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Intiland Raih Pendapatan Usaha Rp888 Miliar di Triwulan I 2019 Intiland Nets Rp888 Billion of Revenue in Q1–2019

Jakarta (30/4) – Perusahaan pengembang properti PT Intiland Development Tbk (Intiland; DILD) melaporkan hasil pencapaian kinerja keuangan sepanjang triwulan I tahun 2019. Berdasarkan hasil laporan keuangan yang berakhir 31 Maret 2018, Perseroan membukukan pendapatan usaha Rp887,6 miliar, atau naik sebesar 25 persen dibandingkan triwulan I 2018 yang mencapai Rp709,2 miliar.

Archied Noto Pradono Direktur Pengelolaan Modal dan Investasi Intiland menjelaskan, pertumbuhan pendapatan usaha terutama berasal dari peningkatan pengakuan pendapatan dari segmen pengembangan *mixed-use & high rise*. Peningkatan tersebut seiring dengan progres penyelesaian sejumlah proyek *mixed-use & high rise* di Jakarta dan Surabaya, seperti Fifty Seven Promenade, Graha Golf, dan The Rosebay.

“Pembangunan beberapa proyek *mixed-use & high rise* akan selesai tahun ini. Kami berharap pasar properti dapat tumbuh positif dan minat beli konsumen dan investor cepat kembali pulih,” kata Archied.

Archied menjelaskan bahwa pendapatan usaha Intiland selama ini ditopang dari empat segmen pengembangan. Selain bersumber dari pengembangan *mixed-use & high rise*, pendapatan usaha perseroan juga diperoleh dari kawasan perumahan, kawasan industri, dan properti investasi.

Segmen pengembangan *mixed-use & high rise* tercatat sebagai kontributor pendapatan usaha terbesar mencapai Rp523,4 miliar atau 59 persen dari keseluruhan. Pendapatan usaha tersebut melonjak 165% dibandingkan

Jakarta (30/4) - The property developer, PT Intiland Development Tbk (Intiland; DILD) reports its financial performance for Q1–2019. Based on the financial statements for the period ending 31 March 2018, the Company recorded revenue of Rp887.6 billion, up by 25% from Q1–2018 revenue of Rp709.2 billion.

Archied Noto Pradono, Director of Capital Management and Investment of Intiland, explains that the growth in revenue was owing to the increase in revenue from mixed-use & high rise development segment. This increase was in line with the completion of a number of mixed use & high rise projects in Jakarta and Surabaya, such as Fifty Seven Promenade, Graha Golf, and The Rosebay.

“The development of a number of mixed-use & high rise projects will reach completion this year. We hope that the property market will grow back and investors’ and buyers’ appetite will return,” says Archied.

Archied also explains that Intiland’s business growth has been underpinned by four development segments. In addition to the development of mixed-use & high rise, the Company’s revenue is also derived from residential, industrial, and investment property segments.

The mixed-use & high rise development segment has been the largest contributor to Intiland’s revenue, netting Rp523.4 billion of revenue, or making up 59% of the total. This amount soared 165% from the first quarter of the previous year, of Rp197.4 billion.

The second largest contributor to revenue was the investment property segment, which

triwulan I tahun lalu sebesar Rp197,4 miliar.

Kontributor terbesar selanjutnya berasal dari segmen properti investasi yang mencatatkan pendapatan usaha Rp157,1 miliar atau 18 persen dari keseluruhan. Segmen yang merupakan sumber pendapatan berkelanjutan (*recurring income*) ini meningkat 13 persen dibandingkan triwulan I 2018 sebesar Rp138,5 miliar.

Dari segmen pengembangan kawasan perumahan, perseroan membukukan pendapatan usaha sebesar Rp144,7 miliar, atau 16 persen dari keseluruhan. Perolehan dari segmen ini mengalami penurunan 61 persen dibandingkan Rp373,3 miliar di periode yang sama tahun lalu.

Pendapatan usaha berikutnya bersumber dari pengembangan kawasan industri yang menyumbang Rp62,4 miliar atau 7 persen dari keseluruhan. Kontribusi pendapatan dari segmen ini berasal dari penjualan lahan industri yang dimiliki perseroan di Ngoro Industrial Park, Mojokerto, Jawa Timur dan pergudangan di Aeropolis.

