

Corporate Presentation  
31 March 2023  
PT Intiland Development Tbk

Intiland. Developing Your World.



## Table Of Contents

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Section 1	<b>Company Overview</b>	3
Section 2	<b>Strategy</b>	9
Section 3	<b>Key Investment Highlights</b>	12
Section 4	<b>Key Financials</b>	34
Section 5	<b>Appendix</b>	38

## Disclaimer

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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.

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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 Rp1.7tn (~USD116m)\* as of Mar 31, 2023

## 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

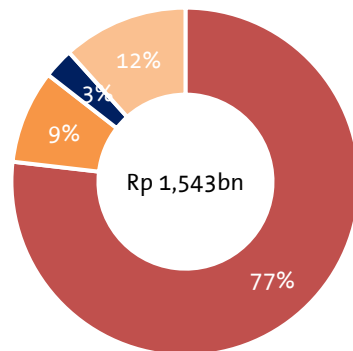
## Large, strategically located land bank

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

## Well-diversified portfolio

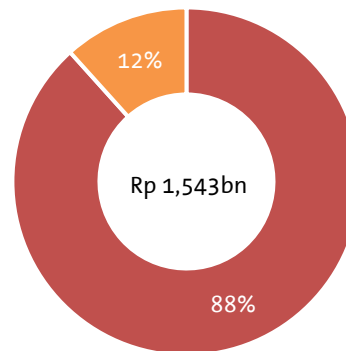
- Successfully developed over 61 projects in Jakarta and Surabaya across a wide spectrum of sub-sectors including landed residential townships, office towers, high-rise apartments, hospitality, industrial estates as well as sports and golf club management

Revenue breakdown (as of Mar 31, 2023)

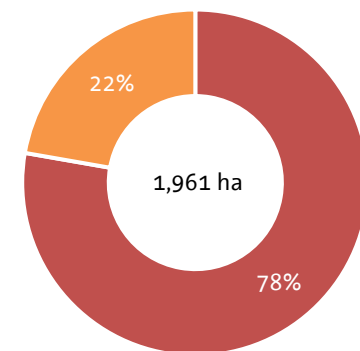


■ Mixed use and high rise ■ Houses and land  
■ Industrial estate ■ Investment properties

Land bank breakdown (as of Mar 31, 2023)



