

Investor Update

31 January 2025



Highlights

- FY24 marketing sales reached Rp 1,639.0 billion (82.0% of FY24 target)
- FY25 marketing sales target is Rp 2.0 trillion

Intiland Announces FY24 Marketing Sales Achievement

PT Intiland Development Tbk (“DILD” or “the Company”) announces its marketing sales performance for the full year of 2024.

DILD reports Rp 1,639.0 billion marketing sales in FY24

The Company booked marketing sales of Rp 1,639.0 billion in FY24, compared to Rp 950.8 billion in FY23. The Company reached 82.0% of the total FY24 target of Rp 2.0 trillion. In addition, the Company booked recurring income of Rp 874.2 billion in FY24, compared to Rp 771.3 billion in FY23.

The main sales contributor came from the landed residential segment with a total Rp 878.9 billion, mainly from the sales of commercial land in Graha Famili, Amesta Living, 1Park Homes, Talaga Bestari and Brezza.

The industrial estate segment recorded marketing sales with a total Rp 567.0 billion was derived from sales of industrial lots in Batang Industrial Park and the warehouse in Aeropolis Technopark.

The mixed-use & high-rise segment generated marketing sales of Rp 193.2 billion, primarily came from Regatta, SQ Res, Aeropolis, 1Park Avenue, Spazio and Rosebay.

FY24 Marketing Sales Breakdown

The breakdown of FY24 marketing sales achievement is as follows:

Table 4: Marketing Sales (in Rp billion)

No	Project	FY24 Results	FY23 Results	% of Change
1	Mixed-use & high-rise	193.2	161.8	19.4%
2	Landed residential	878.9	450.7	95.0%
3	Industrial estate	567.0	338.2	67.6%
	Total	1,639.0	950.8	72.4%

The contribution based on location is as follows:

Table 5: Marketing Sales (in Rp billion)

No	Location	FY24 Results	FY23 Results	% of Change
1	Greater Jakarta	561.9	538.9	4.3%
2	Greater Surabaya	1,077.2	411.9	161.5%
	Total	1,639.0	950.8	72.4%

FY25 Marketing Sales Target

The Company aims to reach Rp 2.0 trillion marketing sales in 2025. The FY25 marketing sales target consists of selling the existing projects and new projects in Jakarta and Surabaya.

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