

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
JAN-SEP 2016 UNAUDITED RESULTS



OCTOBER 2016
STRICTLY CONFIDENTIAL



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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



- 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 Greenland International Industrial Center ("GIIC")



1993

1994

1996

2001

2002

2004

2008

2012

2015

- 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



- Listed in IDX



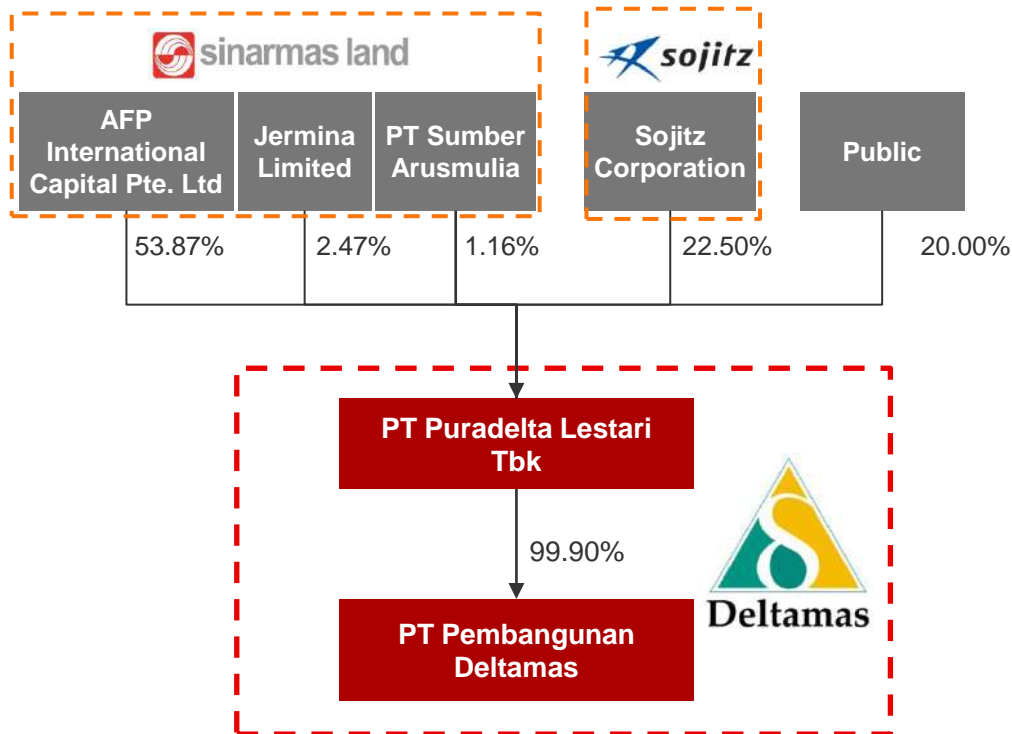
COMPANY OVERVIEW

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

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)

