

Investor Update

25 January 2017



Graha Natura, Surabaya

FY16 Marketing Sales Achievement & FY17 Marketing Sales Target

FY16 Marketing Sales Achievement

PT Intiland Development Tbk (DILD:J) today announced the full year 2016 marketing sales achievement.

Amid the challenging year in 2016, the Company was able to book IDR 1,632 billion marketing sales, declined 13% compared to marketing sales of IDR 1,874 billion in 2015. The lower-than-expected accomplishment was mainly affected by the postpone of two project launch, Kebon Melati and Darmo Harapan, which firstly was scheduled to be launched in the fourth quarter.

As a result of political instability in the fourth quarter, the Company decided to reschedule the launching of these two mixed-use & high-rise projects to 2017.

FY16 Marketing Sales Breakdown

The IDR 1,632 billion marketing sales performance consists of IDR 1,319 billion from development income and IDR 313 billion from recurring income, or 81% and 19% respectively.

The contribution based on segment is as follows:

In IDR billion

No	Segment	Location	FY16 Target	FY16 Results	% of FY16 Target	FY15 Results	Yoy %
1	Mixed-use & high-rise		1,544	590	38%	897	-34%
	The Rosebay	Surabaya	263	206	78%	-	n.a.
	Darmo Harapan	Surabaya	227	-	n.a.	-	n.a.
	Praxis	Surabaya	86	8	9%	8	0%
	Spazio Tower	Surabaya	63	21	33%	16	31%
	Graha Golf	Surabaya	52	19	37%	603	-97%
	Sumatra 36	Surabaya	-	16	n.a.	-	n.a.
	Kebon Melati	Jakarta	310	-	n.a.	-	n.a.
	1Park Avenue	Jakarta	213	42	20%	151	-72%
	Aeropolis	Jakarta	160	152	95%	60	153%
	South Quarter	Jakarta	97	86	89%	23	274%
	Regatta (50%)	Jakarta	74	40	54%	37	8%
2	House and land		515	648	126%	530	22%
	Graha Natura	Surabaya	100	357	357%	94	280%
	Graha Famili	Surabaya	-	52	n.a.	99	-47%
	Serenia Hills	Jakarta	200	166	83%	202	-18%
	1Park Homes	Jakarta	100	-	n.a.	22	-100%
	Talaga Bestari	Jakarta	75	29	39%	68	-57%
	Magnolia Residence	Jakarta	40	38	95%	36	6%
	Taman Semanan Indah	Jakarta	-	6	n.a.	9	-33%
3	Industrial Estate		200	81	41%	192	-58%
	Ngoro Industrial Park	Surabaya	200	81	41%	192	-58%
4	Investment properties		300	313	104%	254	23%
	Recurring Income		300	313	104%	254	23%
	Total		2,559	1,632	64%	1,874	-13%

The contribution based on location is as follows:

In IDR billion

No	Location	FY16 Target	FY16 Results	% of FY16 Target	FY15 Results	Yoy %
1	Jakarta	1,269	559	44%	608	-8%
2	Surabaya	990	760	77%	1,012	-25%
3	Investment properties	300	313	104%	254	23%
	Total	2,559	1,632	64%	1,874	-13%

FY17 Marketing Sales Target

In 2017, the Company is targeting IDR 2,300 billion marketing sales, 41% higher compared to FY16 marketing sales achievement of IDR 1,632 billion.

The Company is planning to launch two new projects, Kebon Melati and Darmo Harapan. The launching of these projects is scheduled in the second half of 2017. The Company believes that sales growth will be supported from the launching of the Kebon Melati project, which will also benefit from the Mass Rapid Transit (MRT) infrastructure and prime location in Jakarta.

The breakdown of FY17 marketing sales target is as follows:

In IDR billion

No	Segment	Location	FY17 Target	FY16 Results	YoY %
1	Mixed-use & high-rise		1,336	590	126%
	The Rosebay	Surabaya	54	206	-74%
	Darmo Harapan	Surabaya	227	-	0%
	Praxis	Surabaya	85	8	963%
	Spazio Tower	Surabaya	59	21	181%
	Graha Golf	Surabaya	20	19	5%
	Sumatra 36	Surabaya	-	16	-100%
	Kebon Melati	Jakarta	520	-	0%
	1Park Avenue	Jakarta	150	42	257%
	Aeropolis	Jakarta	160	152	5%
	South Quarter phase 1	Jakarta	-	86	-100%
	Regatta (50%)	Jakarta	61	40	53%
2	House and land		479	648	-26%
	Graha Natura	Surabaya	125	357	-65%
	Graha Famili	Surabaya	-	52	-100%
	Serenia Hills	Jakarta	183	166	10%
	1Park Homes	Jakarta	80	-	0%
	Talaga Bestari	Jakarta	51	29	76%
	Magnolia Residence	Jakarta	40	38	5%
	Taman Semanan Indah	Jakarta	-	6	-100%
3	Industrial estate		185	81	128%
	Ngoro Industrial Park	Surabaya	185	81	128%
4	Investment properties		300	313	-4%
	Recurring Income		300	313	-4%
	Total		2,300	1,632	41%

The contribution based on location is as follows:

In IDR billion

No	Location	FY17 Target	FY16 Results	YoY %
1	Jakarta	1,245	559	123%
2	Surabaya	755	760	-1%
3	Investment properties	300	313	-4%
	Total	2,300	1,632	41%



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