

Corporate Presentation
March 2019
PT Intiland Development Tbk

Intiland. Developing Your World.



Disclaimer

We caution readers that all statements other than statements of historical fact included in this document, including without limitation, those regarding our financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to our existing and future products), are forward-looking statements.

Such forward-looking statements involve known and unknown risks, uncertainties and other facts, which may cause our actual results, performance or achievements or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we expect to operate in the future.

We expressly disclaim any obligation or undertaking to release any update of or revision to any forward-looking statements contained herein to reflect any change in our expectations with regards hereto or any change in events, conditions or circumstances on which any such statements is based.

This document is the property of PT Intiland Development Tbk. It is for intended recipients only and for intended use only. This document only serves as a reference and it does not constitute an offer solicitation or invitation to subscribe for and/or purchase any shares in any proposed venture.

Corporate Overview	4
Corporate Structure	5
Management Team	6
Core Portfolio	7
Projects Location	8
Landbank	11
Growth Strategy	12
Why Intiland	13
Marketing Sales	14
Key Projects	17
Other Projects	26
Recurring Income Projects	34
Pipeline Projects	42
Financial Highlights	46
Appendix	50



Regatta, Jakarta

PT Intiland Development Tbk is one of the leading property companies in Indonesia with a primary focus on developing mixed use & high rise projects as well as premium residential projects located in Jakarta and Surabaya catering to middle to middle-up segments.

A brief about the company

- Established in 1983 and listed on IDX in 1991 (DILD:IJ)
- More than 40 years of experience in developing over 61 projects in Jakarta and Surabaya
- The main products are mixed use & high rise, landed residential, industrial estates and investment properties
- A pioneer and trend setter in developing successful premium projects



South Quarter

Integrated mixed use development in South Jakarta CBD



Graha Famili

First golf-themed luxurious residential development in Surabaya



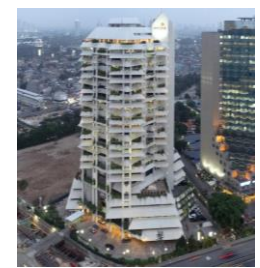
Regatta

Luxury sea-front condominiums in Jakarta



Pantai Mutiara

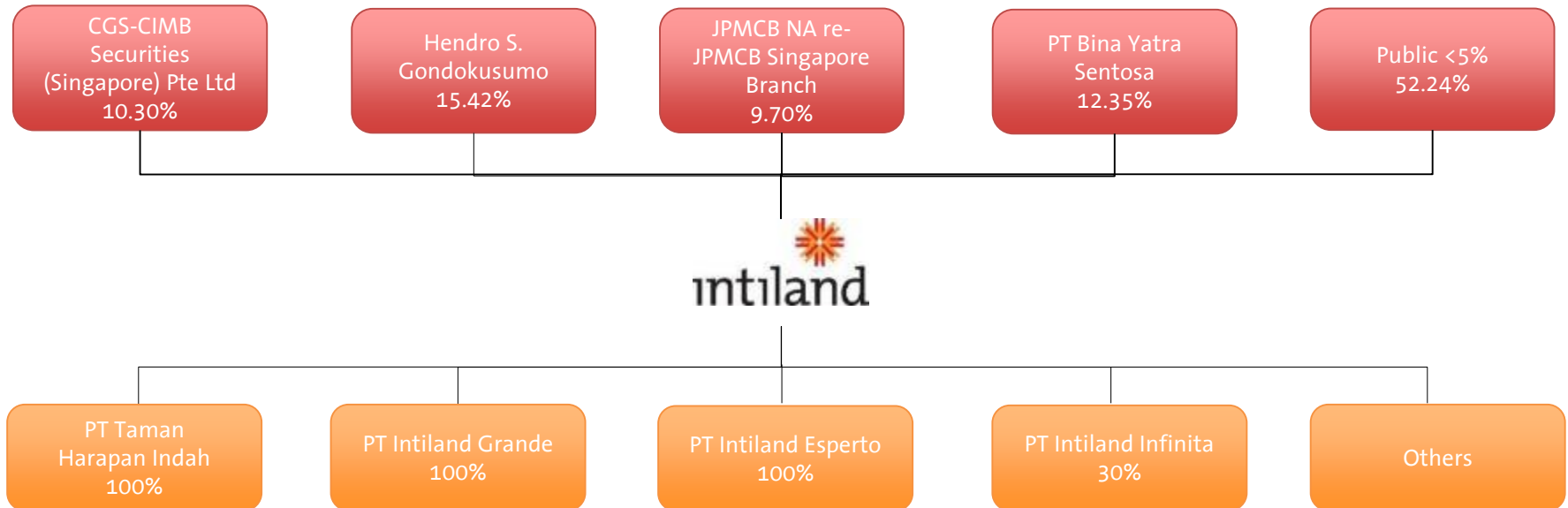
One of the first reclaimed housing developments in South East Asia



Intiland Tower Jakarta

Green building in Indonesia designed by Paul Rudolph

Corporate Structure



Developing over 61 existing and future projects covering mixed use & high rise, landed residential, industrial estates and investment properties

Total Issued Shares	: 10,365,854,185 shares
Market Capitalization as of 31 Mar 2019 ¹⁾	: Rp 3.6 tn (~USD 255 mn) @Rp 350
Book Value as of 31 Mar 2019 ¹⁾	: Rp 6.6 tn (~USD 465 mn) @Rp 639
RNAV as of 31 Dec 2017 ¹⁾²⁾	: Rp 20.8 tn (~USD 1,464 mn) @Rp 2,012

1) The company uses an IDR/USD conversion rate of 14,244 which is the Jakarta Interbank Spot Dollar Rate (JISDOR) benchmark on 31 March 2019

2) The company appraised its major assets on 31 Dec 2017, primarily done by Knight Frank and Jones Lang LaSalle.

Management Team

The Board of Commissioners and the Board of Directors have been with the company for more than 25 years on average and have extensive market-oriented knowledge and experience in the Indonesian property industry.

BOARD OF COMMISSIONERS



Cosmas Batubara
President Commissioner/
Independent Commissioner



Lennard Ho Kian Guan
VP Commissioner



Thio Gwan Po Micky
Independent Commissioner



Walman Siahaan
Commissioner



Jahya Asikin
Commissioner



Ping Handayani
Commissioner

BOARD OF DIRECTORS



Hendro S. Gondokusumo
President Director & CEO



Suhendro Prabowo
VP Director & COO
North/West Jakarta &
Tangerang



Sinarto Dharmawan
VP Director &
COO Surabaya



Utama Gondokusumo
VP Director & COO
Central & South Jakarta



Ricky Holil
Executive Director & CFO



Archied Noto Pradono
Executive Director



Perry Yoranouw
Independent Director



Permadi Indra Yoga
Executive Director

Core Portfolio

The Company develops various products classified into mixed use & high rise, landed residential, industrial estates and investment properties. Some of the existing and future projects are as follows:



**Mixed Use &
High Rise**



**Landed
Residential**



**Industrial
Estates**



**Investment
Properties**

**JAKARTA &
GREATER AREA**

- | | | | | |
|--|---|--|--|---|
| <ul style="list-style-type: none"> • South Quarter Phase 1 • Aeropolis ● • 57 Promenade Phase 1 ● • 1 Park Avenue • Regatta Phase 2 ● | <ul style="list-style-type: none"> • South Quarter Phase 2 ● • Pinang Residence ● • West One City ● • Serenia Hills Apartment ● | <ul style="list-style-type: none"> • Serenia Hills • Talaga Bestari • Magnolia Residence • South Grove • Griya Semanan • 1Park Homes | <ul style="list-style-type: none"> • Aeropolis Technopark ● | <ul style="list-style-type: none"> • Intiland Tower Jakarta • South Quarter Phase 1 • 57 Promenade ● • Others |
|--|---|--|--|---|

