

Corporate Presentation  
30 June 2022  
PT Intiland Development Tbk

Intiland. Developing Your World.



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## Disclaimer

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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.

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# Session 1

## Company Overview



# PT Intiland Development Tbk ( “ Intiland ” )

Since 1983, Intiland has established a long and successful track record over 61 projects, as a trend-setter and innovator with high quality award-winning projects in Jakarta and Surabaya

## Almost 4 decades of operating history

- First established in 1983 under the name of PT Wisma Dharmala Sakti, Intiland has a long operating track record of c.40 yrs
- Listed on the IDX since 1991 with market capitalization of Rp1.5tn (~USD100m)\* as of Jun 30, 2022

## Developer with high quality projects in Indonesia

- **South Quarter**, the integrated mixed use development in TB Simatupang, South Jakarta CBD
- **Graha Famili**, the first golf-themed luxurious residential development in Surabaya
- **Ngoro Industrial Park**, established in 1991, home to more than 90 industries at the toe of Mount Penanggungan, Mojokerto
- **Aeropolis**, the integrated mixed use development in Soekarno-Hatta's international airport area (only 500 meters away)
- **Regatta**, a luxury sea-front condominium in Jakarta
- **Pantai Mutiara**, the reclaimed housing development with canal bay (in South East Asia)
- **Intiland Tower Jakarta**, a "green" building in CBD Jakarta designed by Paul Rudolph with direct MRT station access

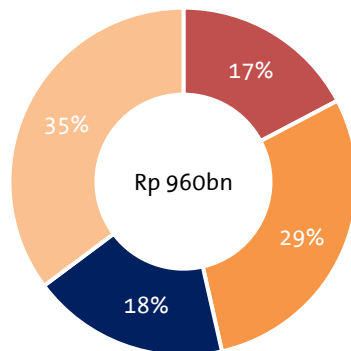
## Large, strategically located land bank

- Around 2,000 ha of remaining land bank spread across key locations in Jakarta, Greater Jakarta, Surabaya and Greater Surabaya

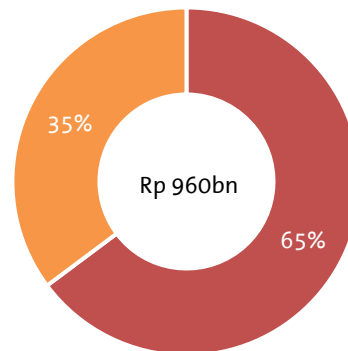
## Well-diversified portfolio

- Successfully developed over 61 projects in Jakarta and Surabaya across a wide spectrum of sub-sectors including landed residential townships, office towers, high-rise apartments, hospitality, industrial estates as well as sports and golf club management

### Revenue breakdown (as of Jun 30, 2022)

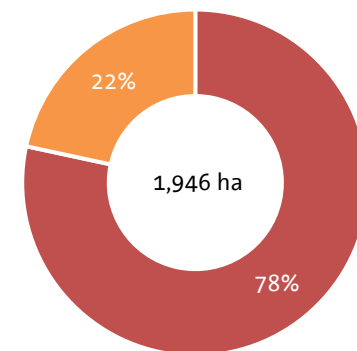


■ Mixed use and high rise ■ Houses and land  
■ Industrial estate ■ Investment properties



■ Development Revenue ■ Recurring Revenue

### Land bank breakdown (as of Jun 30, 2022)

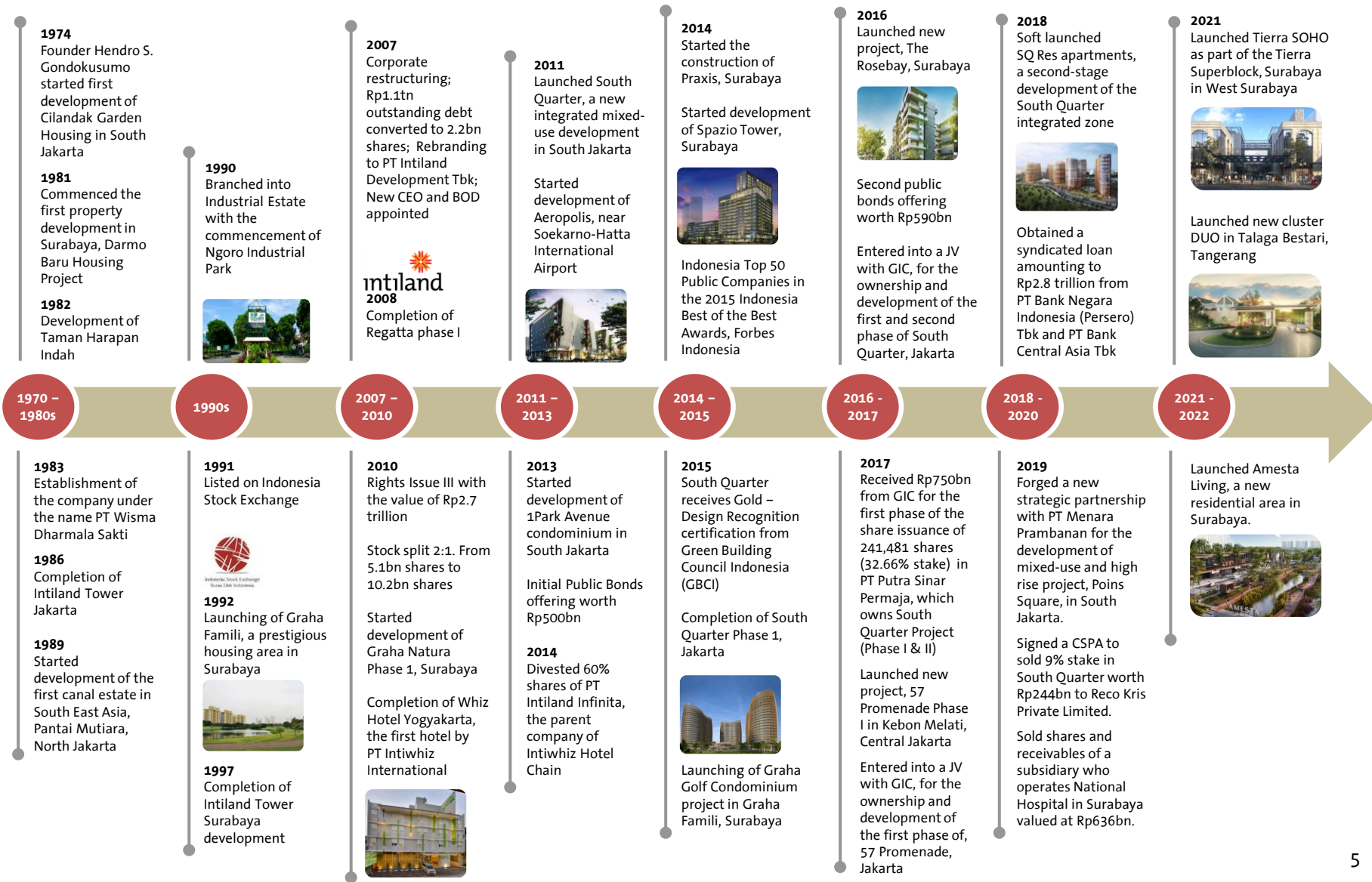


■ Jakarta & Greater Jakarta Area  
■ Surabaya & Greater Surabaya Area

\*Based on an IDR/US\$ conversion rates of 14,882 which is the middle of the buying and selling foreign exchange transaction rates announced by Bank Indonesia on Jun 30, 2022



# Key Corporate Milestone




**1974**  
Founder Hendro S. Gondokusumo started first development of Cilandak Garden Housing in South Jakarta

**1981**  
Commenced the first property development in Surabaya, Darmo Baru Housing Project

**1982**  
Development of Taman Harapan Indah


**1974 - 1980s**

**1990**  
Branched into Industrial Estate with the commencement of Ngoro Industrial Park



**1990s**


**2007**  
Corporate restructuring; Rp1.1tn outstanding debt converted to 2.2bn shares; Rebranding to PT Intiland Development Tbk; New CEO and BOD appointed



**2007 - 2010**

**2011**  
Launched South Quarter, a new integrated mixed-use development in South Jakarta


Started development of Aeropolis, near Soekarno-Hatta International Airport



**2011 - 2013**


**2014**  
Started the construction of Praxis, Surabaya

Started development of Spazio Tower, Surabaya



**2014 - 2015**

**2016**  
Launched new project, The Rosebay, Surabaya




Second public bonds offering worth Rp590bn

Entered into a JV with GIC, for the ownership and development of the first and second phase of South Quarter, Jakarta

**2016 - 2017**


**2018**  
Soft launched SQ Res apartments, a second-stage development of the South Quarter integrated zone




Obtained a syndicated loan amounting to Rp2.8 trillion from PT Bank Negara Indonesia (Persero) Tbk and PT Bank Central Asia Tbk

**2018 - 2020**

**2021**  
Launched Tierra SOHO as part of the Tierra Superblock, Surabaya in West Surabaya



Launched new cluster DUO in Talaga Bestari, Tangerang




**2021 - 2022**

**1983**  
Establishment of the company under the name PT Wisma Dharmala Sakti


**1986**  
Completion of Intiland Tower Jakarta

**1989**  
Started development of the first canal estate in South East Asia, Pantai Mutiara, North Jakarta

**1991**  
Listed on Indonesia Stock Exchange



**1992**  
Launching of Graha Famili, a prestigious housing area in Surabaya




**1997**  
Completion of Intiland Tower Surabaya development

**2010**  
Rights Issue III with the value of Rp2.7 trillion

Stock split 2:1. From 5.1bn shares to 10.2bn shares

Started development of Graha Natura Phase 1, Surabaya

Completion of Whiz Hotel Yogyakarta, the first hotel by PT Intiwhiz International




**2013**  
Started development of 1Park Avenue condominium in South Jakarta

Initial Public Bonds offering worth Rp500bn

**2014**  
Divested 60% shares of PT Intiland Infinita, the parent company of Intiwhiz Hotel Chain

**2015**  
South Quarter receives Gold – Design Recognition certification from Green Building Council Indonesia (GBCI)

Completion of South Quarter Phase 1, Jakarta



Launching of Graha Golf Condominium project in Graha Famili, Surabaya

**2017**  
Received Rp750bn from GIC for the first phase of the share issuance of 241,481 shares (32.66% stake) in PT Putra Sinar Permaja, which owns South Quarter Project (Phase I & II)

Launched new project, 57 Promenade Phase I in Kebon Melati, Central Jakarta


Entered into a JV with GIC, for the ownership and development of the first phase of, 57 Promenade, Jakarta

**2019**  
Forged a new strategic partnership with PT Menara Prambanan for the development of mixed-use and high rise project, Poins Square, in South Jakarta.

