

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
MARCH 2019 UNAUDITED RESULTS



APRIL 2019
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

JOINT VENTURE :



PT Puradelta Lestari Tbk (DMAS IJ)

Project Title : Kota Deltamas

Project Description : Industrial-based Modern Integrated Township

Location : Jalan Tol Jakarta-Cikampek KM 37, Cikarang Pusat, Bekasi

Total Area : ± 3,181 hectares

Established in : 1993

Year of IPO : 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)



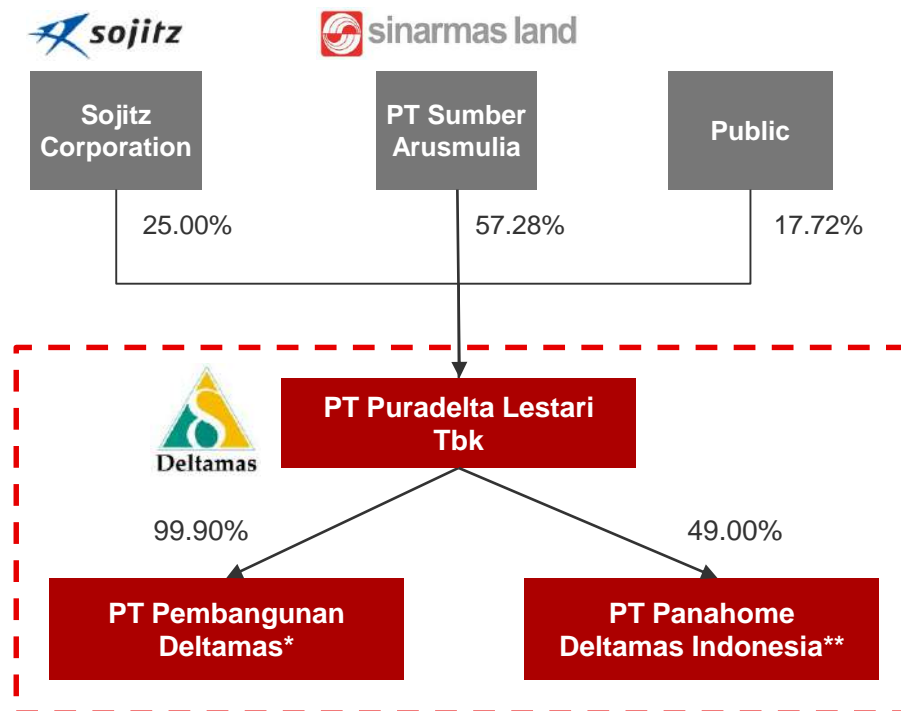
COMPANY OVERVIEW

SHAREHOLDING STRUCTURE



Joint Venture Company of Sinarmas Land and Sojitz Corporation

Ownership Structure of the Company



* Subsidiary of the Company

** Joint Venture Project

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

COMPANY OVERVIEW

LOCATION



TRANS JAVA TOLL ROAD DEVELOPMENT



- | | |
|---------------------------------------|---------------------------------|
| A Jakarta, Indonesia's capital | D Bandung, West Java |
| B Bekasi Regency, West Java | E Semarang, Central Java |
| C Cikampek, West Java | F 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



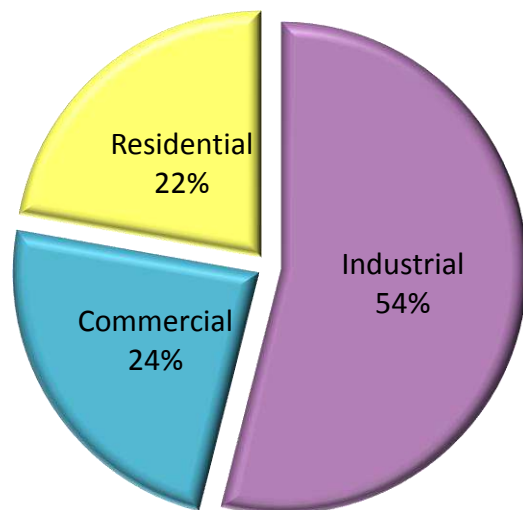
COMPANY OVERVIEW

DEVELOPMENT AREA AND LAND BANK



Solid Master Plan with Large Land Bank

Area Development Plan



Total Gross Area = 3,181 Ha

Land Bank Update (31 Mar 2019)

