

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
SEPTEMBER 2018 UNAUDITED RESULTS



OCTOBER 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

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)



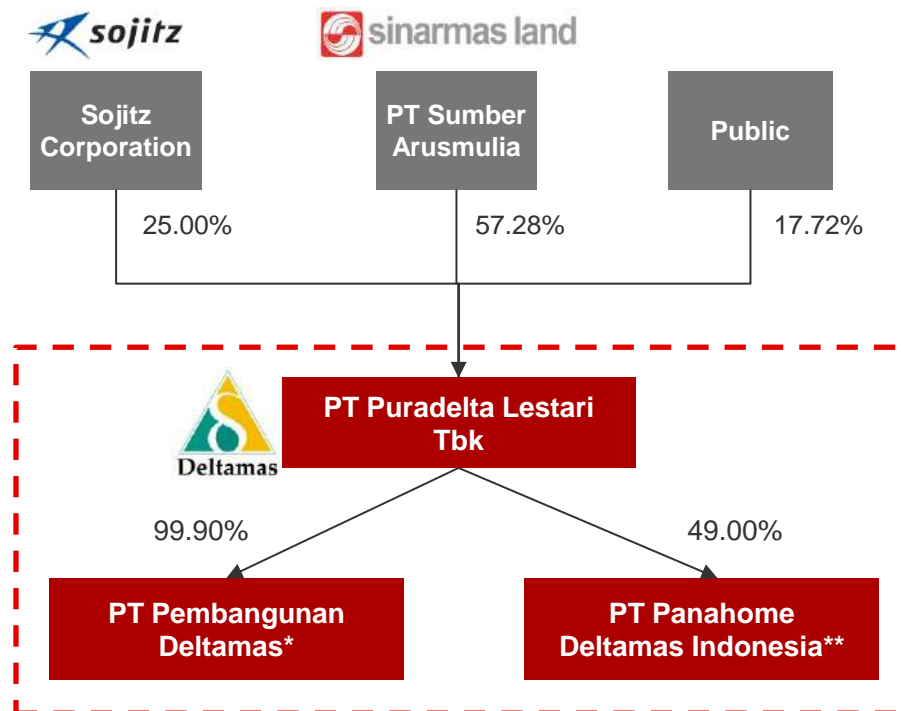
COMPANY OVERVIEW

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



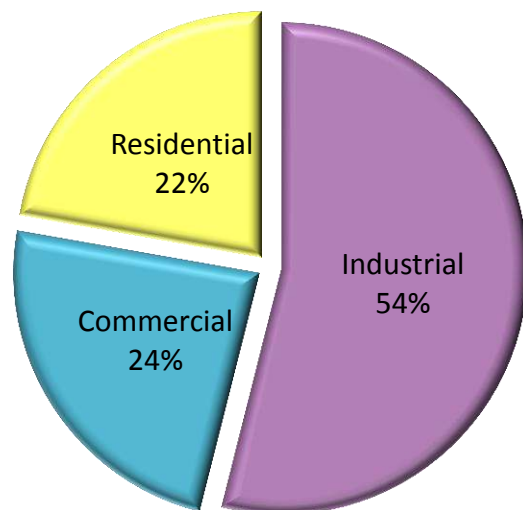
COMPANY OVERVIEW

DEVELOPMENT AREA AND LAND BANK



Solid Master Plan with Large Land Bank

Area Development Plan



Total Gross Area = 3,181 Ha

Land Bank Update (30 Sep 2018)

| As of Sep 2018(Ha) | Industrial | Commercial | Residential | Total |
|--------------------|------------|------------|-------------|-------|
| Total Gross Area | 1,718 | 757 | 706 | 3,181 |
| Land Sold | 1,196 | 263 | 192 | 1,650 |
| Gross Land Bank | 522 | 494 | 515 | 1,531 |

