

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**SEPTEMBER 2020 AUDITED RESULTS**



**OCTOBER 2020**  
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)

Project Title : Kota Deltamas

Project Description : Industrial-based Modern Integrated Township

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

Total Area :  $\pm$  3,185 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, OHSAS18001:2007

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)



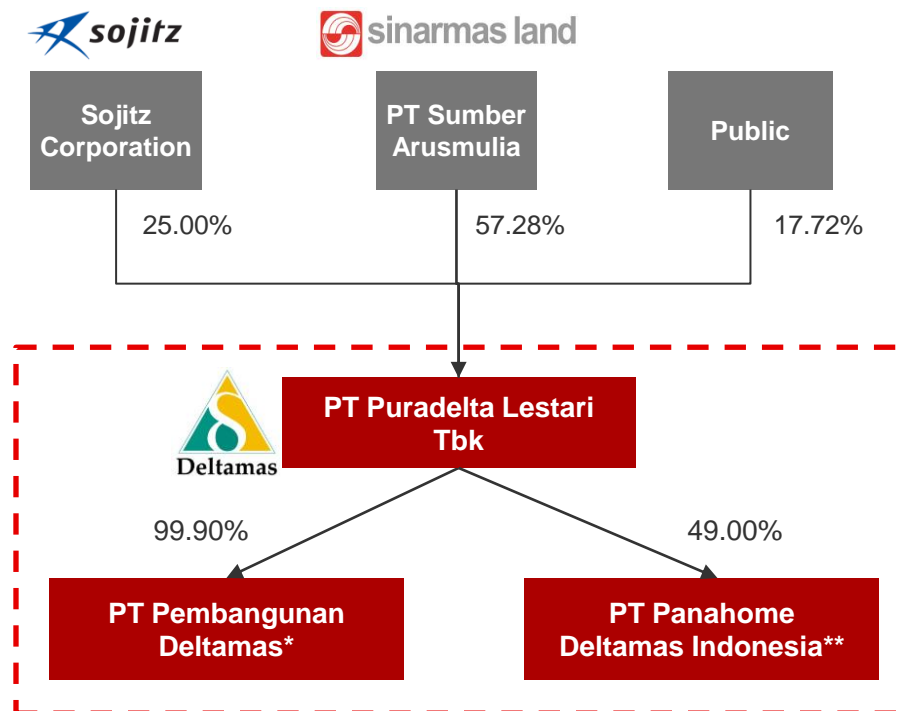
# COMPANY OVERVIEW

## 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



- |                                       |                                 |
|---------------------------------------|---------------------------------|
| <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

## LOCATION



## INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY

\*this picture is just an illustration



Jakarta-Cikampek Elevated  
Toll Road

Cibitung Toll Interchange

Jakarta-Bandung  
High Speed Train

Kertajati Airport

Kertajati Airport

# COMPANY OVERVIEW

## DEVELOPMENT AREA AND LAND BANK



### Solid Master Plan with Large Land Bank

#### Master Plan of Kota Deltamas

##### Land Bank 30 September 2020

Industrial	406 ha
Commercial	494 ha
Residential	377 ha
<b>TOTAL</b>	<b>1,276 ha</b>



