

Corporate Presentation  
December 2019  
PT Intiland Development Tbk

Intiland. Developing Your World.



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## 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

## 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 Rp2.7tn (~USD194m)\* as of Dec 31, 2019

## 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

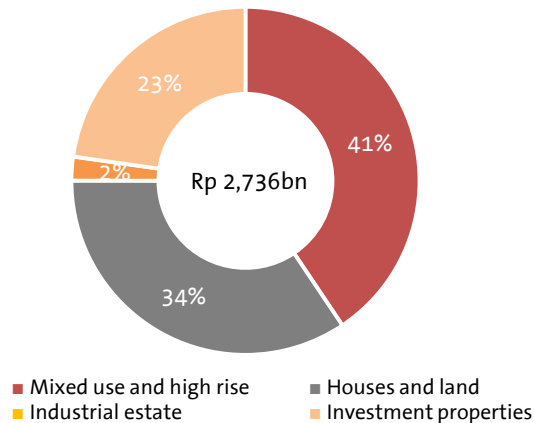
## Large, strategically located land bank

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

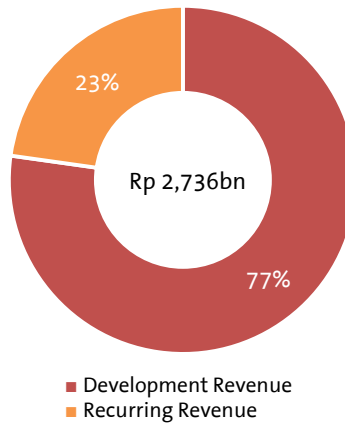
## Well-diversified portfolio

- 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

Revenue breakdown (as of Dec 31, 2019)



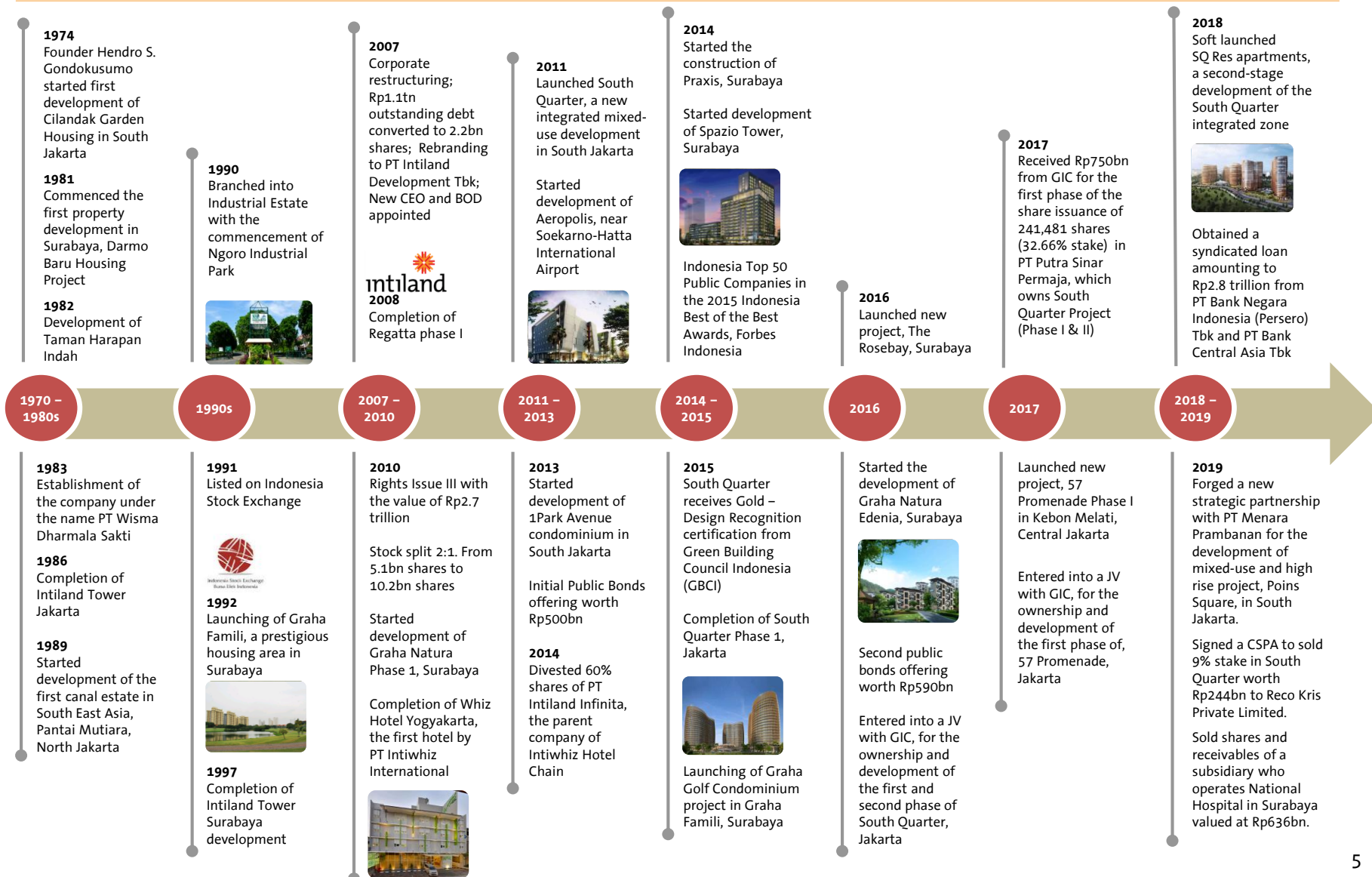
Land bank breakdown (as of Dec 31, 2019)



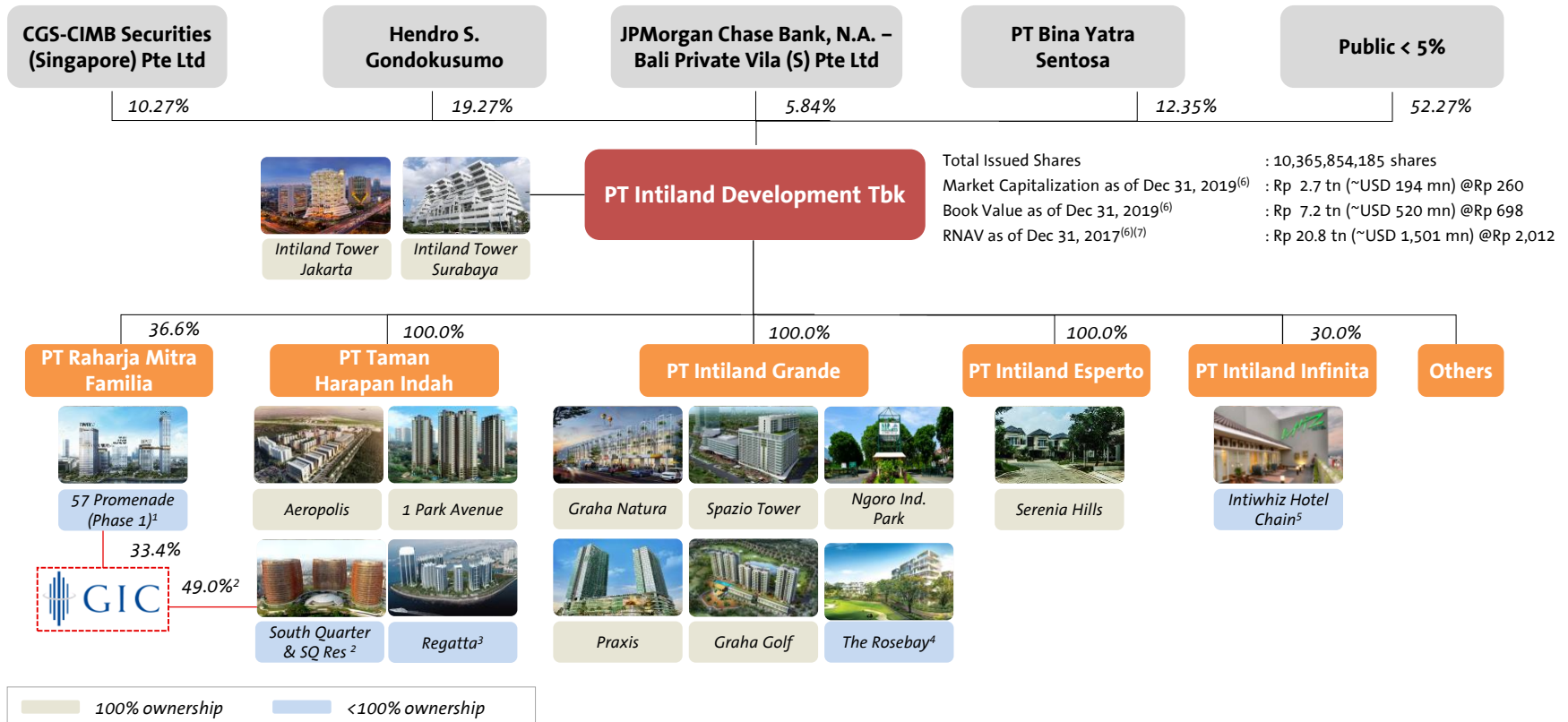
\*Based on an IDR/US\$ conversion rates of 13,901 which is the middle of the buying and selling foreign exchange transaction rates announced by Bank Indonesia on Dec 31, 2019



