



CORPORATE PRESENTATION

PT. PERINTIS TRINITI PROPERTI TBK. (TRIN)

9M 2024

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SHAREHOLDERS INFORMATION

Share Information

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

Shareholders Composition

(As of Oct 31, 2024)

- **PT Kunci Daud Indonesia**
1,804,000,000 shares, 39.64%
- **PT Intan Investama International**
1,476,000,000 shares, 32.43%
- **PT Panca Muara Jaya**
264,859,000 shares, 5.82%
- **Public**
807,598,346 shares, 17.74%
- **Treasury**
199,000,000 shares, 4.37%

Total : 4,551,457,346 shares

As of November 06, 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.

Furthermore, Trinti Land developed Marc's Boulevard- a 23-hectare superblock in Batam Center, Batam. 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 Trinitas Properti berdiri pada tanggal 13 Maret 2009
- Pembangunan proyek pertama Perseroan, Ubud Village.
- Development of the Company's first project, Ubud Village.
- PT Perintis Trinitas 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 Trinitas Land in establishing Brooklyn

2017

Tahap persiapan pembangunan proyek Collins Boulevard.

Preparatory stage of development of the Collins Boulevard project.



2011

Pembangunan proyek Melrose Place Dormitory.

Development of the Melrose Place Dormitory project.



2015

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

Joint venture between Waskita Karya and Trinitas Land in establishing Yukata



2018

Tahap persiapan pembangunan proyek Marc's Boulevard.

Preparatory stage of development Marc's Boulevard project.



2020

- Mencatatkan sahamnya dan melakukan perdagangan saham pertama di Bursa Efek Indonesia.
- Groundbreaking Proyek 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.



2022

- Pelaksanaan Buyback Saham TRIN.
- Serah terima Apartemen Collins Boulevard tower pertama.
- Memperoleh pernyataan efektif dari Otoritas Jasa Keuangan atas aksi korporasi Right Issue Perseroan.
- 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 Perseroan.
- Groundbreaking Proyek Marc's Boulevard, Paul & Prive.
- Persiapan Proyek Holdwell Business Park, Lampung.
- Topping Off tower pertama Collins Boulevard, Hyde Residence.
- Persiapan Proyek Sequoia 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 Collins Boulevard, Hyde Residence.
- Preparation of Sequoia Hills, Sentul project.



