came from the delivery of housing units in Serenia Hills, Talaga Bestari, Virya Semanan, Graha Natura and Magnolia Residence.

The revenues booked from the mixed-use & high-rise projects was primarily generated from the revenue recognition of SQ Res, Regatta, 57 Promenade, Aeropolis, and 1Park Avenue.

Meanwhile, the recurring revenues came from the sport clubs and facilities, rental of office spaces and retail, standard factory buildings from the industrial estate and others.

Table 2: Revenues Breakdown (in Rp billion)

Revenues	9M24	9M23	YoY %	% 9M24 to Total	% 9M23 to Total
Development Revenues	1,336.6	2,791.8	-52.1%	67.5%	83.2%
Mixed-use & high-rise	243.0	1,868.5	-87.0%	12.3%	55.7%
Landed residential	541.7	740.5	-26.8%	27.4%	22.1%
Industrial estate	552.0	182.8	201.9%	27.9%	5.5%
Recurring Revenues	643.6	562.0	14.5%	32.5%	16.8%
Offices	182.8	169.6	7.8%	9.2%	5.1%
Facilities	353.3	309.7	14.1%	17.8%	9.2%
Industrial Estate	78.1	73.8	5.9%	3.9%	2.2%
Hotel	28.0	8.8	218.5%	1.4%	0.3%
Others	1.4	0.1	905.3%	0.1%	0.0%
Total Revenues	1,980.2	3,353.8	-41.0%	100.0%	100.0%

Table 3: Gross Profit Margin

Segment	9M24	9M23
Mixed-use & high-rise	38.3%	52.4%
Landed residential	39.8%	35.8%
Industrial estate	27.7%	31.6%
Investment properties	24.7%	21.1%
Gross Profit Margin	31.3%	42.3%

DILD reports Rp 1,095.5 billion marketing sales in 9M24

The Company booked marketing sales of Rp 1,095.5 billion in 9M24, compared to Rp 569.6 billion in 9M23. The Company reached 54.8% of the total FY24 target of Rp 2.0 trillion. In addition, the Company booked recurring income of Rp 643.6 billion in 9M24, compared to Rp 562.0 billion in 9M23.

The main sales contributor came from the landed residential segment with a total Rp 673.6 billion, mainly from the sales of Amesta Living, Magnolia Residence, Talaga Bestari, Graha Natura, Serenia Hills and commercial land in Graha Famili.

The industrial estate segment recorded marketing sales with a total Rp 284.0 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 138.3 billion, primarily came from SQ Res, Regatta, Aeropolis and Spazio.

9M24 Marketing Sales Breakdown

The breakdown of 9M24 marketing sales achievement is as follows:

Table 4: Marketing Sales (in Rp billion)

No	Project	9M24 Results	9M23 Results	% of Change
1	Mixed-use & high-rise	138.3	126.7	9.2%
2	Landed residential	673.6	348.7	93.2%
3	Industrial estate	284.0	94.3	201.1%
	Total	1,095.9	569.6	92.4%

The contribution based on location is as follows:

Table 5: Marketing Sales (in Rp billion)

No	Location	9M24 Results	9M23 Results	% of Change
1	Greater Jakarta	323.4	429.6	-24.7%
2	Greater Surabaya	772.5	140.1	451.6%
	Total	1,095.9	569.6	92.4%

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