

# COMPANY UPDATE

PT. PERINTIS TRINITI PROPERTI TBK. (TRIN)



# AUG 2024

**19 SEPTEMBER, 2024** 

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## SHAREHOLDERS INFORMATION

### **Share Information**

Listing Date Nominal IPO Price **IPO** Shares

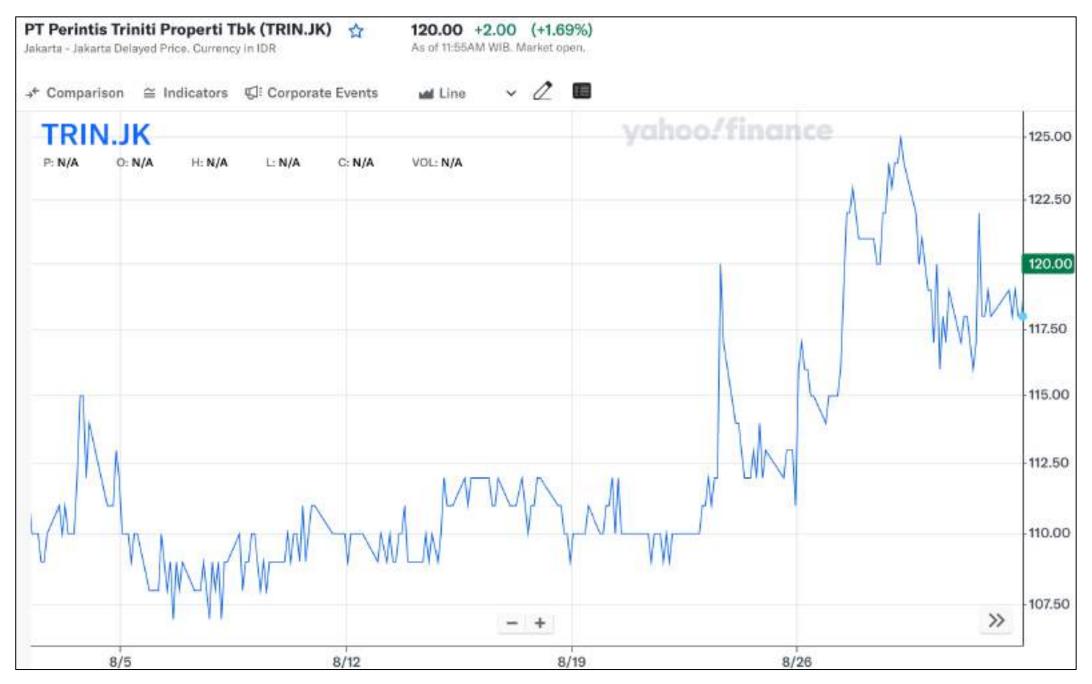
- : 15 January 2020
- : Rp 100 / share
- : Rp 200 / share
- :648.83 M

### **Shareholders Composition**

### (As of August 31, 2024)

- PT Kunci Daud Indonesia • 1,804,000,000 lembar saham, 39.64%
- PT Intan Investama International 1,476,000,000 lembar saham, 32.43%
- PT Panca Muara Jaya 264,859,000 lembar saham, 5.82%
- Public 807,598,326 lembar saham, 17.74%
- Treasury 199,000,000 lembar saham, 4,37%
- Total: 4,551,457,326 lembar saham

### As of August 31, 2024





# **ABOUT TRINITILAND**

Established in 2009, **PT Perintis Triniti Properti Tbk** started its journey from a 5 hectare land development project called Ubud Village. After that, the Company built Melrose Place with the concept of shophouse (shop and house) and small home offices (house and office) which can be used as a dormitory. The development of the Company's iconic projects began in 2014 through projects such as Brooklyn Apartment and Yukata Suites.

In 2021, the Company began preparations for the Modern Business Park project, namely Holdwell Business Park, which is located in Lampung and is expected to become the largest business and commercial center in Lampung City connecting the island of Sumatra with other islands. Apart from that, another project called Sequoia Hills, carries the concept of "A Breathing City" which will be a residence with a beautiful environment equipped with modern city-scale facilities to support the daily lives of residents in the Sentul area. Apart from these ongoing projects, the Company has also prepared various new projects to welcome existing prospects, one of which is the Tanamori project in Labuan Bajo.

#### VISION

To become one of the top 10 best and most trusted developers in Indonesia by initiating a leading standard in the property industry, by prioritizing innovation, timeliness and high investment value for stakeholders and consumers.

#### MISSION

- Collaborate with world-class partners, architects and building management to build iconic projects for future generations.
- Initiate and build projects by adapting the "Trendsetter and Innovative" concept while contributing positively to the government and society.
- Recruit a professional workforce by upholding welfare and career prospects.



## MILESTONE

#### 2009

- PT Perintis Triniti Properti berdiri pada tanggal 13 Maret 2009
  - Pembangunan proyek pertama Perseroan, Ubud Village.
- Development of the Company's first project, Ubud Village.
  - PT Perintis Triniti Properti was established on March 13, 2009

### 2013

Kerjasama Operasi (KSO) antara Perseroan dengan PT Waskita Karya dalam membangun proyek Brooklyn.

Joint venture between Waskita Karya and Triniti Land in establishing Brooklyn





#### 2011

Pembangunan proyek Melrose Place Dormitory.

Development of the Meirose Place Dormitory project.



Kerjasama Operasi (KSO) antara Pe dengan PT Waskita Karya dalam m proyek Yukata Suites.

Joint venture between Waskita K Triniti Land in establishing Yukat

2018 Tahap persiapan pembangunanpr Marc's Boulevard.

Preparatory stage of development. Marc's Boulevard project.