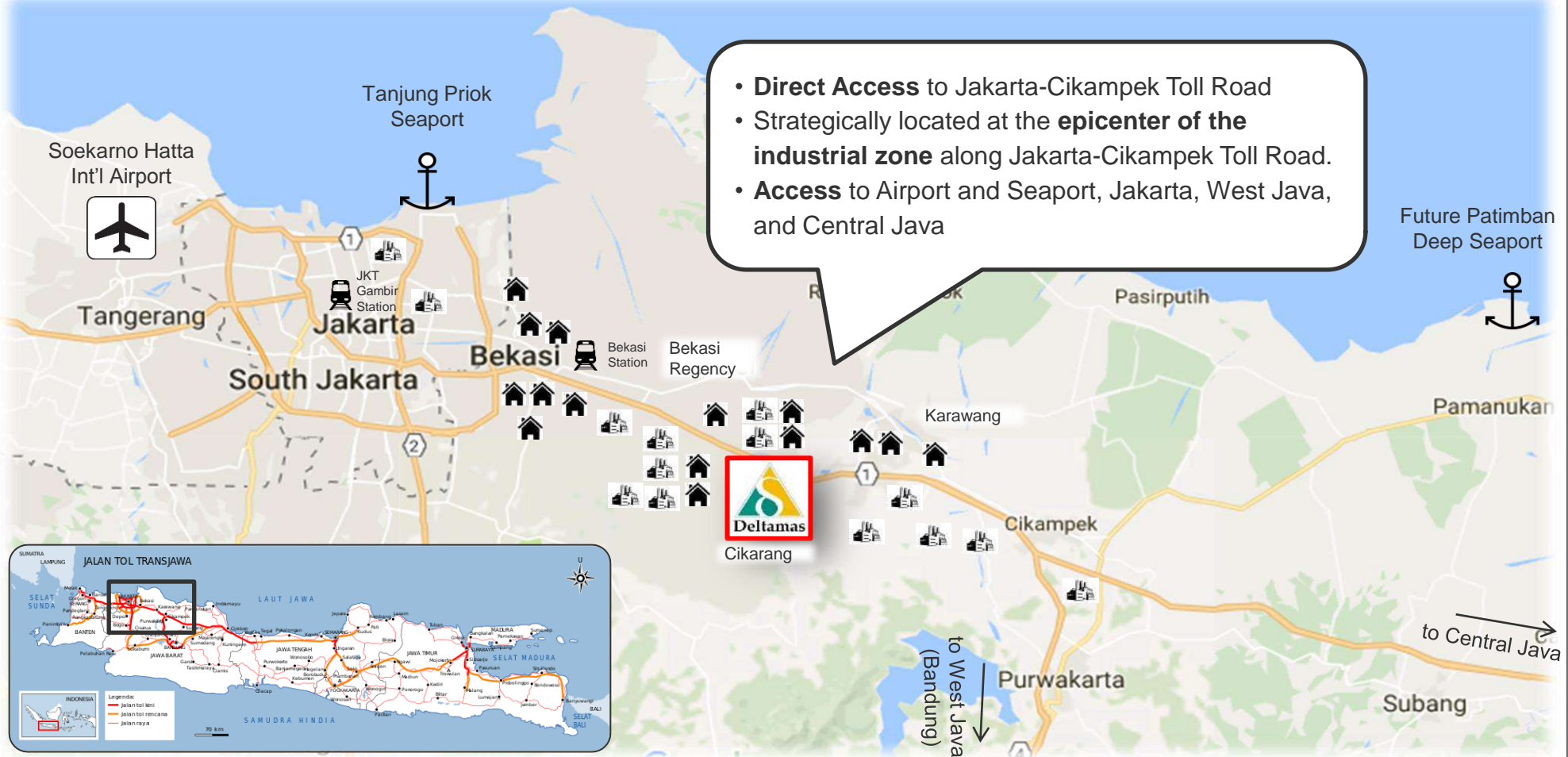
- Jakarta-Cikampek Toll Road connects Jakarta to Central Java and West Java and is an important part of Trans Java Toll Road Plan.
- The toll road also connects to international airport and seaport in Greater Jakarta.
- It is the busiest toll road with highest traffic volume in Indonesia with around 589K transaction volume per day.
- Dubbed as the most advanced industrial area in Indonesia, there are more than 10 industrial estate alongside the Jakarta-Cikampek Toll Road.

