

Corporate Presentation  
30 September 2024  
PT Intiland Development Tbk

Intiland. Developing Your World.



## Table Of Contents

---

Section 1	<b>Company Overview</b>	3
Section 2	<b>Strategy</b>	9
Section 3	<b>Key Investment Highlights</b>	14
Section 4	<b>Key Financials</b>	36
Section 5	<b>Appendix</b>	40

## Disclaimer

---

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

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

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

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

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

# 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 Rp2.1tn (~USD142m)\* as of Sept 30, 2024

## 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

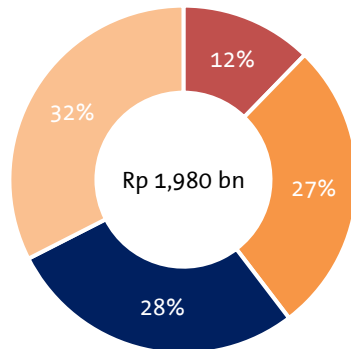
## Large, strategically located land bank

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

## Well-diversified portfolio

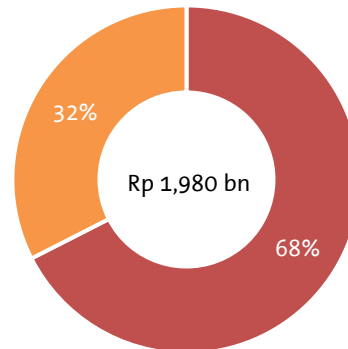
- Successfully developed over 61 projects in Jakarta and Surabaya across a wide spectrum of sub-sectors including landed residential townships, office towers, high-rise apartments, hospitality, industrial estates as well as sports and golf club management

Revenue breakdown (as of Sept 30, 2024)



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

Landbank breakdown (as of Sept 30, 2024)



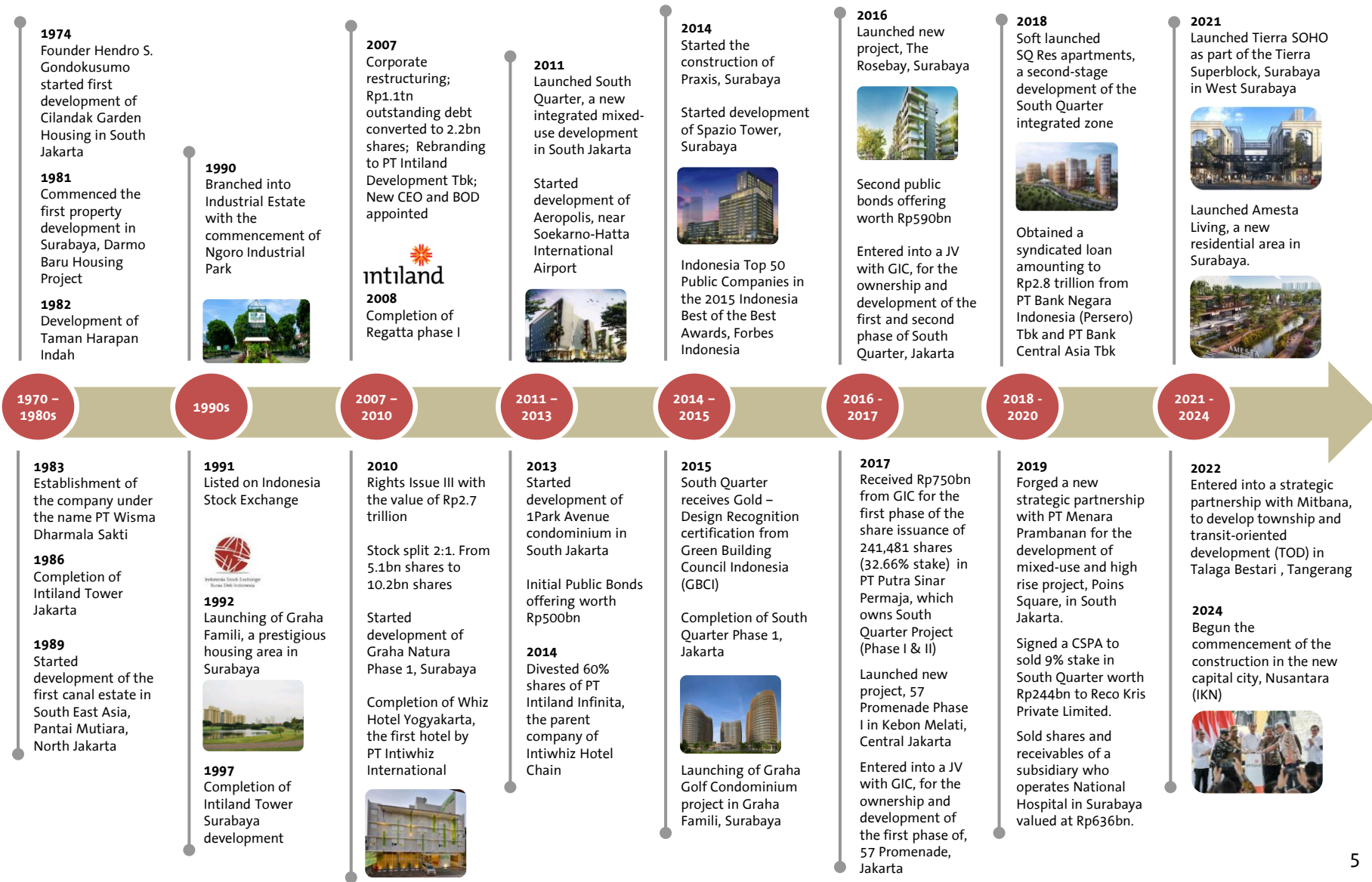
■ Development Revenue 
 ■ Recurring Revenue



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

\*Based on an IDR/US\$ conversion rates of 15,144 which is the middle of the buying and selling foreign exchange transaction rates announced by Bank Indonesia on Sept 30, 2024

# 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



**2008**  
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




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

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



Launched Amesta Living, a new residential area in Surabaya.



**1970 – 1980s**


**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

**1990s**

**1991**  
Listed on Indonesia Stock Exchange



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




**1997**  
Completion of Intiland Tower Surabaya development

**2007 – 2010**

**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 Whiz Hotel Yogyakarta, the first hotel by PT Intiwhiz International