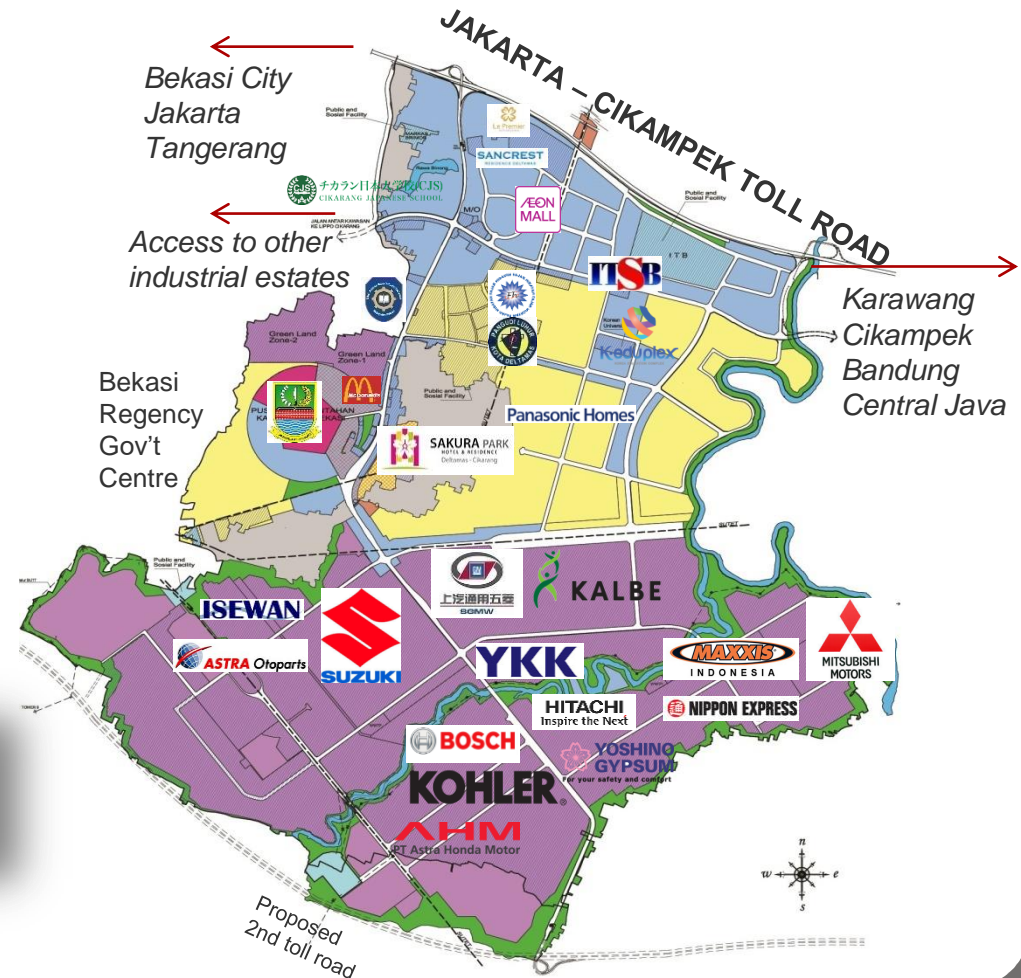
Industrial



Commercial



Residential



# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



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

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



Big Tenants	Area	Year	Status
KITIC	~200 Ha	2009 – 2011	Operating
Suzuki	~130 Ha	2011	Operating
Hyundai Motor	~77 Ha	2019	Under Construction
SAIC GM Wuling	~ 60 Ha	2015	Operating
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Operating
Astra Honda Motor	~ 38 Ha	2016	Operating
Kalbe	~ 37 Ha	2017 – 2018	Under Construction
Maxxis	~ 35 Ha	2014	Operating
Kohler	~ 20 Ha	2017	Under Construction

- ~ 130 industrial tenants
- Mostly auto and auto related sectors
- Mostly Japanese companies



**GIIC Industrial Estate**

# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



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



#### Auto and Auto Related



#### Logistics



#### Food & Beverage / Related



#### Others



# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



### Most Advanced Industrial Estate at East of Jakarta

#### Direct Construction After Investment (KLIK)

**KOTA DELTAMAS**  
Business & Lifestyle City

**GIC - Kota Deltamas**  
sebagai kawasan **KLIK**

**KEMUDAHAN INVESTASI LANGSUNG KONSTRUKSI**

INFO LEBIH LANJUT:  
021 89971188

www.kota-deltamas.com

Development by **sojitz** and **sinarmas land**

#### Certifications of Integrated Management System



# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



### Greenland International Industrial Center (GIIC) Industrial Estate



**Entrance to Greenland International Industrial Center (GIIC)  
Industrial Estate in Kota Deltamas**



## 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.



A new serviced apartment next to Cikarang Japanese School in the commercial area is now under construction.



