

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**1Q 2016 UNAUDITED RESULTS**



**APRIL 2016**  
STRICTLY CONFIDENTIAL



# DISCLAIMER



THIS PRESENTATION IS FOR INFORMATION PURPOSES ONLY. IT IS NOT, IS NOT INTENDED TO BE, AND SHALL NOT BE CONSTRUED AS, AN OFFER, INDUCEMENT, INVITATION, SOLICITATION, COMMITMENT OR ADVERTISEMENT WITH RESPECT TO THE PURCHASE, SUBSCRIPTION OR SALE OF ANY SECURITY AND NO PART OF IT SHALL FORM THE BASIS OF, OR BE RELIED UPON IN CONNECTION WITH, ANY CONTRACT OR COMMITMENT WHATSOEVER.

The information that follows is a presentation of general background information about PT Puradelta Lestari Tbk. (the "Company") prepared by the Company as of 31 March 2016.

This presentation has been prepared for information purposes only. None of the information appearing in this presentation may be distributed to the press or other media or reproduced or redistributed in the whole or in part in any form at any time. Any recipient of this presentation and its directors, officers, employees, agents and affiliates must hold this presentation and any information provided in connection with this presentation in strict confidence and may not communicate, reproduce, distribute or disclose to any other person, or refer to them publicly, in whole or in part. This presentation is not for publication, circulation or use in the United States and may not be transmitted or taken into the United States.

This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities of the Company in the United States or any other jurisdiction in which such offer, solicitation or sale would be unlawful under the securities laws of any such jurisdiction, and neither this presentation nor anything contained herein shall form the basis of or be relied on in connection with any contract or commitment whatsoever.

This presentation may contain forward-looking statements and other information that involve risks, uncertainties and assumptions. Forward-looking statements are statements that concern plans, objectives, goals, strategies, future events or performance and underlying assumptions and other statements that are other than statements of historical fact, including, but not limited to, those that are identified by the use of words such as "anticipates", "believes", "estimates", "expects", "intends", "plans", "predicts", "projects" and similar expressions. Such forward-looking statements include, without limitation, statements relating to the competitive environment in which the Company operates, general economic and business conditions, political, economic and social developments in the Asia-Pacific region (in particular, changes in economic growth rates in Indonesia and other Asian economies), the Company's landbank, costs and liabilities, customer diversification endeavors, the industry of the Company and other factors beyond the Company's control. Actual outcomes may vary materially from those indicated in the applicable forward-looking statements. Any forward-looking statement or information contained in this presentation speaks only as of the date the statement was made. None of the Company, its directors, commissioners, officers, employees, agents, advisers, affiliates or any other person assumes responsibility for the accuracy, reliability and completeness of the forward-looking statements contained in this presentation, and none of the Company, its directors, commissioners, officers, employees, agents, advisers, affiliates or any other person assumes any obligation to update any information contained in this presentation or to publicly release any revisions to any forward-looking statements to reflect actual results or events or circumstances that occur or that it becomes aware of after the date of this presentation. You should not place undue reliance on any forward-looking statements.

Accordingly, no representation or warranty, either expressed or implied, is provided by the Company, its directors, commissioners, officers, employees, agents, advisers, affiliates or any other person in relation to the accuracy, completeness or reliability of the information contained in this presentation, nor is it intended to be a complete statement or summary of the resources, markets or developments referred to in this presentation. It should not be regarded by recipients as a substitute for the exercise of their own judgment.

By accepting delivery of this presentation, the recipient agrees to accept and be bound by the statements, restrictions and limitations set forth herein and is deemed to have represented and agreed that the recipient and any account the recipient represents is (i) located outside the United States within the meaning of Regulation S under the U.S. Securities Act of 1933, as amended (the "Securities Act") or (ii) the recipient is a dealer or other professional fiduciary holding a discretionary account or similar account (other than an estate or trust) for the benefit and account of a person who is not, and each person on whose behalf the recipient is viewing this presentation is not, a US person as defined in Regulation S under the Securities Act.