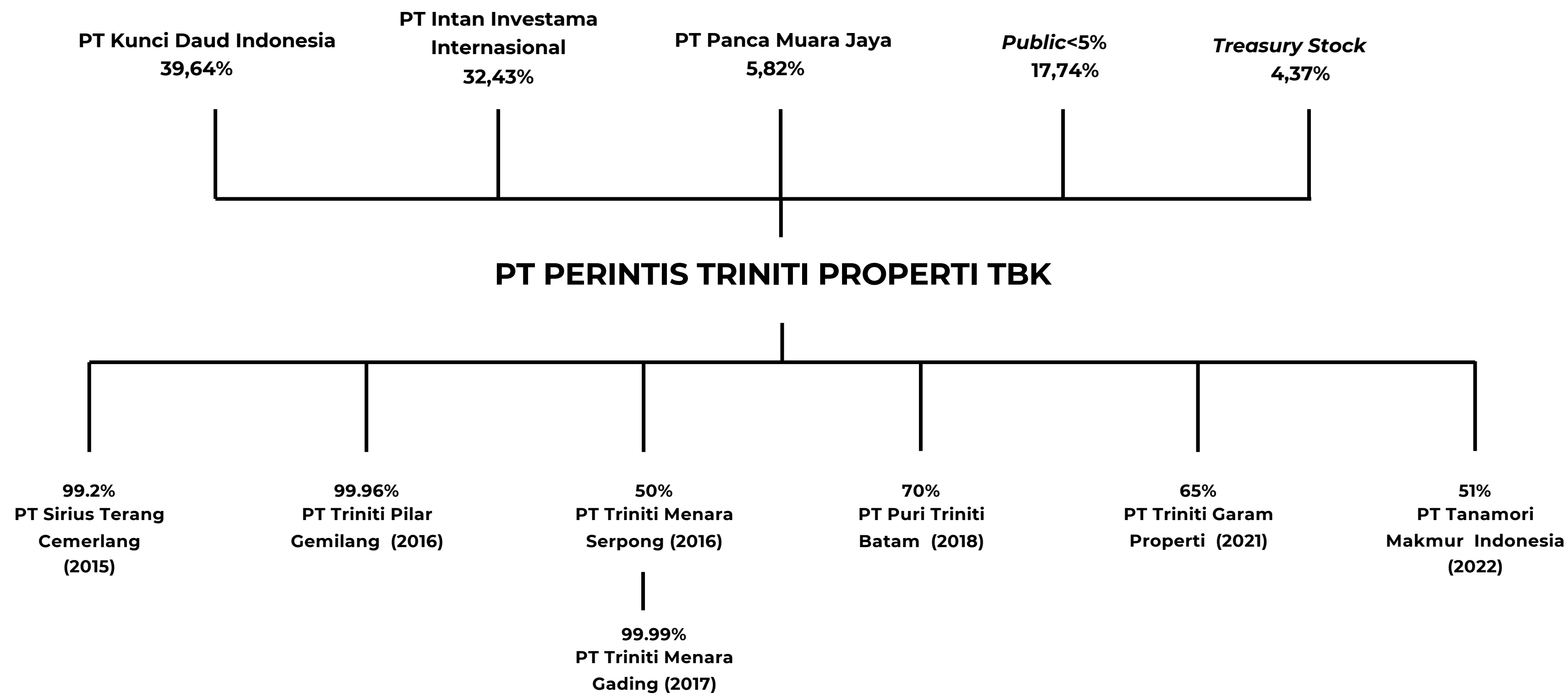
2023

- Pencatatan HMETD di Bursa Efek Indonesia
- Peletakan batu pertama Holdwell Business Park
- Peresmian Rumah Contoh Cluster II Sequoia 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 Oct 31, 2024



REGION MAP



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

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

COMPLETED PROJECTS



Completed Project

UBUD VILLAGE

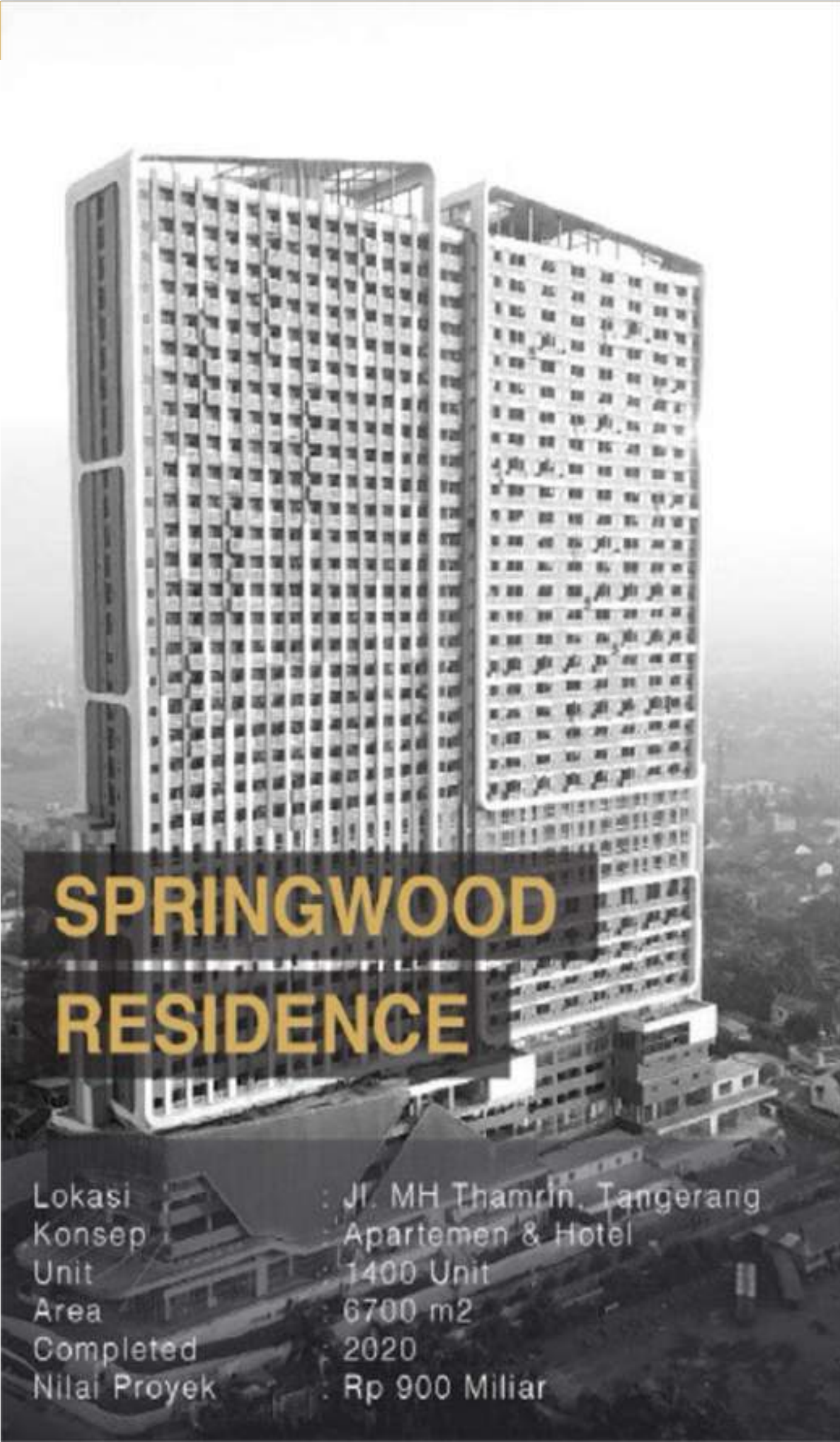
Lokasi : Sudimara Timur, Ciledug
Konsep : Rumah & Ruko
Unit : 360 Unit
Area : 52,105 M2
Completed : 2011
Nilai Proyek : Rp 180 Miliar

