

Investor Update

15 February 2018



57 Promenade, Jakarta

FY18 Marketing Sales Target

PT Intiland Development Tbk (DILD:IJ) today announced the 2018 marketing sales target.

In 2018, the Company is targeting Rp 3.3 trillion marketing sales, 15% higher compared to FY17 marketing sales achievement of Rp 2.9 trillion. This amount does not include the recurring income.

Around 27% of the FY18 marketing sales target is targetted from selling of new products, while the rest of 73% from selling of the inventory of the existing products. Around 53% is targetted from the projects in Jakarta, and 47% from the projects in Surabaya.

The Company is planning to launch several new products in Jakarta and Surabaya, such as 1) South Quarter phase 2 (apartments project in TB Simatupang area as an extension of the office towers in phase 1), 2) Alena (Graha Golf apartment tower 3 located at Graha Famili, West Surabaya), 3) South Grove (townhouse in Lebak Bulus, South Jakarta), and 4) Pinang Apartment (apartment in Pondok Pinang, South Jakarta – near Pondok Indah). The launching of these products is also subject to the market condition and licensing progress.

The breakdown of FY18 marketing sales target is as follows:

In Rp billion

No	Segment	FY18 Target	% of FY18 Target	FY17 Results
1	Mixed-use & high-rise	2,575	76%	1,921
2	House and land	607	18%	483
3	Industrial Estate	200	6%	531
	Total	3,382	100%	2,935

The contribution based on location is as follows:

In Rp billion

No	Location	FY18 Target	% of FY18 Target	FY17 Results
1	Jakarta	1,808	53%	2,071
2	Surabaya	1,574	47%	864
	Total	3,382	100%	2,935

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