COMPANY OVERVIEW

KOTA DELTAMAS DEVELOPMENT



Commercial

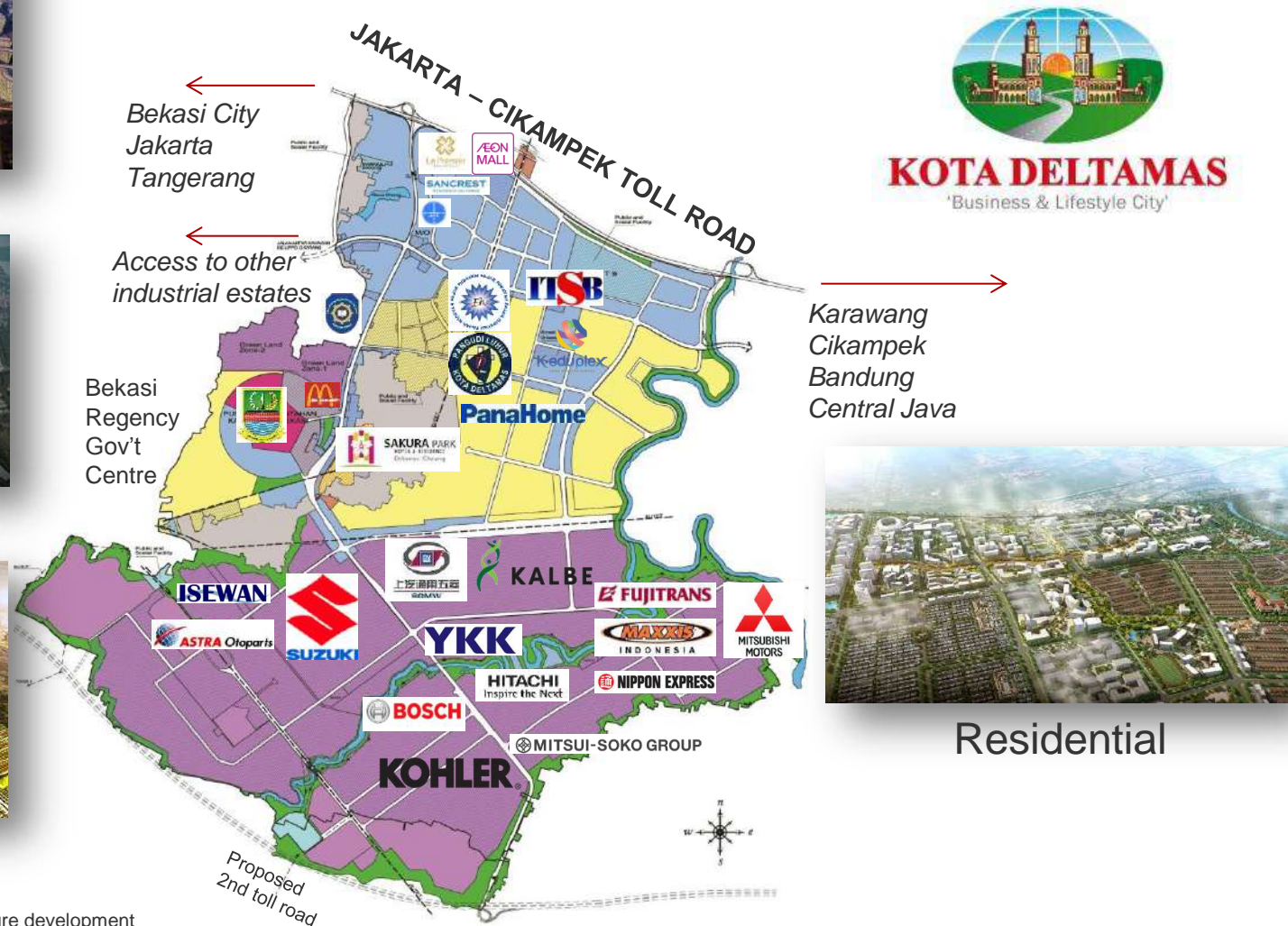


Gov't Centre



Industrial

KOTA DELTAMAS INTEGRATED TOWNSHIP



* 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 |



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



Japan School



- Cikarang Japanese School is currently under construction. The school will provide 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.