# AGENDA

<b>01</b>	<b>COMPANY OVERVIEW</b>	<b>3</b>
<b>02</b>	<b>STRATEGIES AND OPERATIONAL UPDATES</b>	<b>14</b>
<b>03</b>	<b>KEY FINANCIAL INFORMATION</b>	<b>17</b>



## COMPANY OVERVIEW

# COMPANY OVERVIEW

## PT PURADELTA LESTARI TBK



### One of Leading Integrated Township Developers at East of Jakarta

#### ■ Integrated Property Developer

- Sourcing and acquiring land
- Design and development
- Project management
- Marketing, sales and commercial leasing
- Real estate management

#### ■ Established in 1993

#### Our primary project: Kota Deltamas

- Kota Deltamas is a self-sustainable integrated township, servicing industrial, commercial, and residential customers.

■ Master Plan Total Area : 3,051 Ha

■ Gross Land Bank : 1,727 Ha



**KOTA DELTAMAS**  
"Business & Lifestyle City"



# COMPANY OVERVIEW

## KEY COMPANY MILESTONES



- Incorporated as a local investment company in Indonesia



- Changed company status to foreign capital investment company
- Sojitz Corporation (previously Nissho Iwai Corporation) became 25% shareholder of the Company



- Launched first residential development



- Bekasi Regency Government Center officially relocated to Kota Deltamas

- Commenced work on Zone A of Greenland International Industrial Center ("GIIC") industrial area



- Commenced work on Zone C of GIIC

1993

1994

1996

2001

2002

2004

2008

2012

2013

2014

- Acquired land utilisation permit to operate over 3,000ha of land in the Bekasi Regency



- Direct access from Jakarta-Cikampek toll road to Kota Deltamas



- Commenced development of light industry area (Greenland Standard Factory Building or "Greenland SFB")



