

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
DECEMBER 2020 AUDITED RESULTS



MARCH 2021
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, 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)



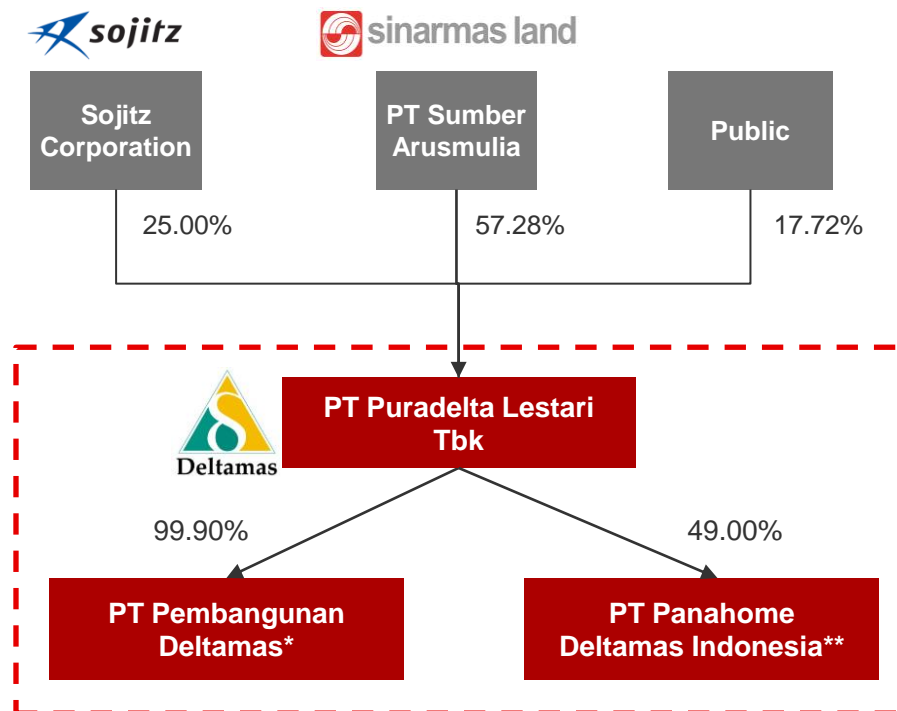
COMPANY OVERVIEW

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

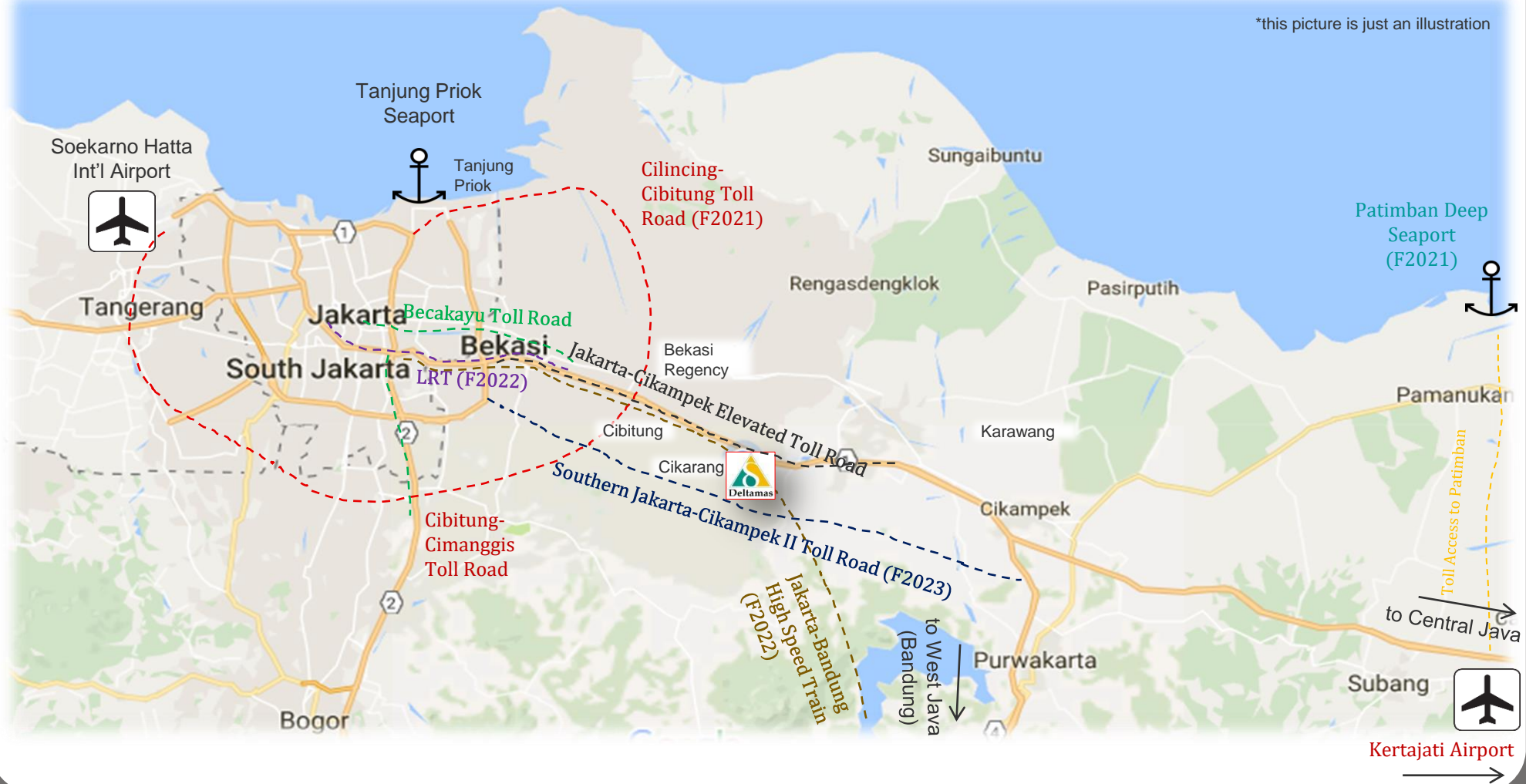


COMPANY OVERVIEW

LOCATION



INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY



DIRECT ACCESS TO INTERCHANGE OF KM37 JAKARTA – CIKAMPEK TOLL ROAD



COMPANY OVERVIEW

DEVELOPMENT AREA AND LAND BANK



Solid Master Plan with Large Land Bank

Master Plan of Kota Deltamas

Land Bank 31 December 2020

Industrial	354 ha
Commercial	494 ha
Residential	376 ha
TOTAL	1,224 ha



