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Intiland Bukukan Pendapatan Usaha 2018 Senilai Rp2,6 Triliun Intiland Books Rp2.6 Trillion Revenue in 2018

Jakarta (28/3) – Pengembang properti PT Intiland Development Tbk (Intiland; DILD) melaporkan hasil kinerja keuangan di tengah kondisi pasar properti yang kurang kondusif di tahun 2018. Berdasarkan laporan keuangan tahunan yang berakhir 31 Desember 2018, Perseroan membukukan pendapatan usaha sebesar Rp2,6 triliun, atau naik sebesar 16 persen dibandingkan perolehan tahun 2017 yang mencapai Rp2,2 triliun.

Direktur Pengelolaan Modal dan Investasi Intiland, Archied Noto Pradono menjelaskan meningkatnya pendapatan usaha tahun 2018 terutama disebabkan oleh meningkatnya kontribusi pendapatan pengembangan (*development income*) di segmen *mixed-use and high rise*, kawasan perumahan, dan kawasan industri. Perseroan juga berhasil mendongkrak kontribusi dari pendapatan berkelanjutan (*recurring income*) secara positif.

“Meningkatnya pendapatan usaha terutama didorong oleh pengakuan penjualan dari proyek-proyek yang masuk tahap penyelesaian. Meskipun kondisi pasar properti secara umum cenderung masih *flat* di sepanjang 2018, beberapa proyek berhasil meningkatkan penjualan,” kata Archied lebih lanjut.

Berdasarkan laporan keuangan perseroan, pendapatan usaha dari *development income* memberikan kontribusi terbesar mencapai Rp2,0 triliun atau 76,6 persen dari keseluruhan. Sementara kontribusi *recurring income* tercatat mencapai Rp596,4 miliar, atau 23,4 persen.

Jakarta (28/3) – Property developer PT Intiland Development Tbk (Intiland; DILD) reported a 16 percent increase in revenue to Rp2.6 trillion in 2018 from Rp2.2 trillion in 2017. The revenue performance was achieved amid an unfavourable property market in 2018.

Intiland’s Director of Capital and Investment Management, Archied Noto Pradono explained that the increase in revenue in 2018 was mainly contributed by an increase in development income from the mixed-use and high-rise, landed residential, and industrial estate segments. In addition, the Company has also successfully increased its recurring income.

“The increase in revenue was mainly due to recognition of sales from projects nearing completion. Although the property market in 2018 remained generally flat, we have successfully increased our sales in several projects,” added Archied.

According to the Company’s financial statement, development income contributed Rp2 trillion or 76.6 percent to overall revenue. Recurring income, on the other hand, contributed Rp596.4 billion or 23.4 percent of total revenue.

Looking at segment breakdown, revenue from the mixed-use and high-rise development grew 16.5 percent year-on-year and contributed Rp819.5 billion or 32.1 percent to total revenue. The increase was mainly due to significant recognition from sale of projects nearing completion, such as the 1Park Avenue, Regatta, Praxis, Graha Golf, The Rosebay, and Spazio Tower.

Segmen pengembangan *mixed-use & high rise* tercatat masih memberikan kontribusi terbesar, mencapai Rp819,5 miliar, atau 32,1 persen. Dibandingkan tahun 2017, pendapatan dari segmen ini meningkat 16,5 persen. Peningkatan ini terutama dari tingginya nilai pengakuan penjualan dari proyek-proyek yang masuk tahapan penyelesaian seperti apartemen 1Park Avenue, Regatta, Praxis, Graha Golf, The Rosebay, dan Spazio Tower.

Kontributor terbesar berikutnya berasal dari segmen pengembangan kawasan perumahan yang mencapai Rp629,6 miliar atau 24,7 persen. Pendapatan usaha dari segmen ini melonjak 50 persen dibandingkan tahun sebelumnya sebesar Rp420 miliar.

“Peningkatan ini terutama berasal dari pengakuan penjualan unit-unit rumah di Graha Natura, Serenia Hills, Magnolia Residence, Talaga Bestari, Graha Famili, dan Griya Semanan yang sudah serah terima,” ungkap Archied.

Segmen pengembangan kawasan industri mencatatkan pendapatan usaha sebesar Rp507 miliar atau 19,9 persen. Pendapatan dari segmen ini berasal dari penjualan lahan industri di kawasan industri Ngoro Industrial Park di Mojokerto.

Archied menjelaskan di 2018, perseroan juga berhasil meningkatkan kinerja pendapatan dari segmen property investment yang merupakan sumber recurring income. Dibandingkan perolehan tahun 2017 yang mencapai Rp528,2 miliar, perolehan recurring income perseroan di 2018 sebesar Rp 596,4 miliar atau meningkat 12,9 persen. Kontribusi pendapatan dari segmen ini berasal dari pengelolaan kawasan, fasilitas olah raga, penyewaan perkantoran dan ritel, serta fasilitas *standart factory building* di kawasan industri.

Kinerja Profitabilitas

Seiring dengan meningkatnya pendapatan usaha, perseroan berhasil menjaga kinerja laba kotor yang mencapai Rp1 triliun, atau naik 5,2 persen dibandingkan tahun sebelumnya. Namun demikian, kendati laba kotor meningkat, kinerja laba usaha dan laba bersih perseroan mengalami penurunan.

The landed residential segment was the next largest contributor with Rp629.6 billion or 24.7 percent to total revenue. Compared with Rp420 billion recorded in the previous year, revenue from this segment surged by 50 percent.

“The increase was mainly from the recognition of revenue recognition of units that have been sold and handed over to customers in the Graha Natura, Serenia Hills, Magnolia Residence, Talaga Bestari, Graha Famili, and Griya Semanan,” said Archied.