**2011 – 2013**

**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



Launching of Graha Golf Condominium project in Graha Famili, Surabaya

**2016 – 2017**

**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

**2018 – 2020**

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

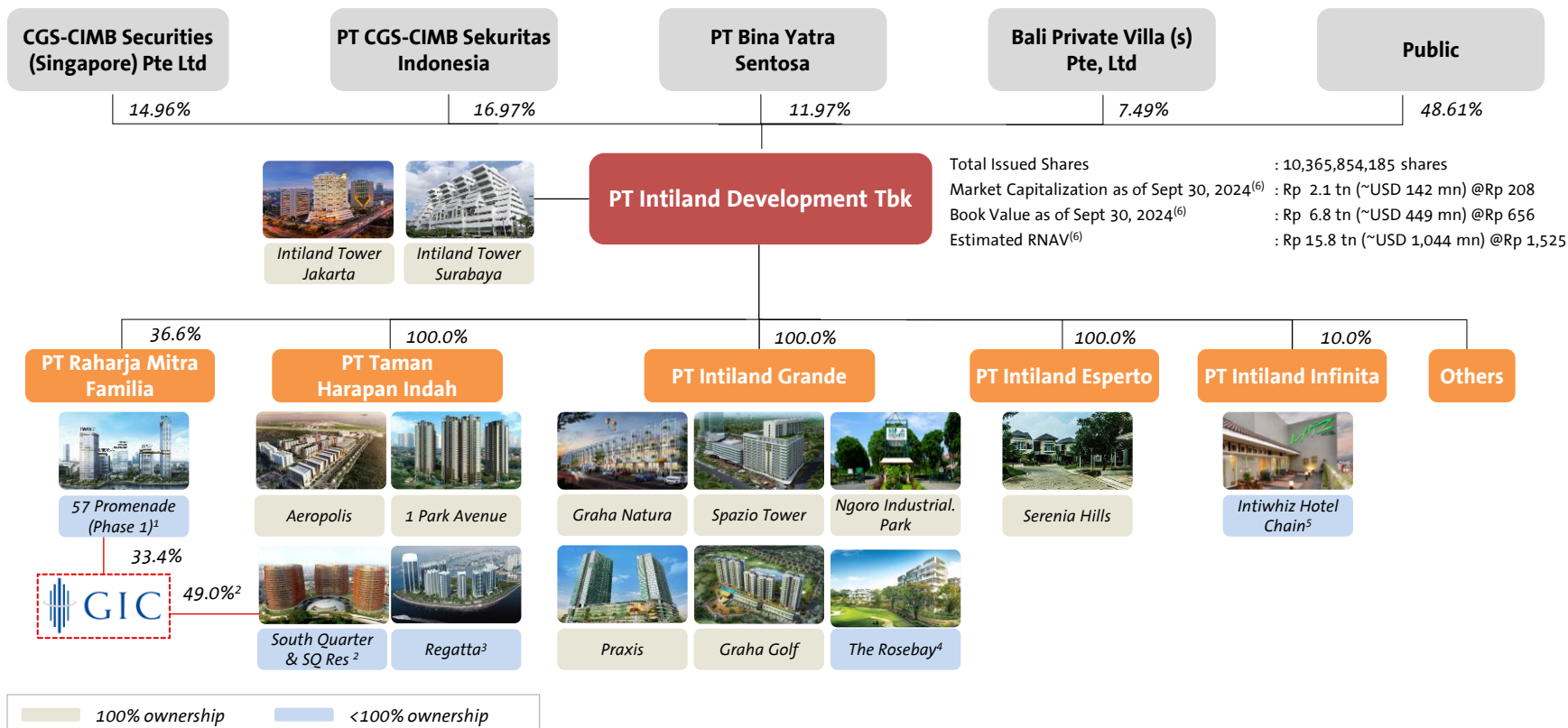


**2021 – 2024**

**2022**  
Entered into a strategic partnership with Mitbana, to develop township and transit-oriented development (TOD) in Talaga Bestari , Tangerang

**2024**  
Began the commencement of the construction in the new capital city, Nusantara (IKN)

# 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 15,144 which is the Jakarta Interbank Spot Dollar Rate (JISDOR) benchmark on Sept 30, 2024

## 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**

- South Quarter
- Aeropolis ●
- 57 Promenade Phase 1
- 1 Park Avenue
- Regatta Phase 2
- SQ Res
- West One City ●
- Serenia Hills Apartment ●

- Serenia Hills
- Talaga Bestari
- Magnolia Residence
- South Grove
- Virya Semanan
- 1Park Homes
- Pinang Residence
- Brezza
- Serenia Estate ●

- Aeropolis Technopark

- Intiland Tower Jakarta
- South Quarter
- 57 Promenade ●
- Poin
- Others

**SURABAYA &  
GREATER AREA,  
BATANG**

- Praxis
- Spazio Tower
- Sumatra 36
- Graha Golf Phase 1
- The Rosebay
- Tierra SOHO
- Graha Golf Phase 2 ●
- Graha Natura Apartment ●

- Graha Famili
- Graha Natura
- Amesta Living

- Ngoro Industrial Park
- Batang Industrial Park ●

- Intiland Tower Surabaya
- Praxis
- Spazio Tower
- Ngoro Industrial Park
- Others

**Development Income**

**Recurring Income**

## Selected Awards and Achievements

2024



**PT Intiland Development Tbk**

**Nawacita Awards 2024  
The Advancement of  
Infrastructure & Industry**



**Poins**

**DTKJ Awards 2024  
Silver Winner Category of Commercial  
Areas or Buildings Providing the Best  
Facilities to Support the Integration  
of Public Transport, Active Modes  
of Transportation, and Mobility  
For People with Disabilities.**



**PT Intiland Development Tbk**

**InvestorTrust.id  
Best Sharia Awards 2024  
Best Sukuk Ijarah**

2023



**SQ Res  
Best High-End Apartment (JAVA)  
Lamudi.co.id Property Awards**



## 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

## Commitment to ESG Sustainability

Proving our commitment to maintain exceptional quality while continuously progressing towards sustainability, we launched **Intiland Sustainable Guidelines (ISG)**, a working document and will be regularly updated to meet the ever-changing world.

This guideline is to assist us in making sure that our project development is of the latest development in building research and technology.



*In 2022, Intiland launched Intiland Sustainable Guidelines (ISG), an updated version of the previously named Intiland Sustainable Design Guidelines (ISDG) which was an in-house guide created in 2017.*

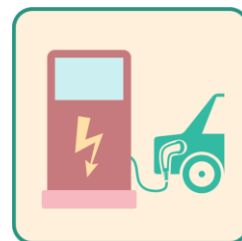
## Key ESG Sustainability Achievements 2023



Intiland maintained energy intensity below **200 kWh/m<sup>2</sup>** across two office and four apartment buildings in 2023



Organic waste reduced by **300 tonnes** across all properties through project-based initiatives in 2023.



**EV charging stations** installed in South Quarter, Intiland Tower Jakarta, 1Park Avenue, Aeropolis, and Fifty Seven Promenade.



South Quarter office complex achieved a **Gold Rating for Existing Building – Greenship V1.1** from the Green Building Council Indonesia.



In 2023, we conducted **43 CSR activities**, achieving an average Social Return on Investment of 1.11.



1Park Avenue's building management maintained a **5S audit score above 80%** for two consecutive years.



**98% of customers expressed satisfaction** with services across our 7 property projects.

## 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 1,525\*

Experienced management and strong corporate governance driving sustainable growth





# 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





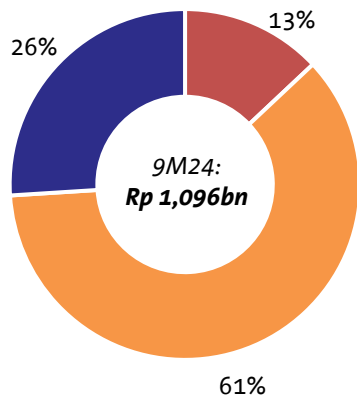
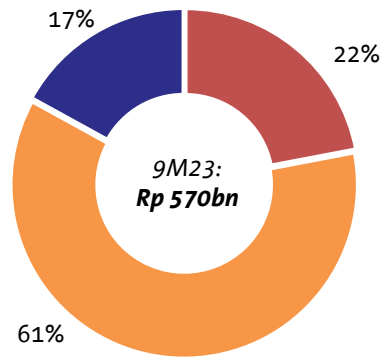
# Diversified portfolio in strategic locations which stands to benefit from ongoing/recent infrastructure developments



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

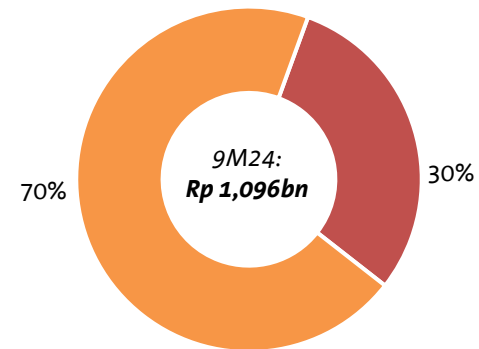
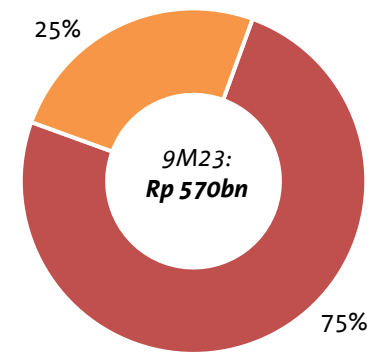
## Marketing Sales