2022

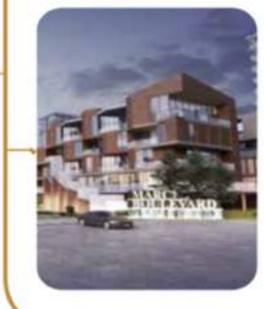
2020

#### 2017

Tahap persiapan pembangunan proyek Collins Boulevard.

Preparatory stage of development of the Collins Boulevard project.







 Mencatatkan seharnnya dan melakukan perdagangan seharn perdana di Bursa thek Indonesia.

Estundbreaking Proyvic Marc's Boulevard, Paul & Prive.

Listed its shares and conducting initial stock trading in Indonesia Stock Exchange.
 Groundbreaking of Marc's Boulevard, Paul & Prive project.



Pelaksanaan Buyback Saham TRIN.

Serah terima Apartemen Collins Boulevard tower pertama.

 Memperoleh pernyataan elektif dari Otoritas Jasa Keuangan atas aksi korporasi Right taun Persenaan.

Implementation of TRIN Share Buyback.

Handover of the first tower Collins Boulevard Apartment.

 Obtain an effective statement from the Financial Services Authority regarding the Company's Right issue corporate action.



#### 2021

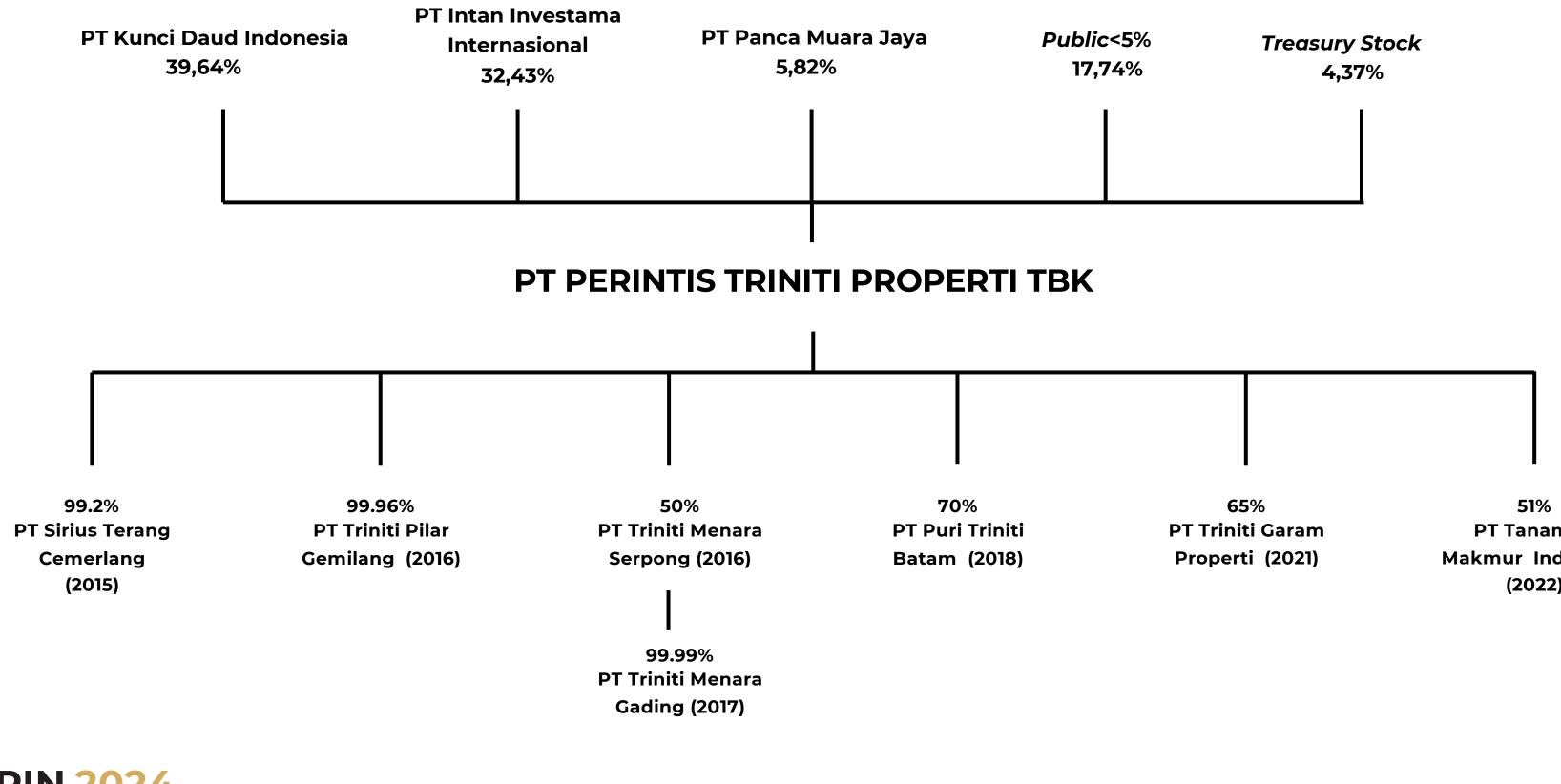
- Penunjukan anggota Dewan Komisaris baru Perserban.
- Groundbreaking Proyek Marc's Boulevard, Paul & Prive.
- Persiapan Proyek Holdwell Business Park, Lampung.
- Topping Off tower pertama Collins Boulevard, Hyde Residence.
- Persiapan Proyek Seguola Hills, Sentul.
- Appointment of new member of the Company's Board of Commissioners.
- · Groundbreaking of Marc's Boulevard, Paul & Prive project.
- Preparation of Holdwell Business Park, Lampung project.
- Topping Off of the first tower of Collings Boulevard, Hyde Residence.
- Preparation of Sequoia Hills, Sentul project.