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 + 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)



Certifications of Integrated
Management System



OPERATIONAL UPDATES



Development of Residential Estate



Grand Launching of Naraya Park Residential Cluster



Opening Ceremony of Marketing Gallery of Savasa Residential Estate, developed by PT Panahome Deltamas Indonesia

More Commercial Facilities in Kota Deltamas



**New Chain Restaurant
Operating in Kota Deltamas**



**Construction of Cikarang
Japanese School in Kota
Deltamas (>30% progress)**



**New Vocational School (SMK)
in Kota Deltamas**

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

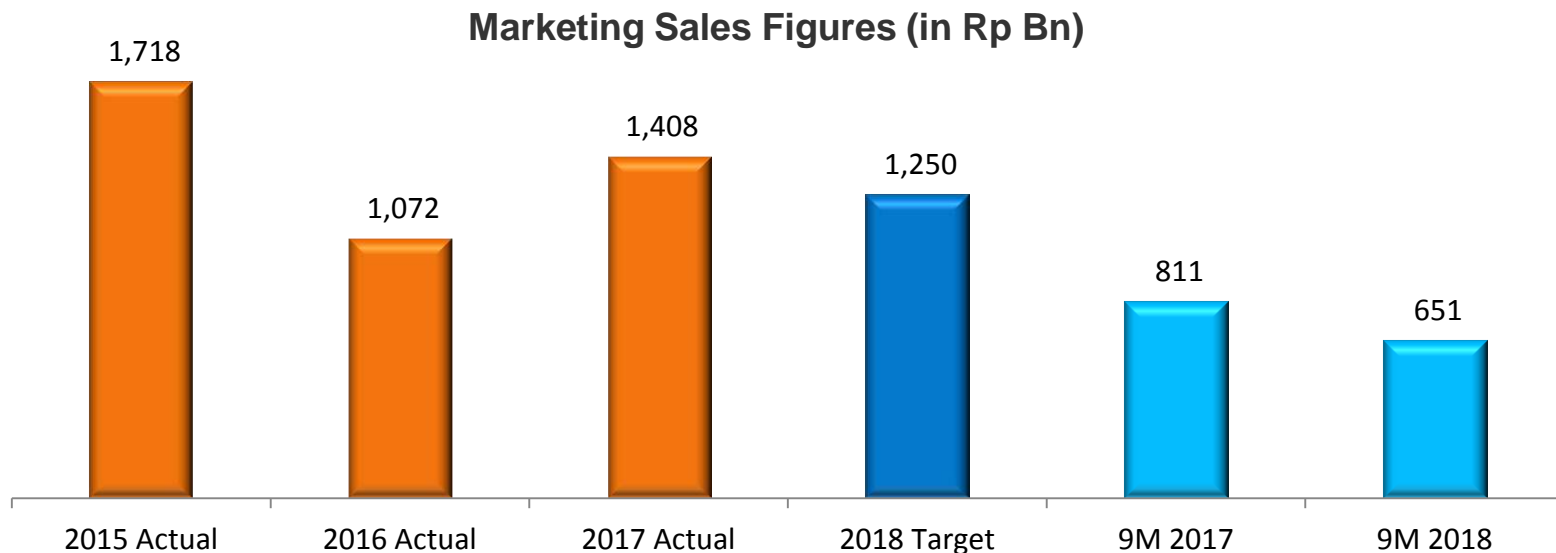




KEY FINANCIAL INFORMATION

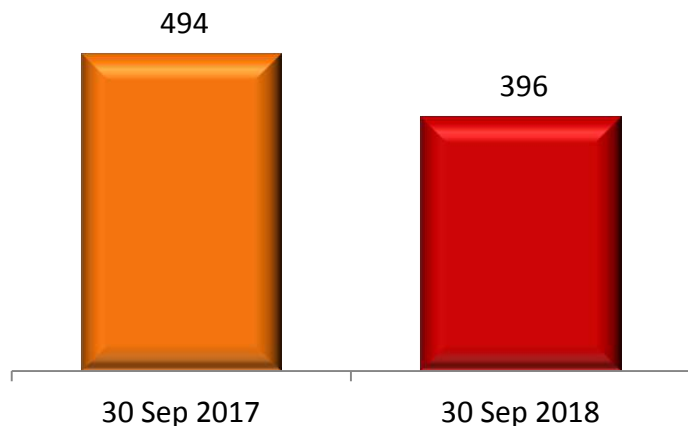
Marketing Sales Achievement

- Total marketing sales YTD 30 Sept 2018 was Rp651 billion, mostly contributed by sales from industrial segments. The marketing sales were also contributed by residential segment. 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).

