

Public Expose
PT Intiland Development Tbk
9 June 2015

Intiland. Developing Your World.



Disclaimer

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PT Intiland Development Tbk is one of the leading property companies in Indonesia with a primary focus on developing superblock and high rise residential premium projects located in Jakarta and Surabaya to cater the middle to middle up segments.

A brief about the company

- Established in 1983 and listed on IDX in 1991 (DILD:IJ)
- More than 40 years experience in developing over 40 projects in Jakarta and Surabaya
- The main products are superblock, high-rise and low rise residential, industrial estate and investment properties
- A pioneer and trend setter in developing successful premium projects



Pantai Mutiara

First reclaimed housing development in South East Asia



Intiland Tower
Jakarta

First green building in Indonesia designed by Paul Rudolph



Regatta

First luxury sea-front condominium in Jakarta



Graha Famili

First golf-themed luxurious residential development in Surabaya

Management Team

The Board of Commissioners and the Board of Directors have been with the company for more than 25 years in average and have extensive market-oriented knowledge and experience in the Indonesian property industry.

BOARD OF COMMISSIONERS



Cosmas Batubara
President Commissioner



Lennard Ho Kian Guan
VP Commissioner



Thio Gwan Po Micky
Independent Commissioner



Walman Siahaan
Commissioner



Jahja Asikin
Commissioner



Ping Handayani
Commissioner

BOARD OF DIRECTORS



Hendro S. Gondokusumo
President Director & CEO



Suhendro Prabowo
VP Director &
COO Jakarta 1



Sinarto Dharmawan
VP Director &
COO Surabaya



Utama Gondokusumo
Executive Director &
COO Jakarta 2



Ricky Holil
Executive Director & CFO



Archied Noto Pradono
Executive Director



Moedjianto S. Tjahjono
Executive Director



Irene P. Rahardjo
Independent Director

Core Portfolio

The Company develops various products classified into superblock, high-rise and low rise residential, industrial estate and investment properties. Some of the existing and future projects are as follows:



Superblock Mixed-Use

- South Quarter ●
- Aeropolis ●
- Kebon Melati ● ●
- H-Island ● ●
- West One City ● ●
- Praxis ●
- Graha Festival ●
 - Spazio
 - Spazio Tower



Residential High-Rise

- Regatta ●
- 1 Park Avenue ●
- Sumatra 36 ●
- Pinang Residence 2 ● ●
- Beach Terrace Apartment ● ●



Residential Low-Rise

- Serenia Hills ●
- Graha Famili ●
- Graha Natura ●
- Talaga Bestari ●
- Magnolia ●
- Maja ● ●



Industrial Estate

- Ngoro Industrial Park ●



Investment Properties

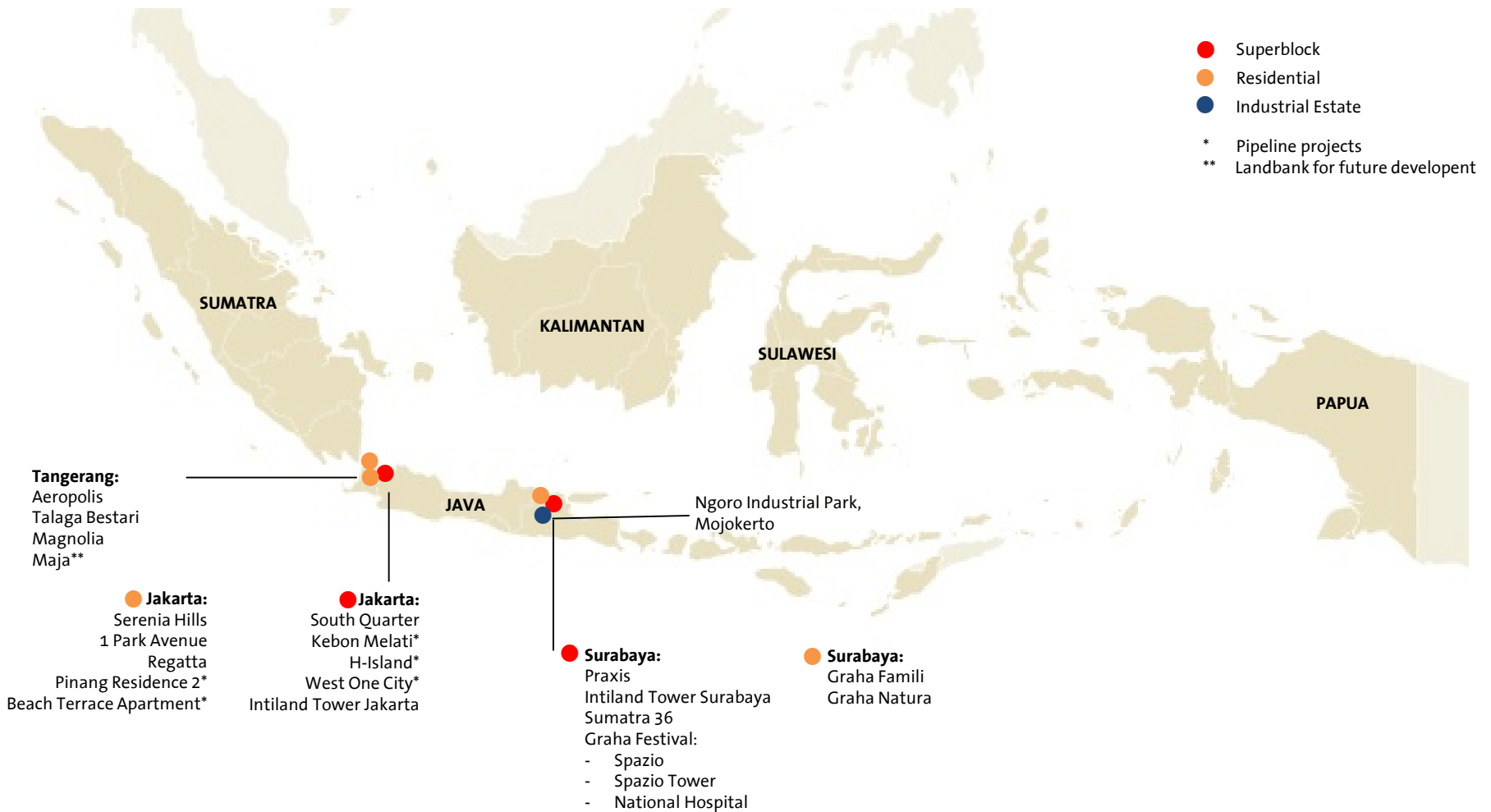
- Intiland Tower Jakarta ●
- Intiland Tower Surabaya ●
- South Quarter ●
- Kebon Melati ● ●
- Praxis ●
- Spazio ●
- Others