■ Development Revenue ■ Recurring Revenue

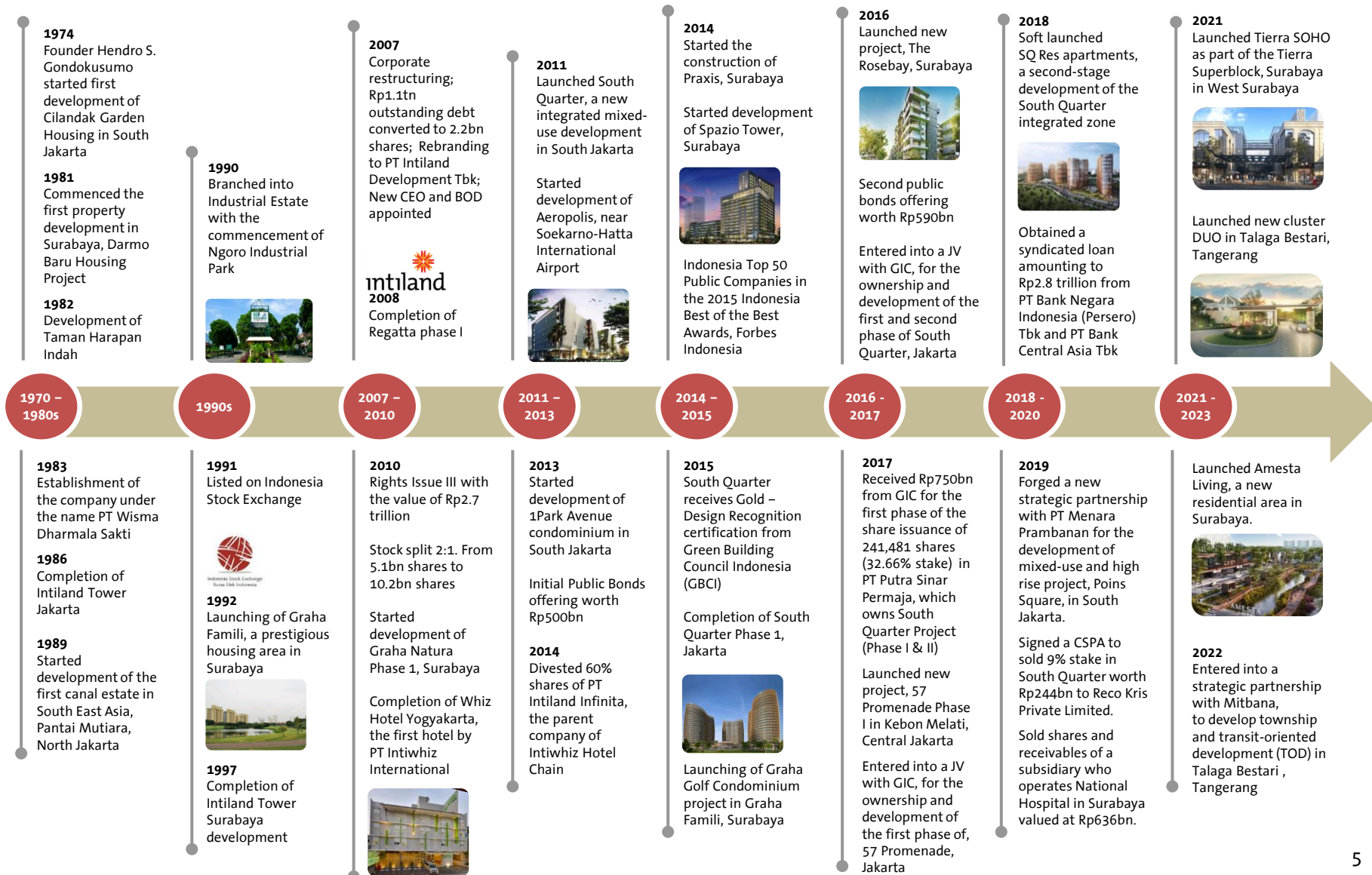


■ Jakarta & Greater Jakarta Area  
■ Surabaya & Greater Surabaya Area

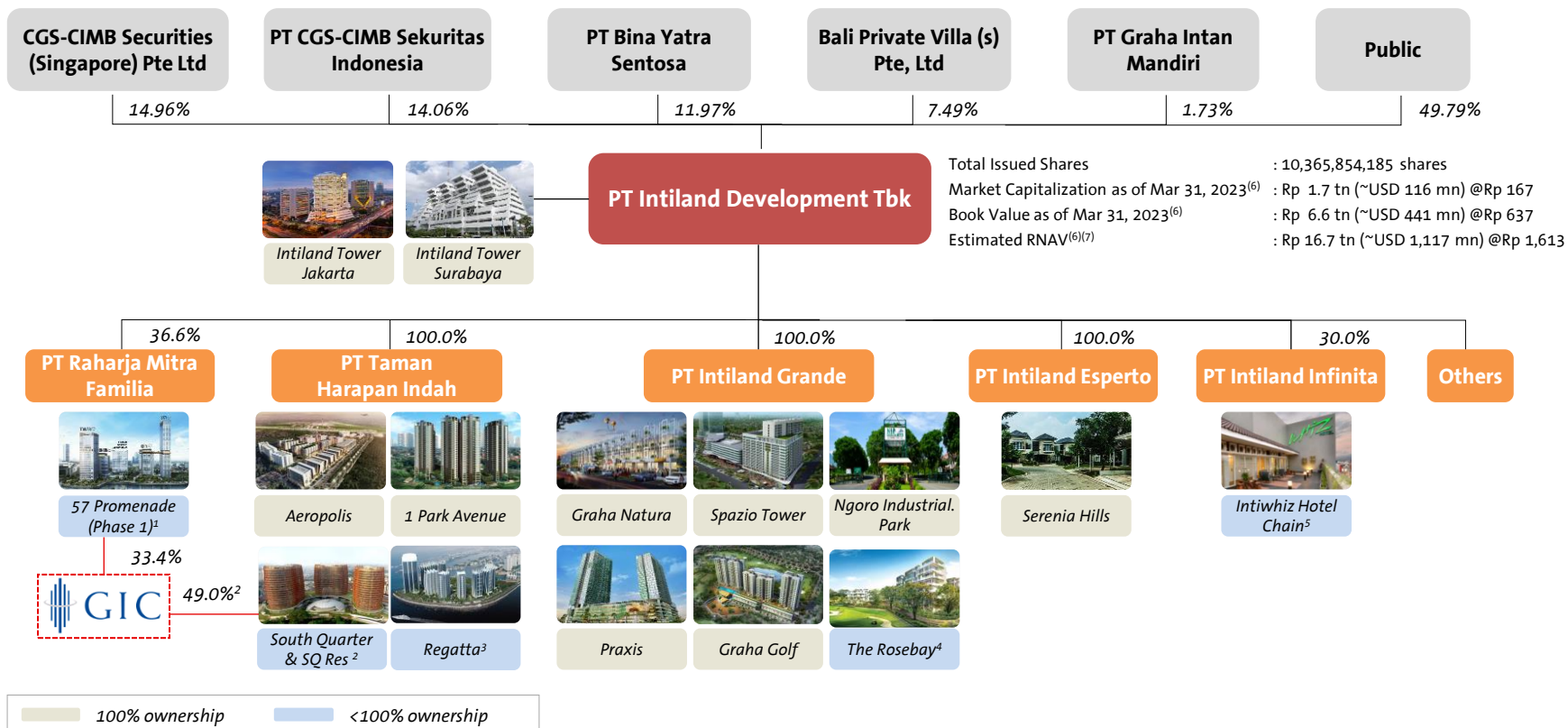
\*Based on an IDR/US\$ conversion rates of 14,977 which is the middle of the buying and selling foreign exchange transaction rates announced by Bank Indonesia on Mar 31, 2023



# Key Corporate Milestone



# Corporate Structure



## 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 14,977 which is the Jakarta Interbank Spot Dollar Rate (JISDOR) benchmark on Mar 31, 2023
- 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



**Intiland**  
TrenAsia ESG Excellence  
Awards 2022



**57 Promenade**  
Kewajiban KLB  
TOD Fair 2022



**Poins Square**  
Interkoneksi  
TOD Fair 2022



**Intiland**  
Best Rising Star, Intiland  
Official Store - Bibli  
Partner Gathering 2022

**Intiland**  
Excellence In Community  
Development  
Mayapada Hospital

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



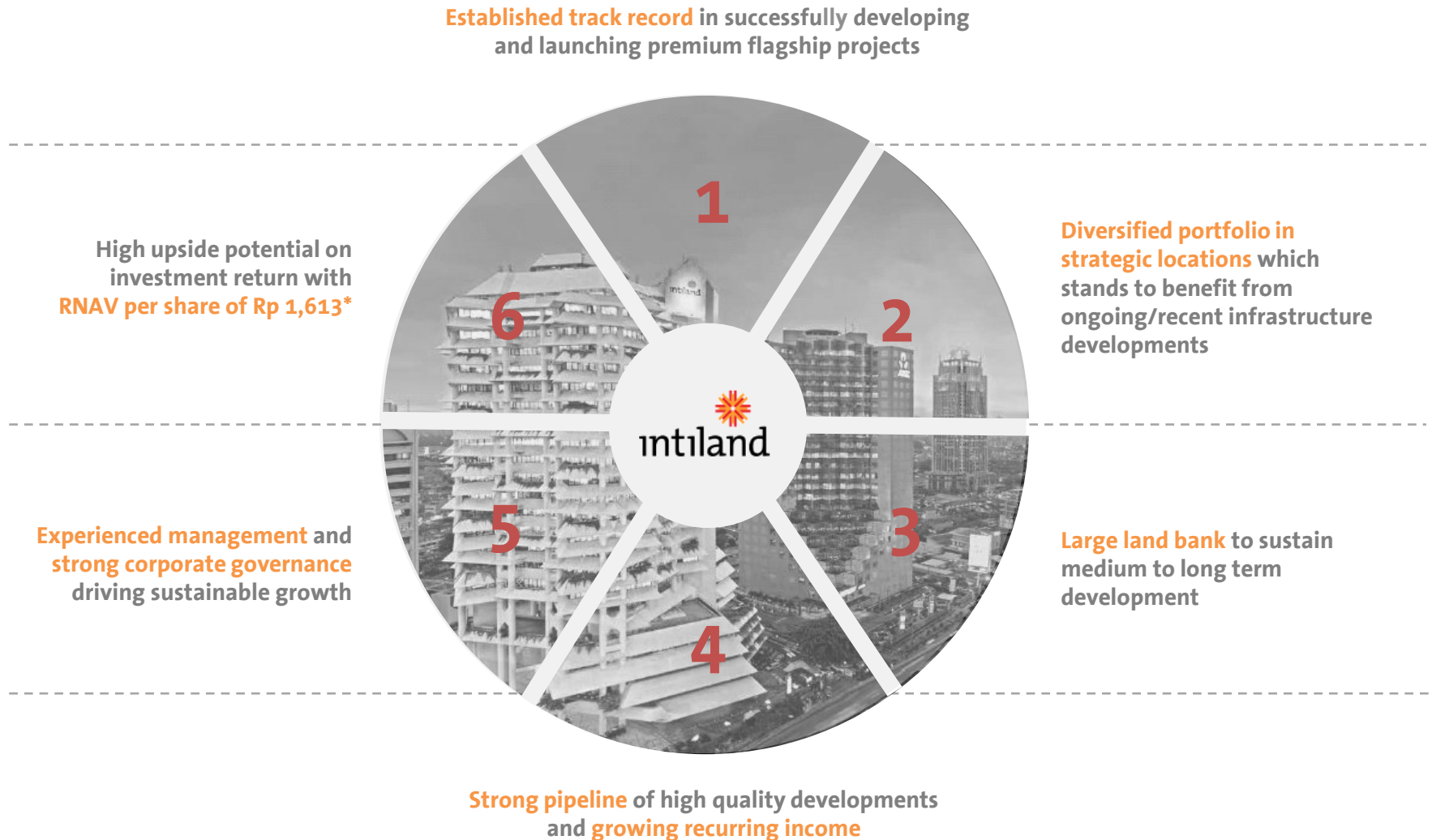
## Session 3

### Key Investment Highlights





## Key Investment Highlights



\*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

South Quarter



*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**

57 Promenade\*



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



The Highly Recognized Condo  
**Properti Indonesia Awards**

## Mixed Use & High Rise

Regatta



*Luxury sea-front condominiums in Jakarta*



Best Premium Apartemen Development  
**Golden Property Awards**

## Office

Intiland Jakarta Tower



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

## Landed Residential

Pantai Mutiara



*One of the first reclaimed housing developments in SE Asia*

## Landed Residential

Serenia Hills



*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**

Graha Famili



*First golf-themed luxurious residential development in Surabaya*



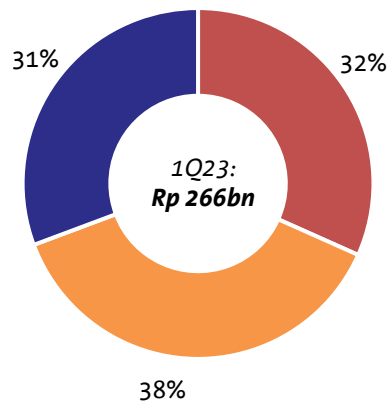
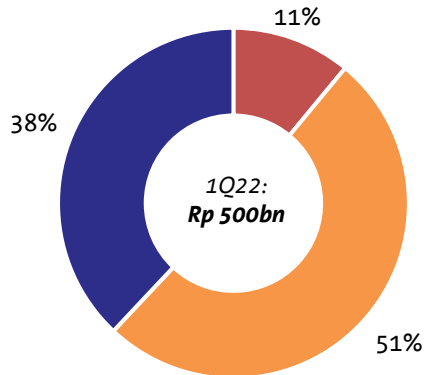
## Diversified portfolio in strategic locations which stands to benefit from ongoing/recent infrastructure developments