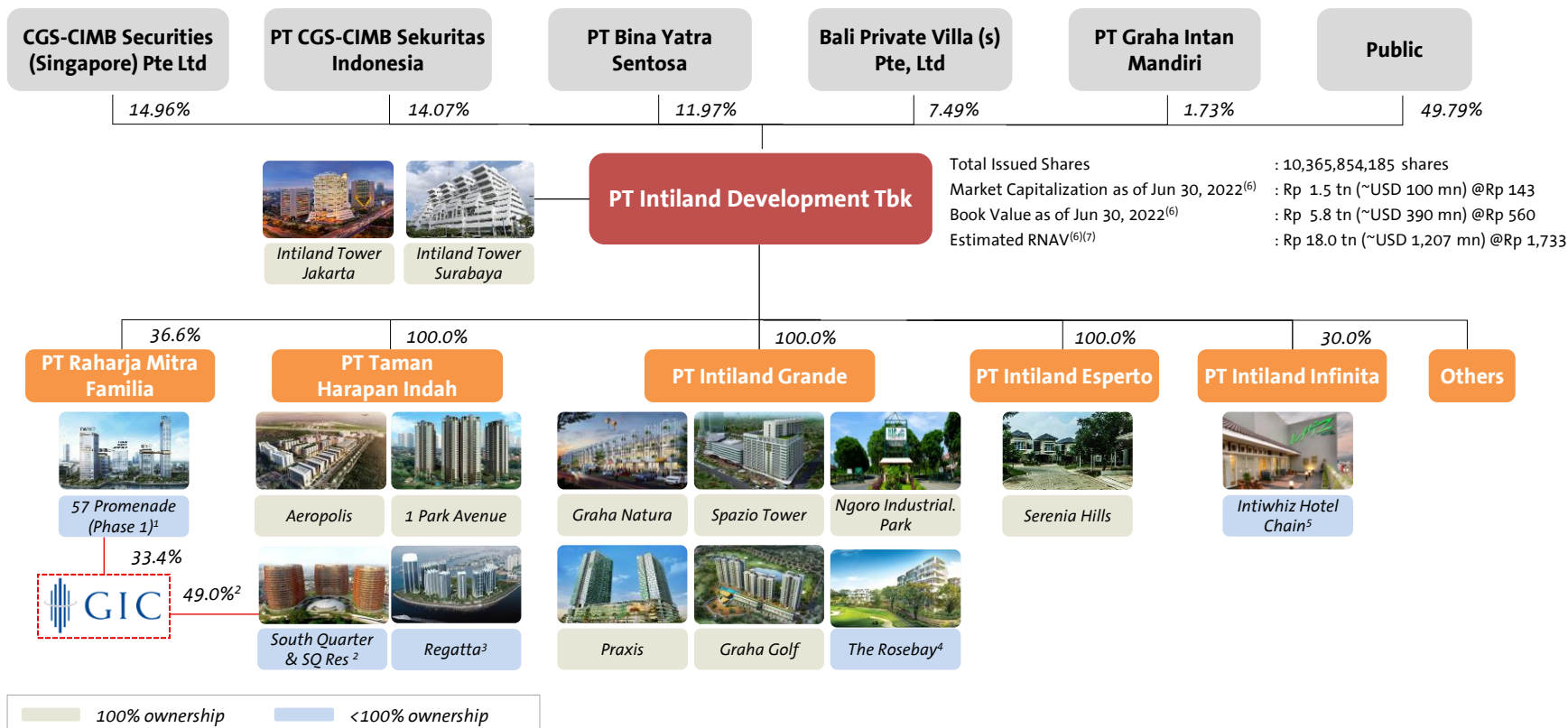
Signed a CSPA to sold 9% stake in South Quarter worth Rp244bn to Reco Kris Private Limited.

Sold shares and receivables of a subsidiary who operates National Hospital in Surabaya valued at Rp636bn.

Launched Amesta Living, a new residential area in Surabaya.



# Corporate Structure



Total Issued Shares : 10,365,854,185 shares  
Market Capitalization as of Jun 30, 2022<sup>(6)</sup> : Rp 1.5 tn (~USD 100 mn) @Rp 143  
Book Value as of Jun 30, 2022<sup>(6)</sup> : Rp 5.8 tn (~USD 390 mn) @Rp 560  
Estimated RNAV<sup>(6)(7)</sup> : Rp 18.0 tn (~USD 1,207 mn) @Rp 1,733

## Notes:

- 57 Promenade (Phase I) is jointly held and developed by PT Raharja Mitra Familia (36.63% stake), GIC's affiliate (33.40% stake) and PT Galang Gema Pradana (29.97% stake)
- South Quarter is jointly held and developed by PT Putra Sinar Permaja (51% stake), GIC's affiliate (49% stake)
- Regatta is held by Badan Kerjasama Mutiara Buana (BKMB), a 50-50 JO partnership between PT Taman Harapan Indah and PT Global Ekabuana
- The Rosebay is held by PT Grande Family View, a 75%-owned subsidiary of PT Intiland Grande
- The Intiwhiz Hotel Chain is operated by PT Intiwhiz International, a subsidiary of PT Intiland Infinita
- Based on an IDR/USD conversion rate of 14,882 which is the Jakarta Interbank Spot Dollar Rate (JISDOR) benchmark on Jun 30, 2022
- The company appraised its major assets on Dec 31, 2017, primarily done by Knight Frank and Jones Lang LaSalle

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

**SURABAYA &  
GREATER AREA,  
BATANG**

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

**Development Income**

**Recurring Income**

## Selected Awards and Achievements

2022



**South Quarter**  
World's Best Office Award  
FIABCI World Prix d'Excellence  
Award 2022



**Amesta Living**  
Best Rising Star Development  
Lamudi.co.id Property  
Awards 2022

2021



**Intiland**  
The Best Sustainable Developer  
Indonesia for PropertyGuru  
Indonesia Property Awards 2021



**Fifty Seven Promanade**  
The Highly Recognized Condo in  
Jakarta for Properti Indonesia  
Awards 2021



**Regatta**  
Best Premium Apartemen  
Development Jakarta – Golden  
Property Awards 2021

**Intiland**  
Top Digital Company Award 2021  
for the Category of Apartment  
Developer



**Serenia Hills**  
World Gold Winner for the  
Residential (Low Rise)  
FIABCI World Prix d'Excellence  
Award 2021



**Intiland**  
Special Recognition in Environmental,  
Social, Governance for PropertyGuru  
Indonesia Property Awards 2021



**Intiland**  
Special Recognition in Sustainable Design  
& Construction for PropertyGuru  
Indonesia Property Awards 2021

**Intiland**  
Best of Property Company & Real Estate  
2021 Award at the 2021 Urban City Award  
event held by urbancity.id



**Intiland**  
Top 10 Developers 2021 –  
BCI Asia Award 2021, held by Building  
& Construction Interchange (BCI Asia)



**DUO**  
The Best Mid-End Housing Development  
Greater Jakarta for PropertyGuru  
Indonesia Property Awards 2021



**Graha Natura**  
SILVER Winner, FIABCI Indonesia  
REI Excellence Awards 2021, Low  
Rise Residential Development



**Graha Golf**  
GOLD Winner, FIABCI  
Indonesia REI Excellence  
Awards 2021, Mid Rise  
Residential Development



**1Park Avenue**  
GOLD Winner, FIABCI Indonesia  
REI Excellence Awards 2021, High  
Rise Residential Development



**South Quarter**  
GOLD Winner, FIABCI Indonesia  
REI Excellence Awards 2021,  
Office Development



## Session 2

### Strategy



# Growth Strategy

## 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

## Strategic partnership case study: GIC

Our JVs with GIC present a good example of what we seek in a strategic partner and how we employ such partnerships as a way to mitigate development risk and proactively strengthen our balance sheet

### JV overview

November 2016 &  
April 2019



- Entered into a JV with GIC to divest 40% ownership stake in the integrated mixed-use complex, **South Quarter & SQ Res** in Nov 2016 and an additional 9% in April 2019
- Together with GIC, Intiland will continue to develop SQ Res, which comprises two condominium towers

August 2017



- Entered in a 2<sup>nd</sup> JV with GIC for the ownership and development of the Phase I of **57 Promenade** project in Jakarta
- Post transaction ownership breakdown in 57 Promenade Phase 1: Intiland (36.63%), GIC (33.40%), land owner JV partner (29.97%)

### Strategic benefits

- ✓ **Synergistic strengths and experience/track record of quality partner**
  - As one of the largest institutional real estate investors globally, GIC brings broad knowledge and expertise from its investment network
  - Intiland, in turn, provides local market insights, a proven development track record and land bank access as one of the most established Indonesian property developers
- ✓ **Enables Intiland to expand into new projects while reducing funding needs and mitigating execution risk**
- ✓ **Like-minded partners with a long term investment outlook**
- ✓ **Our 2<sup>nd</sup> JV with GIC in 2017 further demonstrates confidence in our capabilities and is a testament to the strength of our partnership**

### Capital management

- Total sale proceeds from divestment of 40% stake in South Quarter: IDR 1trn
  - Received IDR 750bn of which c.IDR 660bn was used to pay off the project loan
  - Remaining amount of IDR 250bn will be used as working capital for the construction of South Quarter Phase II
- Total sale proceeds from divestment of 9% stake in South Quarter: IDR 244bn
  - The proceeds will be used to strengthen Intiland's financial position
- Total sale proceeds of IDR 230bn for divestment of stake in 57 Promenade Phase 1
  - IDR 184bn was used to reduce loan
  - Remaining amount of IDR 46bn will be used as working capital



## Session 3

### Key Investment Highlights





# Key Investment Highlights

**Established track record** in successfully developing and launching premium flagship projects

**Diversified portfolio in strategic locations** which stands to benefit from ongoing/recent infrastructure developments

**Large land bank** to sustain medium to long term development

**Strong pipeline** of high quality developments and **growing recurring income**

High upside potential on investment return with **RNAV per share of Rp 1,778\***

**Experienced management and strong corporate governance** driving sustainable growth



\*RNAV based on 31 Dec 2017 financials. Major assets were primarily valued by Knight Frank and Jones Lang LaSalle.



# Established track record in successfully developing and launching premium flagship projects



Over the past 40 years, we have developed/launched various award-winning premium projects which have become benchmarks in their respective markets

## Mixed Use & High Rise



Integrated mixed-use development in South Jakarta CBD - premised on the concept of sustainability and located on a 7.2ha site, among the largest in the city



World's Best Office Award  
**FIABCI World Prix d'Excellence Award**



An iconic mixed-use urban living development in Kebon Melati, Jakarta CBD



The Highly Recognized Condo  
**Properti Indonesia Awards**

## Mixed Use & High Rise



Luxury sea-front condominiums in Jakarta



Best Premium Apartemen Development  
**Golden Property Awards**

## Office



Green building in Indonesia; the building model was exhibited at the Museum of Modern Art in New York

## Landed Residential



One of the first reclaimed housing developments in SE Asia

## Landed Residential



Green residential complex in South Jakarta - equipped with integrated security system, waste management system and sports facilities



Best Landed Residential Development  
**FIABCI-REI Excellence Awards**



The Best Innovation in Property Product Concept  
**Property Innovation Awards**



Best Compact Development in Jakarta & Indonesia  
**Golden Property Awards**



Best Housing Development  
**Indonesia Property Awards**



Best Housing/Landed Development  
**Asian Property Awards**



First golf-themed luxurious residential development in Surabaya

\*Launched in 2H 2017



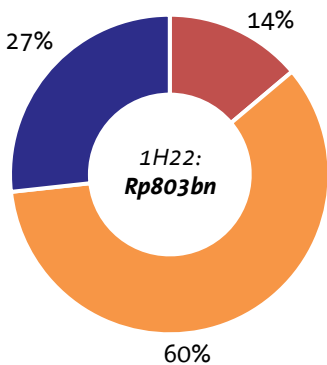
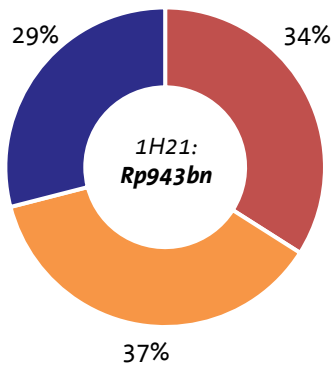
# Diversified portfolio in strategic locations which stands to benefit from ongoing/recent infrastructure developments