Development Income

Recurring Income

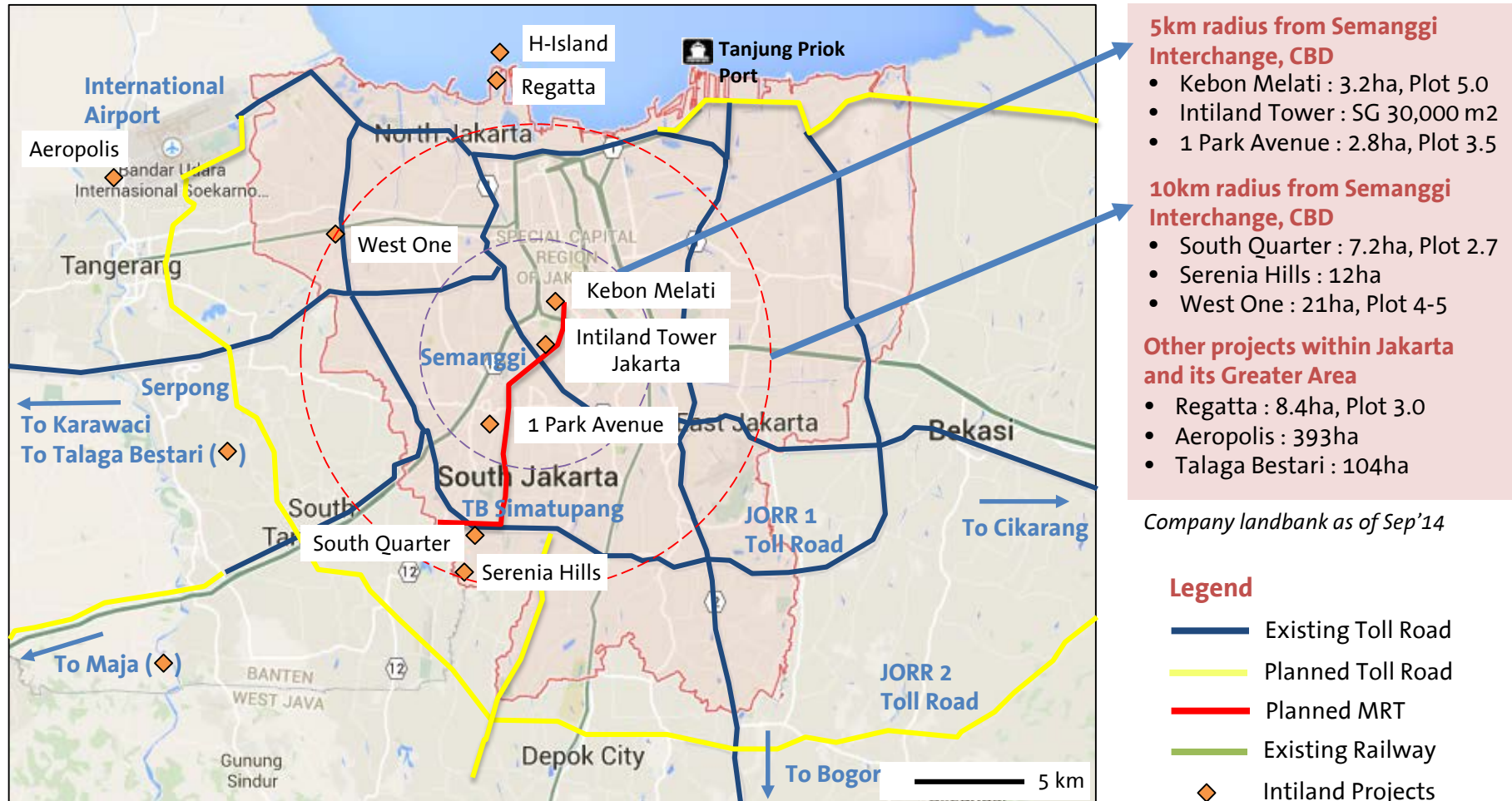
Projects Location

Diversified projects located in strategic location focusing on developing superblock and residential in Jakarta and Surabaya.



Projects Location in Jakarta

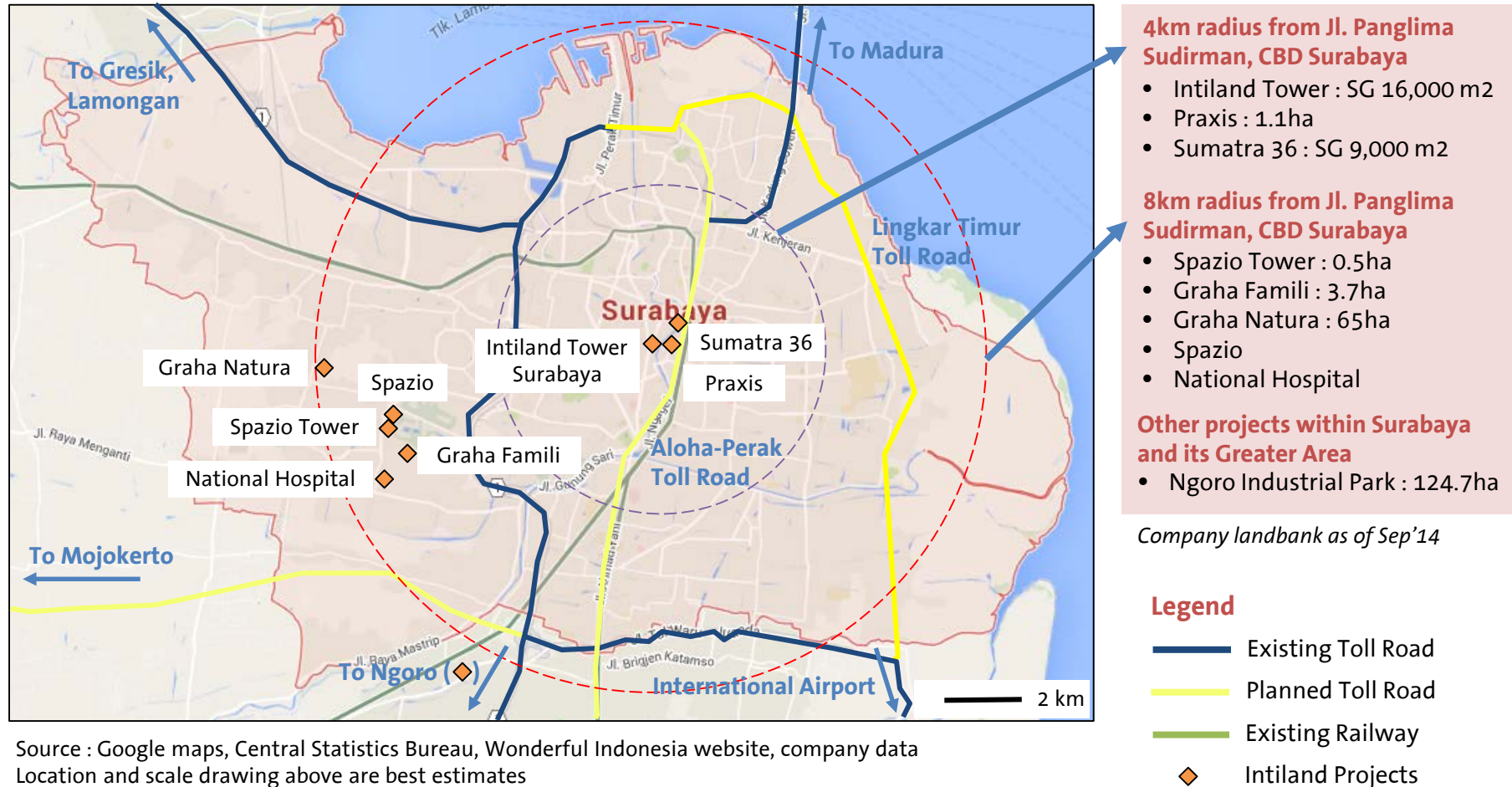
Jakarta is the capital city of Indonesia, a large metropolitan city with total population of ~12.5 million people by day. The center of economic and political activity in the nation, in Jakarta converges people from all over Indonesia. By night, Jakarta has a population of ~9.6 million people, while Jakarta and the Greater Jakarta Area has a combined population of ~32 million.