As of Mar 2019 (Ha)	Industrial	Commercial	Residential	Total
Total Area	1,718	757	706	3,181
Land Sold	1,237	273	193	1,703
Land Bank	480	484	514	1,478

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
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Operating
Astra Honda Motor	~ 38 Ha	2016	Under Construction
Maxxis	~ 35 Ha	2014	Under Construction



GIIC Entrance Gate

COMPANY OVERVIEW

INDUSTRIAL ESTATE



Attracting a Diverse Mix of Customers across the Various Sectors



Auto and Auto Related



Logistics



Food & Beverage / Related



Others



Development of Commercial Area

Commercial Products: Commercial Lot, Shophouses, Others

Existing Commercial & Public Facilities

Office



Restaurant



Shophouses



Hotel



School & University



Serviced Apartment



Sport Centre



Gov't Centre



Upcoming Development

Commercial Centre



Clinic & Hospital



Mall



- Cikarang Japanese School has started the operation since April 2019. It is providing education facilities for the kids of Japanese expatriates. The presence of Cikarang Japanese School is expected to attract Japanese expatriates to live in Kota Deltamas and subsequently boost the commercial activities.
- SMK Ananda Mitra Industri Deltamas has been built and operating in Kota Deltamas
- A chain restaurant is operating in Kota Deltamas commercial area
- Several commercial tenants has purchased land in Kota Deltamas for hospital, gas station, etc.



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

- DMAS is collaborating with **Panahome Asia Pacific Pte. Ltd.**, a real estate company under Panasonic Group, to develop a residential estate with the concept of sustainable smart town in Kota Deltamas
- In 2018, DMAS launched residential cluster of Naraya Park, located strategically nearby GLIC industrial estate.

Panasonic Homes



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 + 2X60 MVa 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

OPERATIONAL UPDATES



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 handles for Facebook, Instagram, and Twitter are also listed. Logos for 'Development by sojitz' and 'sinarmas land' are at the bottom right.

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



Development of Residential Estate

Naraya Park Residential Cluster



KOTA DELTAMAS
"Business & Lifestyle City"

START FROM
Rp **380** an Jt

tipe 30/50

Naraya Park berada di daerah segitiga emas Kota Deltamas dekat dengan kawasan industri GILC, area komersial dan pusat pemerintahan Kabupaten Bekasi. Naraya Park memiliki tiga tipe yakni tipe 30/50, tipe 50/48 dan tipe 56/60. Dengan gaya arsitektur minimalis, Naraya Park didesain untuk kenyamanan bagi setiap penghuninya.

naraya park

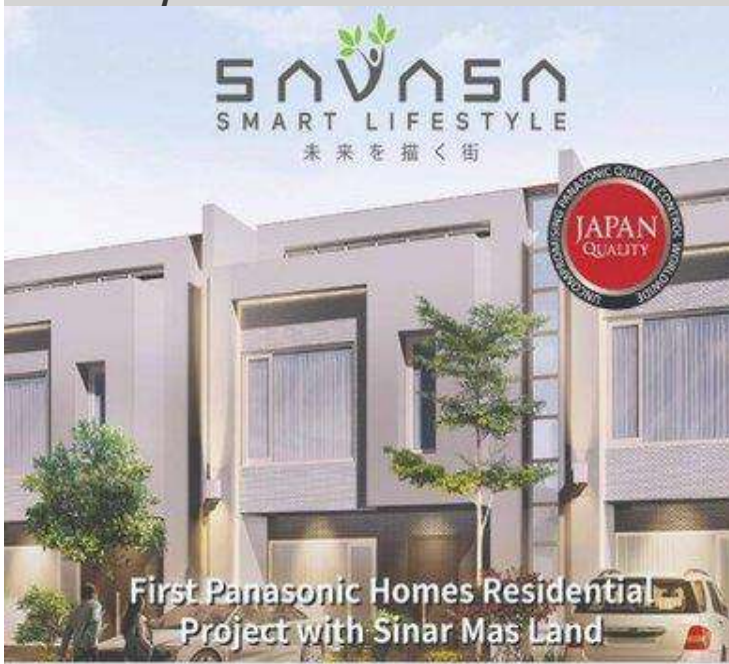
CICILAN mulai Rp **3** Jt-an

NUP Rp 2 Juta (refundable)*

www.kota-deltamas.com

Development by **sojitz** **sinarماس land**

Savasa Residential Estate by Panahome Deltamas Indonesia



SAVASA
SMART LIFESTYLE
未来を描く街

JAPAN QUALITY

First Panasonic Homes Residential Project with Sinar Mas Land

Joint development by:

Panasonic Homes & Living **sinarماس land** Building for a better future

EXIT TOL KM 37
Cikarang Pusat (Kota Deltamas)

Cikarang Japanese School in Kota Deltamas



Cikarang Japanese School in Kota Deltamas has been operating since April 2019. This is the first official Japanese School at Bekasi – Karawang – Purwakarta area.

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

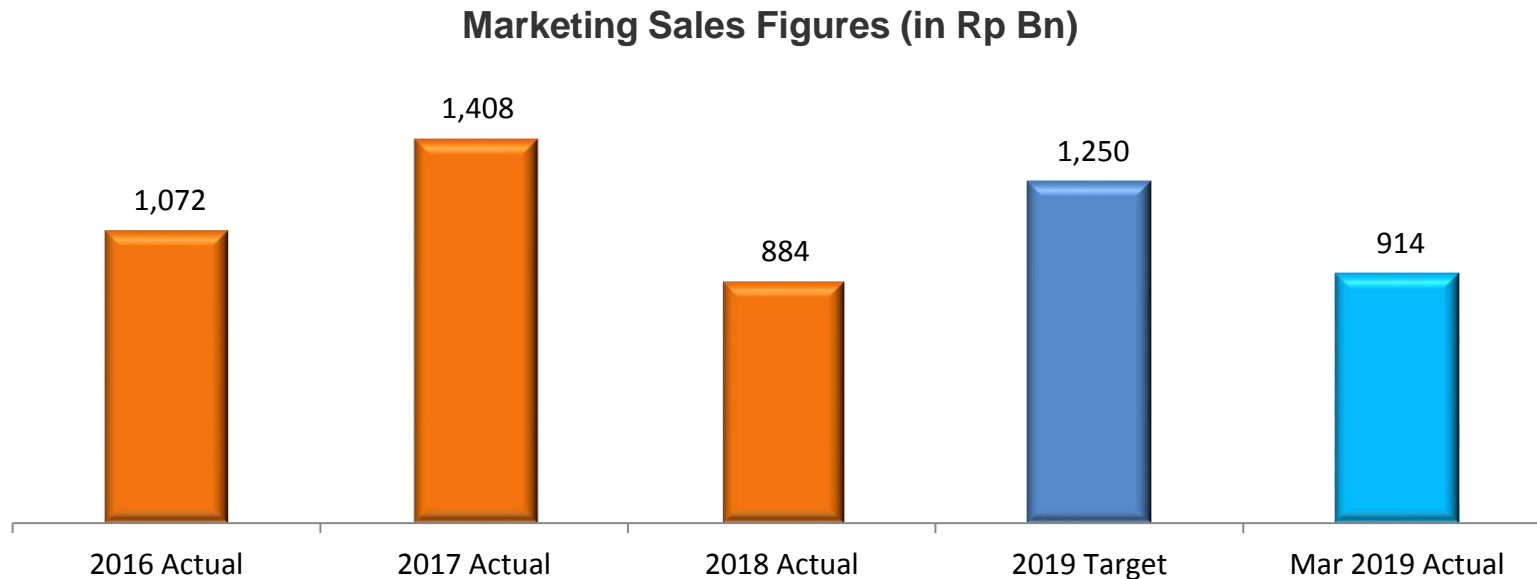




KEY FINANCIAL INFORMATION

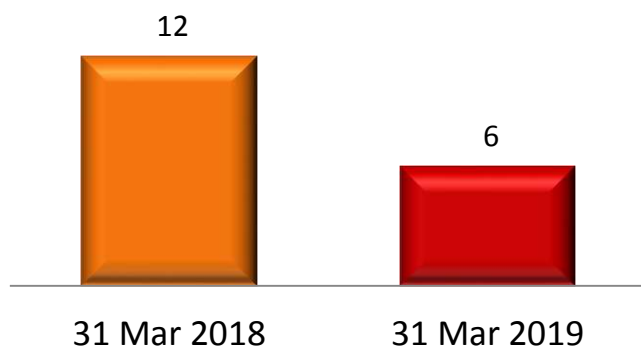
Marketing Sales Achievement

Total marketing sales YTD Mar 2019 was Rp914 billion, with most contribution from commercial and industrial segment.

