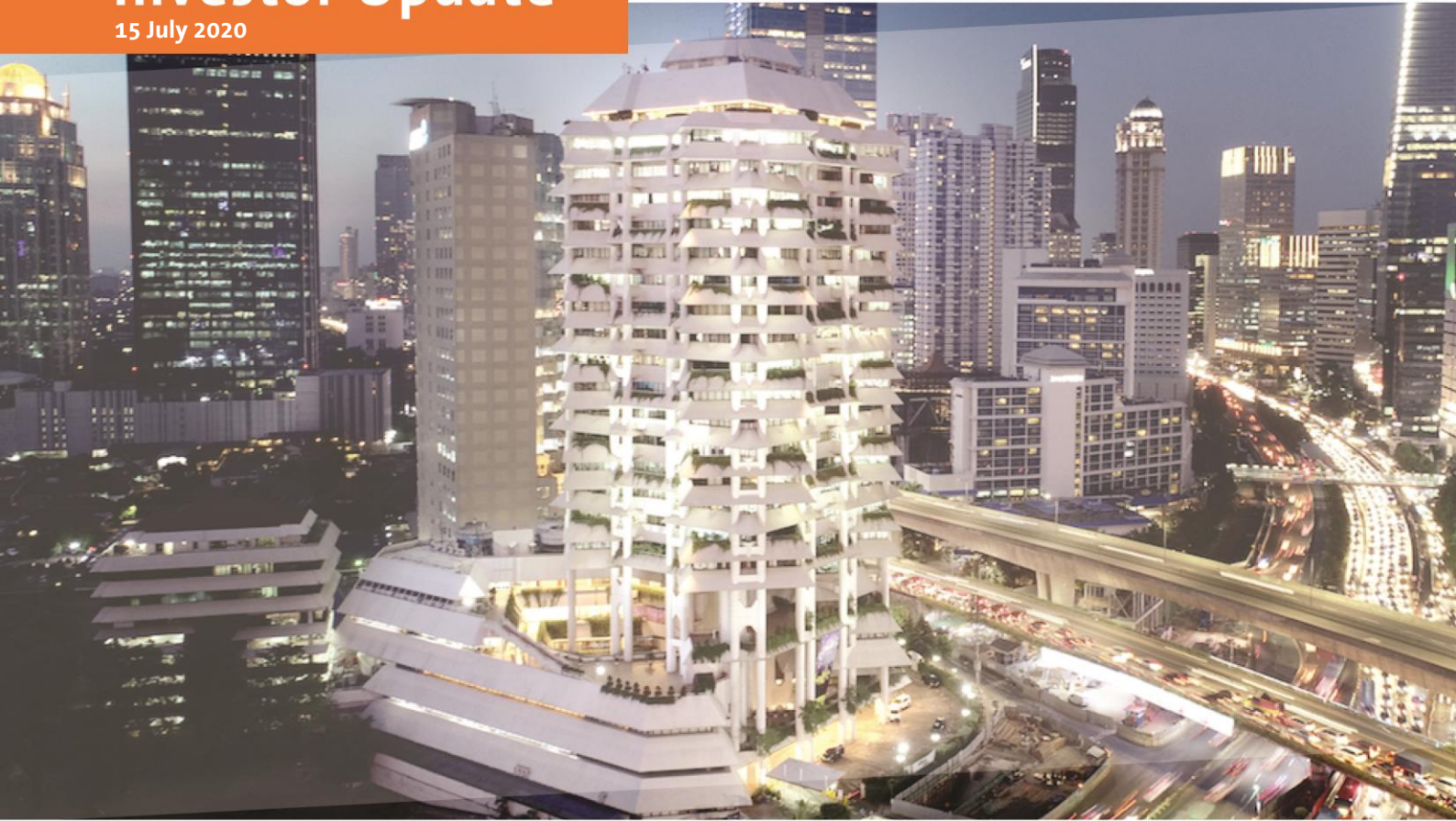


Investor Update

15 July 2020



Intiland Announces 1H20 Marketing Sales Achievement

Highlights

- 1H20 marketing sales reached Rp 343 billion (14% of FY20 target)

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the first half of 2020.

DILD reports Rp 343 billion marketing sales in 1H20

The Company has delivered a marketing sales of Rp 343 billion in 1H20, or 14% from FY20 target of Rp 2.5 trillion. In addition, the recurring income in 1H20 slightly declined to Rp 295 billion, or 4 % yoy from Rp 306 billion in 1H19.

The 1H20 marketing sales results declined 55% compared to the previous period. The soft result was mainly due to the impact of COVID-19. In addition to no new product launching in 1H20, the buyers tend to maintain the wait-and-see approach in the uncertain situation. The largest contributor to the first half results came from the landed residential segment, which primarily came from the sale of Serenia Hills, Graha Natura, 1Park Homes, Talaga Bestari and South Grove. Meanwhile, the Company booked Rp 755 billion of marketing sales in 1H19, which primarily came from the soft launch of SQ Res.

1H20 Marketing Sales Breakdown

The breakdown of 1H20 marketing sales achievement is as follows:

Table 4: Marketing Sales (in Rp billion)

| No | Location | FY20 Target | 1H20 Results | % Results |
|----|-----------------------|--------------|--------------|--------------|
| 1 | Mixed-use & high-rise | 1,543 | 76 | 4.9% |
| 2 | Landed residential | 780 | 267 | 34.3% |
| 3 | Industrial estate | 200 | - | 0.0% |
| | Total | 2,523 | 343 | 13.6% |

The contribution based on location is as follows:

Table 5: Marketing Sales (in Rp billion)

| No | Location | FY20 Target | 1H20 Results | % Results |
|----|--------------|--------------|--------------|--------------|
| 1 | Jakarta | 1,648 | 179 | 10.9% |
| 2 | Surabaya | 875 | 164 | 18.8% |
| | Total | 2,523 | 343 | 13.6% |

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