Source : Google maps, Central Statistics Bureau, Wonderful Indonesia website, company data
 Location and scale drawing above are best estimates

Projects Location in Surabaya

Surabaya is the capital of East Java province and a modern industrial city. It is considered as the economic and trading center of Eastern Java. Surabaya is second only to Jakarta in size, population, and commerce, and a city of ~3 million people. Intiland projects are located in strategic locations, focusing Intiland's development in the CBD of Surabaya and the West of Surabaya.



Source : Google maps, Central Statistics Bureau, Wonderful Indonesia website, company data
Location and scale drawing above are best estimates

Growth Strategy

Organic Growth

- Focus on developing existing projects mainly in Jakarta and Surabaya
- Maximize the value of existing asset portfolio e.g. superblock & high-rise
- Continue the acquisition of land surrounding existing projects

Acquisition Growth

- Strategic acquisition to support Intiland's vision and mission
- Focus on Intiland's core business e.g. South Quarter
- Increase the long term stakeholders' value through prudent acquisition

Strategic Partnership

- Strengthen Intiland's position through strategic partnership
- Successful track record in developing joint projects with many partners
- Support a strong balance sheet for project execution

Capital & Investment Management

- Manage cash flow to sustain the growth and profitability
- Prudent financing to manage the risks
- Expand global network to support 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

Why Intiland?



Sustainable Growth and Profitability



Key Projects

South Quarter - Superblock

South Quarter is a 7.2 ha mixed-use and high-rise development which Phase 1 comprises three office towers and supporting retail facilities. South Quarter is accessible via TB Simatupang toll road and Lebak Bulus Street.



Type	: Superblock
Total area	: 7.2 ha (Phase 1 - 4.4 ha, Phase 2 - 2.7 ha)
Location	: TB Simatupang, South Jakarta
Infrastructure	: Toll road, future MRT, shuttle bus
Design	: WS Atkins
No. of floor	: 20 floors, 4 basements

Phase 1 Information

Launched	: 4Q 2012
Construction	: 2Q 2012
Project completion	: 91%
Expected completion	: 2Q 2015

Phase 1	Tower A	Tower B	Tower C	Retail
Total Area	40,294 sqm	40,793 sqm	40,335 sqm	11,554 sqm

Market For Sale	Tower A	Tower B	Tower C	Retail
Available	39,866 sqm	-	6,172 sqm	-
Sold	34,503 sqm	-	6,172 sqm	-
% Sold	87%	-	100%	-
ASP14/sqm	Rp31.3mn	-	Rp33.0mn	-

Market For Lease	Tower A	Tower B	Tower C	Retail
Available	428 sqm	40,793 sqm	34,163 sqm	11,554 sqm
Leased	0	24,604 sqm	0	6,432 sqm
% Leased	0%	60%	0%	56%
ARR/sqm/mo	0	Rp 207,643	0	Rp 166,161



Phase 1
Construction Progress

1Park Avenue - Residential

1Park Avenue is a 2.8 ha high-rise residential project, an extension of the 1Park Residences apartment, located in Gandaria, South Jakarta, which is close to shopping destinations, hospitals, international schools and entertainment centers.



Type	: High-rise residential
Total area	: 2.8 ha
Location	: Gandaria, Kebayoran Baru, South Jakarta
Infrastructure	: Main road
Design	: CSYA, Singapore
No. of floor	: 25 floors

Phase 1 Information

Construction	: 2Q 2013
Project completion	: 26%
Expected completion	: 3Q 2016

Condominium Tower 1, 2, 3

Market	: Strata title
Semi gross area	: 52,136 sqm
Sold	: 45,275 sqm (87%)
1Q15 Avg. Selling Price	: Rp 35.7 mn/sqm
Launched	: 3Q 2012

Condominium Tower 4

Market	: Strata title
Semi gross area	: 18,116 sqm
Expected launch date	: 2Q 2015

Phase 2 Information

Townhouse

Total area	: 0.7 ha
Unit	: 31 units



Phase 1
Construction Progress

Regatta - Residential

Regatta is an iconic apartment project at Pantai Mutiara, North Jakarta, consists of ten apartment towers, a five-star hotel, and a serviced apartment.



Type	: High-rise residential
Ownership	: 50% (50% PT Global Ekabuana)
Total area	: 11 ha (Phase 1 - 2.5 ha, Phase 2 - 1.7 ha)
Location	: Pantai Mutiara, North Jakarta
Infrastructure	: Main road
Design	: Tom Wright (WS Atkins, UK)
No. of floor	: 24 floors

Project Information

Condominium	Phase 1 (4 towers)	Phase 2 (3 towers)
Tower Name	: Dubai, Miami, Monte Carlo, Rio	: London, New York, Shanghai
Launched	: 2Q 2006	: London & NY : 2Q 2014
Project completion	: 100%	: Piling works
Expected completion	: 4Q 2009 & 2012	: 2017
Semi gross area	: 390 units	: London & NY : 51,660 sqm
Market	: Strata title	: Strata title
Sold	: 97%	: 47%
1Q15 Avg Selling price	: Rp 24.9 mn/sqm	: Rp 29.6 mn/sqm

Others

- Phase 2: London tower was launched in June 2014, while New York tower was pre-launched in June 2014.
- FIABCI Prix d'Excellence, Bali Congress Award 2010.

