



# CORPORATE PRESENTATION

PT PERINTIS TRINITY PROPERTI TBK. (TRIN)

Q2 2023

# ■ SHAREHOLDER INFORMATION

## Share Information

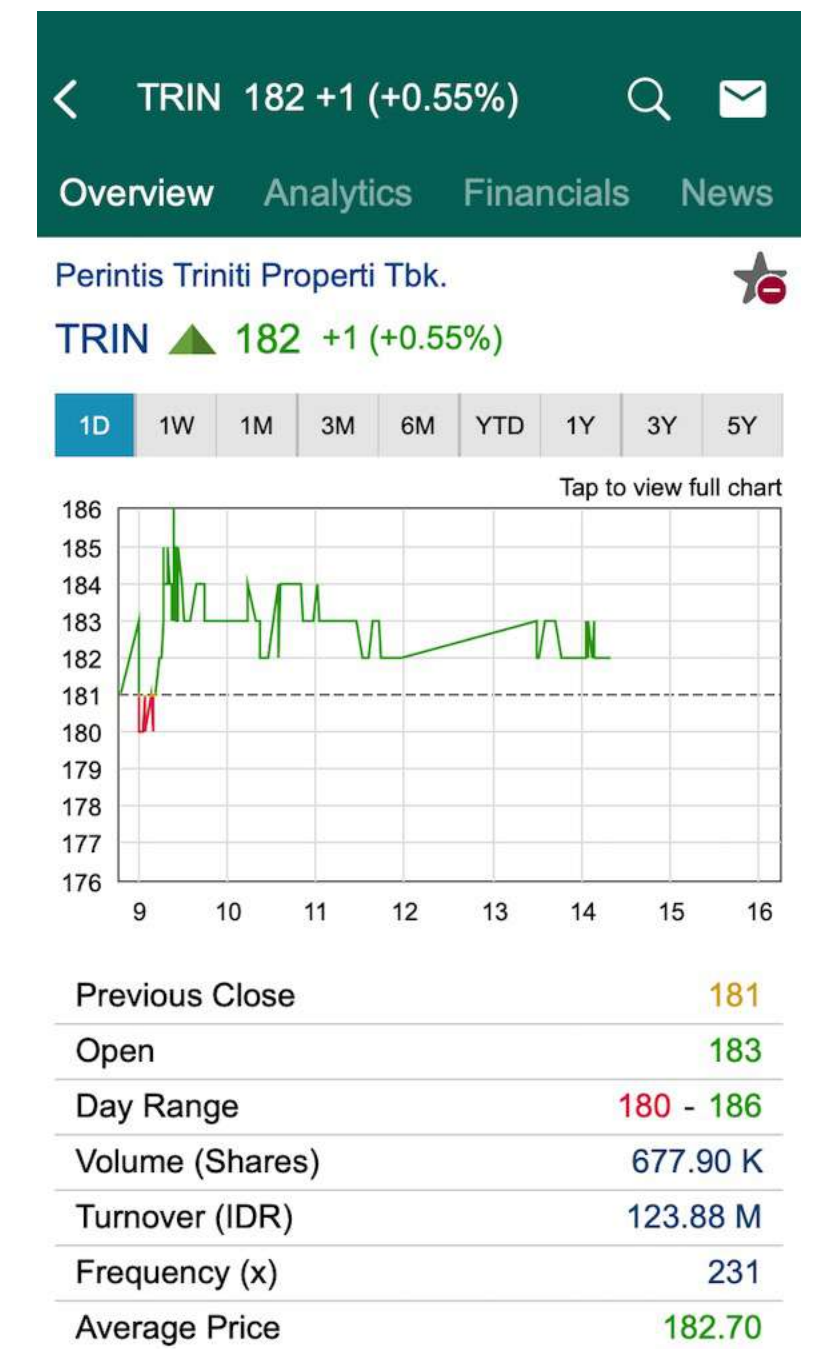
Listing Date : 15 January 2020  
Nominal : Rp 100 / share  
IPO Price : Rp 200 / share  
IPO Share : 648.83 M

## Shareholders Composition

(As of July 31, 2023)

- **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**  
1,006,597,995 lembar saham, 18.34%
  - **Treasury**  
199,000,000 lembar saham, 3.77%
- Total : 4,551,456,995 lembar saham**

As of August 8, 2023



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# COMPANY OVERVIEW



## ■ COMPANY PROFILE

Initiated in 2009, **PT Perintis Trinita Properti Tbk (IDX: TRIN)**, known as **TRINITA LAND** commenced its journey with its first 5-hectare land development project, Ubud Village. Developments of iconic project began since 2014 until now, introducing thoughtful lands namely Brooklyn, Springwood Residence, Yukata Suites, The Smith, Collins Boulevard and Marc's Boulevard.

In 2022, Trinita Land will climb to the next level, introducing their brand new and more Sustainable Project, Holdwell Business Park, Sequoia Hills and a project in Labuan Bajo, NTT. These three project will be launched on 2022 with development horizon up to 10 years with total Gross Development Value up to Rp 27 trillion

### VISION

To be one of the top 10 and Trusted Developers in Indonesia by initiating a leading standard platform in the industry; innovation, punctuality and high investment values for both stakeholders and consumers.

### MISSION

- Collaborating with world class consultants, architects and building managements to establish iconic projects for countless generations.
- Initiating and building a "Trend Setter & Innovative" project concept for the Existing market, Niche & new millennial generation.
- Recruiting professional workforce by enforcing welfare needs and careers prospects.



## JAKARTA, TANGERANG & BATAM

### Project Selesai

Completed project

**Ubud Village**  
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

**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

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

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

**Holdwell Business Park (Lampung)**  
Gross Development Value (GDV) Modern Business Park  
Rp 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



# MILESTONE



Project Development of Melrose Place Dormitory

2011



KSO Cooperation between Waskita Karya Realty and Trinit Land in establishing Brooklyn

2014



Project Development of The Smith

2016



Collins Boulevard Project Preparation

2018



Listed in IDX with the stock code of TRIN

2020



- Project Preparation in Tana Mori, Labuan Bajo
- TRIN effective Rights Issue

2022

2009

PT Perintis Trinit Properti Tbk was established on March 13, 2009, with Ubud Village First Project



2013

Project Development of Springwood Residence



2015

KSO Cooperation between Waskita Karya Realty and Trinit Land in developing Brooklyn



2019

Marc's Boulevard Project Preparataion



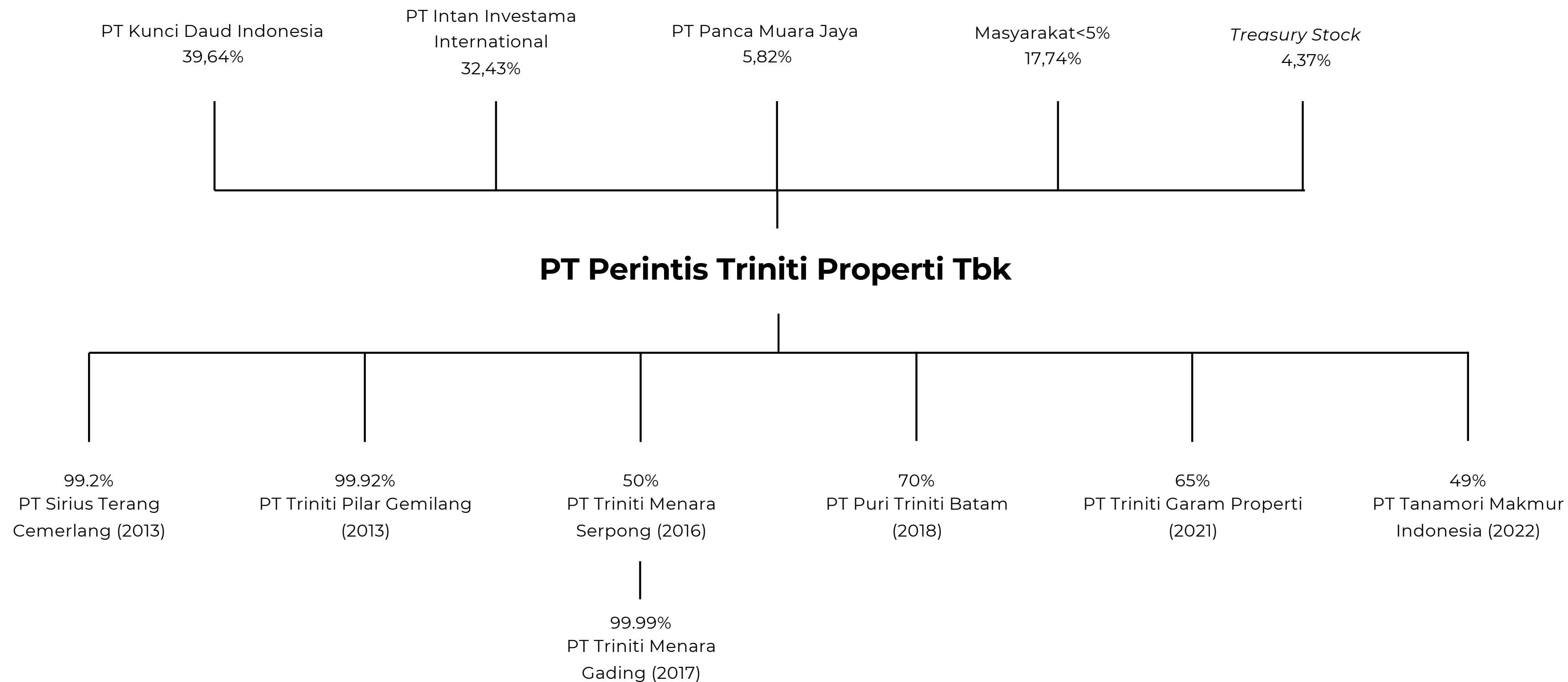
2021

- Appointment of new members of Company BOC
- Groundbreaking Project Marc's Boulevard, Paul & Prive.
- Holdwell Business Park, Lampung Project Preparation
- Topping Off Collins Boulevard's First Tower: Hyde Residence.
- Sequoia Hills, Sentul Project Preparation