MELROSE PLACE

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

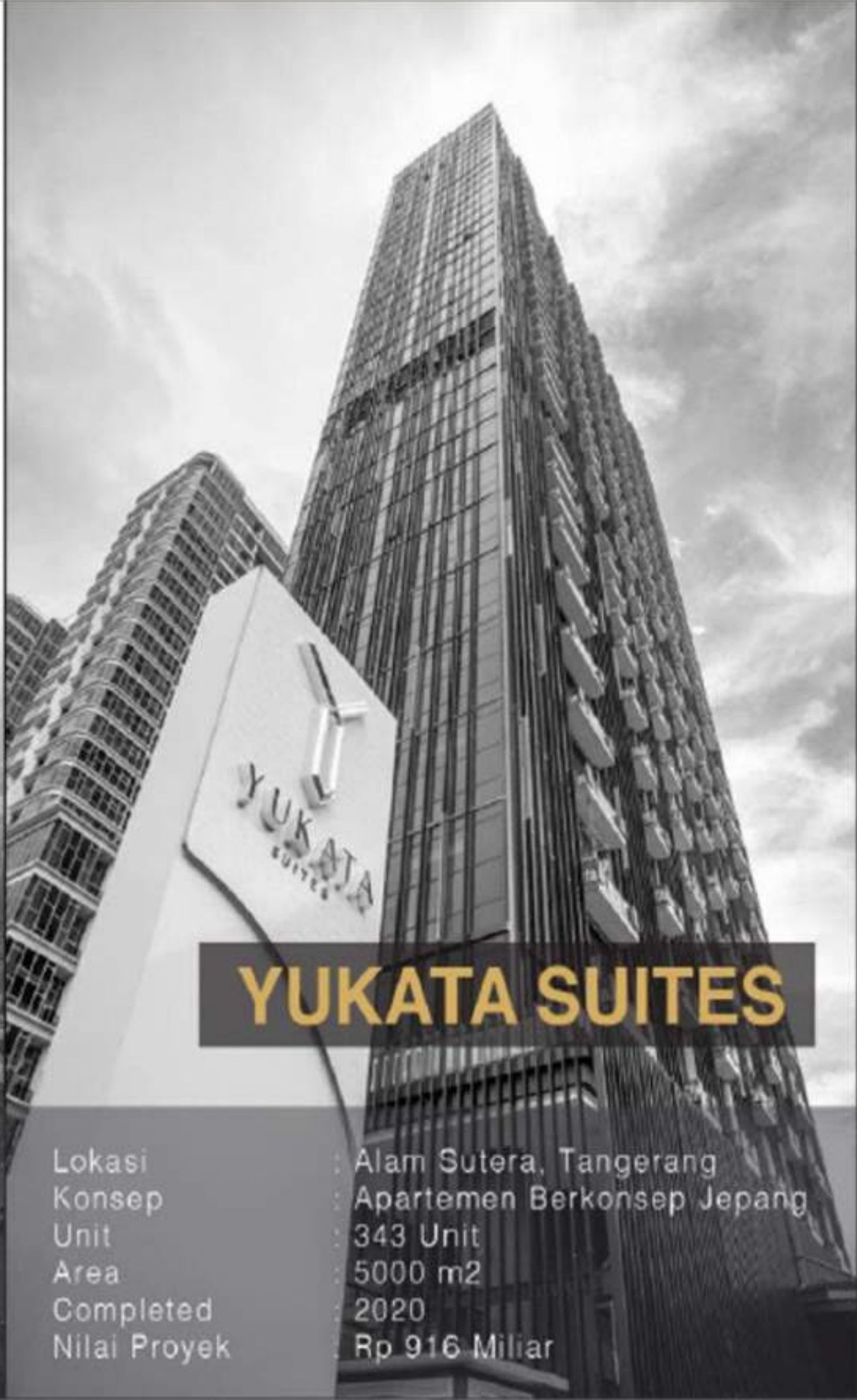
BROOKLYN

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.