COMPANY OVERVIEW

LOCATION



KOTA DELTAMAS' STRATEGIC LOCATION

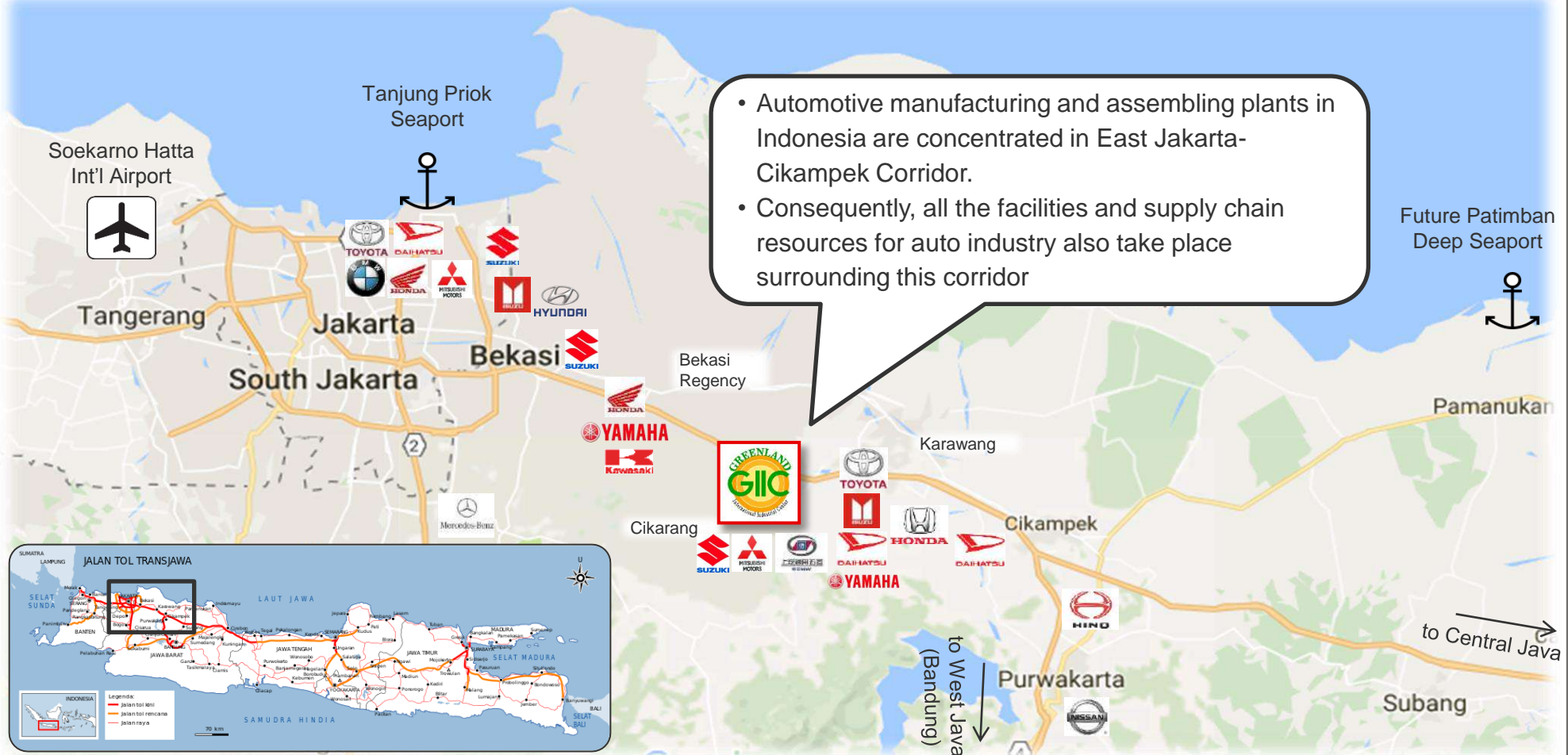


COMPANY OVERVIEW

LOCATION



AUTO INDUSTRY CONCENTRATION



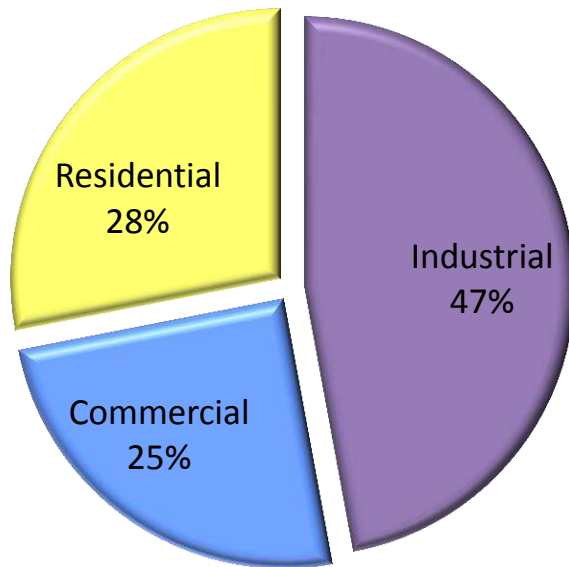
COMPANY OVERVIEW

DEVELOPMENT AREA AND LAND BANK



Solid Master Plan with Large Land Bank

Area Development Plan



Total Gross Area = 3,053 Ha

Land Bank Update (30 Sep 2016)

As of Sep 2016 (Ha)	Industrial	Commercial	Residential	Total
Total Gross Area	1,440	757	856	3,053
Developed and Sold	1,061	245	154	1,460
Developed and Unsold	345	83	7	436
Undeveloped and Unsold	34	429	695	1,158
Gross Land Bank	379	512	702	1,593
Ratio	81%	63%	56%	64%
Net Saleable Land Bank	307	323	393	1,024