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

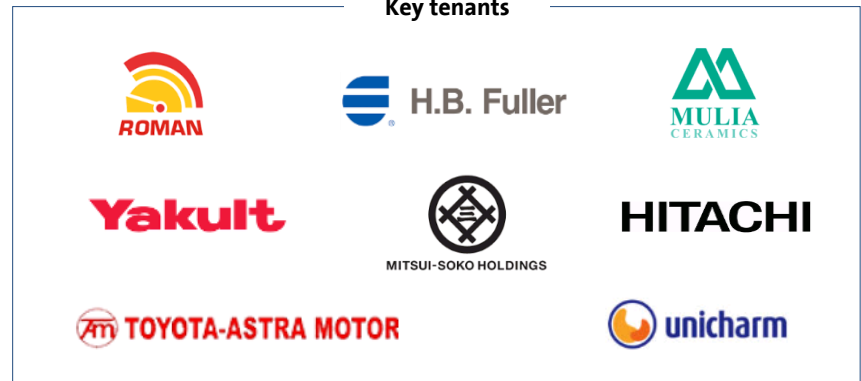
- Located c.45km south of Surabaya in Ngoro, Mojokerto, East Java
- Quick access to Surabaya’s Tanjung Perak Port (50km) and Juanda International Airport (50km)
- Facilities and services include an export processing zone, standard factory buildings, warehouses, commercial areas, clinics, banks & ATMs, 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
Gross land bank (Sept 30, 2024)	104 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
Saleable land bank (Sept 30, 2024)	31 ha



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



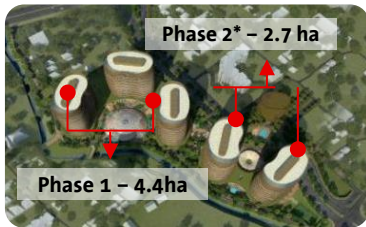
# High-rise developments – Mixed-use/Integrated

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

## Completed

### 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 60,000m<sup>2</sup> filled with urban forest, deer park, jogging track, shops, cafes, shopping complex and entertainment outlets.

#### Amesta Living, East Surabaya



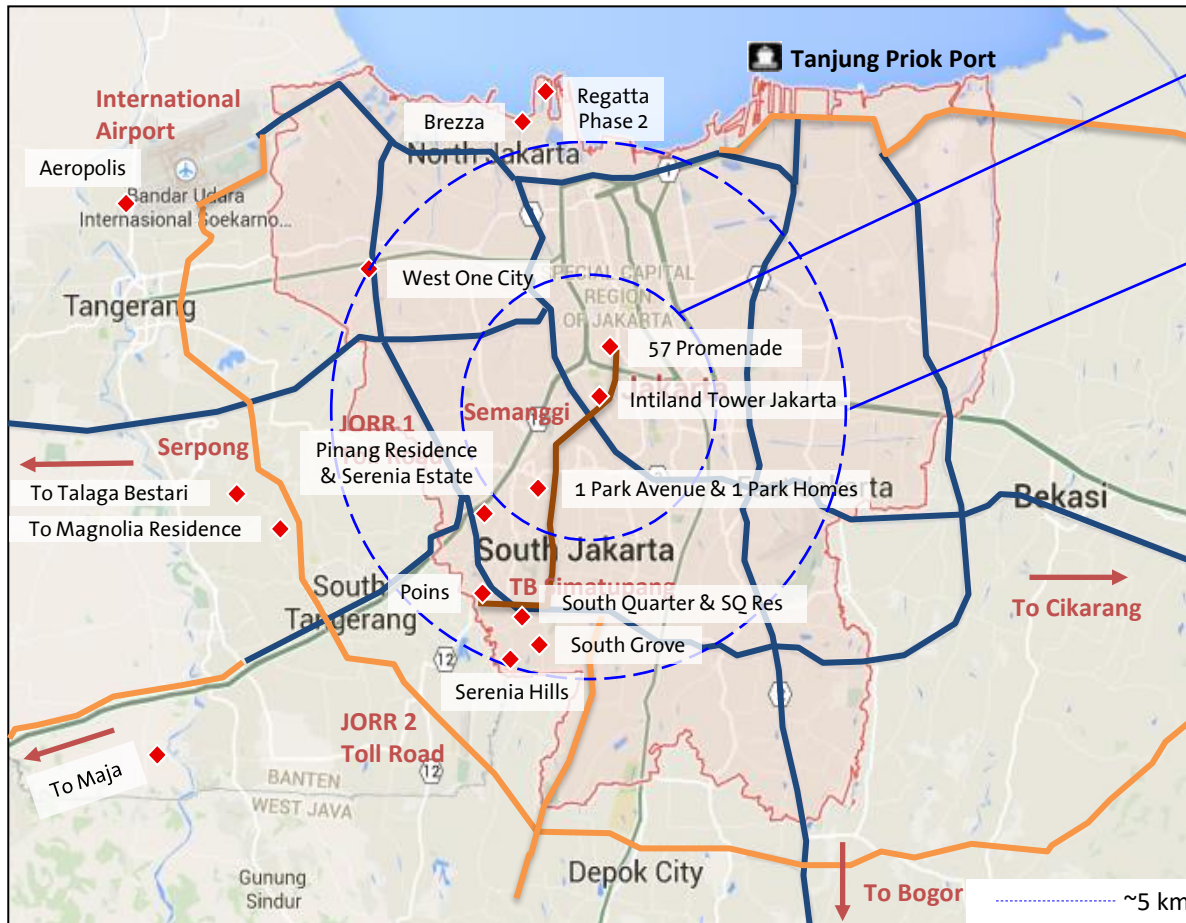
- Located in East Surabaya, Amesta Living is equipped with a variety of the best facilities ranging from SOHO, retail, commercial, and lifestyle malls.
- The development of a 60-hectare integrated area presents the convenience and comfort of living with the presence of a commercial area, jogging track,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