Our diversified portfolio is well-positioned to capture demand across different product types and locations

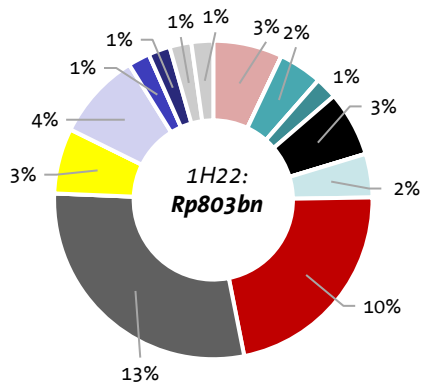
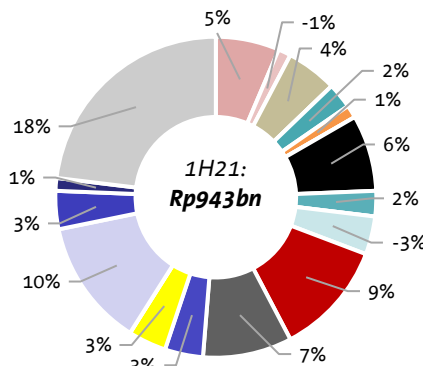
## Marketing Sales

by product type



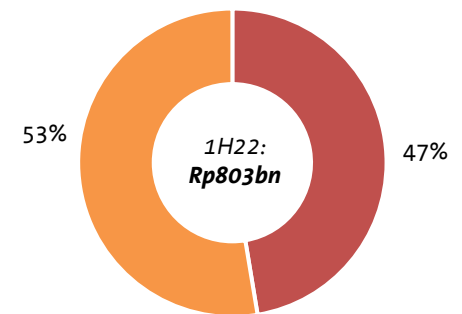
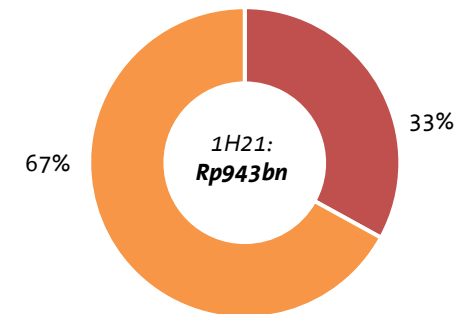
- Mixed Use & High Rise
- Landed Residential
- Industrial Estate

by project



- The Rosebay
- Sumatra 36
- Spazio Tower
- 1 Park Residence
- Serenia Hills
- Taman Semanan Indah
- 1 Park Homes
- SQ Res
- Regatta (50%)
- 1 Park Avenue
- 57 Promenade
- Graha Famili
- Talaga Bestari
- Pinang Residence
- Aeropolis
- Praxis
- Graha Golf
- Graha Natura
- Magnolia Residence
- South Grove
- Virya Semanan

by location



- Jakarta & Greater Jakarta
- Surabaya & Greater Surabaya



# Industrial Estate – Ngoro Industrial Park



Our industrial estate in Ngoro allows locators to access East Java and is located in close proximity to key transport hubs (sea port and airport), with toll road and main road access

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

## Location and features

- Located c.45km south of Surabaya in Ngoro, Mojokerto, East Java
- Quick access to Surabaya’s Tanjung Perak Port (50km) and Juanda International Airport (50km)
- Facilities and services include an export processing zone, standard factory buildings, warehouses, commercial areas, clinics, banks & ATMs, office spaces, guest houses, outdoor sports facilities, a police station, internal security and a fire brigade



## Total development plan

	<i>Ngoro Industrial Park I</i>	<i>Ngoro Industrial Park II</i>
Development area	220ha	285ha
Launched*	1991	2010
Land bank (Jun 30, 2022)	87ha	

## Key tenants



\* The first phase of the development (Park I) started in 1991 while the second phase (extension, Park II) commenced in the first half of 2010





# Industrial Estate – Batang Industrial Park



Our new industrial estate in Batang is well connected to West and East Java through Trans-Java toll and is a future key industrial hub of Central Java

Batang Industrial Park is strategically located at Batang Region, Central Java Province, right at the center of Java Island

## Location and features

- Well connected to both West and East Java through Trans-Java toll
- Located c.360km East of Jakarta and c.425km of West Surabaya
- Quick access to Semarang's Tanjung Mas Port (95km) and Ahmad Yani International Airport (85km)
- Facilities and services include warehouses, commercial areas, police station, internal security, fire brigade, stable electric supply from PLN.

Key tenant:  & it's networks



## Total development plan

### Batang Industrial Park I

Development area*	287ha
Launched	2020
Land bank (Jun 30, 2022)	190 ha



\*Total development plan for phase 1 and phase 2 is 500 ha



# High-rise developments – Mixed-use/Integrated

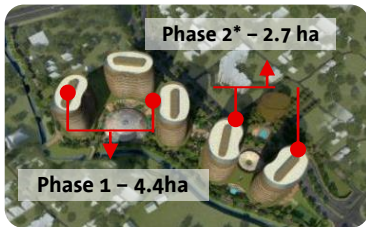


Our flagship high-rise mixed-use/integrated projects have seen strong take-up rates across various components (residential, office, retail)

Our high rise developments are high density projects, located in prime urban locations typically located on plots of land measuring ~1-10 ha

## Completed

### South Quarter



- Integrated mixed-use development comprising three office towers and supporting retail facilities - premised on the concept of sustainability
- Ownership: 51.0% (JV with GIC Singapore owning the remaining 49.0%)
- Phase 1 comprises three 20-floor office towers with some retail space
  - Tower A: 100% strata sold, Tower B and C retained for leasing
  - Total semi gross area of 129,843 sq.m.
  - Net leasable office area of 76,753 sq.m. and retail space (lease) of 7,542 sq.m.

Launched

4Q 2012

Completion

2015

Land area

4.4ha

Location

TB Simatupang, South Jakarta

## Ongoing development

### 57 Promenade Phase 1



- Planned mixed use & high rise development with outdoor elements such as pedestrian walkways and retail outlets
- Ownership: 36.63% (JV with GIC and PT Galang Gema Pradana owning 33.40% and 29.97% respectively)
- Phase 1 includes 2 condo towers and retail space:
  - 24-floor City57 tower (strata): 260 units
  - 49-floor Sky57 tower (strata): 236 units
  - Retail space (lease): 769 sq.m.

Launched

3Q 2017

Expected completion

2022

Land area

1.2ha

Location

Kebon Melati, CBD Jakarta

\* Soft launch of sales in 4Q 2018

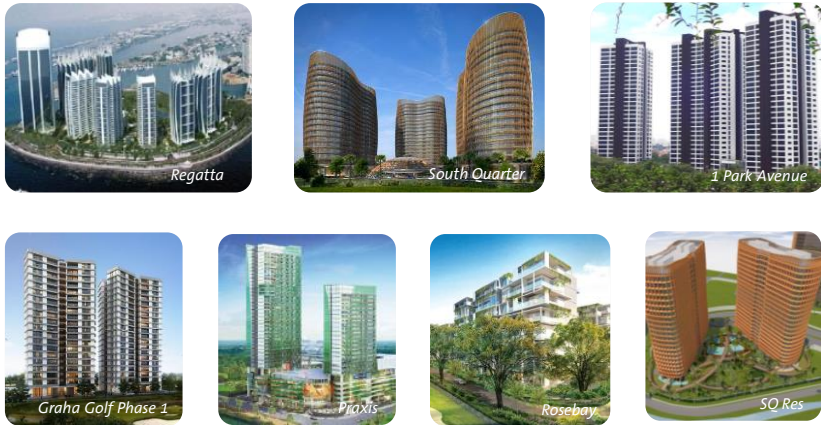


# High-rise developments – Residential

Our current pipeline and high-rise residential projects are located in strategic areas with strong infrastructure connectivity and/or within established areas. It will offer a wider range of unit sizes to provide more affordability

*High quality projects in strategic locations targeted at middle-up income demographic*

## Current Projects



### Current Projects

### Est. size / unit (SGA sq.m.)

57 Promenade Phase 1	38-183
Regatta 2	104-235*
1Park Avenue (K,Q,R); 1Park Hamilton	138-335
Graha Golf Phase 1	139-168
Praxis (Apartment)	44-85
Rosebay	75-166
SQ Res	48-135

\* Net size

\*\* Price range not including Penthouse unit

*High quality projects in strategic locations targeted at middle to high income demographic*

## Pipeline Projects



### Pipeline Projects

### Est. size / unit (SGA sq.m.)

Pinang Apartment	27-92
Graha Golf Phase 2	182-411**
Tierra	28-68
Graha Natura Apartment	31-71



## Landed residential

Our portfolio of well-located, high quality landed residential projects allows us to broaden our customer reach and further diversifies our revenue base

### Ongoing Development

#### Serenia Hills, South Jakarta



- Premium estate located on 26ha, offering a modern residential facility with a private cluster concept and club facilities
- The residential complex comes equipped with an integrated security system, waste management system and sports facilities.

#### Graha Natura, 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
- Graha Natura works together with a number of scientific institutes for environment conservation program which takes place almost half of the green open space all around the residential area

#### Talaga Bestari, West Tangerang



- Talaga Bestari is an integrated community centre that fosters the concept of green and modern living.
- The estate provided an area of 60,000m<sup>2</sup> filled with urban forest, deer park, jogging track, shops, cafes, shopping complex and entertainment outlets.

#### Amesta Living, East Surabaya



- Located in East Surabaya, Amesta Living is equipped with a variety of the best facilities ranging from SOHO, retail, commercial, and lifestyle malls.
- The development of a 60-hectare integrated area presents the convenience and comfort of living with the presence of a commercial area, jogging track, children's playground, and water promenade facilities.

