

Corporate Presentation 30 September 2021 PT Intiland Development Tbk

Intiland. Developing Your World.





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Session 1 Company Overview





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

	Over 3 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 (~USD119m)* as of Sept 30, 2021
1	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 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	• Over 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







Surabaya & Greater Surabaya Area

*Based on an IDR/US\$ conversion rates of 14,321 which is the middle of the buying and selling foreign exchange transaction rates announced by Bank Indonesia on Sept 30, 2021 ** *Impact of the implementation of the new accounting standard



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 	1990 Branched into Industrial Estate with the commencement of Ngoro Industrial Park	2007 Corporate restructuring; Rp1.1tn outstanding debt converted to 2.2bn shares; Rebranding to PT Intiland Development Tbk; New CEO and BOD appointed Methods Completion of Regatta phase I	2011 Launched South Quarter, a new integrated mixed- use development in South Jakarta Started development of Aeropolis, near Soekarno-Hatta International Airport	2014 Started the construction of Praxis, Surabaya Started development of Spazio Tower, Surabaya Indonesia Top 50 Public Companies in the 2015 Indonesia Best of the Best Awards, Forbes Indonesia	 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 	 2018 Soft launched SQ Res apartments, a second-stage development of the South Quarter integrated zone Weiter and the second secon	2021 Launched Tierra SOHO as part of the Tierra Superblock, Surabaya in West Surabaya
1970 - 1980s 1983 Establishment of the company under the name PT Wisma Darmala Sakti 1986 Completion of Intiland Tower Jakarta 1989 Started development of the first canal estate in South East Asia, Pantai Mutiara, North Jakarta	19905 1991 Listed on Indonesia Stock Exchange Weither United Stock Exchange Weither Strabaye 1997 Completion of Intiland Tower Surabaya development	2007 - 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	2011 - 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	2014 - 2015 2015 South Quarter receives Gold – Design Recognition certification from Green Building Council Indonesia (GBCI) Completion of South Quarter Phase 1, Jakarta	2016- 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.	2018 - 2020 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.	2021 <text></text>



Corporate Structure



Notes:

- 1. 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)
- 2. South Quarter is jointly held and developed by PT Putra Sinar Permaja (51% stake), GIC's affiliate (49% stake)
- 3. Regatta is held by Badan Kerjasama Mutiara Buana (BKMB), a 50-50 JO partnership between PT Taman Harapan Indah and PT Global Ekabuana
- 4. The Rosebay is held by PT Grande Family View, a 75%-owned subsidiary of PT Intiland Grande
- 5. The Intiwhiz Hotel Chain is operated by PT Intiwhiz International, a subsidiary of PT Intiland Infinita
- 6. Based on an IDR/USD conversion rate of 14,321 which is the Jakarta Interbank Spot Dollar Rate (JISDOR) benchmark on Sept 30, 2021
- 7. 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:

		d Use & h Rise	Landed Residential	Industrial Estates	Investment Properties
JAKARTA & GREATER AREA	 South Quarter Aeropolis 57 Promenade Phase 1 1 Park Avenue Regatta Phase 2 	 SQ Res Pinang Apartment West One City Serenia Hills Apartment 	 Serenia Hills Talaga Bestari Magnolia Residence South Grove Griya Semanan 1Park Homes Pinang Residence 	• Aeropolis Technopark	 Intiland Tower Jakarta South Quarter 57 Promenade • Poins Others
SURABAYA & GREATER AREA, BATANG	 Praxis Spazio Tower Sumatra 36 Graha Golf Phase 1 The Rosebay 	 Tierra Phase 1 • Graha Golf Phase 2 • Graha Natura Apartment • 	Graha FamiliGraha Natura	 Ngoro Industrial Park Batang Industrial Park • 	 Intiland Tower Surabaya Praxis Spazio Tower Ngoro Industrial Park Others
		Developme	nt Income		Recurring Income



Selected Awards and Achievements

Serenia Hills Award 2021

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

2021

2020



Intiland

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

Intiland

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

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



Serenia Hills **Golden Awards – Best Landed Residential Development at the** 2020 FIABCI-REI Excellence