# 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

### Residential Clusters in Sales and Construction



Woodchester



### Collaboration and Other Residential Development

Panasonic Homes



# COMPANY OVERVIEW

## COMMERCIAL AND RESIDENTIAL ESTATE



### Updates on Commercial and Residential Area



**A - Marketing Office Savasa (Product of Panahome Deltamas)**

**B - El Premio Shophouses**



**C - Le Premier Serviced Apartment (operating since 2016)**

**D - Cikarang Japanese School (operating since 2019)**

**E - Dormitory Next to Cikarang Japanese School in construction**

# COMPANY OVERVIEW

## COMMERCIAL AND RESIDENTIAL ESTATE



### Updates on Commercial and Residential Area



- A – Jakarta-Cikampek Toll Road**
- B – Construction of High Speed Train**
- C – Le Premier Serviced Apartment /  
Kota Deltamas Commercial Area**



- D – Entrance to GIIC Industrial Estate**
- E – Residential Development**
- F – Sakura Park Hotel & Serviced Apartment**

# 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

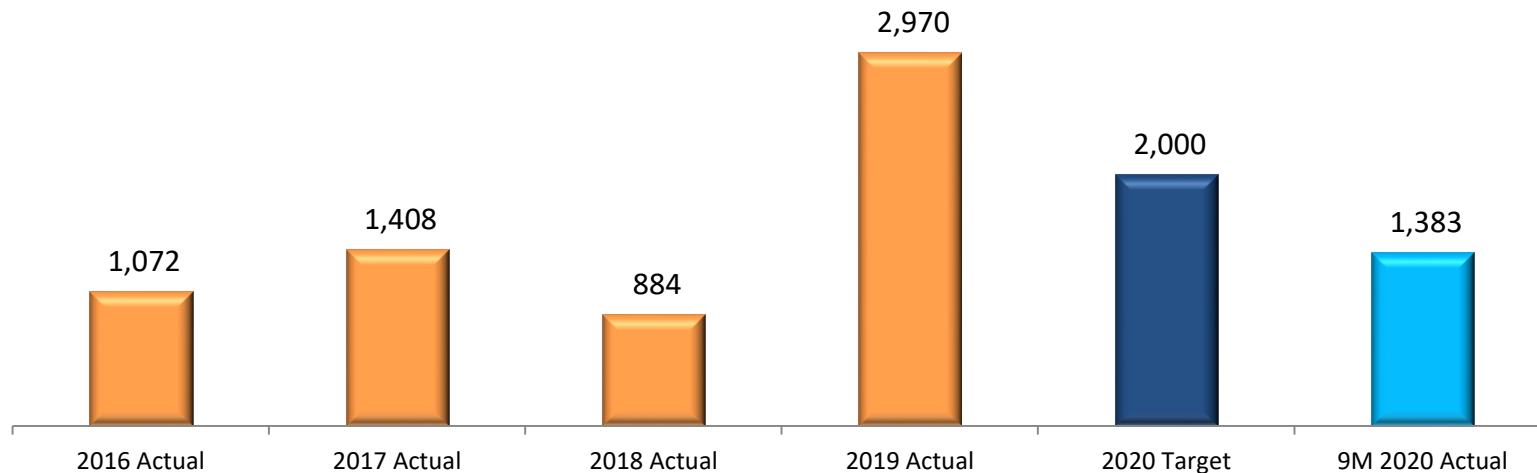


## KEY FINANCIAL INFORMATION

### Marketing Sales Achievement

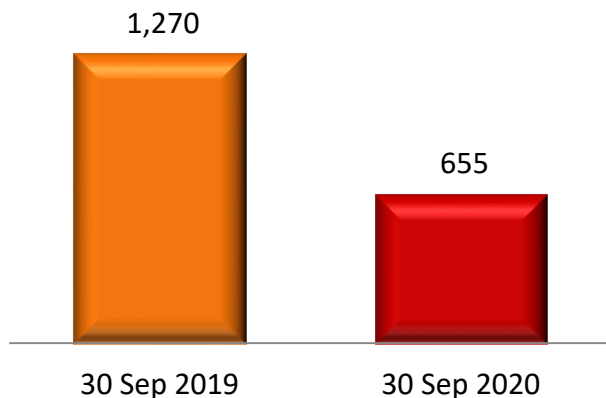
**Solid achievement in 9M-2020,  
69% of FY 2020 Target has been achieved.**