- Consolidation of PT Pembangunan Deltamas ("PDM") into PDL



- Commenced work on Zone B and D of GIIC industrial area



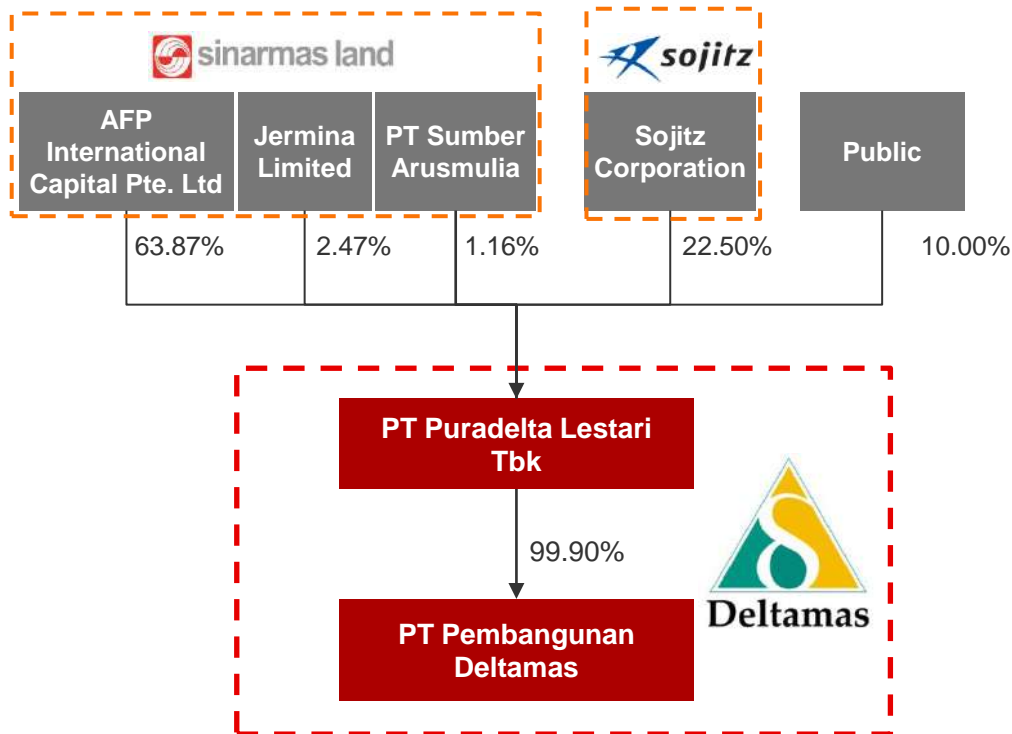
# COMPANY OVERVIEW

## SHAREHOLDING STRUCTURE



### Strong Partnership between Sinarmas Land and Sojitz Corporation

#### Ownership Structure of the Company



- A part of the leading conglomerate in Indonesia
- Listed on the SGX
- Leading property developer in Indonesia, with multi-sector expertise across retail, residential, commercial and industrial



- General trading company with a worldwide network comprising over 500 group companies and operations in c. 50 countries and region
- Operates in nine business segments: automotive, aerospace & IT business, infrastructure & environment business, energy, metals & coal, chemicals, food & agriculture business, lifestyle commodities & materials, and retail division
- Sojitz is listed on the TSE



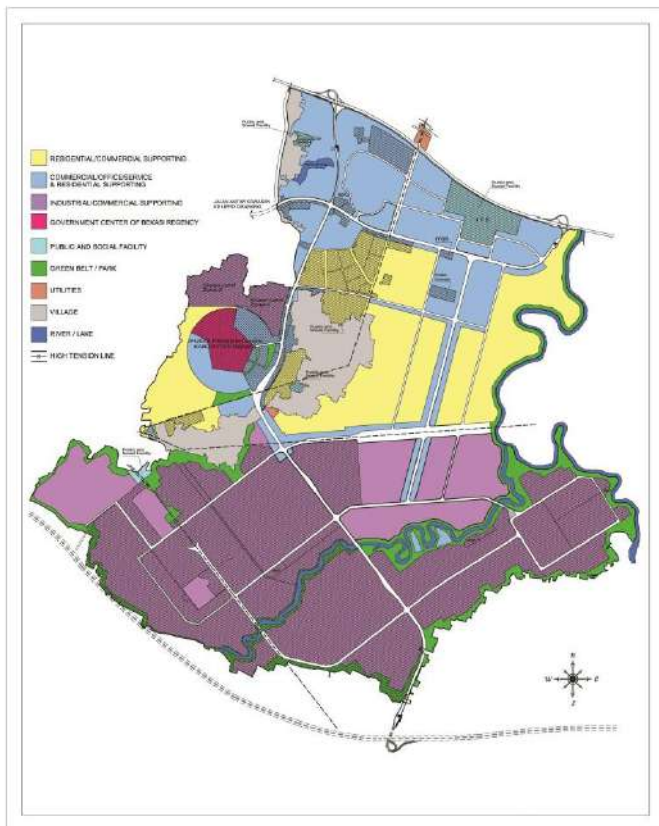
# COMPANY OVERVIEW

## KOTA DELTAMAS



### Solid Master Plan with Large Land Bank

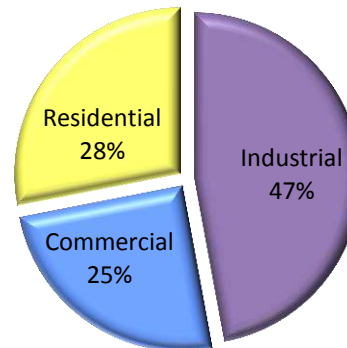
#### Land Allocation



#### Land Bank Update (31 Mar 2016)

As of Mar 2016 (Ha)	Industrial	Commercial	Residential	Total
Total Gross Area	1,438	757	856	3,051
Developed and Sold	1,006	188	131	1,325
Developed and Unsold	399	84	8	491
Undeveloped and Unsold	32	486	718	1,236
Gross Land Bank	431	569	726	1,727
Ratio	81%	65%	56%	65%
Net Saleable Land Bank	349	369	406	1,125