Aeropolis - Superblock

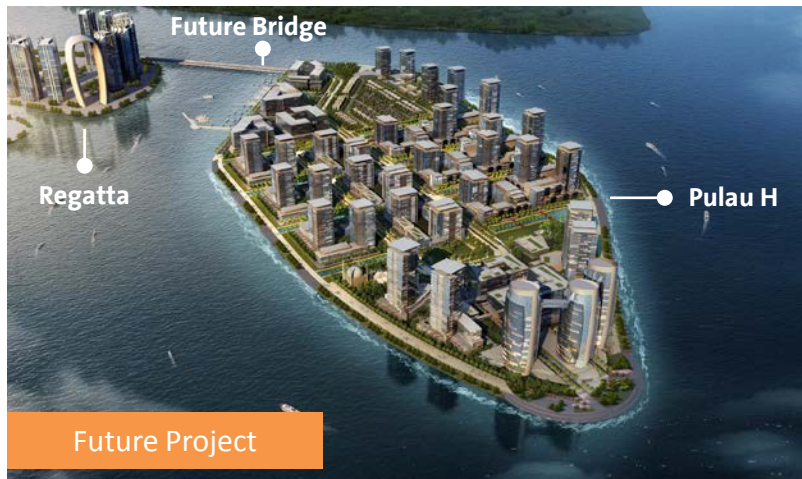
Aeropolis is an integrated mixed use development consisting of residential, office, hotel, commercial and retail development in an area of 105-hectars. This project sits on a strategic location, only 500 meters from the international airport.



Project Facts	Aeropolis Residence (AR) 1 & 2	Aeropolis Residence (AR) 3	Aeropolis Commercial Park (ACP)	Aeropolis Crystal Residence (ACR)	Boutique Hotel	Aeropolis Technopark
Land Area	▪ 2 Ha	▪ 2.2 Ha	▪ 5.3 Ha	▪ 2.4 Ha	▪ 2 ha	▪ 30 ha
Development	Low Rise Apartments ▪ AR 1 (SGA 18,484 sqm) - 1,076 units ▪ AR 2 (SGA 18,409 sqm) - 952 units	Low Rise Apartments ▪ 3 towers (SGA 24,107 sqm) - 1,446 units ▪ 1 remaining tower to launch	Low Rise Office ▪ Tower A1&A2 (SGA 6,811 sqm) - 105 units ▪ 3 remaining towers to launch	Low Rise Apartments ▪ 3 towers (SGA 21,107 sqm) - 646 units ▪ 3 remaining towers to launch	▪ Tower A1&A2 (SGA 3,044 sqm) - 108 units ▪ 4 remaining towers to launch	▪ Phase 1 - 15 units (5,400 sqm land, 5,160 sqm building)
Sales Update	▪ AR 1 - 1,012 units (94%) ▪ AR 2 - 902 units (95%)	▪ 3 towers - 1,282 units (89%)	▪ Tower A1&A2 - 71 units (68%)	▪ 3 towers - 370 units (57%)	▪ Tower A1&A2 - 108 units (100%)	▪ Phase 1 - 8 units (53%)
1Q15 ASP per sqm	▪ AR 1 - Rp 7.5 mn (FY14 ASP) ▪ AR 2 - Rp 9.7 mn	▪ Rp 9.8 mn	▪ Rp 11.8 mn	▪ Rp 10.4 mn	▪ Rp 18.1 mn (FY14 ASP)	▪ Land: Rp 9.0 mn ▪ Building: Rp 3.9 mn
Construction Progress	▪ AR1 - 100% ▪ AR2 - 71%	▪ 3 towers - 36%	▪ Tower A1&A2 - 100%	▪ 2 towers - 59% ▪ 1 tower - Not yet started	▪ Not yet started	▪ Not yet started
Operational	▪ AR1 - 2Q14 ▪ AR2 - 2Q15	▪ 3Q15	▪ 3Q14	▪ 2 towers - 2015	▪ 2Q16	▪ 4Q15

H-Island Reclamation Project - Superblock

A 63 ha future reclamation project located in Pulau H, close to Pantai Mutiara, North Jakarta. It is part of the 17 islands reclamation projects initiated by the Jakarta local government.



Type	: Superblock
Total area	: 63 ha
Location	: Pulau H, Pantai Mutiara, North Jakarta
Infrastructure	: Future bridge
Masterplan	: WKK
Engineering consultant	: Witteveen+Bos

Project Information

Mixed-use
High-rise and low rise residential
Commercial

Others

- Obtained principle permit
- Waiting for reclamation permit





Other Projects

Serenia Hills - Residential

Serenia Hills is a premium estate that stretches over 24 hectares in Lebak Bulus, South Jakarta. In 2013, Serenia Hills received an award at Housing Estate Green Property Award as Favorite Residential 2013.



	Phase 1	Phase 2
Type	Residential	Residential
Land Area	10 ha	14 ha
Development Plan	Regent 173 units (5 ha) Signature 51 units (4 ha) Total 224 units	Titan 59 units (4 ha) Ultimate 46 units (4 ha) Venture 115 units (4 ha) Total 220 units
Launched	2011 & 2012	2013 & 2014
Sold	Regent 173 units (100%) Signature 28 units (55%) Total 201 units (90%)	Titan 58 units (98%) Ultimate 38 units (83%) Venture 34 units (30%) Total 130 units (59%)
1Q15 Land ASP	Rp 17.0 mn/sqm	Rp 13.6 mn/sqm
1Q15 Building ASP	Rp 7.5 mn/sqm	Rp 7.0 mn/sqm



Praxis - Superblock

Praxis is part of the development of Intiland Tower Surabaya. Located in the Surabaya CBD, the project occupies 1.1 hectares of land comprising such facilities as office, apartment, retail, hotel and cinema.



Type	: Superblock
Total area	: 1.1 ha
Location	: CBD Surabaya
Infrastructure	: Main road
GFA	: 103,390 sqm
No. of Floors	: Office 5 floors, Apartment 28 floors, Hotel 18 floors, F&B 1 floor, 3 basement floors

Phase 1 Information

Launched	: 2Q 2013
Construction	: 1Q 2014
Project completion	: 13%
Expected completion	: 2017

	Condominium	Office
Semi gross area	: 19,634 sqm	21,500 sqm
Unit	: 289 units	185 units
Market	: Strata title	Strata title 126 units Lease 59 units
Sold	: 185 units (64%)	43 units (34%)
1Q15 ASP	: Rp 27.1 mn/sqm	Rp 35.1 mn/sqm

	Hotel	Retail
Semi gross area	: 14,326 sqm	8,609 sqm
Unit	: 288 rooms	

Spazio Tower - Superblock

Spazio Tower is a multi-function office tower located in Graha Festival, West Surabaya which development consists of office, hotel and retail. This project is the extension of Spazio, which has the same concept.