# Key Corporate Milestone



# Corporate Structure



## Notes:

- 57 Promenade (Phase I) is jointly held and developed by PT Raharja Mitra Familia (33.63% 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 13,901 which is the Jakarta Interbank Spot Dollar Rate (JISDOR) benchmark on Dec 31, 2019
- 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> </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>• Poinis</li> <li>• Others</li> </ul> |
|--|--|--|--|---|

**SURABAYA &  
GREATER AREA**

- |   |  |  |   |  |
|---|--|--|---|--|
| <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> </ul> | <ul style="list-style-type: none"> <li>• Ngoro 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

### 2019



#### Intiland

Excellent in Marketing Strategy in Indonesia Property Award 2019 Warta Ekonomi



#### Intiland

Best Spokesperson in Building Innovative Positive Image of Property Companies in Indonesia Spokesperson of The Year Award 2019 Warta Ekonomi



#### Intiland

Community Builder in Donor Appreciation Night Habitat for Humanity Indonesia



#### South Quarter

Appreciation on Water Conservation in Green Building Appreciation & "Innovation Day: Building Re-Invented" Schneider Indonesia & Green Building Council Indonesia



#### Regatta

Property Management Service Excellence Award (PMSEA) 2019 for Upper Class Apartment Property In Magazine & Carre



#### Serenia Hills

The Exclusive Housing Development in Jakarta Award in Majalah Properti Indonesia Properti Indonesia Award 2019



#### Intiland

Special Recognition & Sustainable Development award at the Indonesia Property Awards 2019 by PropertyGuru



#### Intiland

Special Recognition & Design Construction award at the Indonesia Property Awards 2019 by PropertyGuru



#### Intiland

Best Developer award at the Indonesia Property Awards 2019 by PropertyGuru



#### Intiland

Best Developer award at the Asia Property Awards 2019 by PropertyGuru



#### SQ Res

Best High-End Condo Development award at the Indonesia Property Awards 2019 by PropertyGuru

### 2018



**Hendro S. Gondokusumo**  
2018 Real Estate Personality Property Guru Group



**Serenia Hills**  
Best Housing Development (Jakarta) & Best High-End Housing Development (Indonesia) in Indonesia Property Awards 2018 by Property Guru Group



**Serenia Hills**  
The Country Winner- Best Housing/Landed Development (Indonesia) Asian Property Awards 2018 by Property Guru Group



#### Intiland

Top Fastest Growing Companies Infobank Awards 2018



#### Majalah Beranda

2nd Winner Best In-House Magazine in Private Sector Indonesia Content Marketing Awards 2018 Kompas - Gramedia



#### Serenia Hills

The Most Preferred Landed Houses in South Tangerang Real Estate Awards 2018 Rumah123.com



#### Intiland

Best National Property Developer Partners BTN Property Awards 2018 Bank Tabungan Negara



#### Magnolia Residence

The Most Preferred Landed Houses in Tangerang Real Estate Awards 2018 Rumah123.com



#### Serenia Hills

Top 8 Marketing Communications in Housing Category Indonesia Property Awards 2018 Warta Ekonomi



#### Intiland

Top 10 Developers BCI Asia Awards 2018 BCI Asia



#### Majalah Beranda

Property Guru by Davey Gold Awards 2018 by Davey



#### Fifty Seven Promenade

The Recommended Condominium in Jakarta Properti Indonesia Awards 2018 Properti Indonesia Magazine



## 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

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

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

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

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

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





# 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*



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

57 Promenade\*



*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

Regatta



*Luxury sea-front condominiums in Jakarta*



Best Premium Apartment  
**Golden Property Awards**

## Office

Intiland Tower Jakarta



*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 South East Asia*

## Landed Residential

Serenia Hills



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



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**



The Most Popular Landed in South Jakarta  
**Consumer Choice Awards**



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

Graha Famili



*First golf-themed luxurious residential development in Surabaya*



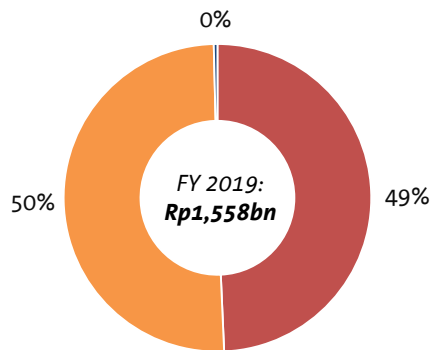
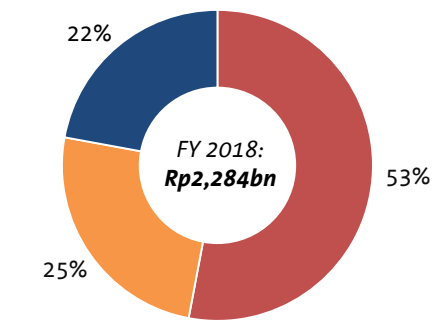
# Diversified portfolio in strategic locations which stands to benefit from ongoing/recent infrastructure developments



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

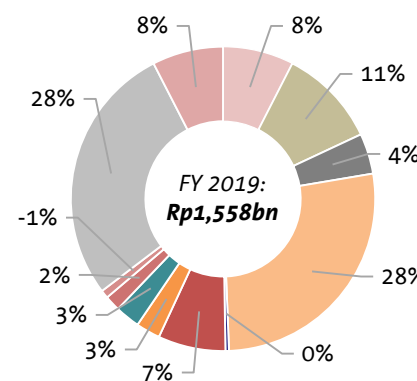
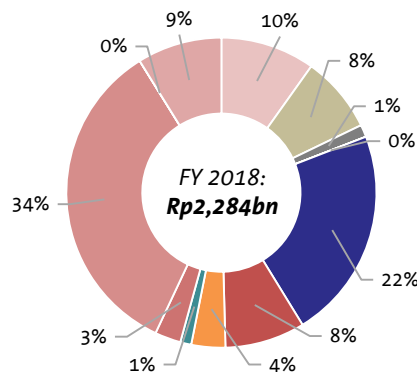
## Marketing Sales

### by product type



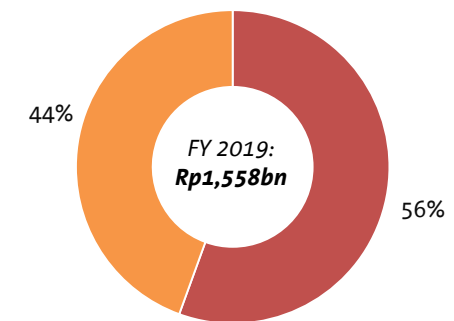
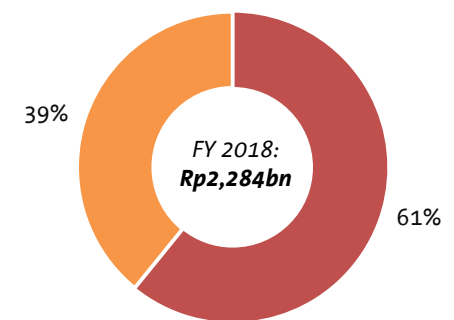
- Mixed Use & High Rise
- Landed Residential
- Industrial Estate

### by project



- Serenia Hills
- 1Park Avenue
- SQ Res
- Aeropolis
- 57 Promenade
- Talaga Bestari
- Graha Natura
- Rosebay
- Pantai Timur
- Others

### by location



- Jakarta & Greater Jakarta
- Surabaya & Greater Surabaya



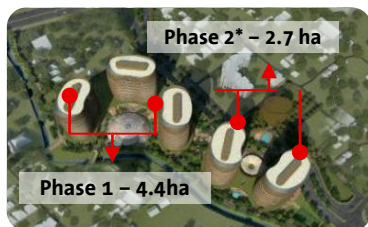
## High-rise developments – Mixed-use/Integrated

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 130,229 sq.m.
  - Net leasable office area of 76,793 sq.m. and retail space (lease) of 7,516 sq.m.