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

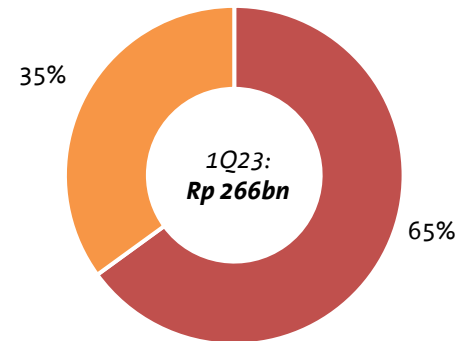
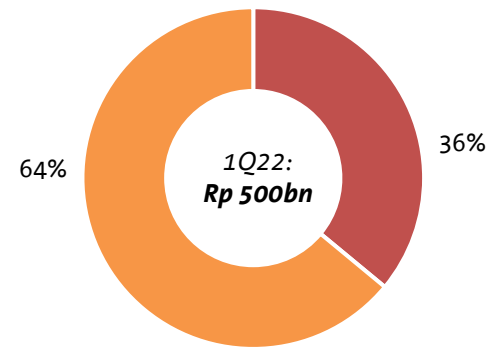
### Marketing Sales

by product type



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

by 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	220 ha	285 ha
Launched*	1991	2010
Land bank (Des 31, 2022)	106 ha	



## 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.

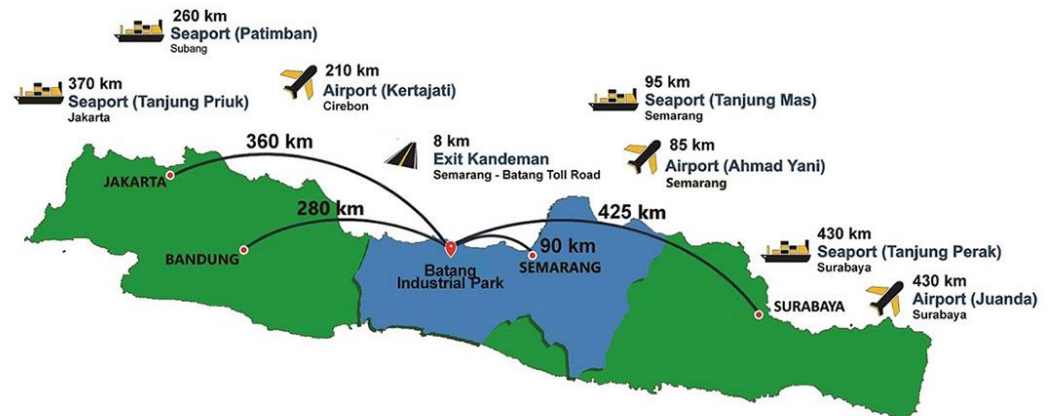
Key tenant:



## Total development plan

### Batang Industrial Park I

Development area*	287 ha
Launched	2020
Land bank (Mar 31, 2023)	129 ha



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



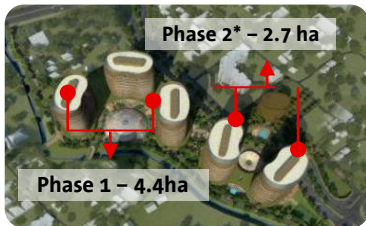
# High-rise developments – Mixed-use/Integrated

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 76,876 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

Completion

2022

Land area

1.2ha

Location

Kebon Melati, CBD Jakarta

\* Soft launch of sales in 4Q 2018

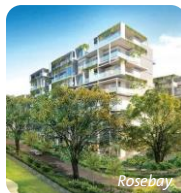


# High-rise developments – Residential

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 60,000m2 filled with urban forest, deer park, jogging track, shops, cafes, shopping complex and entertainment outlets.

#### Amesta Living, East Surabaya



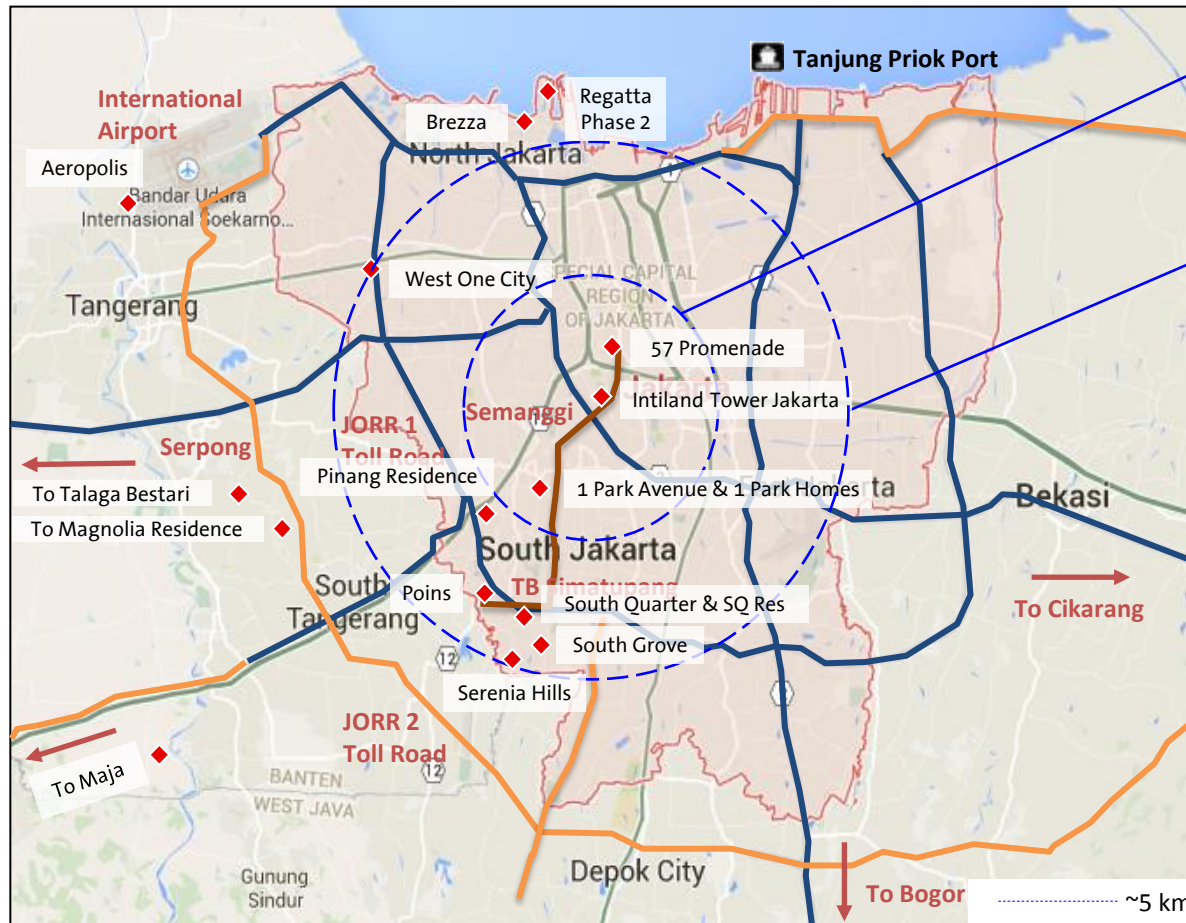
- Located in East Surabaya, Amesta Living is equipped with a variety of the best facilities ranging from SOHO, retail, commercial, and lifestyle malls.
- The development of a 60-hectare integrated area presents the convenience and comfort of living with the presence of a commercial area, jogging track,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

