

## Financial Updates

# Metland

### Marketing Sales Exceeded Target

Total marketing sales for FY 2017 amounted to IDR 1,870 bio which surpassed our budget by 25% and was an increase of 19% from the same period last year. Presales this year reached IDR 1,384 bio from 1,113 for FY 2016, an increase of 24%. The main contributors for the presales increase came from the sales in Menteng, Cibitung, Puri (including JO with Keppel) and Cyber City. Market for residential housing during 2017 was doing better than the strata titled properties which still have a soft demand.

Meanwhile, on the commercial side, recurring revenue reached IDR 486 bio for FY 2017 compared to IDR 454 bio for FY 2016. The main contributors came from mall, which saw an increase of 11% YoY. Hotels had a flat growth with sales amounting to IDR 106 bio.

### New Project Update

After its launched in October 2017, The Riviera at Puri (The Riviera) had a strong sale for phase I. Metland launched 140 units for phase I which was sold out and due to strong demand, we also ended up selling some of the phase II. Metland will launch phase II of The Riviera on the second quarter of this year.

### 2017 Results

On the revenue side, Metland was able to booked an increase of 11% from IDR 1.14 trillion in 2016 to IDR 1.26 trillion in 2017. Net income for the year in 2017 is amounted to IDR 452 bio, an increase of 66% from the year before. This increase came from an advance payment for land for our joint operation project. Due to accounting regulations, we booked sales for half of the land at the Riviera, while the rest of the land sales will be booked as the land is sold.

### 2018 Outlook

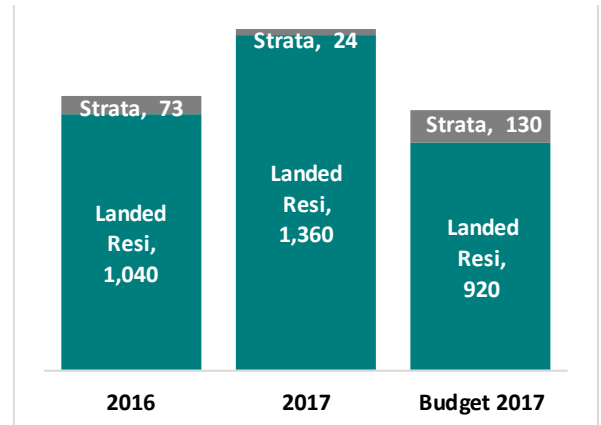
Metland set our marketing sales budget for 2018 to be IDR 2,000 bio, with IDR 1,500 bio in development presales and IDR 500 bio from recurring revenue. Metland optimistic that the property market will continue its upward movement this year.

### Contact Details

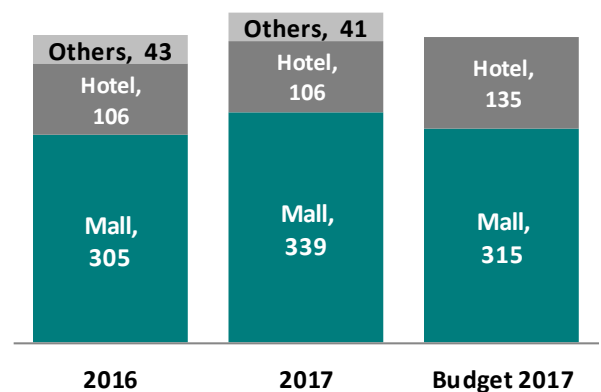
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### MTLA Marketing Presales Breakdown (in IDR billion)



### MTLA Recurring Revenue Breakdown (in IDR billion)



### MTLA Recurring Revenue

In (IDR, Bio)	FY 2017	FY 2016	YoY
Revenue	1,264	1,143	10.6%
Net Profit	452	271	66.8%

In (IDR, Bio)	Q4 2017	Q3 2017	QoQ
Revenue	530	246	115.4%
Net Profit	300	40	650.0%