Marketing Sales Figures (in Rp Bn)

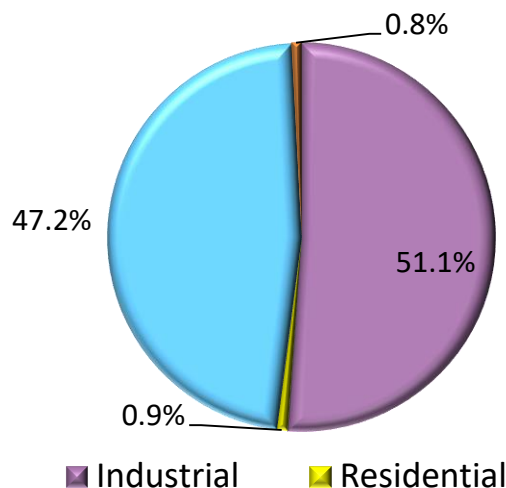


# KEY FINANCIAL INFORMATION

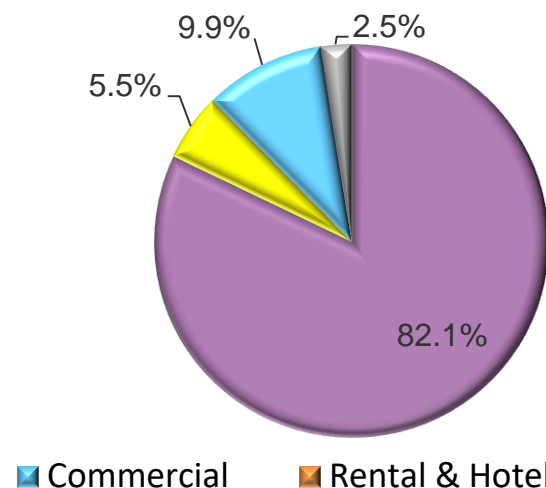
**Revenues (in Rp Bn)**



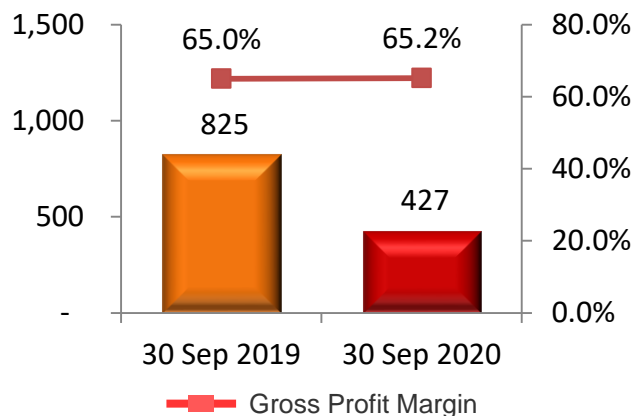
**Revenues by Segment  
30 Sep 2019**



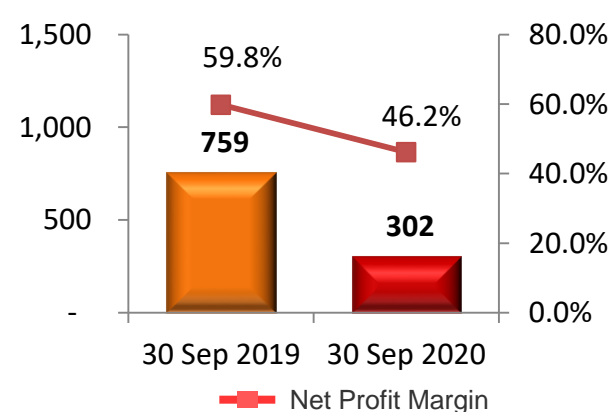
**Revenues by Segment  
30 Sep 2020**



**Gross Profit (in Rp Bn)**



**Net Profit (in Rp Bn)**



**Note:**

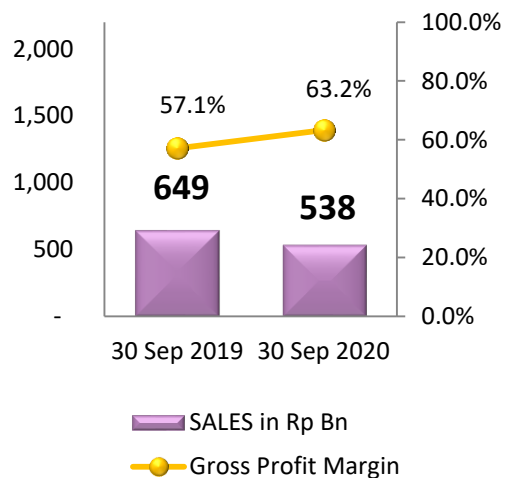
YTD Sep 2019 was in high base due to one-off commercial land sales, while on the other hand, as of Sep 2020 there is still significant amount of sales backlog.