#### Area Development Plan



- One of the largest industrial land bank
- Flexibility to rezone its land bank
- Scope for land acquisition

Total Gross Area = 3,051 Ha



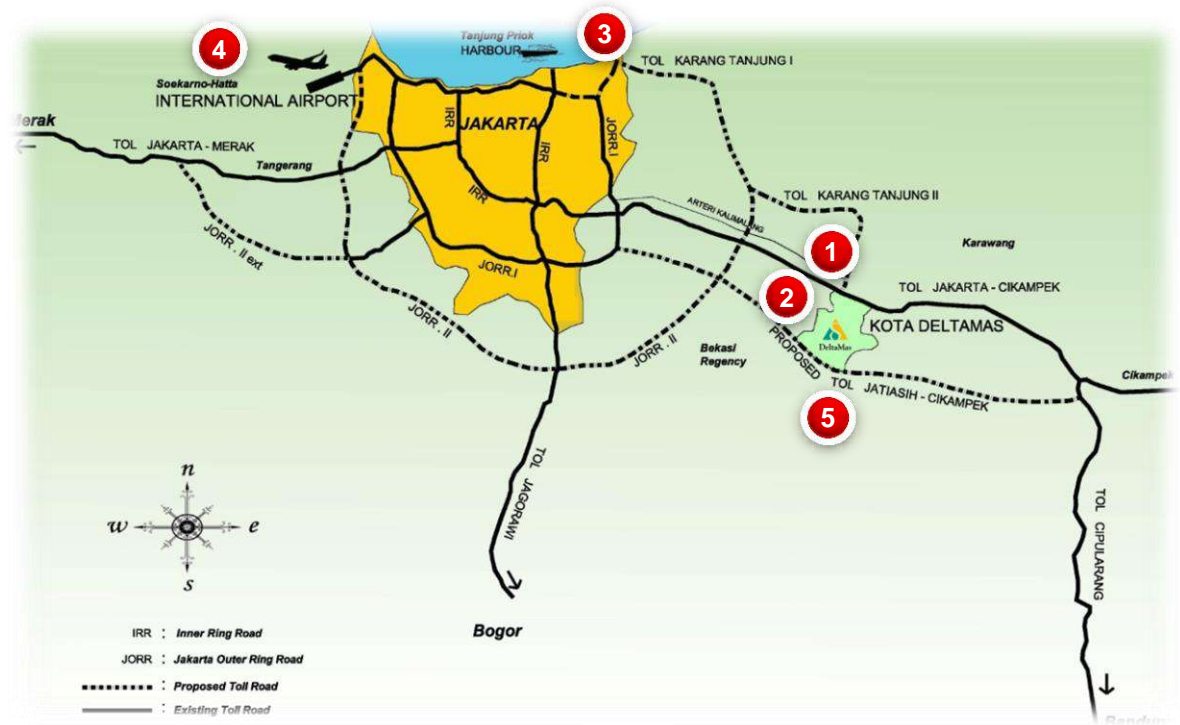
# COMPANY OVERVIEW

## KOTA DELTAMAS



### Strategically Located along Major Toll Road of Jakarta - Cikampek

- 1 ☒ Direct Access to Jakarta-Cikampek toll road\* 
- 2 ☒ Located at the epicenter of the industrial zone along Jakarta – Cikampek Toll Road 
- 3 ☒ ~50km from Jakarta's main international seaport – Tanjung Priok Seaport 
- 4 ☒ ~60km from Jakarta's only international airport – Soekarno-Hatta Airport 
- 5 ☒ Potential for a 2nd toll road between Jakarta & Bandung and an alternative toll road to Tanjung Priok Seaport



