

Investor Update

30 April 2025



Highlights

- 1Q25 revenues reported of Rp 640.8 billion
- 1Q25 net profit was recorded at Rp 10.6 billion increased from a loss of Rp 84.3 billion in 1Q24
- 1Q25 marketing sales reached Rp 469.2 billion (23.5% of FY25 target)

Intiland Announces 1Q25 Earnings and 1Q25 Marketing Sales Achievement

PT Intiland Development Tbk (“DILD” or “the Company”) announces its financial and marketing sales performance for the first three months of 2025.

The Company booked revenues of Rp 640.8 billion in 1Q25

In the first three months of 2025, the company reported revenues totaling Rp 640.8 billion, decreased 9.9% yoy from Rp 710.9 billion in the comparable period.

In 1Q25 the Company recorded a net profit attributable to the parent company of Rp 10.6 billion, an increased from net loss of Rp 84.3 billion in 1Q24. The increase of net profit in 1Q25 are primarily due to higher gross profit margin, particularly from the industrial estate segment, and lower interest expense.

Revenues Breakdown

The development revenues contributed Rp 423.1 billion in 1Q25, or decreased by 16.8% yoy from Rp 508.7 billion in 1Q24. Meanwhile, the recurring revenues generated Rp 217.7 billion in 1Q25, or increased by 7.7% yoy from Rp 202.2 billion in 1Q24.

Table 1: Financial Highlights (in Rp billion)

Profit & Loss Statement	1Q25	1Q24	% Change
Revenues	640.8	710.9	-9.9%
Gross Profit	226.6	210.3	7.8%
Operating Profit	138.1	124.3	11.2%
Profit (Loss) for the Year	30.3	(61.7)	149.0%
Net Income (Loss)	10.6	(84.3)	112.5%
EPS	1.0	(8.1)	112.5%
Gross Profit Margin	35.4%	29.6%	
Operating Profit Margin	21.6%	17.5%	
Net Income (Loss) Margin	1.6%	-11.9%	
Balance Sheet	1Q25	FY24	% Change
Total Assets	13,553.1	13,703.6	-1.1%
Total Liabilities	6,783.0	6,956.6	-2.5%
Total Equity	6,770.1	6,746.9	0.3%
Contract Liabilities	1,226.0	1,257.9	-2.5%
Cash & Cash Equivalent	719.2	752.3	-4.4%
Total Debt	3,985.3	4,109.0	-3.0%
Net Debt to Equity	48.2%	49.8%	

The highest contribution from 1Q25 total revenue was derived from the industrial estate segment Rp 244.1 billion (38.1%), the recurring income segment Rp 217.7 billion (34.0%), the landed residential segment Rp 111.5 billion (17.4%) and the mixed-use & high-rise residential segment Rp 67.5 billion (10.5%).

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

The revenues derived from the landed residential segment primarily came from the delivery of housing units in South Grove, 1Park Homes, Serenia Hills, Graha Famili Estate, Brezza and Graha Natura.

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

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	1Q25	1Q24	YoY %	% 1Q25 to Total	% 1Q24 to Total
Development Revenues	423.1	508.7	-16.8%	66.0%	71.6%
Mixed-use & high-rise	67.5	84.3	-19.9%	10.5%	11.9%
Landed residential	111.5	164.3	-32.1%	17.4%	23.1%
Industrial estate	244.1	260.1	-6.2%	38.1%	36.6%
Recurring Revenues	217.7	202.2	7.7%	34.0%	28.4%
Offices	62.4	59.8	4.3%	9.7%	8.4%
Facilities	119.6	108.9	9.8%	18.7%	15.3%
Industrial Estate	27.8	24.5	13.5%	4.3%	3.5%
Hotel	7.6	8.5	-11.0%	1.2%	1.2%
Others	0.3	0.5	-26.3%	0.1%	0.1%
Total Revenues	640.8	710.9	-9.9%	100.0%	100.0%

Table 3: Gross Profit Margin

Segment	1Q25	1Q24
Mixed-use & high-rise	37.2%	44.8%
Landed residential	42.4%	33.6%
Industrial estate	42.2%	26.7%
Investment properties	23.5%	23.7%
Gross Profit Margin	35.4%	29.6%

DILD reports Rp 469.2 billion marketing sales in 1Q25

The Company booked marketing sales of Rp 469.2 billion in 1Q25, compared to Rp 254.0 billion in 1Q24. The Company reached 23.5% of the total FY25 target of Rp 2.0 trillion. In addition, the Company booked recurring income of Rp 217.7 billion in 1Q25, compared to Rp 202.2 billion in 1Q24.

The main sales contributor came from the industrial estate segment with a total of Rp 411.6 billion, which derived from the 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 35.7 billion, primarily came from 57 Promenade, SQ Res, Praxis and 1Park Avenue.

The landed residential segment recorded marketing sales with a total of Rp 22.0 billion, mainly the from sales of Brezza, Amesta Living, Tierra and Virya Semanan.

1Q25 Marketing Sales Breakdown

The breakdown of 1Q25 marketing sales achievement is as follows:

Table 4: Marketing Sales (in Rp billion)

No	Project	1Q25 Results	1Q24 Results	% of Change
1	Mixed-use & high-rise	35.7	53.5	-33.4%
2	Landed residential	22.0	118.3	-81.4%
3	Industrial estate	411.6	82.2	400.6%
	Total	469.2	254.0	84.7%

The contribution based on location is as follows:

Table 5: Marketing Sales (in Rp billion)

No	Location	1Q25 Results	1Q24 Results	% of Change
1	Greater Jakarta	63.9	119.5	-46.5%
2	Greater Surabaya	405.3	134.5	201.4%
	Total	469.2	254.0	84.7%

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