#### 2023

- Pencatatan HMETD di Bursa Efek Indonesia
- Peletakan batu pertama Holdwell Business Park.
- Peresmian Rumah Contoh Cluster II Seguola Hills
- Penunjukan Kontraktor Pembangunan Tower II Collins Boulevard
- Listing of HMETD in IDX
- Groundbreaking of Holdwell Business Park
- Show Unit inauguration of Sequoia Hills Cluster II Model House
- Contractor Appointment for the Construction of Collins Boulevard Tower II

## **COMPANY STRUCTURE** As of August 31, 2024







**PT Tanamori** Makmur Indonesia (2022)

## **REGION MAP**

#### JAKARTA, BOGOR, TANGERANG, LAMPUNG, BATAM & LABUAN BAJO

18

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**Project Selesai** Completed project

#### Ubud Village

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Nilai Project 180 Miliar Project Value 180 Billion

#### Melrose Place

Nilai Project Rp 50 Miliar Project Value IDR 50 Billion

#### Brooklyn

Nilai Project Rp 1,2 Triliun Project Value IDR 1.2 Trillion Springwood Residence Nilai Project Rp 900 Miliar Project Value IDR 900 Billion

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#### Yukata Suites Nilai Project Rp 900 Miliar Project Value IDR 900 Billion

The Smith Nilai Project Rp 1 Triliun Project Value IDR 1 Trillion **Project Berjalan On Going Project** 

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**Collins Boulevard** Nilai Project 2,05 Triliun (2 Tower) Project Value 2,05 Trillion (2 Tower)

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Marc's Boulevard Nilai Project 5 Triliun Project Value 5 Trillion

Holdwell Business Park (Lampung) Gross Development Value (GDV) Modern Business Park Ro 800 Miliar GDV of Modern Business Park IDR 800 Billion



#### Sequoia Hills

Gross Development Value (GDV) Rp 13,2 Triliun GDV IDR 13,2 Trillion

#### Tana Mori, Labuan Bajo

Gross Development Value (GDV) Rp 10 Triliun **GDV IDR 10 Trillion** 

# COMPLETED PROJECTS



### **Completed Project**

## **UBUD VILLAGE**

Lokasi Konsep Unit Area Completed Nilai Proyek

Sudimara Timur, Ciledug Rumah & Ruko 360 Unit 52,105 M2 2011 Rp 180 Miliar

### MELROSE PLACE The respose Hlan

Lokasi Konsep Unit Area Completed Nilai Proyek Palmerah, Jakarta Barat Rumah & Ruko 200 Unit 4,225 m2 2012 Rp 50 Miliar

## BROOKLYN

HOP:

Lokasi Konsep

Unit Area Completed Nilai Proyek Paku Alam, Serpong Utara Perkantoran Premium Penthouse, SOHO, Apartemen 900 Un 5,851 m2 2016 Rp 1,2 Trillun



Lokasi Konsep Unit Area Completed Nilai Proyek

JI. MH Thamrin, Tangerang Apartemen & Høtel 1400 Unit 6700 m2 2020 Rp 900 Miliar

Lokasi Konsep Unit Area Completed Nilai Proyek

Alam Sutera, Tangerang Apartemen Berkonsep Jepang 343 Unit 5000 m2 2020 Rp 916 Miliar

**YUKATA SUITES** 

### **Completed Project**

Lokasi Konsep Unit

Area Completed Nilai Proyek Alam Sutera, Tangerang Apartemen, Office, Soho 414 Unit Apartemen, 84 Unit kantor dan 100 Soho 1000 m2 2020 Ap 1 Triliun

THE SN

# **ON-GOING PROJECTS**







Area Concept	: 1.43 Ha : Mixed Used Development (Residential, SoHo, Area Retail, Lifestyle Plaza)	
Project Value Facilities	<ul> <li>Rp 2,05 Trillion (2 Tower)</li> <li>Lifestyle Plaza, Jogging Track, Swimming Pool &amp; Gym</li> </ul>	



Terpilih sebagai Best Innovative Developer tahun 2021 di ajang Indonesia Property Awards,



Di Design oleh Arsitek No 1 Singapore DPA, yang juga merupakan Arsitek dari Singapore National Stadium dan Dubai Mall.



Window Bay Development pertama di Serpong. Yaitu sebuah konsep penambahan luas kamar sebesar 10%, dengan mengalihan fungsi Balkon menjadi Sofa Bed & AC cabinet.



Public Space seluas 3,8 hektar yang terdiri dari 1,6 hektar F&B Plaza, 1 hektar Resort Facilities, 6,000 sqm Sky Park, 2,000 sqm Collins Park.



Hyde

Apartment pertama dengan Fasilitas Lifestyle Plaza seluas 1,6 Ha. Dilengkapi dengan Cinema, Supermarket, Restaurant, Cafe, dan Retail Store.



THE PARTY OF THE P



Collins Boulevard is a mixed-use project that concept of "Contemporary Art", inspired by a street name called Collins Street in Melbourne, Australia, which is dubbed as "One of the Most Livable Cities in the







### COLLINS BOULEVARD CONSISTS OF 2 TOWERS, HYDE RESIDENCE AND THE SCOTT CONVERTIBLE RESIDENCE

At The Scott Convertible Residence, each unit has been equipped with customizable furniture so that consumers can convert a bedroom into a Home Office in just 3 minutes.

