

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**MARCH 2018 UNAUDITED RESULTS**



**APRIL 2018**  
STRICTLY CONFIDENTIAL



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# AGENDA

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## COMPANY OVERVIEW

# COMPANY OVERVIEW

## PT PURADELTA LESTARI TBK



### Leading Integrated Township Developers at East of Jakarta

- PT Puradelta Lestari Tbk. (DMAS) is a property developer of **KOTA DELTAMAS**, an integrated township of industrial, commercial, and residential estate located at Cikarang, around 37 kilometers east of Jakarta.
- Established in 1993
- Listed in Indonesia Stock Exchange (IDX) in 2015



# COMPANY OVERVIEW

## KEY COMPANY MILESTONES



- Incorporated as a local investment company in Indonesia



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



- Bekasi Regency Government Center officially relocated to Kota Deltamas



- Commenced work on Greenland International Industrial Center ("GIIC")



- Listed in IDX



- Obtained Certification of ISO 9001:2015, ISO 14001:2015, and OHSAS 18001:2007

1993

1996

2001

2002

2004

2008

2012

2015

2017

2018

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



- Launched first residential development



- Commenced development of light industry area



- Consolidation of PT Pembangunan Deltamas ("PDM") to the Company



- GIIC obtained KLIK facility (Direct Construction After Investment)



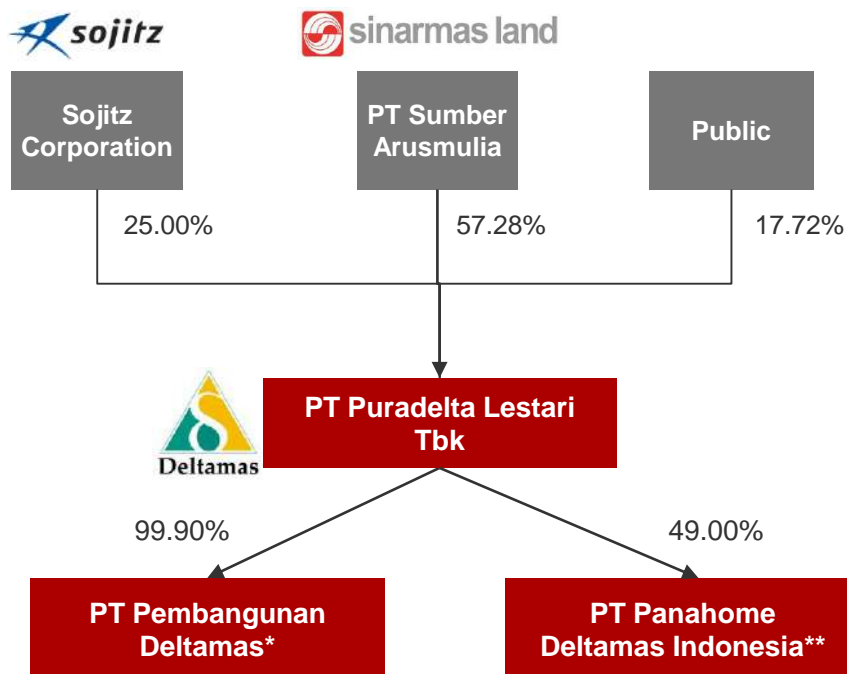
# COMPANY OVERVIEW

## SHAREHOLDING STRUCTURE



### Joint Venture Company of Sinarmas Land and Sojitz Corporation

#### Ownership Structure of the Company



#### Combination of Unique Strength of Sinarmas land and Sojitz Corporation



##### Proven Expertise and Long Track Record of Property Development and Management

- Leading and most experienced property developer in Indonesia
- Listed in SGX



##### Strong International Marketing Platform and Strategic Partnership

- General trading conglomerate with a worldwide network in c. 50 countries and regions
- Listed in TSE

\* Subsidiary of the Company

\*\* Joint Venture Project



# COMPANY OVERVIEW

## LOCATION



### TRANS JAVA TOLL ROAD DEVELOPMENT



- |                                       |                                 |
|---------------------------------------|---------------------------------|
| <b>A</b> Jakarta, Indonesia's capital | <b>D</b> Bandung, West Java     |
| <b>B</b> Bekasi Regency, West Java    | <b>E</b> Semarang, Central Java |
| <b>C</b> Cikampek, West Java          | <b>F</b> Surabaya, East Java    |