**SURABAYA &
GREATER AREA**

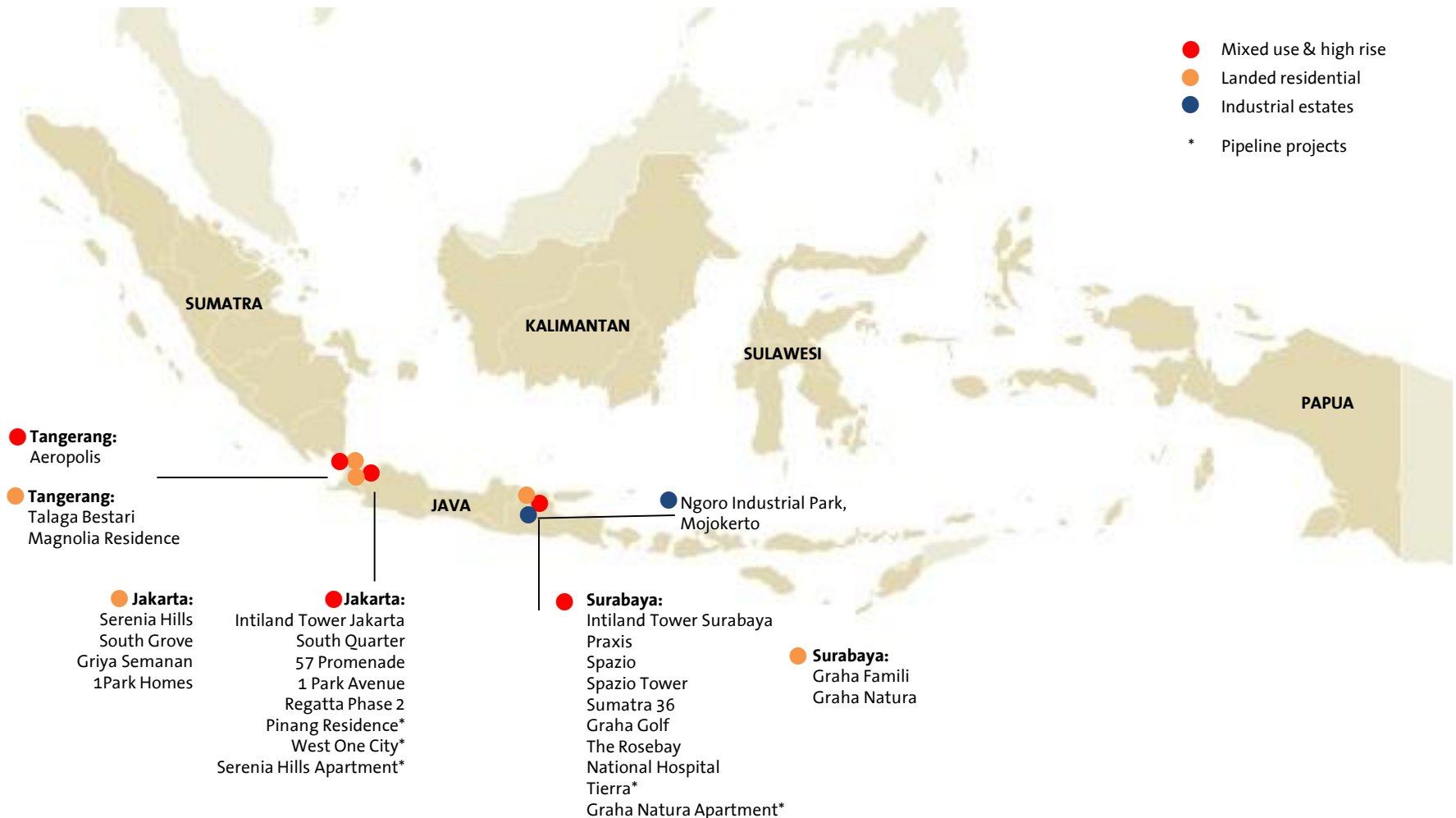
- | | | | | |
|---|--|--|---|--|
| <ul style="list-style-type: none"> • Praxis ● • Spazio Tower ● • Sumatra 36 • Graha Golf Phase 1 ● • The Rosebay ● | <ul style="list-style-type: none"> • Tierra Phase 1 ● • Graha Golf Phase 2 ● • Graha Natura Apartment ● | <ul style="list-style-type: none"> • Graha Famili • Graha Natura | <ul style="list-style-type: none"> • Ngoro Industrial Park ● | <ul style="list-style-type: none"> • Intiland Tower Surabaya • Praxis ● • Spazio Tower ● • Ngoro Industrial Park • Others |
|---|--|--|---|--|

Development Income

Recurring Income

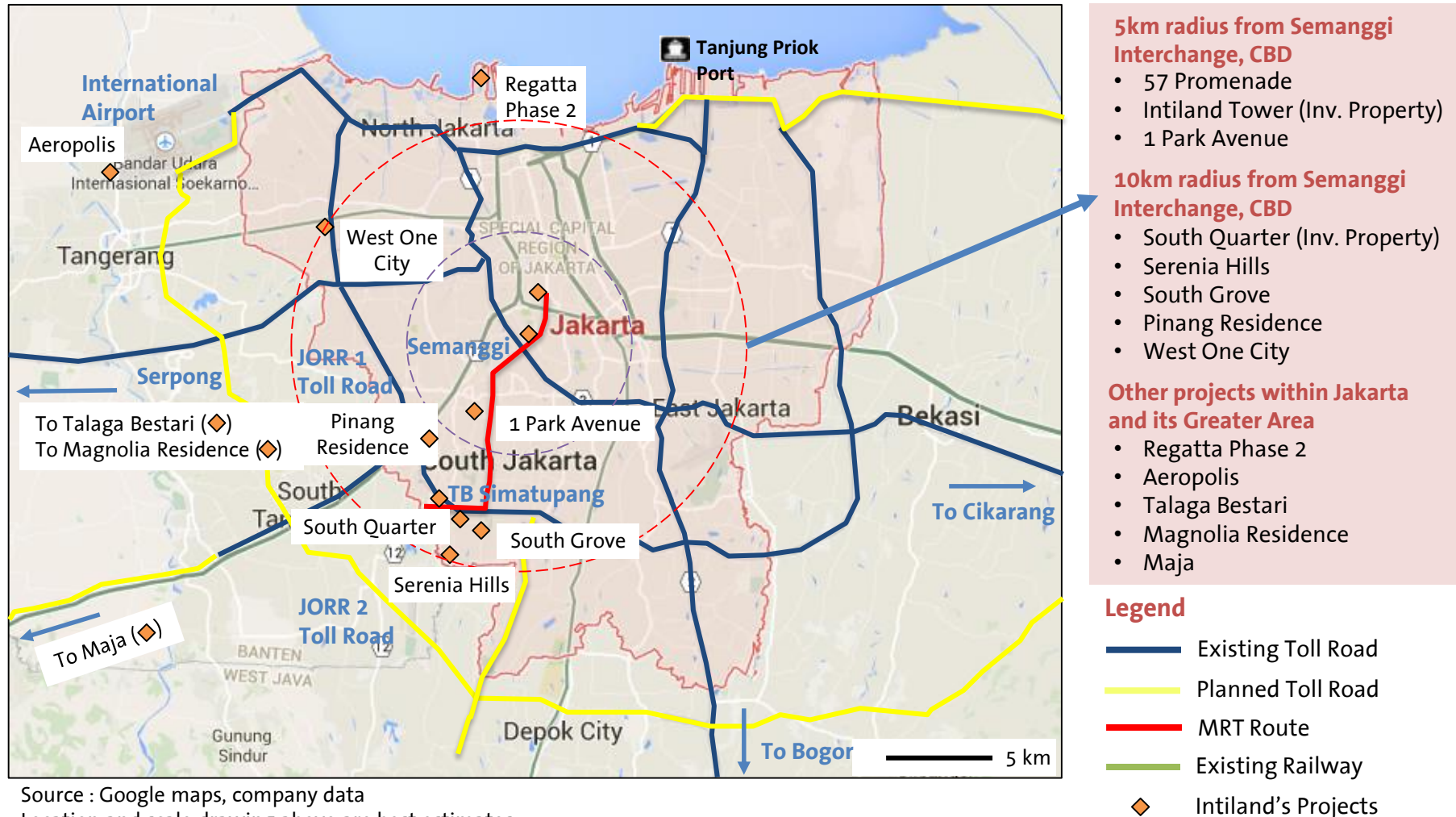
Projects Location

Diversified projects located in strategic location focusing on developing mixed use & high rise, and residential projects in Jakarta and Surabaya.



Projects Location in Jakarta

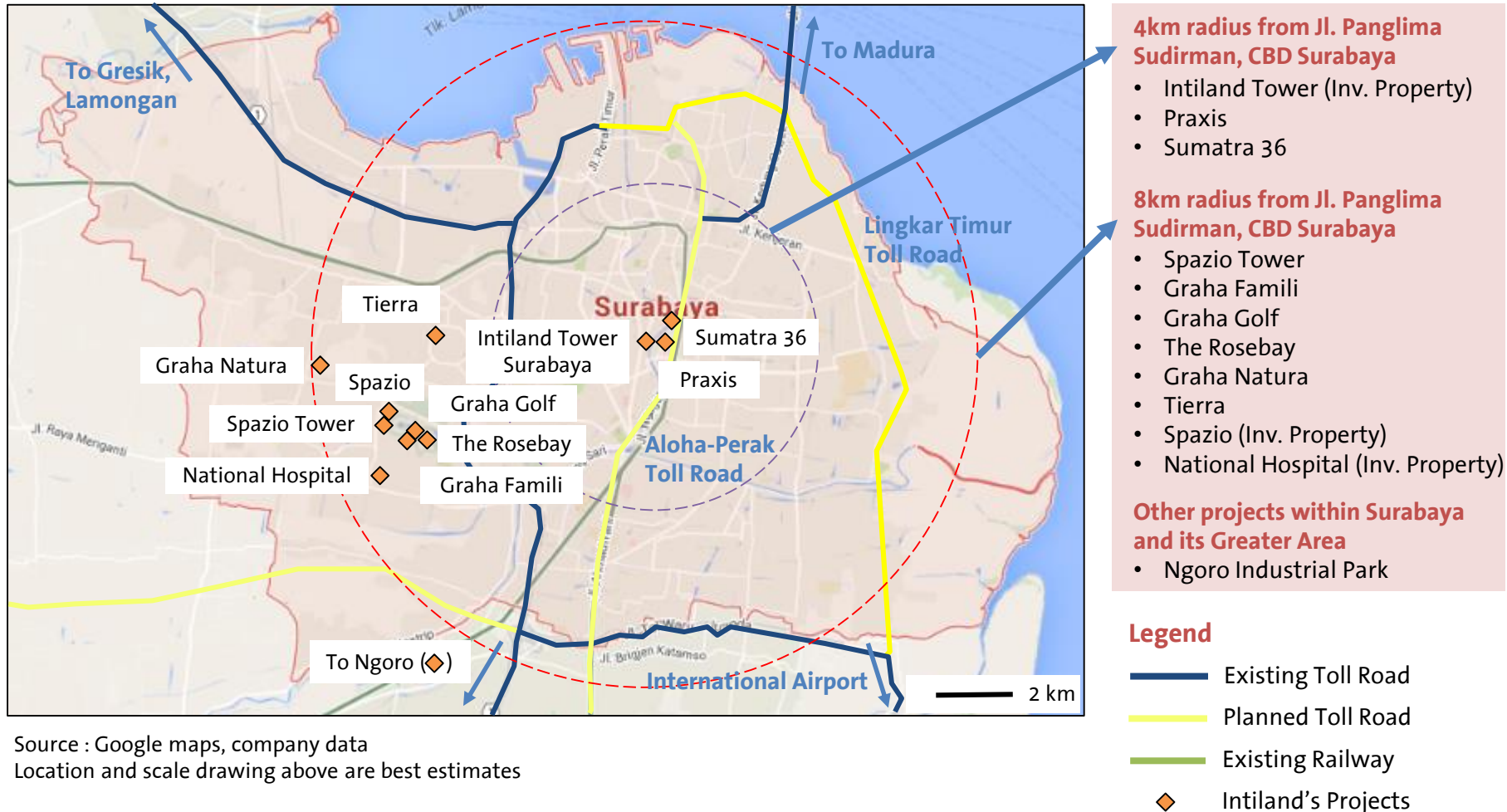
Intiland's projects in Jakarta are well located within the developed areas of the city and are positioned to benefit from infrastructure developments within the city. Recent infrastructure developments benefiting some of Intiland's key projects in Jakarta are the completion of JORR 1 toll road in 2014 and the operation of Jakarta MRT in 2019.