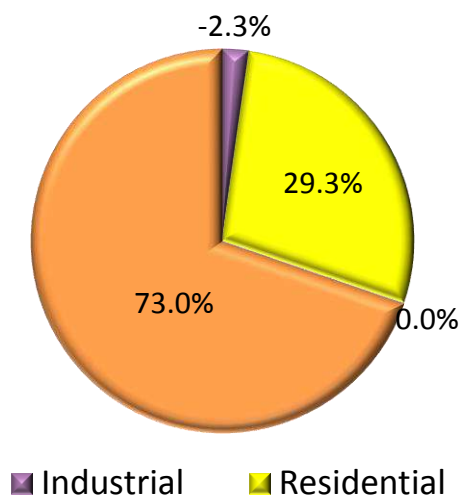


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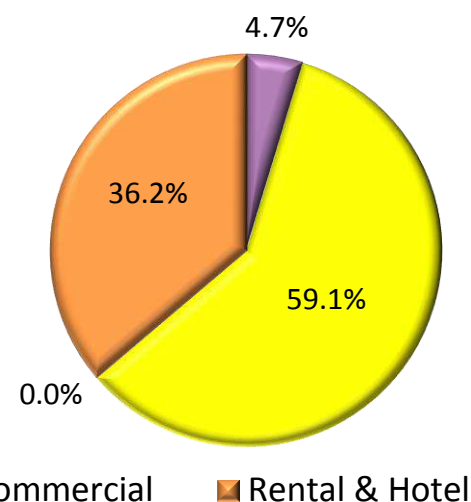
Revenues (in Rp Bn)



Revenues by Segment
YTD Mar 2018

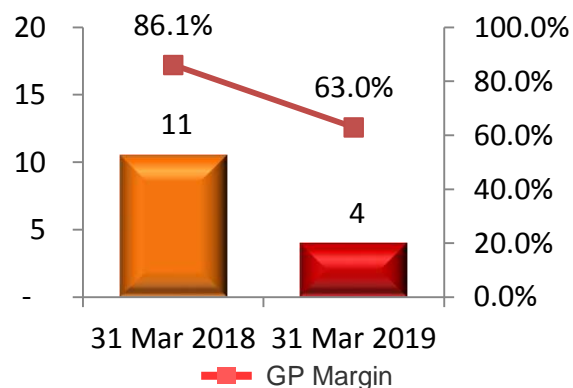


Revenues by Segment
YTD Mar 2019

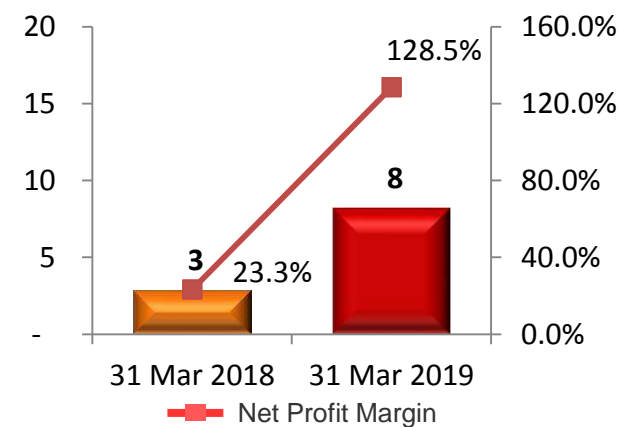
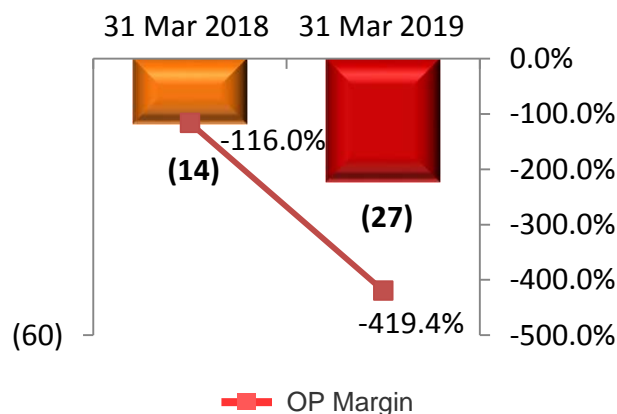


