

Jakarta, 24 September 2018

254/Intiland/CS/TVR/IX/2018

To:

PT Bursa Efek Indonesia (Indonesia Stock Exchange)
Indonesia Stock Exchange Building,
Jalan Jend. Sudirman Kav. 52-53
Jakarta

Report on the Annual Public Expose – PT Intiland Development Tbk

Dear Sir/Madam,

PT Intiland Development Tbk. (“**Company**”) hereby submits the report on the Annual Public Expose for 2018 which was held as follows:

Day and Date	Tuesday, 28 August 2018 Wednesday, 19 September 2018
Time	14:15 – 15:00 Western Indonesia Time (WIB)
Venue	Ruang Seminar, Gedung Bursa Efek Indonesia, Jalan Jend. Sudirman Kav. 52-53, Jakarta Pusat 7 th Floor, Gedung Bursa Efek Indonesia, Jalan Taman Ade Irma Suryani (TAIS) Nasution No. 21, Surabaya, Jawa Timur
Management present	Jakarta: 1. Mr Archied Noto Pradono, Director of Capital and Investment Management 2. Mr Nathan Tahugraha, Vice Director of Capital and Investment Management Surabaya: 1. Mr Archied Noto Pradono, Director of Capital and Investment Management 2. Mr David Hosea, Director
Presentation topics	In general, the presentation discussed: 1. Intiland’s competitive advantage 2. Intiland’s history 3. Intiland’s milestones and awards

	<ol style="list-style-type: none"> 4. Intiland's management team 5. Intiland's portfolio diversification 6. Intiland's land bank 7. Marketing sales growth 8. Recurring income 9. Financial highlights
Questions and Answers, Jakarta	
Questions	Answers
<p>1. Mr Abdul Jabar (PT Cyber)</p> <p>Does Intiland have plans to expand to outside of Java?</p>	<p>As of today, Intiland is still focused on developing projects in Jakarta and Surabaya.</p>
<p>2. Mr Andre (retail investor)</p> <p>What are the factors that caused Intiland's earnings per share to drop significantly?</p>	<p>There are a number of factors that may cause earnings per share to drop. One of the reasons was that sales of the Company's assets were quite high but the profit earned was low. This was due to the objects of transaction being idle assets.</p>
<p>3. Mrs Fransiska (retail investor)</p> <p>I wish to offer the following suggestions:</p> <ol style="list-style-type: none"> a. Allocate Corporate Social Responsibility (CSR) funds to support or create programs that could promote a sense of national unity, for example a student exchange programme funded by Intiland's CSR funds b. Allocate CSR funds to fund the publication of books on heroes and nationalism/patriotism to be distributed to several regions, or at least around Intiland's work areas. This suggestion stems from millennials' lack of recognition for national heroes and nationalism/patriotism. 	<p>Intiland expresses its gratitude for every suggestion and input. In the future, the Company will look at various avenues that could be done vis-à-vis the suggestions. Intiland currently has a number CSR programmes, such as Intiland Teduh, Intesa School of Hospitality, and others.</p> <p>The Company's CSR is focused in areas adjacent to its project sites.</p>
<p>4. Radestyia (retail investor)</p> <p>What are Intiland's plans to develop land banks, in particular those in Maja?</p>	<p>Until this day, the Company hasn't developed land bank in the Maja area since we are waiting for the right time to start development. In addition, the</p>