# COMPANY STRUCTURE

## AS OF JULY 31, 2023





# MANAGEMENT

## Board of Commissioners



**Septian Starlin**  
President Commissioner



**Dr. Ir. Matius Yusuf MM, MBA**  
Commissioner



**Dr. Ir. Erman Suparno, MBA, Msi**  
Independent Commissioner



**Rachmad, SH**  
Independent Commissioner

## Board of Directors



**Ishak Chandra**  
President Director



**Chandra**  
Vice President Director



**Johanes L. Andayaprana**  
Director



**Stanley Setiadi**  
Director



**Dr. Yohanes Eddy Christianto, SE.AK. MBA**  
Independent Director

# AWARDS



## Triniti Land

Best Lifestyle Developer 2022  
TOP 10 BEST DEVELOPER 2022  
BCI Asia Awards

BEST INNOVATIVE DEVELOPERS  
Asia Property Awards 2021

## The Smith

PROMISING NEWCOMER 2021  
IDX Channel Anugerah Inovasi Indonesia Awards 2021

## Collins Boulevard

BEST PREMIUM APARTMENT REGION TANGERANG  
Golden Property Award - 2021

## Marc's Boulevard

MOST FAVORITE APARTMENT PROJECT (REGION BATAM) 2022  
BEST RESIDENTIAL DISTRICT ARCHITECTURAL DESIGN

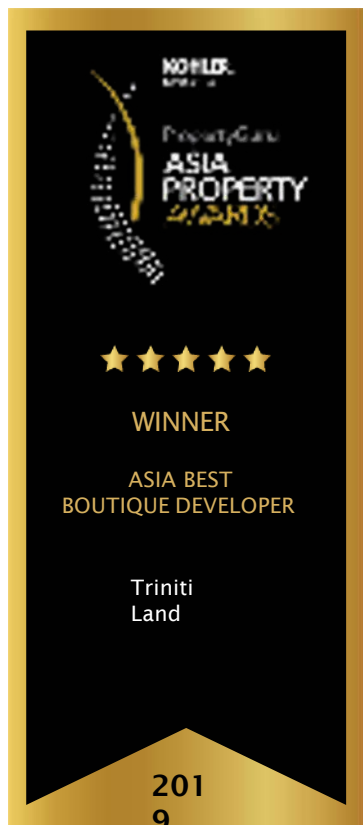
## Indonesia Property Awards 2021

### Paul & Prive at Marc's Boulevard

BEST CONDO ARCHITECTURAL DESIGN  
Indonesia Property Awards 2021

### Glenn The Hive

HIGHLY COMMENDED BEST HOUSING ARCHITECTURAL DESIGN  
Indonesia Property Awards 2021



## Sequoia Hills

Best Housing Landscape Architectural  
Asia Property Awards 2022

## Holdwell Business Park

Best Retail Architectural Design (Greater Indonesia)  
Asia Property Awards 2022

## Tanamori

Best Resort Masterplan Design  
Asia Property Awards 2022

## Previous

## Triniti Land

BEST BOUTIQUE DEVELOPER IN ASIA

## The Smith

BEST HIGH-END CONDO DEVELOPMENT (GREATER JAKARTA)

## Collins Boulevard

BEST MID CONDO DEVELOPMENT

## Springwood Residence

BEST MID END CONDO DEVELOPMENT

## Yukata Suites

BEST HIGH-END CONDO DEVELOPMENT





# CORPORATE ACTION RIGHT ISSUE



## ■ CORPORATE ACTION

- **TRIN has successfully carried out its Rights Issue and managed to raise a total of IDR 132.13 billion with an exercise price of IDR 900 per share. The Company also issued Series II Warrants with an exercise price of IDR 1.100 per share.** Through this corporate action, the Company managed to issue 146,814,424 new shares and 146,814,424 Series II Warrants.
- **The Rights Issue conducted by the Company was deemed to be attractive by the public and resulted to an oversubscribed rights issue.** This achievement pushes TRIN to continue its planned expansion in 2023, which is expected to improve financial performance in the coming years.
- From the results of the Rights Issue, **TRIN managed to take over 193,400m<sup>2</sup> of land in Labuan Bajo and 93,018m<sup>2</sup> of land in Lampung** by way of capital injection in a form other than money (*inbreng*). The company has carried out *inbreng* during the Rights trading period (January 2-13 2023). The signing of the *inbreng* land deed in Labuan Bajo was carried out on January 11, 2023 and the signing of the *inbreng* land deed in Lampung was carried out on January 12, 2023.

### Rights Issue Structure

Issuer	PT Perintis Trinita Properti Tbk.
Preemptive Rights ratio	30:1
Preemptive Rights Amount	146.814.424
Preemptive Rights Exercise Price	IDR 900
Preemptive Rights Value	IDR 132.132.981.600
Warrant Ratio	1:1
Warrant Amount	146.814.424 Series II Warrants
Warrant Exercise Price	IDR 1.100

Series II Warrant	
Trading Start Date	02/01/2023
Trading End Date	24/12/2025
Subscription Start Date	18/07/2023
Subscription End Date	30/12/2025

## ■ CORPORATE ACTION

### **All proceeds from PMHMETD I, after deducting emission costs has been used for:**

1. On January 11, 2023, the Deed of Entry into the Company ("*inbreng*") No. 74/2023 was signed for the land in Labuan Bajo covering an area of 193,400m<sup>2</sup> between the Company and PT Manggarai Anugerah Semesta ("MAS") before Notary Selvi Hartono, SH., M.Kn in Gorontalo Village, Komodo District, West Manggarai Regency, East Nusa Tenggara Province. In the *inbreng* deed in Labuan Bajo, there are 8 Building Rights Certificates (SHGB) which were transferred to become the property of the Company by means of *inbreng* worth IDR 43.10 billion.
2. Furthermore, on January 12 2023, the Deed of Land *inbreng* in Lampung was signed by the Land Owner and the Company before Notary Whinda Yulianti, S.H., M.Kn at Sumur Putri, Teluk Betung Selatan, Bandar Lampung. There are 9 Building Rights Certificates (formerly Freehold Certificates (SHM)) which were transferred to become the property of the Company by way of *inbreng* worth IDR 43.53 billion with a total land area of 93,018 m<sup>2</sup>.
3. The remainder of the funds are allocated to the Company's working capital of IDR 13.76 billion and will be used for the Company's working capital.
4. The remaining IDR 27.61 billion will be used to reduce the Company's long-term debt obligations to affiliated parties.

## ■ CORPORATE ACTION

### Stock Buy Back

- On 16<sup>th</sup> of June 2023, Triniti Land decided to extend it's corporate action on buy share buybacks.
- The fund allocated for the stock buyback is IDR 30 billion which includes transaction costs to buy back shares, broker commissions, and other costs related to share buybacks. All funds used for this corporate action come from the Company's internal funds.
- The company continues to appoint PT Mirae Asset Sekuritas Indonesia to buy back the company's shares. The buyback was carried out in stages starting from June 19, 2023 and is currently ongoing until September 19, 2023 with due observance of applicable laws.

### Buy Back Structure

<b>Buy Back Start Date</b>	19/06/2023
<b>Buy Back End Date</b>	19/09/2023
<b>Buy Back Amount</b>	IDR 30.000.000.000
<b>Securities</b>	PT Mirae Asset Sekuritas





# PROJECTS OVERVIEW



Completed Project

## UBUD VILLAGE

Lokasi : Sudimara Timur, Ciledug  
Konsep : Rumah & Ruko  
Unit : 360 Unit  
Area : 52,105 M2  
Completed : 2011  
Nilai Proyek : Rp 180 Miliar

## MELROSE PLACE

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

## BROOKLYN

Lokasi : Paku Alam, Serpong Utara  
Konsep : Perkantoran Premium,  
Penthouse, SOHO, Apartemen  
Unit : 900 Unit  
Area : 5,851 m2  
Completed : 2016  
Nilai Proyek : Rp 1,2 Triliun



A tall, modern high-rise building with a grid-like facade of windows and balconies, situated in an urban environment.

## SPRINGWOOD RESIDENCE

Lokasi : Jl. MH Thamrin, Tangerang  
Konsep : Apartemen & Hotel  
Unit : 1400 Unit  
Area : 6700 m<sup>2</sup>  
Completed : 2020  
Nilai Proyek : Rp 900 Miliar

A tall, modern high-rise building with a grid-like facade of windows and balconies, situated in an urban environment. A sign in the foreground reads "YUKATA SUITES".

## YUKATA SUITES

Lokasi : Alam Sutera, Tangerang  
Konsep : Apartemen Berkonsep Jepang  
Unit : 343 Unit  
Area : 5000 m<sup>2</sup>  
Completed : 2020  
Nilai Proyek : Rp 916 Miliar

A tall, modern high-rise building with a grid-like facade of windows and balconies, situated in an urban environment. A sign in the foreground reads "The Smith".

## Completed Project

## THE SMITH

Lokasi : Alam Sutera, Tangerang  
Konsep : Apartemen, Office, Soho  
Unit : 414 Unit Apartemen, 84 Unit kantor dan 100 Soho  
Area : 1000 m<sup>2</sup>  
Completed : 2020  
Nilai Proyek : Rp 1 Triliun



On Going Project







Collins Boulevard is a mixed-use development project that adopted the “Contemporary Art” concept, which was inspired by a street name called Collins Street in Melbourne, Australia, which the city was called as “One of the Most Livable Cities in the World”. The location of Collins Boulevard is very strategic. It is only 700m from the toll gate and 5 minutes to IKEA Alam Sutera, Living World Mall, Summarecon Mall Serpong, Binus University, St. Laurensia School, and many more.

Currently the Company focus on the development of Collins Boulevard which is expected to be completed in 2024.

ON GOING  
PROJECT







**COLLINS BOULEVARD CONSISTS OF 2 TOWERS, NAMELY HYDE RESIDENCE AND THE SCOTT CONVERTIBLE RESIDENCE.**

In The Scott Convertible Residence, each unit is fully furnished with adjustable furniture which the consumers can change the bedroom into Home Office only in 3 minutes.