Jakarta-Cikampek toll road connects Jakarta to West Java and Central Java

# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



## One of the Largest Industrial Estate along the Jakarta-Cikampek Toll Road

### Greenland International Industrial Center (“GIIC”)



- Industrial estate with total gross area of 1,438 Ha
  - >83 number of customers in total
  - Most tenants are Japanese companies
  - Including light industrial area of standard factory buildings with gross area of c.74 Ha, generally used for warehouses or logistics
- **Suzuki** purchased 130ha of land to establish its factories
- **PT Kawasan Industri Terpadu Indonesia China (KITIC)** has purchased and is developing 200ha of land for industrial customers or customers from China



Suzuki



Takata



YKK



Nippon Express Logistics



Mitsui Soko



SGMW (construction)

- **PT Maxxis International Indonesia** purchased 35ha of land for tyre manufacturing
- **Mitsubishi Motors** has purchased 51ha of land to establish its factories
- **SAIC GM Wuling** has purchased 60ha of land to establish its factories

# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



### Attracting a Diverse Mix of Customers across the Various Sectors



#### Automobile



Automobile manufacturer



Automobile manufacturer



Automobile manufacturer



Tyre producer



#### Logistics



Logistics services provider



Logistics services provider



Logistics services provider



Logistics services provider



#### Food & Beverage



Food products manufacturer



Animal feed producer



Bread manufacturer



#### General consumers



Stationery producer



Zip producer



Diapers producer

# COMPANY OVERVIEW

## COMMERCIAL AND RESIDENTIAL ESTATE



### Development of Commercial Area

- Total Gross Development Commercial Area of 757 Ha, including clusters of “shop houses” and other commercial zone developments:
  - Government center (Bekasi Regency Government Center)
  - Tertiary Educational Institution (ITSB)
  - Future Shopping Mall – AEON Group entered into agreement with Kota Deltamas to develop a large scale shopping mall on a 20 Ha area
  - Hospitality – including hotels and serviced apartments



**Bekasi Regency  
Government Center**



**Educational  
Institution**



**Sport Centre**



**Hotel and  
Serviced Apartment**



# COMPANY OVERVIEW

## COMMERCIAL AND RESIDENTIAL ESTATE



### Development of Residential Area

- Total Gross Development Residential Area of 856 Ha, consist of individual landed units that are built in residential clusters
- Previously focused on mid-price range, moving forward planning to include middle to high-end housing
- Units are built to sell – construction of each unit in the cluster will commence upon receipt of a down payment
- Different building specification catering to multiple pricing points



**Housing in  
Clusters**



**Club House**



**Residential  
Facilities**

# COMPANY OVERVIEW

## SUPPORTING INFRASTRUCTURE AND UTILITIES



### World-class Infrastructure to Support Integrated Township Development

#### Environmental awareness

- Allocated common area space for greenery



- Waste water treatment plants



- Screening of industrial customers

#### Access to Jakarta-Cikampek toll road

- Direct access to toll road



- Three lanes wide primary arterial road



#### International standard infrastructure

- Water treatment plants



- PLN premium power supply line + 60MW sub station

- Telecommunication and fiber optic cable services

#### World class estate planning and design

- Lend Lease (Australia)
- Nippon Koei (Japan)
- UG Sekkei Co.Lt (Japan)
- Gibb Transport Planning Reading (Jakarta)
- Doxiadis Associates (Greece)

**Lend Lease**



**NIPPON KOEI**





## STRATEGIES AND OPERATIONAL UPDATES



# KEY BUSINESS INITIATIVES

## Profitability Maximization and Growth Strategies

Development of an integrated township



Flexibility to rezone land bank according to strategy and demand



Expansion of land bank area



Recurring income strategy



Development of international standard infrastructure and amenities



# OPERATIONAL UPDATES

## NEW INITIATIVES AND PIPELINE PROJECTS



### Initiatives for Sustainable Development

#### Current New Initiatives



##### Serviced Apartment

- 126 unit Serviced Apartment
- Soon to be completed and expected to operate in 2H 2016