Launched

4Q 2012

Completion

2015

Land area

4.4ha

Location

TB Simatupang, South Jakarta

### Ongoing development

#### 57 Promenade Phase 1



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

Launched

3Q 2017

Expected completion

3Q 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.)

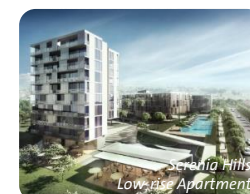
57 Promenade Phase 1	38-183
Regatta 2	104-235*
1Park Avenue (K,Q,R); 1Park Hamilton	138-335
Graha Golf Phase 1	139-168
Praxis (Apartment)	44-85
Rosebay	75-166
SQ Res	48-135

\* 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	24-95
Graha Golf Phase 2	182-411**
Tierra	28-68
Serenia Hills Low Rise	28-100
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



- 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: 331 residential units

##### Phase 1

##### Phase 2

Launched

2011 & 2012

2013 & 2014\*

Completion

2013

2016\*

Land area

10ha

16ha

Location

Lebak Bulus, South Jakarta

#### Graha Natura



- Residential project in Lontar, 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
- 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 \*\*

Launched Phase 2

2016, 2018, 2019 \*\*

Land area

86ha

Location

West Surabaya

\* Excluding the Quantum cluster (launched in 2017) which covers an area of 1.8ha and offers 75 residential units

\*\* Please refer to page 39



## Industrial Estate – Ngoro Industrial Park

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

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

### Location and features

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

### Total development plan

	<i>Ngoro Industrial Park I</i>	<i>Ngoro Industrial Park II</i>
Development area	220ha	285ha
Launched*	1991	2010
Land bank (Dec 31, 2019)	86ha	



### Key tenants

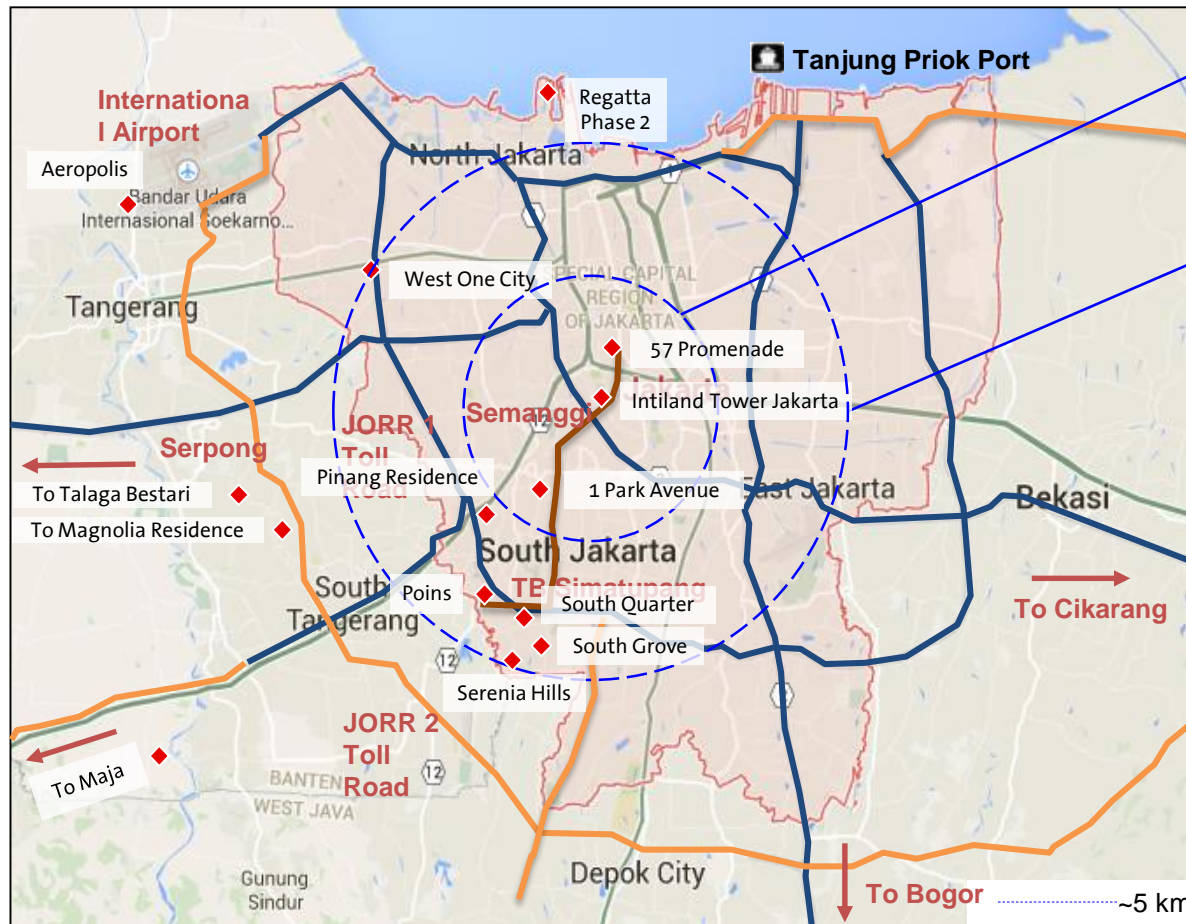


\* The first phase of the development (Park I) started in 1991 while the second phase (extension, Park II) commenced in the first half of 2010



## 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 from Semanggi Interchange, CBD

- 57 Promenade
- Intiland Tower Jakarta
- 1 Park Avenue

### 10km radius from Semanggi Interchange, CBD

- Poins
- South Quarter
- Serenia Hills
- South Grove
- Pinang Residence
- West One City

