

Financial Updates

Metland

Increasing interest rate, Marketing sales still on track

With the weakening IDR – USD rate and the trade war going on, the Bank of Indonesia have taken precautions by incrementally increasing the 7-day repo rate. The rate has increased 150 basis point YoY from 4.25% in September 2017 to 5.75% in September 2018. However, we have not seen sharp increase in terms of mortgage rate from banks yet. Despite the increasing rate, we were still able to book a total marketing sales of IDR 1,653 bio for up to Q3 this year which came to 83% of our total budget this year. Residential pre-sales is amounted to IDR 1,277 bio while recurring revenue is amounted to IDR 376 bio.

Main contribution of presales came from the Riviera at Puri project and we also saw increased in our middle – low to middle – middle projects such as Metland Cileungsi, Metland Transyogi, as well as small commercial plot sales. Marketing presales for our middle - up project have been a little more slow compared to last year but we expect our overall sales to pick up at the end of the year with the help of mortgage programs from banks. Year to date revenue up to Q3 2018 increased 30% compared to the same period last year from IDR 733 bio to IDR 949 bio. Net profit went from IDR 152 bio on Q3 2017 to IDR 302 bio in Q3 2018, an increase of 99% YoY. This increase is partly due to land plot sales.

The Riviera at Puri Phase III Launch

The Riviera at Puri, Metland’s Joint Operation Project with Keppel Land Ltd. (Keppel), just launched its third phase in late October 2018, which is also the last phase for this project. At this launch, we introduce the new premium and limited edition house (type D) with a “couple-house” concept. The semi-detached units are located in separate mini clusters which has their own gate. Each of the 10 exclusive units offers a minimum of 256 sqm of land area and 253 sqm of building area with a starting price of IDR 10 bio. The other smaller units, type A, B and C are also being sold with starting price at IDR 2,6 bio. The phase I & II of the project was sold out with 164 and 151 units respectively.

Contact Details

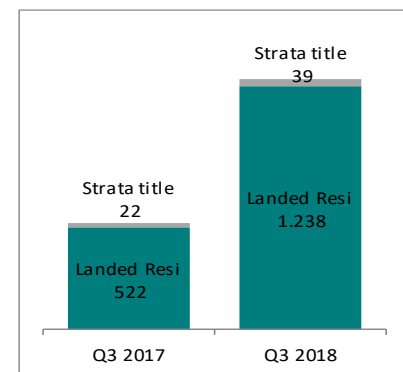
Zasa Pinkan Kinanti
Investor Relations
zasa.kinanti@metropolitanland.com

Olivia Surodjo
Corporate Secretary
corpsec@metropolitanland.com

MTLA Recurring Revenue Breakdown (in IDR billion)

In (IDR, Bio)	Q3 2018	Q3 2017	YoY
Revenue	949	733	29,5%
Net Profit	302	152	98,7%

MTLA Marketing Presales Breakdown (in IDR billion)



MTLA Recurring Revenue Breakdown (in IDR billion)