Source : Google maps, company data
Location and scale drawing above are best estimates

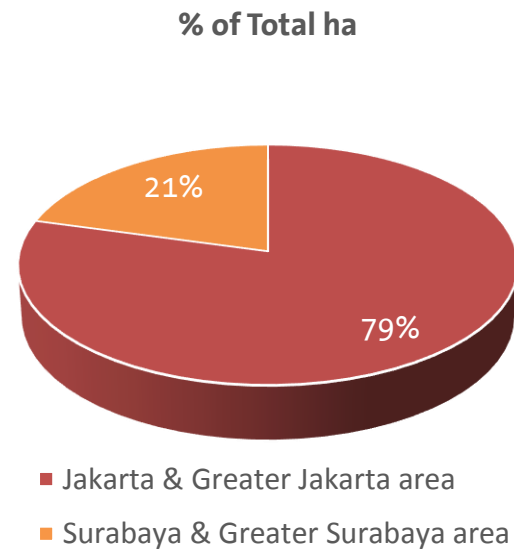
Projects Location in Surabaya

Intiland has a strong footing in Surabaya mainly from the development of the Graha Famili project, now regarded as a high-end residential complex in Surabaya. Intiland's footprint extends into various project developments in Surabaya today, which are located strategically in Central Surabaya and West Surabaya.



Total company landbank as of 31 March 2019 is more than 2,000 ha. The vast landbank owned translates to more than 20 years of future project developments, enough to sustain Intiland's going concern as a property developer.

Undeveloped Landbank	Land area (ha)
Jakarta & Greater Jakarta area	1,637.5
Maja, Banten	1,068.7
Tangerang, Banten	393.9
Others - Jakarta area	90.5
Talaga Bestari, Cikupa	76.0
Gandaria, Jakarta	3.9
Pondok Pinang	3.3
Serenia Hills	1.3
Surabaya & Greater Surabaya area	428.7
Others - Surabaya area	235.9
Pantai Timur, Surabaya	90.1
Bukit Pencu, Surabaya	33.0
Bukit Sampe, Trawas	31.8
Lontar	23.2
Graha Famili, Surabaya	8.8
Jajar Tunggal	4.9
Wiyung	1.0
Total Undeveloped Landbank	2,066.2



Organic Growth

- Focus on developing existing projects in Jakarta and Surabaya
- Maximize the value of existing asset portfolio (e.g. mixed use & high rise)
- Continue the land acquisition surrounding existing projects

Acquisition Growth

- Strategic acquisition to support our vision and mission
- Maintain focus on our core business
- Prudent acquisition to increase our long term stakeholders' value

Strategic Partnership

- Strategic partnership to strengthen our position
- Track record in developing joint projects with strategic partners
- Provide balance sheet support for project execution

Capital & Investment Management

- Cash flow management to sustain our growth and profitability
- Prudent financing to manage our business risks
- Expand our global network to support our financing strategy

Mission

“To be reputed as a transparent, trustworthy and trendsetting property developer committed to highly sustainable and long-term growth and profitability that deals fairly with all stakeholders”

Vision

“To make possible the experience of not only living, but living well throughout Indonesia”

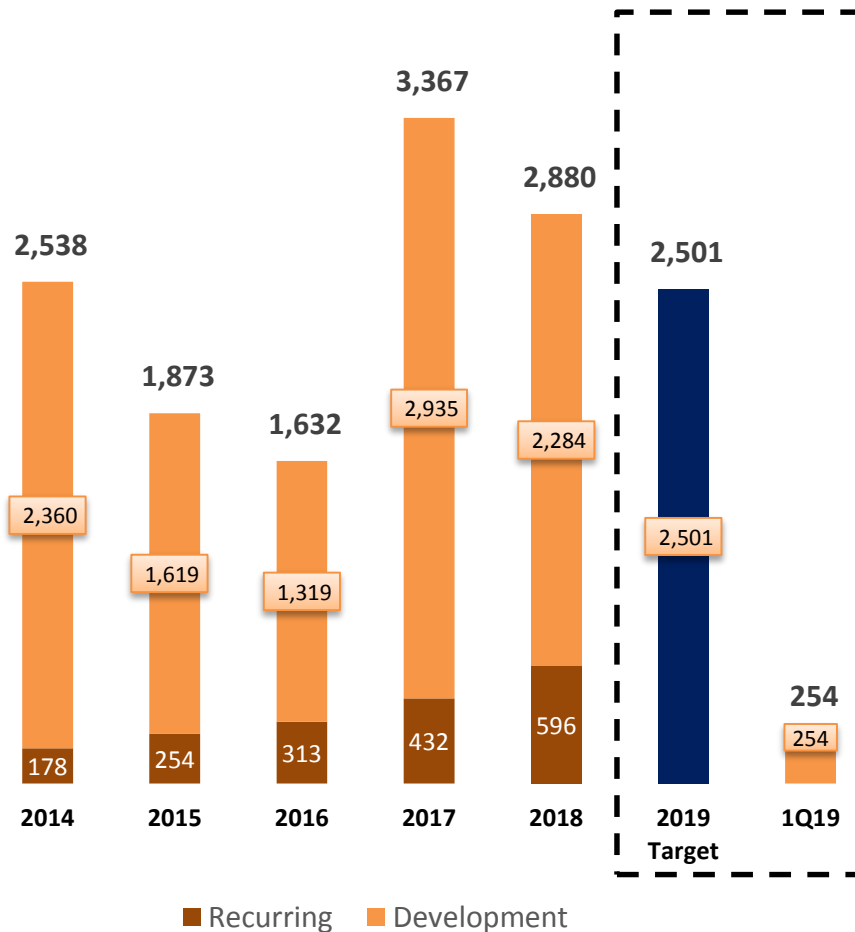
Why Intiland?



Marketing Sales

Marketing Sales – 1Q19 Achievement

Marketing Sales
in billion Rupiah



Project	Location	FY19 target (IDR bn)	1Q19 result (IDR bn)	% Achieved
Mixed Use and High Rise		1,518	79	31%
The Rosebay	Surabaya	94	17	
Praxis	Surabaya	145	6	
Spazio Tower	Surabaya	99	4	
Graha Golf	Surabaya	84	8	
Sumatra 36	Surabaya	38	0	
57 Promenade	Jakarta	46	0	
1 Park Avenue	Jakarta	230	35	
Aeropolis	Jakarta	101	9	
Regatta (50%)	Jakarta	61	0	
South Quarter	Jakarta	620	0	
Landed Residential		823	175	69%
Graha Natura	Surabaya	250	82	
Serenia Hills	Jakarta	50	49	
Graha Famili	Surabaya	0	0	
1 Park Homes	Jakarta	91	0	
Talaga Bestari	Jakarta	100	12	
South Grove	Jakarta	80	9	
Magnolia Residence	Jakarta	70	12	
Taman Semanan Indah	Jakarta	5	6	
Serenia Masterpiece	Jakarta	140	0	
Pinang Townhouse	Jakarta	37	4	
Industrial Estates		160	0	0%
Ngoro Industrial Park	Surabaya	160	0	
Marketing Sales Target		2,501	254	10%
Development Income		2,501	254	
Location		2,501	254	10%
Jakarta		1,631	136	
Surabaya		870	118	