### Other projects within Jakarta and its Greater Area

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

### Legend

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

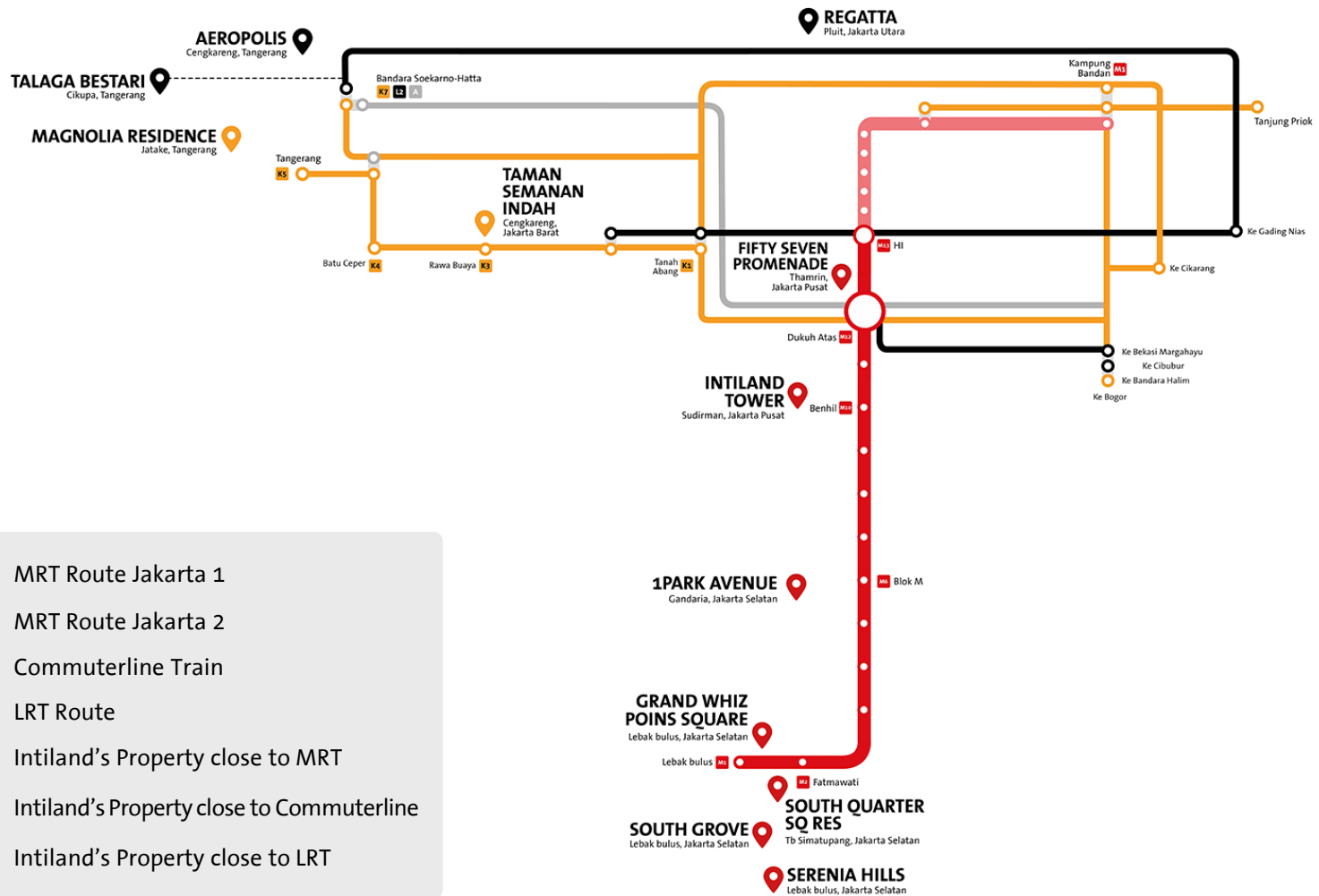
Source: Google maps, company data  
Note: Location and scale drawing above are best estimates





## ...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

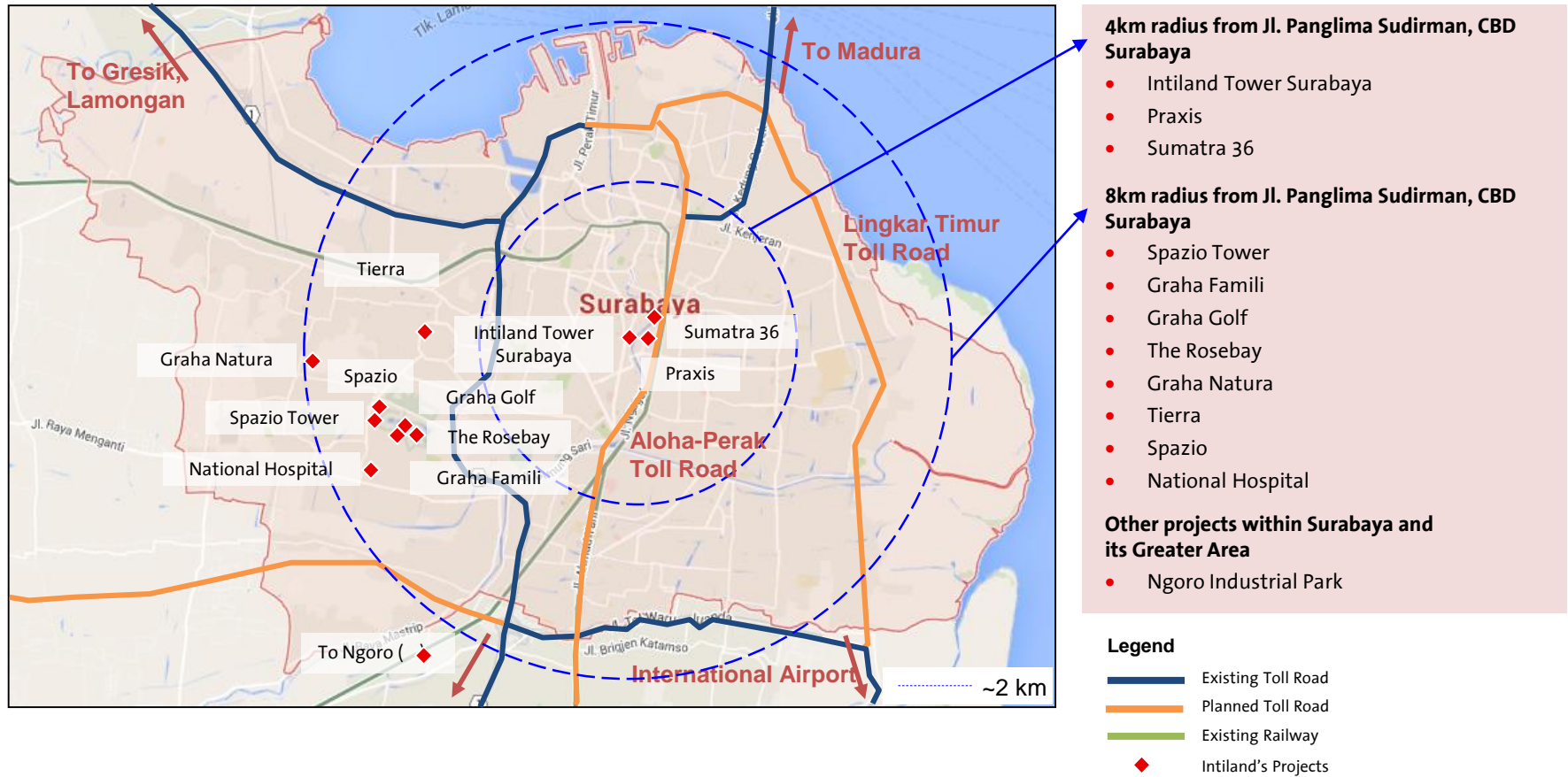


Talaga Bestari, Tangerang



## 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

Note: Location and scale drawing above are best estimates



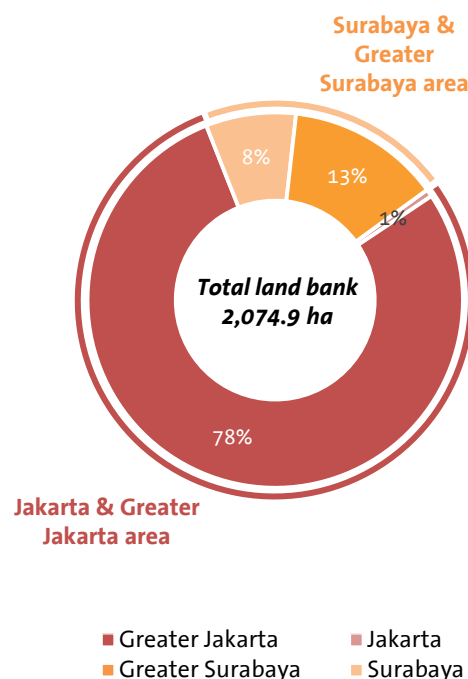


# Large land bank to sustain medium to long term development



Large land bank of c. 2,074.9 ha (as of Dec 31, 2019) is sufficient to sustain ongoing developments for the next 20 years

Undeveloped Land bank	Land area (ha)
Maja, Banten	1,068.7
Tangerang, Banten	394.2
Others - Jakarta area	91.8
Talaga Bestari, Cikupa	76.2
Gandaria, Jakarta	3.9
Pondok Pinang	3.4
Serenia Hills	1.3
<b>Jakarta &amp; Greater Jakarta area</b>	<b>1,639.4</b>



Undeveloped Land bank	Land area (ha)
Others - Surabaya area	242.6
Pantai Timur, Surabaya	90.2
Bukit Pencu, Surabaya	33.0
Bukit Sampe, Trawas	31.8
Lontar	23.6
Graha Famili, Surabaya	8.5
Jajar Tunggal	4.9
Wiyung	1.0
<b>Surabaya &amp; Greater Surabaya area</b>	<b>435.5</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