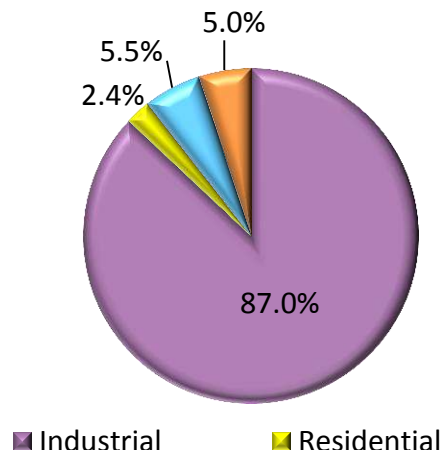


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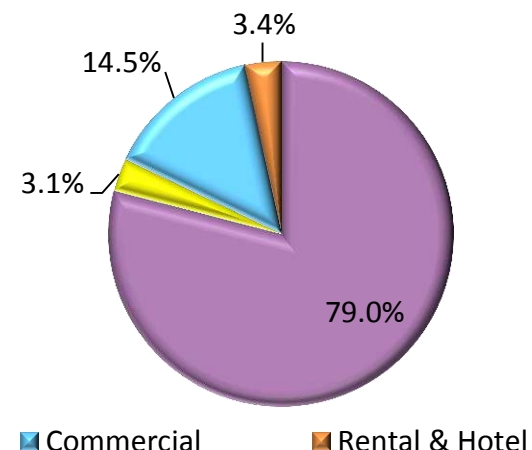
Revenues (in Rp Bn)



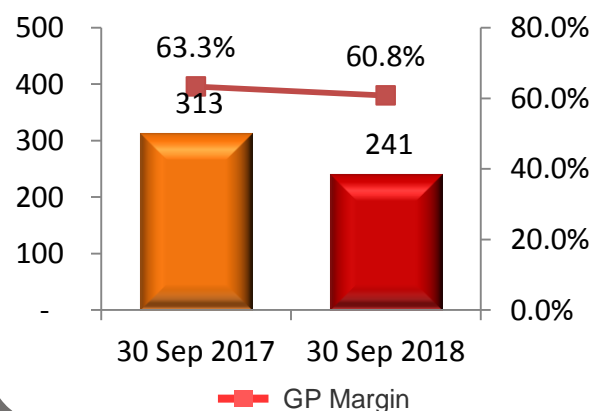
**Revenues by Segment
30 September 2017**



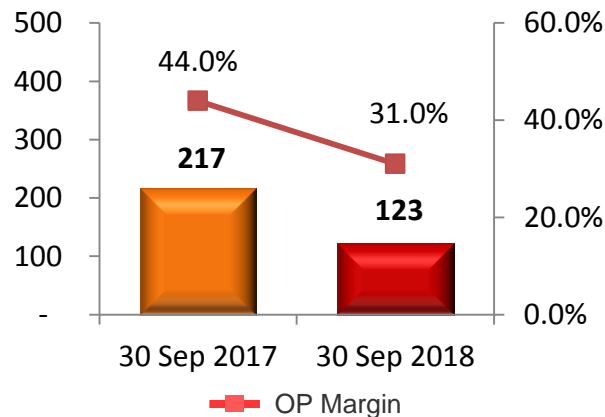
**Revenues by Segment
30 September 2018**



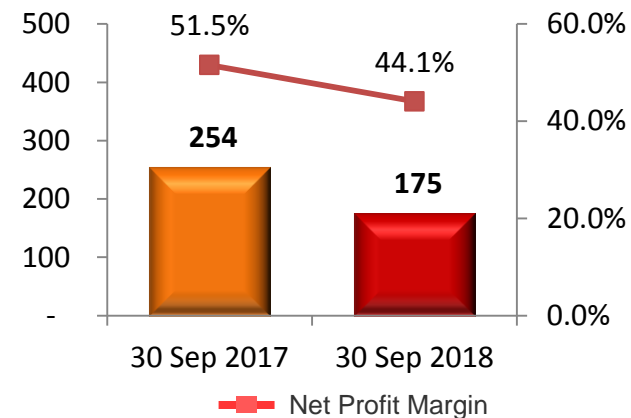
Gross Profit (in Rp Bn)



Operating Profit (in Rp Bn)



Net Profit (in Rp Bn)