- Poins
- 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

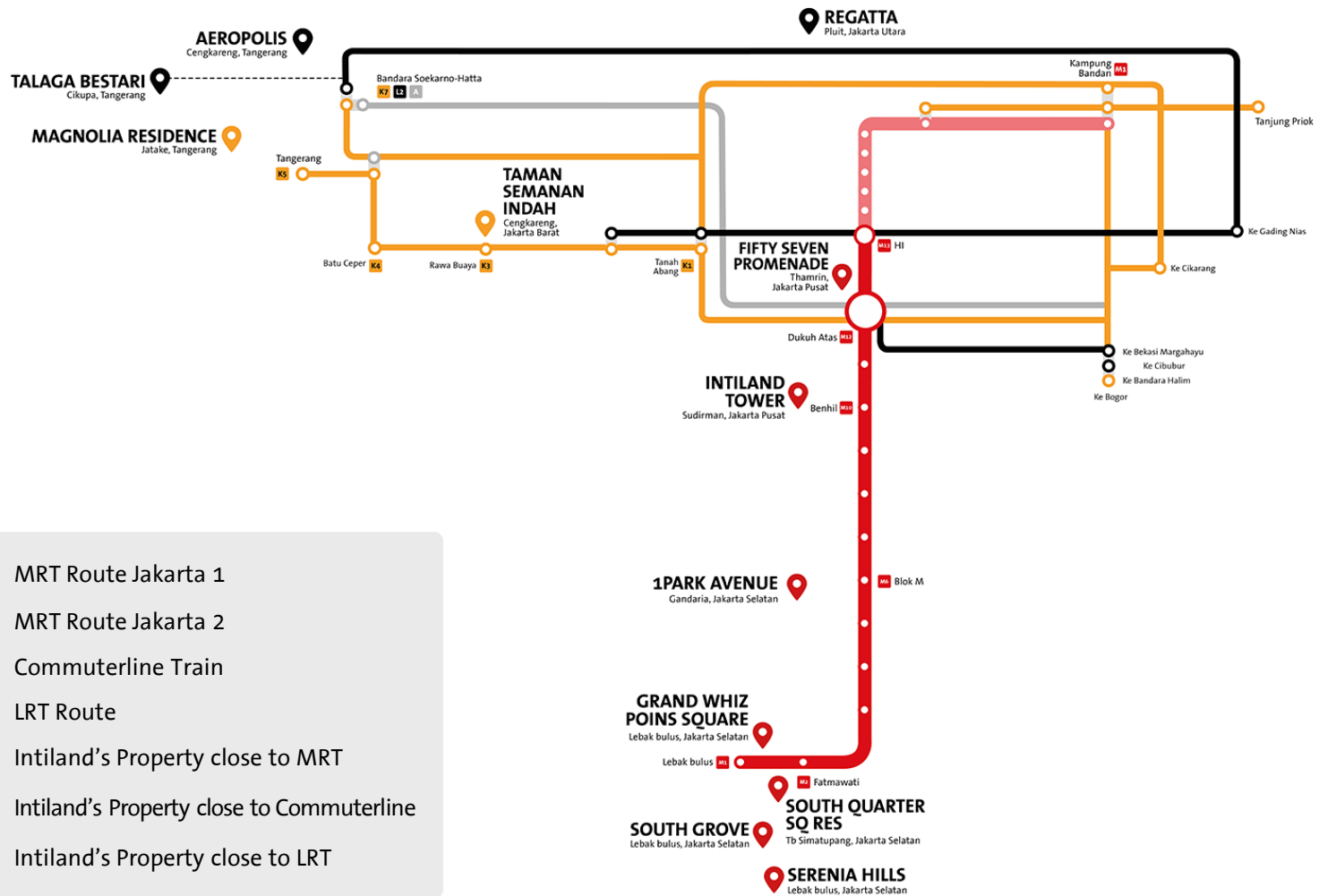
Source: Google maps, company data

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



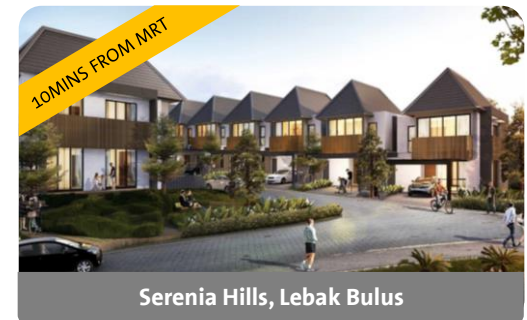


...poised to benefit from infrastructure developments





## #LivingConnected Jakarta

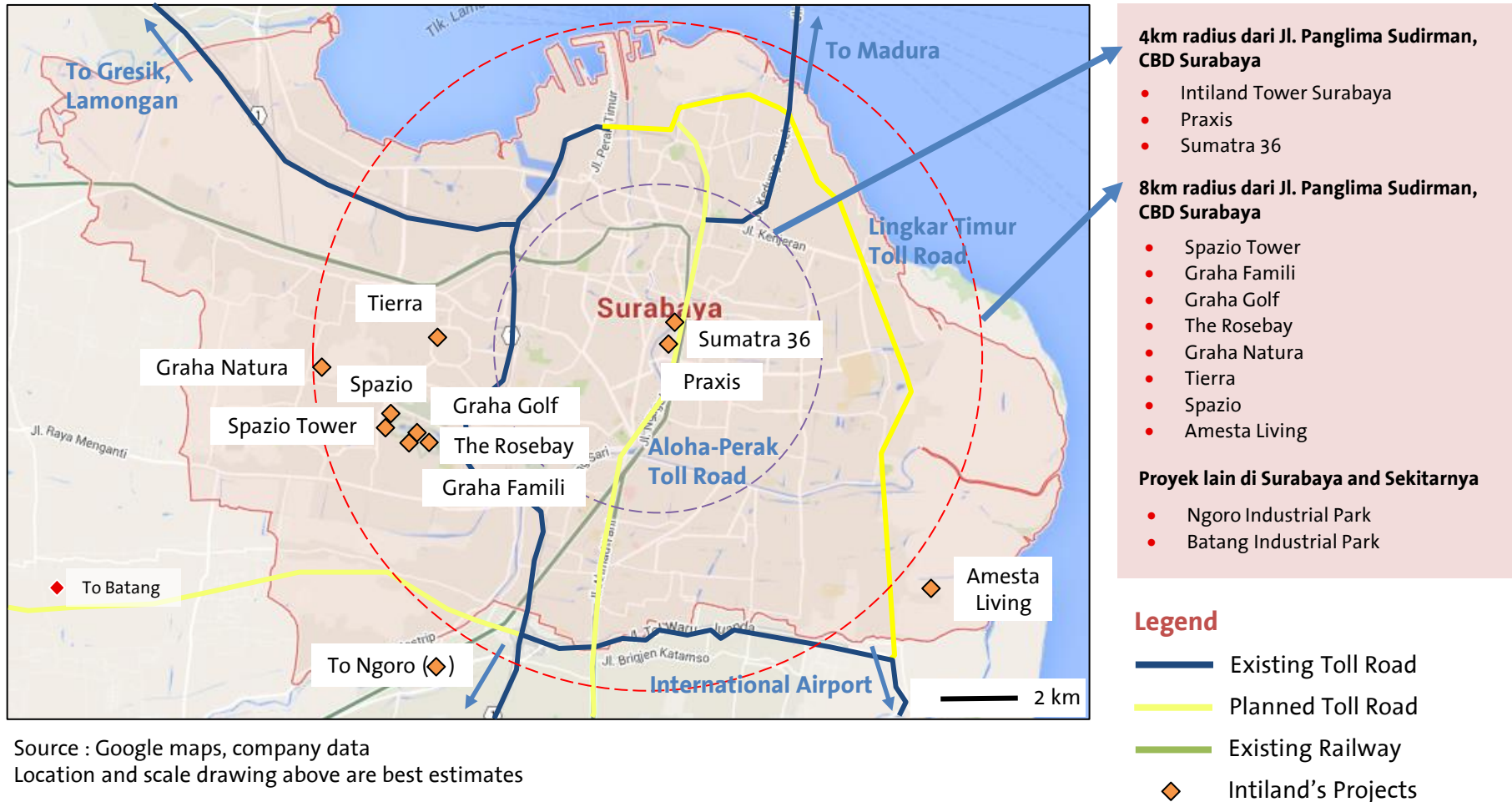






## Well-located portfolio in Central and West Surabaya

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

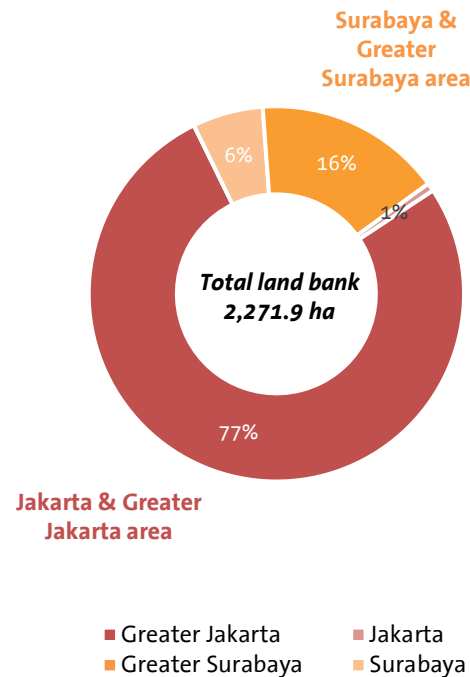




## Large land bank to sustain medium to long term development

Large land bank of c. 2,271.9 ha (as of Mar 31, 2023) 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	93.4