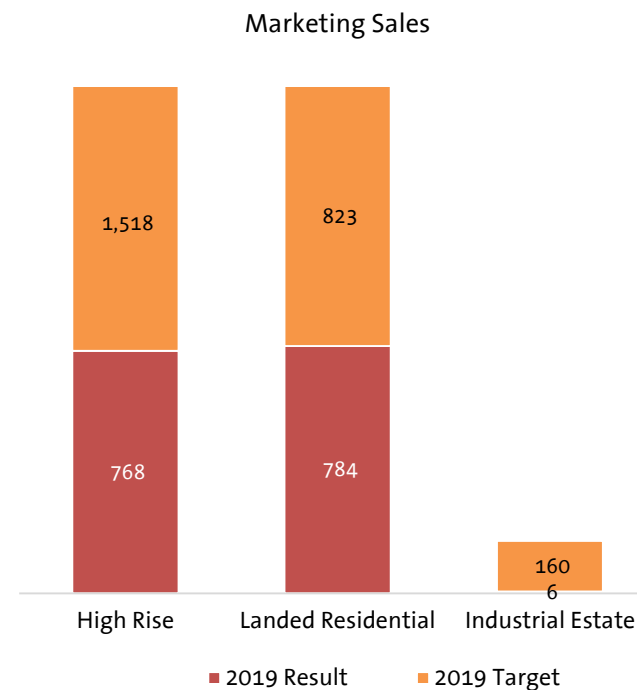
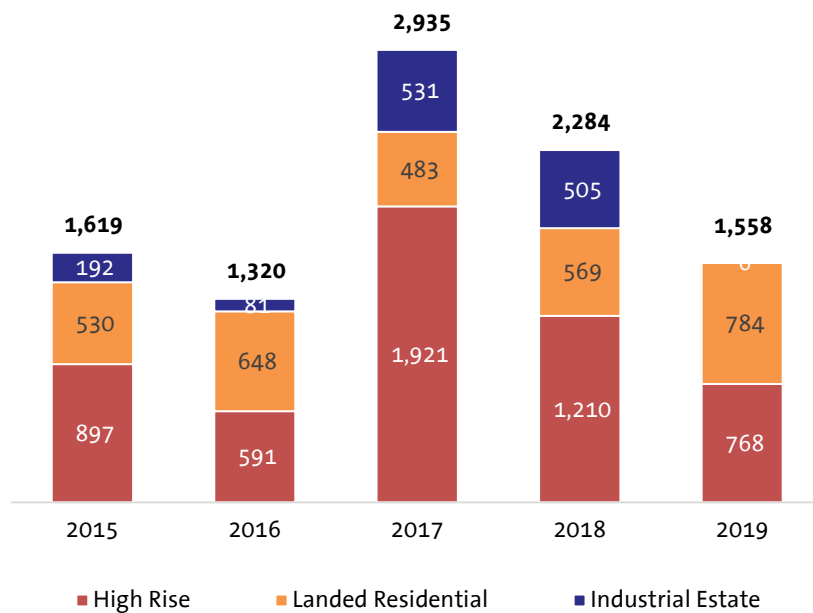
- Total transaction value from selling the non-core assets was ~IDR 1.3tn
- The proceeds from selling of the non-core assets were used for loan repayment and additional working capital to strengthen the Company's financial position.



## Strong pipeline of high quality developments

### Historical marketing sales (2015-2019)

*In billion Rupiah*

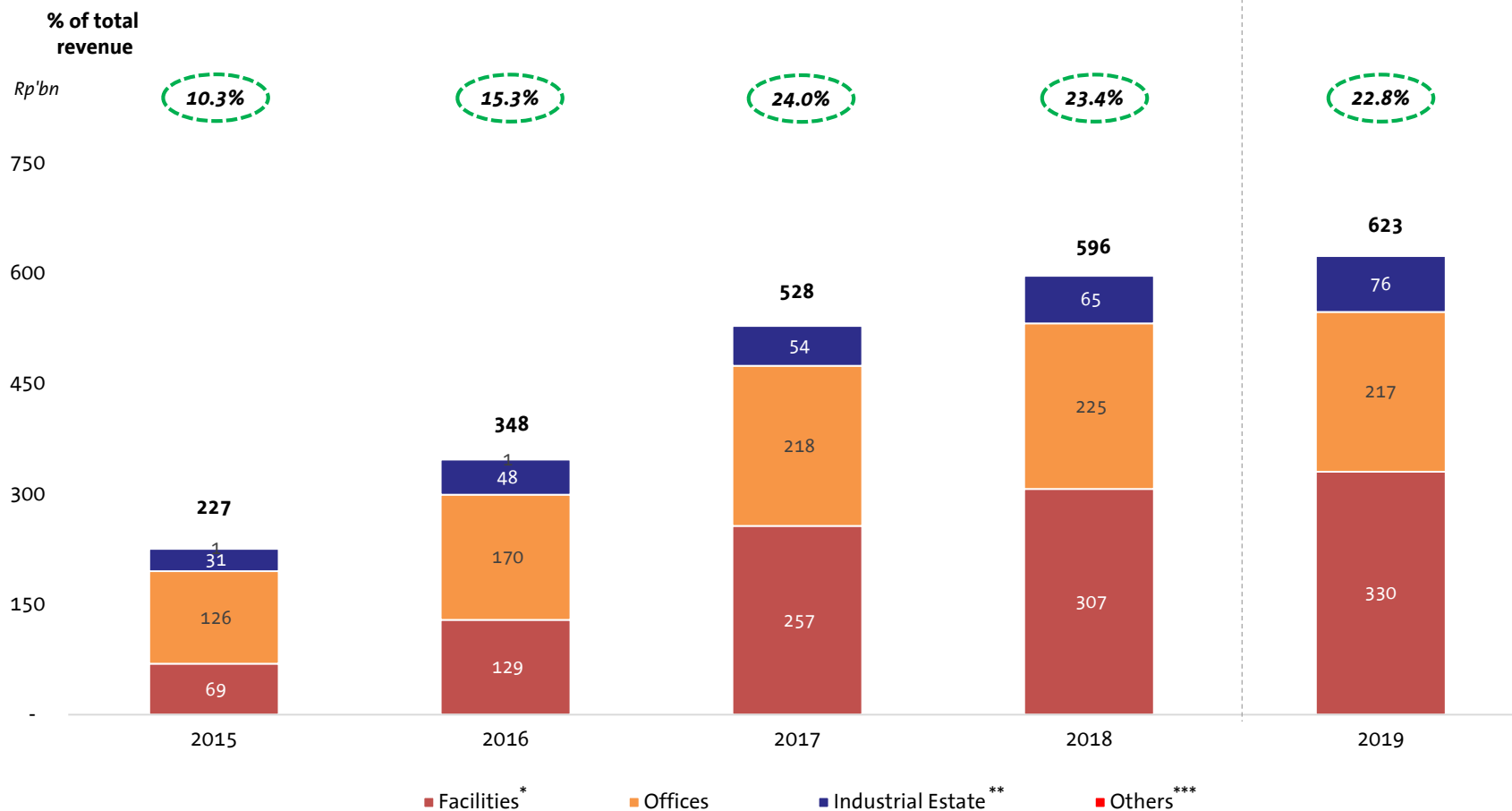




## Growing recurring income base...

Our recurring revenue base has grown by more than 2x since 2015

### Recurring Revenue (Rp'bn)



\* Facilities include building management and estate management fees

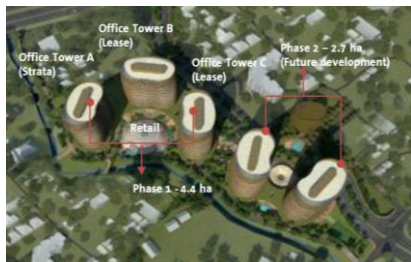
\*\* Industrial estate includes rental payments from tenants of standard factory buildings in the NIP as well as payments for maintenance service and utilities received from tenants of our industrial estate properties

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





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



Office Towers & Retail

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

#### Selected key tenants

Office	
Retail	

#### Occupancy profile

As at Dec 31, 2019	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)
Tower A	426	426	100.0
Tower B	40,477	31,612	78.1
Tower C	35,850	26,646	74.3
<b>Combined</b>	<b>76,753</b>	<b>58,685</b>	<b>76.5</b>