Marketing Sales Table

Projects	Locations	2014		2015		2016		2017		2018		1Q19	
		Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp
Mixed Use & High Rise		1,614	68%	897	55%	591	45%	1,921	65%	1,210	53%	79	31%
The Rosebay	Surabaya	0	0%	0	0%	206	16%	33	1%	62	3%	17	7%
South Quarter	Jakarta	609	26%	23	1%	86	7%	0	0%	0	0%	0	0%
Aeropolis	Jakarta	369	16%	60	4%	152	12%	54	2%	81	4%	9	3%
Sumatra 36	Surabaya	12	1%	0	0%	16	1%	0	0%	3	0%	0	0%
Regatta (50%)	Jakarta	294	12%	37	2%	40	3%	16	1%	26	1%	0	0%
Praxis	Surabaya	72	3%	8	1%	8	1%	20	1%	26	1%	6	2%
Spazio Tower	Surabaya	145	6%	16	1%	21	2%	55	2%	11	0%	4	2%
1 Park Avenue	Jakarta	113	5%	151	9%	42	3%	157	5%	183	8%	35	14%
Graha Golf	Surabaya	0	0%	603	37%	19	1%	51	2%	39	2%	8	3%
1 Park Residence	Jakarta	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
57 Promenade	Jakarta	0	0%	0	0%	0	0%	1,536	52%	781	34%	0	0%
Spazio	Surabaya	0	0%	0	0%	0	0%	0	0%	-1	0%	0	0%
Landed Residential		489	21%	530	33%	648	49%	483	16%	569	25%	175	69%
Graha Natura	Surabaya	152	6%	94	6%	357	27%	165	6%	191	8%	82	32%
Serenia Hills	Jakarta	216	9%	202	12%	166	13%	214	7%	225	10%	49	19%
Graha Famili	Surabaya	31	1%	99	6%	52	4%	10	0%	58	3%	0	0%
Magnolia Residence	Jakarta	0	0%	36	2%	38	3%	28	1%	32	1%	12	5%
Taman Semanan Indah	Jakarta	0	0%	9	1%	6	0%	20	1%	8	0%	6	3%
Talaga Bestari	Jakarta	89	4%	68	4%	29	2%	46	2%	29	1%	12	5%
South Grove	Jakarta	0	0%	0	0%	0	0%	0	0%	25	1%	9	4%
1 Park Homes	Jakarta	0	0%	22	1%	0	0%	0	0%	0	0%	0	0%
Platinum	Surabaya	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
Pinang Residence	Jakarta	0	0%	0	0%	0	0%	0	0%	0	0%	4	2%
Puri Permata Pacitan	Surabaya	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
Industrial Estate		257	11%	192	12%	81	6%	531	18%	505	22%	0	0%
Ngoro Industrial Park	Surabaya	257	11%	192	12%	81	6%	531	18%	505	22%	0	0%
Total Marketing Sales		2,360	100%	1,619	100%	1,320	100%	2,935	100%	2,284	100%	254	100%
Development Income		2,360	100%	1,619	100%	1,320	100%	2,935	100%	2,284	100%	254	100%
By Location		Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp	Rp bn	% Rp
Jakarta		1,691	72%	608	38%	560	42%	2,071	71%	1,391	61%	136	54%
Surabaya		670	28%	1,011	62%	760	58%	864	29%	894	39%	118	46%
Total Marketing Sales		2,360	100%	1,619	100%	1,320	100%	2,935	100%	2,284	100%	254	100%

Key Projects

57 Promenade (Mixed Use & High Rise)

57 Promenade is a 3.0 ha mixed use & high rise development located in the Jakarta CBD area comprising of a modern commercial sector along with outdoor elements such as pedestrian walkways and retail outlets. This project will benefit from its proximity to recent MRT infrastructure developments.



Plaza Indonesia

Grand Indonesia

57 Promenade

Water Reservoir

Type	: Mixed Use & High Rise
Ownership	: 36.63%
Total area	: 3.0 ha (Phase 1 - 1.2 ha, Phase 2 - 1.8 ha)
Location	: Kebon Melati, CBD Jakarta
Infrastructure	: MRT, busway
Design	: Broadway Malyan, UK
Building plot ratio	: 5

Phase 1 Information – Condominium and retail

Launched	: 3Q 2017
Construction	: 2Q 2018
Expected Completion	: 3Q 2022
Project completion	: 10%

Condominium

Saleable area	: 17,876 sqm (260 units)
Sold	: 16,733 sqm (94%)
ASP 1Q19	: Rp 54.8 mn/sqm

Tower City

Saleable area	: 17,876 sqm (260 units)
Sold	: 16,733 sqm (94%)
ASP 1Q19	: Rp 54.8 mn/sqm

Condominium

Saleable area	: 31,092 sqm (236 units)
Sold	: 26,455 sqm (85%)
ASP 1Q19	: Rp 54.5 mn/sqm

Tower Sky

Saleable area	: 31,092 sqm (236 units)
Sold	: 26,455 sqm (85%)
ASP 1Q19	: Rp 54.5 mn/sqm

Retail

Semi gross area	: NLA 769 sqm
Market	: Lease

Phase 2 Information – Office, serviced apartments and retail

Office tower	: SGA 34,491 sqm
Boutique office	: SGA 14,018 sqm
Serviced Apartment	: SGA 9,726 sqm
Retail	: NLA 11,141 sqm

1Park Avenue (Mixed Use & High Rise)

1Park Avenue is a high rise residential project, an extension of the 1Park Residences apartment, located in Gandaria, South Jakarta, which is close to shopping destinations, hospitals, international schools and entertainment centers.



Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 2.8 ha
Location	: Gandaria, Kebayoran Baru, South Jakarta
Infrastructure	: Main road
Design	: CSYA, Singapore
No. of floor	: 29 floors

Phase 1 Information – 4 condominium towers

Construction	: 2Q 2013
Project completion	: 100%
Completion	: 2018

Condominium King, Queen, Royal (Tower 1, 2, 3)

Saleable area	: 52,136 sqm
Sold	: 50,550 sqm (97%)
ASP 1Q19	: Rp 33.4 mn/sqm
Launched	: 2Q 2012

Condominium The Hamilton (Tower 4)

Saleable area	: 18,116 sqm
Sold	: 8,563 sqm (47%)
ASP 1Q19	: Rp 40.5 mn/sqm
Launched	: 2Q 2015

Phase 2 Information – 1 Park Homes

Net land area	: 0.8 ha
Saleable unit	: 32 units



Phase 1

Graha Golf (Mixed Use & High Rise)

Designed by CSYA, a Singapore-based architect with international caliber, Graha Golf stands in a green area surrounded by a golf course, located within the Graha Famili residential complex in Surabaya.



Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 2.4 ha
Location	: Graha Famili, West Surabaya
Design	: CSYA, Singapore
No. of floor	: 23 floors

Phase 1 Information – 2 condominium towers

Total area	: 7,532 sqm
Launched	: 2Q 2015
Construction	: 3Q 2016
Project completion	: 82%
Expected completion	: 2019

Condominium	Tower 1 & 2
Market	: Strata title
Semi gross area	: 27,174 sqm
Sold	: 23,943 sqm (88%)
ASP 1Q19	: Rp 28.2 mn/sqm

Note:

- Phase 2 TBD – 3 condominium towers & townhouse



Graha Natura is residential project in Lontar, West Surabaya, sprawling over 86-hectare land. Graha Natura is a unique housing estate with a focus on healthy lifestyle, nature and eco-friendly technology.



Launched Clusters											
	Phase 1								Phase 2		
	Cluster A	Cluster B	Cluster C	Cluster D	Garden Ville 1	Garden Ville 2	Soho (BS)	Soho 2 (DS)	Edenia (Blok E & F)	Gravillea	Acacia
Gross Land Area	5.9 ha	5.4 ha	6.0 ha	8.4 ha	0.6 ha	0.6 ha	0.6 ha	1.0 ha	5.4 ha	1.8 ha	1.1 ha
Launched	2010	2010	2010	2010	2014	2015	2014	2016	2016	2018	2019
Development Plan	105 units	85 units	58 units	93 units	31 units	24 units	27 units	37 units	212 units	45 units	52 units
Sold	96%	100%	100%	100%	100%	96%	100%	92%	82%	56%	12%
ASP 1Q19 (Rp mn/sqm)						Land: 9.1 Building: 9.2					

The Rosebay (Mixed Use & High Rise)

The Rosebay is a low rise residential development within the Graha Famili complex in Surabaya. Built on a modern and exclusive concept with open corridors and greeneries, The Rosebay offers to create a sensation of living in a landed house.



Type	: Mixed Use & High Rise
Ownership	: 75%
Total area	: +/- 1ha
Location	: Graha Famili, West Surabaya
Design	: WOW Architect, Singapore
No. of floor	: 4-8 floors

Total units	: 229 units
Semi gross area	: 20,782 sqm
Construction	: 4Q 2016
Project Completion	: 36%
Expected completion	: 2019

Condominium	Tower A, B, F, G, H
Market	: Strata title
Total units	: 177 units
Semi gross area	: 16,505 sqm
Sold	: 9,702 sqm (59%)
ASP 1Q19	: Rp 25.8 mn/sqm
Launched	: 14 January 2016

Condominium	Tower C, E
Market	: Strata title
Total units	: 52 units
Semi gross area	: 4,277 sqm
Launch	: TBD

Regatta (Mixed Use & High Rise)

Regatta is an iconic apartment project at Pantai Mutiara, North Jakarta, consists of ten apartment towers, a five-star hotel, and a serviced apartment.



Type	: Mixed Use & High Rise
Ownership	: 50% (50% PT Global Ekabuana)
Total area	: 11 ha (Phase 1 - 2.5 ha, Phase 2 - 1.7 ha)
Location	: Pantai Mutiara, North Jakarta
Infrastructure	: Main road
Design	: Tom Wright (WS Atkins, UK)
No. of floor	: 24 floors

Project Information

Condominium

Tower Name	: London, New York, Shanghai
Launched	: 2Q 2014 (London & New York)
Project completion	: 92%
Expected completion	: 2019
Semi gross area	: 51,720 sqm (London & New York)
Market	: Strata title
Sold	: 29,918 sqm (58%)
ASP 1Q19	: Rp 35.7 mn/sqm

Phase 2 (3 towers)

Others

- Phase 2: London tower was launched in June 2014, while New York tower was pre-launched in June 2014.
- FIABCI Prix d'Excellence, Bali Congress Award 2010.