“Secara umum pendapatan usaha meningkat, baik yang berasal dari *development income* maupun *recurring income*. Kontributor terbesar masih dari *development income* yang mencapai Rp730,5 miliar atau 82 persen dari keseluruhan,” ungkap Archied lebih lanjut.

Segmen properti investasi yang merupakan sumber pendapatan berkelanjutan (*recurring income*) bagi perseroan memberikan kontribusi sebesar 18 persen atau senilai Rp157,1 miliar. Perolehan tersebut naik sekitar 13 persen dibandingkan periode yang sama tahun lalu sebesar Rp138,5 miliar.

“Kontribusi *recurring income* mengalami peningkatan terutama ditopang oleh naiknya pendapatan dari pengelolaan sarana dan prasarana, perkantoran sewa, dan kawasan industri. Kami percaya kontribusi *recurring income* akan terus meningkat, seiring dengan penyelesaian beberapa proyek pengembangan *mixed-use*,” kata Archied.

Meningkatnya pendapatan usaha secara langsung memberi pengaruh positif terhadap kinerja profitabilitas. Di triwulan I tahun ini, perseroan berhasil membukukan laba kotor

recorded revenue of Rp157.1 billion, or 18% of the total. Revenue from this segment, which generates recurring income for the Company, increased 13% from Q1-2018’s revenue of Rp138.5 billion.

The residential development segment generated Rp144.7 billion or 16% of the total revenue. This figure marked a 61% drop from Rp373.3 billion within the same period in the previous year.

The fourth contributor was the development of industrial estates, which yielded Rp62.4 billion or 7% of the total revenue. This segment’s contribution was derived from the sale of the Company’s industrial land at Ngoro Industrial Park, Mojokerto, East Java and warehouse in Aeropolis.

“Generally, our revenue rose in terms of both development income and recurring income. Development income remains our biggest contributor to revenue, with Rp730.5 billion or 82% of the total,” says Archied further.

The investment property segment, which provides recurring income for the Company, contributed 18% to the total revenue, or Rp157.1 billion. This was up by 13% from the same period in the previous year, of Rp138.5 billion.

“Contribution from recurring income increased owing to the rise of revenue from the management of facilities, office lease, and industrial estate. We believe that the contribution in the form of recurring income will continue to increase, consistent with the completion of a number of mixed use development projects,” says Archied.

The Company’s higher revenue has boosted its profitability performance. In Q1-2019, the Company recorded gross profit of Rp313 billion and operating profit of Rp156.2 billion. Compared with the same period in the previous year, these figures improved by 10.4% and 13.4%, respectively.

However, despite the positive growth in both gross profit and operating profit, the Company’s net income declined to Rp48.4 billion, compared with Rp112.8 billion recorded in Q1-2018.

Rp313 miliar dan laba usaha Rp156,2 miliar. Jika dibandingkan dengan periode yang sama tahun lalu, masing-masing meningkat sebesar 10,4 persen dan 13,4 persen.

Namun demikian, kendati laba kotor dan laba usaha tumbuh secara positif, namun laba bersih perseroan mengalami penurunan. Perseroan mencatatkan perolehan laba bersih Rp48,4 miliar, turun dibandingkan triwulan I 2018 sebesar Rp112,8 miliar.

“Penurunan laba bersih terutama disebabkan oleh meningkatnya beban bunga di tiga bulan pertama tahun ini,” ujarnya lebih lanjut.

Marketing Sales

Perseroan juga melaporkan hasil kinerja penjualan sepanjang triwulan I 2019. Dalam tiga bulan pertama tahun ini perseroan meraih pendapatan penjualan (*marketing sales*) senilai Rp254,2 miliar, atau sekitar 10,2 persen dari target tahun ini sebesar Rp2,5 triliun.

Penjualan dari segmen pengembangan kawasan perumahan tercatat mendominasi dengan kontribusi sebesar Rp175 miliar, atau 69 persen dari keseluruhan. Penjualan terbesar dari segmen ini berasal dari dua proyek perumahan yakni Graha Natura di Surabaya dan Serenia Hills di Jakarta Selatan.