Talaga Bestari, Cikupa	77.9
Gandaria, Jakarta	3.6
Pondok Pinang	2.8
Serenia Hills	1.3
<b>Jakarta &amp; Greater Jakarta area</b>	<b>1,527.0</b>
<b>Developed Land bank</b>	<b>6.6</b>



Undeveloped Land bank	Land area (ha)
Others - Surabaya area	285.8
Pantai Timur, Surabaya	47.4
Bukit Pencu, Surabaya	33.0
Bukit Sampe, Trawas	31.8
Lontar	20.6
Graha Famili, Surabaya	8.5
Jajar Tunggal	4.9
Darmo Harapan	4.1
Wiyung	1.0
<b>Surabaya &amp; Greater Surabaya area</b>	<b>437.0</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

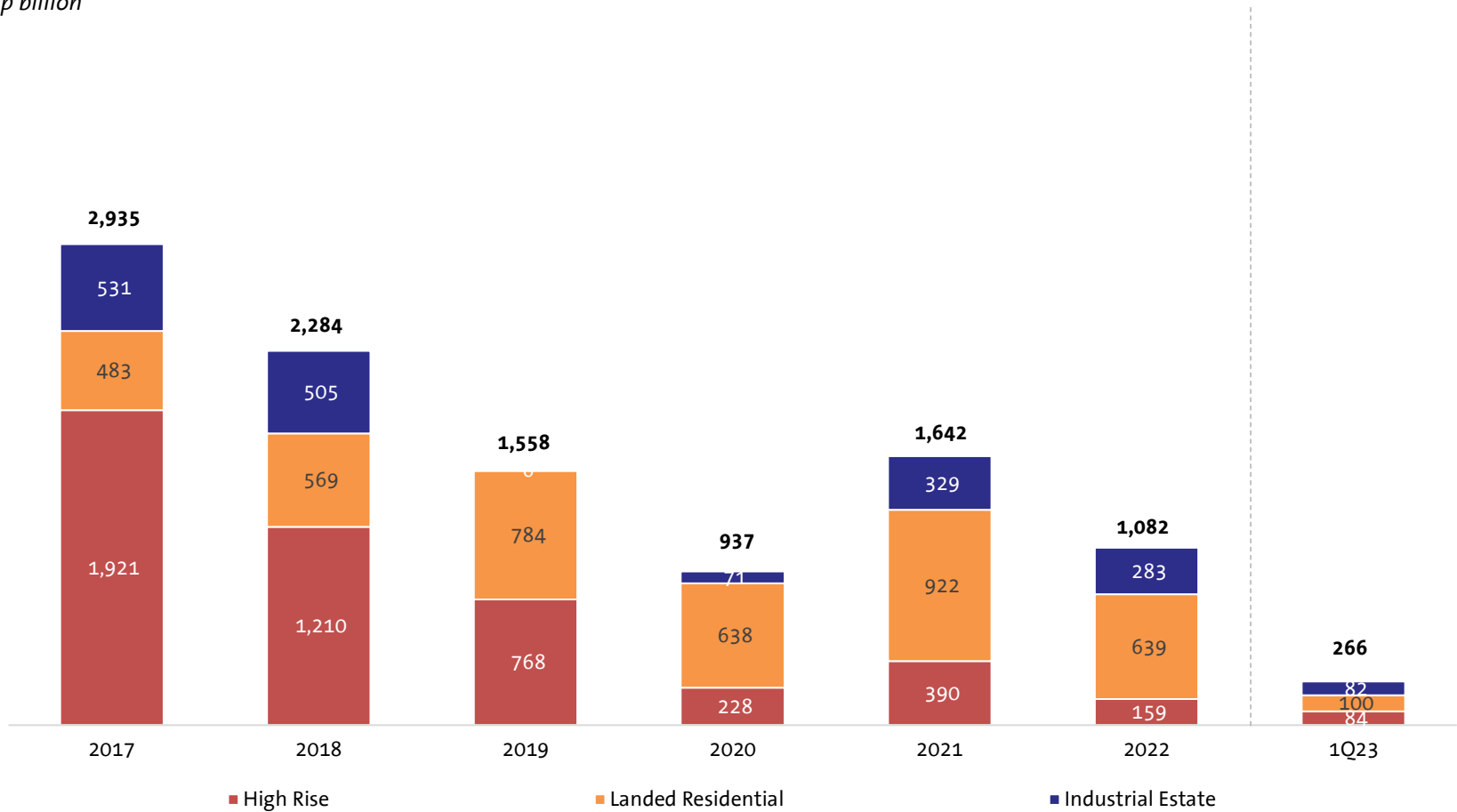
- ~3.2 ha land in Gunung Anyar, Surabaya
- Total transaction value from selling the non-core assets was ~IDR 58.3bn