Aeropolis (Mixed Use & High Rise)

Aeropolis is an integrated mixed use development consisting of residential, office, hotel, commercial and retail development in an area of 105-hectars. This project is strategically located only 500 meters from the international airport and will also be benefiting from the ongoing construction progress of the Soekarno-Hatta Airport's Train Access.



Projects Launched	Year Launched	Year Completed	Total (Unit)	Total (Sqm)	Sold (Sqm)	ASP 1Q19 (Rp mn/m2)	Construction (%)
Aeropolis Residence 1 & Commercial Park	2011	2014	1,153	25,126	22,980	9.3	100%
Aeropolis Residence 2	2012	2017	1,048	20,248	20,121	9.8	100%
Aeropolis Residence 3 (Tower 1, 3, 5)	2014	2018 (T1) E 2019 (T3 & 5)	1,446	24,107	19,940	10.0	100% (T1), 94% (T3), 90% (T5)
Aeropolis Crystal Residence (Tower 2, 3)	2013	2018 (T2) 2019 (T3)	393	14,016	13,360	10.5	100% (T2) & 100% (T3)
Aeropolis Lucent Residence	2016	E 2019	253	7,129	2,674	21.6	52%
Total			4,293	90,626	79,075		

Aeropolis Techno Park Phase 1-1	2014	E 2019	42	Land: 20,937 Building: 18,492	Land: 17,367 Building: 15,063	Land: 9.0 Building: 3.7	In progress
Aeropolis Techno Park Phase 1-2	2015	E 2019	70	Land: 14,530 Building: 5,952	Land: 10,874 Building: 3,216	Land: 8.3 Building: 4.5	In progress

Ngoro Industrial Park (Industrial Estate)

Ngoro Industrial Park is a modern industrial estates complete with infrastructure and facilities for industrial factories.



Type	: Industrial Estate
Total development plan	: 505 ha
Location	: Ngoro, Mojokerto, East Java
Infrastructure	: Natural gas, power substation, waste water treatment, telecommunication
Access	: Toll road, main road, 45 km from Surabaya, 50 km from Tanjung Perak Seaport, 50 km from Juanda International Airport

Project Information

Launched	: 1991 (1st phase) & 2010 (2nd phase)
----------	---------------------------------------

Industrial Estate

Sold	: 323 ha
Land bank	: ± 86 ha
ASP 1Q19	: Rp 2 mn/sqm

Tenancy

Unicharm, Mitsui-Soko, Hitachi, HB Fuller, Yakult, Roman Ceramic, Mulia Ceramic (Dharma Persada Gemilang), Cort Indonesia, Toyota Astra Motor, etc.

Facility & Services

Export Processing Zone, Standard Factory Building, Warehouse, Commercial Area, Clinic, Bank & ATM, Office Space, Guest House, Outdoor Sport, Police Station, Internal Security, Fire Brigade.



Other Projects

Serenia Hills (Landed Residential)

Serenia Hills is a premium estate that stretches over 26 hectares in Lebak Bulus, South Jakarta. In 2013, Serenia Hills received an award at Housing Estate Green Property Award as Favorite Residential 2013.

Phase 1



Phase 1

Type	Residential		Residential	
Land Area	10 ha		16 ha	
Development Plan	Regent	187 units	Titan	59 units
	Signature	74 units	Ultimate	51 units
			Venture Barat	84 units
			Venture Timur	62 units
			Quantum (New Cluster)	75 units
	Total	261 units	Total	331 units
Launched	2011 & 2012		2013 & 2014 ; 2017 (Quantum)	
Sold	Regent	172 units (92%)	Titan	59 units (100%)
	Signature	72 units (97%)	Ultimate	44 units (86%)
			Venture Barat	83 units (99%)
			Venture Timur	62 units (100%)
			Quantum	75 units (100%)
	Total	244 units (93%)	Total	323 units (98%)
Land ASP 1Q19	Rp 17.8 mn/sqm		Rp 12.3 mn/sqm (Quantum: 18.1)	
Building ASP 1Q19	Rp 8.5 mn/sqm		Rp 8.2 mn/sqm (Quantum: 7.2)	



Praxis (Mixed Use & High Rise)

Praxis is part of the development of Intiland Tower Surabaya. Located in the Surabaya CBD, the project occupies 1.1 hectares of land comprising such facilities as office, apartment, retail, hotel and cinema.

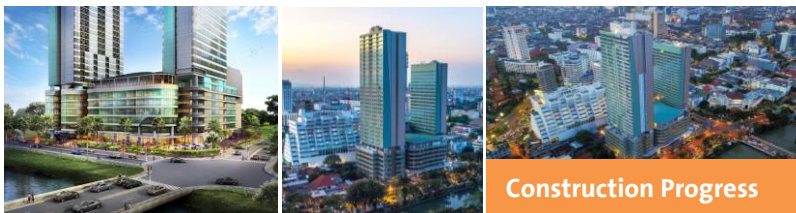


Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 1.1 ha
Location	: CBD Surabaya
Infrastructure	: Main road
GFA	: 102,498 sqm
No. of Floors	: Office 5 floors, Apartment 28 floors, Hotel 18 floors, F&B 1 floor, 3 basement floors

Phase 1 Information

Launched	: 2Q 2013
Construction	: 1Q 2014
Project completion	: 94%
Expected completion	: 2019

	Condominium	Office
Semi gross area	: 19,634 sqm (295 units)	21,544 sqm (185 units)
Market	: Strata title	Strata title 17,404 sqm Lease 4,140 sqm
Sold	: 13,454 sqm (68%)	4,321 sqm (25%)
ASP 1Q19	: Rp 20.3 mn/sqm	Rp 23.6 mn/sqm
	Hotel	Retail
Semi gross area	: 14,326 sqm	8,609 sqm
Unit	: 267 rooms	



Construction Progress

Spazio Tower (Mixed Use & High Rise)

Spazio Tower is a multi-function office tower located in Graha Festival, West Surabaya which development consists of office, hotel and retail. This project is the extension of Spazio, which has the same concept.



Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 0.5 ha
Location	: Graha Festival, West Surabaya
Infrastructure	: Main road
No. of floors	: 11 floors office, 7 floors hotel + function, 2 floors retail, 5 floors basement

Project Information

Launched	: 1Q 2014
Construction	: 4Q 2014
Project completion	: 78%
Expected completion	: 2019

	Office
Semi gross area	: 23,732 sqm
Market	: Strata title
Sold	: 12,679 sqm (53%)
ASP 1Q19	: Rp 39.2 mn/sqm

	Retail
Semi gross area	: 5,077 sqm
Market	: Lease

	Hotel + Function
	7,640 sqm (145 rooms)
	Lease



Construction Progress

Magnolia Residence (Landed Residential)

Magnolia Residence is a 14.7 ha development of a new housing estate in Jatake, Tangerang. Intiland commenced the development of infrastructure, marketing office, and show units in 2014.



Type	: Low-rise residential
Ownership	: 52.5%
Total area	: 14.7 ha
Location	: Jatake, Tangerang
Infrastructure	: Main road, toll road

Project Information

Market	: Middle
Sold units	: 226 units
Land ASP 1Q19	: 5.2 mn/sqm
Building ASP 1Q19	: 5.0 mn/sqm
Launched	: 2Q 2015





Project Facts	Harmony	The Hills	Fluora	The Forest Phase 1	Taman Palem 2	Jungle Walk	Plaza D’Captiva	Real Estate
Development	<ul style="list-style-type: none">▪ Harmony - 214 houses▪ Harmony 2 - 111 houses	207 houses	204 houses	173 houses	452 houses	136 shophouses	117 shophouses	615 houses
Sold	95%	100%	92%	41%	23%	18%	62%	82%
Land ASP	<ul style="list-style-type: none">▪ Rp 6.8 mn/sqm							
Remarks	<ul style="list-style-type: none">▪ Key catalyst – Lion City, a 30 ha of land purchased by Lion Air for training center, warehouses, dormitories							
Land bank	<ul style="list-style-type: none">▪ 76 ha	Developed		<ul style="list-style-type: none">▪ 115 ha				
Launched	<ul style="list-style-type: none">▪ 1995							
Infrastructure	<ul style="list-style-type: none">▪ Future Toll Road, Future MRT							

South Grove (Landed Residential)

South Grove is a peaceful green enclave of luxury homes, strategically located close to the heart of South Jakarta's thriving business district. Each of the 15 homes in the development offers residents privacy and comfort within a unique community that will enjoy access to extensive lifestyle facilities in the neighbourhood.



Type	: Low-rise residential
Ownership	: 100%
Total area	: 0.5 ha
Location	: Lebak Bulus, South Jakarta
No. of Units	: 15 units
Infrastructure	: Toll road, future MRT

Project Information

Launched	: 2018
Construction	: 2019
Sold Units	: 4 units (27%)
Land ASP 1Q19	: Rp 19.0 mn/sqm
Building ASP 1Q19	: Rp 10.0 mn/sqm



Sumatra 36 (Mixed Use & High Rise)

Sumatra 36 is a luxury downtown apartment on Sumatra Street, one of the prime addresses in Surabaya. It occupies a 2,359-square-meter land and consists of 12 floors, encompassing 63 exclusive units.