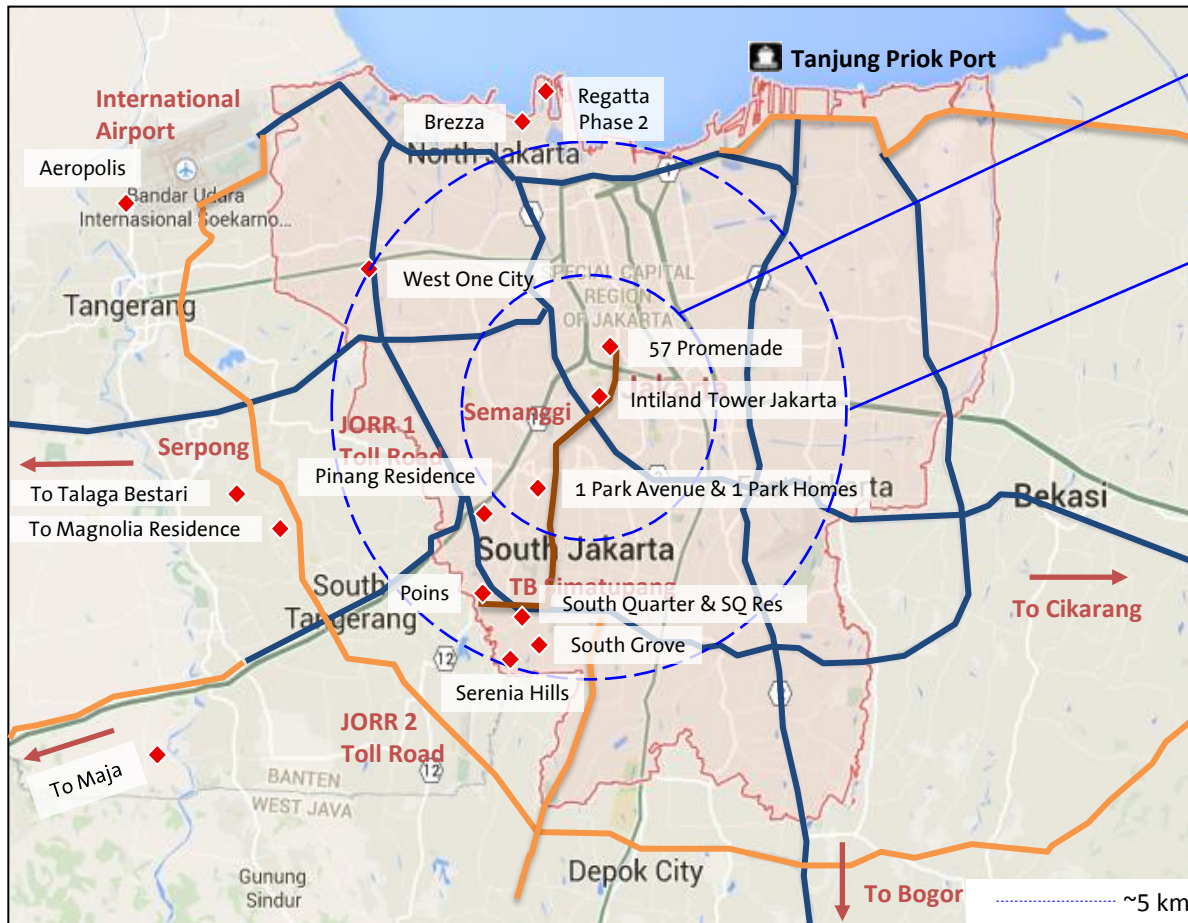




# Well-located portfolio within Central and Greater Jakarta...



Most of our ongoing/near term projects in Jakarta are located within 5-10km radius from CBD in well-established areas and supported by infrastructure developments



### 5km radius dari Simpang Susun Semanggi, CBD

- 57 Promenade
- Intiland Tower Jakarta
- 1 Park Avenue
- 1 Park Homes

### 10km radius dari Simpang Susun Semanggi, CBD

- Poinis
- South Quarter
- SQ Res
- Serenia Hills
- South Grove
- Pinang Residence
- West One City

### Proyek lain di Jakarta and Sekitarnya

- Regatta Phase 2
- Brezza
- Aeropolis
- Talaga Bestari
- Magnolia Residence
- Maja

#### Legend

- Existing Toll Road
- Planned Toll Road
- MRT Route
- Existing Railway
- ◆ Intiland's Projects

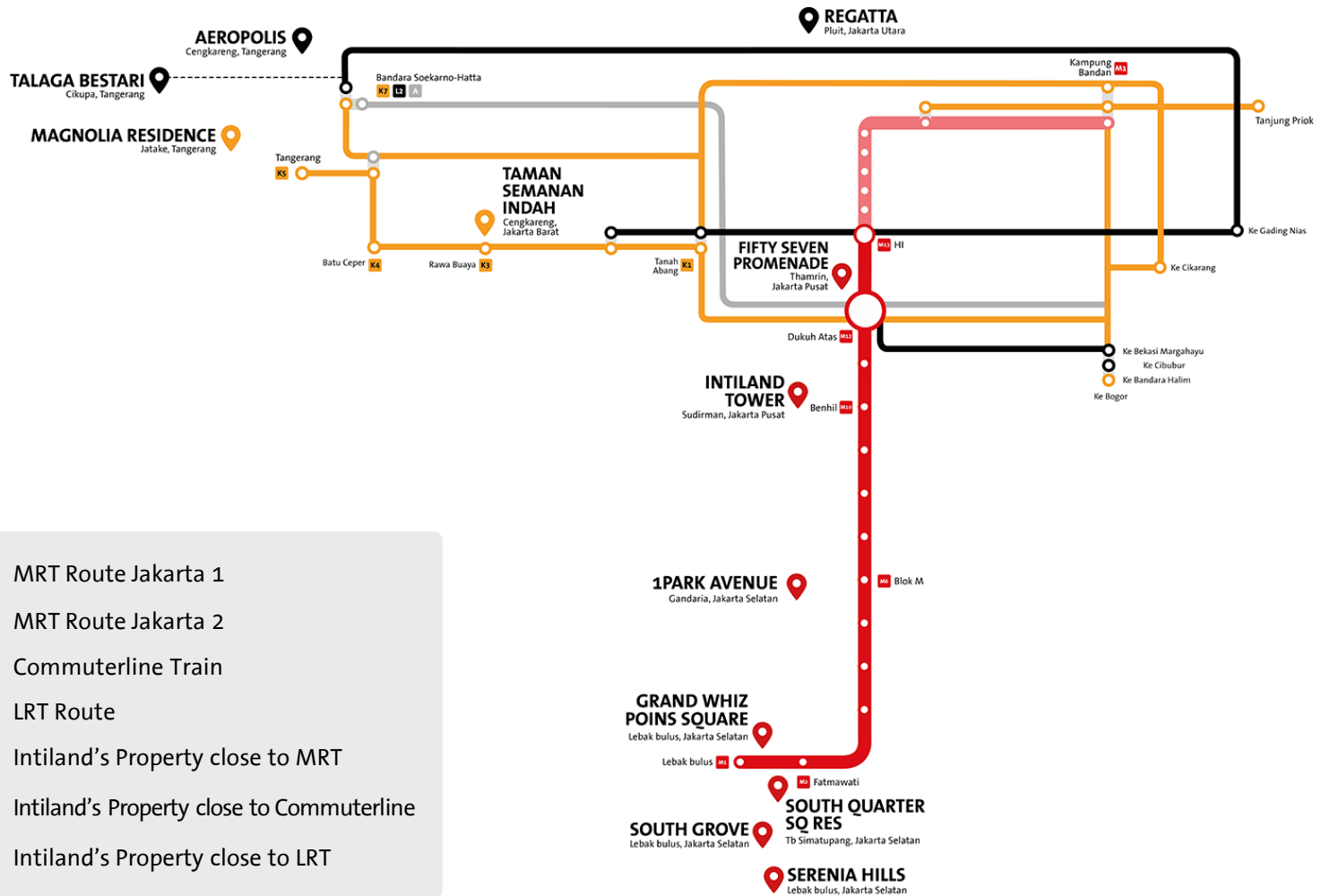
Source: Google maps, company data  
 Note: Location and scale drawing above are best estimates



# ...poised to benefit from infrastructure developments



Our portfolio stands to benefit from ongoing development of transit infrastructure (LRT/MRT) within Jakarta, which is expected to translate into stronger take-up/occupancy rates as well as higher average selling prices /rental rates





...poised to benefit from infrastructure developments





# #LivingConnected Jakarta



57 Promenade, CBD Jakarta



Intiland Tower Jakarta, CBD Jakarta



1Park Avenue, Gandaria



South Quarter, TB Simatupang



South Grove, Lebak Bulus



Serenia Hills, Lebak Bulus



Poins, Lebak Bulus



Pinang Residence, Pondok Pinang



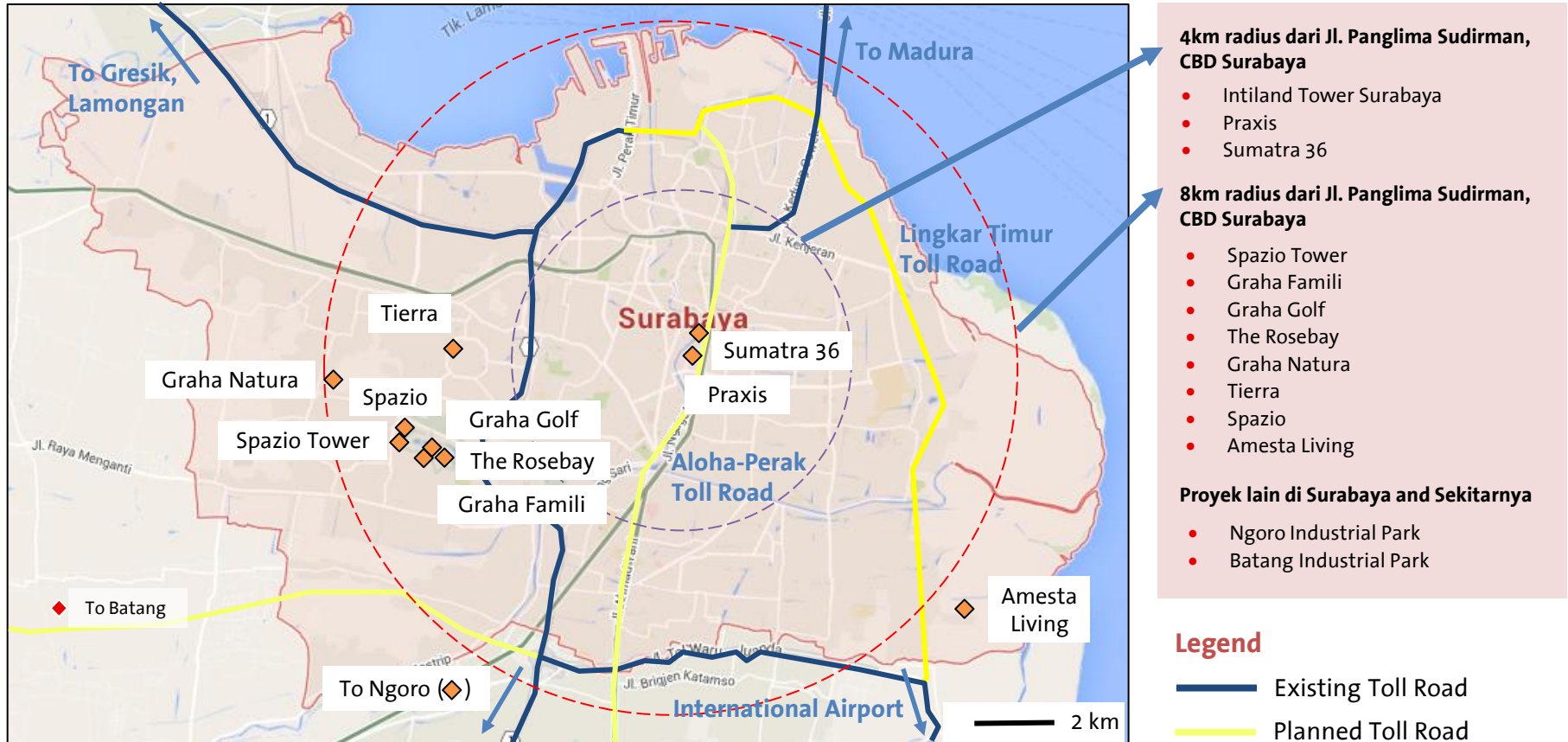
Talaga Bestari, Tangerang





## Well-located portfolio in Central and West Surabaya

Our presence in Surabaya started with the Graha Famili project, which has become a market benchmark for high-end residential development, and extended into landed residential, mixed-use & high-rise projects, industrial estates as well as investment properties in Central and West Surabaya