The industrial estate development segment contributed Rp507 billion or 19.9 percent to total revenue from land sales at the Ngoro Industrial Park in Mojokerto.

Archied noted that in 2018, the Company managed to improve the revenue performance of the investment property segment, a source of the Company’s recurring income. The Company’s recurring income in 2018 increased 12.9 percent to Rp596.4 billion from Rp528.2 billion recorded in 2017. The majority of the recurring income was from management of estates and sports clubs; rental of office and retail spaces; and standard factory buildings in industrial estates.

Profitability Performance

As revenues increased, the Company managed to maintain a gross profit of Rp1 trillion, up 5.2 percent compared with the previous year. However, while the Company’s gross profit increased, its operating and net profit declined.

In 2018, the Company’s operating profit was Rp326.8 billion and its net profit was Rp203 billion. The figures were down by 5.2 and 31.6 percent, respectively. The decline was mainly due to a decrease in gross profit margin and increase in interest expense.

The Company is in the view that the property market sentiments this year will remain relatively unchanged as customers are likely to continue to adopt a wait-and-see attitude and refrain from investments and buying property, which may weaken the market.

“We are maintaining conservative measures and strategies for this year while keeping track of every opportunity to improve our business performance. While there are plans to develop new projects, we have to consider the market’s

Laba usaha perseroan tahun 2018 tercatat mencapai Rp326,8 miliar dan laba bersih sebesar Rp203 miliar. Pencapaian tersebut masing-masing mengalami penurunan sebesar 5,2 persen dan 31,6 persen. Penurunan ini terutama disebabkan oleh turunnya margin laba kotor dan tingginya beban bunga.

Perseroan memproyeksikan kondisi pasar properti tahun ini masih belum banyak mengalami perubahan. Pilihan konsumen yang masih cenderung bersikap *wait and see* dan menahan investasi dan belanja properti dapat menyebabkan pasar melemah.

“Kami masih mempertahankan langkah dan strategi konservatif di tahun ini. Namun, tetap melihat semua peluang untuk meningkatkan kinerja usaha. Rencana pengembangan proyek baru tetap ada, namun harus melihat daya serap dan arah perubahan pasar,” kata Archied lebih lanjut.

Perseroan berharap pada semester kedua tahun ini kondisi pasar properti akan berangsur-angsur mulai membaik. Perseroan memilih untuk mengambil strategi konservatif dan berhati-hati dengan fokus pada upaya meningkatkan penjualan inventori serta melakukan pengembangan di proyek-proyek yang telah berjalan. ***

- Selesai -

appetite and direction,” Archied said further.

The Company hopes that the property market will gradually recover in the second half of this year. The Company adopts conservative and prudent strategies with focus on improving sales of its inventory and continue development of projects currently underway. ***

- End -

Sekilas PT Intiland Development Tbk

Intiland adalah pengembang properti terkemuka di Indonesia dengan pengalaman lebih dari 40 tahun. Mencatatkan saham di Bursa Efek Indonesia sejak 1991, Intiland dikenal sebagai inovator dan penggagas tren di industri properti Indonesia. Dalam beberapa tahun, Intiland mengembangkan banyak gedung yang menjadi ikon nasional, melalui Intiland Tower dua gedung kebanggaan di Jakarta dan Surabaya yang dirancang oleh Paul Rudolph dan The Regatta, kondominium tepi pantai yang mewah di Pluit, Jakarta Utara yang dirancang oleh Tom Wright (perancang Burj Al Arab). Pengembangan kawasan pemukiman utama di Surabaya, Graha Famili telah menjadi salah satu kawasan perumahan paling

PT Intiland Development Tbk at a Glance

Intiland is a leading property developer in Indonesia with more than 40 years of experience. Listed on the Indonesia Stock Exchange since 1991, Intiland has been known as an innovator and trendsetter in the Indonesian property industry. Within a few years, Intiland has developed buildings that quickly became national landmarks: the Paul Rudolph-designed Intiland Towers in Jakarta and Surabaya, and The Regatta, a luxury beachfront development in Pluit, North Jakarta designed by Tom Wright (designer of Burj Al Arab). Graha Family, a main residential development in Surabaya, has become one of the most prestigious residential areas. Intiland currently has a diverse portfolio of property products, including residential areas, office



prestisius. Saat ini, Intiland memiliki portofolio produk properti beragam, termasuk kawasan pemukiman, gedung perkantoran, apartemen, pengelolaan gedung, kawasan industri, serta pengelolaan sarana olah raga dan golf. Selain sukses membangun sejumlah proyek prestisius, Intiland juga pro-aktif dalam upaya pengembangan industri dan komitmen sosial. Perseroan saat ini merupakan salah satu *corporate founder* dari Green Building Council Indonesia, anggota eksklusif dari *Indonesia Health Fund* dan *Jakarta Old Town Revitalization Corporation*, serta menjalankan program Intiland Teduh untuk membantu masyarakat berpendapatan rendah memiliki hunian yang layak. Intiland telah menjadi pengembang properti dengan konsep gaya hidup yang terkemuka.

buildings, apartments, building management, industrial areas, and management of sports and golf facilities. In addition to successfully building a number of prestigious projects, Intiland is also proactive in industrial development and social commitment efforts. The Company is one of the corporate founders of the Green Building Council Indonesia, an exclusive member of Indonesia Health Fund, and member of the Jakarta Old Town Revitalization Corporation. The Company is also responsible for Intiland Teduh, a program to help people with low-income to own decent homes. Intiland has become a leading lifestyle property developer.

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