

Investor Update

13 April 2018



57 Promenade, Jakarta

1Q18 Marketing Sales Achievement

Highlights

- **1Q18 marketing sales reached Rp 966 billion (29% of FY18 target)**
- **57 Promenade contributed marketing sales of Rp 753 billion**

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

1Q18 marketing sales reached Rp 966 billion

The Company booked Rp 966 billion of marketing sales in 1Q18, equivalent to a 309% y-o-y rise from 1Q17 marketing sales of Rp 236 billion, and represent 29% from overall FY18 target of Rp 3,382 billion. This amount does not include the recurring income.

The significant achievement was coming from 57 Promenade, a new mixed-use & high-rise project in CBD Jakarta, launched in the third quarter of 2017.

Additional contribution from recurring income in 1Q18 amounted to Rp 135 billion, increased by 65% from last year of Rp 82 billion.

1Q18 Marketing Sales Breakdown

The breakdown of 1Q18 marketing sales achievement is as follows:

In Rp billion

No	Segment	FY18 Target	1Q18 Results	% Results
1	Mixed-use & high-rise	2,302	823	36%
2	House and land	880	98	11%
3	Industrial Estate	200	45	23%
	Total	3,382	966	29%

The contribution based on location is as follows:

In Rp billion

No	Location	FY18 Target	1Q18 Results	% Results
1	Jakarta	1,808	842	47%
2	Surabaya	1,574	124	8%
	Total	3,382	966	29%

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