COMPANY OVERVIEW

KOTA DELTAMAS DEVELOPMENT



Commercial

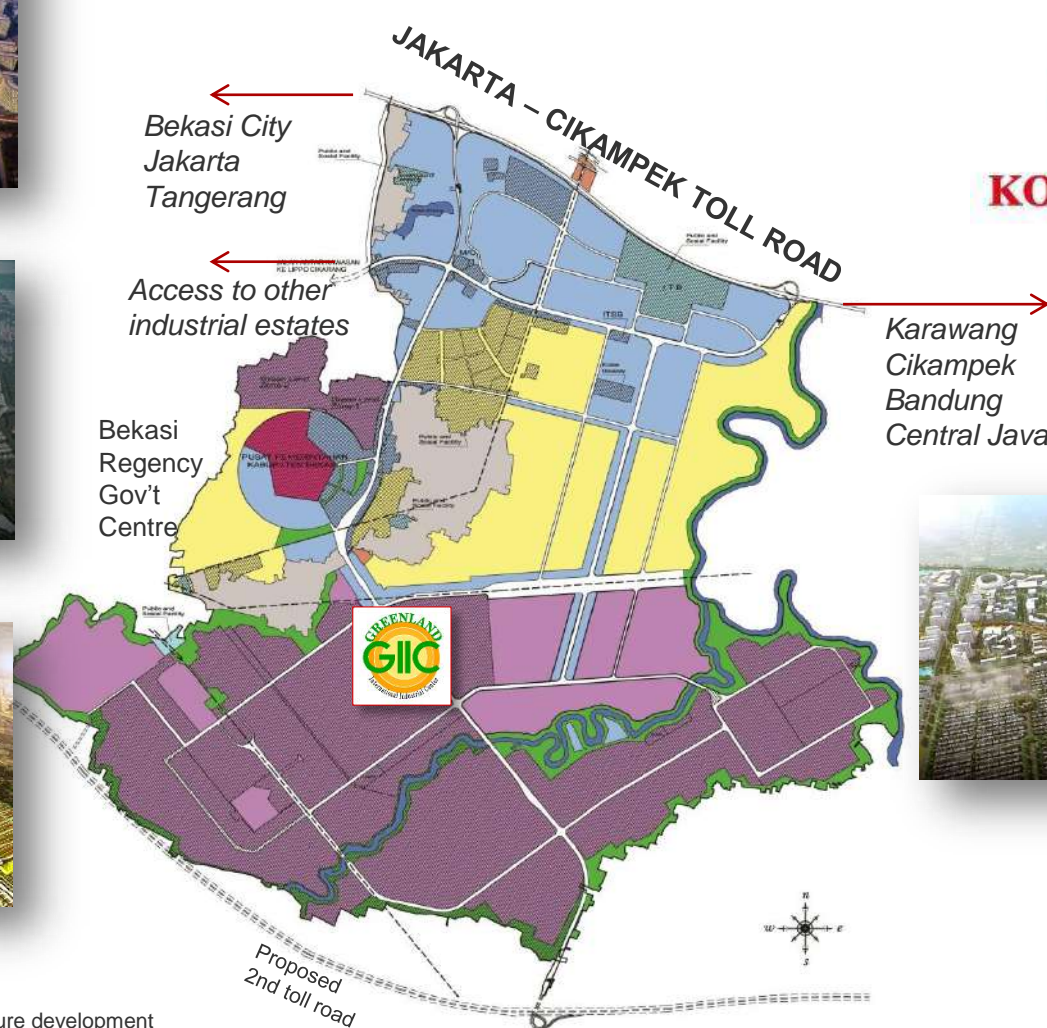


Gov't Centre



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”)



Total Gross Area : 1,440 Ha
Gross Land Bank : 433 Ha
Net Saleable Land Bank : 351 Ha

- ~ 85 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	Under Construction
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Under Construction
Astra Honda Motor	~ 38 Ha	2016	Still Lot
Maxxis	~ 35 Ha	2014	Under Construction

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



General consumers



Stationery producer



Zip producer



Diapers producer

Development of Commercial Area

Existing commercial area:

- Clusters of shophouses (restaurants, stores, offices, etc.)
- Education Institutions
- Serviced Apartments
- Hotels
- Sport Centre

Future commercial area:

- Future Shopping Mall (PT AMSL Deltamas bought 20 Ha land for AEON Mall development)
- Greenland Square development
- Citywalk
- More shophouses
- More residential facilities

Bekasi Regency Gov't Centre



The commercial area provide business opportunity and facilities for its residents

**Shophouse
Clusters**



**Sport
Centre**



**Education
Institution**



**Serviced
Apartment**



Hotel



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** : $\pm 2,580$ units
- **No. of Units Sold** : $\pm 2,510$ units



**Housing in
Clusters**



**Club House
Facility**



**Swimming Pool
Facility**



**Fitness Centre
Facility**

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 (Jakarta)
- Doxiadis Associates (Greece)