Net Profit (in Rp Bn)

Gross Profit (in Rp Bn)



Operating Profit (in Rp Bn)

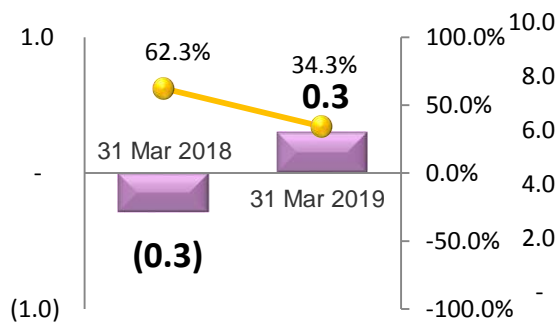


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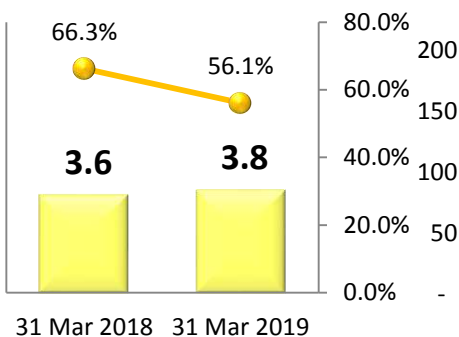


