

## Financial Updates

# Metland

### New Project Launch

Metland, together with Keppel Land Ltd. (Keppel Land), recently launched the first phase of The Riviera at Puri (The Riviera) in October 2017. The Riviera is a landed residential project strategically located near the Karang Tengah toll access of the Jakarta Merak Toll Road, which provides excellent connectivity to Jakarta's city centre and other key districts in Greater Jakarta. The project has four thoughtfully-designed unit types, with land areas ranging from 120sqm to 256sqm. The first phase of launch consisted of 130 units of which the NUP collection (Nomor Urut Pemesanan, or priority booking) reached close to 300. Looking at the great response from potential buyers, we are keen to launch phase two next year.

Additionally, Metland also plan to release our new project, a luxury villa and hotel located in Ubud, Bali at the end of the year. The Royal Venya will have 54 units of villa and 40 hotel rooms. The luxury villas are being sold as strata titled and will be operated under our hotel management.

### Marketing sales still on track

Marketing sales for Q3 2017 reached IDR 909 bio which came to 61% of our total budget this year. Residential presales is amounted to IDR 544 bio while recurring revenue is amounted to IDR 365 bio.

The success of Riviera formal launch in Q4 2017 has put Metland's marketing sales ahead of initial target. The Management has confidence that marketing sales would have double digit growth compared to last year.

Revenue for 3Q 2017 reached IDR 733 bio and net profit reached IDR 152 bio a decrease of 4% and 10% respectively compared to the same period last year, due to the expected late recognition from the some of the presales last year.

For the full year result, the Management are expecting a revenue and net profit growth compared to last year relying on the booking of the strong Q4 presales of last year.

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### Financial snapshot

In (IDR, Bio)	Q3 2017	Q3 2016	YoY
Revenue	733	765	-4,1%
Net Profit	152	169	-10,0%

In (IDR, Bio)	Q3 2017	Q2 2017	QoQ
Revenue	256	246	4,1%
Net Profit	47	40	17,5%

### The Riviera at Puri Aerial view concept