NIPPON KOEI

Lend Lease

Doxiadis Associates

GIBB
ENGINEERING & SCIENCE

WHAT'S IN KOTA DELTAMAS? EXISTING AND FUTURE DEVELOPMENT



Kota Deltamas
Gate Entrance



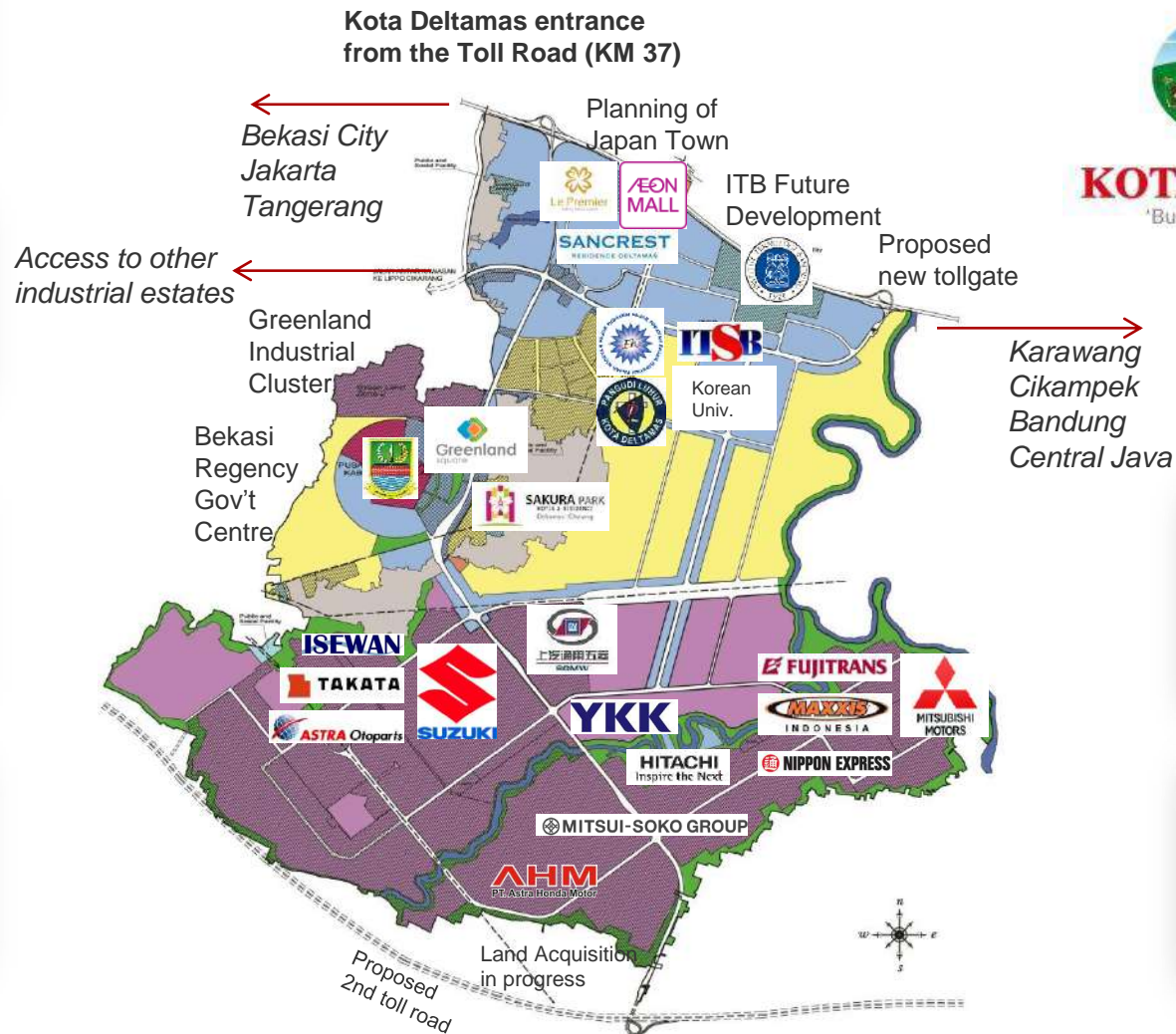
Le Premier
Serviced Apartment



ITSB Educational Institute



Bekasi Regency
Gov't Centre



KOTA DELTAMAS
'Business & Lifestyle City'



GIIC entrance



Suzuki



STRATEGIES AND UPDATES

KEY BUSINESS INITIATIVES

The Company's 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



Building Investment Properties

Le Premier Kota Deltamas



Project : Serviced Apartment
Capacity : 126 units
Target : Expatriates / Professionals
Status : Operating, 100% occupied

Rental Factories



Project : Rental Factories
Capacity : 5 units
Target : Business Person
Status : 2 operating, 3 under construction

OPERATIONAL UPDATES

NEW INITIATIVES AND PIPELINE PROJECTS

Launching of Greenland Square to boost commercial development



Greenland Square

A cluster of strategic commercial landplots, located at Kota Deltamas main road, with first phase development of 17 Ha.

Greenland Square is located at premium area nearby Bekasi Regency Government Centre and nearby residential and industrial estate.