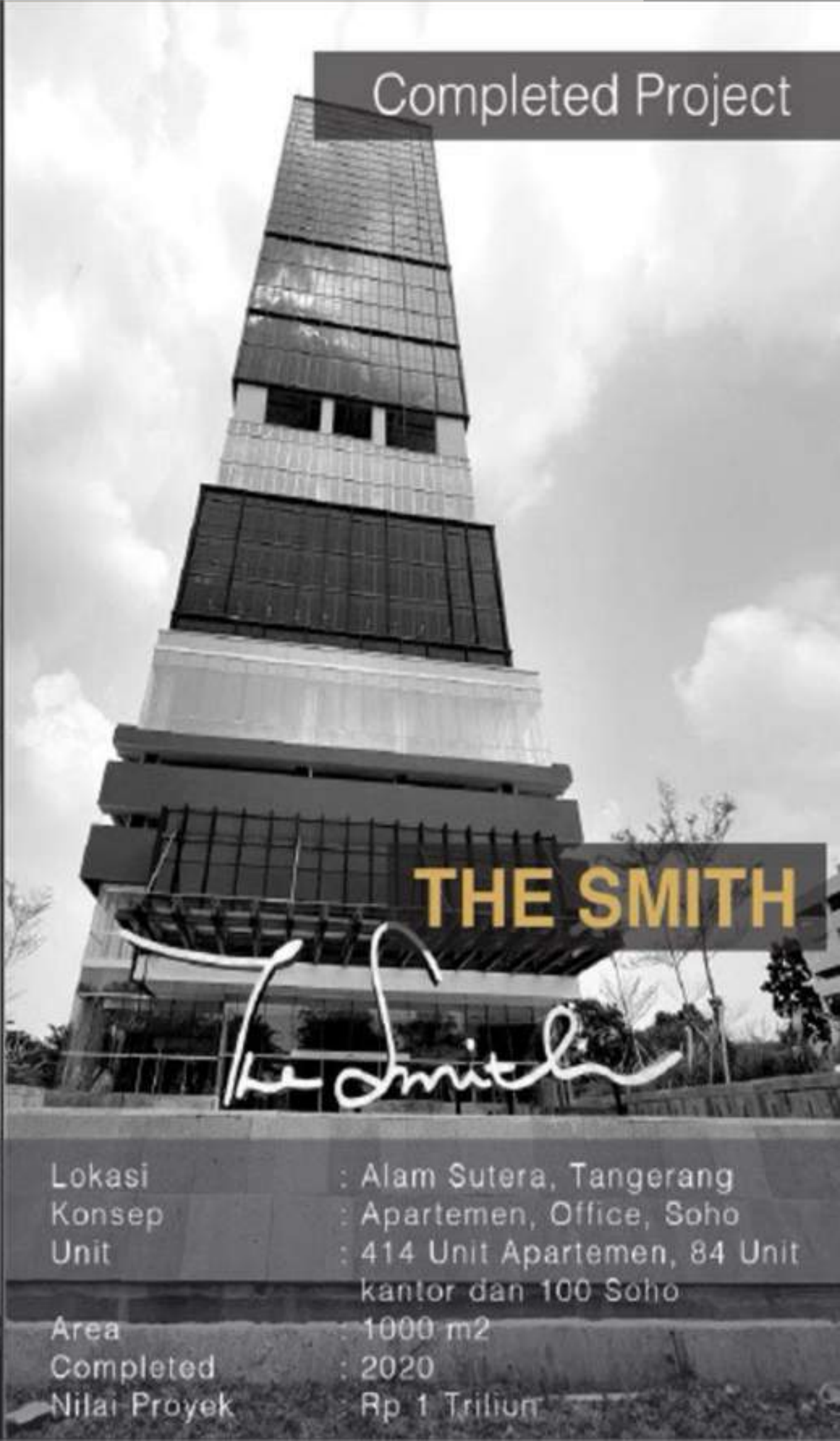
SPRINGWOOD RESIDENCE

Lokasi	: Jl. MH Thamrin, Tangerang
Konsep	: Apartemen & Hotel
Unit	: 1400 Unit
Area	: 6700 m ²
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 ²
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 ²
Completed	: 2020
Nilai Proyek	: Rp 1 Triliun

ON-GOING PROJECTS





COLLINS BOULEVARD



Collins

BOULEVARD

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



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



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



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



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.



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



Collins Boulevard is a mixed-use development project that adopts the 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 World".

COLLINS
MARKETPLACE

THE SCOTT
CONVERTIBLE RESIDENCE

Hyde
Residence

F.O.R FACILITATED
OFFICE
RESIDENCE



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 Oct 31, 2024

1 HYDE RESIDENCE (TOWER I)



2 BUILDING STRUCTURE REINFORCEMENT OF THE SCOTT (TOWER II)



3 INSTALLATION OF EXCAVATION SLOPE REINFORCEMENT (TOWER II)



A low-angle, upward-looking photograph of several tall skyscrapers in a city. The buildings are dark, with many windows illuminated from within, creating a grid of warm yellow and orange lights against the dark facades. The sky is a pale, overcast blue-grey. The perspective makes the buildings appear to converge towards the top of the frame, creating a sense of height and scale.

MARCS BOULEVARD

THE PRIDE | THE HOME | THE MARC

MARC'S BOULEVARD

MARC'S BOULEVARD

FINELY CRAFTED BY TRINITI LAND

Area Concept

: 23 Ha
: Mixed Used Development
(Condovilla, Town House, Business Loft, Edu Complex, Mixed Use Hub)

Project Value Facilities

: Rp 5 Trillion
: 50 meter Lap Pool, Basketball Court, Kids Swimming Pool, Playground, BBQ Pit, Outdoor Gym and Yoga Space.