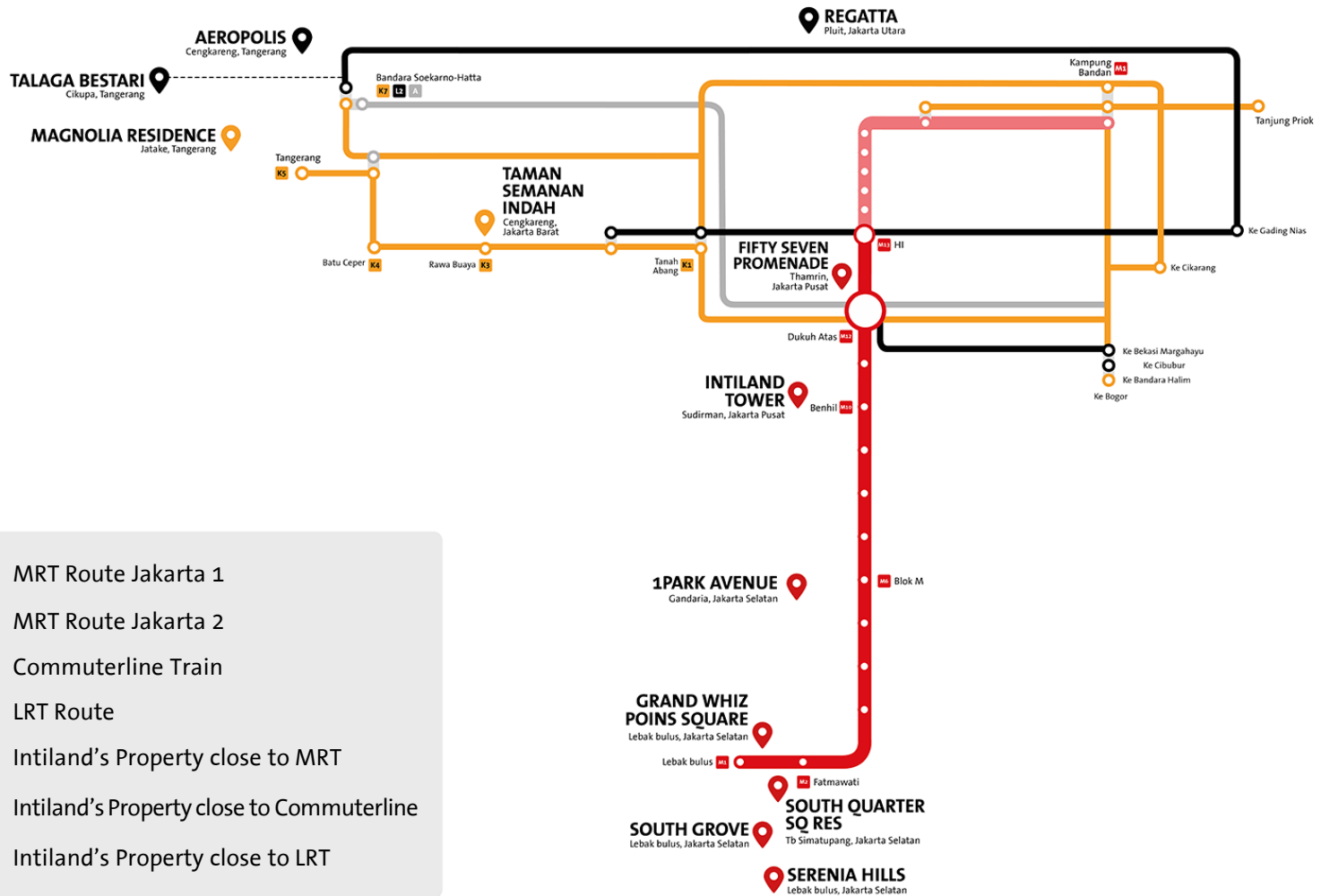
Source: Google maps, company data  
 Note: Location and scale drawing above are best estimates



# ...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

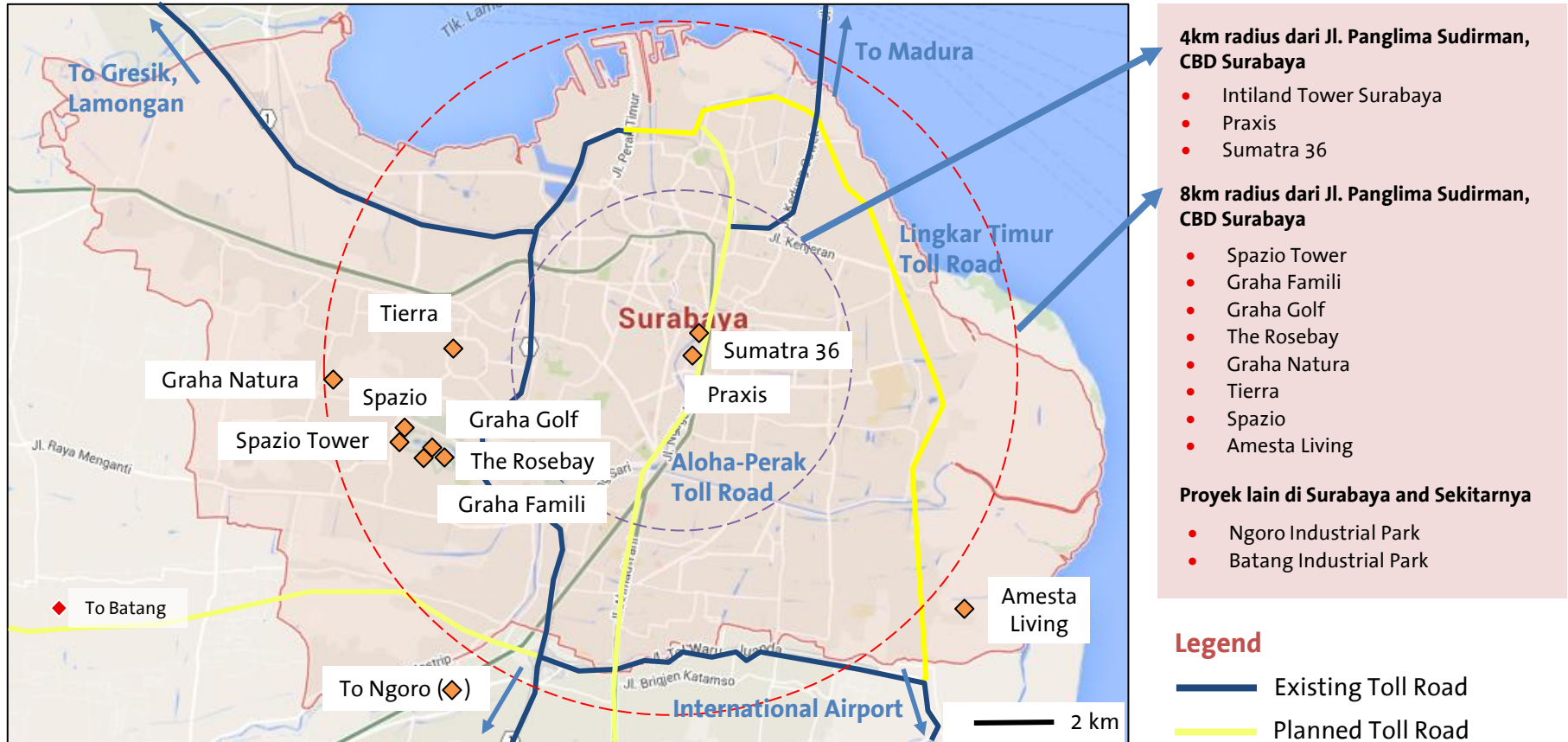


Talaga Bestari, Tangerang



## 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

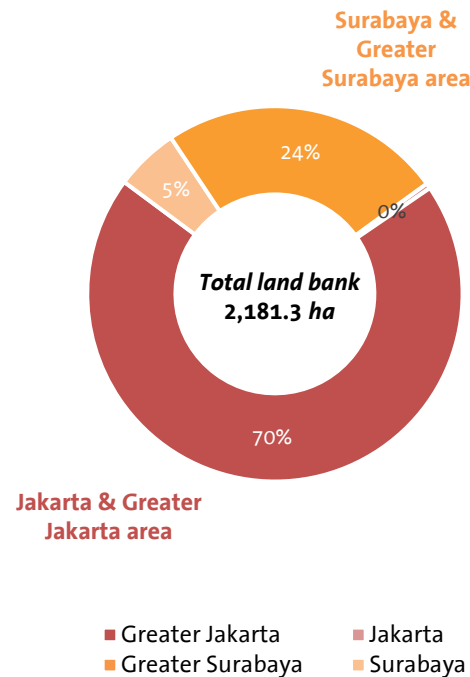


# Large land bank to sustain medium to long term development



Large land bank of c. 2,181.3 ha (as of Sept 30, 2024) is sufficient to sustain ongoing developments for the next 20 years