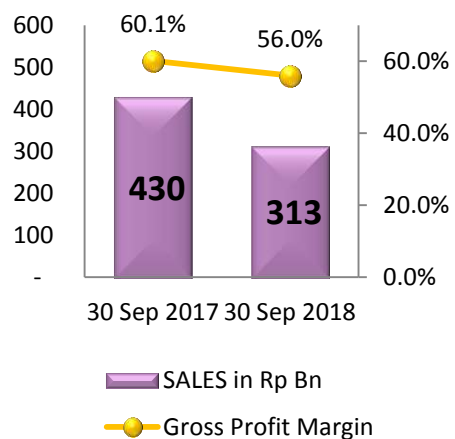


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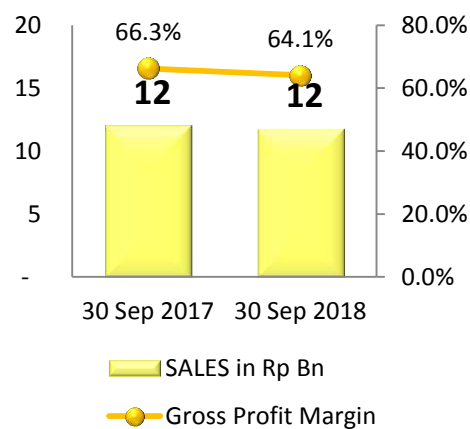