Type	: Superblock
Total area	: 0.5 ha
Location	: Graha Festival, West Surabaya
Infrastructure	: Main road
No. of floors	: 11 floors office, 5 floors hotel, 2 floors retail, 1 floors function hall, 5 floors basement

Project Information

Launched	: 1Q 2014
Construction	: 3Q 2014
Project completion	: Piling works
Expected completion	: 4Q 2016

Office

Semi gross area	: 25,379 sqm
Units	: 190 units
Market	: Strata title
Sold	: 74 units (40%)
1Q15 ASP	: Rp 32.8 mn/sqm

	Retail	Hotel
Semi gross area	: 3,259 sqm	2,407 sqm (102 room)
Market	: Lease	Lease

	Multifunction
Semi gross area	: 1,049 sqm
Market	: Lease

Ngoro Industrial Park - Industrial Estate

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



Type	: Industrial Estate
Total development plan	: 550 ha
Location	: Ngoro, Mojokerto, East Java
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

Project Information

Launched	: 1991 (1st phase) & 2010 (2nd phase)
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Industrial Estate

Sold	: 254 ha (nett)
FY14 Avg. selling price	: Rp 1.63mn/sqm
SFB ⁽¹⁾ Lease	: 86,300 sqm (nett)
SFB Building area	: 55,895 sqm
FY14 Avg. rental rate	: Rp 26,946/building sqm/month

Tenancy

Unicharm, Mitsui, Hitachi, HB Fuller, Yakult, Roman Ceramic, Mulia Ceramic, Woodworth Wooden, Cort Indonesia, 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.

(1) SFB : Standard Factory Building



Graha Natura - Residential

Graha Natura is residential project in Lontar, West Surabaya, sprawling over 80-hectare land. Graha Natura is a unique housing estate with a focus on healthy lifestyle, nature and eco-friendly technology.



	Project Facts					
	Cluster A	Cluster B	Cluster C	Cluster D	Garden Ville	Soho
Land Area	7.1 ha	7 ha	4.8 ha	8.5 ha	1 ha	1 ha
Launch	2012	2010	2010	2010	2014	2014
Development	Land Lots - 2 units Houses - 86 units	Land Lots - 67 units Houses - 17 units	Land lots - 45 units Houses - 10 units	Land lots - 94 units	Houses - 31 units	Houses - 24 units
Sold	Land lots - 2 units (100%) Houses - 69 units (80%)	Land lot - 67 units (100%) Houses - 15 units (88%)	Land lots - 45 units (100%) Houses - 5 units (50%)	Land lots - 94 units (100%)	Houses - 31 units (100%)	Houses - 3 units (12.5%)
1Q15 Land ASP/sqm	Rp 11.5 mn/sqm					
1Q15 Building ASP/sqm	Rp 7 mn/sqm					

Talaga Bestari - Residential

Talaga Bestari is a residential project occupying 265 hectare land space in Cikupa, Tangerang, Banten. Designed as “the family learning city.



Project Facts	Harmony	The Hills	Floura	The Forest Phase 1	Jungle Walk	Plaza D'Captiva
Land Area	5.4 Ha	4.1 Ha	4.4 Ha	5.5 Ha	3.9 Ha	3.6 Ha
Development	Landed residential <ul style="list-style-type: none"> Harmony - 214 units Harmony 2 - 111 units 	Landed residential - 206 units	Landed residential - 212 units	Landed residential – 177 units	Shophouse and Kiosk <ul style="list-style-type: none"> Kiosks - 210 units Shophouse - 40 units Modern market - 20 units 	Shophouse - 181 units
Sold	<ul style="list-style-type: none"> Harmony - 212 units (99%) Harmony 2 - 100 units (92%) 	203 units (98.5%)	185 units (87%)	52 units (29%)	<ul style="list-style-type: none"> Sold 41 kiosks units Leased: <ul style="list-style-type: none"> 28 shophouses 25 kiosks 20 modern market 	108 units (60%)
1Q15 Land ASP	<ul style="list-style-type: none"> Rp 3.7 mn/sqm 				Rp 5.25 mn/sqm	Rp 5.25 mn/sqm
Remarks	<ul style="list-style-type: none"> Key catalyst – Lion City, a 30 ha of land purchased by Lion Air for training center, warehouses, dormitories 					



Recurring Income Projects

Intiland Tower Jakarta - Investment Property

Intiland Tower Jakarta is the company's flagship office building located in the Jakarta CBD area. It was designed by Paul Rudolph, renowned American architect who developed the "green" concept, which reflects the tropical-themed Indonesian architecture. The building model was exhibited at the Museum of Modern Arts in New York.



Type	: Investment Property
Total area	: 0.8 ha
Location	: CBD Jakarta
Infrastructure	: Main road
Design	: Paul Rudolph
Floor	: 24 floors, 1 basement

Project Information

Construction	: 1984
Project completion	: 100%
Completion	: 1986

Office Tower

Net Leaseable Area	: 30,353 sqm
Market	: Lease
1Q 2015 Avg Occupancy	: 30,233 sqm (99%)
Average gross rent	: Rp 202,813/sqm/month

Intiland Tower Jakarta

Intiland Tower Surabaya - Investment Property

Intiland Tower Surabaya, another masterpiece by Paul Rudolph, is an office tower located in the heart of CBD Surabaya that becomes the leading IT building in the city. Its unique design of fronting terraces on every level allows natural free flow of air and lighting.



Type	: Investment Property
Total area	: 0.5 ha
Location	: CBD Surabaya
Infrastructure	: Main road
Design	: Paul Rudolph
No. of floor	: 12 floors, 2 basements

Project Information

Construction	: 1995
Project completion	: 100%
Completion	: 1997

Office Tower

Leaseable area (SG)	: 19,402 sqm
Market	: Lease
1Q 2015 Avg Occupancy	: 16,469 sqm (85%)
Average gross rent (SG)	: Rp 153,000/sqm/month

Spazio - Investment Property

Spazio is an office space in Graha Festival, West Surabaya consisting of strata title office units, with the first and second floor functioning as the food & beverage and lifestyle commercial spaces. Designed as a business community center, Spazio successfully introduces the concept of 24 hour open office in Surabaya.



Type	: Investment Property
Ownership	: 75%
Total area	: 0.8 ha
Location	: Graha Festival, West Surabaya
Infrastructure	: Main road

Project Information

Launched	: 4Q 2010
Construction	: 2011
Project completion	: 100%
Completion	: 2012

Retail

Net leaseable area	: 3,538 sqm
Market	: Lease
Leased	: 1,860 sqm (53%)
Average rental rate	: Rp 126,000/sqm/month
Average service charge	: Rp 47,000/sqm/month

Office Tower

Total area (SGA)	: 15,220 sqm
Market	: Strata title
Sold	: 15,151 sqm (99%)

Intiwhiz Hotel Chain - Investment Property (30%)

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 Hotel (three-star) and Grand Whiz (four-star) Hotels, the hotel chain now spreads in several big cities such as Jakarta, Semarang, Bali and Yogyakarta.



