



Marketing Sales FY15

Dear Investors,

PT Intiland Development Tbk would like to announce 2015 marketing sales of Rp1.9 trillion, a decrease of 24% yoy over 2014 marketing sales of Rp2.5 trillion. The achievement is due to the downturn affecting the Indonesian property market especially in 1H15. Tax regulation uncertainties surrounding luxury tax (PPnBM) and super luxury tax (PPH 22) as well as changes in the macroeconomic environment such as the USD strengthening and the Yuan devaluation have resulted in slowing economy and lower purchasing power.

Based on product segment, the mixed-use and high rise segment is still the highest contributor amounting Rp897 billion or 48% of total marketing sales in 2015. New project launch such as Graha Golf in Surabaya posted Rp603 billion, a significant contributor to marketing sales in 2015. The houses and land segment contributed Rp530 billion or 28% of total marketing sales in 2015. The industrial estate segment posted Rp192 billion or 10%. Lastly, the investment property segment posted Rp254 billion or 14%.

Based on revenue type, development income projects posted Rp1.62 trillion in marketing sales or 86% of total marketing sales in 2015. Recurring income projects posted Rp254 billion in marketing sales or 14%.

All in all, Intiland has achieved a much better marketing sales in 2H15 of Rp1.4 trillion, a 225% increase over 1H15 marketing sales achievement of Rp497 billion.

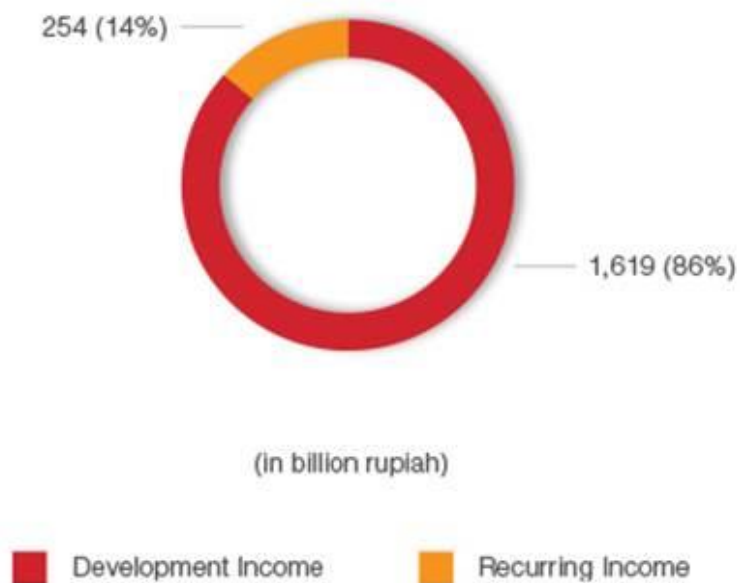
Intiland hopes the property market in 2016 will be better in anticipation of constructive government policies toward the property industry. Policies such as the planned tax amnesty implementation, foreign ownership of Indonesian property assets, and potential Central Bank of Indonesia rate cut, remain some of the key catalysts we anticipate for the property industry in 2016. Also, launching quality products with strong development concepts remains our key differentiator from competitors in 2016.

Thus, Intiland targets Rp2.5 trillion of marketing sales in 2016. The mixed-use and high rise segment will remain the biggest contributor of marketing sales target in 2016. Also, Intiland remains focused to marketing existing projects as well as launching three new projects in 2016. Those projects are The Rosebay in Graha Famili, Surabaya, and two other mixed-use and high rise projects in Jakarta and Surabaya.

Marketing sales FY 15 by segment



Marketing sales FY15 by revenue type



Marketing sales FY15 and FY16 (target)

ABOUT INTILAND

Intiland is a leading Indonesian real-estate developer with almost 40 years of heritage. Listed on the Indonesian Stock Exchange since 1990, Intiland is known to be a trend-setter and innovator in the Indonesian property industry.

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