EQUIPPED WITH 5 STAR

HOTEL FACILITIES

1000 METER JOGGING TRACK

GYM STUDIO

2 BIG SWIMMING POOL

PUBLIC PARK & ATRIUM LIFESTYLE PLAZA







## **PROGRESS COLLINS BOULEVARD**

### As of Aug 31, 2024

### HYDE RESIDENCE (TOWER I)



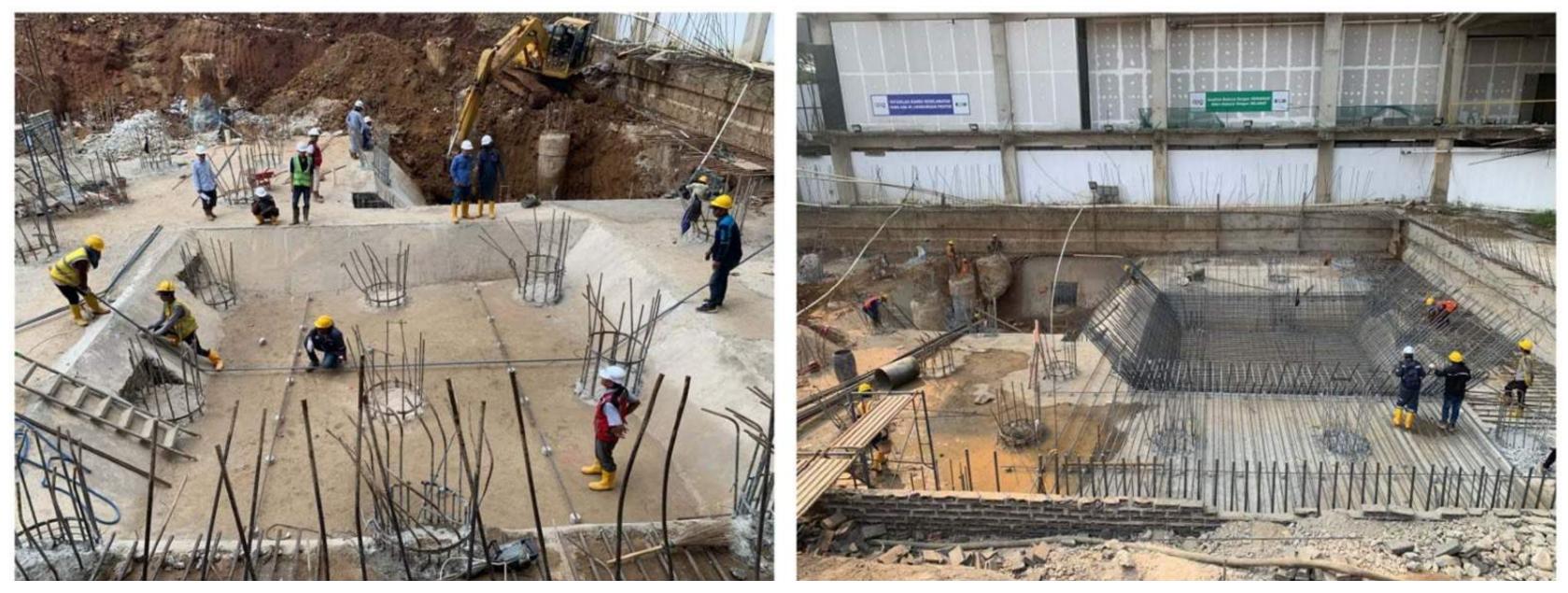




## PROGRESS COLLINS BOULEVARD

As of Aug 31, 2024

**CONSTRUCTION PROGRESS OF THE SCOTT (TOWER II)** 





# MARCS BOULEVARD

THE PRIDE | THE HOME | THE MARC

#### MARC'S BOULEVARD

#### Condovilla Paul & Prive

at Paul Marc

Town House Paul The Place at Paul Marc

Business Loft Paul Lane

at Paul Marc

Marc's Boulevard is a 23-hectare superblock developed by Triniti Land in Batam Center, Batam. Consisting of 5 district areas namely Paul Marc, Dean Marc, Grant Marc, Will Marc and Glenn Marc's, each area has its own advantages according to its designation.



Education Complex

### MARC<sup>§</sup> BOULEVARD

Grant

Marc

Hub

Mixed Use

FINELY CRAFTED BY TRINITI LAND

Area Concept

Project Value Facilities : 23 Ha
: Mixed Used Development (Condovilla, Town House, Business Loft, Edu Complex, Mixed Use Hub)
: Rp 5 Trillion
: 50 meter Lap Pool, Basketball Court, Kids Swimming Pool, Playground, BBQ Pit, Outdoor Gym and Yoga Space.

> Glenn The Hive at Glenn Marc

> > Future Developt

Future Developmen

### Limited 3,5 Storey Multi Purposed Business Loft with Flexible Function & Exclusive Access to Each Floor

Mockup

Alisa

0

money care

RETRO

emode

24 UNITS

BARBER

Bakery

SO NATURAL

### PAUL & PRIVE CONDOVILLA

14.15



## **PROGRESS MARC'S BOULEVARD**

As of Aug 31, 2024

### MAIN GATE GLENN THE HIVE (LANDED HOUSE)

#### **CONSTRUCTION OF GLENN THE** HIVE (LANDED HOUSE)















Holdwell Business Park offers multifunctional STORAGE HOUSE with cost efficiency as a solution for optimal business strategy, READY TO BUILD LAND for high level of flexibility and SUPPORTING COMMERCIAL & RETAIL CENTER to balance business and leisure. This Modern Business Park is intended to revive the spirit of productivity with fresh nuances in the Center of the Strategic Business District in Bandar Lampung. Area Concept

**Project Value** : Rp 800 Billion **Facilities** : 24/7 Security,

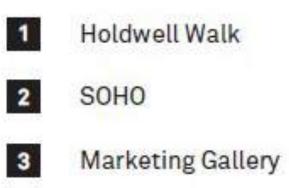
: 12.5 Ha
: Mixed Used
Development (Storage House, Ruko, SOHO, Ready-to-Build Land)

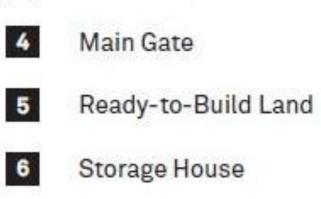
: Rp 800 Billion : 24/7 Security, Commercial Area, Green Open Space, Lake, Double Layered Gate Protection

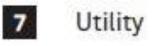
HOLDWELL BUSINESS PARK

**STORAGE - MANUFACTURING - OFFICE** 

### SITEPLAN









#### AREA Office and Residential Areas Commercial Areas Urban Green Space

6

6

6

3

COLOR!

