

Investor Update

31 January 2018



57 Promenade, Jakarta

FY17 Marketing Sales Achievement

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PT Intiland Development Tbk (DILD:IJ) today announced the full year 2017 marketing sales achievement.

The Company managed to book Rp 3,367 billion of marketing sales, equivalent to a 106% rise from FY16 marketing sales of Rp 1,632 billion, and 46% higher than the initial FY17 target of Rp 2,300 billion.

The significant achievement was mainly contributed by the launch of 57 Promenade, a new mixed-use & high-rise project in CBD Jakarta, in the third quarter, and industrial lot sales in Ngoro Industrial Park along the first half of the year.

Additional contribution also comes from recurring income which has grown in size to Rp 432 billion, increased by 38% from last year of Rp 313 billion.

FY17 Marketing Sales Breakdown

The Rp 3,367 billion marketing sales performance consists of Rp 2,935 billion from development income and Rp 432 billion from recurring income, or 87% and 13% respectively.

The breakdown of FY17 marketing sales achievement is as follows:

In Rp billion

No	Segment	FY17 Target	FY17 Results	% of FY17 Target	FY16 Results	YoY %
1	Mixed-use & high-rise	1,336	1,921	144%	590	226%
2	House and land	479	483	101%	648	-25%
3	Industrial Estate	185	531	287%	81	556%
4	Investment properties	300	432	144%	313	38%
	Total	2,300	3,367	146%	1,632	106%

The contribution based on location is as follows:

In Rp billion

No	Location	FY17 Target	FY17 Results	% of FY17 Target	FY16 Results	YoY %
1	Jakarta	1,245	2,071	166%	569	270%
2	Surabaya	755	864	114%	760	14%
3	Investment properties	300	432	144%	313	38%
	Total	2,300	3,367	146%	1,632	106%

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