**EQUIPPED WITH 5-STAR  
LIKE HOTEL FACILITIES**

**1000 METER JOGGING TRACK  
GYM STUDIO**

**2 GRAND SWIMMING POOL  
PUBLIC PARK DAN ATRIUM LIFESTYLE MALL**



# DEVELOPMENT PROGRESS

As of July 31, 2023



## Project Completion Estimate

Tower 1	: August 2022 (handover has started)
Tower 2	: Q4 2024
Project Value	: 2.05 Trillion (2 Tower)

Area	: 14,385 m2
Concept	: Mixed Used Development (Residential, SOHO & Retail)
Total Unit	: 2.05 Trillion (2 Tower)
Facilities	: Lifestyle Plaza, Jogging Track, Swimming Pool & Gym



**Main Lobby of The Hyde Residence Tower**



**Hand over of Collins Boulevard has been started as of August 2022**



**Artistic Hallway**



A low-angle, upward-looking photograph of several modern skyscrapers against a twilight sky. The buildings are dark, with many windows glowing with warm interior lights. The perspective creates a sense of height and scale. The text is overlaid in the center of the image.

# MARCS BOULEVARD

THE PRIDE | THE HOME | THE MARC



An aerial architectural rendering of the Marc's Boulevard development. The image shows a large, modern residential complex with multiple brick buildings featuring extensive glass windows and balconies. In the center of the complex is a large, rectangular swimming pool with a blue surface, surrounded by a paved deck and lush green landscaping. To the left of the pool is a basketball court with a blue and green surface. The surrounding area includes parking lots with several cars, pedestrian walkways, and more greenery. In the background, a suburban neighborhood with smaller houses and trees is visible under a clear sky.

# MARC'S BOULEVARD

the pride | the home | the marc

Marc's Boulevard is a Superblock area of 23 HA, from Trinita Land in Batam Center, Batam. It consists of 5 area districts. Those are Paul Marc, Dean Marc, Grant Marc, Will Marc dan Glenn Marc's. Each area has its own advantages according to its designation. So that the residents who live on Marc's Boulevard have the convenience and comfort of every facility close to where they live.



MARC'S BOULEVARD

FINELY CRAFTED BY TRINITI LAND



**8 mins.**

Batam Center Ferry Terminal



**8 mins.**

Mega Mall Batam Center



**10 mins.**

Awal Bros Hospital



**26 mins.**

Hang Nadim International Airport





# DEVELOPMENT PROGRESS OF MAIN GATE GLENN THE HIVE

As of July 31, 2023

MARCS  
BOULEVARD  
the pride | the home | the marc





# MARCS BOULEVARD



**Progress Update Residential (Glenn The Hive)**  
Upper structure work activities





**HOLDWELL  
BUSINESS  
PARK**

# TO DO WELL

Introducing a fresh air in Bandar Lampung central business district, Holdwell is a modern business park architected within a lush garden setting. Located on the advantageous main business district area, we offer you a multifunction STORAGE HOUSE design for a cost-efficient business strategy and big impact productivity, READY TO BUILD LAND for higher flexibility and SUPPORTING COMMERCIAL & RETAIL CENTER for balancing the business with Leisure.

In Holdwell, all details matter. This means a more efficient business conduct, optimum security for your business assets, soaring productivity, and convenient living. Our design purpose also aims for greater contentment and adequate relaxation. Everything that we develop is for your business to do well.

*Memperkenalkan Holdwell Business Park yang dibangun dengan arsitektur hijau sehingga menghidupkan spirit produktivitas bernuansa segar di Pusat Kawasan Bisnis Bandar Lampung. Terletak di kawasan bisnis yang strategis, Holdwell Business Park menawarkan STORAGE HOUSE multifungsi dengan efisiensi biaya sehingga menjadi solusi untuk strategi bisnis yang optimal, READY TO BUILD LAND untuk tingkat flexibility yang tinggi dan SUPPORTING COMMERCIAL & RETAIL CENTER untuk menyeimbangkan antara bisnis dan leisure.*

*Di Holdwell, setiap detail pembangunan sangat diperhitungkan. Sehingga lebih banyak ragam usaha dapat terealisasi, kegiatan operasional yang semakin lancar, keamanan aset yang terjamin dan kenyamanan untuk bisnis anda. Holdwell dirancang untuk menyeimbangkan kepuasan bekerja dan kenyamanan dalam berelaksasi. Semua elemen dipadukan dengan harmonis agar segala bidang usaha dapat berjalan dengan baik.*






Area : 13.5 HA  
Concept : Mixed Used Development (Storage House, Shophouse, SOHO)  
Project Estimation : 2023-2027


Office and Residential Area : 5.9 HA  
Commercial Area : 0.7 HA  
Urban Green Space : 2.5 HA




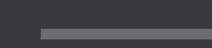
# PRIME REGION


- 10 minutes from Bandar Lampung
- 20 minutes from Raden Inten II International Airport
- 20 minutes from Panjang International Port
- 50 minutes from Bakauheni Port
- 2.5 hours to Jambi
- 3.5 hours to Palembang


 Airport

 Port

 Train Station

 Main Road

 Toll Road

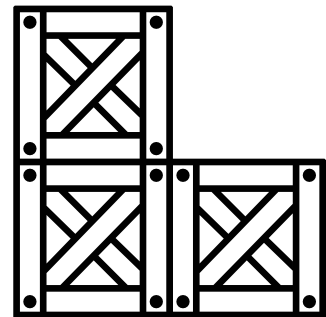
 Railway





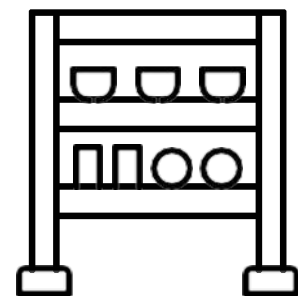
# FUNCTIONS

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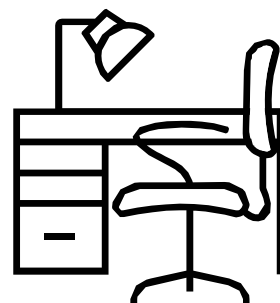
## STORAGE SPACE

*Ruang Penyimpanan*



## WORKSHOP, SHOWCASE & SERVICE CENTER

*Workshop, Ruang Pameran & Pusat Pelayanan*



## OFFICE

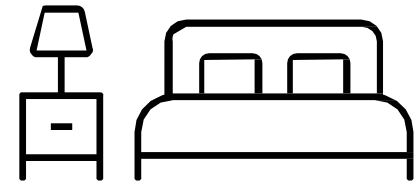
*Perkantoran*

h



# FUNCTIONS

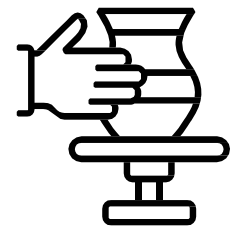
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## RESIDENTIAL

*Kawasan Tempat Tinggal*

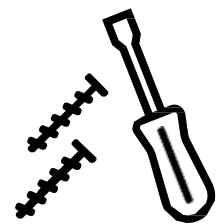
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## HOME INDUSTRY

*Industri Rumahan*

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## LIGHT ASSEMBLY

*Pusat Perakitan*

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# MARKETING GALLERY HOLDWELL BUSINESS PARK

As of July 31, 2023





**CURRENT CONDITION**  
**HOLDWELL BUSINESS PARK**

As of July 31, 2023





**LANDSCAPE PROGRESS  
MARKETING GALLERY**

As of July 31, 2023





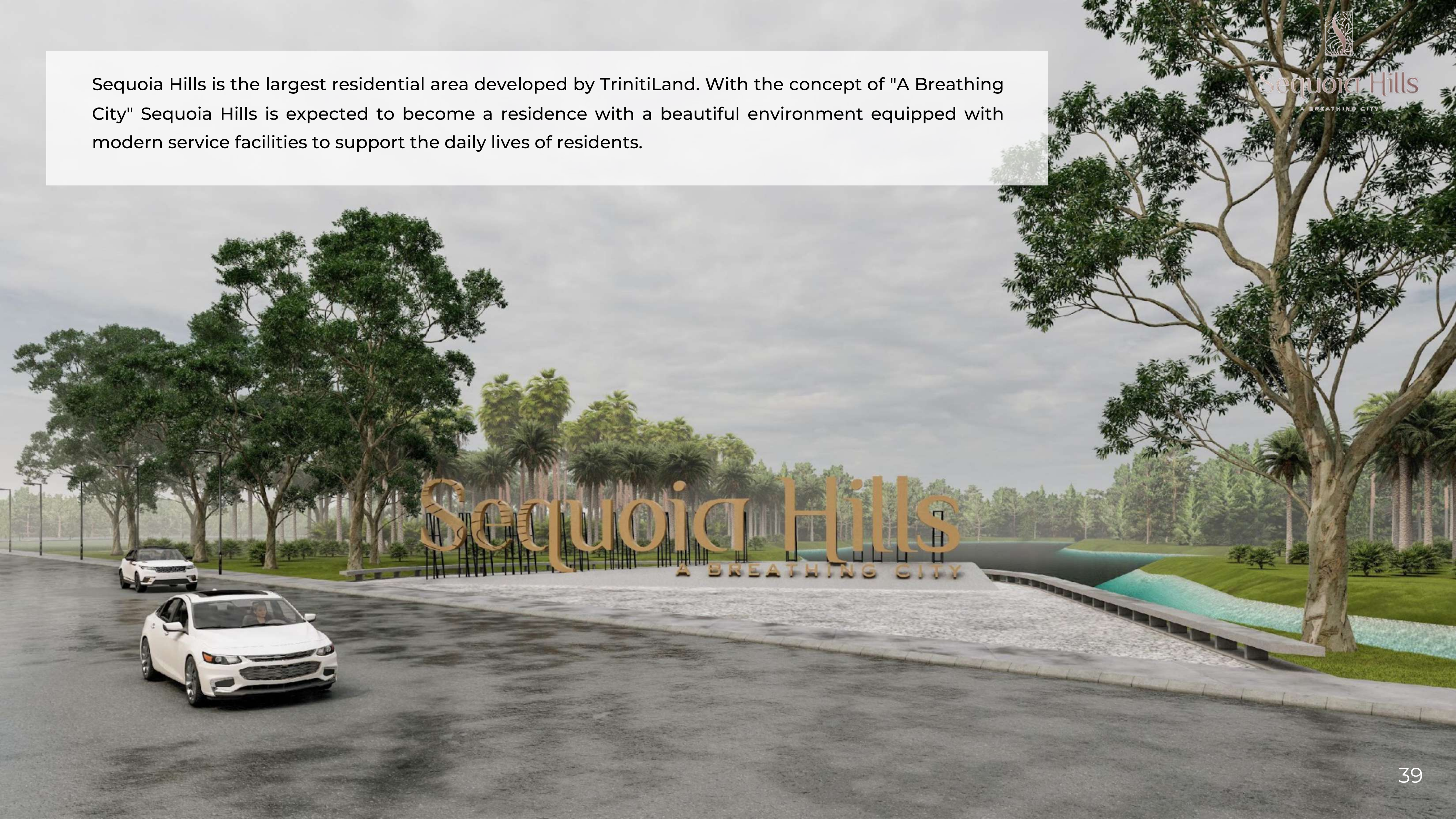


# Sequoia Hills

A BREATHING CITY



Sequoia Hills is the largest residential area developed by TrinitiLand. With the concept of "A Breathing City" Sequoia Hills is expected to become a residence with a beautiful environment equipped with modern service facilities to support the daily lives of residents.