Condovilla
Paul & Prive

at Paul Marc

Town House
Paul The Place

at Paul Marc

Business Loft
Paul Lane

at Paul Marc

Grant Marc

Mixed Use Hub

Dean Marc

Education Complex

Glenn The Hive

at Glenn Marc

Marc's Boulevard is a 23-hectare superbloc developed by Trinit 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.

Future Development

Future Development

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

24 UNITS



PAUL & PRIVE CONDOVILLA



PROGRESS MARC'S BOULEVARD

As of Oct 31, 2024

1 CONSTRUCTION MAIN GATE GLENN THE HIVE (LANDED HOUSE)



2 TOPPING OFF GLENN THE HIVE (LANDED HOUSE)



3 CONSTRUCTION OF SHOPHOUSES





**HOLDWELL
BUSINESS
PARK**

**Area
Concept**

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

**Project Value
Facilities**

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



**HOLDWELL
BUSINESS
PARK**

STORAGE - MANUFACTURING - OFFICE



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.



HOLDWELL
BUSINESS
PARK

SITEPLAN

- 1** Holdwell Walk
- 2** SOHO
- 3** Marketing Gallery
- 4** Main Gate
- 5** Ready-to-Build Land
- 6** Storage House
- 7** Utility

AREA

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

CURRENT SITUATION IN HOLDWELL BUSINESS PARK

HOLDWELL BUSINESS LOUNGE



PROGRESS HOLDWELL BUSINESS PARK

As of Oct 31, 2024

INFRASTRUCTURE PHASE 1





Sequoia Hills

A BREATHING CITY



Sequoia Hills

A BREATHING CITY

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 : Rp 3,2 Trillion

Facilities : Swimming Pool, kids playground, jogging track, basketball court, and camping & BBQ pit





MASTERPLAN

- 1** Entrance Gate
- 2** Living Gallery
- 3** Country Club
- 4** Sequoia Falls Food Adventure
- 5** Commercials
- 6** Condovilla
- 7** Botanic Garden
- 8** River Park and Trails
- 9** Forest Park
- 10** Organic Market
- 11** Commercial Mixed-Use
- 12** Wellness Center
- 13** Bicycle Loop
- 14** Landed Houses

CURRENT SITUATION **IN SEQUOIA HILLS**

As of Oct 31, 2024

1 SHOWHOUSE EARTHVILLE (CLUSTER II)



2 LIVING GALLERY SEQUOIA



PROGRESS SEQUOIA HILLS

As of Oct 31, 2024

1 MASS PRODUCTION THE LEROY (CLUSTER I)



2 CONSTRUCTION BRIDGE 1 MAIN GATE



3 CONSTRUCTION GATE STRUCTURE THE LEROY (CLUSTER I)



PROGRESS SEQUOIA HILLS

As of Oct 31, 2024

4 SHOWHOUSE MONO (CLUSTER III)



5 CONSTRUCTION SHOWHOUSE CLUSTER IV





TANAMORI

COLLECTION OF WONDERS





TANAMORI

COLLECTION OF WONDERS

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



World Class
Facilities &
Infrastructure



Super Premium
Destination



Sustainable
Tourism
Development



Magnificent
View



Center of
International
Events



Supportive
People &
Culture

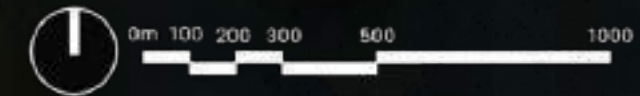


Potential
Hyper Growth
Region



Legends

- 1 Marina
- 2 Seaside Commercial
- 3 Wildlife, Theme Park, & Accommodation
- 4 Tourist Center & Retail Village
- 5 Estate Management & Public Service
- 6 Hotel & Resort Villa
- 7 MICE
- 8 Health & Wellbeing
- 9 Retail Park
- 10 EduCity
- 11 Peak Trail



TANAMORI
COLLECTION OF WONDERS



CURRENT SITUATION IN TANAMORI

1 INFRASTRUCTURE CONSTRUCTION

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



2 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.



3 BEACH CLUB

A place to enjoy a relaxing sunset by the bay.



4 JETTY

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



FUTURE DEVELOPMENT

1 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.



2 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.

