

DMAS Targetkan Marketing Sales SebesarRp 1,25Triliun di Tahun 2019

DMAS TargetsRp 1.25 Trillion Marketing Sales in 2019

CIKARANG—Pengembang kawasan industri terpadu Kota Deltamas, PT Puradelta Lestari Tbk. (kode saham: DMAS) menargetkan marketing sales sebesar Rp 1,25triliun di tahun 2019.

Target marketing sales tersebut lebih tinggi dibandingkan pencapaian marketing sales Perseroan sepanjang tahun 2018 sebesar Rp 884 miliar. Tondy Suwanto, Direktur PT Puradelta Lestari Tbk mengatakan bahwa permintaan lahan industri, telah meningkat sejak akhir tahun 2018.

“Pada tahun 2018, banyak investor yang masih ‘wait and see’ dan masih mengamati dinamika situasi makro di Indonesia,” kata Tondy Suwanto. “Namun, sejak akhir tahun 2018, dengan berbagai dinamika situasi global maupun lokal, terjadi peningkatan permintaan lahan industri, khususnya dari investor asing,” tambahnya.

Namun demikian, Perseroan juga mengantisipasi sikap ‘wait and see’ investor, sehubungan dengan adanya pemilihan Umum Indonesia 2019. “Tentunya kami juga harus mempertimbangkan perkembangan situasi di Indonesia dalam menyambut Pemilihan Umum ini, khususnya di semester pertama. Oleh karena itu, kami memandang bahwa target marketing sales sebesar Rp 1,25 triliun cukup realistis di tahun ini,” kata Tondy Suwanto.

Segmen lahan industri masih menjadi tulang punggung usaha Perseroan dan kontributor utama marketing sales Perseroan. Namun demikian, Perseroan juga terus mengembangkannya di kawasan huni dan komersialnya untuk mewujudkan Kota Deltamas sebagai kawasan perkotaan terpadu yang

CIKARANG - Developer of Kota Deltamas Integrated Industrial Estate, PT Puradelta Lestari Tbk. (ticker code: DMAS), targets marketing sales of Rp 1.25 trillion in 2019.

This marketing sales target is higher than the Company’s marketing sales achievement in 2018 of Rp 884 billion. Tondy Suwanto, Director of PT Puradelta Lestari Tbk, reveals that industrial land inquiries have increased since end of 2018.

“In 2018, investors were still ‘wait and see’ and still observe the of Indonesia’s macro situation,” said Tondy Suwanto. “However, since end of 2018, with the dynamics of both global and local situation, industrial land inquiries have been picked up, especially from foreign investors,” added him.

However, the Company also anticipates ‘wait and see’ investor behaviors, taking into account the 2019 Indonesia’s general election. “Indeed we have to take into consideration the dynamics of Indonesia’s situation in welcoming this General Election, particularly in the first semester. Therefore, we see that marketing sales target of Rp 1.25 trillion is realistic for this year,” said Tondy Suwanto.

Industrial land segment is still the backbone of the Company’s business, as well as the main contributor of the Company’s marketing sales. However, the Company is continuously developing its residential and commercial area to create Kota Deltamas as

mandiri. Tahunlalu, Perseroan telahmeluncurkanklusterhunianNaraya Park, sebuahkawasan hunian kelas menengah untuk memberikan akomodasi bagi para pekerjaindustri. Di samping itu, Perseroan bersama Panahome juga telahmeluncurkan Savasa, sebuah kawasanhunianmodern berkonsep *smart-town*.

Baru-baru ini, Cikarang Japanese School juga tengah dibangun untuk memberikan fasilitas pendidikan bagi anak-anak ekspatriat Jepang yang bekerja di wilayah Cikarang dan sekitarnya. Fasilitas pendidikan tersebut diharapkan dapat meningkatkan potensi area komersial di sekitarnya.Hinggasaatini, proses konstruksiCikarang Japanese School sudahberjalan 75%.

Pengembangan Kota Deltamas hinggasaatinidanaiolehkas internal Perseroan. Perseroansendiritidakmemilikiutang (*loan-free*) danmasihmemilikikas internal yang kokoh.

Total Pengembangan area Kota Deltamas adalahseluas 3.181 hektardansaatini masihmemilikicadanganlahan seluas 1.519 hektar.

Sekilastentang PT Puradelta Lestari Tbk.

PT Puradelta Lestari Tbk. adalah pengembang kawasan terpadu Kota Deltamas, yang berlokasi di CikarangPusat, denganluas area pengembanganmencapai sekitar 3.200 hektar. Kota Deltamas merupakan kawasan bernilai tinggi di timur Jakarta dengan lokasi yang strategis, cadangan lahan yang luas, akses tol langsung, serta fasilitas dan infrastruktur yang sangat memadai.

PT Puradelta Lestari Tbk., terus mengembangkan infrastruktur kelas dunia yang mendukung self-sustained integrated township, terdiri atas area industri, hunian, dan komersial serta mengembangkan fasilitas-fasilitas yang menjamin standar hidup pekerja di kawasan industri, baik bagi penghuni maupun untuk masyarakat di sekitarnya.

a self-sustained integrated township.

Last year, the Company has launched residential cluster of Naraya Park, a middle class residential cluster to provide accommodation for the industrial workers. In addition, the Company was collaborating with Panahome to launch Savasa, a smart-town modern residential estate.

Recently, Cikarang Japanese School is under construction to provide education facilities for the children of the Japanese expatriates working in Cikarang and its surrounding area. The education facility is expected to increase the potential of its surrounding commercial area. Today, the construction progress of Cikarang Japanese School has been 75% completed.

Development of Kota Deltamas is funded by the Company's internal cash. The Company does not have any loan (loan-free) and has a solid internal cash position.

Total development area of Kota Deltamas is 3,181 hectares and today's landbank is 1,519 hectares.

PT Puradelta Lestari Tbk. at a Glance

PT Puradelta Lestari Tbk. is an integrated township developer of Kota Deltamas, located in Central Cikarang, with total development area up to around 3,200 hectares. Kota Deltamas is a prime township at east of Jakarta with strategic location, wide land bank, direct toll access, and equipped with comprehensive facilities and infrastructures.

PT Puradelta Lestari Tbk. continues to develop its world class infrastructures to support its self-sustained integrated township, consists of industrial, residential, and commercial area, and extend its facilities to assure life quality of all workforce in the industrial area, residents, and its

<p>Beragam fasilitas baru terus bermunculan di kawasan tersebut, mulai dari institusi pendidikan, apartemen sewa, dan rencana pembangunan pusat komersial di Kota Deltamas.</p> <p>Pemegang saham mayoritas dan pengendali dari PT Puradelta Lestari Tbk. adalah PT Sumber Arusmulia (57,28%), yang merupakan bagian dari Sinar Mas Land, pengembang terkemuka di Indonesia, dan Sojitz Corporation (25,00%), perusahaan general trading dari Jepang dengan jaringan di lebih dari 50 negara di dunia.</p>	<p><i>surrounding community. New facilities will continue to emerge in the township, ranging from education institutions, serviced apartment, and commercial centre development plan in Kota Deltamas.</i></p> <p><i>Majority and controlling shareholders of PT Puradelta Lestari Tbk. are PT Sumber Arusmulia (57.28%), which is part of Sinar Mas Land, prominent developer in Indonesia, and Sojitz Corporation (25.00%), a Japanese general trading company with network in over 50 countries in the world.</i></p>
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