Area : 95 HA  
Concept : Mixed Used Development (Residential Cluster, Townhouse, Low Rise Residence, Commercial Area, Pop-up Market, F&B Centre)  
Project Estimation : 2022 – 2030







Located in Sentul, Bogor, Sequoia Hills is situated in a strategic location:

**Close to the highway and Light Rail Transit (LRT)**

**3 minutes to Sentul International Circuit**

**10 minutes to AEON Mall**

**10 minutes to EMC Hospital**

**15 Minutes to Sekolah Pelita Harapan**

**10 minutes to Universitas Trisakti Sentul**





## LIVING GALLERY SEQUOIA HILLS



The construction of Living Gallery Sequoia Hills was completed on July 31, 2022. Sequoia Hills has the first rooftop Tee Box in Southeast Asia.



**PROGRESS SHOW UNIT CLUSTER II**

As of July 31, 2023



**PROGRESS CUT & FILL CLUSTER I**

As of July 31, 2023



Sequoia Hills  
A BREATHING CITY

**PROGRESS GATE EXIT TOLL CONSTRUCTION**

As of July 31, 2023







**PROGRESS CUT & FILL CLUSTER I  
"LEROY"**

As of July 31, 2023



**PROGRESS ROAD BODY AREA  
CUTTING**

As of July 31, 2023



**PROGRESS LOT FORMATION OF  
CLUSTER 1B AREA**

As of July 31, 2023



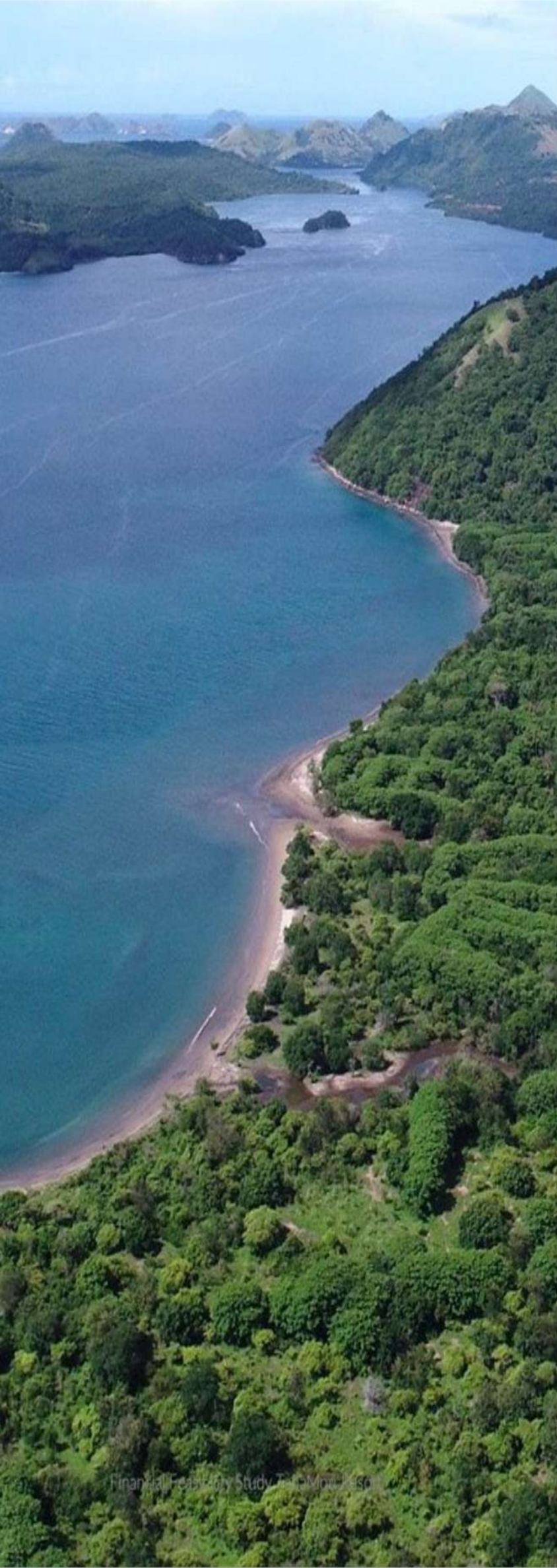


# TANAMORI

COLLECTION OF WONDERS







PT Perintis Trinita Properti Tbk signing a cooperation agreement with PT Tanamori Makmur Indonesia & PT Flores Prosperindo on February 25<sup>th</sup> 2022 in Jakarta, in order to develop the project in Tanamori, Manggarai Barat, Nusa Tenggara Timur. The Companies will do a Joint Cooperation to develop the area as a “Master Developer” to become world-class tourism area.





TANAMORI



**“TanaMori as a world-class sustainable tourism destination for all ages”**





**TANAMORI**  
COLLECTION OF WONDERS

## ■ ABOUT TANAMORI

TanaMori is a premium and integrated tourism estate project. TanaMori project is geographically located in an area called GoloMori in Flores Island, West Manggarai Regency, East Nusa Tenggara, Indonesia. TanaMori will be developed in 246 Ha land uniquely and strategically located on the western tip of the Flores Island, a gateway to the UNESCO heritage Komodo National Park. The company estimates that the total Gross Development Value (GDV) is IDR 10 trillion and will be carried out in the next 10 to 12 years.

The masterplan of TanaMori has been designed in collaboration with consultants from ARUP, WATG, pdw, Colliers International, ITDC and PT Flores Prosperindo in consultation with local community, local government in West Manggarai Regency and other related stakeholders.

It was decided that the main objective of TanaMori is to be a premium destination for spiritual, wellness and cultural, and also to accommodate delegations for MICE as well as exclusive hub for Komodo National Park. With this objective, TanaMori has a slogan “Explore the Beauty, Keep the Nature”, which encompasses the effort of protecting the nature (and everything that comes along with it) while enjoying it. To achieve this entails comprehensive action plan and careful selection of developers and vendors as well as requires cohesiveness between all stakeholders.







TANAMORI  
COLLECTION OF WONDERS

Sunset view from TanaMori





TANAMORI  
COLLECTION OF WONDERS



Marina Development in the TanaMori Area as a Hub for tourist destinations in the Flores Islands



# ROAD DEVELOPMENT PROGRESS

As of July 31, 2023



TANAMORI  
COLLECTION OF WONDERS



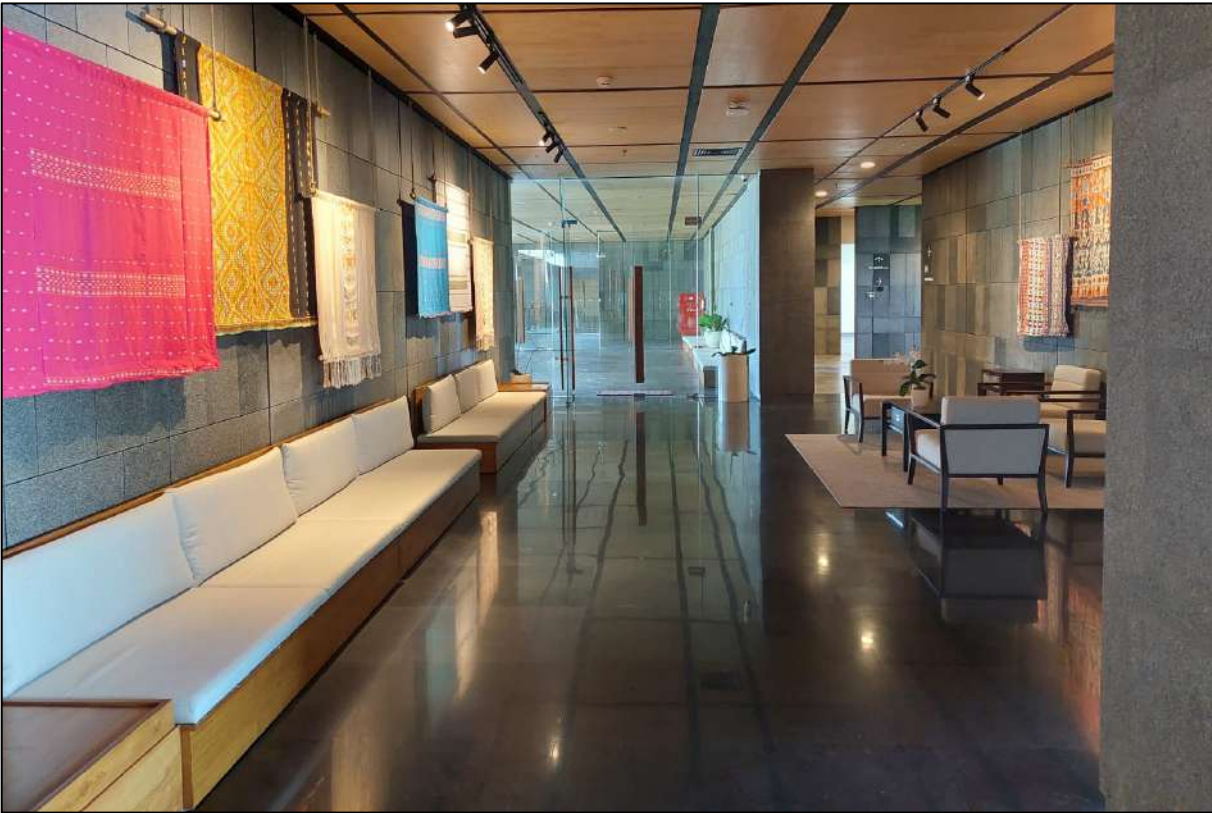


# The construction progress of the Convention Center by ITDC in Tanamori, Labuan Bajo, in supporting ASEAN Summit 2023.

(As of July 31 2023)