Intiland

Awards

Top CSR Awards Star 3 at the Top CSR Awards 2020 held by Top Business magazine, Komite Nasional Kebijakan Governance, and CSR Society

BCIASIA

Intiland

Top 10 Developers 2020 - BCI Asia Award 2020, held by Building & Construction Interchange (BCI Asia)

Hendro S. Gondokusumo

Top Leader on CSR Commitment 2020 at the Top CSR Awards 2020 held by Top Business magazine, Komite Nasional Kebijakan Governance, and CSR Society



Session 2 Strategy

Praxis



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

Vision

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

"

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



- 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



- Entered in a 2nd 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 2nd 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



Strong pipeline of high quality developments and growing recurring income

*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, amongst the largest in the city



Best Commercial Development Best Office Development Best Office Architectural Design South East Asia Property Awards



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



The Most Favored Mid-up Apartment in Mixed-use Project **Housing Estate Awards**

Mixed Use & High Rise



Luxury sea-front condominiums in Jakarta



Best Premium Apartment 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

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



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





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 **Ongoing development South Ouarter** 57 Promenade Phase 1 Phase 1 Phase 2 Integrated mixed-use development Planned mixed use & high rise Phase 2* - 2.7 ha comprising three office towers and development with outdoor elements supporting retail facilities - premised on such as pedestrian walkways and retail the concept of sustainability outlets Ownership: 51.0% (JV with GIC Ownership: 36.63% (JV with GIC and Singapore owning the remaining 49.0%) PT Galang Gema Pradana owning Phase 1 - 4.4ha 33.40% and 29.97% respectively) Phase 1 comprises three 20-floor office towers with some retail space Phase 1 includes 2 condo towers and retail space: Tower A: 100% strata sold, _ Tower B and C retained for leasing 24-floor City57 tower (strata): 260 units Total semi gross area of 129,843 49-floor Sky57 tower (strata): są.m. 236 units Net leasable office area of 76,753 sq.m. and retail space (lease) of Retail space (lease): 769 sq.m. 7,542 sq.m. Launched 4Q 2012 Launched 3Q 2017 Completion Expected completion 30 2022 2015 4.4ha Land area Land area 1.2ha Location TB Simatupang, South Jakarta Location Kebon Melati, CBD Jakarta



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 to high income demographic

Pipeline Projects







T T BEER	
	- BERNEL
and the	
	Lowstise Apartment
inter inter	Low the Apurtment

ipeline Projects	Est. size / unit (SGA sq.m.)
inang Apartment	27-92
iraha Golf Phase 2	182-411**
ierra	28-68
araha Natura Apartment	31-71

* Net size

** Price range not including Penthouse unit





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

- Premium estate located on 26ha, offering a modern residential facility with a private cluster concept and club facilities
- Ownership: 100%
- The residential complex comes equipped with an integrated security system, waste management system and sports facilities and has been developed in 2 phases:
 - Phase 1: 297 residential units
 - Phase 2: 390 residential units

Phase 1Phase 2Launched2011 & 20122013,2014 & 2020Completion20132016*2016*Land area10ha16ha16haLocationEbak Bulus, South & State Action2010*2010*

.

Graha Natura



- Residential project in Lontar, West
 Surabaya, sprawling over
 School Carbo Natura is a
 - 86-hectare land. Graha Natura is a unique housing estate with a focus on healthy lifestyle, nature and eco-friendly technology
- Ownership: 100%
- 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

Launched Phase 1	2010, 2014, 2015, 2016, 2020, 2021
Launched Phase 2	2016, 2018, 2019, 2020, 2021
Land area	86ha
Location	West Surabaya





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











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

Total development plan

- 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.