# KEY FINANCIAL INFORMATION

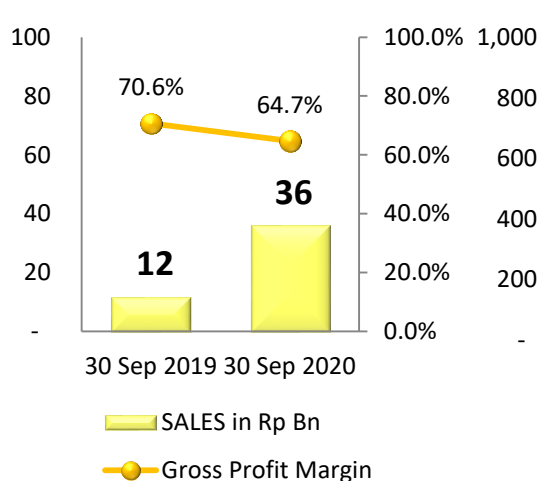


## Revenues by Segment

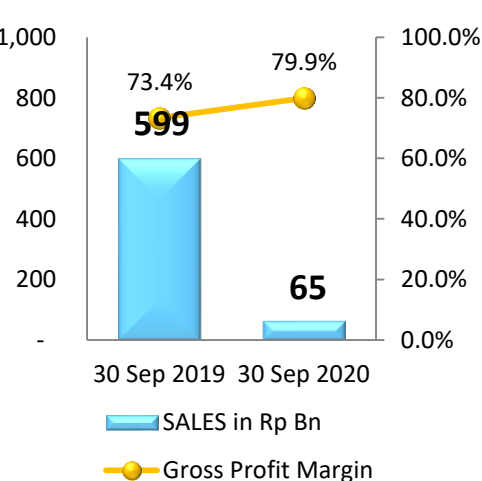
### Industrial



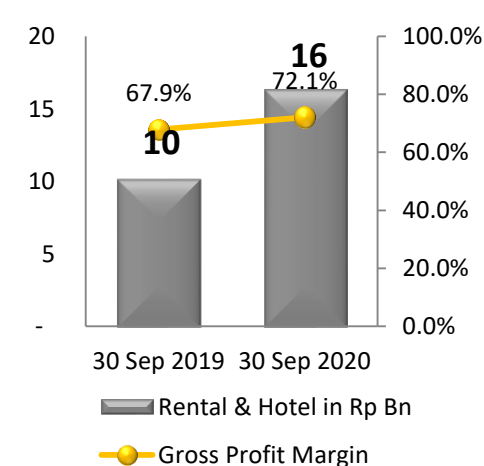
### Residential



### Commercial



### Rental & Hotel

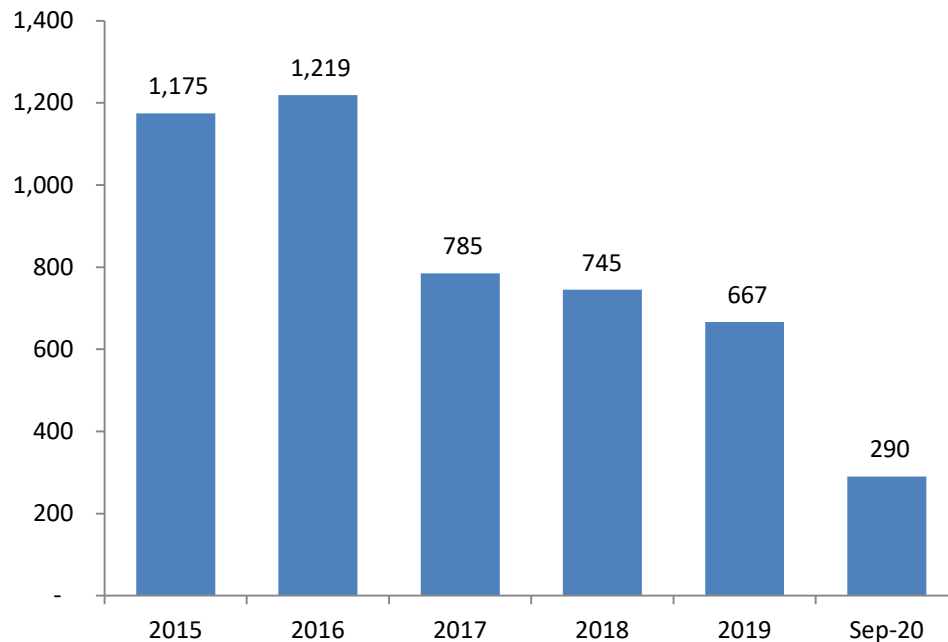


# KEY FINANCIAL INFORMATION



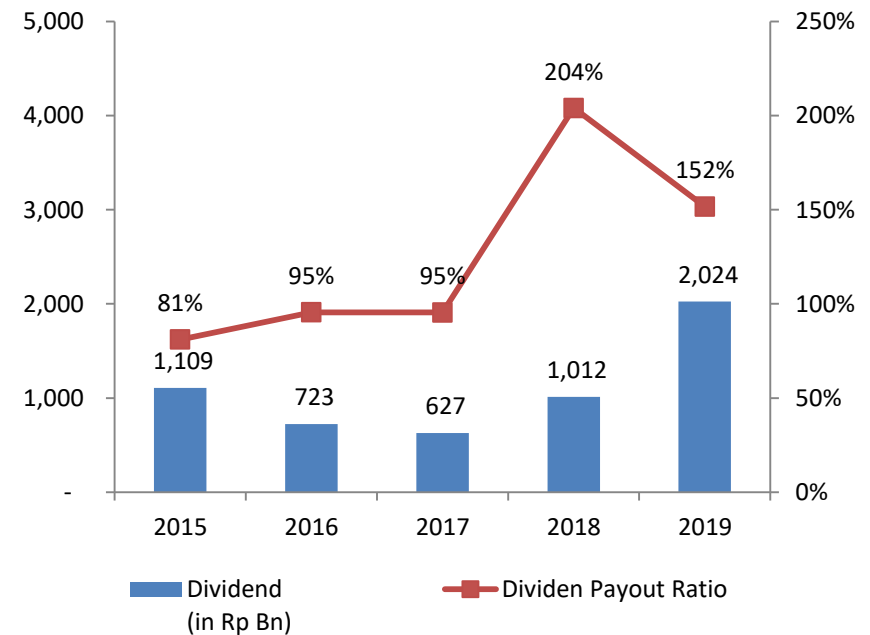
## Optimum Return for Shareholders

**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	Sep 2020	Sep 2019
Revenues	655	1,270
Gross Profit	427	825
Selling Expenses	22	31
General and Administration Expenses	104	90
Final Tax	16	20
Operating Profit	285	682
Profit Before Tax	311	771
Total Profit for the Year	302.56	759.59
Profit for the Year Attributable to:		
Owners of the Company	302.45	759.10
Non-controlling Interests	(0.11)	0.49

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Sep 2020	Dec 2019
<b>ASSETS</b>		
Current Assets	3,484	4,009
Non Current Assets	3,496	3,608
<b>Total Assets</b>	<b>6,980</b>	<b>7,617</b>
<b>LIABILITIES</b>		
Current Liabilities	1,264	1,080
Non Current Liabilities	39	41
<b>Total Liabilities</b>	<b>1,303</b>	<b>1,121</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>5,677</b>	<b>6,496</b>

# THANK YOU

For Further Information:

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