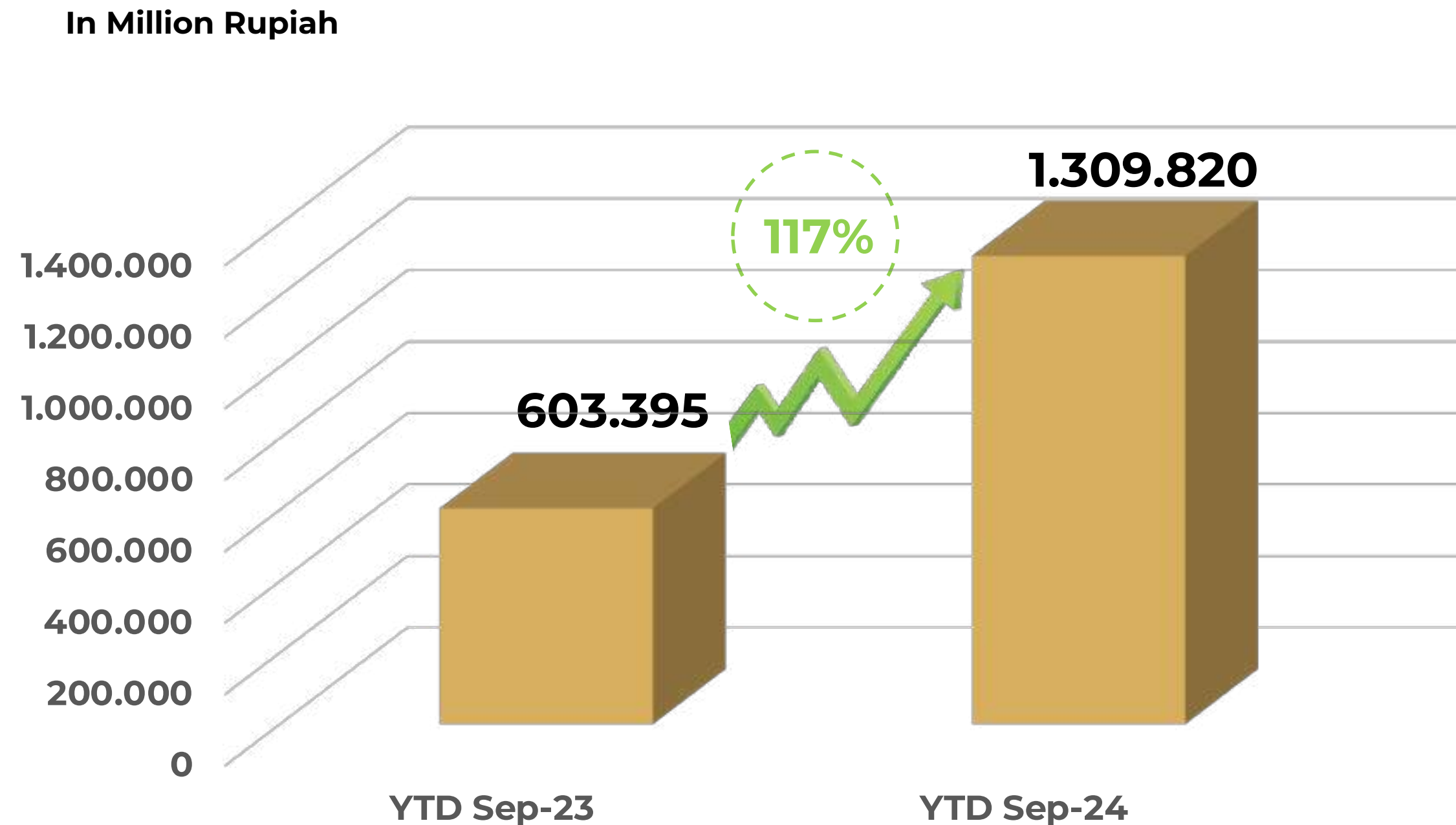


3 NOURISH

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



MARKETING REVENUE



Up to September 2024, Triniti Land was able to achieve a **117%** increase in Marketing Revenue compared to the same period of last year. The Company successfully generated **IDR 1.30 trillion** in Marketing Revenue, a substantial leap from the IDR 603.39 billion recorded in September 2023. This milestone signifies that Triniti Land has already accomplished its full-year revenue target by **109%**, a testament to the company's strategic planning.

The primary driver behind this significant growth is the 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 588.9 billion, accounting for **43%** of Triniti Land's total Marketing Revenue, cementing its role as a key contributor to the Company's impressive growth.

FINANCIAL PERFORMANCE

PROFIT AND LOSS (in millions rupiah)	2019	2020	2021	2022	2023	9M 2023	9M 2024
Sales and Revenues	248.709	3.730	2.821	275.599	82.317	62.279	97.782
Cost of Sales and Direct Cost	(170.086)	(640)	(1.779)	(143.032)	(48.597)	(49.733)	(76.870)
Gross Profits	78.623	3.090	1.042	132.567	33.720	12.546	20.912
Operating Profit	13.183	(43.635)	(61.232)	44.797	(134.947)	(12.967)	(45.669)
Net Profit (Loss) For The Year	37.491	4.212	(50.322)	28.044	(146.450)	(13.735)	(49.479)
Total Comprehensive Income (Loss) Attributable to Owners of the Parent	26.480	14.164	(30.843)	690.340	(91.337)	(45.775)	(26.060)

BALANCE SHEET (in millions rupiah)	2019	2020	2021	2022	2023	FY 2023	9M 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							
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