	Batang Industrial Park I
Development area*	280ha
Launched	2020
Land bank (Jun 30, 2021)	159 ha



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



Intiland's Projects



...poised to benefit from infrastructure developments

1

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





⁶ ¹ ² ³ #LivingConnected Jakarta



57 Promenade, CBD Jakarta



Intiland Tower Jakarta, CBD Jakarta





South Quarter, TB Simatupang





Serenia Hills, Lebak Bulus



Talaga Bestari, Tangerang





Pinang Residence, Pondok Pinang



² 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



Intiland's Projects



Large land bank to sustain medium to long term development

Large land bank of c. 2,056.9 ha (as of Sept 30, 2021) is sufficient to sustain ongoing developments for the next 20 years



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)





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





Historical marketing sales (2015-9M21)

In billion Rupiah







Our recurring revenue base has grown by more than 2x since 2016

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







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





...and a visible additional project pipeline

Upcoming projects contributing to future additional recurring income stream



Strong corporate governance & highly experienced management team



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

Board of Commissioners











Sinarto	Lennard Ho	Thio Gwan	Jahya	Friso
Dharmawan	Kian Guan	Po Micky	Asikin	Palilingan
President	Vice President	Independent	Commissioner	Independent
Commissioner	Commissioner	Commissioner		Commissioner
Serving since 2020	Serving since 2011	Serving since 2010	Serving since 2007	Serving since 2020

Board of Directors







...with RNAV per share of Rp 1,779

Location	Market Value (in Rp billion)*	Effective Value (in Rp billion)			
and for Development					
Jakarta	5,721	5,461			
Surabaya	3,011	2,673			
Sub Total	8,732	8,133			
Investment Proj	perty				
Jakarta	3,325	2,133			
Surabaya	1,156	1,060			
Sub Total	4,481	3,192			
Inventories					
Jakarta	6,642	3,922			
Surabaya	4,828	4,735			
Sub Total	11,470	8,657			
Additional					
Jakarta	2,129	871			
Surabaya	3,882	861			
Sub Total	6,011	1,732			
TOTAL					

Estimated RNAV (in Rp billion)	
Total Asset Value	21,715
Add: Cash & Cash Equivalent Sept 30, 202	21 1,712
Less: Interest Bearing Debt Sept 30, 2021	(4,994)
RNAV	18,445
# of shares	10,365,854,185
RNAV/share	1,778

*based on 2015 and 2017 valuation



Session 4 Key Financial





548

1,092

Financial Performance



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





9M21 9M20


Financial Highlights

in Rp billion	9M21 Inhouse	9M20 Inhouse	YoY Growth
Revenue	1,828	2,065	-11%
Gross Profit	755	826	-9%
EBITDA	548	602	-9%
Profit for the year	-109	29	-472%
Net Income	-77	39	-296%
EPS	-7	4	-296%
Gross Profit Margin	41%	40%	
EBITDA Margin	30%	29%	
Net Income Margin	-4%	2%	
ROA (Annualized)	-1%	0%	
ROE (Annualized)	-2%	1%	
in Rp billion	9M21 Inhouse	2020 Audited	Growth
Total Assets	16,044	15,702	2%
Total Liabilities	10,100	9,653	5%
Total Equity	5,944	6,049	-2%
Sales Advance	0	0	0%
Contract Liabilities	3,605	3,300	9%
Cash & Cash Equivalents	1,712	1,425	20%
Total Debt	4,994	5,034	-1%
Net Debt/Equity	55%	60%	