As at Dec 31, 2019	Net leasable area (sq.m.)	Leased area (sq.m.)	Committed Occupancy (%)
Retail	7,516	5,545	73.8



## ...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> <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>
Expected completion	3Q 2022	Planning phase	2019	2020	2020



## Strong corporate governance & highly experienced management team



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

### Board of Commissioners



**Cosmas  
Batubara**

President Commissioner /  
Independent Commissioner

Serving since 1996  
(deceased on 8 August 2019)



**Thio Gwan  
Po Micky**

Ad Interim  
President Commissioner /  
Independent Commissioner

Serving since 2010



**Lennard Ho  
Kian Guan**

Vice President  
Commissioner

Serving since 2011



**Walman  
Siahaan**

Commissioner

Serving since 2010



**Jahya  
Asikin**

Commissioner

Serving since 2007



**Ping  
Handyani Hanli**

Commissioner

Serving since 2007

### Board of Directors



**Hendro S.  
Gondokusumo**

President Director  
& CEO

Serving since 2011



**Suhendro  
Prabowo**

VP Director & COO  
North / West Jakarta  
& Tangerang

Serving since 2007



**Sinarto  
Dharmawan**

VP Director & COO  
Surabaya

Serving since 2003



**Utama  
Gondokusumo**

VP Director & COO  
Central / South Jakarta

Serving since 2007



**Ricky  
Holil**

Executive Director &  
CFO

Serving since 2007



**Archied Noto  
Pradono**

Executive  
Director

Serving since 2007



**Perry  
Yoranouw**

Independent  
Director

Serving since 2016



**Permadi  
Indra Yoga**

Executive  
Director

Serving since 2018



## Session 4

Key Financial

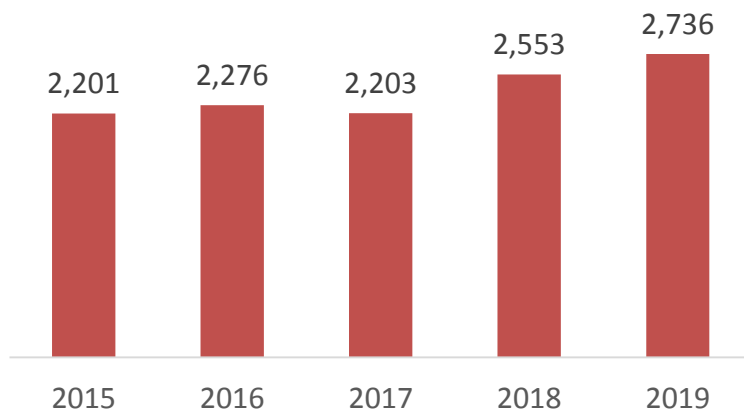


Graha Natura

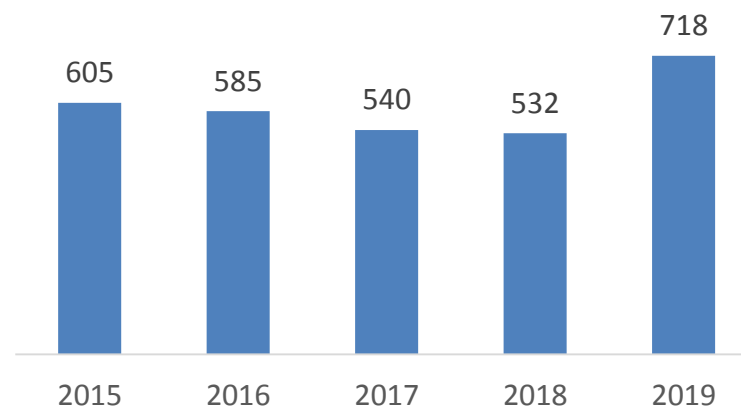


## Financial Performance

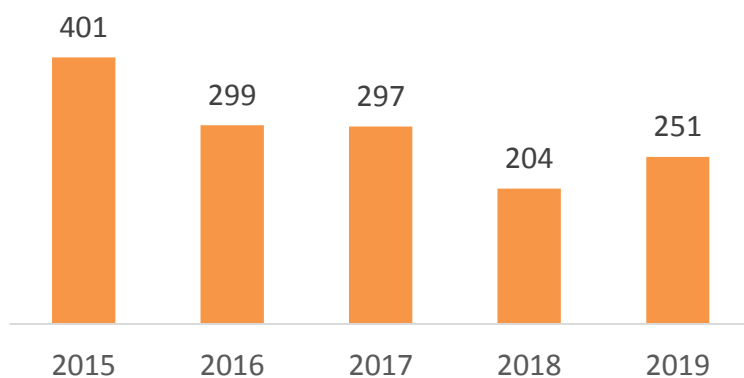
**Revenue**  
in billion Rupiah



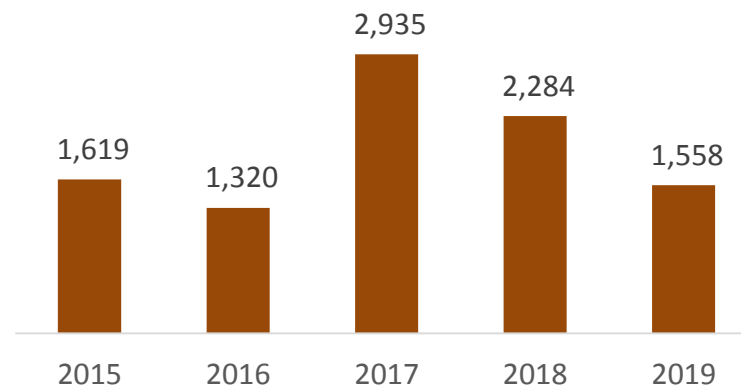
**EBITDA<sup>1)</sup>**  
in billion Rupiah



**Net Profit**  
In billion Rupiah



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



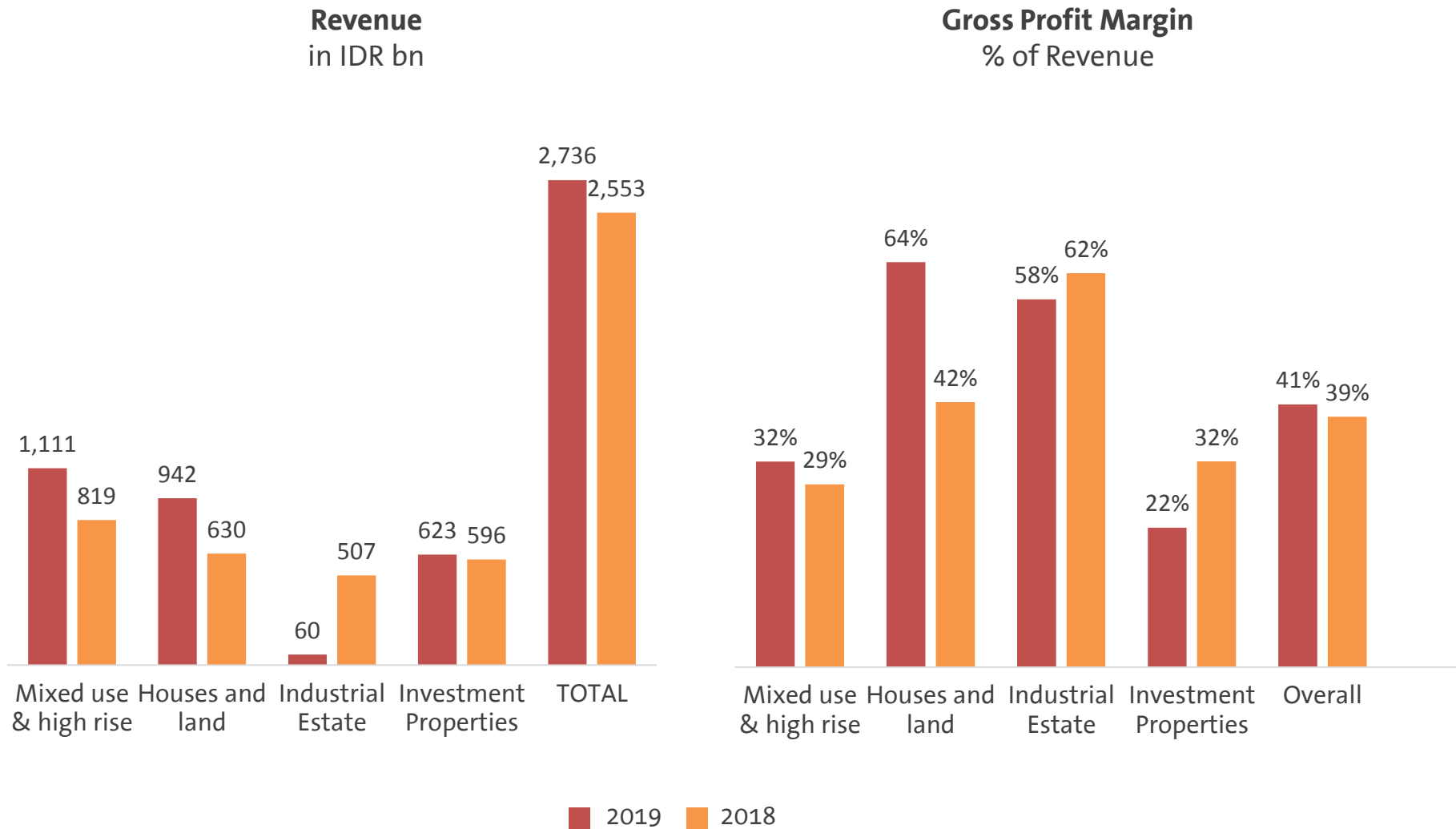
1) EBITDA 2015-2018: Operating profit + final tax + depreciation + amortization