Type	: Mixed Use & High Rise
Total area	: 0.2 ha
Location	: CBD Surabaya
Infrastructure	: Main road
Design	: CSYA, Singapore
No. of Floors	: 12 floors

Phase 1 Information

Launched	: 4Q 2011
Construction	: 2013
Project completion	: 100%
Completed	: 2015

Apartment

Semi gross area	: 9,020 sqm
Market	: Strata title
Sold	: 4,452 sqm (49%)
ASP 1Q19	: Rp 25.1 mn/sqm



Recurring Income Projects

South Quarter Phase 1 (Investment Property)

South Quarter is a 7.2 ha mixed use and high rise development which Phase 1 (4.4 ha) comprises three office towers and supporting retail facilities. South Quarter is accessible via TB Simatupang toll road and Lebak Bulus Street.



Type	: Investment Property
Ownership	: 60% (40% GIC Singapore)
Location	: TB Simatupang, South Jakarta
Infrastructure	: Toll road, future MRT, shuttle bus
Design	: WS Atkins
No. of floor	: 20 floors, 4 basements
Launched	: 4Q 2012
Construction	: 2Q 2012
Project completion	: 100%
Completion	: 2015

Investment Property (office and retail):

Office (Tower A, B, C)

Lettable space	: 76,753 sqm
Leased space	: 51,688 sqm (67%)
Asking base rent	: Rp 250,000/sqm/month

Retail

Lettable space	: 7,516 sqm
Leased space	: 5,508 sqm (73%)
Asking base rent	: Rp 300,000 - 400,000/sqm/month



Phase 1 – Office Towers & Retail

Intiland Tower Jakarta (Investment Property)

Intiland Tower Jakarta is the company's flagship office building located in the Jakarta CBD area. It was designed by Paul Rudolph, renowned American architect who developed the 'green' concept, which reflects the tropical-themed Indonesian architecture. The building model was exhibited at the Museum of Modern Arts in New York.



Type	: Investment Property
Ownership	: 100%
Total area	: 0.8 ha
Location	: CBD Jakarta
Infrastructure	: Main road, MRT
Design	: Paul Rudolph
Floor	: 23 floors, 1 basement

Project Information

Construction	: 1984
Project completion	: 100%
Completion	: 1986

Office Tower

Lettable space	: 25,470 sqm
Leased space	: 19,288 sqm
Available space	: 6,182 sqm
Occupancy	: 76%
Avg. gross rent	: Rp 265,987/sqm/month

Intiland Tower Surabaya (Investment Property)

Intiland Tower Surabaya, another masterpiece by Paul Rudolph, is an office tower located in the heart of CBD Surabaya that becomes the leading IT building in the city. Its unique design of fronting terraces on every level allows natural free flow of air and lighting.



Type	: Investment Property
Ownership	: 100%
Total area	: 0.5 ha
Location	: CBD Surabaya
Infrastructure	: Main road
Design	: Paul Rudolph
No. of floor	: 12 floors, 2 basements

Project Information

Construction	: 1995
Project completion	: 100%
Completion	: 1997

Office Tower

Lettable space	: 19,568 sqm
Leased space	: 13,178 sqm
Available space	: 6,390 sqm
Occupancy	: 67%
Avg. gross rent	: Rp 185,552/sqm/month

Spazio (Investment Property)

Spazio is an office space in Graha Festival, West Surabaya consisting of strata title office units, with the first and second floor functioning as the food & beverage and lifestyle commercial spaces. Designed as a business community center, Spazio successfully introduces the concept of 24-hour open office in Surabaya.



Type	: Investment Property
Ownership	: 75%
Total area	: 0.8 ha
Location	: Graha Festival, West Surabaya
Infrastructure	: Main road

Project Information

Launched	: 4Q 2010
Construction	: 2011
Project completion	: 100%
Completion	: 2012

Retail (include terrace)

Lettable space	: 5,114 sqm
Leased space	: 1,153 sqm
Occupancy	: 23%
Avg. gross rent	: Rp 101,186/sqm/month

Development Income

Office Tower

Total area (SGA)	: 16,019 sqm
Market	: Strata title
Sold	: 15,289 sqm (95%)

National Hospital (Investment Property)

National Hospital Surabaya is located within Graha Famili, West Surabaya. It is the first hospital in Indonesia equipped with advanced technology of MRI 3 Tesla Wide Bore, CT Scan 128 slices. Developed by PT Surabaya Jasa Medika, a joint venture between PT Grande Family View (subsidiary) and a strategic partner.



Type	: Investment Property
Ownership	: 37.5%
Total area	: 0.85 ha
Location	: Graha Famili, West Surabaya
Building area	: 32,000 sqm
Infrastructure	: Main road
No. of floor	: 10 floors (including 2 basements) 5 floors Annex building

Project Information

Construction	: 1 October 2010
Project completion	: 100%
Grand opening	: 12 December 2012

Development

Bed capacity	: 205 beds and 123 wards
GP and Specialists	: 98 person
Nurses	: 151 person
Center of Excellence	: Neurosurgeon

On April 11, 2015, Indonesian Museum of Records (MURI) awarded National Hospital as the first hospital in Indonesia to perform Parkinson surgery, tremor procedure, and Deep Brain Stimulation installation.

On the same day, MURI also awarded Dr. Achmad Fahmi, a neurosurgeon specialist at National Hospital, as a pioneer in Deep Brain Stimulation application and in the development of stereotactic brain lesion for Parkinson and movement disorder in Indonesia.

Intiwhiz Hotel Chain (Investment Property - 30%)

The Company, through its subsidiary PT Intiwhiz International, has embarked on hospitality business by opening medium-class hotels suited to value-conscious, frequent travelers. Under the brand Whiz (two star-plus), Whiz Prime (three-star) and Grand Whiz (four-star) Hotels, the hotel chain spreads in big cities such as Jakarta, Surabaya, Semarang, Bali and Yogyakarta.

No	Hotels	Type	Opening Date	No. of Rooms
1	Whiz Yogyakarta Central Java	Own	10 Oct 2010	100
2	Whiz Semarang Central Java	Own	11 Nov 2011	148
3	Grand Whiz Nusa Dua Bali	Operator	29 Jul 2013	130
4	Whiz Cikini Jakarta	Own ¹⁾	28 Jan 2014	133
5	Grand Trawas East Java	Lease	Jan 2014	68
6	Whiz Prime Kelapa Gading Jakarta	Operator	Jul 2014	160
7	Swift Inn Aeropolis	Lease	5 Feb 2015	140
8	Whiz Prime Balikpapan	Own ¹⁾	12 Feb 2015	154
9	Whiz Prime Bogor	Own	1 Nov 2015	153
10	Whiz Prime Darmo Harapan	Lease	9 Nov 2015	100
11	Whiz Prime Manado	Own (JV)	11 Nov 2015	152
12	Whiz Prime Hasanuddin Makassar	Own	3 Mar 2016	147
13	Whiz Prime Lampung	Operator	14 Apr 2016	133
14	Grand Whiz Poin Square	Own (JV)	Jul 2016	159
15	Whiz Pekanbaru	Operator	Dec 2016	150

No	Hotels	Type	Opening Date	No. of Rooms
16	Whiz Cilacap	Own	Apr 2017	125
17	Whiz Faletahan – Blok M	Own (JV)	Jun 2017	52
18	Whiz Prime Malioboro	Operator	Jun 2017	123
19	Whiz Prime Sudirman – Makassar	Own	Jul 2017	132
20	Whiz Capsule Trawas	Lease	Okt 2017	100
21	Whiz Prime Malang	Own	Okt 2017	157
22	Whiz Prime Padang	Operator	Des 2017	136
23	Whiz Capsule Bromo	Lease	Des 2017	80
24	Whiz Residence Graha Residen	Lease	1 Aug 2018	30
25	Whiz Capsule Thamrin Jakarta	Profit Sharing	Apr 2019	58
Total				3,020

No	Pipeline Projects 2019	Type	No. of Rooms
1	Grand Whiz Megamas Mall Manado	Own (JV)	152
2	Whiz Karawang	Own	148
Total			300



Whiz Hotel
Yogyakarta



Grand Whiz
Nusa Dua Bali



Whiz Hotel
Semarang



Whiz Hotel
Cikini



Whiz Hotel
Pekanbaru



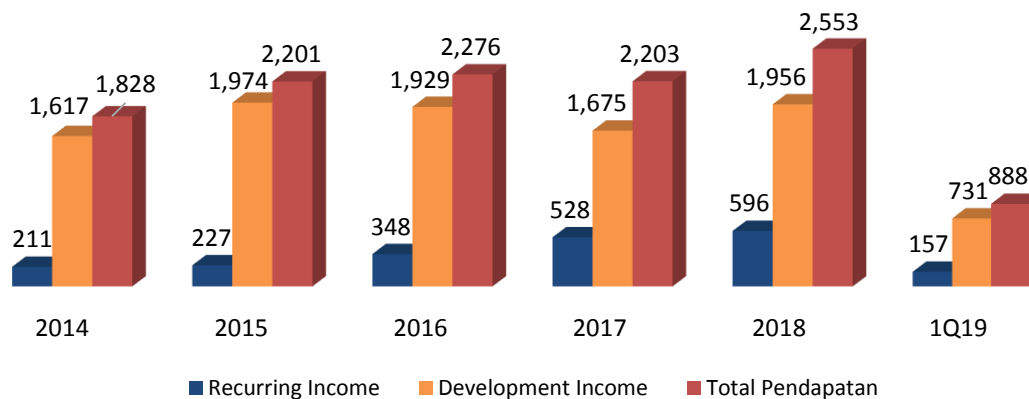
Whiz Prime
Kelapa Gading

1) BOT Scheme

Future Additional Recurring Income Stream (2018 and beyond)