## Strong pipeline of high quality developments

### Historical marketing sales (2017-1Q23)

in Rp billion

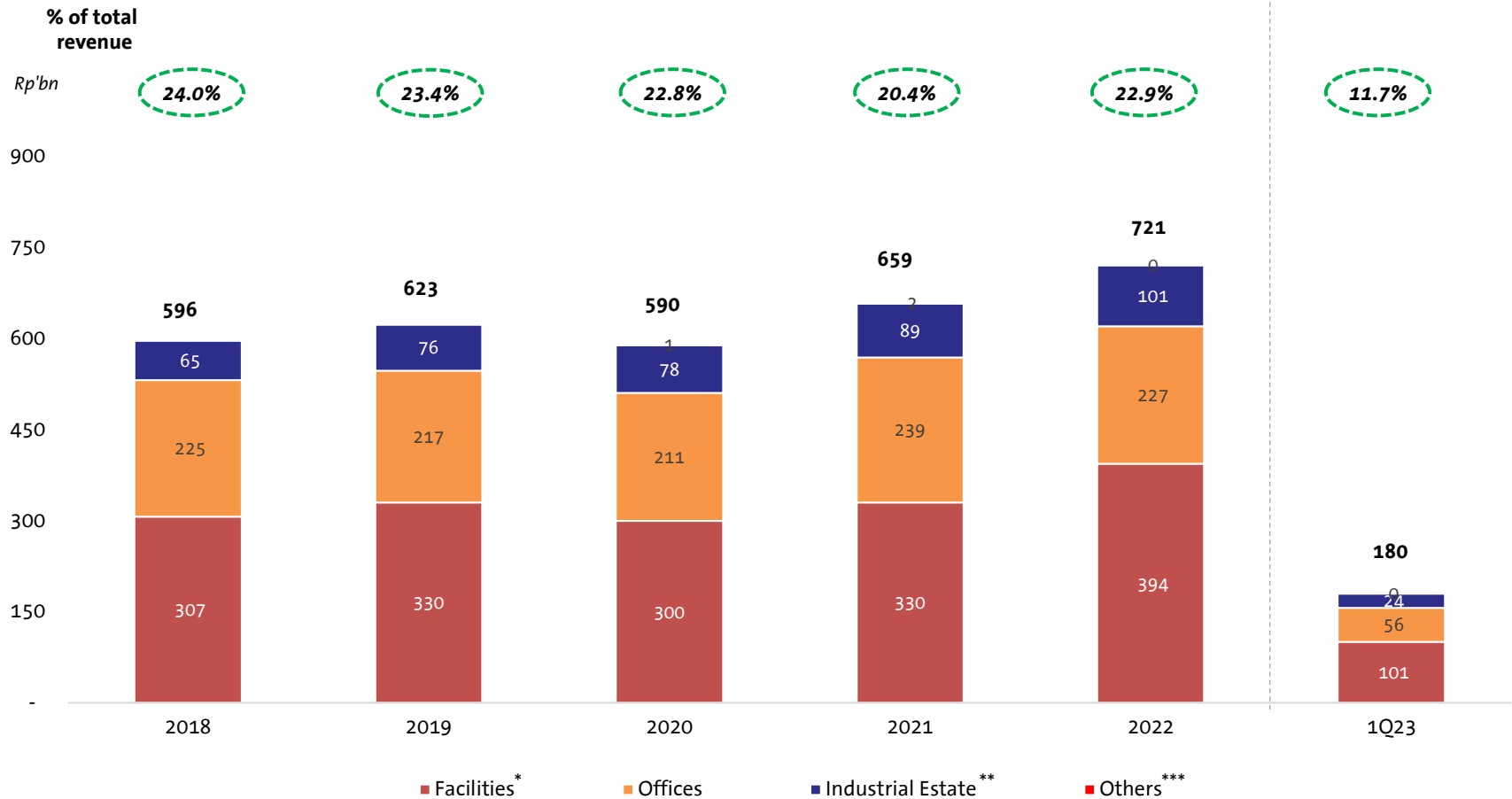




## Growing recurring income base...

Our recurring revenue base has grown since 2018

Recurring Revenue (in Rp billion)



\* 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 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						

#### Occupancy profile

As at Mar 31, 2023	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)	As at Mar 31, 2023	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)
Tower A	426	426	100.0	Retail	7,542	6,560	87.0
Tower B	40,560	35,907	88.5				
Tower C	35,889	33,762	94.1				
<b>Combined</b>	<b>76,876</b>	<b>70,095</b>	<b>91.2</b>				



## ...and a visible additional project pipeline

### Upcoming projects contributing to future additional recurring income stream

	CBD Jakarta		CBD Surabaya	West Surabaya	South Jakarta
					
Projects	57 Promenade Phase I	57 Promenade Phase II	Praxis	Spazio Tower	Poinis
Area (Recurring component)	<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>
Project description	<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>
Completion	2022	Planning phase	2019	2020	2023

\*Completion of Praxis and Spazio Tower exclude Hotel



# 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 1,613

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>

### Investment Property

Jakarta	3,151	2,035
Surabaya	1,131	1,035
<b>Sub Total</b>	<b>4,282</b>	<b>3,070</b>

### Inventories

Jakarta	6,423	3,656
Surabaya	4,864	4,771
<b>Sub Total</b>	<b>11,287</b>	<b>8,427</b>

### Additional

Jakarta	2,129	871
<b>Sub Total</b>	<b>2,129</b>	<b>871</b>

<b>TOTAL</b>	<b>26,429</b>	<b>20,501</b>
--------------	---------------	---------------

### Estimated RNAV (in Rp billion)

Total Asset Value	20,501
Add: Cash & Cash Equivalent Dec 31, 2022	1,163
Less: Interest Bearing Debt Dec 31, 2022	(4,938)

