

Investor Update

23 July 2018



57 Promenade, Jakarta

Intiland Announces 1H18 Marketing Sales Achievement

Highlights

- **1H18 marketing sales reached Rp 1.3 trillion (38% of FY18 target)**
- **57 Promenade contributed marketing sales of Rp 783 billion**
- **Serenia Hills booked a total of Rp 140 bn in 1H18 (86% of its FY18 target)**

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the first half of 2018.

1H18 marketing sales reached Rp 1.3 trillion

The Company booked Rp 1.3 trillion of marketing sales in 1H18, equivalent to a 40% y-o-y rise from 1H17 marketing sales (from development income only) of Rp 919 billion, and represents 38% from overall FY18 target of Rp 3,382 billion. This amount does not include the recurring income.

The significant achievements come from 57 Promenade’s marketing sales, the project launched in the third quarter of 2017 which provided a total contribution of Rp 783 billion throughout 1H18, or 609% of its FY18 target of Rp 128 billion. Serenia Hills also contributed Rp 140 billion to 1H18’s

marketing sales, achieving 86% of its Rp 163 billion FY18 target. Additional contribution from recurring income in 1H18 amounted to Rp 276 billion.

1H18 Marketing Sales Breakdown

The breakdown of 1H18 marketing sales achievement is as follows:

In Rp billion

No	Segment	FY18 Target	1H18 Results	% Results
1	Mixed-use & high-rise	2,302	969	42%
2	House and land	880	270	31%
3	Industrial Estate	200	45	23%
	Total	3,382	1,284	38%

The contribution based on location is as follows:

In Rp billion

No	Location	FY18 Target	1H18 Results	% Results
1	Jakarta	1,808	1,085	60%
2	Surabaya	1,574	199	13%
	Total	3,382	1,284	38%

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