### KOTA DELTAMAS INTEGRATED TOWNSHIP

#### JAKARTA-CIKAMPEK TOLL ROAD (A-C)

- Jakarta-Cikampek Toll Road connects Jakarta to Central Java and West Java and is an important part of Trans Java Toll Road Plan.
- The toll road also connects to international airport and seaport in Greater Jakarta.
- It is the busiest toll road with highest traffic volume in Indonesia.
- Dubbed as the most advanced industrial area in Indonesia, with more than 10 industrial estate alongside the Jakarta-Cikampek Toll Road.

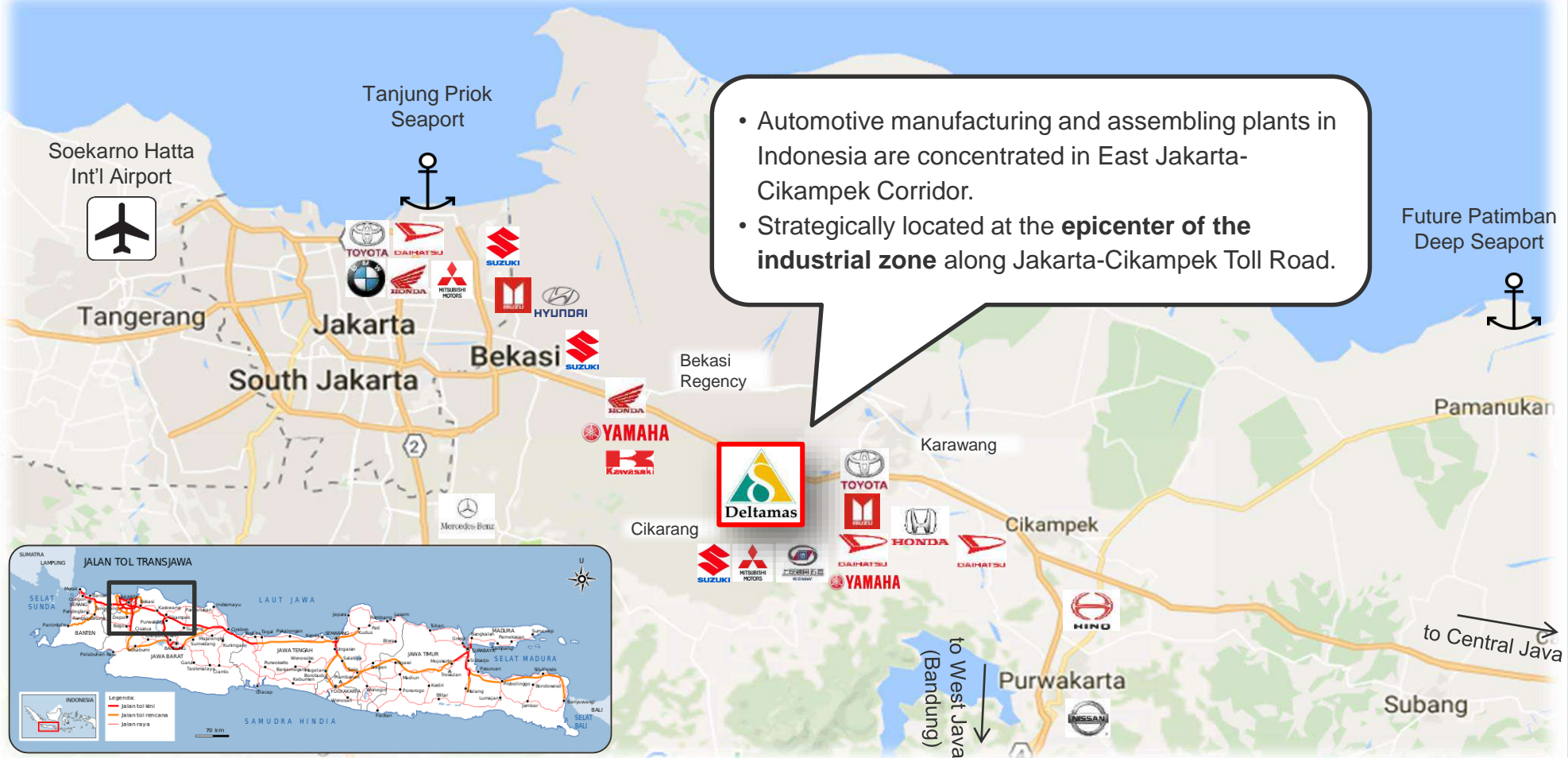


# COMPANY OVERVIEW

## LOCATION



### AUTO INDUSTRY CONCENTRATION



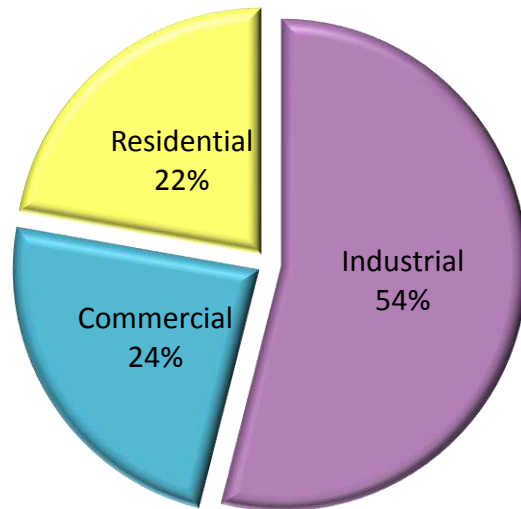
# COMPANY OVERVIEW

## DEVELOPMENT AREA AND LAND BANK



### Solid Master Plan with Large Land Bank

#### Area Development Plan



Total Gross Area = 3,177 Ha

#### Land Bank Update (31 Mar 2018)

As of Mar 2018(Ha)	Industrial	Commercial	Residential	Total
Total Gross Area	1,714	757	706	3,177
Land Sold	1,191	263	191	1,645
Gross Land Bank	522	495	515	1,532

# COMPANY OVERVIEW

## KOTA DELTAMAS DEVELOPMENT



Commercial



Gov't Centre



Industrial

## KOTA DELTAMAS INTEGRATED TOWNSHIP



**KOTA DELTAMAS**  
'Business & Lifestyle City'



Residential

\* The pictures are illustration of Kota Deltamas future development



# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



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

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



- ~ 90 industrial tenants
- Mostly auto and auto related sectors
- Mostly Japanese companies

Big Tenants	Area	Year	Status
KITIC	~200 Ha	2009 – 2011	Operating
Suzuki	~130 Ha	2011	Operating