Undeveloped Land bank	Land area (ha)
Maja, Banten	1,068.7
Tangerang, Banten	281.3
Others - Jakarta area	91.8
Talaga Bestari, Cikupa	83.4
Gandaria, Jakarta	3.6
Pondok Pinang	1.1
Serenia Hills	0.6
<b>Jakarta &amp; Greater Jakarta area</b>	<b>1,530.6</b>



Undeveloped Land bank	Land area (ha)
Others - Surabaya area	327.5
Pantai Timur, Surabaya	47.4
Bukit Pencu, Surabaya	33.0
Bukit Sampe, Trawas	31.7
Lontar	20.6
Graha Famili, Surabaya	7.9
Jajar Tunggal	4.9
Darmo Harapan	4.7
Wiyung	1.0
<b>Surabaya &amp; Greater Surabaya area</b>	<b>478.6</b>
<b>Developed Land bank</b>	<b>172.1</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

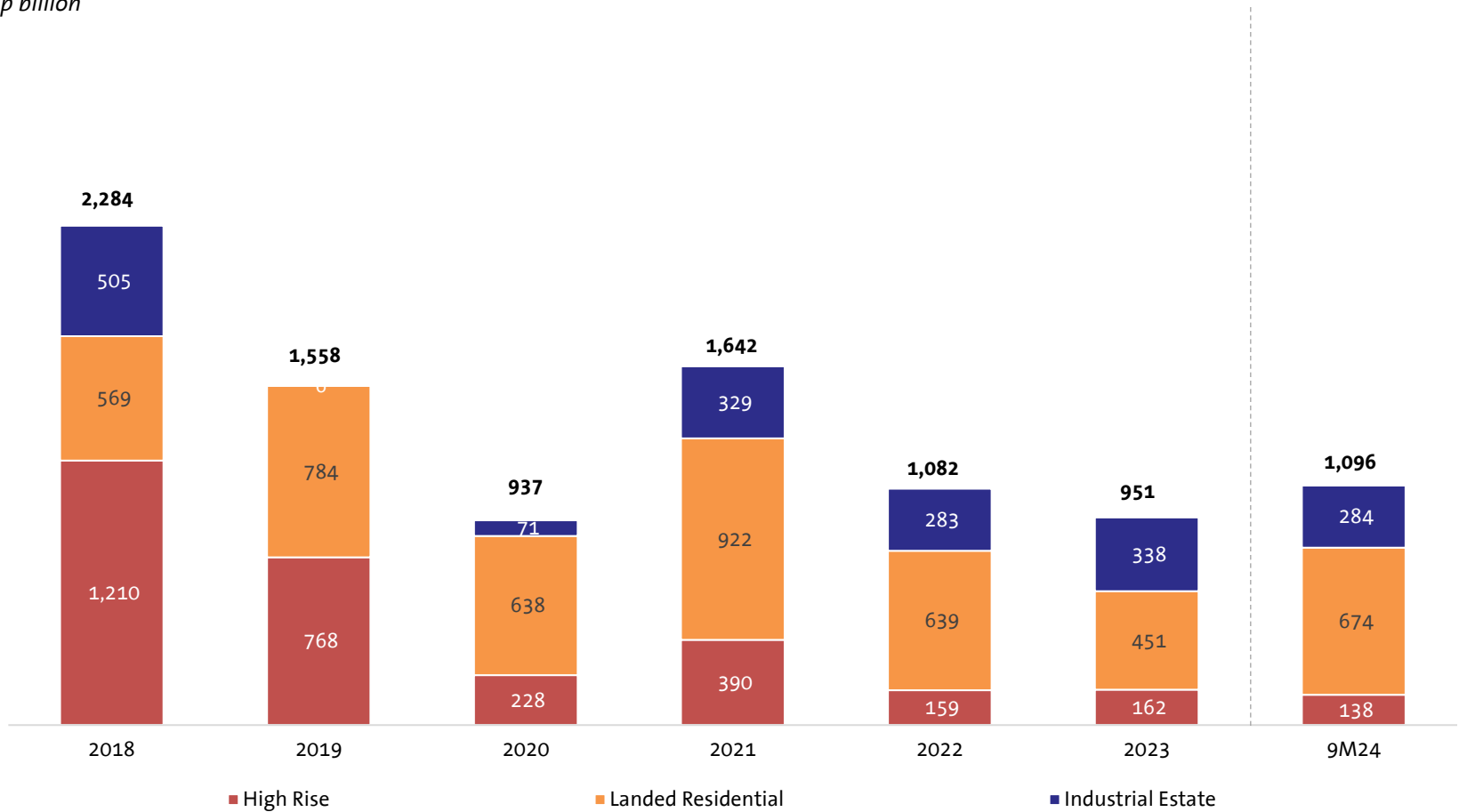


# Strong pipeline of high quality developments



## Historical marketing sales (2018-9M24)

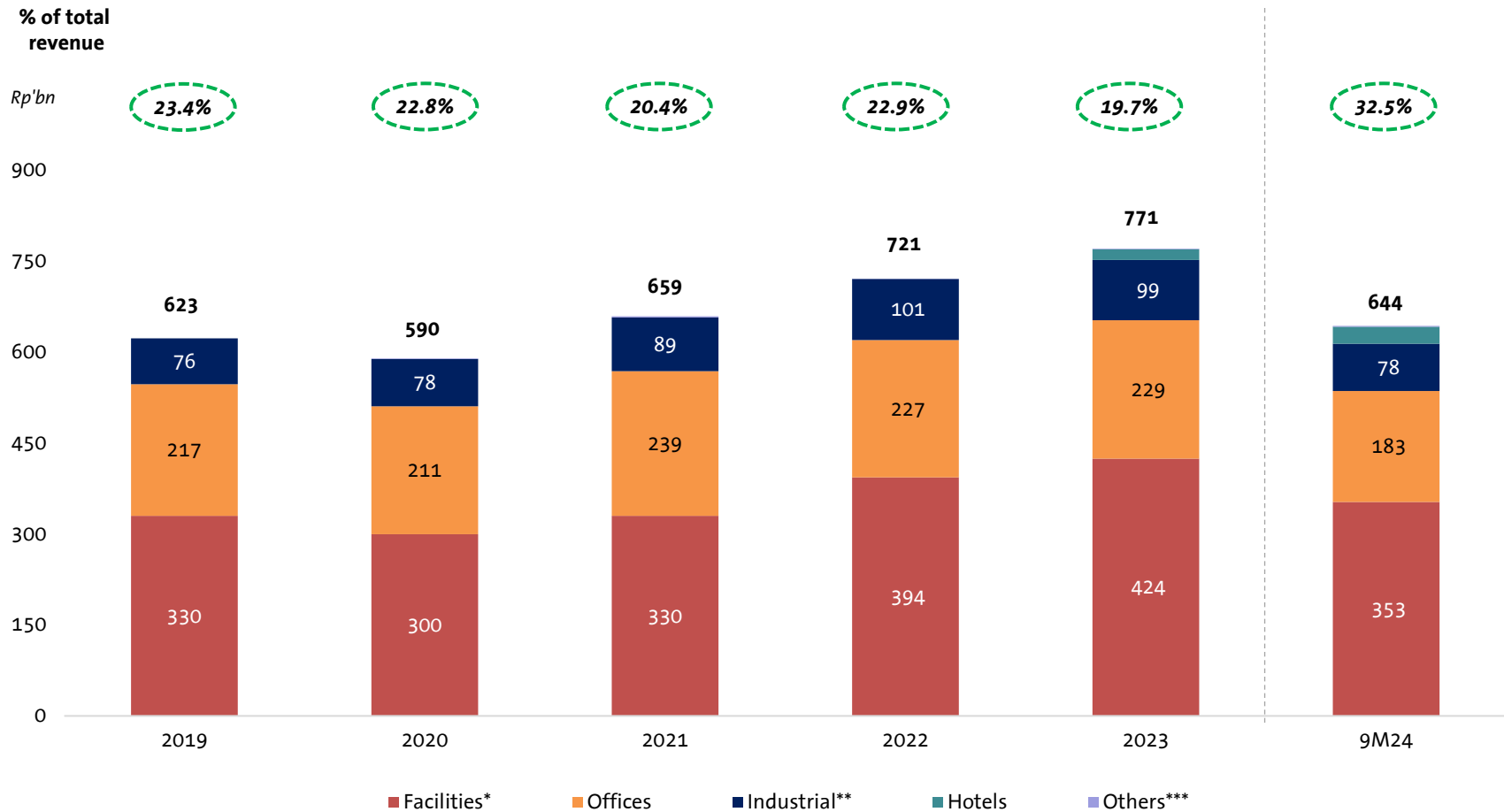
*in Rp billion*





# Growing recurring income base...

## 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

<b>Office</b>	
<b>Retail</b>	

Occupancy profile

As at Sept 30, 2024	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)
Tower A	426	426	100.0
Tower B	40,560	38,759	95.6
Tower C	35,889	32,923	91.7
<b>Combined</b>	<b>76,876</b>	<b>72,108</b>	<b>93.8</b>

As at Sept 30, 2024	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)
Retail	7,544	6,266	83.1





# ...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>Poins</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>Poins 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, Poins 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>Completion</b>	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



**Dr. Sofyan A. Djalil,  
SH., MA.**

Vice President  
Commissioner and  
Independent  
Commissioner



**Thio Gwan  
Po Micky**

Independent  
Commissioner



**Jahya  
Asikin**

Commissioner



**Ping Handayani  
Hanli**

Commissioner



**Friso  
Palilingan**

Independent  
Commissioner

## Board of Directors



**Hendro S.  
Gondokusumo**

President Director



**Suhendro  
Prabowo**

Vice President  
Director



**Utama  
Gondokusumo**

Vice President  
Director



**Archied Noto  
Pradono**

Director



**Perry  
Yoranouw**

Director



**Permadi  
Indra Yoga**

Director



**Novita  
Anggriani**

Director



## High upside potential on investment return

...with RNAV per share of Rp 1,525

Category	Jakarta (Rp/mn)	Surabaya (Rp/mn)	Total (Rp/mn)
Inventory	1,865,117	2,049,274	3,914,391
Investment on Property	1,966,674	577,895	2,544,570
Investment on Share	1,203,333	0	1,203,333
Land For Development	669,694	1,908,238	2,577,932
Property & Equipment	242,111	16,093	258,204
<b>Total</b>	<b>5,946,929</b>	<b>4,551,501</b>	<b>10,498,429</b>

Net Asset Dec 31, 2023	5,307,417
Adjustment on RNAV	10,498,429
<b>Adjusted RNAV</b>	<b>15,805,847</b>