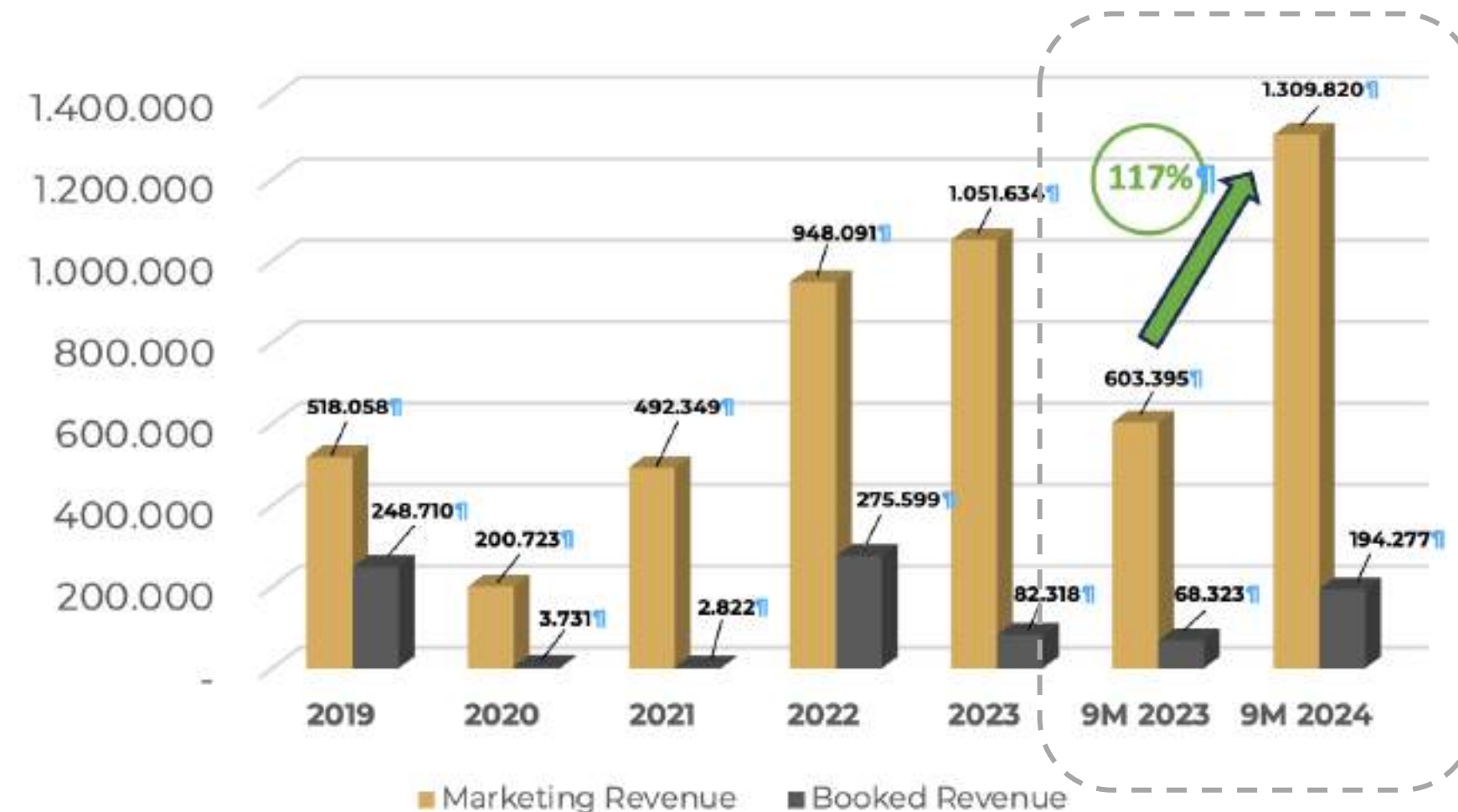
RATIO	2019	2020	2021	2022	2023	9M 2023	9M 2024
Current Ratio (x)	1.26	1.98	1.16	1.04	1.22	1.04	1.19
Total Liabilities to Total Equity (x)	2.44	1.08	1.85	2.23	2.55	2.17	2.88
Total Liabilities to Total Equity (x)*	2.20	0.73	1.18	1.60	1.95	*1.40	*2.14
Net Profit to Total Assets (%)	2.40%	0.34%	-2.66%	1.40%	-6.66%	-3.05%	-2.87%
Net Profit to Total Equity (%)	8.26%	0.70%	-7.59%	4.53%	-23.67%	-9.65%	-11.14%