SAIC GM Wuling	~ 60 Ha	2015	Operating (since 2017)
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Operating (since 2017)
Astra Honda Motor	~ 38 Ha	2016	Under Construction
Maxxis	~ 35 Ha	2014	Under Construction



**Wide Primary Arterial Road at GIIC Entrance**



**Automotive Manufacturer in GIIC**



**Waste Water Treatment Plant Facilities**



**Rental Factory Building**

# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



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



#### Auto and Auto Related



Automobile manufacturer



Automobile manufacturer



Automobile manufacturer



#### Logistics



Logistics services provider



Logistics services provider



Logistics services provider



Logistics services provider



#### Food & Beverage



Food products manufacturer



Animal feed producer



Bread manufacturer



#### Others



Pharmacy & Consumer Health



Zip producer



Sanitary

# COMPANY OVERVIEW

## COMMERCIAL ESTATE



### Development of Commercial Area

#### EXISTING COMMERCIAL & PUBLIC FACILITIES

**Offices**



**Restaurants**



**Resorts**



**Hotel**



**Svcd. Apartment**



**Sport Centre**



**School & University**



**Shophouses**



**Gov't Centre**



#### IN PROGRESS / FUTURE

**Commercial Centre**



**Shopping Centre**



**Hospital & Clinic**



# COMPANY OVERVIEW

## RESIDENTIAL ESTATE



### Development of Residential Area

- **Main Products** : Landed house in residential clusters
- **Target Market** : Middle income to high income segment
- **Selling method** : Built to sell - construction of each unit will commence upon down payment
- **Total Units Sold** : > 2,600 units