##### Rental Factories

- 4 units of Rental Factories have been completed

#### Pipeline Projects



##### Commercial spaces

- Currently in planning and preparation phase to develop apartments and hotels
- Future recurring income assets for the Company



##### Residential spaces

- Future developments to include middle to high end housing
- Plan to build Japanese-style township to cater to Japanese customers



## KEY FINANCIAL INFORMATION

## Temporary Marketing Sales Slowdown

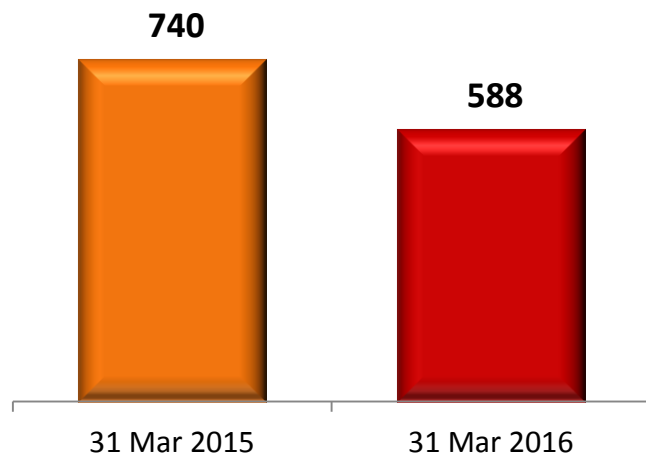
Marketing Sales	31 Mar 2016
Nominal / Value (Rp Bn)	66
Area / Volume (Ha)	2.6

- *Marketing sales in 1Q 2016 is still dominated by industrial land sales of Rp 42.5 billion or equal to around 2.2 Ha.*
- *Economy slowdown in Indonesia still continues in the first quarter of 2016.*
- *The Company is targeting 50 ha marketing sales from industrial land sales in 2016.*

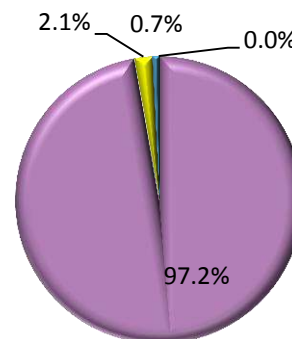
# KEY FINANCIAL INFORMATION



Revenues (in Rp Bn)