No of Shares	10,366
<b>Price per Share</b>	<b>1,525</b>

\*based on Internal and External Valuation

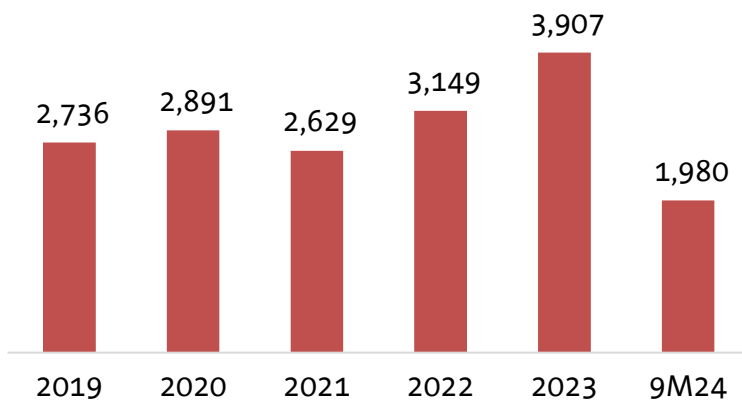
## Session 4

### Key Financial

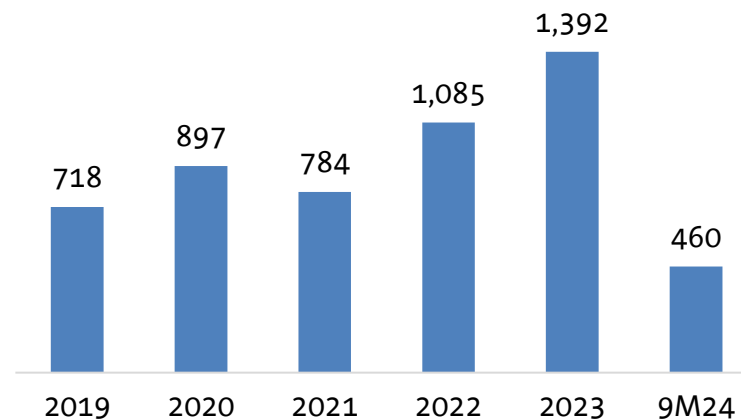


## Financial Performance

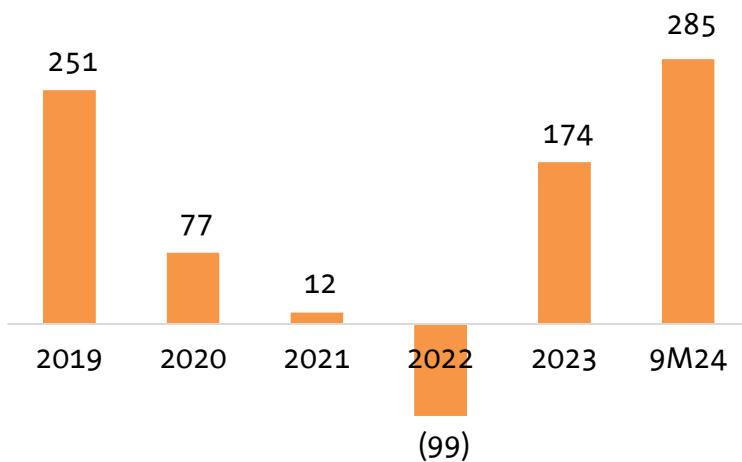
**Revenue**  
in Rp billion



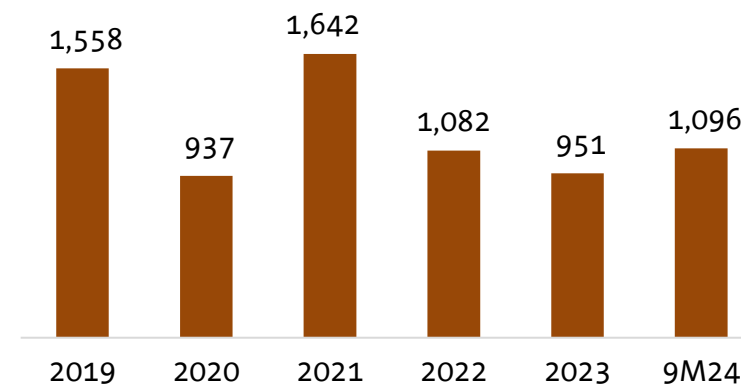
**EBITDA**  
in Rp billion



**Net Profit**  
in Rp billion



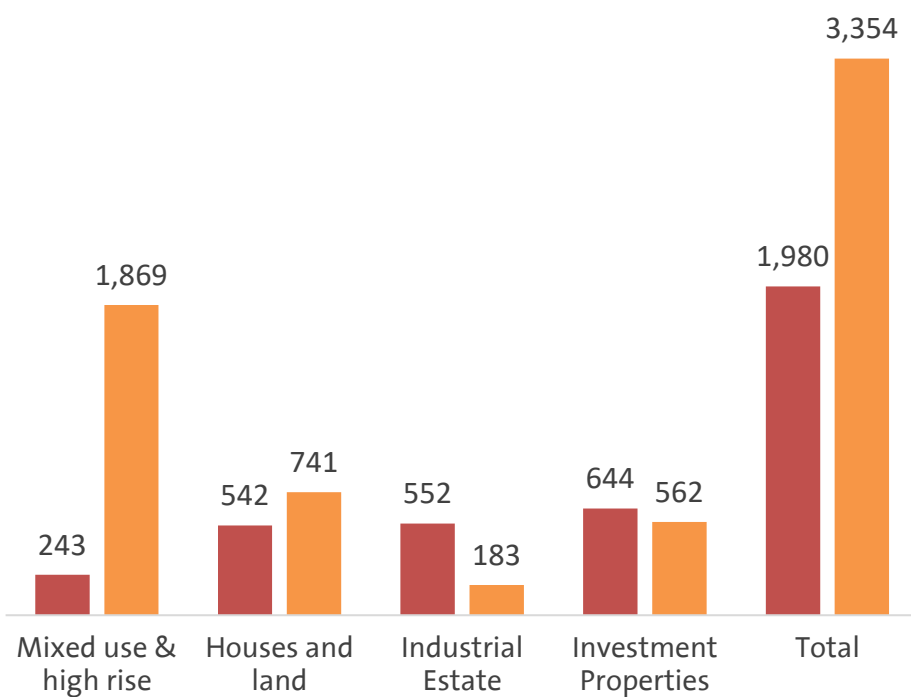
**Marketing Sales<sup>1)</sup>**  
in Rp billion



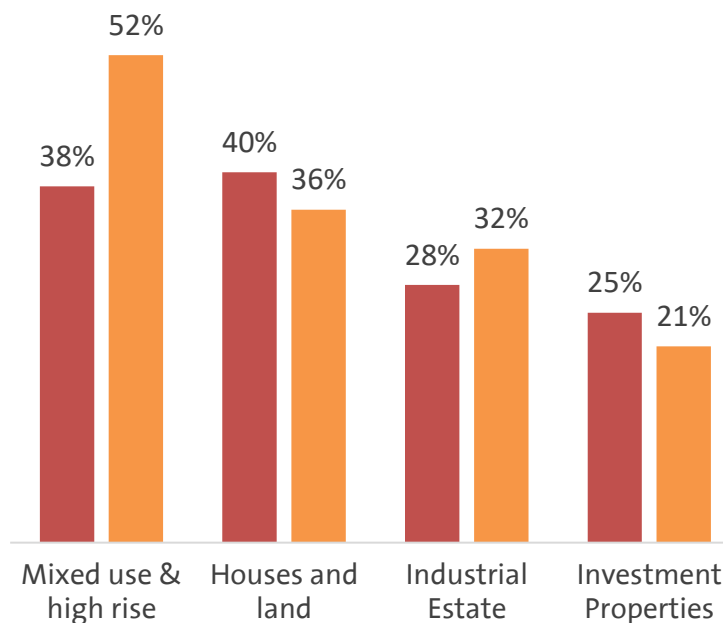
1) Marketing Sales includes Development Income only

## Segments Contribution

**Revenue**  
in Rp billion



**Gross Profit Margin**  
% of Revenue



■ 9M24 ■ 9M23

## Financial Highlights

in Rp billion	9M24 Inhouse	9M23 Inhouse	YoY Growth
Revenue	1,980	3,354	-41%
Gross Profit	621	1,420	-56%
EBITDA	460	1,261	-64%
Profit for the year	346	639	-46%
Net Income	285	100	186%
EPS	28	10	186%
Gross Profit Margin	31%	42%	
EBITDA Margin	23%	38%	
Net Income Margin	14%	3%	
ROA (Annualized)	3%	1%	
ROE (Annualized)	6%	2%	

in Rp billion	9M24 Inhouse	2023 Audited	Growth
Total Assets	13,944	14,604	-5%
Total Liabilities	7,145	8,065	-11%
Total Equity	6,798	6,539	4%
Sales Advance	0	0	0%
Contract Liabilities	1,128	1,587	-29%
Cash & Cash Equivalents	846	954	-11%
Total Debt	4,241	4,725	-10%
Net Debt/Equity	50%	58%	-13%

in Rp billion	2023 Audited	2022 Audited	2021 Audited	2020 Audited	2019 Audited
Revenue	3,907	3,149	2,629	2,891	2,736
Gross Profit	1,586	1,275	1,028	1,181	1,132
EBITDA	1,392	1,085	785	897	718
Profit for the year	758	192	(29)	69	437
Net Income	174	(99)	13	77	251
EPS	17	(10)	1	7	24
Gross Profit Margin	41%	40%	39%	41%	41%
EBITDA Margin	36%	34%	30%	31%	26%
Net Income Margin	4%	-3%	1%	3%	9%
ROA	1%	-1%	0%	0%	2%
ROE	3%	-2%	0%	1%	3%

in Rp billion	2023 Audited	2022 Audited	2021 Audited	2020 Audited	2019 Audited
Total Assets	14,604	16,352	16,460	15,702	14,777
Total Liabilities	8,065	10,136	10,413	9,653	7,543