EBITDA 2019: Operating profit + depreciation + amortization

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

2) Marketing Sales includes Development Income only

## Segments Contribution



## Financial Highlights

Cash & Cash Equivalents	FY19 Audited	FY18 Audited	YoY Growth
Revenue	2,736	2,553	7%
Gross Profit	1,132	1,006	12%
EBITDA	718	532	35%
Profit for the year	437	194	125%
Net Income	251	204	23%
EPS	24	20	23%
Gross Profit Margin	41%	39%	
EBITDA Margin	26%	21%	
Net Income Margin	9%	8%	
ROA (Annualized)	2%	1%	
ROE (Annualized)	3%	3%	

in Rp billion	FY19 Audited	FY18 Audited	Growth
Total Assets	14,777	14,216	4%
Total Liabilities	7,543	7,700	-2%
Total Equity	7,235	6,516	11%
Sales Advance	1,428	1,685	-15%
Cash & Cash Equivalents	1,416	1,124	26%
Total Debt	4,960	5,012	-1%
Net Debt/Equity	49%	60%	

in Rp billion	2019 Audited	2018 Audited	2017 Audited	2016 Audited	2015 Audited
Revenue	2,736	2,553	2,203	2,276	2,201
Gross Profit	1,132	1,006	956	1,036	1,043
EBITDA	718	532	540	585	605
Net Income	251	204	297	299	401
EPS	24	20	29	29	39
Gross Profit Margin	41%	39%	43%	46%	47%
EBITDA Margin	26%	21%	25%	26%	27%
Net Income Margin	9%	8%	14%	13%	18%
ROA	2%	1%	2%	3%	4%
ROE	3%	3%	5%	6%	8%

in Rp billion	2019 Audited	2018 Audited	2017 Audited	2016 Audited	2015 Audited
Total Assets	14,777	14,216	13,097	11,840	10,289
Total Liabilities	7,543	7,700	6,787	6,783	5,518
Total Equity	7,235	6,516	6,311	5,057	4,771
Sales Advance	1,428	1,685	1,374	1,168	1,343
Cash & Cash Equivalents	1,416	1,124	750	473	405
Total Debt	4,960	5,012	4,431	4,455	3,200
Net Debt/Equity	49%	60%	58%	79%	59%
Dividend		21	N/A	52	51
Dividend per Share		2	N/A	5	5

\* EBITDA 2019: Operating profit + depreciation + amortization  
EBITDA 2014 - 2018: Operating profit + final tax + depreciation + amortization

# Session 5

## Appendix





# Development Income - Mixed Use & High Rise

## CBD Jakarta



57 Promenade

Launched: 2017  
Total Area: 3.0 ha  
(Phase 1 - 1.2 ha, Phase 2 - 1.8 ha)  
Infrastructure: MRT, Busway  
Ownership: 36.63%  
Progress: 13%  
Expected Completion: 2022

### Condominium: Tower City

Saleable area: 17,876 sqm (260 units)  
Sold: 16,575 sqm (93%)  
ASP FY19: Rp 52.2 mn/sqm

### Condominium: Tower Sky

Saleable area: 31,092 sqm (236 units)  
Sold: 26,354 sqm (85%)  
ASP FY19: Rp 52.8 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, Shuttle bus  
Ownership: 100%  
Progress: 100%

### Condominium

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

Saleable area: 52,136 sqm  
Sold: 51,258 sqm (98%)  
ASP FY19: Rp 34.1 mn/sqm

### Condominium

#### The Hamilton (Tower 4)

Saleable area: 18,116 sqm  
Sold: 11,414 sqm (63%)  
ASP FY19: Rp 38.4 mn/sqm

### Phase 2 Information

#### 1 Park Homes

Net land area: 0.8 ha  
Saleable unit: 32 units

## North Jakarta



Regatta

Launched: 2014  
(Tower London & New York)  
Total Area: 11 ha  
(Phase 1 - 2.5 ha, Phase 2 - 1.7 ha)  
Infrastructure: Future LRT  
Ownership: 50%  
Progress: 100%  
Completion: 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: 30,917 sqm (60%)  
ASP FY19: Rp 30.3 mn/sqm

### Others

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

## CBD Surabaya



Praxis

Launched: 2013  
Total Area: 1.1 ha  
GFA: 102,498 sqm  
Infrastructure: Mainroad  
Ownership: 100%  
Progress: 100%  
Completion: 2019

### Condominium

Semi gross area: 19,634 sqm (295 units)  
Market: Strata title  
Sold: 13,492 sqm (69%)  
ASP FY19: Rp 23.0 mn/sqm

### Office

Semi gross area: 21,544 sqm (185 units)  
Market: Strata title 17,404 sqm  
Lease 4,140 sqm  
Sold: 5,954 sqm (34%)  
ASP FY19: Rp 20.1 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%  
Expected Completion: 2022

### Condominium:

#### Tower D & E:

Market: Strata title  
Total units: 672 units  
Semi gross area: 46,797 sqm  
Sold: 10,396 sqm (22%)  
ASP FY19: Rp 41.2 mn/sqm

Note:  
Tower E has not yet launched.  
Total percentage sold based on the total semi gross area of tower D and E.

Total Area: +/- 1ha  
Ownership: 75%  
Progress: 86%  
Total Units: 229 units  
Semi gross area: 20,782 sqm  
Expected Completion: 2020

### Condominium:

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

Market: Strata title  
Total units: 177 units  
Semi gross area: 16,505 sqm  
Sold: 10,073 sqm (61%)  
ASP FY19: Rp 25.3 mn/sqm  
Launched: 14 January 2016

### Condominium Tower C, E

Market: Strata title  
Total units: 52 units  
Semi gross area: 4,277 sqm  
Launch: TBD

Launched: 2014  
Total Area: 0.5 ha  
Infrastructure: Mainroad  
Ownership: 100%  
Progress: 84%  
Expected Completion: 2020

### Office

Semi gross area: 23,732 sqm  
Market: Strata title  
Sold: 13,437 sqm (46%)  
ASP FY19: Rp 34.1 mn/sqm

### Retail

Semi gross area: 5,077 sqm  
Market: Lease

### Hotel + Function

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

Launched: 2015  
Total Area: 2.4 ha  
Ownership: 100%  
Progress: 93%  
Expected Completion: 2020

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

Total area: 7,532 sqm  
Market: Strata title  
Semi gross area: 27,174 sqm  
Sold: 23,379 sqm (86%)  
ASP FY19: Rp 29.1 mn/sqm