MARKETING SALES UPDATES

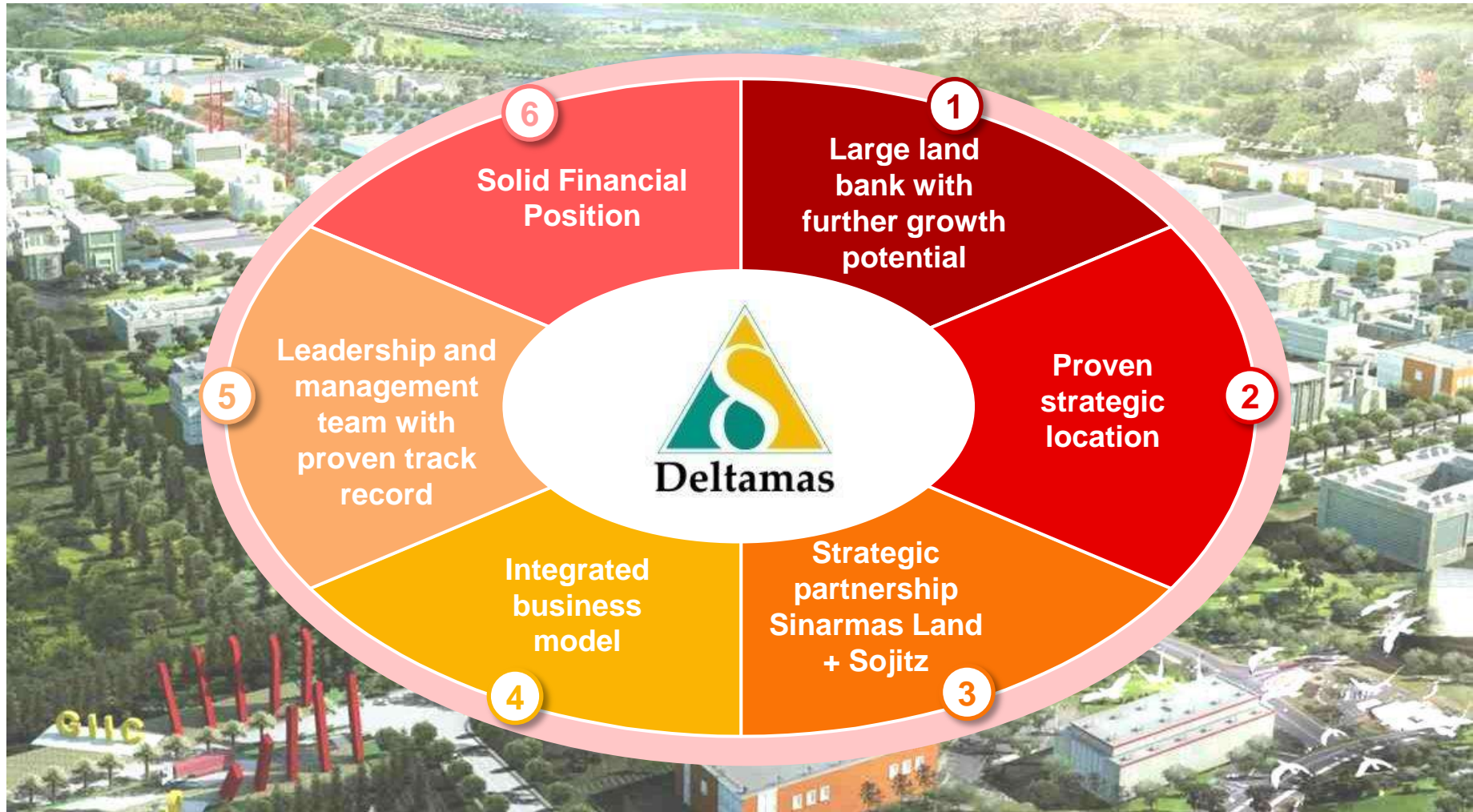


Surpassed Marketing Sales Target in August 2016

Marketing Sales	Description
FY 2016 Marketing Sales Target	50.0 Ha industrial land sales
YTD Sep 2016 Actual Marketing Sales	52.1 Ha industrial land sales
	0.6 Ha residential land sales
	0.6 Ha commercial land sales

- ✓ The Company set target of 50 hectares industrial land sales at the beginning of the year.
- ✓ The Company has managed to surpass its marketing sales target by August 2016.
- ✓ Most of the industrial buyers came from automotive / auto-related sector.
- ✓ Marketing sales contribution from residential sales and commercial sales starts to increase

KEY INVESTMENT HIGHLIGHTS

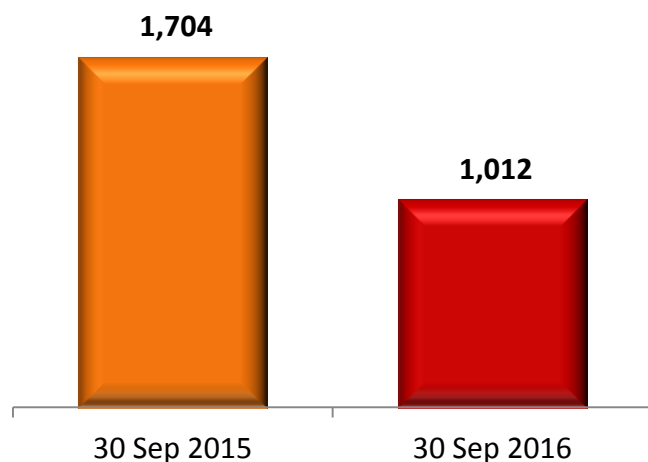




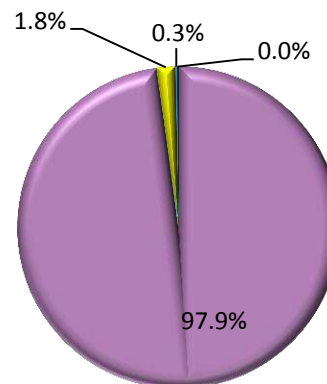
KEY FINANCIAL INFORMATION

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Revenues (in Rp Bn)