Total Equity	6,539	6,216	6,047	6,049	7,235
Sales Advance	0	0	0	0	1,428
Contract Liabilities	1,587	3,468	4,017	3,300	0
Cash & Cash Equivalents	954	1,163	1,754	1,122	1,416
Total Debt	4,725	4,938	4,905	5,034	4,960
Net Debt/Equity	58%	61%	52%	65%	49%
Dividend	N/A	N/A	N/A	N/A	N/A
Dividend per Share	N/A	N/A	N/A	N/A	N/A

# 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: 16,383 sqm (92%)

**Condominium: Tower Sky**  
 Saleable area: 31,098 sqm (238 units)  
 Sold: 25,420 sqm (82%)

ASP 9M24: Rp 50.5mn/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: 51,990 sqm (99%)  
 ASP 9M24: Rp 33.0 mn/sqm

**Condominium The Hamilton (Tower 4)**  
 Saleable area: 18,116 sqm  
 Sold: 17,090 sqm (94%)  
 ASP 9M24: 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%  
 Completed: 2019

**Condominium: Phase 2 (3 towers)**  
 Tower Name: London  
 New York  
 Shanghai  
 Semi gross area: 51,865 sqm  
 (London & New York)  
 Strata title  
 Market :  
 Sold: 36,343 sqm (70%)  
 ASP 9M24: Rp 29.2 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: 19,596 sqm (295 units)  
 Sold: 14,522 sqm (74%)  
 ASP 9M24: Rp 21.2 mn/sqm

**Office**  
 Semi gross area: 13,004 sqm (112 units)  
 Sold: 6,426 sqm (49%)  
 ASP 9M24: Rp 18.0 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

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: 700 units  
 Semi gross area: 46,797 sqm  
 Sold: 21,791 sqm (47%)  
 ASP 9M24: Rp 38.2 mn/sqm

### West Surabaya



#### Rosebay

Launched: 2016  
 Total Area: +/- 1ha  
 Ownership: 75%  
 Progress: 100%  
 Total Units: 229 units  
 Semi gross area: 20,782 sqm  
 Completed: 2020

#### Condominium:

Market: Strata title  
 Sold: 18,028 sqm (87%)  
 ASP 9M24: Rp 22.8 mn/sqm

### West Surabaya



#### Spazio Tower

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

#### Office

Semi gross area: 23,589 sqm  
 Market: Strata title  
 Sold: 14,481 sqm (61%)  
 ASP 9M24: Rp 18.9 mn/sqm