Revenues by Segment  
31 Mar 2015



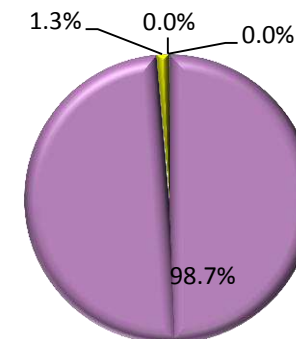
Industrial

Residential

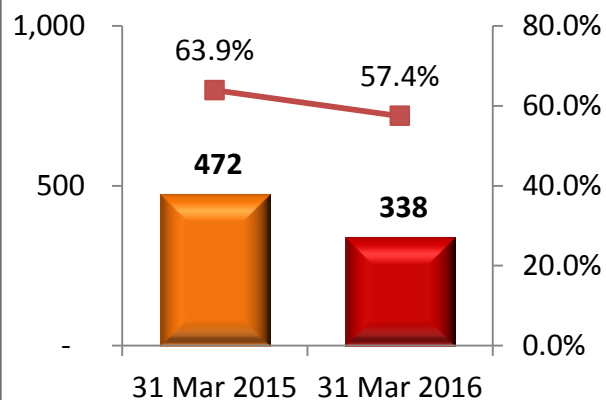
Commercial

Rental

Revenues by Segment  
31 Mar 2016

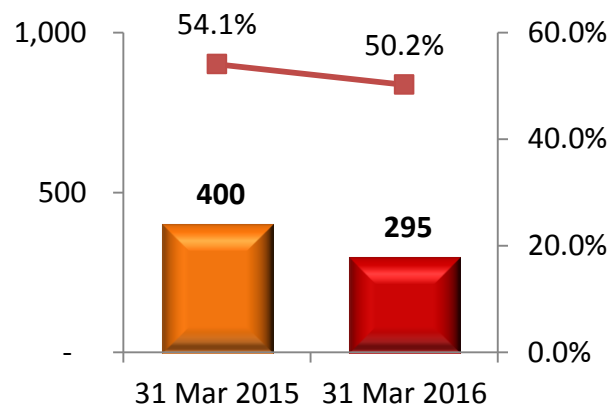


Gross Profit (in Rp Bn)



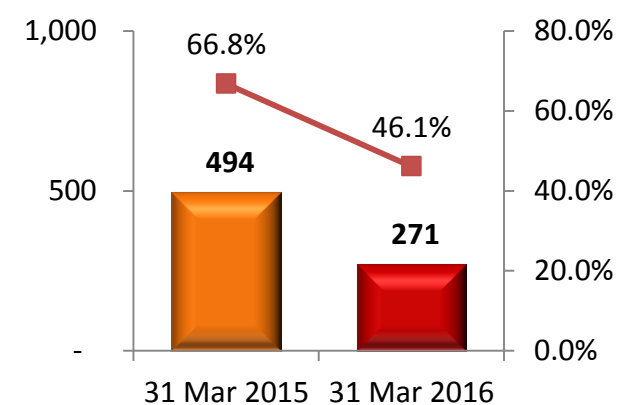
GP Margin

Operating Profit (in Rp Bn)



OP Margin

Net Profit (in Rp Bn)