* Liabilities (Interest-bearing Debt) to Equity

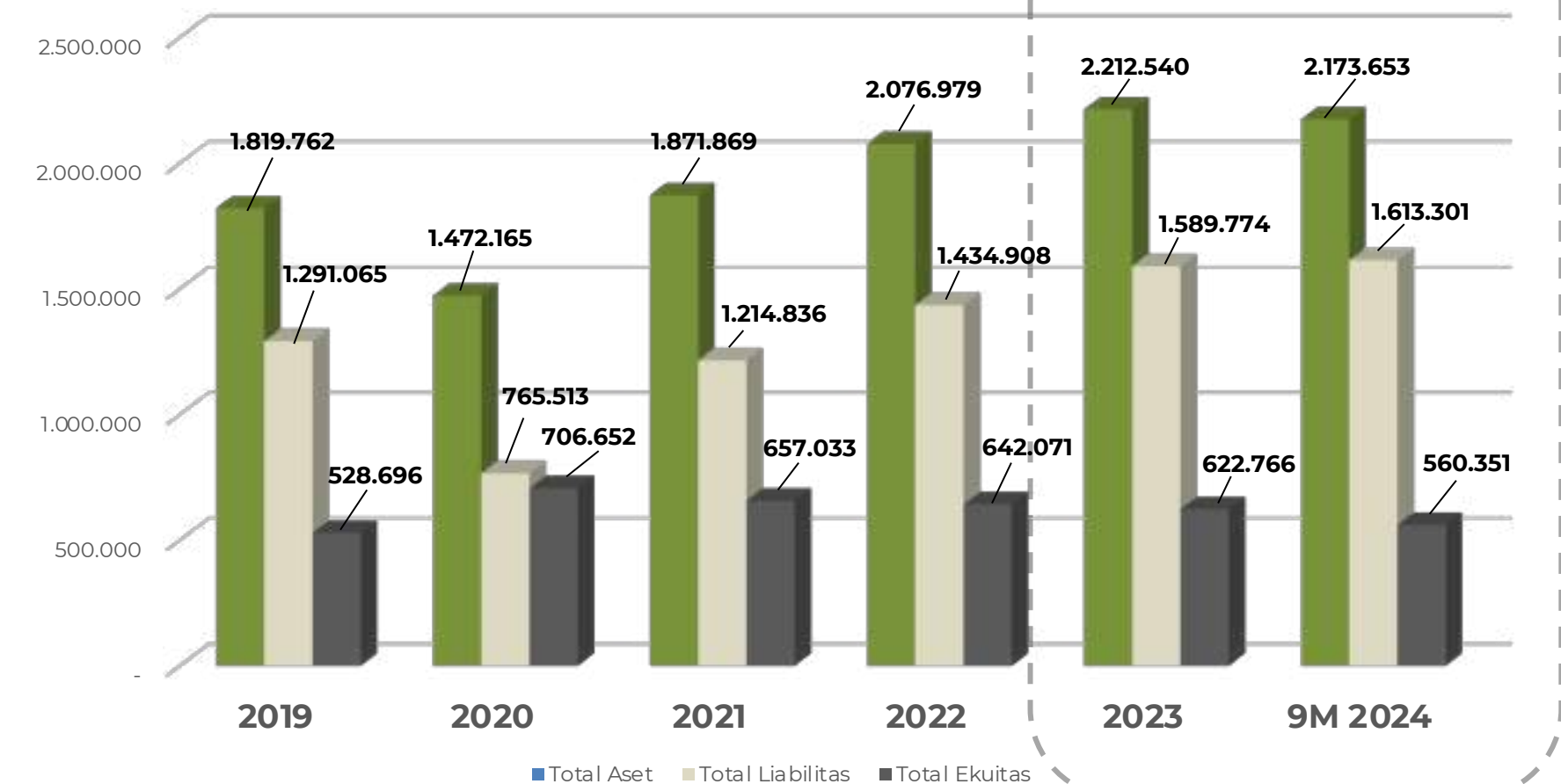
FINANCIAL PERFORMANCE

Since the implementation of PSAK 72 in 2020, Trinit 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.

MARKETING REVENUE vs BOOKED REVENUE



BALANCE SHEET



In Millions Rupiah	FY2019	FY2020	FY2021	FY2022	FY2023	9M2023	9M2024
Marketing Revenue	518.058	200.723	492.349	948.091	1.051.634	603.395	1.309.820
Booked Revenue	248.710	3.731	2.822	275.599	82.318	68.323	194.277
Total Assets	1.819.762	1.472.165	1.871.869	2.076.979	2.212.540	2.212.540 (FY2023)	2.173.653
Total Liabilities	1.291.065	765.513	1.214.836	1.434.908	1.589.774	1.589.774 (FY2023)	1.613.301
Total Equity	528.696	706.652	657.033	642.071	622.766	622.766 (FY2023)	560.351

KEY STRATEGIES

SUSTAINABLE GROWTH

- Building the  **TRINITILAND** 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

INNOVATION & TECHNOLOGY

- 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

EFFICIENT ASSET & CAPITAL UTILIZATION

- ☐ Focus on developing new projects with a cooperation model with landowners to reduce costs and cash expenditures at the beginning to minimize business risks.
- ☐ Centralized management team and the concept of "sharing resources"
- ☐ Conduct **Initial Public Offering (IPO)** and low-cost funding such as **Right Issue**
- ☐ Implement an integrated budgeting and cash flow management system



Kantor Pusat: Brooklyn Premium Office

Jl. Sutera Boulevard Kav 22-26 Alam Sutera

Tangerang Selatan Indonesia 15320

Telp: 021 80821403/02180821333

corsec.trin@trintiland.com

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

corsec.trin@trintiland.com

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