### Note:

- Phase 2 TBD – 3 condominium towers & townhouse

# Development Income – High Rise & Landed Residential

## CBD Surabaya



### Sumatra 36

Launched: 2011  
Type: High Rise  
Total Area: 0.2 ha  
Semi gross area: 9,020 sqm  
Sold: 4,452 sqm (49%)  
ASP FY19: Rp 25.1 mn/sqm

## South Jakarta



### Pinang Residence

Launched: 2019  
Ownership: 100%  
Total area: 0.5 ha  
Infrastructure: Mainroad, MRT  
Total units: 17 units  
Sold units: 1 unit (6%)  
Land ASP FY19: Rp 20.0 mn/sqm  
Building ASP FY19: 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	95%
The Hills	207 houses	100%
Fluora	212 houses	94%
The Forest Phase 1	191 houses	50%
Taman Palem 1	1,876 houses	96%
Taman Palem 2	417 houses	28%
Real Estate	615 houses	82%
Plaza D'Captiva	201 shophouses	66%
Jungle Walk	136 shophouses	17%

## South Jakarta



### South Grove

Total Area: 0.5 ha  
Ownership: 100%  
Total Units: 15 units  
Launched: 2018  
Infrastructure: MRT, Roll Road  
Sold Units: 3 units (20%)  
Land ASP FY19: Rp 19.0 mn/sqm  
Building ASP FY19: Rp 10.1 mn/sqm

## Tangerang



### Magnolia Residence

Total Area: 14.7 ha  
Ownership: 52.5%  
Launched: 2015  
Sold Units: 252 units (47%)  
Land ASP FY19: 5.7 mn/sqm  
Building ASP FY19: 5.0 mn/sqm

# Development Income

## South Jakarta



### Serenia Hills

## West Surabaya



### Graha Natura

	Phase 1		Phase 2	
Type	Residential		Residential	
Land Area	10 ha		16 ha	
Development Plan	Regent Signature SH5	187 units 74 units 36 units	Titan Ultimate Venture Barat Venture Timur Quantum	59 units 51 units 84 units 62 units 75 units
	<b>Total</b>	<b>297 units</b>	<b>Total</b>	<b>331 units</b>
Launched	2011 & 2012		2013 & 2014 ; 2017 (Quantum)	
Sold	Regent Signature SH5	172 units (92%) 74 units (100%) 7 units (19%)	Titan Ultimate Venture Barat Venture Timur Quantum	59 units (100%) 47 units (92%) 83 units (99%) 62 units (100%) 75 units (100%)
	<b>Total</b>	<b>253 units (85%)</b>	<b>Total</b>	<b>326 units (98%)</b>
Land ASP FY19	Rp 18.4 mn/sqm		Rp 17.0 mn/sqm (Quantum: Rp 18.4 mn/sqm)	
Building ASP FY19	Rp 7.8 mn/sqm		Rp 8.5 mn/sqm (Quantum: Rp 7.2 mn/sqm)	

Infrastructure: MRT, Shuttle Bus

## Phase 1

Cluster	GLA	Launched	Development Plan	Sold
Cluster A	5.9 ha	2010	105 units	94%
Cluster B	5.4 ha	2010	85 units	100%
Cluster C	6.0 ha	2010	58 units	100%
Cluster D	8.4 ha	2010	93 units	100%
Garden Ville 1	0.6 ha	2014	31 units	97%
Garden Ville 2	0.6 ha	2015	24 units	92%
Soho (BS)	0.6 ha	2014	27 units	100%
Soho (DS)	1.0 ha	2016	37 units	92%

## Phase 2

Cluster	GLA	Launched	Development Plan	Sold
Edenia (E&F)	5.4 ha	2016	214 units	83%
Gravillea	1.8 ha	2018	45 units	69%
Acacia	1.1 ha	2019	46 units	43%

ASP FY19: Land: 9.5 mn/sqm  
Building: 9.2 mn/sqm



# Development Income

## Tangerang



### Aeropolis

Type: Mixed used & high rise

Projects Launched	Year Launched	Year Completed	Total (Unit)	Total (Sqm)	Sold (Sqm)	ASP FY19 (Rp mn/m2)	Construction (%)
Aeropolis Residence 1 & Commercial Park	2011	2014	1,299	25,126	22,898	13.2	100%
Aeropolis Residence 2	2012	2017	1,048	20,248	20,182	10.1	100%
Aeropolis Residence 3 (Tower 1, 3, 5)	2014	2018 (T1) E 2020 (T3 & 5)	1,446	24,107	21,386	10.8	100% (T1) 99% (T3) 99% (T5)
Aeropolis Crystal Residence (Tower 2, 3)	2013	2018 (T2) 2019 (T3)	393	14,016	13,535	10.5	100% (T2) 100% (T3)
Aeropolis Lucent Residence	2016	E 2020	253	7,129	3,369	16.5	75%
<b>Total</b>			<b>4,439</b>	<b>90,626</b>	<b>81,369</b>		

Aeropolis Techno Park Phase 1-1	2014	2019	42	Land: 20,937 Building: 18,492	Land: 17,097 Building: 15,319	Land: 8.2 Building: 4.5	100%
Aeropolis Techno Park Phase 1-2	2015	2019	70	Land: 14,530 Building: 5,952	Land: 11,002 Building: 3,312	Land: 8.3 Building: 4.5	100%

## East Java



### Ngoro Industrial Park

Total Development: 505 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: 323 ha  
Land bank: ± 86 ha  
ASP FY19: Rp 2 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.

# Recurring Income

## South Jakarta



### South Quarter

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

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

Lettable space: 76,753 sqm  
Leased space: 58,685 sqm (77%)  
Asking base rent: Rp 280,000/sqm/month

#### Retail

Lettable space: 7,516 sqm  
Leased space: 5,545 sqm (74%)  
Asking base rent: Rp 300,000-Rp 350,000/sqm/month

## CBD Jakarta



### Intiland Tower Jakarta

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

#### Office Tower

Lettable space: 25,470 sqm  
Leased space: 15,516 sqm  
Available space: 9,954 sqm  
Occupancy: 61%  
Avg. gross rent : Rp 270,000/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: 19,568 sqm  
Leased space: 12,125 sqm  
Available space: 7,443 sqm  
Occupancy: 62%  
Avg. gross rent: Rp 185,000/sqm/month

## West Surabaya



### Spazio

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

#### Retail (include terrace)

Lettable space: 5,124 sqm  
Leased space: 3,970 sqm  
Occupancy: 78%  
Avg. gross rent: Rp 72,500/sqm/month

#### Development Income

##### Office Tower

Total area (SGA) : 16,019 sqm  
Market: Strata title  
Sold: 15,740 sqm (98%)

## Recurring Income

### West Surabaya



**National Hospital**

Total Area: 0.85 ha  
Infrastructure: Mainroad  
Ownership: 37.5%

#### Development

Bed capacity: 205 beds  
123 wards  
GP and Specialists: 98 person  
Nurses: 151 person  
Center of Excellence: Neurosurgeon

#### Note:

On April 11, 2015, Indonesian Museum of Records (MURI) awarded National Hospital as the first hospital in Indonesia to perform Parkinson surgery, tremor procedure, and Deep Brain Stimulation installation.

On December 3, 2019, the company divested this investment to focus on its core business as a developer.

### Major Cities in Indonesia

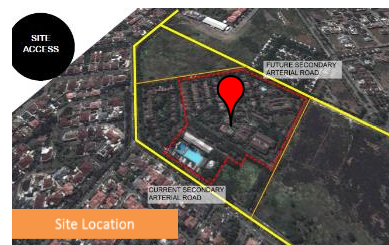


**Intiwhiz Hotel Chain**

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.

## Pipeline Projects

### West Surabaya



**Tierra**

Ownership: 100%  
Total area: 6.3 ha  
Location: Plaza Segi Delapan, West Surabaya  
Infrastructure: Mainroad

#### Phase 1 Information – 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

#### Podium / SOHO and Commercial Area

Market: Strata / Lease  
Estimated SGA: 5,221 sqm

### 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 background of the slide features a series of vertical stripes in various shades of orange and red, creating a warm and vibrant aesthetic. The stripes are of varying widths and are positioned on the left side of the slide, leaving the right side as a solid orange color.

**THANK YOU**

## **Contact Us**

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