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



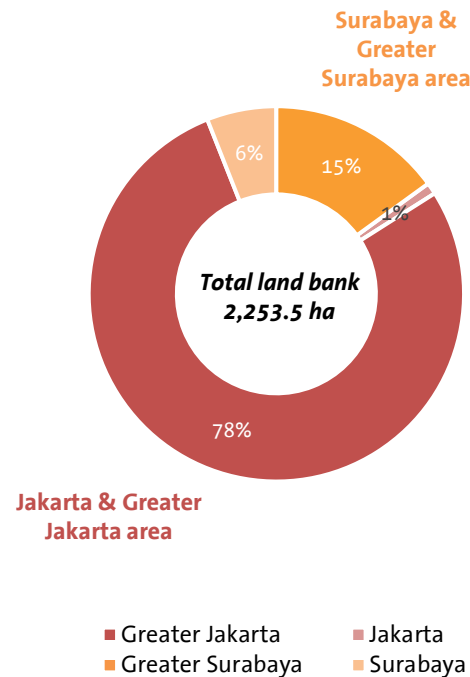


# Large land bank to sustain medium to long term development



Large land bank of c. 2,253.5 ha (as of Jun 30, 2022) is sufficient to sustain ongoing developments for the next 20 years

Undeveloped Land bank	Land area (ha)
Maja, Banten	1,068.7
Tangerang, Banten	279.3
Others - Jakarta area	91.8
Talaga Bestari, Cikupa	76.5
Gandaria, Jakarta	3.6
Pondok Pinang	3.6
Serenia Hills	1.4
<b>Jakarta &amp; Greater Jakarta area</b>	<b>1,524.8</b>
<b>Developed Land bank</b>	<b>6.6</b>



Undeveloped Land bank	Land area (ha)
Others - Surabaya area	266.4
Pantai Timur, Surabaya	47.4
Bukit Pencu, Surabaya	33.0
Bukit Sampe, Trawas	31.8
Lontar	23.8
Graha Famili, Surabaya	8.5
Jajar Tunggal	4.9
Dharmo Harapan	4.1
Wiyung	1.0
<b>Surabaya &amp; Greater Surabaya area</b>	<b>420.8</b>
<b>Developed Land bank</b>	<b>301.3</b>

## Our long term land bank strategy will focus on balancing sustainable growth with mitigating balance sheet and execution risk

- Optimize utilization of current land bank (e.g., high density mixed use developments)
- Focus on land consolidation and project extension in area surrounding or in close proximity to existing projects
- Enter into strategic collaboration with land owners to minimize capex for land acquisition
- Leverage on capital recycling opportunities (e.g., divest longer term land bank holdings with no immediate development plans)



# Selling of Non-Core Assets

## Non-Core Assets

- Non-core assets are the assets that have not been planned to be developed in the next 5 years.
- In line with the deleveraging strategy, the Company is focusing on selling the non-core assets to enhance the liquidity and profitability of the Company.

## Divestment of Non-Core Assets in 2019

- 9% share ownership in PT Putra Sinar Permaja (South Quarter, Jakarta)
- Office building in Surabaya
- ~30 ha land in Pantai Timur, Surabaya
- ~9.3 ha land in Gunung Anyar, Surabaya
- 50% share ownership in PT Surabaya Jasa Medika (National Hospital, Surabaya)

## Use of Proceeds

- Total transaction value from selling the non-core assets in 2019 was ~IDR 1.3tn
- The proceeds from selling of the non-core assets were used for loan repayment and additional working capital to strengthen the Company's financial position.

## Divestment of Non-Core Assets in 2020

- ~3.2 ha land in Gunung Anyar, Surabaya
- Total transaction value from selling the non-core assets was ~IDR 58.3bn

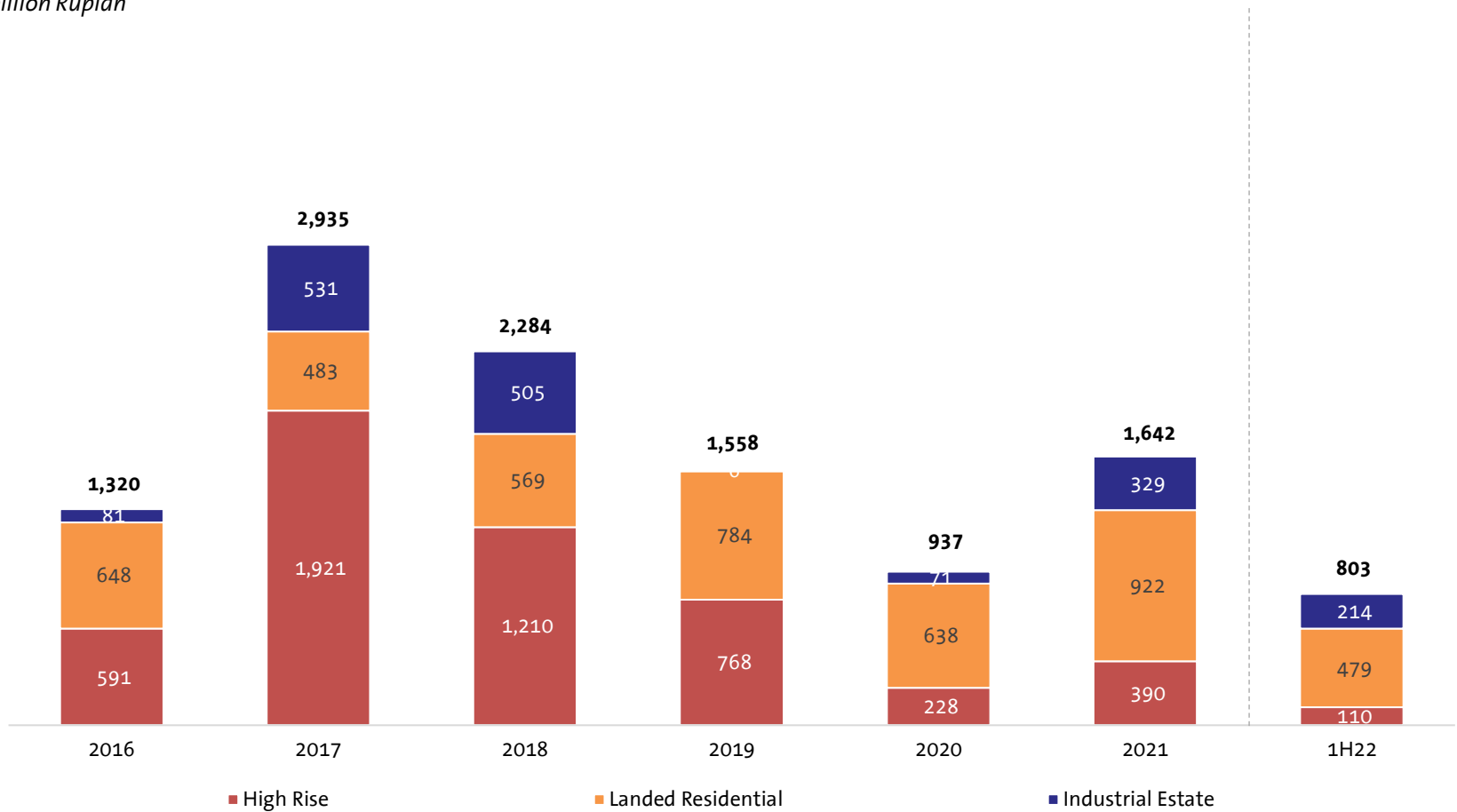


# Strong pipeline of high quality developments



## Historical marketing sales (2016-1H22)

*In billion Rupiah*

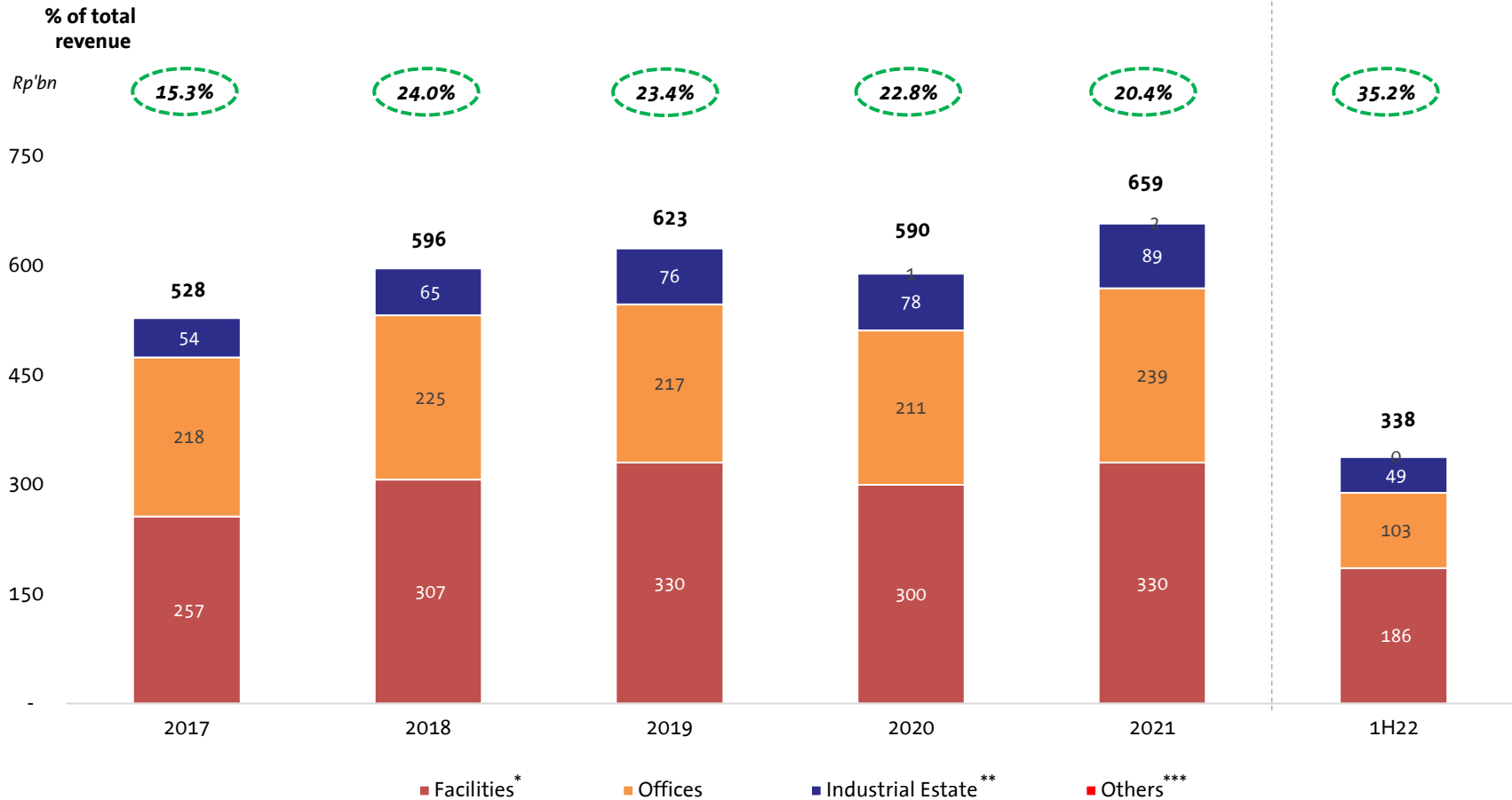




# Growing recurring income base...

Our recurring revenue base has grown by more than 2x since 2017

Recurring Revenue (Rp'bn)



\* Facilities include building management and estate management fees

\*\* Industrial estate includes rental payments from tenants of standard factory buildings in the NIP as well as payments for maintenance service and utilities received from tenants of our industrial estate properties

\*\*\* Others consist of Hospitality and Contractors





...underpinned by robust rental income streams...