**Housing in  
Clusters**



**Club House  
Facility**



**Swimming Pool  
Facility**



**Fitness Centre  
Facility**

In 2017, DMAS enters into agreement with **PanaHome Asia Pacific Pte. Ltd.**, a housing company under Panasonic Group, to create a sustainable smart-town residential estate inside Kota Deltamas

**PanaHome**





# COMPANY OVERVIEW

## SUPPORTING INFRASTRUCTURE AND UTILITIES



### Ensuring Sustainability of Kota Deltamas Development

#### INFRASTRUCTURES



Direct Access to the Toll Road



Wide Primary Arterial Road



Green Space and Nursery

#### ENERGY & RESOURCES



Clean Water Treatment Plant



Waste Water Treatment Plant

- **Electricity** → PLN Premium Contract + 60 MW sub station
- **Gas** → PGN
- **Telecommunication** + fiber optic cable services

#### ESTATE MANAGEMENT AND TENANT RELATIONS TEAM

- Experienced Estate Management and Tenant Relations Professionals



Security Officers



Fire Fighter Team

#### WORLD CLASS ESTATE PLANNING & DESIGN

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

**NIPPON KOEI**

**Lend Lease**

**Doxiadis Associates**

**GIBB**  
ENGINEERING & SCIENCE



## OPERATIONAL UPDATES

### Greenland Square Commercial Development



#### Greenland Square

A cluster of strategic commercial landplots, located at Kota Deltamas main road. Greenland Square is located at premium area nearby Bekasi Regency Government Centre and nearby residential and industrial estate.



#### Resident Facilities

A number of residential facilities, such as hospital, school, and fast food restaurants will be operating in Kota Deltamas soon. In addition, a Japanese school will also be operating in Kota Deltamas to provide education for the kids of Japanese expatriates.

# OPERATIONAL UPDATES

## NEW INITIATIVES AND PIPELINE PROJECTS

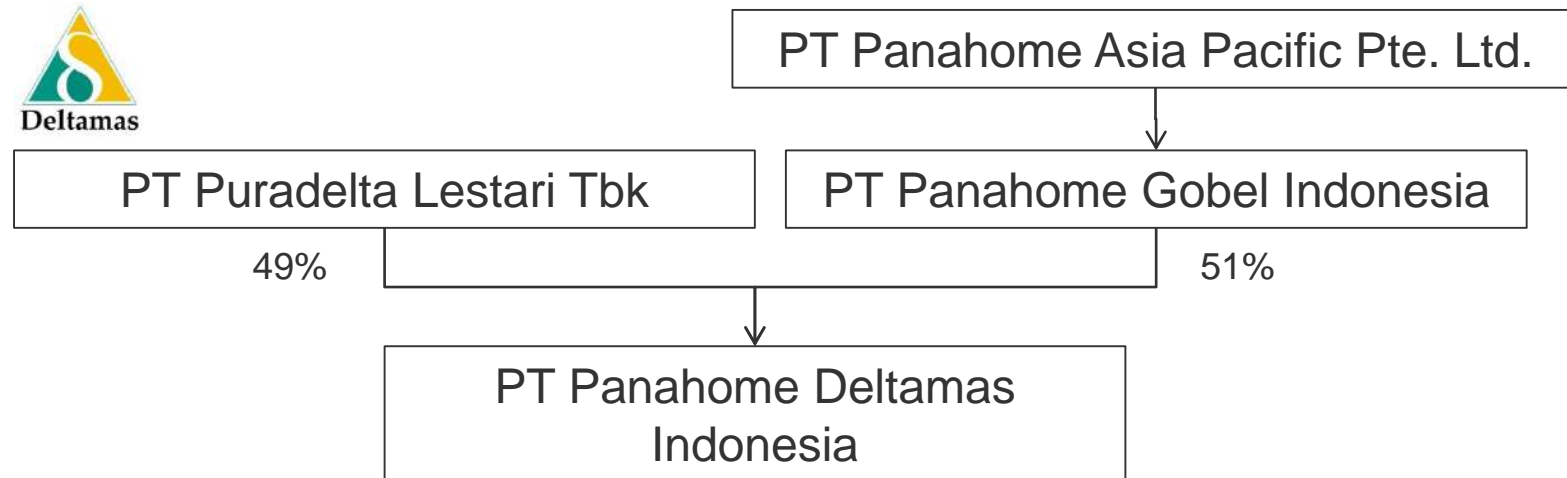


### Joint Venture of PT Panahome Deltamas Indonesia

The Company established a joint venture company of PT Panahome Deltamas Indonesia in 2017 to develop a sustainable smart town residential estate inside Kota Deltamas.