in Rp billion	2020 Audited	2019 Audited	2018 Audited	2017 Audited	2016 Audited	2015 Audited
Revenue	2,891	2,736	2,553	2,203	2,276	2,201
Gross Profit	1,181	1,132	1,006	956	1,036	1,043
EBITDA	897	718	532	540	585	605
Profit for the year	69	437	194	272	297	419
Net Income	77	251	204	297	299	401
EPS	7	24	20	29	29	39
Gross Profit Margin	41%	41%	39%	43%	46%	47%
EBITDA Margin	31%	26%	21%	25%	26%	27%
Net Income Margin	3%	9%	8%	14%	13%	18%
ROA	0%	2%	1%	2%	3%	4%
ROE	1%	3%	3%	5%	6%	8%
in Rp billion	2020 Audited	2019 Audited	2018 Audited	2017 Audited	2016 Audited	2015 Audited
Total Assets	15,702	14,777	14,216	13,097	11,840	10,289
Total Liabilities	9,653	7,543	7,700	6,787	6,783	5,518
Total Equity	6,049	7,235	6,516	6,311	5,057	4,771
Sales Advance	0	1,428	1,685	1,374	1,168	1,343
Contract Liabilities	3,300	0	0	0	0	0
Cash & Cash Equivalents	1,425	1,416	1,124	750	473	405
Total Debt	5,034	4,960	5,012	4,431	4,455	3,200
Net Debt/Equity	60%	49%	60%	58%	79%	59%
Dividend	N/A	N/A	21	N/A	52	51
Dividend per Share	N/A	N/A	2	N/A	5	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	e 2 - 1.8 ha)
Infrastructure:	MRT, Busway
Ownership:	36.63%
Progress:	69%
Expected Completion:	2022

Condominium:	Tower City
Saleable area:	17,876 sqm (26
Sold:	16,005 sqm (90
ASP 9M21:	Rp 53.3 mn/sqn

26,354 sqm (85%)

Rp 53.8 mn/sqm

Condominium: Tower Sky 31,092 sqm (236 units)

Saleable area: Sold: ASP 9M21:

Retail

Semi gross area: NLA 769 sqm Market: Lease

Phase 2 Information

Office tower:	
Boutique office:	
Serviced Apartment:	
Retail:	

SGA 34,491 sqm
SGA 14,018 sqm
SGA 9,726 sqm
5GA 5,720 Sqm
NLA 11,141 sqm

South Jakarta

1Park Avenue

2012 (Tower 1,2,3)

2015 (Tower 4)

MRT, Mainroad

51,374 sqm (99%)

Rp 33.0 mn/sqm

2.8 ha

North Jakarta



Regatta

2014

CBD Surabaya

Praxis

Busway %	Infrastructure: Ownership: Progress:	MRT, Mainroa 100% 100%
(260 units) (90%) sqm	Condominium King, Queen, Roy Saleable area: Sold: ASP 9M21:	al (Tower 1, 2, 3) 52,136 sqm 51,374 sqm (9 Rp 33.0 mn/sc

Condominium

Sold:

Launched:

Total Area:

The Hamilton (Tower 4) Saleable area: 18,116 sqm

14,858 sqm (82%) ASP 9M21: Rp 35.0 mn/sqm

Phase 2 Information 1 Park Homes

Net land area: 0.8 ha Saleable unit: 32 units

2014			
(Tower London & New York)			
11 ha			
(Phase 1 - 2.5 ha, Phase 2 - 1.7 ha)			
Future LRT			
50%			
100%			
2019			
Phase 2 (3 towers)			
London			
New York			
Shanghai			
51,720 sqm			
(London & New York)			
Strata title			
32,522 sqm (63%)			
Rp 27.8 mn/sqm			

Others

Launched

Phase 2: London tower was launched ٠ in June 2014, while New York tower was pre-launched in June 2014.

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

Semi gross area: 19,634 sqm (295 units) Strata title 14,397 sqm (74%) ASP 9M21: Rp 21.5 mn/sqm

Office

Market:

Sold:

GFA:

Semi gross area: 21,544 sqm (185 units) Market: Strata title 17,404 sqm Lease 4,140 sqm Sold: 5,890 sqm (34%) ASP 9M21: Rp 24.0 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

Total Area:

Ownership:

Total Units:

Completed:

Market:

Sold:

Total units:

ASP 9M21:

Launched:

Market:

Launch:

Total units:

Semi gross area:

Semi gross area:

Condominium:

Tower A, B, F, G, H

Semi gross area:

Condominium Tower C, E

Progress:



SQ Res Rosebay

South Jakarta

Launched: 2018 Total Area : 1.3 ha Infrastructure: MRT. Toll Road Ownership: 51% Progress: 20% Expected Completion: 2023

Condominium:

Tower D & E:

Market: Total units: Semi gross area: Sold: ASP 9M21:

Strata title 672 units 46,797 sqm 10,445 sqm (22%) Rp 40.5 mn/sqm

West Surabaya

+/- 1ha

75%

100%

2020

229 units

20,782 sqm

Strata title

16,505 sqm

Strata title

4,277 sqm

52 units

TBD

14,017 sqm (85%)

Rp 25.2 mn/sqm

14 January 2016

177 units





Spazio Tower

Launched: 2014 Total Area: 0.5 ha Infrastructure: Mainroad 100% Ownership: Progress: 93% Expected Completion: 2022

Office

Semi gross area: Market: Sold: ASP 9M21:

Retail

Semi gross area: Market:

Hotel + Function Semi gross area:

Market:

7,640 (145 rooms) Lease

5,077 sqm

Lease

23,807 sqm

Strata title

13,176 sqm (55%)

Rp 24.3 mn/sqm

West Surabaya



Graha Golf

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

Phase 1 -2 condominium (Tower 1 & 2)

Total area:	7,532 sqm
Market:	Strata title
Semi gross area:	27,174 sqm
Sold:	26,703 sqm (98%)
ASP 9M21:	Rp 27.3 mn/sqm

Note:

Phase 2 TBD – 3 condominium towers ٠ & townhouse

Development Income – High Rise & 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:	3,630 sqm (81%)
ASP 9M21:	Rp 23.9 mn/sqm

2 condominium towers

,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
Туре:	High Rise
Total Area:	0.2 ha
Semi gross area:	9,020 sqm
Sold:	4,937 sqm (55%)
ASP 9M21:	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:	6 unit (35%)
Land ASP:	Rp 20.0 mn/sqm
Building ASP:	Rp 8 5 mn/sqm
Building ASP:	Rp 8.5 mn/sqm

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	98%
The Forest Phase 1	193 houses	73%
Taman Palem 1	1,875 houses	97%
Taman Palem 2	408 houses	56%
Real Estate	628 houses	85%
Plaza D'Captiva	201 shophouses	71%
DUO	144 houses	18%

Development Income - Landed Residential





Serenia Hills

South Jakarta



South Grove

	Phase 1		Phase 2	
Туре	Residential		Residential	
Land Area	10 ha		16 ha	
Development Plan	Regent Signature Zenith	187 units 74 units 36 units	Titan Ultimate Venture Barat Venture Timur Quantum	59 units 51 units 84 units 62 units 76 units
	Total	297 units	Sierra Total	48 units 380 units
Launched	2011 & 201	.2	2013 & 2014 ; 2	2017 (Quantum), 2021 (Sierra)
Sold	Regent Signature Zenith Total	173 units (93%) 74 units (100%) 36 units (100%) 283 units (95%)	Titan Ultimate Venture Barat Venture Timur Quantum Sierra	59 units (100%) 50 units (98%) 83 units (99%) 62 units (100%) 76 units (100%) 27 units (75%)
			Total	357 units (94%)
Land ASP 9M21	Rp 22.9 mn	/sqm	Rp 19.0 mn/sqn	n, Quantum: Rp 18.4 mn/sqm, Sierra: Rp 20.0 mn/sqm
Building ASP 9M21	Rp 7.5 mn/:	sqm	Rp 8.5 mn/sqm,	, Quantum: Rp 7.2 mn/sqm, Sierra: Rp 7.5 mn/sqm



Tangerang



Magnolia

Total Area:	14.7 ha
Ownership:	52.5%
Launched:	2015
Sold Units:	381 units (71%)
Land ASP 9M21:	6.0 mn/sqm
Building ASP 9M21:	5.0 mn/sqm

