

Financial Updates

Metland

1H 2018 results discussion

Metland's revenue for the first half of 2018 reached IDR 596 bio, a 22% increase YoY compared to IDR 488 bio from the same period last year. Increased in revenue can be contributed to the booked sales from few projects such as Menteng and Cibitung. Along with the increase in revenue, Metland saw a big jump in net profit from IDR 112 bio in 1H 2017 to IDR 234 bio in 1H 2018. This increase was mainly because of the accounting calculation for the land plot for the Riviera at Puri (JO with Keppel). Metland is still on track towards our end of year target.

Marketing sales on track

Development presales for the 1H 2017 reached IDR 961 bio, an increase of 122% than the same period last year which amounted to IDR 396 bio. This increase was contributed by the presales of Riviera at Puri project. We also saw increased yoy in our middle and middle-low project such as Transyogi, Cileungsi and Cibitung. Marketing sales for these projects were also boosted by the Yuk! Punya Rumah promotion which was launched in May 2018. As of the first half of 2018, marketing presales have reached 66% of our presales budget this year.

On the other side, recurring revenue reached IDR 246 bio, which amounted to 49% of our end of the year budget. Malls saw an increase in revenue during the second quarter due to the Ramadhan and Eid season which boosted our exhibition income. In total, Metland have reached 59% of our end of year marketing sales budget for 2018.

New launch

Metland with Keppel Land have launched the second phase of the Riviera at Puri project in April 2018. The second phase was sold out and it was consisted of 141 units. Metland has also launched a new promotion called Yuk! Punya Rumah in May 2018 for its residential projects. Almost all of Metland's residential projects participated in this program namely, Menteng, Puri, Transyogi, Tambun, Cibitung, Cileungsi and Kaliaan Apartment. Products included in this program also vary from ready stock homes, indent house, lot and shop houses. This program consisted of various promotions such as subsidized down payment, cash discount and various bonuses.

Contact Details

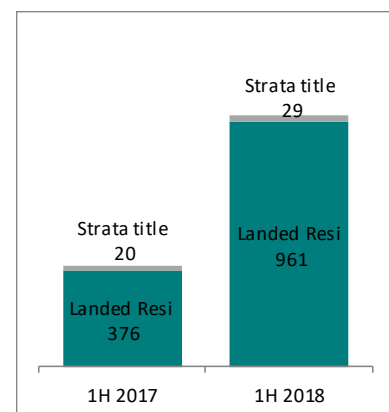
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MTLA Recurring Revenue Breakdown (in IDR billion)

In (IDR, Bio)	1H 2018	1H 2017	YoY
Revenue	596	488	22,1%
Net Profit	234	112	108,9%

MTLA Marketing Presales Breakdown (in IDR billion)



MTLA Recurring Revenue Breakdown (in IDR billion)