**PanaHome**



# OPERATIONAL UPDATES NEW INITIATIVES AND PIPELINE PROJECTS



Continuously to be the Most Advanced with Facilities and Certifications

## Direct Construction After Investment (KLIK)

The banner features a blue background with a white truck on the right. On the left, there is a logo for 'KOTA DELTAMAS Business & Lifestyle City' and a large 'KLIK' logo. Below the 'KLIK' logo, it says 'KEMUDAHAN INVESTASI LANGSUNG KONSTRUKSI'. At the bottom, there is contact information: 'INFO LEBIH LANJUT: 021 89971188' and the website 'www.kota-deltamas.com'. Social media icons for Facebook, Instagram, and Twitter are also present, along with logos for 'sojitz' and 'sinarmas land'.

KOTA DELTAMAS  
Business & Lifestyle City

GIIC - Kota Deltamas  
sebagai kawasan

**KLIK**

**KEMUDAHAN INVESTASI LANGSUNG KONSTRUKSI**

INFO LEBIH LANJUT:  
021 89971188

www.kota-deltamas.com

Development by  
sojitz sinarmas land

## Certifications of Integrated Management System





# OPERATIONAL UPDATES NEW INITIATIVES AND PIPELINE PROJECTS



## Kota Deltamas as a Role Model of Industrial based Integrated Township



Visit from Japanese International Corporation Agency (JICA), with participants from various countries in the world to study the industrial development in Indonesia



Visit from the academics in the event of 4th Planocosmo International Conference held by ITB (Bandung Institute Technology) to study a new township development

# OPERATIONAL UPDATES NEW INITIATIVES AND PIPELINE PROJECTS



## Continuous CSR Activities

We value our surrounding communities and environment as substantial stakeholders for Kota Deltamas sustainable development





### Solid Marketing Sales Performance

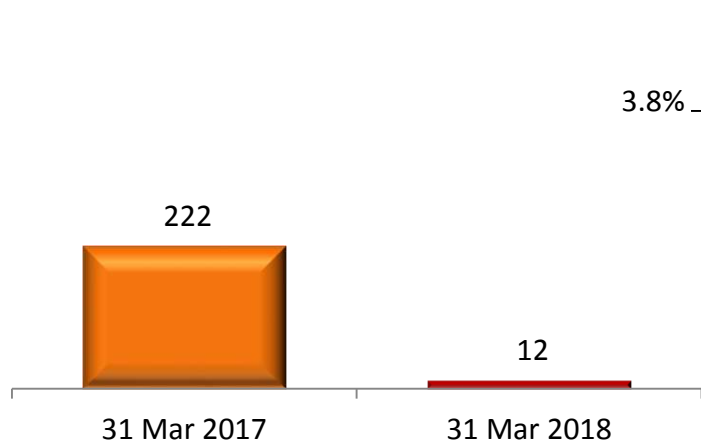
- Total marketing sales in 2017 was Rp 1,408 billion, mostly contributed by sales from industrial segments. The marketing sales were also contributed by land sales for joint venture (JV) project. The remaining sales came from both residential and commercial segments.
- The Company targets Rp 1,250 billion of marketing sales in 2018, which is relatively flat compared to 2017 achievement (excluding land sales for JV project).
- Total marketing sales in 1Q 2018 was Rp 332 billion, mostly contributed by sales from industrial segments.