#### Retail

Semi gross area: 5,077 sqm  
 Market: Lease

### West Surabaya



#### Graha Golf

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: 27,164 sqm  
 Sold: 27,164 sqm (100%)

#### Note:

- Phase 2 TBD – 3 condominium towers & townhouse

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

## West Surabaya



### Tierra

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

#### Tierra SOHO

Total units: 76 units  
Semi gross area: 4,476 sqm  
Sold: 4,476 sqm (100%)

#### Tierra Landed

Total kavling: 10 units  
Sold: 3 units (30%)

#### 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: 8,765 sqm  
Sold: 4,880 sqm (56%)  
ASP 9M24 : Rp 17.1 mn/sqm

## South Jakarta



### Pinang Residence

Launched: 2019  
Ownership: 100%  
Total area: 0.5 ha  
Infrastructure: Mainroad, MRT  
Total units: 10 units  
Sold units: 9 units (90%)  
Land ASP: Rp 25.0 mn/sqm  
Building ASP: Rp 8.5 mn/sqm

## West Surabaya



### Graha Natura

Built on an 80 Ha area in West Surabaya, Graha Natura works closely with the developers of Kebun Raya Purwodadi, Seameo Biotrop (South East Asia Regional Centre for Biological Tropical), and several other scientific institutes.

We are committed to build a healthier, waste-free residential area by building an Integrated Sewage Treatment Plant (ISTP), a system that centrally treats both liquid and solid household waste. Through the application of this technology, every unit in Graha Natura no longer requires a septic tank.

As the first step, we have developed four private clusters, apartment, school, club house, and commercial areas.

Type : Residential  
Ownership : 100%  
Land ASP : 10.0 mn/sqm  
Building ASP : 9.0 mn/sqm

# Development Income - Landed Residential

## South Jakarta



**Serenia Hills**

Serenia Hills is a luxury 24-hectare gated community in Lebak Bulus, offering individuals and families an exceptional quality of life within a green, well-planned and maintained environment. With convenient access to international schools and medical facilities as well as retail and lifestyle centres, the complex offers resident private amenities such as a clubhouse, outdoor communal spaces, jogging and bicycling track, children's playground, swimming pools, and basketball, tennis, and soccer courts.

### Phase 1

Land Area: 10 ha  
Launched: 2011 - 2012

### Phase 2

Land Area : 16 ha  
Launched : 2013 - ongoing

## South Jakarta



**South Grove**

South Grove is a peaceful green enclave of luxury homes, strategically located close to the heart of South Jakarta's thriving business district. Each of the 16 homes in the development offers residents privacy and comfort within a unique community that will enjoy access to extensive lifestyle facilities in the neighbourhood.

Total Area: 0.5 ha  
Ownership: 100%  
Total Units: 16 units  
Launched: 2018  
Infrastructure: MRT, Roll Road  
Sold Units: 10 units (63%)  
Land ASP : Rp 23.5 mn/sqm  
Building ASP: Rp 10.1 mn/sqm

## North Jakarta



**Brezza**

Brezza's presence presents sports club facilities such as a gym and sauna in a modern building integrated with an infinity pool concept swimming pool, overlooking a spectacular ocean panorama.

Total Area: 1.6 ha  
Ownership: 100%  
Total Units: 40 units  
Sold Units: 14 units (35%)  
Land ASP : Rp 22.0 mn/sqm  
Building ASP: Rp 10.0 mn/sqm

## West Surabaya



**Magnolia**

Magnolia Residence brings modern design suited for fast paced urban lifestyle, creating the convenience of living in a private and comfortable compound in the heart of Tangerang.

Total Area: 14.7 ha  
Ownership: 52.5%  
Launched: 2015  
Total Units: 587 units  
Sold Units: 568 units (97%)  
Land ASP: 6.4 mn/sqm  
Building ASP: 5.0 mn/sqm



# Development Income – Landed Residential

## Tangerang



Talaga Bestari

## East Surabaya



Amesta Living

## West Jakarta



Virya Semanan

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
Harmony	Harmony - 214 houses Harmony 2 -111 houses
The Hills	207 houses
Fluora	212 houses
The Forest	184 houses
Taman Palem 1	1,875 houses
Taman Palem 2	408 houses
Real Estate	628 houses
DUO	196 houses
Plaza D'Captiva	201 shophouses
Ruota	70 shophouses

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 : 478 unit  
 Sold 9M24 : 397 unit (83%)

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 9M24 : 24 unit (80%)  
 Land ASP : Rp 15.1 mn/sqm  
 Building ASP : Rp 7.0 mn/sqm

## Development Income - Mixed Use & High-Rise

### Tangerang

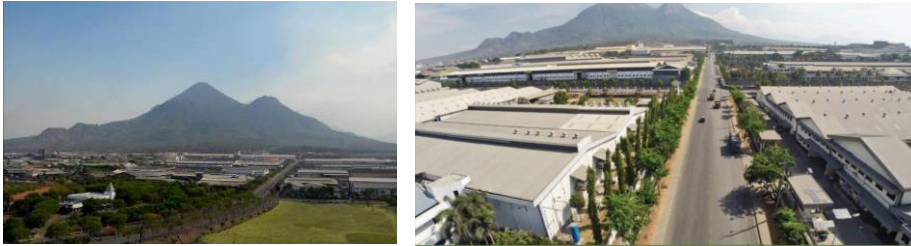


### Aeropolis

Projects Launched	Year Launched	Year Completed	Total (Unit)	Total (Sqm)	Sold (Sqm)
Aeropolis Residence 1	2011	2014	1,154	24,889	23,255
Aeropolis Residence 2	2012	2017	1,047	20,248	19,959
Aeropolis Residence 3 (Tower 1, 3, 5)	2014	2018 (T1) 2020 (T3 & 5)	1,446	24,122	22,860
Aeropolis Crystal Residence (Tower 2, 3)	2013	2018 (T2) 2019 (T3)	393	14,016	13,962
Aeropolis Lucent Residence	2016	2021	253	7,129	5,702
<b>Total</b>			<b>4,293</b>	<b>90,404</b>	<b>85,737</b>
Aeropolis Techno Park ATP	2014	2020	63	Land: 31,725	Land: 31,725
Aeropolis Techno Park SWH	2015	2020	109	Land: 20,642	Land: 20,290

# 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

Land bank: ± 104 ha  
 ASP: 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  
 Saleable Landbank: ± 31 ha

Launched: 2020 (1st phase)

Anchor Tenant: Nestle and UCC

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: 76,876 sqm  
 Leased space: 71,108 sqm (94%)

#### Retail

Lettable space: 7,544 sqm  
 Leased space: 6,266 sqm (83%)

## CBD Jakarta



### Intiland Tower Jakarta

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

#### Office Tower

Lettable space: 23,953 sqm  
 Leased space: 19,793 sqm  
 Available space: 4,160 sqm  
 Occupancy: 83%  
 Avg. gross rent : Rp 209,000/sqm/month

## South Jakarta



### Poin

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: 9,894 sqm  
 Available space: 9,335 sqm  
 Occupancy: 51%  
 Avg. gross rent: Rp 184,000/sqm/month

## West Surabaya



### Spazio

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

#### Retail

Lettable space: 5,029 sqm  
 Leased space: 3,118 sqm  
 Available space: 1,910 sqm  
 Occupancy: 62%  
 Avg. gross rent: Rp 76,000/sqm/month

#### Office Tower

Total area (SGA) : 17,698 sqm  
 Market: Strata title  
 Sold: 9,604 sqm (54%)



## 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**

## **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)