Segmen pengembangan *mixed-use & high rise* berhasil membukukan *marketing sales* Rp79,2 miliar atau 31 persen. Kontribusi terbesar berasal dari penjualan apartemen 1Park Avenue di Jakarta dan The Rosebay di Surabaya.

Ditinjau berdasarkan lokasi proyeknya, menurut Archied, penjualan dari proyek-proyek di Jakarta mencapai Rp136,2 miliar atau 54 persen dari keseluruhan. Sisanya sebesar Rp118,1 miliar atau 46 persen berasal dari penjualan proyek-proyek yang berlokasi di Surabaya.

“Pasar properti belum juga pulih di triwulan pertama tahun ini. Konsumen masih bersikap *wait and see* dan menunda pembelian. Namun, khusus untuk produk-produk perumahan, kami lihat pasarnya masih bergerak positif dan relatif stabil, sehingga tetap ada penjualan,” ungkapnya lebih lanjut.

“The drop in net income was owing to the higher interest expense paid in the first three months of 2019,” explains Archied.

Marketing Sales

The Company also reports its marketing sales performance in Q1-2019. In the first three months of 2019, the Company recorded marketing sales of Rp254,2 billion, or about 10.2% of 2019’s target of Rp2.5 trillion.

Sales from the residential area segment contributed Rp175 billion, making up the largest part of the total, at 69%. The biggest sales from this segment were derived from two of the Company’s residential projects, namely Graha Natura in Surabaya and Serenia Hills in South Jakarta.

The mixed-use & high rise development segment recorded marketing sales to the tune of Rp79,2 billion or 31% of the total. The largest contributors to this segment’s sales were from the sale of apartments in 1Park Avenue in Jakarta and The Rosebay in Surabaya.

In terms of project location, Archied notes, sales from projects in Jakarta amounted to Rp136.2 billion or 54% of the total. The remaining Rp118.1 billion or 46% was generated by projects in Surabaya.

“The property market has yet to recover fully in the first quarter of the year. Most customers remain cautious in their buying decisions, choosing to wait and see instead, and delay their property buying. However, for residential products, we have seen the market improve and stabilize, and thus sales have been generated from this segment,” says Archied.

The Company admits that generally the challenges in the property market in the first quarter of the year have been immense. Such a condition has been deeply affected by the recent development in the country’s political atmosphere, in line with the campaigning period related to the general elections.

“We strongly hope that after the general elections, conditions will improve and become more conducive for customers to finalize their property buying and investment,” says Archied.

Perseroan mengakui secara umum tantangan pasar properti pada tiga bulan pertama tahun ini sangat berat. Kondisi ini terutama dipengaruhi oleh iklim politik yang terjadi, seiring penyelenggaraan masa kampanye dan pemilu serentak.

“Kami harapkan setelah pemilu, kondisi akan membaik dan lebih kondusif, sehingga konsumen lebih berani untuk melakukan pembelian dan investasi di sektor properti,” ungkap Archied.

Manajemen Intiland tetap optimistik pasar properti akan mampu pulih dan tumbuh kembali. Perseroan pada tahun ini masih mempertahankan strategi yang bersifat konservatif guna mengantisipasi dan menghadapi dinamika dan arah perubahan pasar.

Perseroan akan berupaya menjaga kinerja usaha dengan mengandalkan pertumbuhan secara organik maupun dengan menjalin kerjasama strategis dengan investor. Strategi ini ditempuh antara lain melalui pengembangan pada proyek-proyek yang telah berjalan dan tetap membuka peluang kerjasama untuk pengembangan proyek-proyek baru.***

- Selesai -

Intiland’s management remains optimistic that the property market will be able to recover and grow at a stronger pace. For the rest of the year, the Company will maintain its largely conservative strategy in a move to anticipate and deal with the changing trends in the market.

The Company strives to maintain its business performance by relying on organic growth and by forging strategic partnerships with investors. This strategy will be implemented among others through the development of ongoing projects and by opening up new opportunities for partnership in the development of new projects.***

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Sekilas Intiland

Intiland adalah pengembang properti terkemuka di Indonesia dengan pengalaman lebih dari 45 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 prestisius. Saat ini, Intiland memiliki portofolio

About Intiland

Intiland is a leading property developer in Indonesia with more than 45 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



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, 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 and 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.

Untuk informasi lebih lanjut silakan hubungi:
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