Whiz Hotel
Yogyakarta



Whiz Hotel
Semarang



Grand Whiz
Nusa Dua, Bali



Grand Whiz
Kelapa Gading



Whiz Hotel
Cikini



Whiz Prime
Cifest Cikarang



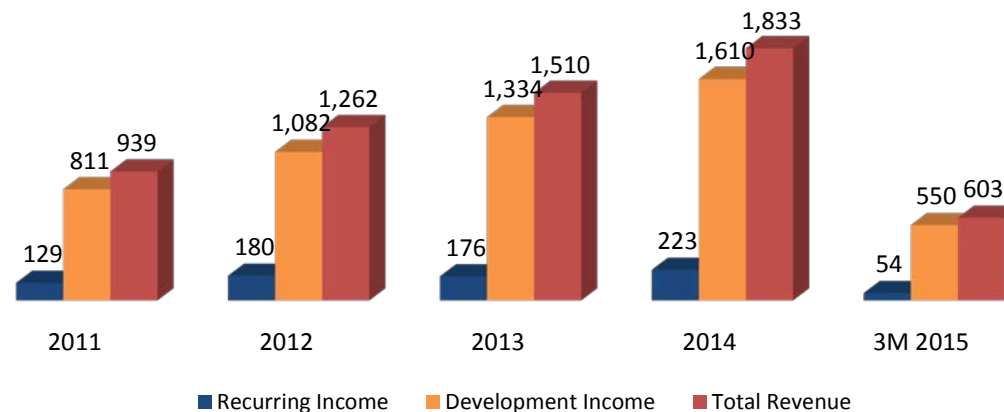
Whiz Prime
Kelapa Gading

Hotels	Whiz Hotel Yogyakarta Central Java	Whiz Hotel Semarang Central Java	Grand Whiz Nusa Dua Bali	Grand Whiz Kelapa Gading Jakarta	Whiz Hotel Cikini Jakarta	Grand Trawas Hotel East Java	Whiz Prime Cifest Cikarang West Java	Whiz Prime Kelapa Gading Jakarta	Pipeline Project 2015
Type	Own	Own	Operator	Operator	Own (BOT)	Own	Operator	Operator	<ul style="list-style-type: none"> ▪ Whiz Prime Bogor ▪ Whiz Prime Makasar ▪ Swift Inn Aeropolis ▪ Whiz Prime Manado ▪ Whiz Prime Balikpapan ▪ Puri Denpasar ▪ Whiz Prime Jogja ▪ Grand Whiz Poin Square ▪ Whiz Cilacap ▪ Whiz Prime Lampung
Opening Date	10 Oct 2010	11 Nov 2011	29 Jul 2013	12 Dec 2012	28 Jan 2014	Jan 2014	Jul 2014	July 2014	
No. of Rooms	100	148	130	322	133	68	122	180	
Occupancy	87%	61%	62%	55%	64%	39%	26%	21%	
ARR	Rp 363,125	Rp 250,647	Rp 555,056	Rp 543,901	Rp 311,034	Rp 388,428	Rp 349,222	Rp 427,079	

Future Additional Recurring Income Stream (2015 - 2019)

Projects	Leaseable Area
South Quarter (phase 1)	2 Office Towers (SGA 75,384 sqm) Retail (SGA 11,554 sqm)
Kebon Melati I (55% owned)	Retail (NLA 8,938 sqm)
Spazio Tower	Hotel 102 rooms (SGA 2,407 sqm) Retail (SGA 3,259 sqm) Multifunction (SGA 1,049 sqm)
Praxis	Office (SGA 6,800 sqm) Hotel 288 rooms (SGA 14,326 sqm) Retail (NLA 8,609 sqm)
Kebon Melati II (55% owned)	Office (SGA 48,509 sqm) Retail (NLA 11,141 sqm) Serviced apartment (SGA 9,726 sqm)

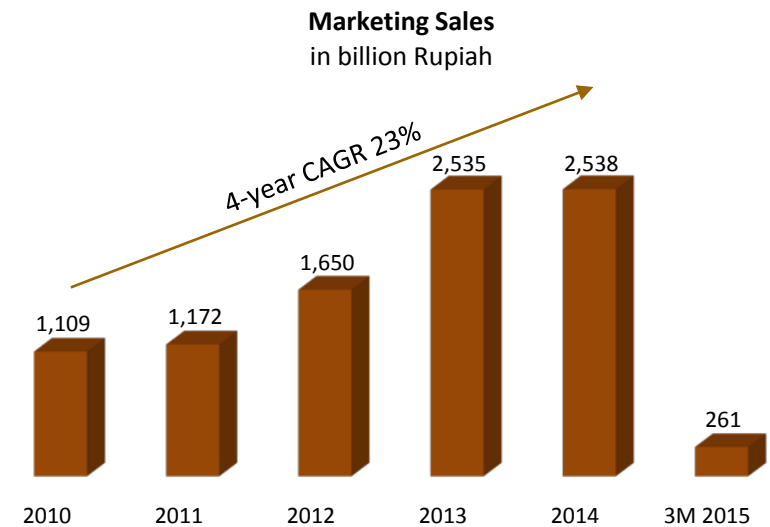
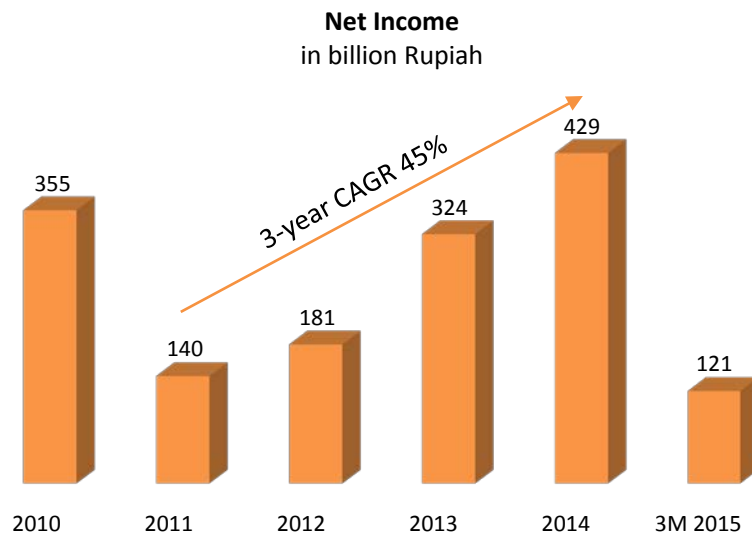
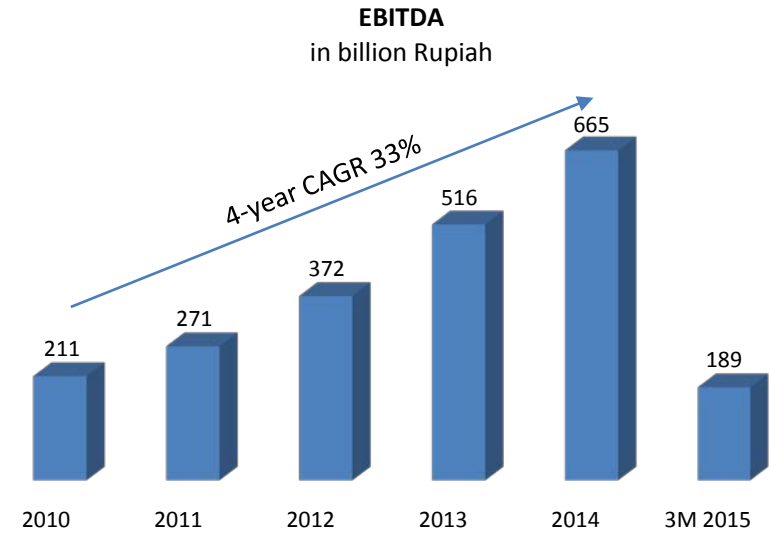
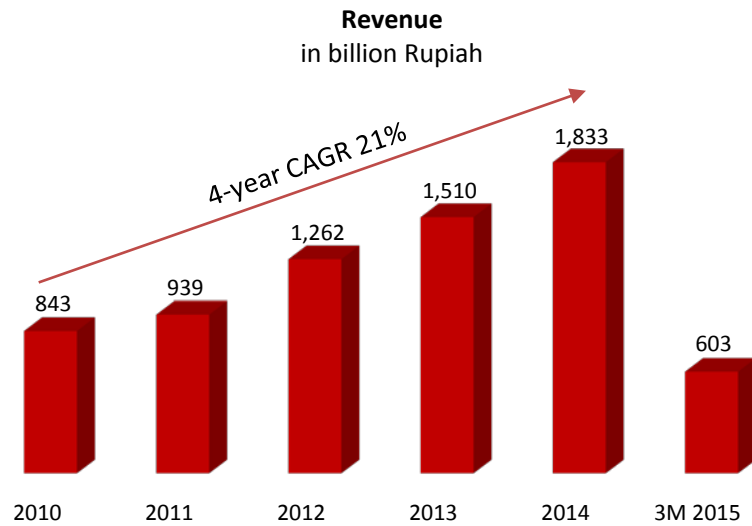
Revenue Breakdown
In billion Rupiah