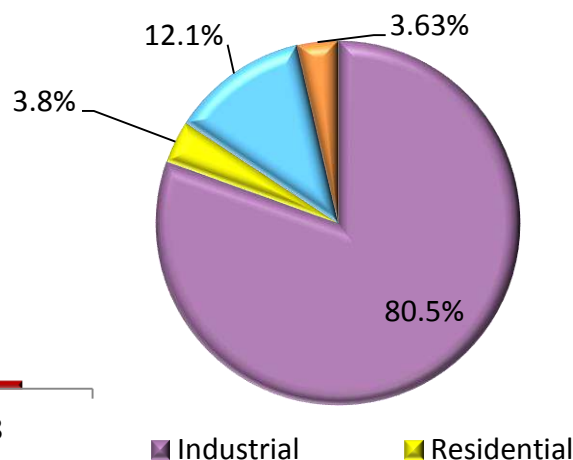
## KEY FINANCIAL INFORMATION

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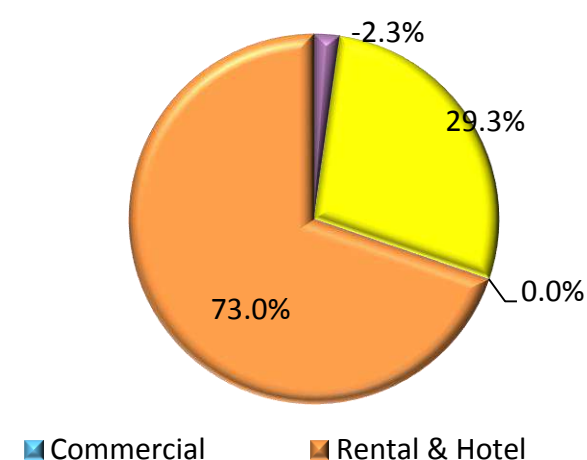
Revenues (in Rp Bn)



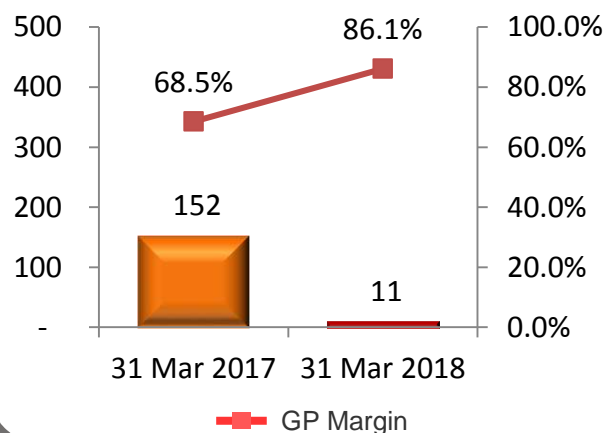
Revenues by Segment  
1Q 2017



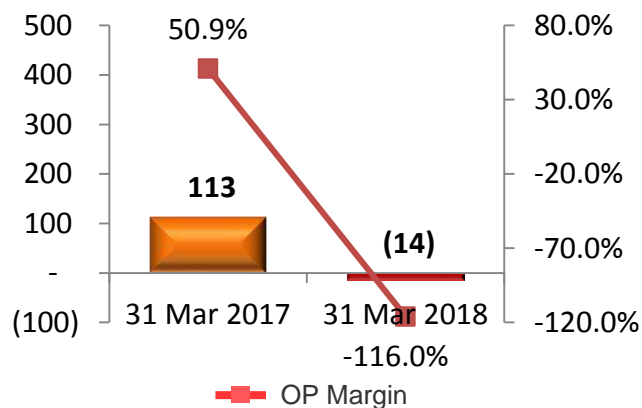
Revenues by Segment  
1Q 2018



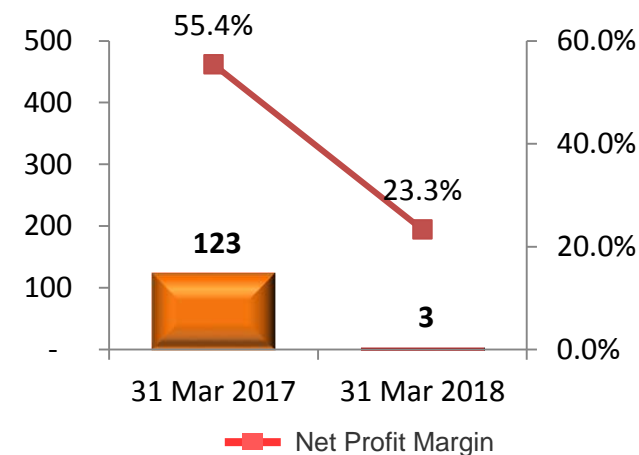
Gross Profit (in Rp Bn)