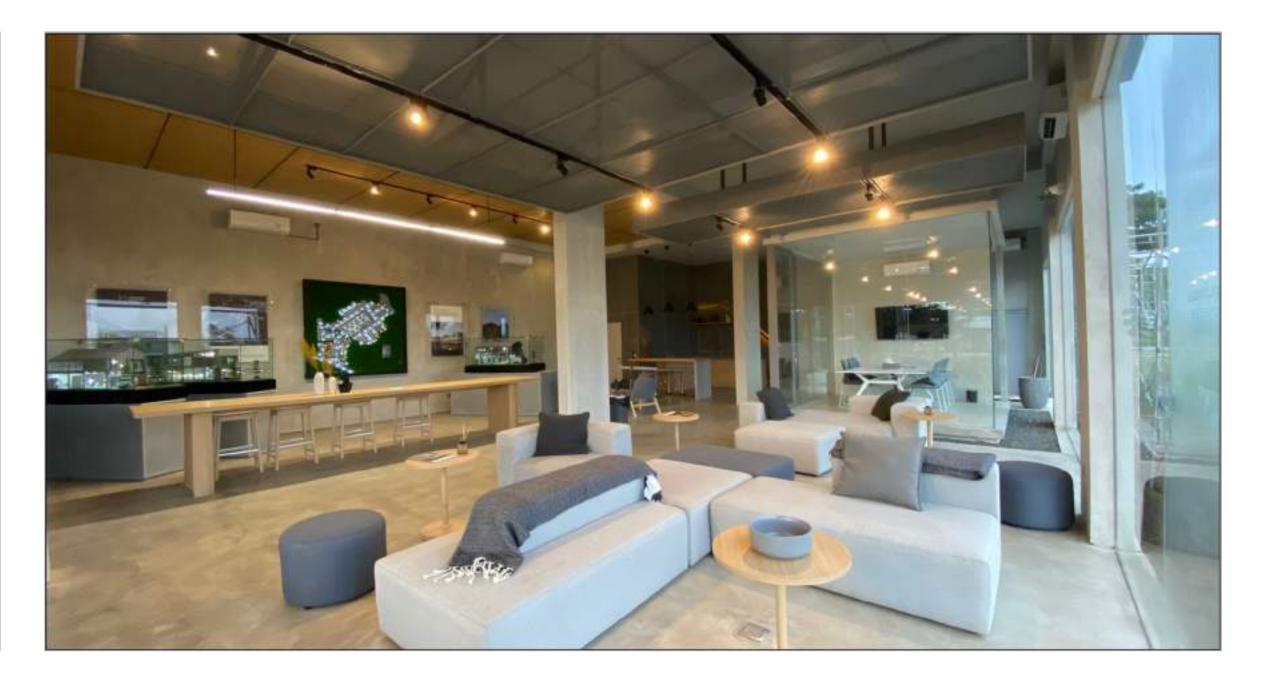
5

: 5.9 HA : 0.7 HA : 2.5 HA

## CURRENT SITUATION IN HOLDWELL BUSINESS PARK

### HOLDWELL BUSINESS LOUNGE







## **PROGRESS HOLDWELL BUSINESS PARK**

As of Aug 31, 2024

**INFRASTRUCTURE PHASE 1** 

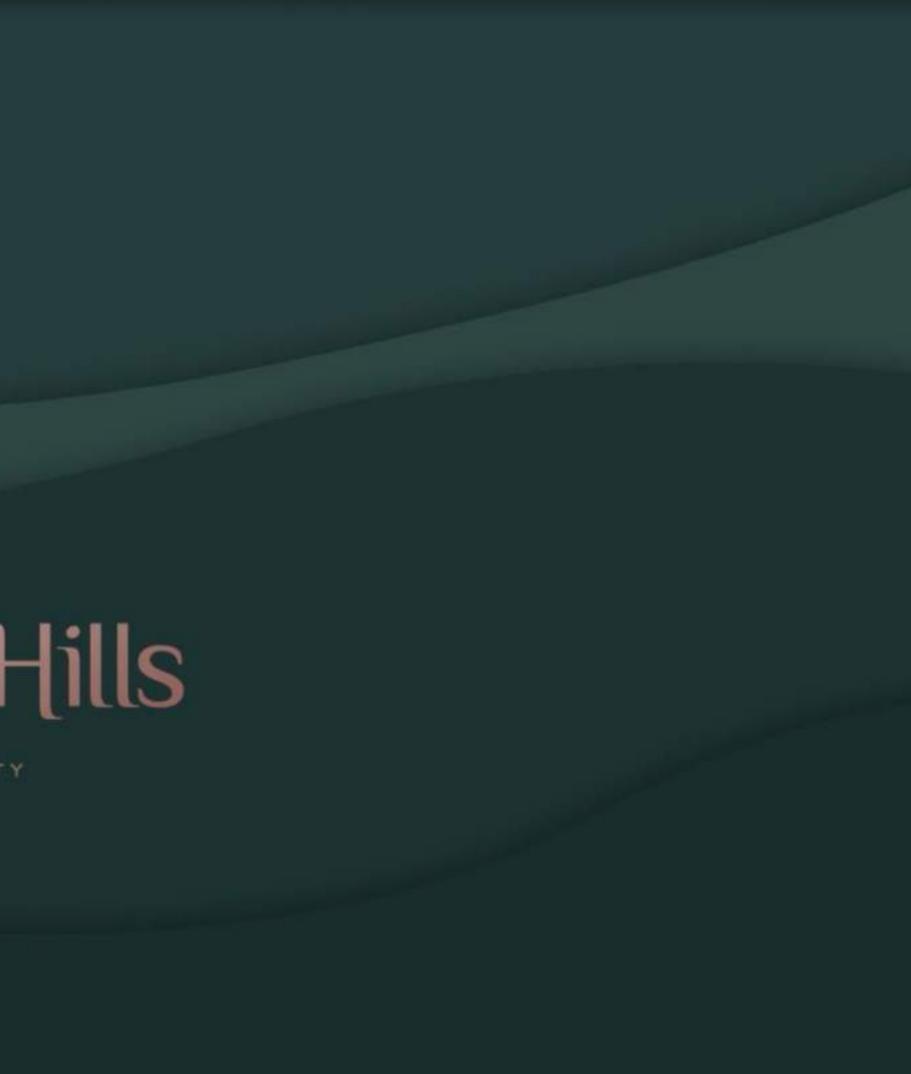






# Sequoia Hills

A BREATHING CITY



## Sequoid Hills A Breathing City

Sequoia Hills is a residential area of landed houses that carries the concept of "A Breathing City" with a beautiful environment equipped with modern city-scale facilities to support the daily lives of Sentul area residents.

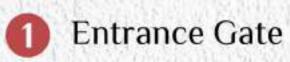
Area

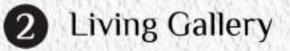
- :95 Ha **Concept** : Mixed Used Development - Residential Cluster - Townhouse
  - Low Rise Residence
  - Commercial Area
  - Pop-up Market
  - F&B Centre

Project Value : Rp13,2 Trillion Facilities : Swimming Pool, kids playground, jogging track, basketball court, and camping & BBQ pit

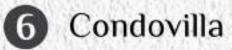


### MASTERPLAN





- 3 Country Club
- 4 Sequoia Falls Food Adventure
- 5 Commercials



- 7 Botanic Garden
- 8 River Park and Trails
- 9 Forest Park
- **10** Organic Market
- ① Commercial Mixed-Use
- 12 Wellness Center
- Bicycle Loop
- 14 Landed Houses

## **CURRENT SITUATION IN SEQUOIA HILLS**

As of Aug 31, 2024

### **SHOWHOUSE EARTHVILLE (CLUSTER II)**









### LIVING GALLERY SEQUOIA

## **PROGRESS SEQUOIA HILLS**

As of Aug 31, 2024















## **PROGRESS SEQUOIA HILLS**

As of Aug 31, 2024