Office Towers & Retail

- South Quarter is premised on the concept of sustainability and is one of the largest integrated mixed use developments in TB Simatupang corridor in South Jakarta, a popular business hub where many MNCs across multiple industries are located
- The site's strategic location has attracted many blue chip corporate tenants that are committed to long term leases
- South Quarter is accessible via TB Simatupang toll road and Lebak Bulus Street and is located between Jakarta's MRT Fatmawati and Lebak Bulus stations

Selected key tenants

Office							
Retail							

Occupancy profile

As at Jun 30, 2022	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)
Tower A	426	426	100.0
Tower B	40,477	34,483	85.2
Tower C	35,850	32,287	90.1
<b>Combined</b>	<b>76,753</b>	<b>67,196</b>	<b>87.5</b>

As at Jun 30, 2022	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)
Retail	7,542	4,357	57.8



# ...and a visible additional project pipeline



## Upcoming projects contributing to future additional recurring income stream

	CBD Jakarta		CBD Surabaya	West Surabaya	South Jakarta
<b>Projects</b>	<b>57 Promenade Phase I</b>	<b>57 Promenade Phase II</b>	<b>Praxis</b>	<b>Spazio Tower</b>	<b>Poinis</b>
<b>Area (Recurring component)</b>	<ul style="list-style-type: none"> <li>Retail NLA: 769 sq.m.</li> </ul>	<ul style="list-style-type: none"> <li>Office SGA: 48,509 sq.m.</li> <li>Retail NLA: 11,141 sq.m.</li> <li>Serviced apt. SGA: 9,726 sq.m.</li> </ul>	<ul style="list-style-type: none"> <li>Office SGA: 4,140 sq.m.</li> <li>Hotel SGA: 14,326 sq.m. (267 rooms)</li> <li>Retail NLA: 8,609 sq.m.</li> </ul>	<ul style="list-style-type: none"> <li>Hotel + function SGA: 7,640 sq.m. (145 rooms)</li> <li>Retail NLA: 5,077 sq.m.</li> </ul>	<ul style="list-style-type: none"> <li>Retail NLA: 36,000 sq.m.</li> </ul>
<b>Project description</b>	<ul style="list-style-type: none"> <li>57 Promenade is a mixed use &amp; high rise development located in the Jakarta CBD area and is spread across an area of 3.0 ha</li> <li>The development consists of a modern commercial sector, pedestrian walkways and retail outlets                             <ul style="list-style-type: none"> <li>Phase 1: covers an area of 1.2 ha, and includes 2 condominium towers, the 24-story City57, and the 49-floor Sky57</li> <li>Phase 2: covers an area of 1.8 ha, and includes two office towers, one serviced apartment tower, and promenade retail area</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>Praxis is the extension of Intiland Tower Surabaya, located in Surabaya business district, spread across an area of 1.1 ha</li> <li>Project comprises 5 office floors, 28 apartment floors and 18 hotel floors</li> <li>Features 185 office units including strata title and lease units, retail space, 295 apartment units and 267 hotel rooms</li> </ul>	<ul style="list-style-type: none"> <li>Spazio Tower is a multi-function office tower located in Graha Festival, West Surabaya, spread across an area of 0.5 ha</li> <li>Project comprises 20 floors, of which 11 floors are for office space, 7 floors for hotel, 2 floors for supporting retail and F&amp;B activities, and 5 floors for basement parking</li> <li>The facilities at the tower include swimming pool, multipurpose hall, meeting room, gym and spa</li> </ul>	<ul style="list-style-type: none"> <li>Poinis is strategically located at the Transit Oriented Development (TOD) zone of Lebak Bulus, South Jakarta, with a total area of 2.5 ha</li> <li>It comprises of retail area and hotel, as well as a 15-floor apartment building.</li> <li>As a transit mall, Poinis is located next to the MRT Lebak Bulus station, thus will serve as a meeting point and hub for thousands of people that will commute through the area</li> </ul>
<b>Expected completion</b>	2022	Planning phase	2019	2020	2022



# Strong corporate governance & highly experienced management team



Intiland is led by a highly experienced management team and board of commissioners

## Board of Commissioners



**Sinarto  
Dharmawan**

President  
Commissioner

Serving since 2020



**Lennard Ho  
Kian Guan**

Vice President  
Commissioner

Serving since 2011



**Thio Gwan  
Po Micky**

Independent  
Commissioner

Serving since 2010



**Jahya  
Asikin**

Commissioner

Serving since 2007



**Friso  
Palilingan**

Independent  
Commissioner

Serving since 2020

## Board of Directors



**Hendro S.  
Gondokusumo**

President Director  
& CEO

Serving since 2011



**Suhendro  
Prabowo**

Vice President  
Director & COO

Serving since 2007



**Utama  
Gondokusumo**

Vice President  
Director & COO

Serving since 2007



**Moedjianto Soesilo  
Tjahjono**

Vice President  
Director

Serving since 2022



**Archied Noto  
Pradono**

Executive  
Director

Serving since 2007



**Ping Handayani  
Hanli**

Executive  
Director & CFO

Serving since 2020



**Perry  
Yoranouw**

Independent  
Director

Serving since 2016



**Permadi  
Indra Yoga**

Executive  
Director

Serving since 2018



## High upside potential on investment return

...with RNAV per share of Rp 1,733

Location	Market Value (in Rp billion)*	Effective Value (in Rp billion)
<b>Land for Development</b>		
Jakarta	5,721	5,461
Surabaya	3,011	2,673
<b>Sub Total</b>	<b>8,732</b>	<b>8,133</b>
<b>Investment Property</b>		
Jakarta	3,151	2,035
Surabaya	1,131	1,035
<b>Sub Total</b>	<b>4,282</b>	<b>3,070</b>
<b>Inventories</b>		
Jakarta	6,423	3,656
Surabaya	4,872	4,779
<b>Sub Total</b>	<b>11,295</b>	<b>8,435</b>
<b>Additional</b>		
Jakarta	2,129	871
Surabaya	3,882	861
<b>Sub Total</b>	<b>6,011</b>	<b>1,732</b>
<b>TOTAL</b>	<b>30,320</b>	<b>21,370</b>

### Estimated RNAV (in Rp billion)

Total Asset Value	21,370
Add: Cash & Cash Equivalent Mar 31, 2022	1,450
Less: Interest Bearing Debt Mar 31, 2022	(4,859)
<b>RNAV</b>	<b>17,962</b>
# of shares	10,365,854,185
<b>RNAV/share</b>	<b>1,733</b>

\*based on 2015 and 2017 valuation



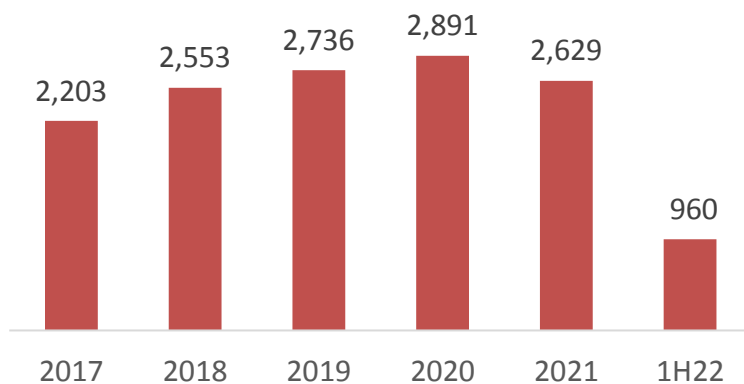
## Session 4

### Key Financial

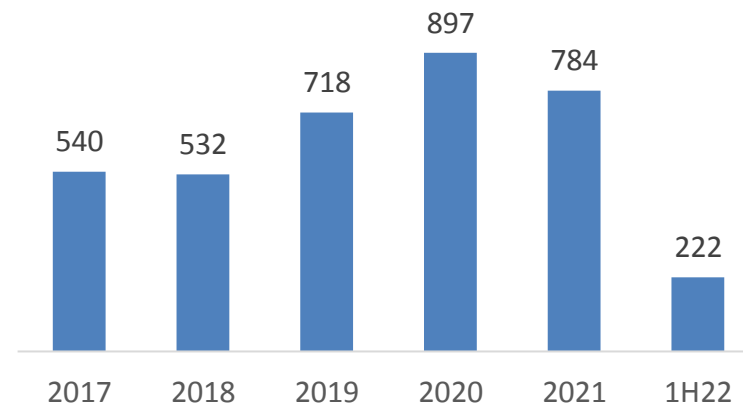


## Financial Performance

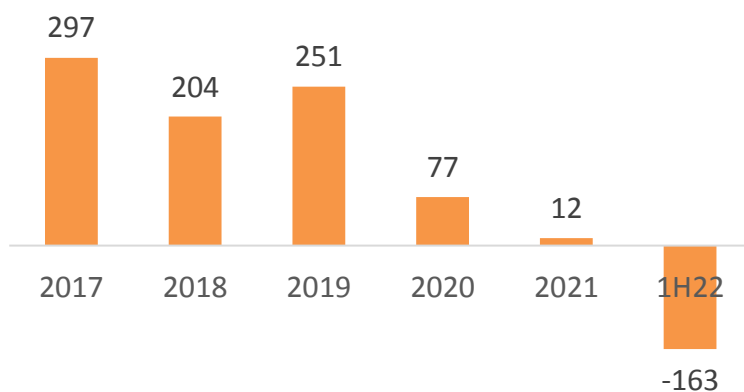
**Revenue**  
in billion Rupiah



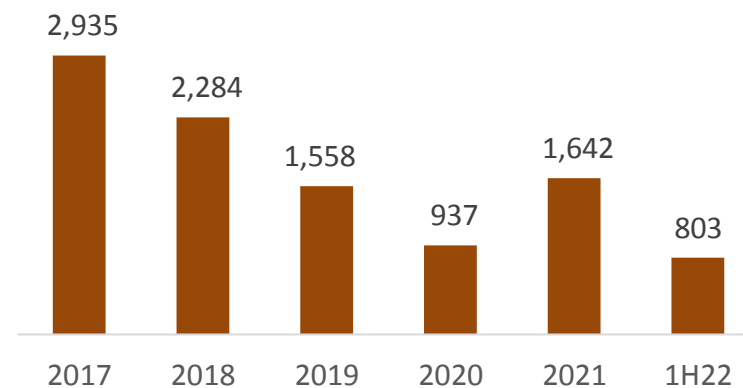
**EBITDA<sup>1)</sup>**  
in billion Rupiah