Operating Profit (in Rp Bn)



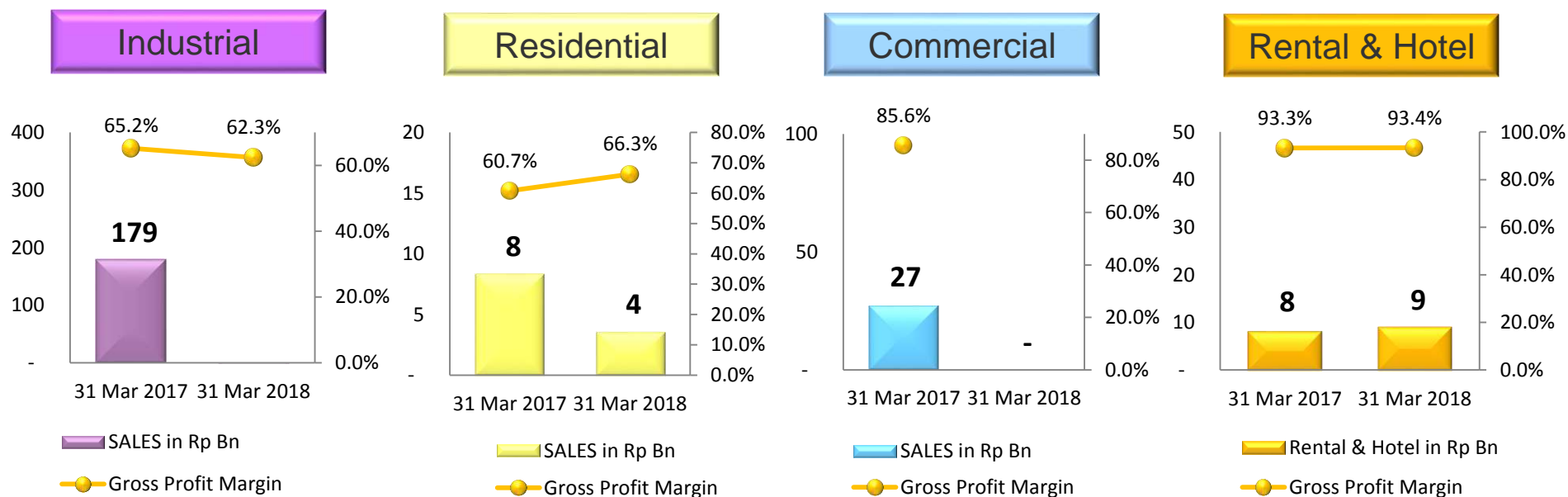
Net Profit (in Rp Bn)



# KEY FINANCIAL INFORMATION



## Revenues by Segment



Negative industrial sales revenues due to cash return on excessive land area after remeasurement

Increasing gross profit margin on residential segment

No commercial sales was recorded in 1Q 2018

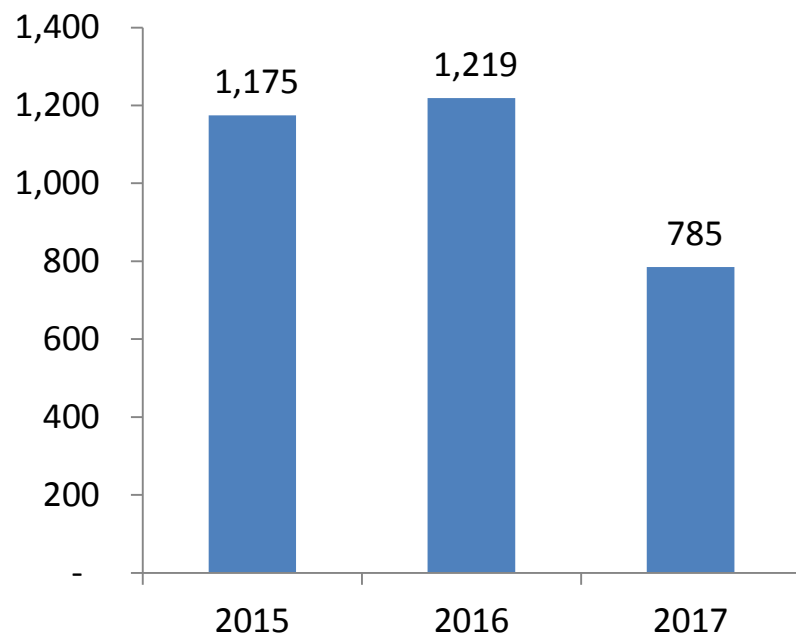
Consistent revenues on rental factory and hotel / serviced apartment