### SHOWHOUSE HARVESTVILLE (CLUSTER IV)

## TANAMORI



### 7 COLLECTION OF WONDERS

Area: 246 Ha Concept: Premium Tourist Destination City (Luxury Villas, Retail and Commercial Complex, Theme Park and Entertainment Center, Ready to Build Land) Project Value: Rp 10 Trillion Facilities: Marina Living, Theme Parks, Crowd & Commercial Center, Edu City, Public Facilities, Wellness Center

TANAMORI

COLLECTION OF WONDER



World Class Facilities & Infrastructure Super Premium Destination Sustainable Tourism Development Magnificent View

Center of International Events Supportive People & Culture Potential Hyper Growth Region



# **CURRENT SITUATION IN TANAMORI**

### **INFRASTRUCTURE CONSTRUCTION**

Construction of major roads, underground power facilities, and fiber optic cables has been completed throughout TanaMori







A place to enjoy a relaxing sunset by the bay.





JETTY



### **GOLO MORI CONVENTION CENTER (GMCC) by ITDC**

Golo Mori Convention Center (GMCC) is a 5-star luxury MICE center enveloped in the charm and charisma of West Manggarai culture.



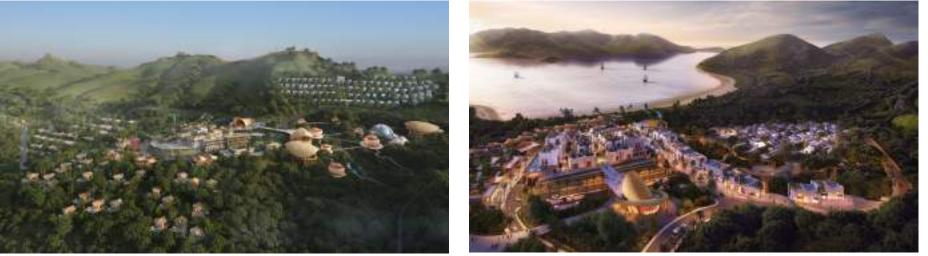
Creating new access from TanaMori to Rinca Island, the largest island in Komodo National Park as well as water activities.

# FUTURE DEVELOPMENT

### AWANTARA

Awantara (20Ha) will be the center of activity in TanaMori and Labuan Bajo consisting of Tourist Information Center, FnB and Retail Outlets, Recreation Park, Branded Villa, Glamping, and Hotel & Resort.





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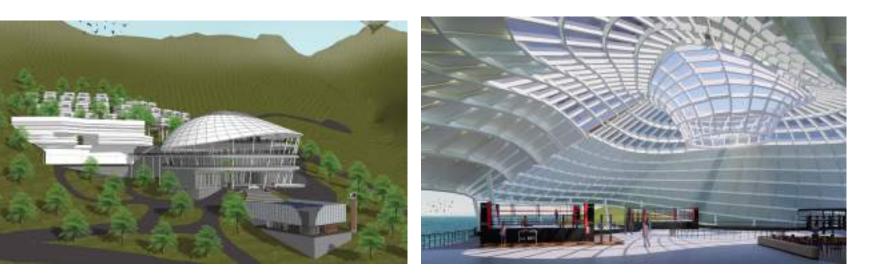
Nourish Villa nestled amidst verdant hills represents a harmonious blend of contemporary design and the stunning natural beauty of the TanaMori landscape.