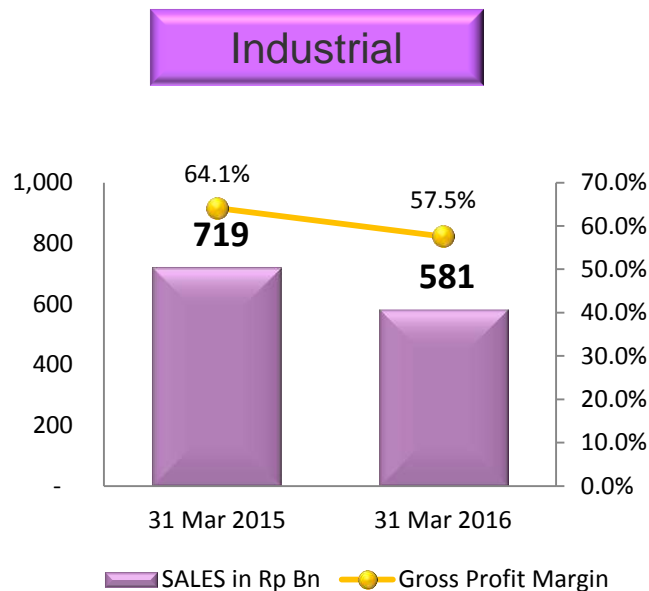


Net Profit Margin

# KEY FINANCIAL INFORMATION

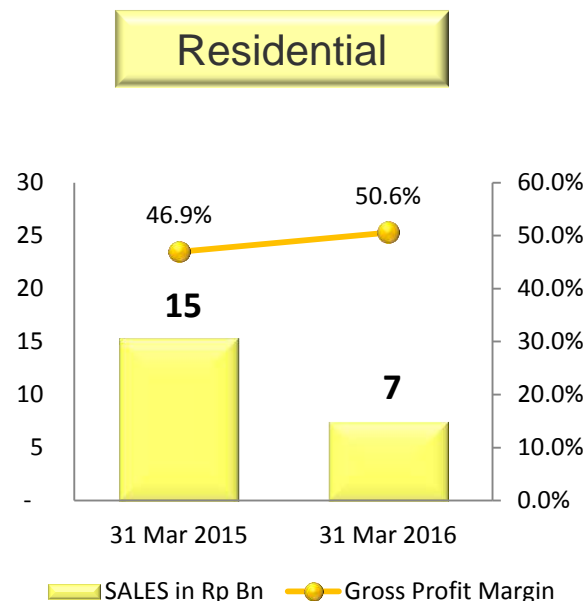


## Booked Rp 581 billion Industrial Land Sales

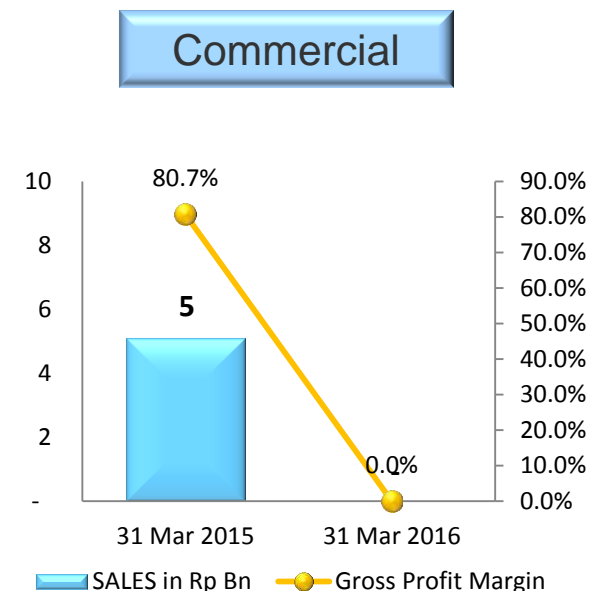


The Company booked sales to PT SAIC International Indonesia in 1Q 2016 of Rp 572 billion.

Declining margin was due to increasing development cost.



In 1Q 2016, the Company booked Rp 7 billion sales from the residential area and did not book any sales from the commercial area. The Company is still focusing on industrial land sales to attract the crowd in Kota Deltamas area. Along with the potential growing population in the near future, currently the Company is gradually developing its commercial and residential area in Kota Deltamas to anticipate increasing demand in coming years.



## Solid Financial Position

- The Company currently does not have any debt / loan.
- The Company has paid interim dividend for fiscal year 2015 on November 2015 amounting Rp 578 billion or Rp 12 per share.
- The Company's net cash position as of 31 Mar 2016 is above Rp 1 trillion.



# KEY FINANCIAL INFORMATION



## Summary - Income Statement

Income Statement in Rp Bn	Mar 2015	Mar 2016
Revenues	740	588
Gross Profit	472	338
Selling Expenses	23	0.2
General and Administration Expenses	13	13
Final Tax	37	29
Operating Profit	400	295
Profit Before Tax	498	275
Total Profit for the Year	494	272
Profit for the Period Attributable to:		
Owners of the Company	494	271
Non-controlling Interests	0.0	0.3

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2015	Mar 2016
<b>ASSETS</b>		
Cash and Cash Equivalent	1,175	1,057
Current Assets	4,495	4,330
Non Current Assets	3,512	3,367
<b>Total Assets</b>	<b>8,007</b>	<b>7,696</b>
<b>LIABILITIES</b>		
Current Liabilities	829	246
Non Current Liabilities	17	18
<b>Total Liabilities</b>	<b>847</b>	<b>264</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>7,161</b>	<b>7,432</b>

# THANK YOU

For Further Information:

PT Puradelta Lestari Tbk.  
Marketing Office Kota Deltamas  
Jl. Tol Jakarta-Cikampek KM 37  
Cikarang Pusat – Bekasi 17530, Indonesia

Phone	: +62 21 8997 1188
Fax	: +62 21 8997 2029
Email	: <a href="mailto:finance@deltamas.co.id">finance@deltamas.co.id</a> <a href="mailto:ricardo@deltamas.co.id">ricardo@deltamas.co.id</a>
Website	: <a href="http://www.kota-deltamas.com">www.kota-deltamas.com</a>