Revenues by Segment

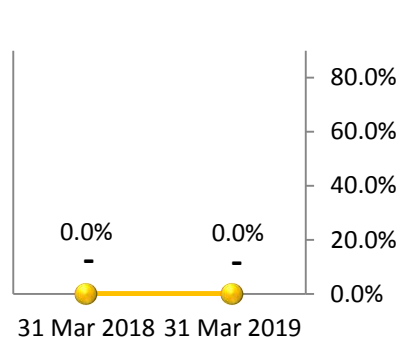
Industrial



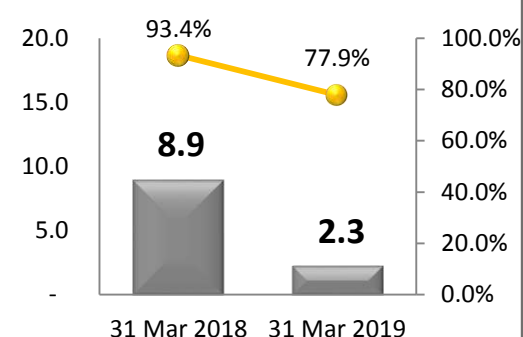
Residential



Commercial



Rental & Hotel



SALES in Rp Bn Gross Profit Margin

SALES in Rp Bn
Gross Profit Margin

SALES in Rp Bn
Gross Profit Margin

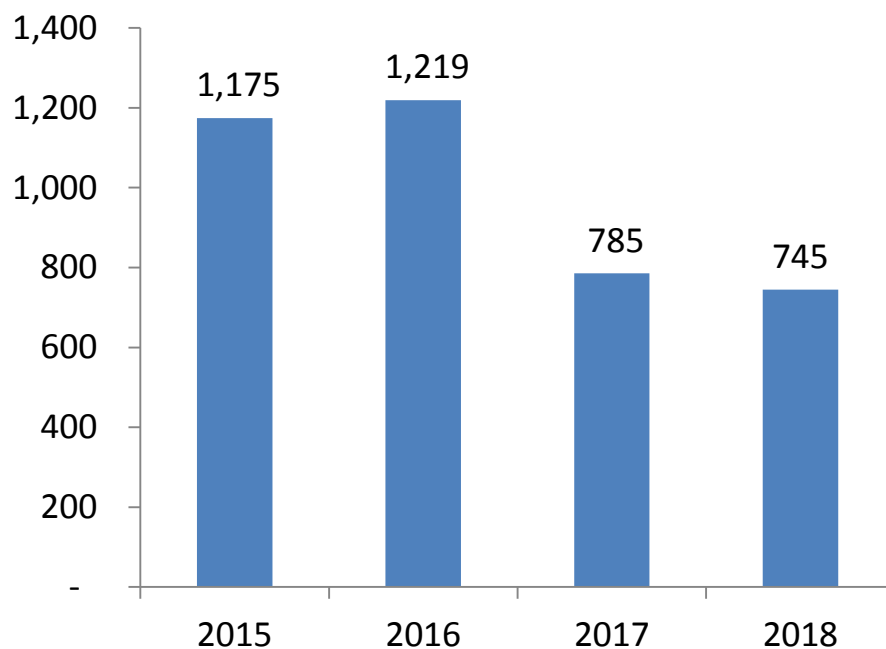
Rental & Hotel in Rp Bn
Gross Profit Margin

KEY FINANCIAL INFORMATION



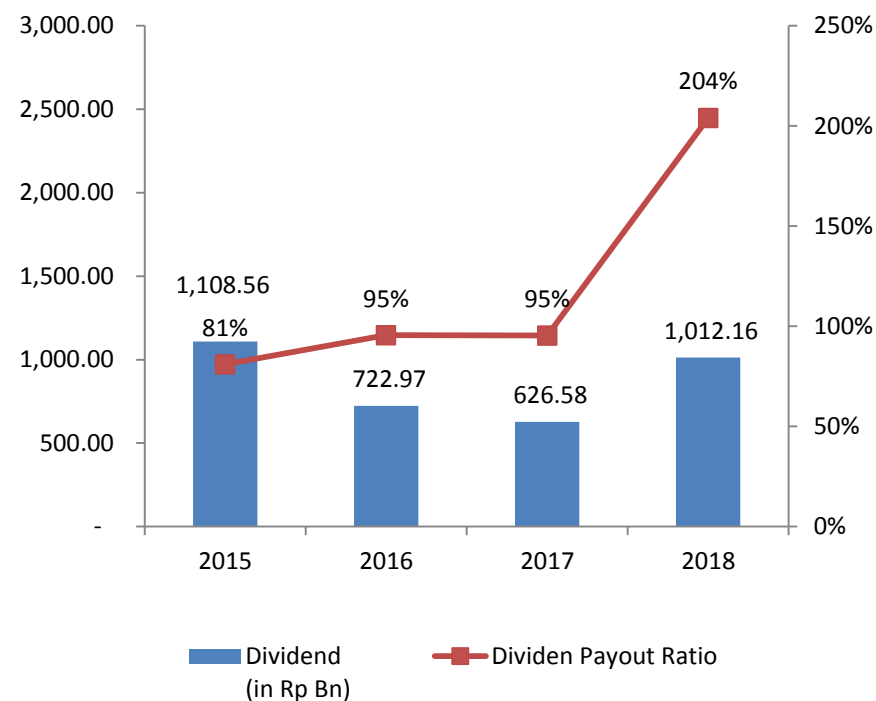
Optimum Return for Shareholders

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



The Company is in stable net cash position and does not have any loan.

Historical Dividend by Fiscal Year



KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Mar 2019	Mar 2018
Revenues	6	12
Gross Profit	4	11
Selling Expenses	3	2
General and Administration Expenses	27	23
Final Tax	0.3	0.2
Operating Profit / (Loss)	-27	-14
Profit Before Tax	16	8
Total Profit for the Period	8.2	2.9
Profit for the Period Attributable to:		
Owners of the Company	8.2	2.9
Non-controlling Interests	0.005	0.011

Summary - Balance Sheet

Balance Sheet in Rp Bn	Mar 2019	Dec 2018
ASSETS		
Current Assets	4,261	3,568
Non Current Assets	3,942	3,932
Total Assets	8,203	7,500
LIABILITIES		
Current Liabilities	973	279
Non Current Liabilities	34	32
Total Liabilities	1,006	312
EQUITY		
Total Equity	7,197	7,189

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 : investor.relations@deltamas.co.id
Website : www.kota-deltamas.com