

Investor Update

24 January 2022



Highlights

- FY21 marketing sales reached Rp 1.642 billion (81% of FY21 target)
- FY22 marketing sales target is Rp 2.4 trillion

Intiland Announces FY21 Marketing Sales Achievement

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

DILD reports Rp 1.642 billion marketing sales in FY21

The Company booked marketing sales of Rp 1.642 billion in FY21, increased 75% yoy from Rp 937 billion in FY20. The Company reached 81% of the total FY21 target of Rp 2.0 trillion. Additional contribution coming from the recurring income in FY21 amounted to ±Rp 658 billion, increased by 11.5% from Rp 590 billion in FY20.

The main sales contributor came from the landed residential segment with total Rp 922 billion. The achievement was mainly contributed by the launch of Amesta Living in Surabaya, a new integrated residential area in East Surabaya in 2Q21, and the launching of DUO, a new cluster in Talaga Bestari in 4Q21.

The mixed-use & high-rise segment generated marketing sales of Rp 390 billion, primarily came from the launching of Tierra SOHO in West Surabaya in 2Q21, and sales of 1Park Avenue, The Rosebay, Graha Golf, Regatta and Aeropolis. Meanwhile, the marketing sales from the industrial estate segment with a total Rp 329 billion was derived from sales of industrial lots in Batang Industrial Park, Ngoro Industrial Park and the warehouse in Aeropolis Technopark.

FY21 Marketing Sales Breakdown

The breakdown of FY21 marketing sales achievement is as follows:

Table 4: Marketing Sales (in Rp billion)

No	Project	FY21 Results	FY20 Results	% of Change
1	Mixed-use & high-rise	390	151	158.6%
2	Landed residential	922	638	44.6%
3	Industrial estate	329	148	122.7%
	Total	1,642	937	75.3%

The contribution based on location is as follows:

Table 5: Marketing Sales (in Rp billion)

No	Location	FY21 Results	FY20 Results	% of Change
1	Jakarta	638	498	28.0%
2	Surabaya	1,004	439	129.0%
	Total	1,642	937	75.3%

FY22 Marketing Sales Target

The Company aims to reach Rp 2.4 trillion marketing sales in 2022. The FY22 marketing sales target consists of selling the existing projects and new projects in Jakarta and Surabaya.

In 2022, the Company plans to launch Breeza, a landed residential located in Pantai Mutiara, North Jakarta. In addition, several other new product launch plans are new clusters in Amesta Living, Graha Natura, Serenia Hills, Tierra Mid-rise Condo and commercial area in Talaga Bestari.

Table 6: FY22 Marketing Sales Target (in Rp billion)

No	Project	FY22 Target	%
1	Mixed-use & high-rise	834	35%
2	Landed residential	1,319	55%
3	Industrial estate	256	11%
	Total	2,408	100%

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