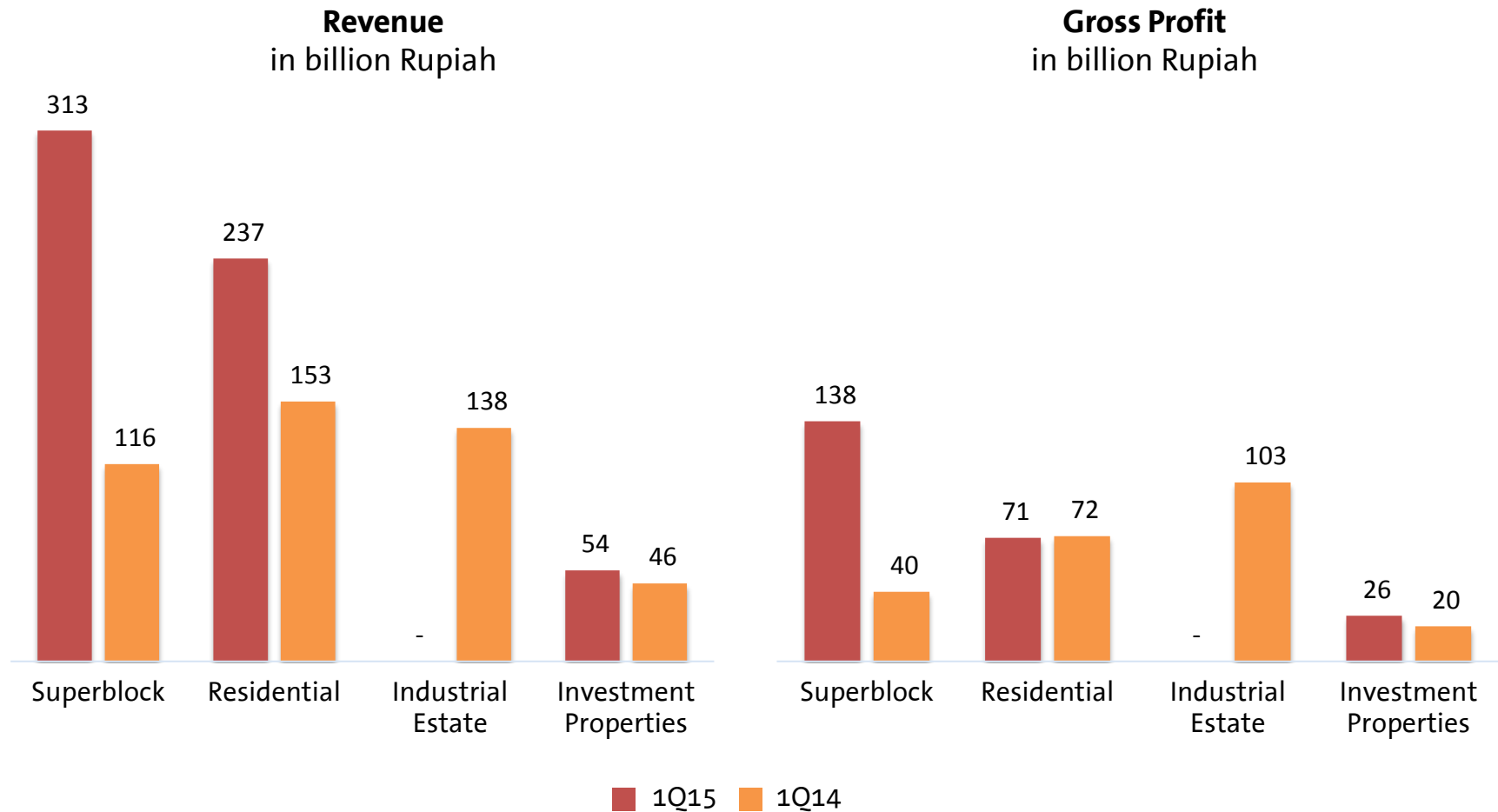


Financial Highlights

Financial Performance

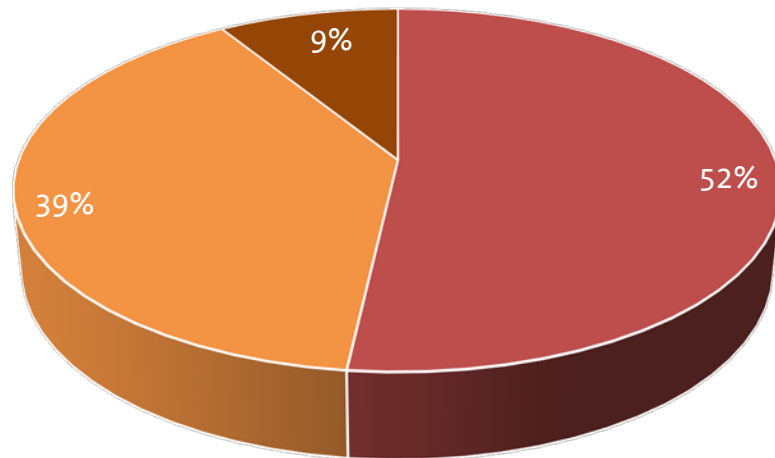


Segments Contribution

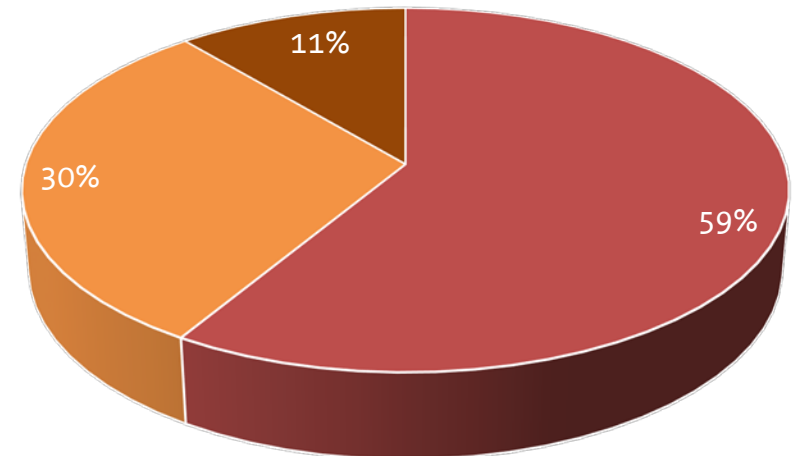


Segments Contribution

1Q15 Revenue
Rp 603bn



1Q15 Gross Profit
Rp 236bn



■ Superblock ■ Residential ■ Industrial Estate ■ Investment Property

Financial Highlights

in Rp billion	1Q15	1Q14	YoY Growth
Revenue	603	453	33%
Gross Profit	236	236	0%
Operating Profit	154	165	-7%
EBIT	178	168	6%
EBITDA	189	179	5%
Net Income	121	122	-1%
EPS	12	12	-1%
Total Assets	9,033	7,740	17%
Total Liabilities	4,438	3,521	26%
Book Value of Equity	4,510	4,137	9%
Sales Advance	1,497	1,369	9%
Cash & Cash Equivalents	537	403	33%
Total Debt	2,304	1,511	53%
Net Debt/Equity	39%	27%	
Gross Profit Margin	39%	52%	
Operating Profit Margin	25%	36%	
EBIT Margin	30%	37%	
EBITDA Margin	31%	40%	
Net Income Margin	20%	27%	
ROA (Q1 Annualized)	5%	6%	
ROE (Q1 Annualized)	11%	12%	

in Rp billion	2014	2013	2012	2011
Revenue	1,833	1,510	1,262	939
Gross Profit	994	706	496	361
Operating Profit	598	400	304	188
EBIT	624	480	339	239
EBITDA	665	516	372	271
Net Income	429	324	181	140
EPS	42	31	17	14
Total Assets	9,005	7,526	6,092	5,692
Total Liabilities	4,535	3,430	2,141	1,893
Book Value of Equity	4,389	4,016	3,873	3,716
Sales Advance	1,758	1,295	458	294
Cash & Cash Equivalents	550	526	222	106
Total Debt	2,127	1,507	1,014	1,033
Net Debt/Equity	36%	24%	20%	25%
Gross Profit Margin	54%	47%	39%	38%
Operating Profit Margin	33%	27%	24%	20%
EBIT Margin	34%	32%	27%	25%
EBITDA Margin	36%	34%	29%	29%
Net Income Margin	23%	21%	14%	15%
ROA	5%	4%	3%	2%
ROE	10%	8%	5%	4%
Dividend	TBA	82	52	31
Dividend per Share	TBA	8	5	3
Dividend Payout Ratio	TBA	26%	29%	22%



Others

Awards & Achievements



2014



Intiland
 Top 50 Best Performing
 Indonesia Companies
 The 4th Forbes Indonesia Best
 of the Best Awards



Intiland
 Top 10 Developers 2014
 BCI ASIA Awards 2014



Intiland
 Silver Champion – Property
 Developer
 Indonesia WOW Brand Awards
 2014



Intiland
 Highly Commended – Best
 Developer (Indonesia)