**RNAV** **16,725**

# of shares 10,365,854,185

**RNAV/share** **1,613**

\*based on 2015 and 2017 valuation



## Session 4

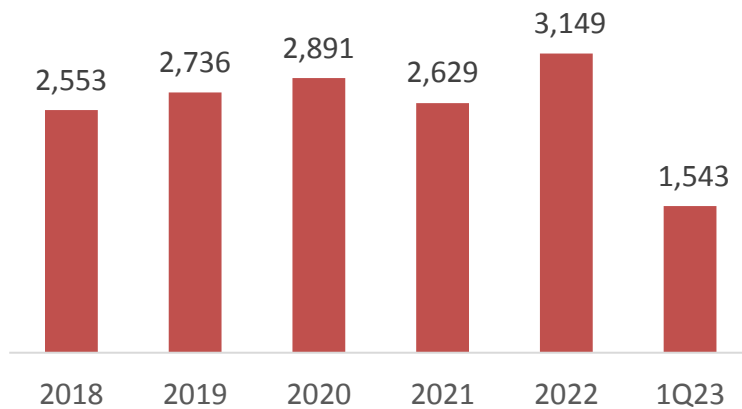
Key Financial



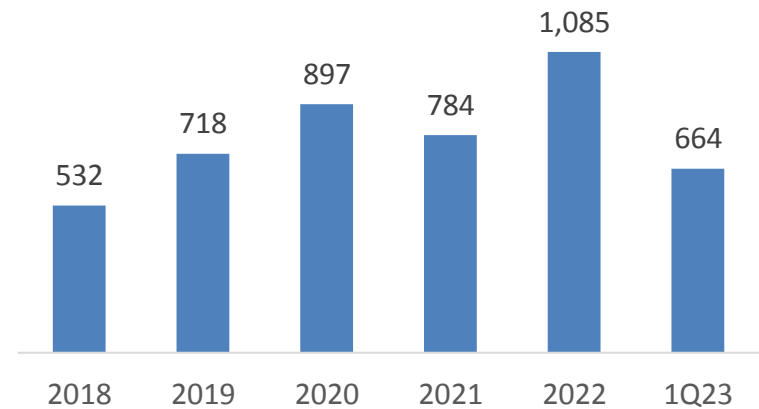
Graha Natura

## Financial Performance

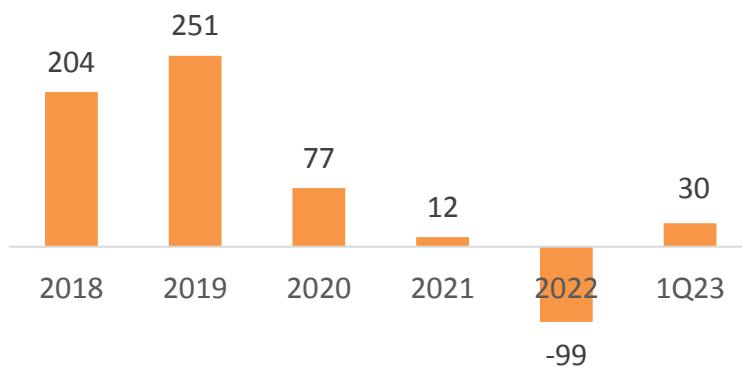
**Revenue**  
in Rp billion



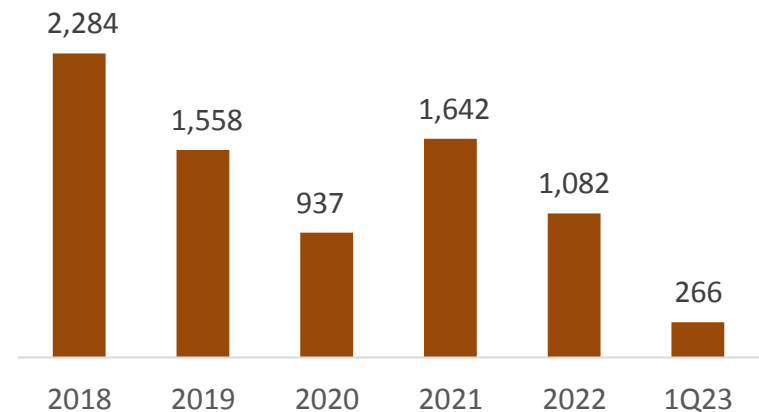
**EBITDA<sup>1)</sup>**  
in Rp billion



**Net Profit**  
in Rp billion



**Marketing Sales<sup>2)</sup>**  
in Rp billion



1) EBITDA 2018: Operating profit + final tax + depreciation + amortization

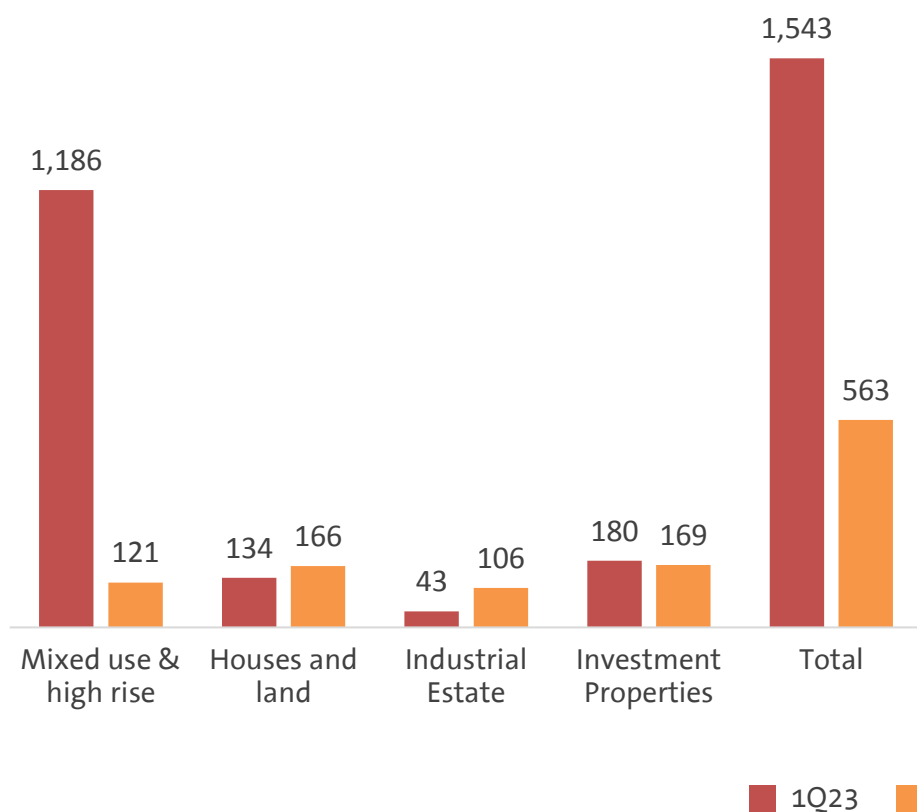
EBITDA 2019 - Onward: Operating profit + depreciation + amortization

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

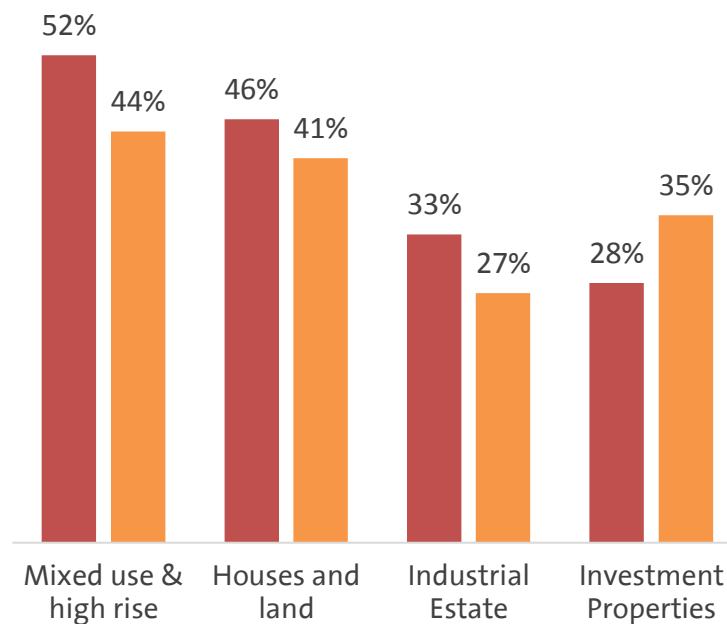
2) Marketing Sales includes Development Income only

## Segments Contribution

**Revenue**  
in Rp billion



**Gross Profit Margin**  
% of Revenue



## Financial Highlights

in Rp billion	1Q23 Inhouse	1Q22 Inhouse	YoY Growth
Revenue	1,543	562	174%
Gross Profit	747	210	255%
EBITDA	664	159	318%
Profit for the year	392	(100)	493%
Net Income	30	(73)	142%
EPS	3	(7)	142%
Gross Profit Margin	48%	37%	
EBITDA Margin	43%	28%	
Net Income Margin	2%	-13%	
ROA (Annualized)	0%	0%	
ROE (Annualized)	0%	-1%	

in Rp billion	1Q23 Inhouse	2022 Audited	Growth
Total Assets	15,748	16,352	-4%
Total Liabilities	9,149	10,136	-10%
Total Equity	6,599	6,216	6%
Sales Advance	0	0	0%
Contract Liabilities	2,409	3,468	-31%
Cash & Cash Equivalents	1,131	1,163	-3%
Total Debt	4,945	4,938	0%
Net Debt/Equity	58%	61%	-5%

in Rp billion	2022 Audited	2021 Audited	2020 Audited	2019 Audited	2018 Audited
Revenue	3,149	2,629	2,891	2,736	2,553
Gross Profit	1,275	1,028	1,181	1,132	1,006
EBITDA	1,085	785	897	718	532
Profit for the year	192	(29)	69	437	194
Net Income	(99)	13	77	251	204
EPS	3	(7)	7	24	20
Gross Profit Margin	40%	39%	41%	41%	39%
EBITDA Margin	34%	30%	31%	26%	21%
Net Income Margin	-3%	1%	3%	9%	8%
ROA	-1%	0%	0%	2%	1%
ROE	-2%	0%	1%	3%	3%

in Rp billion	2022 Audited	2021 Audited	2020 Audited	2019 Audited	2018 Audited
Total Assets	16,352	16,460	15,702	14,777	14,216
Total Liabilities	10,136	10,413	9,653	7,543	7,700
Total Equity	6,216	6,047	6,049	7,235	6,516
Sales Advance	0	0	0	1,428	1,685
Contract Liabilities	3,468	4,017	3,300	0	0
Cash & Cash Equivalents	1,163	1,754	1,122	1,416	1,124
Total Debt	4,938	4,905	5,034	4,960	5,012
Net Debt/Equity	61%	52%	65%	49%	60%
Dividend	N/A	N/A	N/A	N/A	21
Dividend per Share	N/A	N/A	N/A	N/A	2

\* EBITDA 2019 - Onward: Operating profit + depreciation + amortization  
 EBITDA 2017 - 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%  
Completed: 2022