**Net Profit**  
In billion Rupiah



**Marketing Sales<sup>2)</sup>**  
In billion Rupiah

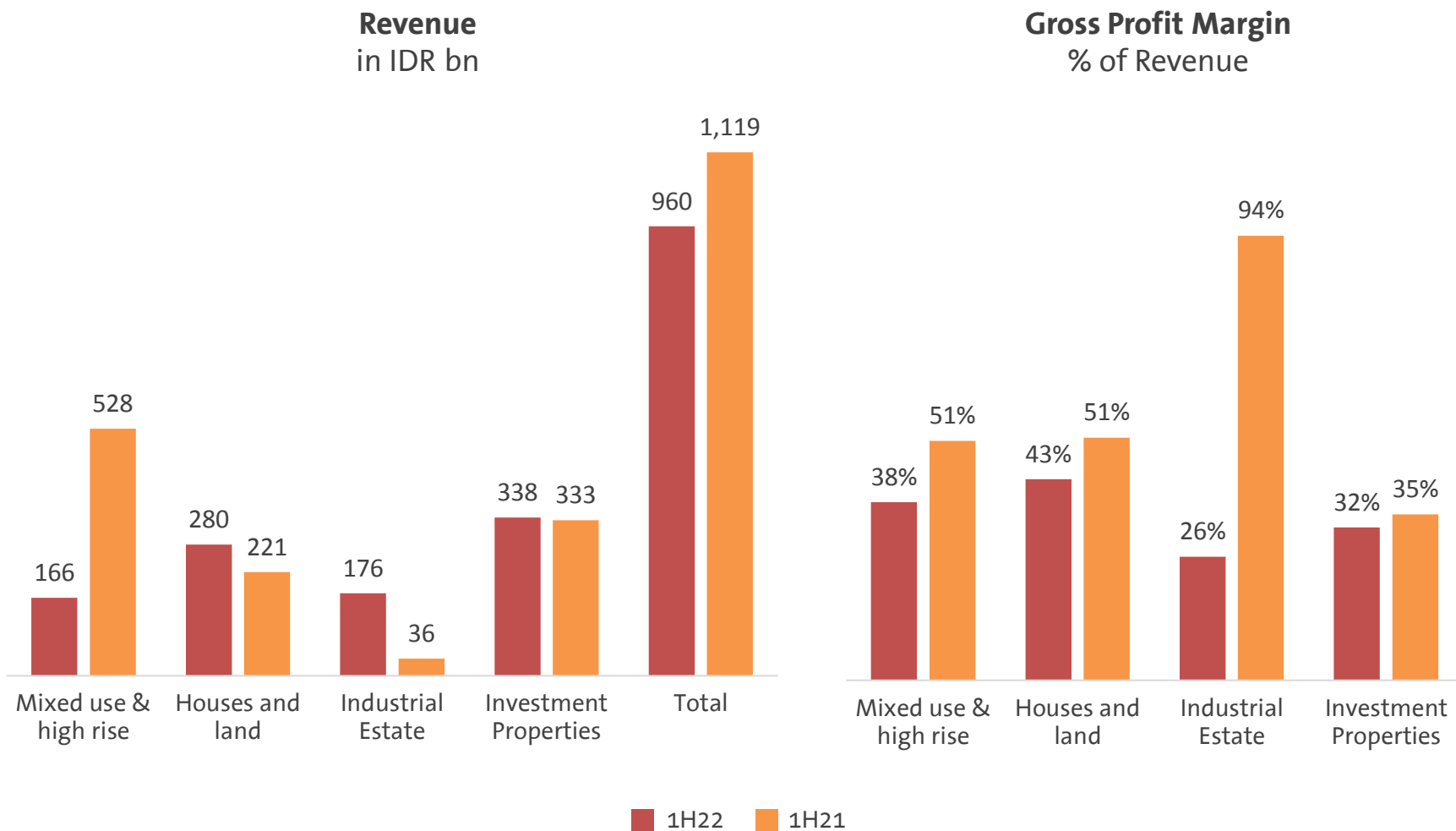


1) EBITDA 2015-2018: Operating profit + final tax + depreciation + amortization  
EBITDA 2019 - Onward: Operating profit + depreciation + amortization

Final tax is added in the calculation of EBITDA for 2015-2018. As of 2019 onward final tax is excluded in the calculation of operating profit, thus eliminated from EBITDA calculation

2) Marketing Sales includes Development Income only

## Segments Contribution



\*Impact of the implementation of the new accounting standard

## Financial Highlights

in Rp billion	1H22 Inhouse	1H21 Inhouse	YoY Growth
Revenue	960	1,118	-14%
Gross Profit	338	532	-37%
EBITDA	222	404	-45%
Profit for the year	(217)	(37)	484%
Net Income	(163)	(23)	604%
EPS	(16)	(2)	604%
Gross Profit Margin	35%	48%	
EBITDA Margin	23%	36%	
Net Income Margin	-17%	-2%	
ROA (Annualized)	-2%	0%	
ROE (Annualized)	-6%	-1%	

in Rp billion	1h22 Inhouse	2021 Audited	Growth
Total Assets	16,567	16,462	1%
Total Liabilities	10,763	10,430	3%
Total Equity	5,804	6,032	-4%
Sales Advance	0	0	0%
Contract Liabilities	4,434	4,017	10%
Cash & Cash Equivalents	1,358	1,754	-23%
Total Debt	4,784	4,915	-3%
Net Debt/Equity	59%	52%	

in Rp billion	2021 Audited	2020 Audited	2019 Audited	2018 Audited	2017 Audited	2016 Audited
Revenue	2,629	2,891	2,736	2,553	2,203	2,276
Gross Profit	1,028	1,181	1,132	1,006	956	1,036
EBITDA	784	897	718	532	540	585
Profit for the year	(30)	69	437	194	272	297
Net Income	12	77	251	204	297	299
EPS	1	7	24	20	29	29
Gross Profit Margin	39%	41%	41%	39%	43%	46%
EBITDA Margin	30%	31%	26%	21%	25%	26%
Net Income Margin	0%	3%	9%	8%	14%	13%
ROA	0%	0%	2%	1%	2%	3%
ROE	0%	1%	3%	3%	5%	6%

in Rp billion	2021 Audited	2020 Audited	2019 Audited	2018 Audited	2017 Audited	2016 Audited
Total Assets	16,462	15,702	14,777	14,216	13,097	11,840
Total Liabilities	10,430	9,653	7,543	7,700	6,787	6,783
Total Equity	6,032	6,049	7,235	6,516	6,311	5,057
Sales Advance	0	0	1,428	1,685	1,374	1,168
Contract Liabilities	4,017	3,300	0	0	0	0
Cash & Cash Equivalents	1,754	1,122	1,416	1,124	750	473
Total Debt	4,915	5,034	4,960	5,012	4,431	4,455
Net Debt/Equity	52%	60%	49%	60%	58%	79%
Dividend	N/A	N/A	N/A	21	N/A	52
Dividend per Share	N/A	N/A	N/A	2	N/A	5

\* EBITDA 2019 - Onward: Operating profit + depreciation + amortization  
 EBITDA 2016 - 2018: Operating profit + final tax + depreciation + amortization



# Session 5

## Appendix





# Development Income - Mixed Use & High Rise

## CBD Jakarta



57 Promenade

Launched: 2017  
 Total Area: 3.0 ha  
 (Phase 1 - 1.2 ha, Phase 2 - 1.8 ha)  
 Infrastructure: MRT, Busway  
 Ownership: 36.63%  
 Progress: 93%  
 Expected Completion: 2022

### Condominium: Tower City

Saleable area: 17,876 sqm (260 units)  
 Sold: 16,115 sqm (90%)  
 ASP 1H22: Rp 62.3 mn/sqm

### Condominium: Tower Sky

Saleable area: 31,092 sqm (236 units)  
 Sold: 26,606 sqm (86%)  
 ASP 1H22: Rp 62.9 mn/sqm

### Retail

Semi gross area: NLA 769 sqm  
 Market: Lease

### Phase 2 Information

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

## South Jakarta



1Park Avenue

Launched: 2012 (Tower 1,2,3)  
 2015 (Tower 4)  
 Total Area: 2.8 ha  
 Infrastructure: MRT, Mainroad  
 Ownership: 100%  
 Progress: 100%

### Condominium

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

Saleable area: 52,136 sqm  
 Sold: 51,551 sqm (99%)  
 ASP 1H22: Rp 33.0 mn/sqm

### Condominium

#### The Hamilton (Tower 4)

Saleable area: 18,116 sqm  
 Sold: 15,859 sqm (88%)  
 ASP 1H22: Rp 35.0 mn/sqm

### Phase 2 Information

#### 1 Park Homes

Net land area: 0.8 ha  
 Saleable unit: 32 units

## North Jakarta



Regatta

Launched: 2014  
 (Tower London & New York)  
 Total Area: 11 ha  
 (Phase 1 - 2.5 ha, Phase 2 - 1.7 ha)  
 Infrastructure: Future LRT  
 Ownership: 50%  
 Progress: 100%  
 Completed: 2019

### Condominium: Phase 2 (3 towers)

Tower Name: London  
 New York  
 Shanghai  
 Semi gross area: 51,720 sqm  
 (London & New York)  
 Market: Strata title  
 Sold: 34,184 sqm (66%)  
 ASP 1H22: Rp 28.1 mn/sqm

### Others

- Phase 2: London tower was launched in June 2014, while New York tower was pre-launched in June 2014.

## CBD Surabaya



Praxis

Launched: 2013  
 Total Area: 1.1 ha  
 GFA: 102,498 sqm  
 Infrastructure: Mainroad  
 Ownership: 100%  
 Progress: 100%  
 Completion: 2022

### Condominium

Semi gross area: 19,634 sqm (295 units)  
 Market: Strata title  
 Sold: 14,441 sqm (74%)  
 ASP 1H22: Rp 21.5 mn/sqm

### Office

Semi gross area: 21,544 sqm (185 units)  
 Market: Strata title 17,404 sqm  
 Lease 4,140 sqm  
 Sold: 6,033 sqm (35%)  
 ASP 1H22: Rp 22.0 mn/sqm

### Hotel

Semi gross area: 14,326 sqm  
 Unit: 267 rooms

### Retail

Semi gross area: 8,609 sqm



# Development Income - Mixed Use & High Rise

## South Jakarta



**SQ Res**

## West Surabaya



**Rosebay**

## West Surabaya



**Spazio Tower**

## West Surabaya



**Graha Golf**

Launched: 2018  
 Total Area : 1.3 ha  
 Infrastructure: MRT, Toll Road  
 Ownership: 51%  
 Progress: 45%  
 Expected Completion: 2023

### Condominium:

#### Tower D & E:

Market: Strata title  
 Total units: 672 units  
 Semi gross area: 46,797 sqm  
 Sold: 10,667 sqm (23%)  
 ASP 1H22: Rp 37.2 mn/sqm

Total Area: +/- 1ha  
 Ownership: 75%  
 Progress: 100%  
 Total Units: 229 units  
 Semi gross area: 20,782 sqm  
 Completed: 2020

### Condominium:

#### Tower A, B, F, G, H

Market: Strata title  
 Total units: 177 units  
 Semi gross area: 16,505 sqm  
 Sold: 15,529 sqm (94%)  
 ASP 1H22: Rp 24.0 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

Launched: 2014  
 Total Area: 0.5 ha  
 Infrastructure: Mainroad  
 Ownership: 100%  
 Progress: 100%  
 Completed: 2021

### Office

Semi gross area: 23,807 sqm  
 Market: Strata title  
 Sold: 13,666 sqm (57%)  
 ASP 1H22: Rp 23.1 mn/sqm