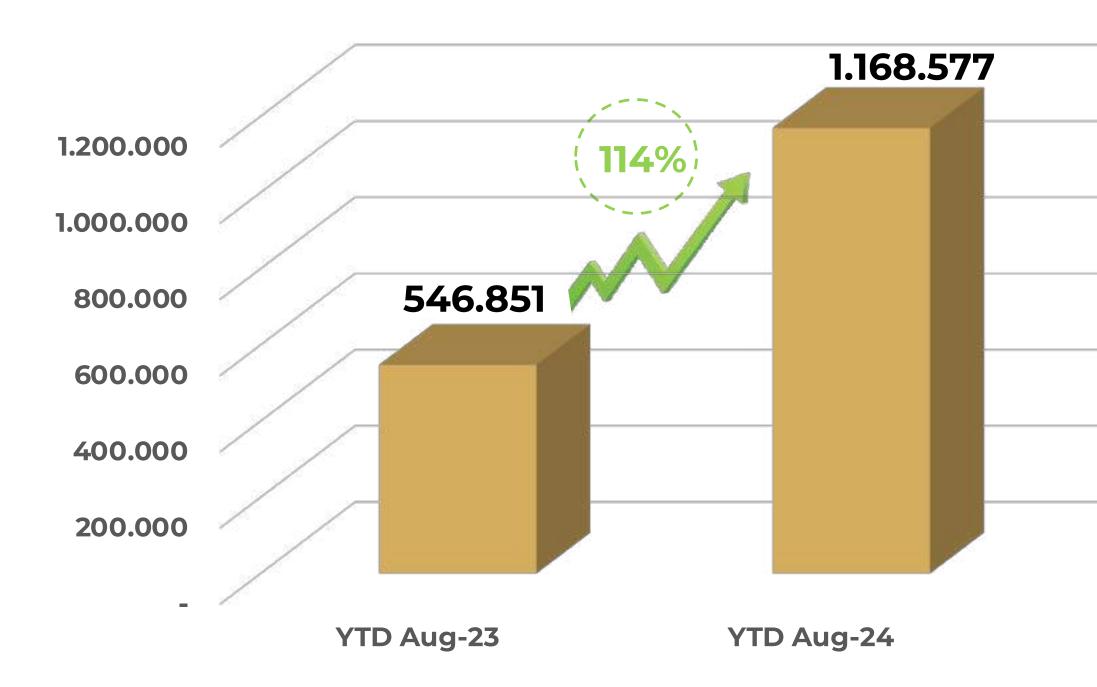
### UFZ with revealium wellness hub

The UFZ Training Camp is a cutting-edge facility that will be the center for the world's fighters to hone their skills in the best of combat sports.



# MARKETING REVENUE

#### **In Million Rupiah**





Triniti Land has marked a remarkable achievement in its financial performance, registering an impressive 114% increase in marketing revenue by the end of August 2024. The company successfully generated **IDR 1.1 trillion** in marketing revenue, a substantial leap from the IDR 546.8 billion recorded in the same period last year. This milestone signifies that Triniti Land has already accomplished **91%** of its full-year revenue target, a testament to the company's strategic planning and s`trong market presence.

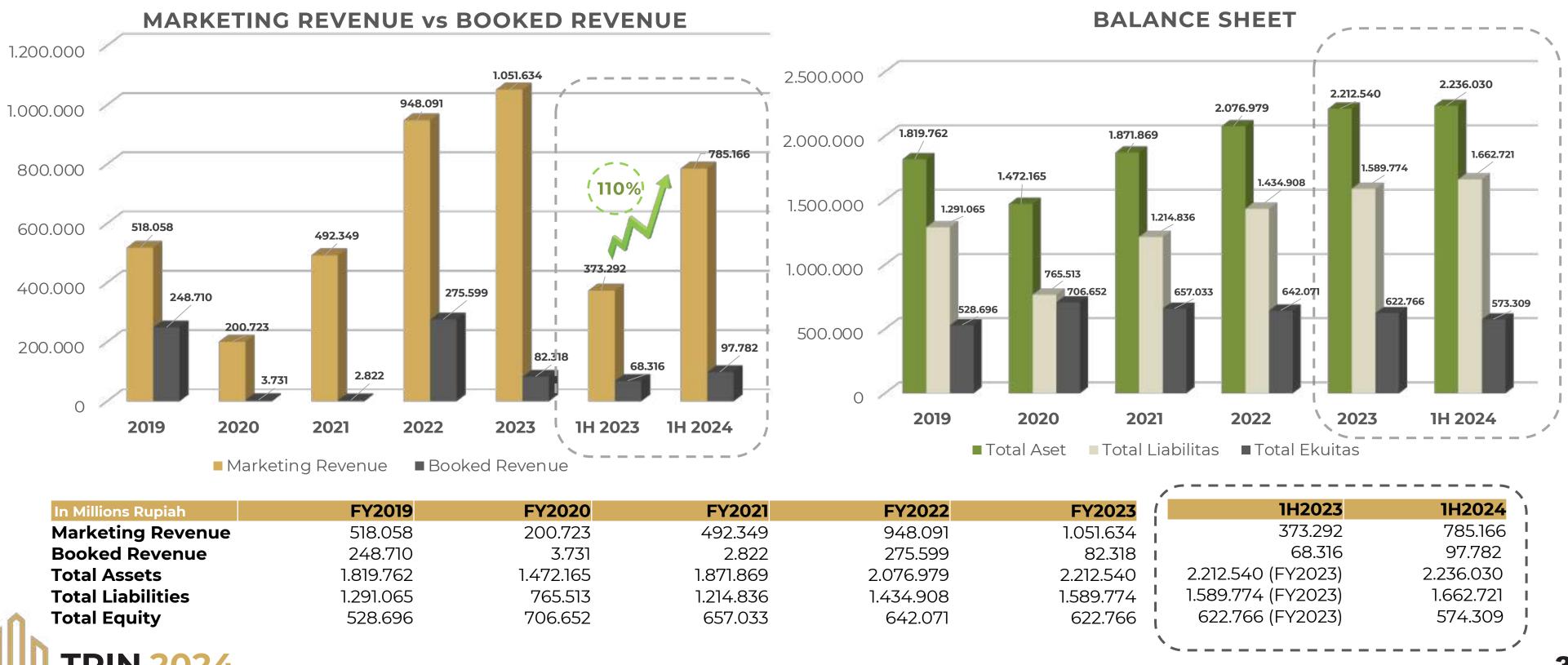
The primary driver behind this significant growth is the outstanding success of **Sequoia Hills**, a prestigious landed housing project located in Sentul, Bogor. Currently under construction, Sequoia Hills has captured the attention of both investors and homebuyers alike, with its three premium residential offerings—The Leroy, Earthville, and Mono demonstrating strong sales performance. The project has contributed a substantial IDR 511.8 billion, accounting for 43% of Triniti Land's total marketing revenue, cementing its role as a key contributor to the company's impressive results.