 South East Asia Property Awards
 2014



Intiland
 Perusahaan Baik
 Indonesia Social Responsibility
 Awards 2014



Graha Natura
 Best Project Development in East
 Java
 Indocement Awards 2014



Aeropolis
 The Best Mixed-use Development
 Project
 Property & Bank Awards 2014



Aeropolis
 Favorite Low Rise Residential
 Housing Estate Favorite KPR &
 Residential Awards 2014



Spazio
 The Preferred Office Building
 Properti Indonesia Awards 2014



Intiland Tower Surabaya
 Green Building Awareness Awards
 2014
 Surabaya City Government

2013



**Best Design for Apartment-
 Apartment Regatta**
 Indonesia Design Best Design
 Awards 2013



Top 10 Developers (Indonesia)
 BCI Asia Top 10 Awards 2013



Highly Commended - Best Condo
 Development (Indonesia)
 Apartment Regatta – Jakarta
 South East Asia Property Award 2013



Highly Commended - Best Developer
 (Indonesia)
 PT Intiland Development Tbk
 South East Asia Property Award 2013



Favourite Residential 2013
 Serenia Hills- Jakarta Housing Estate
 Green Property Awards 2013



Graha Natura – Surabaya Housing
 Estate Green Property Awards 2013



Green Infrastructure & Green Open
 Space- Morning Glory Cluster
 Graha Natura – Surabaya
 Property Indonesia Awards 2013



Indonesia Leading Local Hotel Chain
 Intiwhiz International
 Indonesia Travel & Tourism Awards
 2013



Top Ten Developers (Indonesia)
 BCI Asia Top 10 Awards 2012



Highly Commended – Best Developer
 (Indonesia) - Intiland Development
 Tbk
 South East Asia Property Award 2012



Winner Best Condo Development
 (Indonesia) - 1Park Residences
 South East Asia Property Award 2012



Excellent Achievement
 Indonesia Best Corporate
 Transformation
 SWA Magazine & Win Solution

Contact Us

Investor Relations

Nathan Tanugraha : nathan.tanugraha@intiland.com

Dennis Indrawan : dennis.indrawan@intiland.com

Corporate Secretary

Theresia Rustandi : theresia.rustandi@intiland.com

PT Intiland Development Tbk

Intiland Tower, Penthouse

Jl. Jend. Sudirman 32

Jakarta 10220 Indonesia

Tel : +62 21 5701912

Fax: +62 21 5700015

www.intiland.com