**Condominium: Tower City**  
Saleable area: 17,876 sqm (260 units)  
Sold: 16,225 sqm (91%)  
ASP 1Q23: Rp 60.9 mn/sqm

**Condominium: Tower Sky**  
Saleable area: 31,092 sqm (236 units)  
Sold: 26,606 sqm (86%)  
ASP 1Q23: Rp 60.9 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%  
Completed: 2017

**Condominium King, Queen, Royal (Tower 1, 2, 3)**  
Saleable area: 52,136 sqm  
Sold: 51,551 sqm (99%)  
ASP 1Q23: Rp 33.0 mn/sqm

**Condominium The Hamilton (Tower 4)**  
Saleable area: 18,116 sqm  
Sold: 16,506 sqm (91%)  
ASP 1Q23: Rp 38.0 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%  
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: 37,079 sqm (72%)  
ASP 1Q23: Rp 33.0 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%  
Completed: 2019

**Condominium**  
Semi gross area: 19,634 sqm (295 units)  
Market: Strata title  
Sold: 14,591 sqm (75%)  
ASP 1Q23: Rp 17.0 mn/sqm

**Office**  
Semi gross area: 21,544 sqm (185 units)  
Market: Strata title 17,404 sqm  
Lease 4,140 sqm  
Sold: 6,489 sqm (37%)  
ASP 1Q23: Rp 21.0 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: 84%  
Completed: 2023

### Condominium: Tower D & E:

Market: Strata title  
Total units: 672 units  
Semi gross area: 46,797 sqm  
Sold: 10,809 sqm (23%)  
ASP 1Q23: Rp 43.0 mn/sqm

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

### Condominium:

Market: Strata title  
Sold: 16,349 sqm (79%)  
ASP 1Q23: Rp 23.2 mn/sqm  
Launched: 14 January 2016

Launched: 2014  
Total Area: 0.5 ha  
Infrastructure: Mainroad  
Ownership: 100%  
Completed: 2020

### Office

Semi gross area: 23,807 sqm  
Market: Strata title  
Sold: 14,134 sqm (59%)  
ASP 1Q23: Rp 23.0 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%  
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 1Q23: Rp 21.3 mn/sqm

### Note:

- Phase 2 TBD – 3 condominium towers & townhouse

# Development Income – Mixed Use & High Rise and Landed Residential

## 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: 4,302 sqm (96%)  
ASP 1Q23: Rp 40.3 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: 5,042 sqm (56%)  
ASP 1Q23: Rp 19.0 mn/sqm

## South Jakarta



**Pinang Residence**

Launched: 2019  
Ownership: 100%  
Total area: 0.5 ha  
Infrastructure: Mainroad, MRT  
Total units: 10 units  
Sold units: 10 units (100%)  
Land ASP: Rp 25.0 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	99%
Cluster B	2010	85 units	99%
Cluster C	2010	58 units	100%
Cluster D	2010	93 units	100%
Garden Ville 1 (AA)	2014	31 units	100%
Garden Ville 2 (AB)	2015	24 units	100%
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	98%
Gravillea	2018	53 units	94%
Acacia	2019	62 units	95%
Dandelion	2020	63 units	100%
Magnolia	2021	17 units	35%
Alamanda	2021	24 units	100%
Aurora	2022	54 units	20%

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



# Development Income - Landed Residential

## South Jakarta



### Serenia Hills

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	
			Videl	13 units	
	<b>Total</b>	<b>297 units</b>	<b>Total</b>	<b>421 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)	24 units (71%)	
			Sierra	40 units (95%)	
			Videl	12 units (97%)	
	<b>Total</b>	<b>283 units (95%)</b>	<b>Total</b>	<b>406 units (96%)</b>	
Land ASP	Rp 22.9 mn/sqm		Rp 19.0 mn/sqm, Quantum: Rp 18.4 mn/sqm, Sierra: Rp 20.0 mn/sqm		
Building ASP	Rp 7.5 mn/sqm		Rp 8.5 mn/sqm, Quantum: Rp 7.2 mn/sqm, Sierra: Rp 7.5 mn/sqm		

## South Jakarta



### South Grove

Total Area:	0.5 ha
Ownership:	100%
Total Units:	15 units
Launched:	2018
Infrastructure:	MRT, Roll Road
Sold Units:	11 units (73%)
Land ASP 1Q23:	Rp 24.5 mn/sqm
Building ASP 1Q23:	Rp 10.1 mn/sqm

## Tangerang



### Magnolia

Total Area:	14.7 ha
Ownership:	52.5%
Launched:	2015
Sold Units:	498 units (93%)
Land ASP:	7.1 mn/sqm
Building ASP:	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	79%
Taman Palem 1	1,875 houses	97%
Taman Palem 2	408 houses	79%
Real Estate	628 houses	85%
Plaza D'Captiva	201 shophouses	80%
DUO	144 houses	48%

## 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** : 382 unit  
**Sold 1Q23** : 314 unit (82%)

## West Jakarta



### Virya Semanan

Located in Taman Semanan Indah, Virya Semanan boasts ease of access to the inner city toll roads, the airport, and the Jakarta Outer Ring Road (JORR). Facilities around the area include shopping centers, hypermarkets, educational institutions, health care providers, and others that conveniently cater to your needs.

**Type** : Residential  
**Ownership** : 100%  
**Launch** : 2021  
**Total Unit** : 30 unit  
**Sold 1Q23** : 15 unit (50%)  
**Land ASP** : Rp 13.7 mn/sqm  
**Building ASP** : Rp 7.0 mn/sqm

## Development Income - Mixed Use & High-Rise

### Tangerang



### Aeropolis

Projects Launched	Year Launched	Year Completed	Total (Unit)	Total (Sqm)	Sold (Sqm)	Construction (%)
Aeropolis Residence 1 & Commercial Park	2011	2014	1,175	25,126	23,101	100%
Aeropolis Residence 2	2012	2017	1,047	20,229	19,916	100%
Aeropolis Residence 3 (Tower 1, 3, 5)	2014	2018 (T1) 2020 (T3 & 5)	1,446	24,122	22,406	100% (T1) 100% (T3) 100% (T5)
Aeropolis Crystal Residence (Tower 2, 3)	2013	2018 (T2) 2019 (T3)	393	14,016	13,746	100% (T2) 100% (T3)
Aeropolis Lucent Residence	2016	E 2021	250	7,129	3,948	100%
<b>Total</b>			<b>4,311</b>	<b>90,626</b>	<b>83,118</b>	

Aeropolis Techno Park Phase 1-1	2014	2020	66	Land: 31,363 Building: 23,769	Land: 30,283 Building: 22,815	98%
Aeropolis Techno Park Phase 1-2	2015	2020	101	Land: 18,846 Building: 9,657	Land: 18,384 Building: 9,444	88%

# Development Income - Industrial Estate

## 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: ± 106 ha  
 ASP FY22: 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: 152 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



# Recurring Income

## South Jakarta



### South Quarter

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

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

Lettable space: 76,876 sqm  
Leased space: 70,095 sqm (91%)  
Asking base rent:  
Rp 230,000/sqm/month

#### Retail

Lettable space: 7,542 sqm  
Leased space: 6,560 sqm (87%)  
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: 16,571 sqm  
Available space: 8,138 sqm  
Occupancy: 67%  
Avg. gross rent : Rp 219,000/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: 10,060 sqm  
Available space: 9,169 sqm  
Occupancy: 52%  
Avg. gross rent:  
Rp 193,000/sqm/month

## West Surabaya



### Spazio

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

#### Retail

Lettable space: 5,029 sqm  
Leased space: 2,977 sqm  
Available space: 2,052 sqm  
Occupancy: 59%  
Avg. gross rent:  
Rp 120,000/sqm/month

#### Development Income

##### Office Tower

Total area (SGA) : 16,019 sqm  
Market: Strata title  
Sold: 15,182 sqm (94%)



## 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.

The left side of the image features several vertical stripes of varying widths in shades of orange and red, set against a solid orange background.

**THANK YOU**

## **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](http://www.intiland.com)