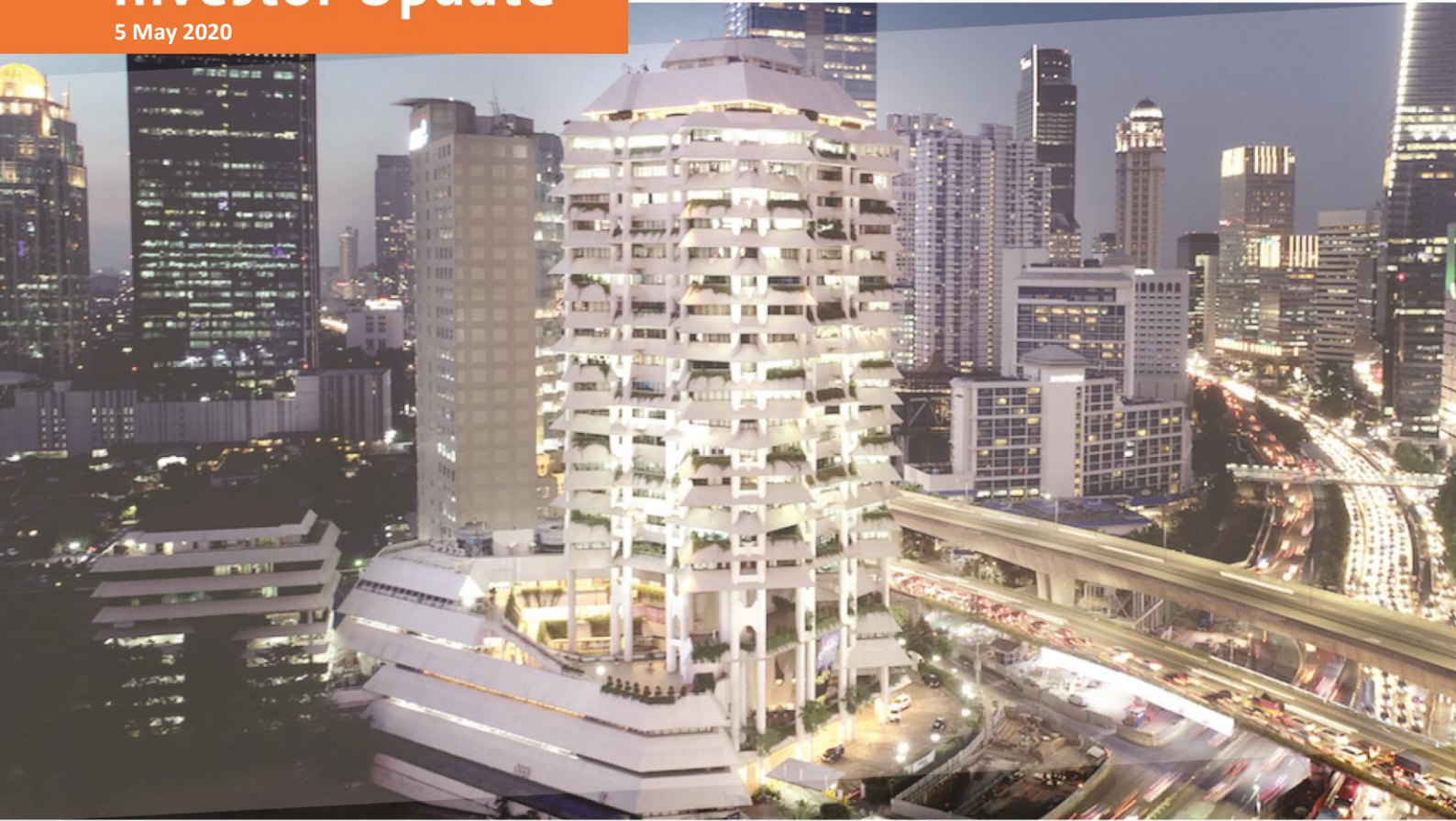


# Investor Update

5 May 2020



## Highlights

- 1Q20 marketing sales reached Rp 117 billion (5% of FY20 target)

## Intiland Announces 1Q20 Marketing Sales Achievement

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the first three months of 2020.

### **DILD reports Rp 117 billion marketing sales for 1Q20**

The Company has delivered a marketing sales of Rp 117 billion in 1Q20, or 5% from FY20 target of Rp 2.5 trillion. In addition, the recurring income in 1Q20 slightly increased to Rp 159 billion, or 1.2% yoy from Rp 157 billion in 1Q19.

The 1Q20 marketing sales results declined 54% compared to the previous period. The soft result was mainly due to no new product launching in 1Q20. In addition, the buyers tend to maintain the wait-and-see approach in the soft market. The largest contributor to the three months results came from the landed residential segment, which primarily came from the sale of Graha Natura, Serenia Hills and 1Park Homes. Meanwhile, the Company booked Rp 254 billion of marketing sales in 1Q19, which also primarily came from the sale of landed residential segment.

**1Q20 Marketing Sales Breakdown**

The breakdown of 1Q20 marketing sales achievement is as follows:

**Table 4: Marketing Sales (in Rp billion)**

No	Segment	FY20 Target	1Q20 Results	% Results
1	Mixed-use & high-rise	1,543	(4)	-0.2%
2	Landed residential	780	120	15.4%
3	Industrial estate	200	-	0.0%
	<b>Total</b>	<b>2,523</b>	<b>117</b>	<b>4.6%</b>

The contribution based on location is as follows:

**Table 5: Marketing Sales (in Rp billion)**

No	Location	FY20 Target	1Q20 Results	% Results
1	Jakarta	1,648	88	5.4%
2	Surabaya	875	28	3.2%
	<b>Total</b>	<b>2,523</b>	<b>117</b>	<b>4.6%</b>

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