Revenues by Segment

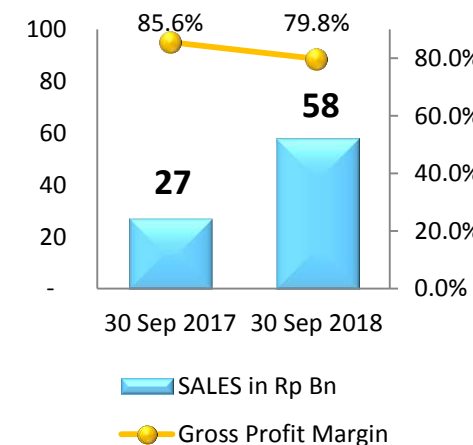
Industrial



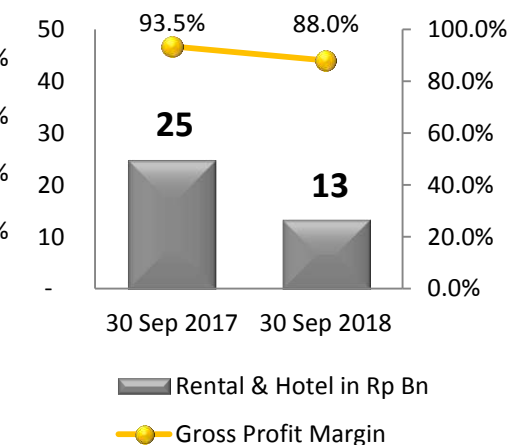
Residential



Commercial



Rental & Hotel

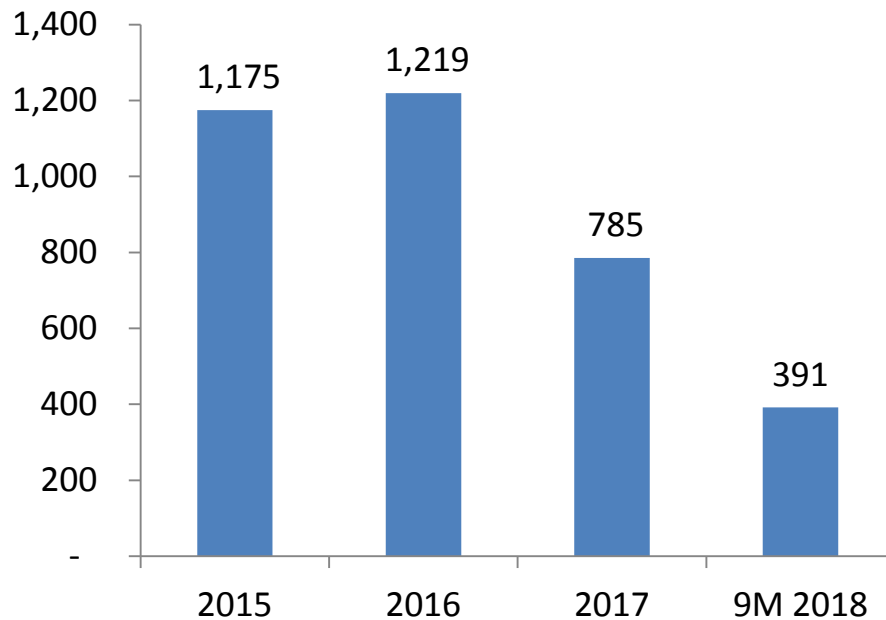


KEY FINANCIAL INFORMATION



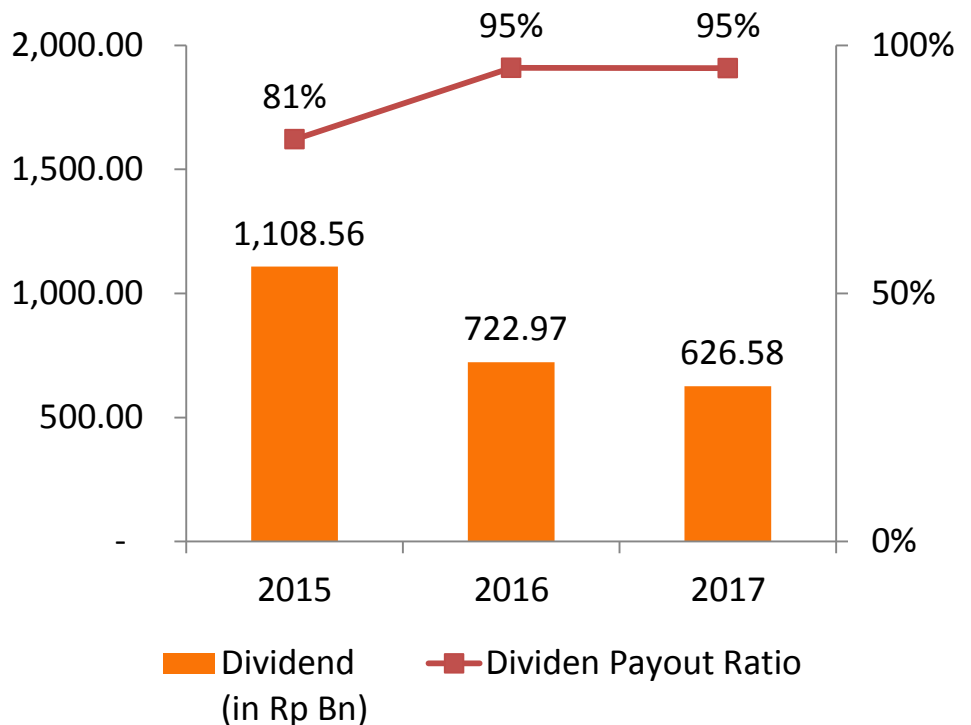
Optimum Return for Shareholders

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



Decrease in Cash and Cash Equivalent in 9M 2018 was mostly due to cash dividend distribution

Historical Dividend by Fiscal Year



KEY FINANCIAL INFORMATION



Summary - Income Statement

| Income Statement in Rp Bn | Sep 2018 | Sep 2017 |
|--|----------|----------|
| Revenues | 396 | 494 |
| Gross Profit | 241 | 313 |
| Selling Expenses | 14 | 10 |
| General and Administration Expenses | 94 | 72 |
| Final Tax | 10 | 13 |
| Operating Profit / (Loss) | 123 | 217 |
| Profit Before Tax | 186 | 265 |
| Total Profit for the Period | 174.7 | 254.5 |
| Profit for the Period Attributable to: | | |
| Owners of the Company | 174.6 | 254.4 |
| Non-controlling Interests | 0.1 | 0.1 |

Summary - Balance Sheet

| Balance Sheet in Rp Bn | Sep 2018 | Dec 2017 |
|--------------------------|--------------|--------------|
| ASSETS | | |
| Current Assets | 3,302 | 3,536 |
| Non Current Assets | 3,993 | 3,935 |
| Total Assets | 7,295 | 7,471 |
| LIABILITIES | | |
| Current Liabilities | 397 | 438 |
| Non Current Liabilities | 31 | 27 |
| Total Liabilities | 428 | 465 |
| EQUITY | | |
| Total Equity | 6,867 | 7,006 |

THANK YOU

For Further Information:

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