Helicopter View



Lobby



Outdoor View



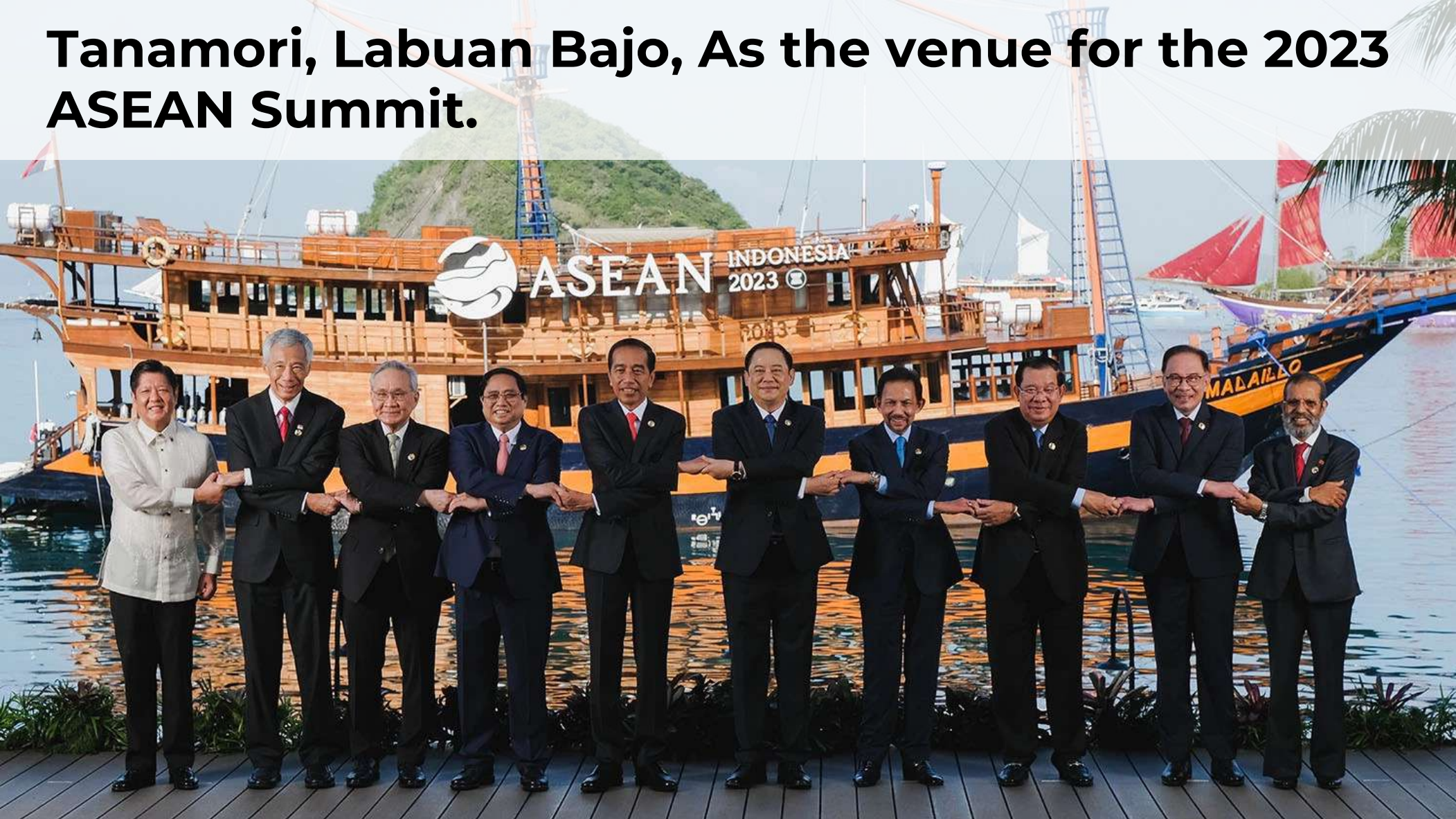
Dining Area



Flag Area (Asean Summit 2023)



Tanamori, Labuan Bajo, As the venue for the 2023 ASEAN Summit.





# UNIVERSAL FIGHTING ZONE CONSTRUCTION PROGRESS

As of July 31, 2023





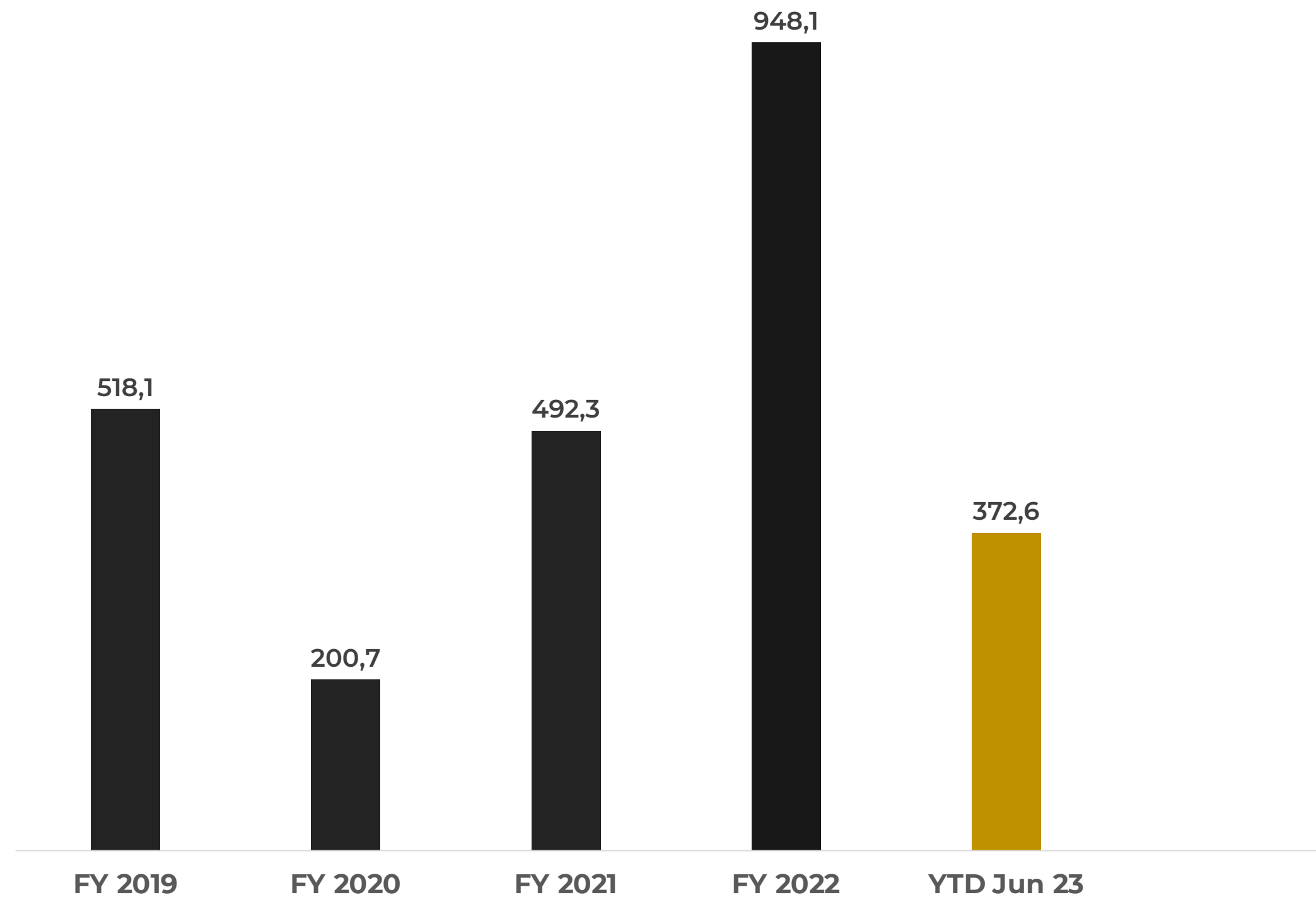


# FINANCIAL PERFORMANCE



## MARKETING REVENUE

In Billion Rp



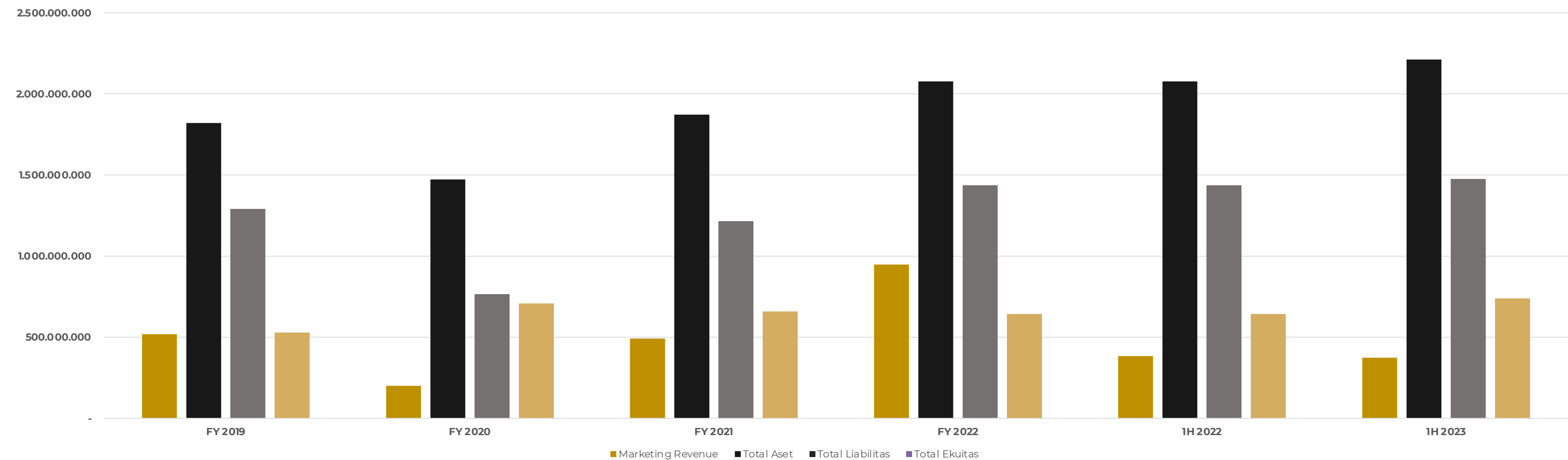
The positive sales trend in 2022 continued on to 2023. Trinit Land recorded Rp 372,6 billion in total marketing sales up to June 2023. The Company's largest contribution came from Sequoia Hills, Sentul, followed by Collins Boulevard as well as the first recorded sales from Holdwell Business Park, Lampung.

