

Investor Update

28 July 2016



Intiland Announces Mid Year 2016 Earnings

PT Intiland Development Tbk (IDX:DILD) today announced financial results for the six months ended 30 June 2016. The Company posted revenue of IDR 1,130 billion, gross profit of IDR 467 billion, and net income attributable to shareholders of IDR 151 billion, or IDR 15 per share. This compares to revenue of IDR 993 billion, gross profit of IDR 397 billion, and net income attributable to shareholders of IDR 130 billion, or IDR 13 per share in the year ago period. Gross profit margin for the six months was 41.3%, up from 40.0% in the prior year period. Net income margin attributable to shareholders for the six months was 13.3%, up from 13.1% in the year ago period.

Year on year, for the six months ended 30 June 2016, revenue increased 13.8%, gross profit increased 17.5%, and net income attributable to shareholders increased 16.1%.

The increase in revenue was primarily due to the increase of revenue recognition from the handover of Serenia Hills 2 housing units, and from the increase of construction progress of 1Park Avenue.

The Company may experience some quarterly fluctuations in gross profit margin due to product and geographical mix of the business.

Other key financial highlights:

For the six months ended 30 June 2016 compared to the same period last year:

- **Development revenue** increased 11.1% to IDR 985 billion from IDR 887 billion
 - Mixed use and high rise contribution increased to IDR 625 billion from IDR 613 billion
 - Landed residential contribution increased to IDR 360 billion from IDR 274 billion
- **Recurring revenue** increased 36.3% to IDR 145 billion from IDR 107 billion
 - Offices contribution increased to IDR 69 billion from IDR 61 billion
 - Facilities contribution increased to IDR 57 billion from IDR 30 billion
 - Industrial estate contribution increased to IDR 19 billion from IDR 14 billion
- **Gross profit margin** increased to 41.3% from 40.0%
 - Mixed use and high rise gross profit margin increased to 38.2% from 30.7%
 - Landed residential gross profit margin decreased to 46.2% from 57.6%
 - Recurring revenue gross profit margin decreased to 42.5% from 47.8%
- **Operating expenses** increased 12.2% to IDR 285 billion from IDR 254 billion
- **EBITDA** increased 16.0% to IDR 259 billion from IDR 223 billion
- **EBITDA margin** increased to 22.9% from 22.5%

For a copy of the financial result, please click [here](#).

For the six months ended 30 June 2016, the Company achieved marketing sales of IDR 1,000 billion, increased 101% compared to marketing sales of IDR 497 billion in the year ago period. The Company has achieved 39% of its 2016 marketing sales target of IDR 2,559 billion. In addition to the sales of existing inventory, the launching of The Rosebay and Edenia cluster of Graha Natura contributed to the marketing sales achievement in the first quarter of 2016, and continuing warehouse sales in Aeropolis Technopark contributed to the marketing sales achievement in the second quarter of 2016. The Company includes revenue from investment properties in its marketing sales calculation.

For the next six months starting 1 July 2016, the Company is focused to capitalize on market opportunities and expand market share. As the highly-anticipated tax amnesty regulation is now effective, the Company intends to capture the investment flow from tax amnesty participants by way of preparing marketing promotions to boost sales across all products. Products of focus are 1Park Avenue (including The Hamilton tower), Regatta, Serenia Hills, Graha Golf, The Rosebay, Praxis, and Spazio Tower. In addition, the Company is also preparing potential new launches for the second half of 2016.

The Company remains focused on growing revenues and net profits, as well as growing revenue contribution from investment properties.

Recurring revenue from South Quarter has begun contributing to the Company's finances in the second quarter of 2016. In the future, the Company expects increasing contribution from South Quarter investment property from increasing office space occupancy and increasing rental charge on new office space and retail space leases.

During the second quarter, the Company issued IDR 590 billion of corporate bond. Series A of the bond carries tenor of 3 years with coupon rate of 10.75% per annum, while Series B of the bond carries tenor of 5 years with coupon rate of 11.00% per annum. IDR 428 billion was raised under Series A and IDR 162 billion under Series B. The bond was rated *id*A- (single A minus) by Pefindo Credit Rating Agency.

Fund proceeds were to repay maturing IDR 346 billion principal amount of the Company's bond on 9 July 2016, to repay IDR 230 billion principal amount of an outstanding bank loan with higher interest rate on 29 June 2016, and the remaining after issuance costs, to be used as additional working capital for the Company.

For the fiscal year of 2015, the Company has declared a cash dividend of IDR 5.00 per common share. The dividend is payable on 29 July 2016 to shareholders of record as of the close of business on 14 July 2016.

About

Intiland is a leading Indonesian property developer with almost 40 years of heritage. Listed on the Indonesian stock exchange since 1991, Intiland is known to be a trend-setter and innovator in the Indonesian property Industry.

Notes:

We caution readers that all statements other than statements of historical fact included in this document, including without limitation, those regarding our financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to our existing and future products), are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other facts, which may cause our actual results, performance or achievements or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we expect to operate in the future. We expressly disclaim any obligation or undertaking to release any update of or revision to any forward-looking statements contained herein to reflect any change in our expectations with regards hereto or any change in events, conditions or circumstances on which any such statements is based. This document is the property of PT Intiland Development Tbk. It is for intended recipients only and for intended use only. This document only serves as a reference and it does not constitute an offer solicitation or invitation to subscribe for and/or purchase any shares in any proposed venture.