Projects	Leaseable Area
57 Promenade - Phase I (36,6% owned)	Retail (NLA 769 sqm)
Spazio Tower	Hotel 145 rooms + function (SGA 7,640 sqm) Retail (SGA 5,077 sqm)
Praxis	Office (SGA 4,140 sqm) Hotel 267 rooms (SGA 14,326 sqm) Retail (NLA 8,609 sqm)
57 Promenade - Phase II (55% owned)	Office (SGA 48,509 sqm) Retail (NLA 11,141 sqm) Serviced apartment (SGA 9,726 sqm)

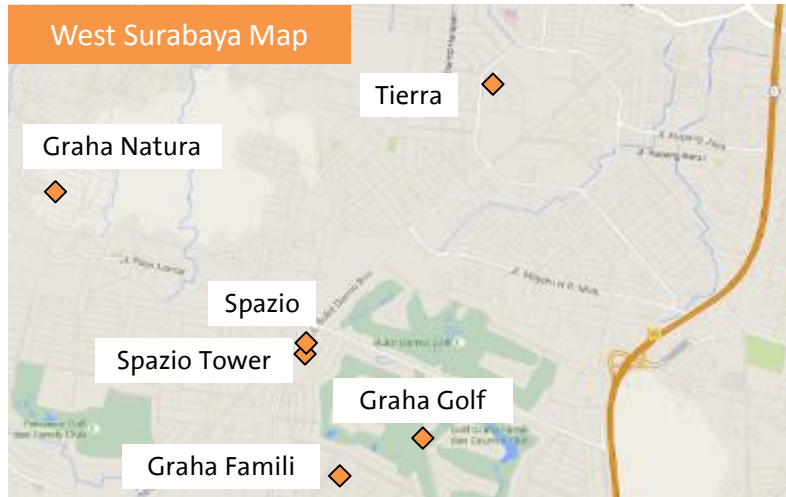
Revenue Breakdown
In billion Rupiah



Pipeline Projects

Tierra (Mixed Use & High Rise)

Tierra is located in the Plaza Segi Delapan area in West Surabaya, with a total of 6.3 ha of landbank to be developed into a mixed use development project targeting the middle segment.



Type	: Mixed Use & High Rise
Ownership	: 100%
Total area	: 6.3 ha
Location	: Plaza Segi Delapan, West Surabaya
Infrastructure	: Main road

Phase 1 Information – 2 condominium towers

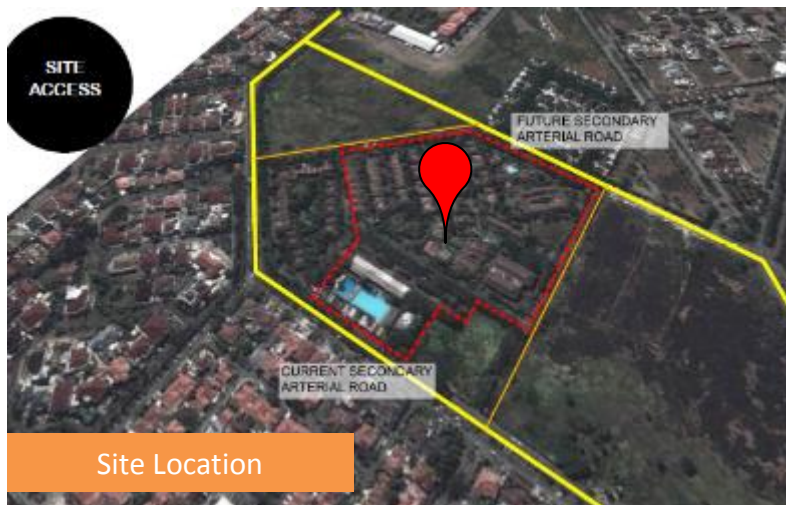
Total land area	: 10,760 sqm
-----------------	--------------

Condominium	Tower 1
Market	: Strata title
Estimated semi gross area	: 9,695 sqm
Estimated launch date	: 2020

Condominium	Tower 2
Market	: Strata title
Estimated semi gross area	: 21,161 sqm
Estimated launch date	: 2020

Podium / SOHO and Commercial Area

Market	: Strata / Lease
Estimated semi gross area	: 5,221 sqm



South Quarter Phase 2 (Mixed Use & High Rise)

South Quarter is a 7.2 ha mixed use & high rise development of which Phase 2 (2.7 ha) will comprise of two residential apartment towers. South Quarter is accessible via TB Simatupang toll road and Lebak Bulus Street.



Type	: Mixed Use & High Rise
Ownership	: 60% (40% GIC Singapore)
Total area	: 7.2 ha (Phase 1 - 4.4 ha, Phase 2 - 2.7 ha)
Location	: TB Simatupang, South Jakarta
Infrastructure	: Toll road, MRT, shuttle bus

Phase 1 Information – 3 Office Towers & Retail

Market	: Strata title & Investment Property
Project Completion	: 100%

Phase 2

Condominium Tower D, E

Market	: Strata title
Estimated semi gross area	: 45,000 sqm
Estimated launch date	: 2019



Phase 1 – Office Towers & Retail

West One City (Mixed Use & High Rise)

A 21 ha future mixed use & high rise project located in West Jakarta comprised of residential, retail and commercial properties with facilities such as educational institutions, sports clubs and parking spaces.



Future Project

Type	: Mixed Use & High Rise
Ownership	: 40%
Total area	: 21 ha
Location	: Daan Mogot, West Jakarta
Infrastructure	: Train, busway, JORR toll road
Building plot ratio	: 4 - 5

Project Information

High-rise residential

Strata title office

Market : Middle class

Others

- Completed the construction of front entrance, roads, infrastructure and marketing office.