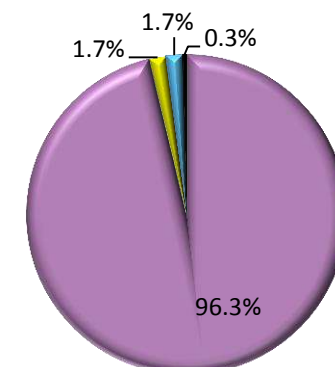


Revenues by Segment
30 Sep 2015

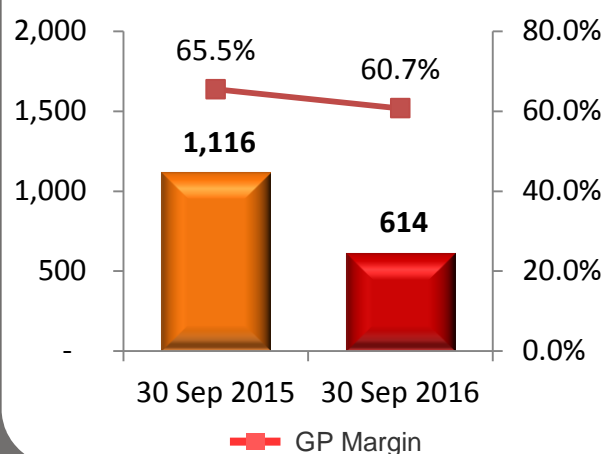


Industrial Residential Commercial Rental & Hotel

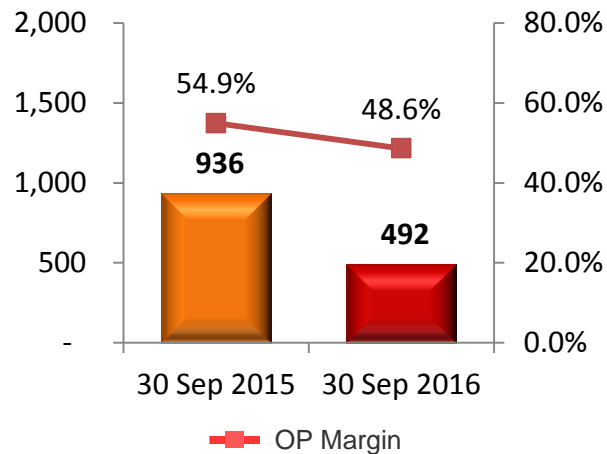
Revenues by Segment
30 Sep 2016



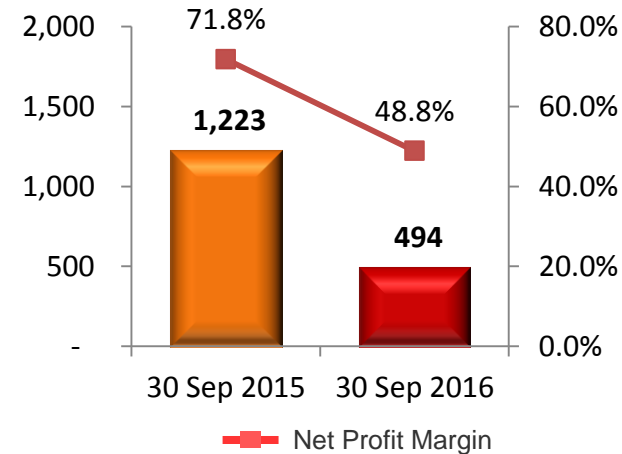
Gross Profit (in Rp Bn)



Operating Profit (in Rp Bn)