# KEY FINANCIAL INFORMATION

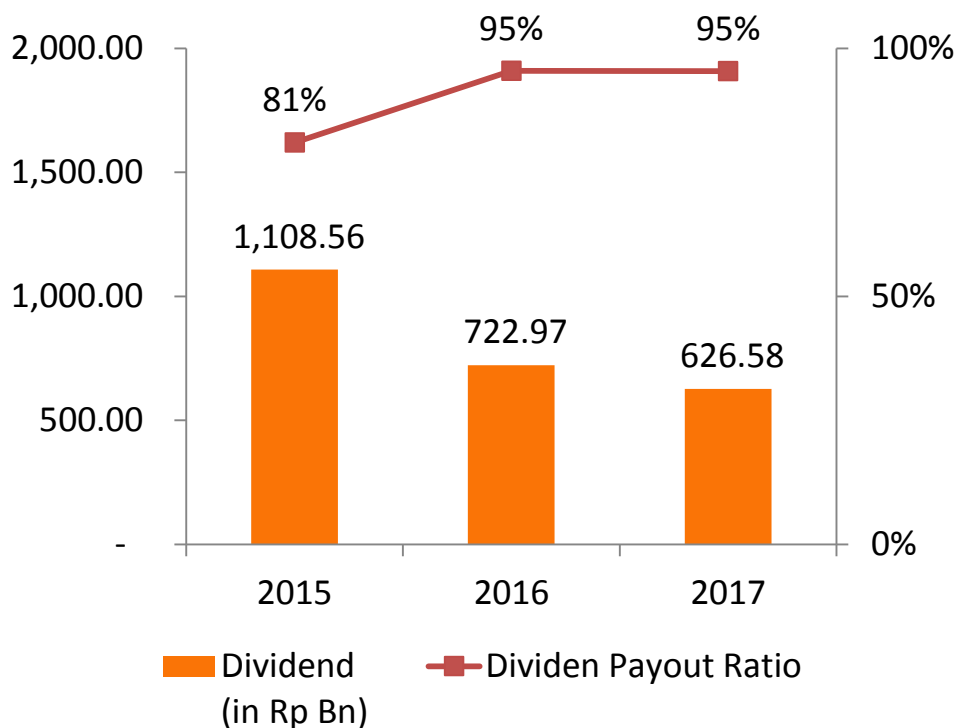


## Optimum Return for Shareholders

**Cash and Cash Equivalent  
(in Rp Bn)**



**Historical Dividend by Fiscal Year**



## Solid Financial Position

- The Company currently does not have any debt / loan.
- The Company has distributed interim cash dividend for 2017 fiscal year of Rp 313 billion on December 13, 2017.
- The Company will distribute another cash dividend for 2017 fiscal year of Rp 313 billion on May 24, 2018.
- The Company's net cash position as of 31 Mar 2018 was Rp 603 billion.

# KEY FINANCIAL INFORMATION



## Summary - Income Statement

Income Statement in Rp Bn	Mar 2018	Mar 2017
Revenues	12	222
Gross Profit	11	152
Selling Expenses	2	57
General and Administration Expenses	23	27
Final Tax	0.2	7
Operating Profit / (Loss)	(14)	113
Profit Before Tax	8	127
Total Profit for the Year	2.864	123.233
Profit for the Period Attributable to:		
Owners of the Company	2.853	123.226
Non-controlling Interests	0.011	0.006

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Mar 2018	Dec 2017
<b>ASSETS</b>		
Current Assets	3,504	3,536
Non Current Assets	3,945	3,935
<b>Total Assets</b>	<b>7,449</b>	<b>7,471</b>
<b>LIABILITIES</b>		
Current Liabilities	412	438
Non Current Liabilities	29	27
<b>Total Liabilities</b>	<b>440</b>	<b>465</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>7,009</b>	<b>7,006</b>



# THANK YOU

For Further Information:

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