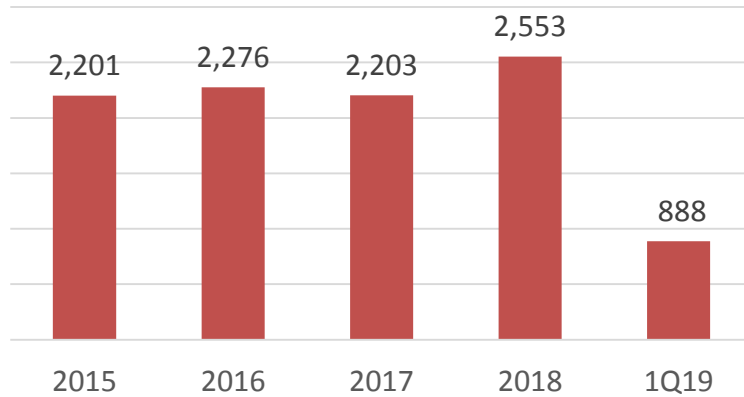


Marketing Office

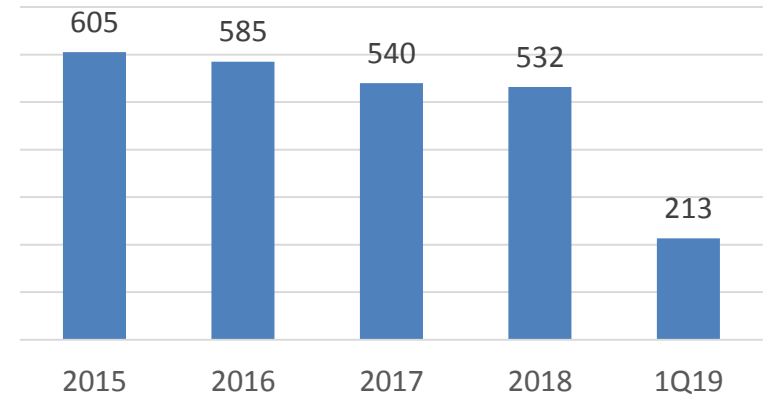
Financial Highlights

Financial Performance

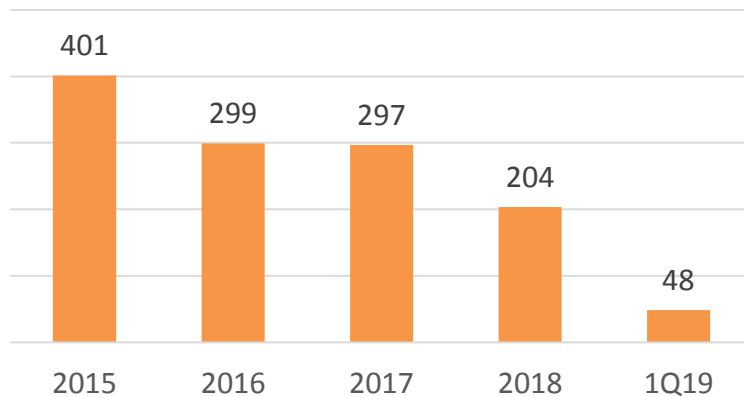
Revenue
in billion Rupiah



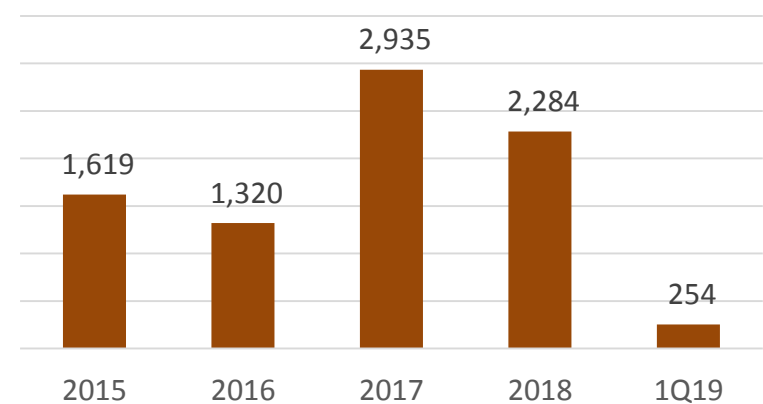
EBITDA
in billion Rupiah



Net Profit
In billion Rupiah



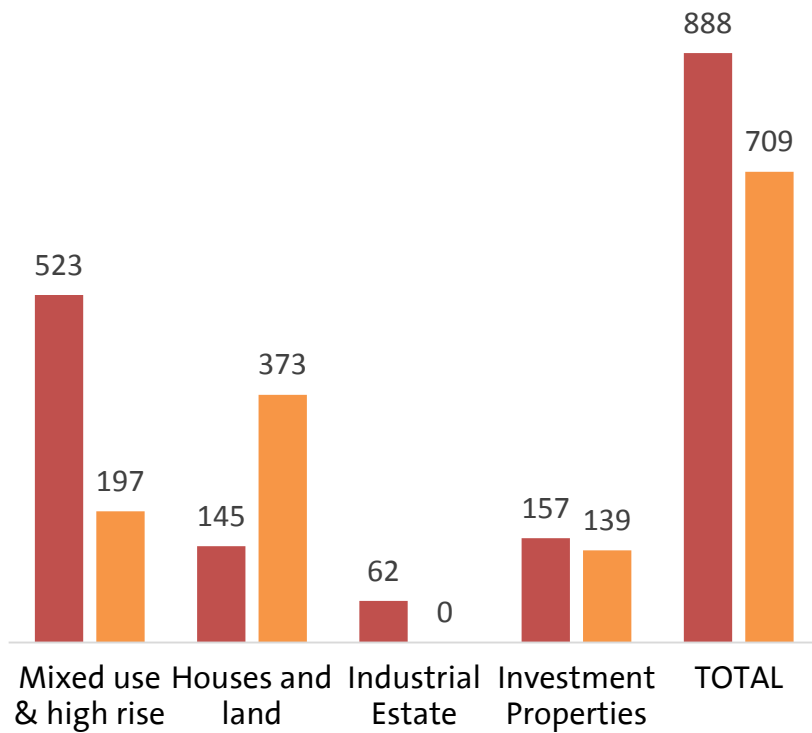
Marketing Sales¹⁾
In billion Rupiah



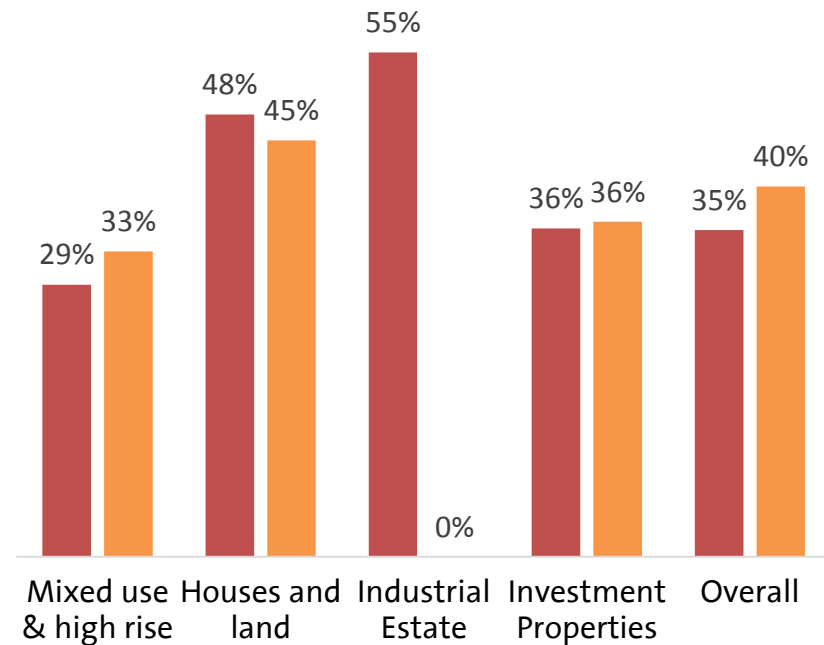
1) Marketing Sales includes Development Income only

Segments Contribution

Revenue
in IDR bn



Gross Profit Margin
% of Revenue



■ 1Q19 ■ 1Q18

Financial Highlights

Cash & Cash Equivalents	1Q19 inhouse	1Q18 inhouse	YoY Growth
Revenue	888	709	25%
Gross Profit	313	283	10%
EBITDA	213	189	12%
Net Income	48	113	-57%
EPS	5	11	-57%
Gross Profit Margin	35%	40%	
EBITDA Margin	24%	27%	
Net Income Margin	5%	16%	
ROA (Annualized)	1%	4%	
ROE (Annualized)	3%	8%	

in Rp billion	1Q19 inhouse	FY18 Audited	Growth
Total Assets	14,116	14,216	-1%
Total Liabilities	7,495	7,700	-3%
Total Equity	6,622	6,516	2%
Sales Advance	1,356	1,685	-19%
Cash & Cash Equivalents	1,098	1,124	-2%
Total Debt	5,093	5,012	2%
Net Debt/Equity	60%	60%	

in Rp billion	2018 Audited	2017 Audited	2016 Audited	2015 Audited	2014 Audited-R
Revenue	2,553	2,203	2,276	2,201	1,828
Gross Profit	1,006	956	1,036	1,043	993
EBITDA	532	540	585	605	665
Net Income	204	297	299	401	431
EPS	20	29	29	39	42
Gross Profit Margin	39%	43%	46%	47%	54%
EBITDA Margin	21%	25%	26%	27%	36%
Net Income Margin	8%	14%	13%	18%	24%
ROA	1%	2%	3%	4%	5%
ROE	3%	5%	6%	8%	10%

in Rp billion	2018 Audited	2017 Audited	2016 Audited	2015 Audited	2014 Audited-R
Total Assets	14,216	13,097	11,840	10,289	9,008
Total Liabilities	7,700	6,787	6,783	5,518	4,539
Total Equity	6,516	6,311	5,057	4,771	4,469
Sales Advance	1,685	1,374	1,168	1,343	1,760
Cash & Cash Equivalents	1,124	750	473	405	552
Total Debt	5,012	4,431	4,455	3,200	2,127
Net Debt/Equity	60%	58%	79%	59%	35%
Dividend	21	N/A	52	51	103
Dividend per Share	2	N/A	5	5	10

EBITDA: Operating profit + final tax + depreciation + amortization

Appendix

Awards & Achievements

2019



Intiland

Juru Bicara Terbaik dalam Membangun Citra
Positif Perusahaan Properti yang Inovatif in
Indonesia Spokesperson of The Year Award 2019
Warta Ekonomi



Intiland

Community Builder in
Donor Appreciation Night
Habitat for Humanity
Indonesia



Appreciation on Water Conservation
Green Building Council Indonesia

South Quarter

Appreciation on Water Conservation in
Green Building Appreciation & "Innovation
Day: Building Re-Invented"
Schneider Indonesia & Green Building
Council Indonesia



Regatta

Property Management Service Excellence
Award (PMSEA) 2019 for Upper Class
Apartment
Majalah Property In & Carre

2018



**Hendro S.
Gondokusumo**
2018 Real
Estate
Personality
Property Guru
Group



Serenia Hills
Country Winner
– Best
ousing/Landed
Development in
Indonesia
Asia Property
Awards
by Property
Guru Group



Serenia Hills
The Country
Winner- Best
Housing/Landed
Development
(Indonesia)
Asian Property
Awards 2018 by
Property Guru
Group



Intiland

Top Fastest Growing
Companies
Infobank Awards 2018



Intiland

Mitra Pengembang Properti
Nasional Terbaik
BTN Property Awards 2018
Bank Tabungan Negara



Intiland

Top 10
Developers BCI
Asia Awards 2018
BCI Asia



Majalah Beranda

2nd Winner Best In-House
Magazine in Private Sector
Indonesia Content Marketing
Awards 2018
Kompas - Gramedia



Magnolia Residence

The Most Preferred Landed
Houses in Tangerang
Real Estate Awards 2018
Rumah123.com



Majalah Beranda
Property Guru by
Davey Gold Awards
2018 by Davey



Fifty Seven Promenade

The Recommended Condominium
in Jakarta Properti Indonesia
Awards 2018
Majalah Properti Indonesia



Serenia Hills

The Most Preferred Landed
Houses In South Jakarta
Real Estate Awards 2018
Rumah123.com



Serenia Hills

Top 8 Marketing Communications
in Housing Category
Indonesia Property Awards 2018
Warta Ekonomi

Contact Us

Nathan Tanugraha :
nathan.tanugraha@intiland.com

Investor Relations

PT Intiland Development Tbk

Intiland Tower, Penthouse Floor
Jl. Jend. Sudirman 32
Jakarta 10220 Indonesia

Tel : +62 21 5701912

Fax: +62 21 5700015

www.intiland.com