Strong economic growth in Indonesia bodes well for the property market. Landed houses have proven to be the driver of sales this year as demand for both residential and commercial sectors increases by 2023. With property demand starting to pick up, this indicates a positive market outlook in 2023.



# PERFORMANCE OVER THE YEARS

in Thousand Rp



In Thousand Rp	FY 2019	FY 2020	FY 2021	FY 2022	1H 2022	1H 2023
Marketing Revenue	518.057.804	200.723.406	492.349.418	948.091.510	383.400.000	372.600.000
Total Aset	1.819.761.502	1.472.164.984	1.871.869.145	2.076.978.640	2.076.978.640	2.211.709.014
Total Liabilias	1.291.065.386	765.513.292	1.214.835.891	1.434.907.753	1.434.907.753	1.473.839.803
Total Ekuitas	528.696.117	706.651.692	657.033.254	642.070.887	642.070.887	737.869.211



# FINANCIAL PERFORMANCE

## Balance Sheet

In Thousand Rp

	FY2019	FY2020	FY2021	FY2022	Q2 2023
<b>Assets</b>					
Current Assets	1.010.104.262	612.974.786	991.315.045	1.149.653.752	1.177.319.739
Non-Current Assets	809.657.240	859.190.198	880.554.100	927.324.888	1.034.389.275
<b>Total Assets</b>	<b>1.819.761.502</b>	<b>1.472.164.984</b>	<b>1.871.869.145</b>	<b>2.076.978.640</b>	<b>2.211.709.014</b>
<b>Liabilities and Equity</b>					
Current Liabilities	801.097.645	357.508.020	851.307.898	1.106.941.234	1.109.306.313
Non-Current Liabilities	489.967.740	408.005.272	363.527.993	327.966.519	364.533.490
<b>Total Liabilities</b>	<b>1.291.065.385</b>	<b>765.513.292</b>	<b>1.214.835.891</b>	<b>1.434.907.753</b>	<b>1.473.839.803</b>
<b>Equity</b>	<b>528.696.117</b>	<b>706.651.692</b>	<b>657.033.254</b>	<b>642.070.887</b>	<b>737.869.211</b>
<b>Total Liabilities and Equity</b>	<b>1.819.761.502</b>	<b>1.472.164.984</b>	<b>1.871.869.145</b>	<b>2.076.978.640</b>	<b>2.211.709.014</b>

## Income Statement

In Thousand Rp

	FY2019	FY2020	FY2021	FY2022	Q2 2023
<b>Revenue</b>	<b>248.709.731</b>	<b>3.730.862</b>	<b>2.821.724</b>	<b>275.599.180</b>	<b>68.316.514</b>
Cost of Sales and Direct Costs	(170.086.685)	(640.156)	(1.779.228)	(143.032.796)	(50.474.165)
<b>Gross Profits</b>	<b>78.623.046</b>	<b>3.090.706</b>	<b>1.042.496</b>	<b>132.566.384</b>	<b>17.842.349</b>
Operating Income (Expense)	(65.439.144)	(46.726.569)	(87.769.163)	(62.274.506)	(14.678.870)
<b>Operating Profit</b>	<b>13.183.902</b>	<b>(43.635.863)</b>	<b>(61.232.010)</b>	<b>44.797.221</b>	<b>(37.919.994)</b>
Other Income (Expense)	24.570.740	47.812.838	28.044.284	3.010.950	5.840.046
<b>Earnings Before Tax</b>	<b>37.754.642</b>	<b>4.176.975</b>	<b>(50.367.650)</b>	<b>34.895.362</b>	<b>(36.613.599)</b>
<b>Income Tax Benefit (Expense)</b>	<b>(263.575)</b>	<b>35.080</b>	<b>44.826</b>	<b>(6.851.078)</b>	<b>215.671</b>
<b>Net Income (Loss)</b>	<b>37.491.067</b>	<b>4.212.055</b>	<b>(50.322.824)</b>	<b>28.044.284</b>	<b>(14.970.928)</b>
<b>Other Comprehensive Income</b>	<b>6.186.879</b>	<b>759.614</b>	<b>481.570</b>	<b>1.049.867</b>	<b>-</b>
<b>Comprehensive Income (Loss)</b>	<b>43.677.946</b>	<b>4.971.669</b>	<b>(49.841.254)</b>	<b>29.094.151</b>	<b>(36.397.928)</b>

## Implementation of PSAK 72 policy

The Company may recognize revenue when the goods or services have been delivered to the customer and the customer has obtained control over the goods or services. Control over an asset refers to the entity's ability to direct the use and obtain substantially all the remaining benefits (i.e. potential cash inflows or savings on cash outflows) of the asset.

- **As a result of the handover commencing in Q3 2022 at Collins Boulevard, the company was able to book revenue of Rp56.82 billion in Q1 2023, an increase of 9937%** from the same period last year where revenue was recorded at Rp566 million due to PSAK 72.
- **In Q1'23, Trinti Land recorded a net loss of Rp14.97 billion, down 14% from the loss in Q1'22 of 17.42 billion.** The company recorded a net loss because it is currently focusing on developing its ongoing projects such as Collins Boulevard Tower II, Marc's Boulevard, Holdwell Business Park, Sequoia Hills, and Tanamori while these projects have not yet been handed over and therefore no revenue has been recorded. However, the company is optimistic that in 2023 it can again record a positive performance.
- **The Company's Total Assets reached Rp2.19 trillion, 2% higher than the end of December 31, 2022** position of Rp2.07 trillion, due to the issuance of equity and growth in retained earnings.