MRT

Development Income - Mixed Use & High-Rise





Aeropolis

West Surabaya



Graha Natura

Type: Mixed used & high rise

Projects Launched	Year Launched	Year Completed	Total (Unit)	Total (Sqm)	Sold (Sqm)	ASP 9M21 (Rp mn/m2)	Construction (%)
Aeropolis Residence 1 & Commercial Park	2011	2014	1,175	25,126	22,912	11.7	100%
Aeropolis Residence 2	2012	2017	1,047	20,229	20,184	9.0	100%
Aeropolis Residence 3 (Tower 1, 3, 5)	2014	2018 (T1) 2020 (T3 & 5)	1,446	24,122	22,235	11.3	100% (T1) 100% (T3) 100% (T5)
Aeropolis Crystal Residence (Tower 2, 3)	2013	2018 (T2) 2019 (T3)	393	14,016	13,459	10.4	100% (T2) 100% (T3)
Aeropolis Lucent Residence	2016	E 2021	250	7,129	3,472	12.5	97%
Total			4,311	90,626	82,262		
Aeropolis Techno Park Phase 1-1	2014	2020	59	Land: 27,833 Building: 22,927	Land: 27,105 Building: 20,589	Land: 8.0 Building: 5.0	100%
Aeropolis Techno Park Phase 1-2	2015	2020	73	Land: 14,850 Building: 6,192	Land: 14,390 Building: 5,961	Land: 9.0 Building: 5.0	100%

Phase 1				
Cluster	GLA	Launched	Development Plan	Sold
Cluster A	5.9 ha	2010	105 units	98%
Cluster B	5.4 ha	2010	85 units	99%
Cluster C	6.0 ha	2010	58 units	90%
Cluster D	8.4 ha	2010	93 units	100%
Garden Ville 1	0.6 ha	2014	31 units	100%
Garden Ville 2	0.6 ha	2015	24 units	96%
Soho (BS)	0.6 ha	2014	27 units	100%
Soho (DS)	1.0 ha	2016	37 units	100%

Phase 2

Cluster	GLA	Launched	Development Plan	Sold
Edenia (E&F)	5.4 ha	2016	249 units	91%
Gravillea	1.8 ha	2018	53 units	94%
Acacia	1.1 ha	2019	62 units	84%
Dandelion	0.9 ha	2020	63 units	100%
Magnolia	ha	2021	17 units	5%

ASP 9M21: Land: 10.0 mn/sqm Building: 9.0 mn/sqm

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intiland

Development Income - Industrial Estate

Mokokerto, East Java





Ngoro Industrial Park

Total Development: Launched:

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:
Land bank:
ASP 1H21:

324 ha ± 85 ha Rp 1.7 mn/sqm

505 ha

1991 (1st phase)

2010 (2nd phase)

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.



Development plan:	500 ha
1 st phase development:	280 ha
Landbank:	179 ha

Launched: 2020 (1st phase)

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 $% \left({{{\left[{{{\left[{{{\left[{{{c_{1}}} \right]}}} \right]}_{\rm{cl}}}}} \right]_{\rm{cl}}}} \right)$

Recurring Income



South Jakarta



South Quarter

2012

51%

100%

MRT, Toll Road

Launched: Infrastructure: Ownership: Progress:

Office (Tower A, B, C)

Lettable space: 76,753 sqm Leased space: 57,459 sqm (75%) Asking base rent: Rp 230,000/sqm/month

Retail

Lettabe space:	7,542 sqm
Leased space:	4,878 sqm (65%)
Asking base rent:	
Rp 250,000-Rp 300,0	00/sqm/month

CBD Jakarta



Intiland Tower Jakarta

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

Office Tower

Lettable space:24,709 sqmLeased space:11,984 sqmAvailable space:12,725 sqmOccupancy:50%Avg. gross rent :Rp 250,000/sqm/month

South Jakarta



Poins

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



Intiland Tower Surabaya

Total area:0.5 haOwnership:100%Infrastructure:MainroadLettable space:19,264 sqm

Leased space: 9,480 sqm Available space: 9,749 sqm Occupancy: 49% Avg. gross rent: Rp 189,000/sqm/month

West Surabaya



Spazio

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

Retail

Lettable space: 4,887 sqm Leased space: 1,377 sqm Available space: 3,510 sqm Occupancy: 41% Avg. gross rent: Rp 92,000/sqm/month

kp 92,000/sqm/mont

Development Income Office Tower

Total area (SGA) : Market:

Sold:

16,019 sqm Strata title 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 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

Contact Us

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