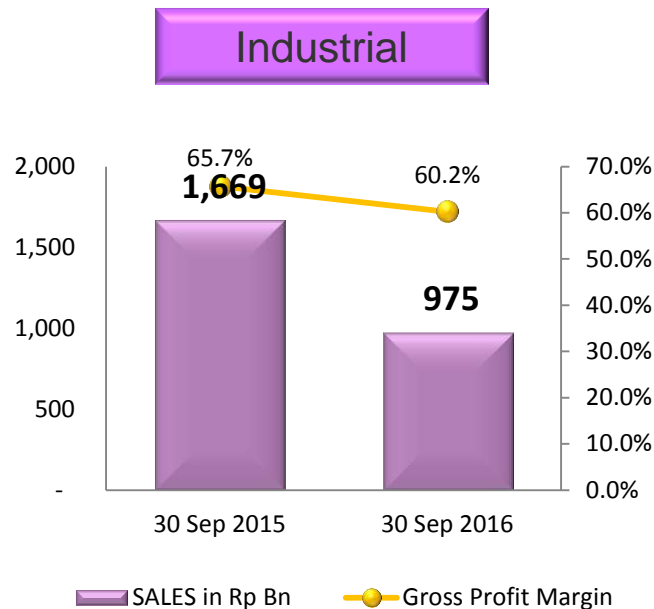
Net Profit (in Rp Bn)



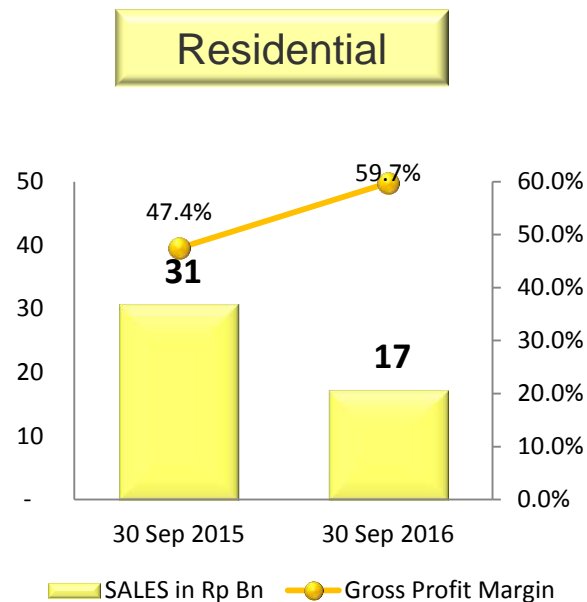
KEY FINANCIAL INFORMATION



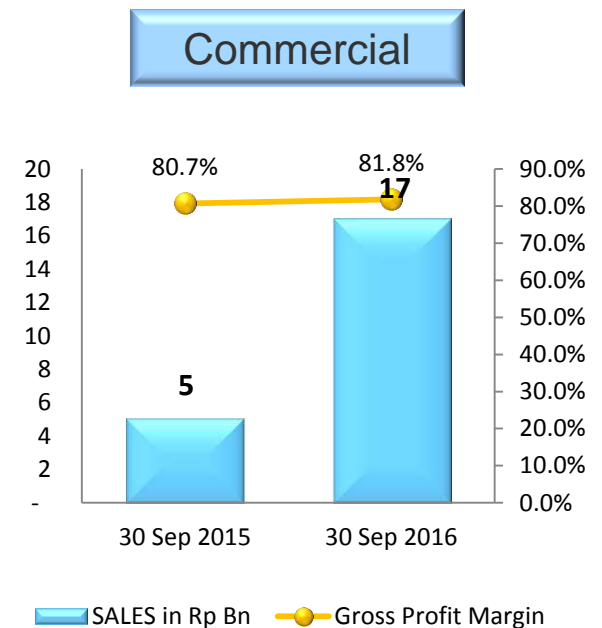
Revenues by Segment



The Company booked sales to SAIC and Mitsubishi in YTD Sep 2016. Declining margin was due to increasing development cost.



The Company booked higher gross profit margin of residential segment in YTD Sep 2016 due to increasing selling price.



The Company is actively developing its commercial area and managed to record Rp 17 billion sales in YTD Sep 2016 with higher margin compared to the same period last year.

Solid Financial Position

- The Company currently does not have any debt / loan.
- The Company distributed total cash dividend for fiscal year 2015 of Rp 1.1 trillion, which was distributed in two stages:
 - interim dividend of Rp 578 billion in November 2015, and
 - final dividend of Rp 530 billion in May 2016.
- The Company's net cash position as of 30 Sep 2016 is around Rp 675 billion.

KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Sep 2015	Sep 2016
Revenues	1,704	1,012
Gross Profit	1,116	614
Selling Expenses	46	16
General and Administration Expenses	49	56
Final Tax	85	51
Operating Profit	936	492
Profit Before Tax	1,233	507
Total Profit for the Period	1,223	495
Profit for the Period Attributable to:		
Owners of the Company	1,223	494
Non-controlling Interests	0.01	0.30

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2015	Sep 2016
ASSETS		
Current Assets	4,495	4,020
Non Current Assets	3,512	3,414
Total Assets	8,007	7,434
LIABILITIES		
Current Liabilities	829	289
Non Current Liabilities	17	20
Total Liabilities	847	309
EQUITY		
Total Equity	7,161	7,125

THANK YOU

For Further Information:

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