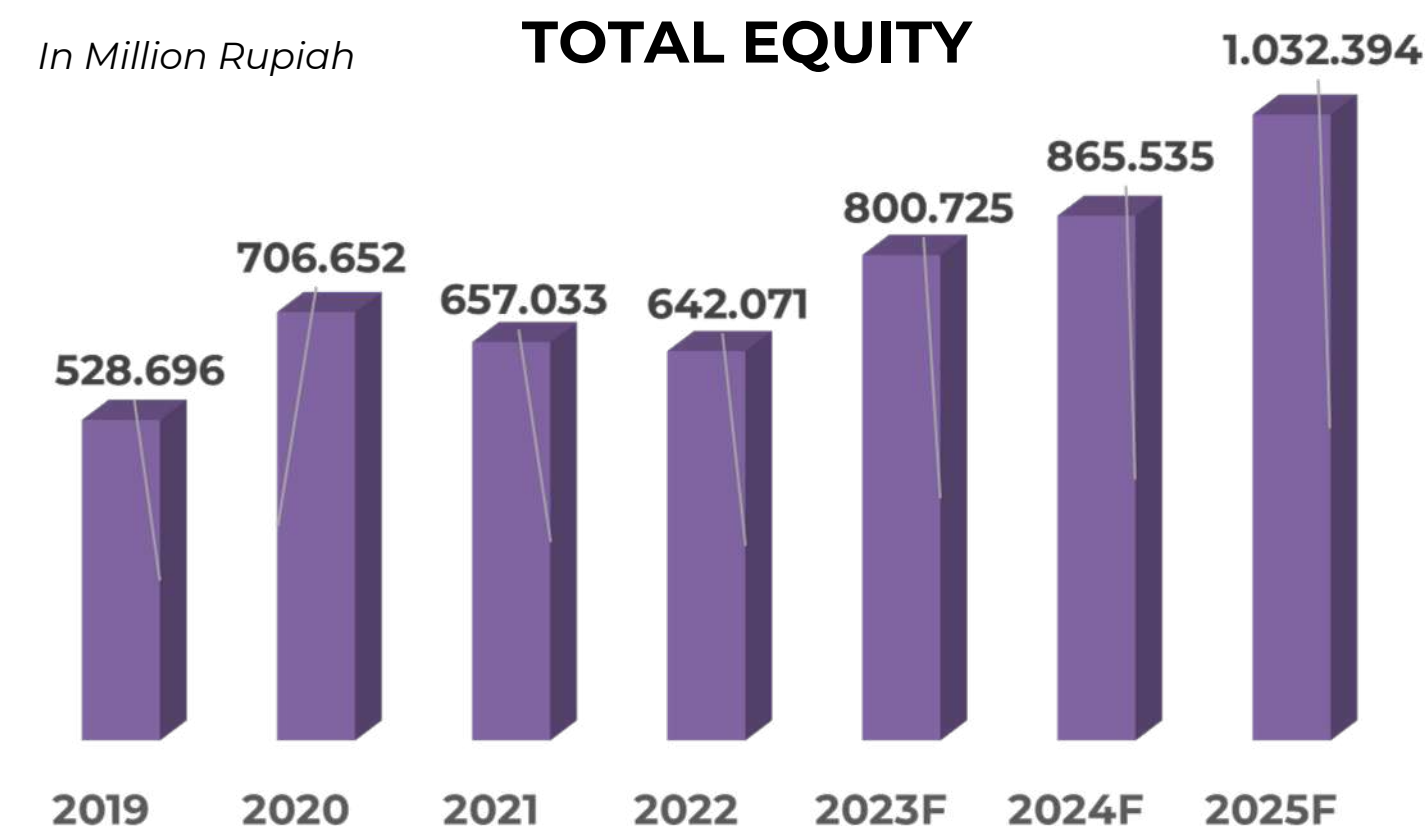
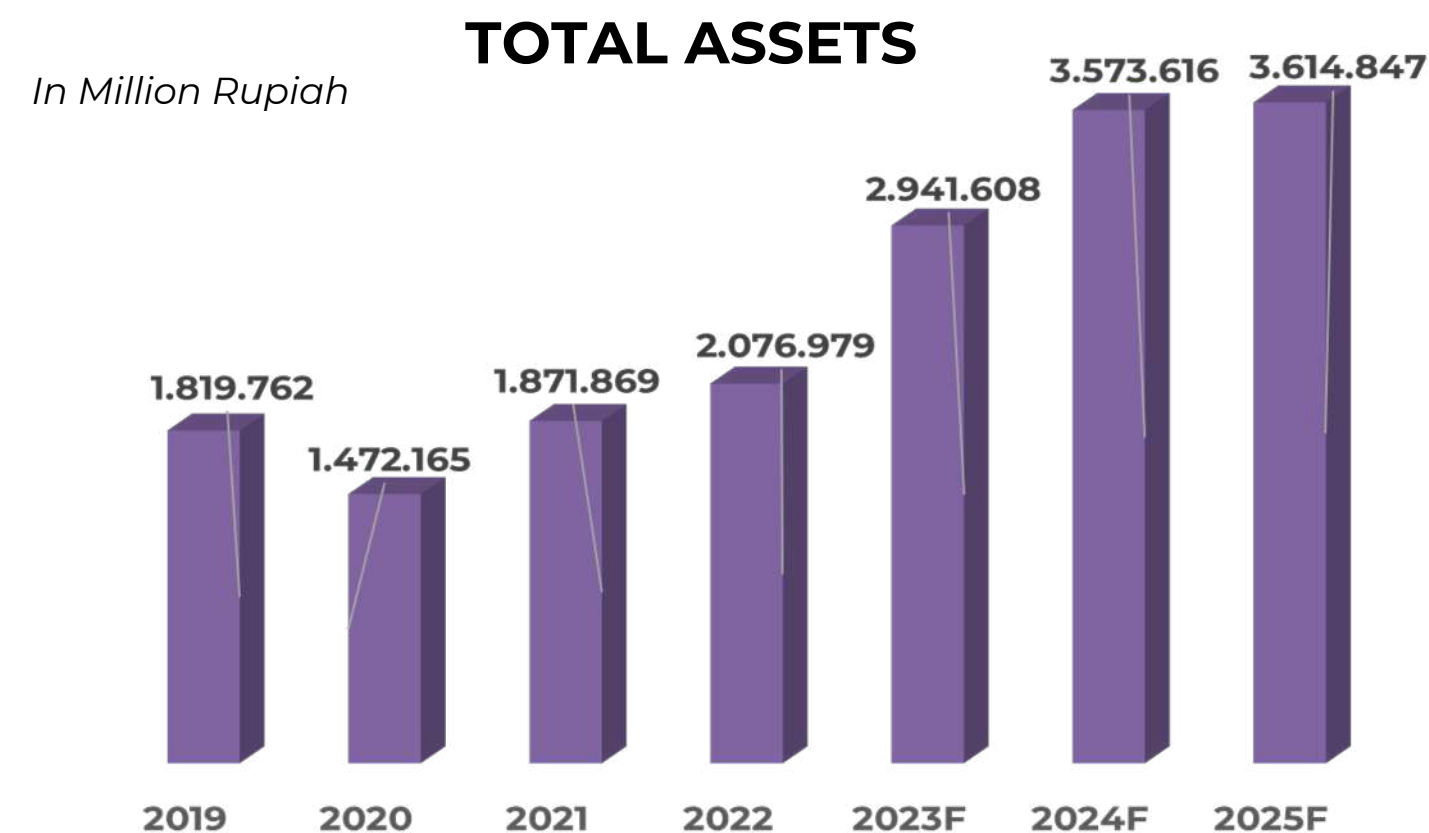
\*PSAK 72 started being implemented in 2020. The application of PSAK 72 caused the Company to be unable to record Revenue and Sales before handing over units to customers



# BALANCE SHEET PROJECTION 2023-2025

In Million Rupiah

	2019	2020	2021	2022	2023F	2024F	2025F
<b>Assets</b>							
Current Assets	1.010.104	612.975	1.011.275	1.198.392	2.015.463	2.647.100	2.687.959
Non Current Assets	809.657	859.190	860.595	878.586	926.145	926.516	926.888
<b>Total Assets</b>	<b>1.819.762</b>	<b>1.472.165</b>	<b>1.871.869</b>	<b>2.076.979</b>	<b>2.941.608</b>	<b>3.573.616</b>	<b>3.614.847</b>
<b>Liabilities &amp; Equity</b>							
Short term Liabilities	801.098	357.508	740.882	1.247.669	1.387.004	1.718.442	1.736.084
<i>Cash Advance Customer</i>	126.574	243.226	437.303	406.184	456.839	638.791	972.210
<i>Others Short term Liabilities</i>	674.524	114.282	303.579	841.485	930.165	1.079.651	763.874
Long term Liabilities	489.968	408.005	473.954	187.238	753.879	989.639	846.368
<b>Total Liabilities</b>	<b>1.291.065</b>	<b>765.513</b>	<b>1.214.836</b>	<b>1.434.908</b>	<b>2.140.883</b>	<b>2.708.081</b>	<b>2.582.453</b>
Equity	528.696	706.652	657.033	642.071	800.725	865.535	1.032.394
<b>Total Liabilities &amp; Equity</b>	<b>1.819.762</b>	<b>1.472.165</b>	<b>1.871.869</b>	<b>2.076.979</b>	<b>2.941.608</b>	<b>3.573.616</b>	<b>3.614.847</b>





# INCOME STATEMENT PROJECTION 2023-2025

In Million Rupiah

	2019	2020*	2021*	2022**	2023F**	2024F**	2025F**
<b>Revenue</b>	<b>248.710</b>	<b>3.731</b>	<b>2.822</b>	<b>275.599</b>	<b>331.373</b>	<b>782.701</b>	<b>1.478.730</b>
Cost of Sales & Direct Cost	(170.087)	(640)	(1.779)	(143.033)	(201.042)	(461.612)	(882.908)
<b>Gross Profit</b>	<b>78.623</b>	<b>3.091</b>	<b>1.042</b>	<b>132.566</b>	<b>130.330</b>	<b>321.090</b>	<b>595.823</b>
Operating Expenses	(45.900)	(39.841)	(61.420)	(83.214)	(75.422)	(98.357)	(217.067)
<b>Operating Income (Loss)</b>	<b>32.724</b>	<b>(36.750)</b>	<b>(60.378)</b>	<b>49.353</b>	<b>54.909</b>	<b>222.733</b>	<b>378.755</b>
Profit (Loss) before Tax	42.926	7.830	(50.368)	34.895	33.241	86.735	207.930
<b>Net Profit</b>	<b>37.491</b>	<b>7.865</b>	<b>(50.323)</b>	<b>28.044</b>	<b>29.738</b>	<b>64.810</b>	<b>166.859</b>

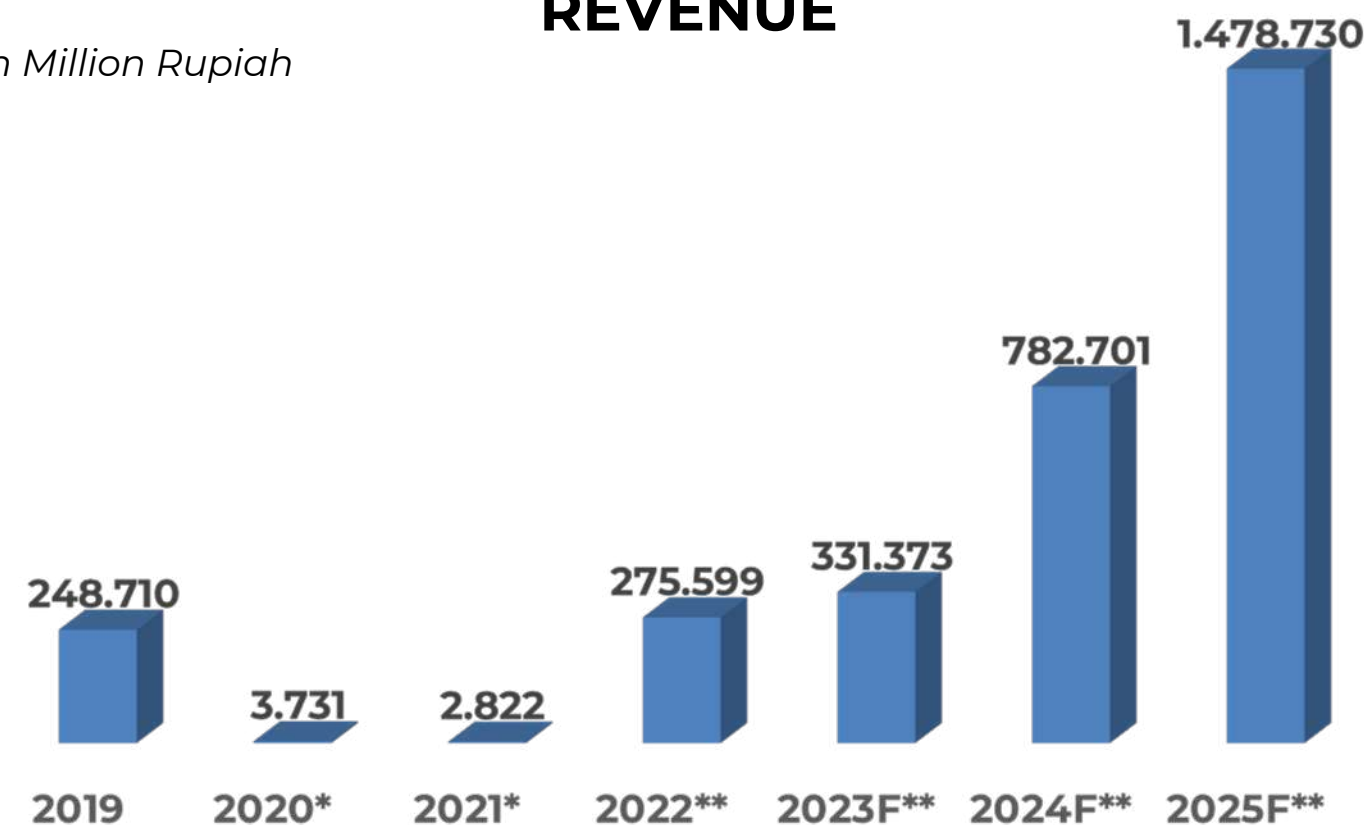
- Not including Profit/(Loss) on joint ventures of JO 1 & 2 and Profit/(Loss) on Subsidiaries (Triniti Dinamik)
- Revenue from Sales in the JV has been consolidated in the Projection of TRIN's Financial Statements. However, in the Sales from JO only records Net Profit in accordance with the portion in the JO.