# FINANCIAL PERFORMANCE

<b>PROFIT AND LOSS</b> (in millions rupiah)	2019	2020	2021	2022	2023	1H 2023	1H 2024
Sales and Revenues	248.709	3.730	2.821	275.599	82.317	68.316	97.782
Cost of Sales and Direct Cost	(170.086)	(640)	(1.779)	(143.032)	(48.597)	(50.474)	(76.870)
Gross Profits	78.623	3.090	1.042	132.567	33.720	<b>I</b> 17.842	20.912
Operating Profit	13.183	(43.635)	(61.232)	44.797	(134.947)	(37.919)	(45.669)
Net Profit (Loss) For The Year	37.491	4.212	(50.322)	28.044	(146.450)	(36.613)	(49.479)
Total Comprehensive Income (Loss) Attributable to Owners of the Parent	26.480	14.164	(30.843)	690.340	(91.337)	(34.340)	(26.060)
BALANCE SHEET (in millions rupiah)	2019	2020	2021	2022	2023	FY 2023	1H 2024
Assets							
Current Assets	1.010.104	612.974	991.315	1.149.653	1.421.718	1.421.718	1.446.138
Non-Current Assets	809.657	859.190	880.554	927.324	790.821	790.821	789.891
Total Assets	1.819.761	1.472.164	1.871.869	2.076.977	2.212.539	2.212.539	2.236.030
Liabilities and Equity						i	
Current Liabilities	801.097	357.508	851.307	1.106.941	1.162.360	1.162.360	1.199.680
Non-Current Liabilities	489.967	408.005	363.527	327.966	427.413	427.413	463.040
Total Liabilities	1.291.064	765.513	1.214.834	1.434.907	1.589.773	1.589.774	1.662.721
Equity	528.696	706.651	657.033	642.070	622.765	622.765	573.309
Total Liabilities and Equity	1.819.760	1.472.164	1.871.867	2.076.977	2.212.538	2.212.539	2.236.030
RATIO	2019	2020	2021	2022	2023	1H 2023	1H 2024
Current Ratio (x)	1.26	1.98	1.16	1.04	1.22	1.09	1.21
Total Liabilities to Total Equity (x)	2.44	1.08	1.85	2.23	2.55	1.89	2.74
Total Liabilities to Total Equity (x)*	2.20	0.73	1.18	1.60	1.95	1.40	2.14
Net Profit to Total Assets (%)	2.40%	0.34%	-2.66%	1.40%	-6.66%	-2.25%	-1.64%
Net Profit to Total Equity (%)	8.26%	0.70%	-7.59%	4.53%	-23.67%	-6.51%	-6.13%
* Liabilities (Interest-bearing Debt) to Equity						` <u> </u>	/
TDIN 2024							<b>-</b> 2/

FINANCIAL PERFORMANCE

Since the implementation of PSAK 72 in 2020, Triniti Land has faced major challenges in recording revenue which has a significant impact on the Company's financial performance as it is unable to book sales on ongoing projects prior to handover to customers.



In Millions Rupiah	FY2019	FY2020	FY2021	FY2
Marketing Revenue	518.058	200.723	492.349	948
Booked Revenue	248.710	3.731	2.822	275
Total Assets	1.819.762	1.472.165	1.871.869	2.076
Total Liabilities	1.291.065	765.513	1.214.836	1.434
Total Equity	528.696	706.652	657.033	642

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## KEY STRATEGIES





Building the minimum training brand through creative program and mind, media, and social media
Expansion to other developing areas outside Jabodetabek
Project expansion to segments based on market trend
Focus in developing independent Sub Business Unit
Conducting Strategic Partnership to accelerate growth
Improving Organic or Non Organic recurring income

Becoming the first who introduces new concept and idea for marketed projects
 Focus in developing technology and technology based platform for efficiency, controlling, reporting,

and decision making acceleration

Focus on developing new projects with a cooperation model with landowners to reduce costs and cash expenditures at the beginning to minimize business

Centralized management team and the concept of "sharing resources" Conduct **Initial Public Offering (IPO)** and low-cost funding such as **Right Issue** 



Kantor Pusat: Brooklyn Premium Office

Jl. Sutera Boulevard Kav 22-26 Alam Sutera

Tangerang Selatan Indonesia 15320

Telp: 021 80821403/02180821333

Kantor Pusat Non Operasional: District 8 SCBD, Prosperity Tower

Lantai 18 A/J, Jl. Senopati Raya, Senayan

Jakarta Selatan, Indonesia 12190

Telp/Fax: 021 50111999/02150986116

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