### Retail

Semi gross area: 5,077 sqm  
 Market: Lease

### Hotel + Function

Semi gross area: 7,640 (145 rooms)  
 Market: Lease

Launched: 2015  
 Total Area: 2.4 ha  
 Ownership: 100%  
 Progress: 100%  
 Completed: 2020

### Phase 1 - 2 condominium (Tower 1 & 2)

Total area: 7,532 sqm  
 Market: Strata title  
 Semi gross area: 27,174 sqm  
 Sold: 26,905 sqm (99%)  
 ASP 1H22: Rp 21.3 mn/sqm

### Note:

- Phase 2 TBD – 3 condominium towers & townhouse



# Development Income – Mixed Use & High Rise

## West Surabaya



Tierra Soho

Launched: 2021  
Total Area: 7.5 ha  
Ownership: 100%

### Phase 1 Information – SOHO & Commercial

Total units: 76 units  
Semi gross area: 4,476 sqm  
Sold: 4,098 sqm (92%)  
ASP 1H22: Rp 36.2 mn/sqm

### 2 condominium towers

Total land area: 10,760 sqm

### Condominium Tower 1

Market: Strata title  
Estimated SGA: 9,695 sqm

### Condominium Tower 2

Market: Strata title  
Estimated SGA: 21,161 sqm

## CBD Surabaya



Sumatra 36

Launched: 2011  
Type: High Rise  
Total Area: 0.2 ha  
Semi gross area: 9,020 sqm  
Sold: 4,937 sqm (55%)  
ASP 1H22: Rp 25.5 mn/sqm

## South Jakarta



Pinang Residence

Launched: 2019  
Ownership: 100%  
Total area: 0.5 ha  
Infrastructure: Mainroad, MRT  
Total units: 17 units  
Sold units: 10 unit (59%)  
Land ASP: Rp 20.0 mn/sqm  
Building ASP: Rp 8.5 mn/sqm

## West Surabaya



Graha Natura

### Phase 1

Cluster	Launched	Development Plan	Sold
Cluster A	2010	105 units	98%
Cluster B	2010	85 units	99%
Cluster C	2010	58 units	91%
Cluster D	2010	93 units	100%
Garden Ville 1	2014	31 units	100%
Garden Ville 2	2015	24 units	96%
Soho (BS)	2014	27 units	100%
Soho (DS)	2016	37 units	100%

### Phase 2

Cluster	Launched	Development Plan	Sold
Edenia (E&F)	2016	249 units	94%
Gravillea	2018	53 units	94%
Acacia	2019	62 units	95%
Dandelion	2020	63 units	100%
Magnolia	2021	17 units	35%
Alamanda	2021	24 units	88%
Aurora	2022	54 units	20%

ASP 1H22: Land: 10.0 mn/sqm  
Building: 9.0 mn/sqm

# Development Income - Landed Residential

## South Jakarta



## Serenia Hills

## South Jakarta



## South Grove

	Phase 1		Phase 2	
Type	Residential		Residential	
Land Area	10 ha		16 ha	
Development Plan	Regent	187 units	Titan	59 units
	Signature	74 units	Ultimate	51 units
	Zenith	36 units	Venture Barat	84 units
			Venture Timur	62 units
			Quantum	76 units
		Quantum (Ext)	34 units	
		Sierra	42 units	
	<b>Total</b>	<b>297 units</b>	<b>Total</b>	<b>408 units</b>
Launched	2011 & 2012		2013 & 2014 ; 2017 (Quantum), 2021 (Sierra)	
Sold	Regent	173 units (93%)	Titan	59 units (100%)
	Signature	74 units (100%)	Ultimate	50 units (98%)
	Zenith	36 units (100%)	Venture Barat	83 units (99%)
			Venture Timur	62 units (100%)
			Quantum	76 units (100%)
		Quantum (Ext)	18 units (53%)	
		Sierra	31 units (74%)	
	<b>Total</b>	<b>283 units (95%)</b>	<b>Total</b>	<b>379 units (92%)</b>
Land ASP 1H22	Rp 22.9 mn/sqm		Rp 19.0 mn/sqm, Quantum: Rp 18.4 mn/sqm, Sierra: Rp 20.0 mn/sqm	
Building ASP 1H22	Rp .5 mn/sqm		Rp 8.5 mn/sqm, Quantum: Rp 7.2 mn/sqm, Sierra: Rp 7.5 mn/sqm	

Total Area:	0.5 ha
Ownership:	100%
Total Units:	15 units
Launched:	2018
Infrastructure:	MRT, Roll Road
Sold Units:	10 units (67%)
Land ASP 1H22:	Rp 23.7 mn/sqm
Building ASP 1H22:	Rp 10.1 mn/sqm

## Tangerang



## Magnolia

Total Area:	14.7 ha
Ownership:	52.5%
Launched:	2015
Sold Units:	462 units (87%)
Land ASP 1H22:	6.0 mn/sqm
Building ASP 1H22:	5.0 mn/sqm



# Development Income – Landed Residential

## Tangerang



**Talaga Bestari**

Launched: 1995  
 Infrastructure: Future Toll Road, Future MRT  
 Land bank: 76 ha  
 Area developed: 115 ha  
 Land ASP: Rp 4.5 mn/sqm  
 Remarks: Key catalyst – Lion City, a 30 ha of land purchased by Lion Air for training center, warehouses, dormitories

Project Facts	Development	Sold
Harmony	Harmony - 214 houses Harmony 2 -111 houses	96%
The Hills	207 houses	100%
Fluora	212 houses	99%
The Forest Phase 1	193 houses	77%
Taman Palem 1	1,875 houses	97%
Taman Palem 2	408 houses	71%
Real Estate	628 houses	84%
Plaza D'Captiva	201 shophouses	76%
DUO	144 houses	100%

## East Surabaya



**Amesta Living**

Amesta Living provides a variety of property needs, ranging from residential, SOHO, retail, commercial, to lifestyle malls. Targeting the segment of millennials, young families, and first-time home buyers, units at Amesta Living feature a Japandi (Japan and Scandinavian). The design of the house prioritizes aspects of balance, simplicity, practicality, order, functionality, and multi-usability that are built with sustainable and environmentally friendly concepts.

Type : Residential  
 Current Total area : 10 ha  
 Ownership : 55%  
 Launch : 4Q 2021  
 Total Unit : 300 unit  
 Sold 1H22 : 278 unit (93%)

# Development Income - Mixed Use & High-Rise

## Tangerang

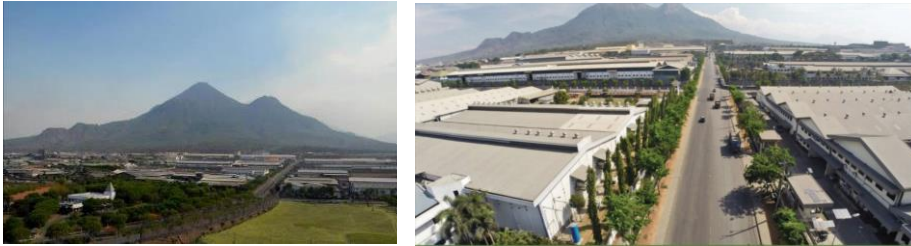


## Aeropolis

Type: Mixed used & high rise

Projects Launched	Year Launched	Year Completed	Total (Unit)	Total (Sqm)	Sold (Sqm)	ASP 1H22 (Rp mn/m <sup>2</sup> )	Construction (%)
Aeropolis Residence 1 & Commercial Park	2011	2014	1,175	25,126	23,101	11.0	100%
Aeropolis Residence 2	2012	2017	1,047	20,229	20,163	9.0	100%
Aeropolis Residence 3 (Tower 1, 3, 5)	2014	2018 (T1) 2020 (T3 & 5)	1,446	24,122	22,321	12.0	100% (T1) 100% (T3) 100% (T5)
Aeropolis Crystal Residence (Tower 2, 3)	2013	2018 (T2) 2019 (T3)	393	14,016	13,552	9.1	100% (T2) 100% (T3)
Aeropolis Lucent Residence	2016	E 2021	250	7,129	3,670	12.0	100%
<b>Total</b>			<b>4,311</b>	<b>90,626</b>	<b>82,777</b>		
Aeropolis Techno Park Phase 1-1	2014	2020	66	Land: 31,363 Building: 23,769	Land: 29,773 Building: 22,355	Land: 8.7 Building: 5.5	76%
Aeropolis Techno Park Phase 1-2	2015	2020	101	Land: 18,846 Building: 9,657	Land: 16,026 Building: 7,224	Land: 10.1 Building: 5.5	93%

## Mojokerto, East Java



**Ngoro Industrial Park**

Total Development: 500 ha  
 Launched: 1991 (1st phase)  
 2010 (2nd phase)

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

Sold: 324 ha  
 Land bank: ± 87 ha  
 ASP 1H22: Rp 1.8 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.

## Batang, Central Java



**Batang Industrial Park**

Development plan: 500 ha  
 1<sup>st</sup> phase development: 287 ha  
 Landbank: 190 ha

Launched: 2020 (1st phase)

Anchor Tenant: Nestle

Access: Toll road, main road, 90 km from Semarang, 95 km from Tanjung Mas Seaport, 85 km from Ahmad Yani International Airport

Situated on solid ground ensuring stability of building structure and enables lower construction costs

Surrounded by green and beautiful hilly land, a perfect environment for industry

## South Jakarta



**South Quarter**

Launched: 2012  
 Infrastructure: MRT, Toll Road  
 Ownership: 51%  
 Progress: 100%

### Office (Tower A, B, C)

Lettable space: 76,753 sqm  
 Leased space: 67,196 sqm (88%)  
 Asking base rent:  
 Rp 230,000/sqm/month

### Retail

Lettable space: 7,542 sqm  
 Leased space: 4,357 sqm (58%)  
 Asking base rent:  
 Rp 250,000-Rp 300,000/sqm/month

## CBD Jakarta



**Intiland Tower Jakarta**

Ownership: 100%  
 Total area: 0.8 ha  
 Infrastructure: Mainroad, MRT

### Office Tower

Lettable space: 24,709 sqm  
 Leased space: 13,794 sqm  
 Available space: 10,915 sqm  
 Occupancy: 56%  
 Avg. gross rent : Rp 225,000/sqm/month

## South Jakarta



**Poins**

Ownership: 50%  
 Total area: 2.5 ha  
 Infrastructure: MRT

## CBD Surabaya



**Intiland Tower Surabaya**

Total area: 0.5 ha  
 Ownership: 100%  
 Infrastructure: Mainroad

Lettable space: 19,229 sqm  
 Leased space: 9,784 sqm  
 Available space: 9,445 sqm  
 Occupancy: 51%  
 Avg. gross rent:  
 Rp 187,000/sqm/month

## West Surabaya



**Spazio**

Launched: 2010  
 Total area: 0.8 ha  
 Ownership: 75%  
 Infrastructure: Mainroad

### Retail

Lettable space: 5,029 sqm  
 Leased space: 2,650 sqm  
 Available space: 2,379 sqm  
 Occupancy: 53%  
 Avg. gross rent:  
 Rp 135,000/sqm/month

### Development Income

#### Office Tower

Total area (SGA) : 16,019 sqm  
 Market: Strata title  
 Sold: 13,564 sqm (85%)

## Recurring Income

## Pipeline Projects

### Major Cities in Indonesia



**Intiwhiz Hotel Chain**

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.

### West Jakarta



**West One City**

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.





**THANK YOU**

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