\* In 2020 and 2021 the Company not yet recognize Revenue due to PSAK 72/IFRS 15 regulation of Revenue from Contracts with Customers

\*\* Total gross land area of Sentul project ±95 hectare, with JV (TGP) and JO cooperation models

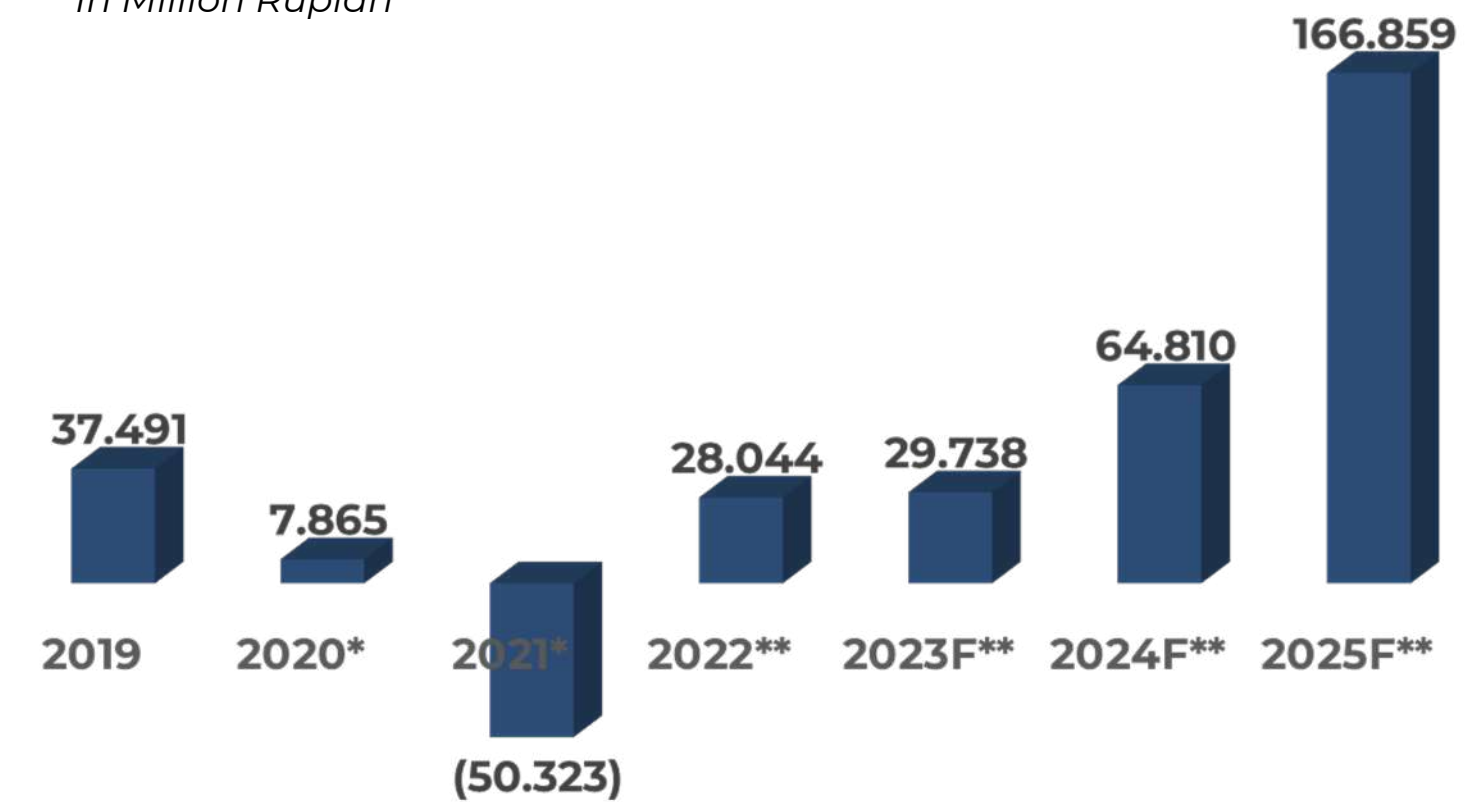
## REVENUE

In Million Rupiah



## NET PROFIT

In Million Rupiah





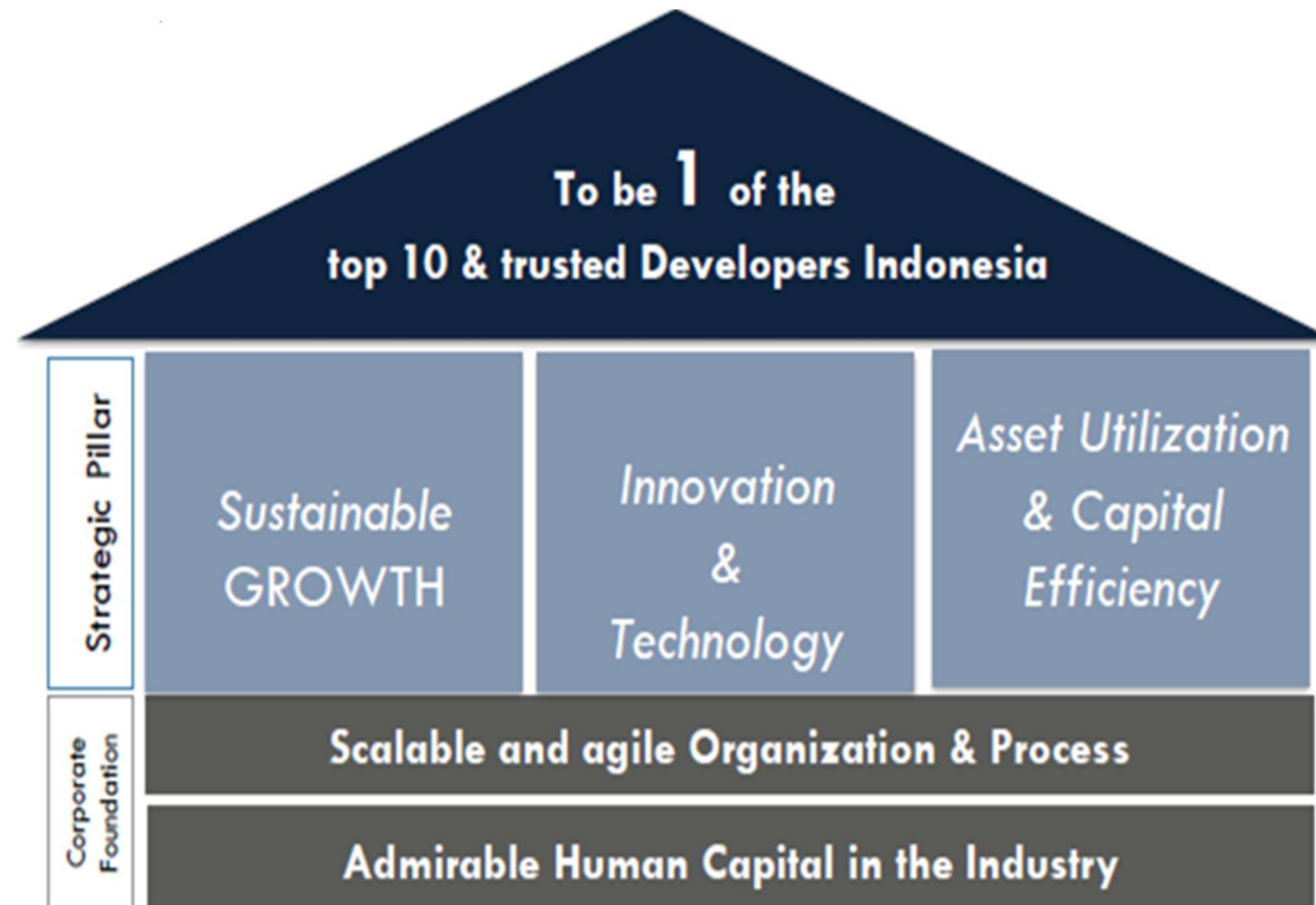


# CORPORATE STRATEGIES



## ■ KEY STRATEGIES

### THREE PILLARS OF CORPORATE STRATEGY





## ■ KEY STRATEGIES

# KEY STRATEGY DIRECTION

Re-Focus on three sectors in the next 3 years  
namely Landed House, Modern Business/Logistic  
Park and City Development

Entering a new growth area outside Jabodetabek

Light Asset Approach & Operation Efficiency

- ❑ Partnership and Collaboration Focus
- ❑ Capital Structure Efficiency
- ❑ Shared Service Approach
- ❑ Investment to Operating Company Approach

Organic & In-organic Growth

Operational Excellence

- ❑ Operational Automation
- ❑ Digital Reporting & Performance Monitoring System





Any questions or requests for information should only be directed to the contact listed below.

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