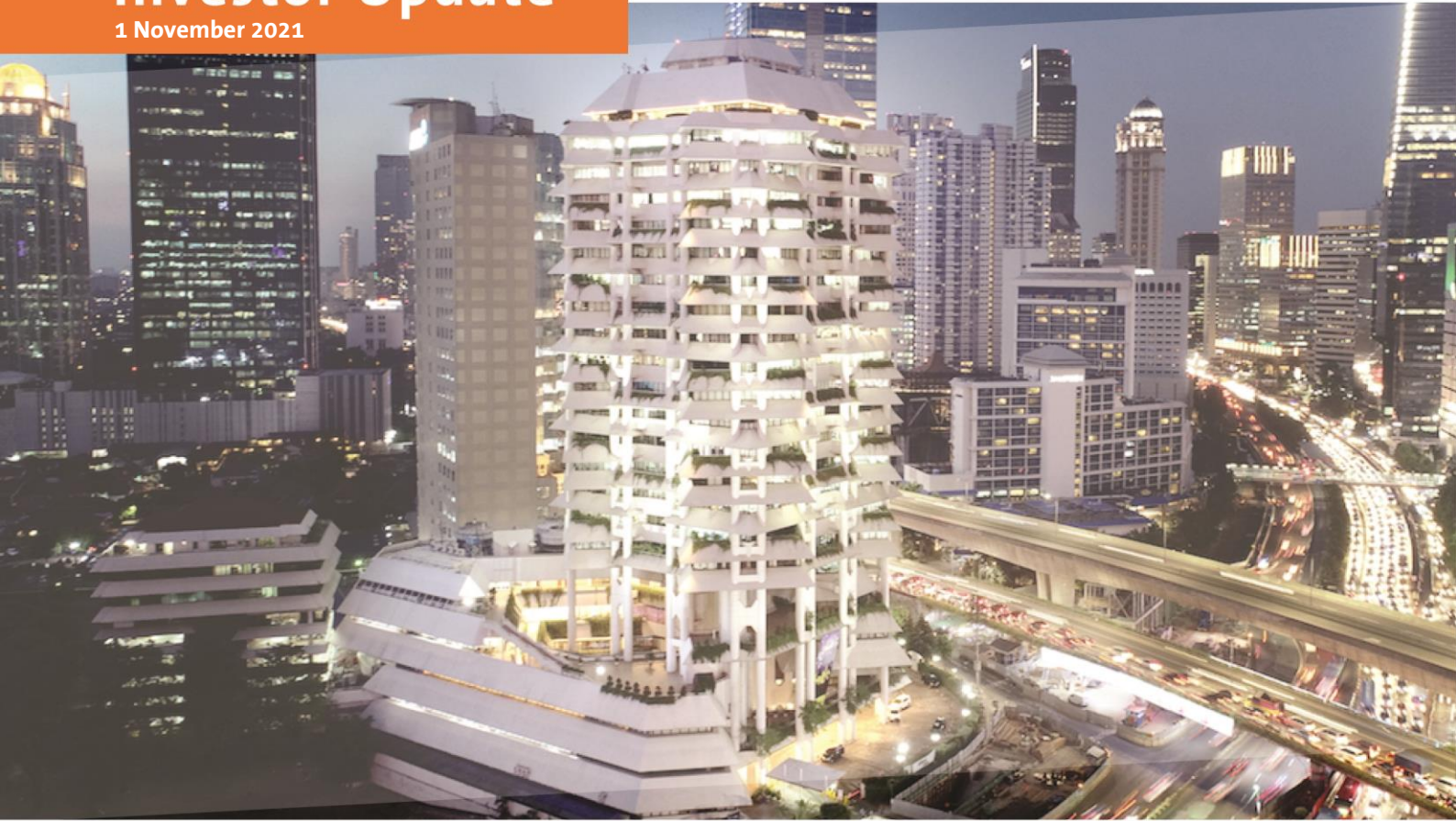


Investor Update

1 November 2021



Intiland Announces 9M21 Marketing Sales Achievement

Highlights

- 9M21 marketing sales reached Rp 1,092 billion

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the first nine months of 2021.

DILD reports Rp 1,092 billion marketing sales in 9M21

The Company booked marketing sales of Rp 1,092 billion in 9M21, increased 70% yoy from Rp 642 billion in 9M20. Additional contribution coming from recurring income in 9M21 amounted to Rp 485 billion, increased by 11% from Rp 437 billion in 9M20.

The main contributors came from the sales of Tierra SOHO in West Surabaya and the sales of new cluster of Talaga Bestari, DUO.

The soft result was mainly due to emergency public activity restrictions which have been implemented in several areas in Java since July 2021 affecting the consumer purchasing power.

9M21 Marketing Sales Breakdown

The breakdown of 9M21 marketing sales achievement is as follows:

Table 4: Marketing Sales (in Rp billion)

No	Location	9M21 Results	9M20 Results	% of Change
1	Mixed-use & high-rise	378	149	154.0%
2	Landed residential	473	474	0.0%
3	Industrial estate	241	20	1127.0%
	Total	1,092	642	70.1%

The contribution based on location is as follows:

Table 5: Marketing Sales (in Rp billion)

No	Location	9M21 Results	9M20 Results	% of Change
1	Jakarta	454	296	53.5%
2	Surabaya	638	346	84.3%
	Total	1,092	642	70.1%

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