	<p>Company is waiting for the infrastructure to be developed first.</p> <p>For plans, Intiland is looking to build a township aimed at middle-low socioeconomic households.</p>
<p>5. Hadi (financial consultant)</p> <p>What are the steps that have been taken by Intiland to create new jobs? Are there any upcoming development projects that will create new jobs?</p>	<p>In relation to employment opportunities, new projects will essentially require new employees to work in the projects.</p>
<p>6. Martono (retail investor)</p> <p>What are Intiland's plans in relation to projects in cooperation with GIC?</p>	<p>For the South Quarter project, the first phase consists of 3 towers that are intended to generate recurring income. The second phase is planned for apartments for middle-upper households.</p> <p>For the Fifty Seven Promenade project, the first phase is development of residential while the second phase will be used to generate recurring income.</p>
<p>7. Emmanuel (Bisnis Indonesia)</p> <p>a. What are the reasons for cancelling the issuance of Intiland Global Bonds?</p> <p>b. What are Intiland's strategies for issuing the next Global Bonds?</p> <p>c. What are the new projects that Intiland will launch?</p>	<p>a. Intiland has decided to postpone issuance of the Global Bond due to unsuitable timing. Other factors that led to postponement of the Global Bonds are less-than-desirable market condition and fluctuating value of the Rupiah.</p> <p>b. For now, the Company is waiting for i) the right opportunity; ii) the Rupiah to stabilize; and, iii) the market to improve.</p> <p>c. The launch of Intiland's upcoming projects will be announced separately from today's press conference.</p>
<p>Questions and Answers, Surabaya</p>	
<p>Questions</p>	<p>Answers</p>
<p>1. Burhannudin (retail investor)</p> <p>a. What is Intiland's strategy to increase product sales in a weakening property</p>	<p>a. Intiland's strategy in facing current property market condition is by continuing to innovate</p>

<p>market?</p> <p>b. What is Intiland's total profit?</p>	<p>in product design and to maintain readiness. Thus, if the momentum is right, Intiland is ready to launch new products. The management believes that there is a market for each segment and only innovation is needed to attract buyers.</p> <p>b. Intiland's total profit as of June 2018 is Rp142 billion and is projected to increase until the end of 2018.</p>
<p>2. Dedy Santoso (retail investor)</p> <p>a. In the short term, is Intiland going to execute a corporate action to maintain its declining share price?</p> <p>b. In the opinion of Intiland's management, will the property market be able to improve in the future, given that the Government has relaxed certain regulations?</p>	<p>a. Until today, Intiland has no plans to execute a corporate action and is more focused on improving the Company's performance. The Management believes that an improved performance will have an impact on share price.</p> <p>b. The property market has the opportunity to improve in the future. This must be accompanied with quality products that meet consumer needs, which in turn creates quality demand. In addition, the role of the developer is very important.</p>
<p>3. Rose (retail investor)</p> <p>What is the reason for Intiland to own an extensive land bank in Maja? When was first purchased?</p>	<p>Intiland has owned about 1,000 hectares of land in Maja since 2010, but its value is only 7-8% of the total assets held by Intiland. At the time of purchase, Intiland relied on the Government's infrastructure revitalisation programmes. For the future, Intiland is still in the planning phase while waiting for i) the infrastructure in Maja to improve; and, ii) for the right time to start development.</p>
<p>4. Edwin (retail investor)</p> <p>a. Which projects are expected to become the largest contributor of marketing sales in the next year?</p> <p>b. In facing the political year (Note: General Elections 2019), is there any management guidance for that matter?</p>	<p>a. Currently Intiland is still calculating and analysing this year's marketing sales. Nonetheless for next year, Intiland expects to earn a balanced income from all projects both in Surabaya and Jakarta. Most of the launches next year are extensions of existing projects, such as the South Quarter, Graha Golf, and Regatta.</p> <p>b. To face the political year, Intiland has prepared</p>

	a number of projects that are ready to be launched when the moment is right. Intiland still prepares plans and projects and is ready to capture the opportunities next year.
5. Koko (retail investor) Is Intiland's partnership with another company one of its strategies to reduce equity?	When Intiland collaborated or partnered with GIC, a Singaporean company, its aim was not to reduce equity but to reduce financial leverage of its subsidiaries. Intiland will use remaining cash from the partnership to develop other prospective projects.

We have also attached the attendance list of the public exposes held in Jakarta and Surabaya.

We thank you for your kind attention.

Yours Faithfully,

[signed]

Theresia Rustandi
Corporate Secretary

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