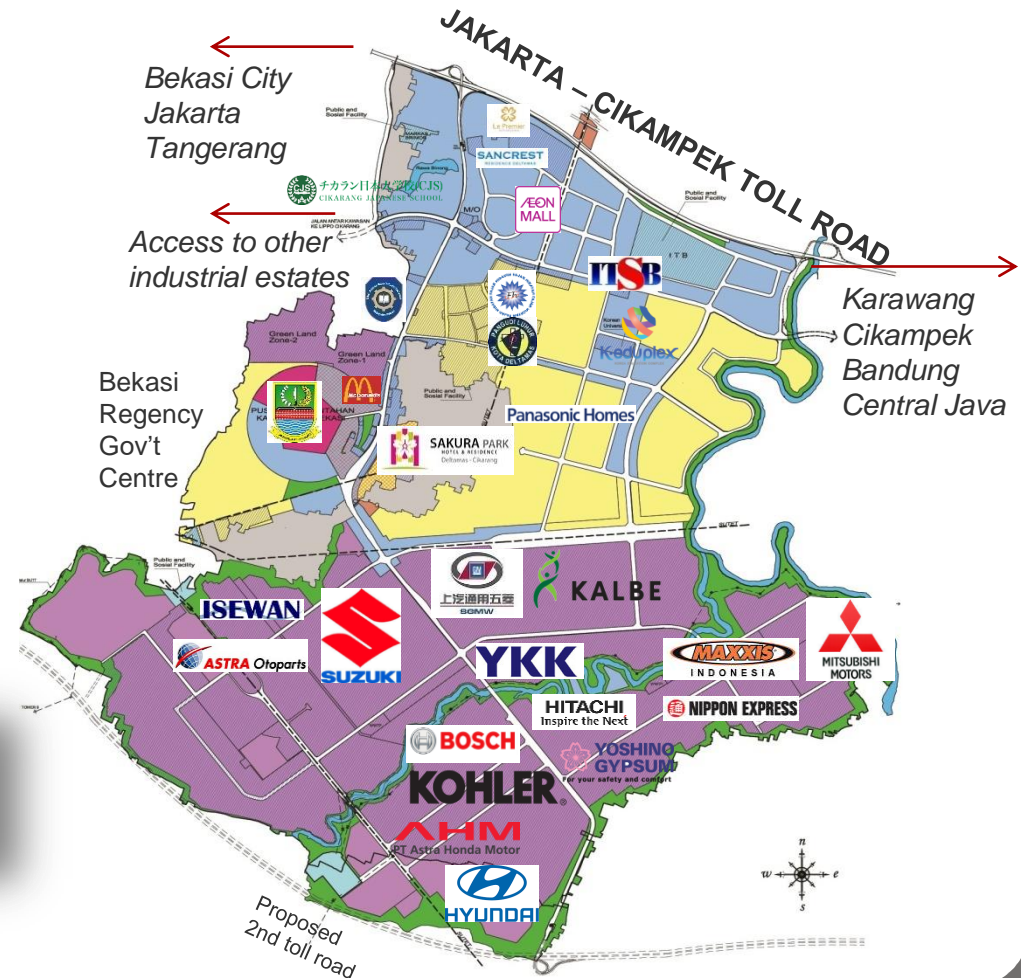
Industrial



Commercial



Residential

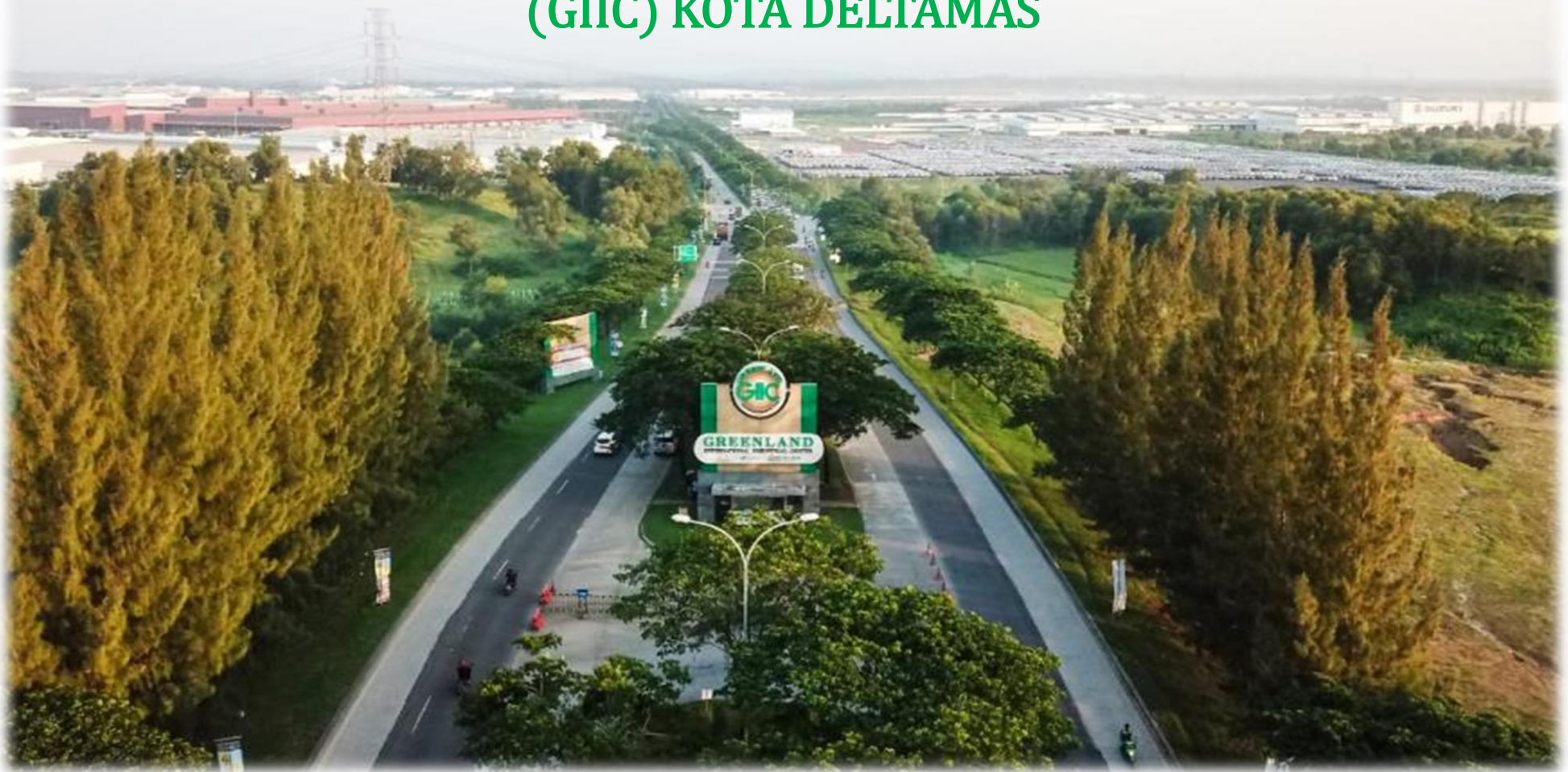


COMPANY OVERVIEW

ENTRANCE TO KOTA DELTAMAS



GREENLAND INTERNATIONAL INDUSTRIAL CENTER (GIIC) KOTA DELTAMAS



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



- ~ 150 industrial tenants, mostly Japanese industries
- Implementing integrated management system (ISO 9001, ISO14001, OHSAS18001)
- KLIK facility (direct construction after investment facility)

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

COMMERCIAL ESTATE



Development of Commercial Area and Public Facilities

Education Center



Health Facility



Entertainment and F&B



Hotel & Serviced Apartment



Sport Center



Public Service (Local Government)



Shophouses in Kota Deltamas



Cikarang Japanese School



Le Premier Serviced Apartment



Deltamas Sport Centre



* future development / under construction

COMPANY OVERVIEW

ENTRANCE TO KOTA DELTAMAS



LE PREMIER SERVICED APARTMENT KOTA DELTAMAS



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** : around 3,000 units



Housing in Clusters



Club House Facility



Swimming Pool Facility



Fitness Centre Facility

Residential Cluster Development



Collaboration and Other Residential Development

Panasonic Homes



COMPANY OVERVIEW

RESIDENTIAL ESTATE



Woodchester Cluster



Woodchester



Asa Cluster - Savasa



savasa
SMART LIFESTYLE
美実を築く国
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

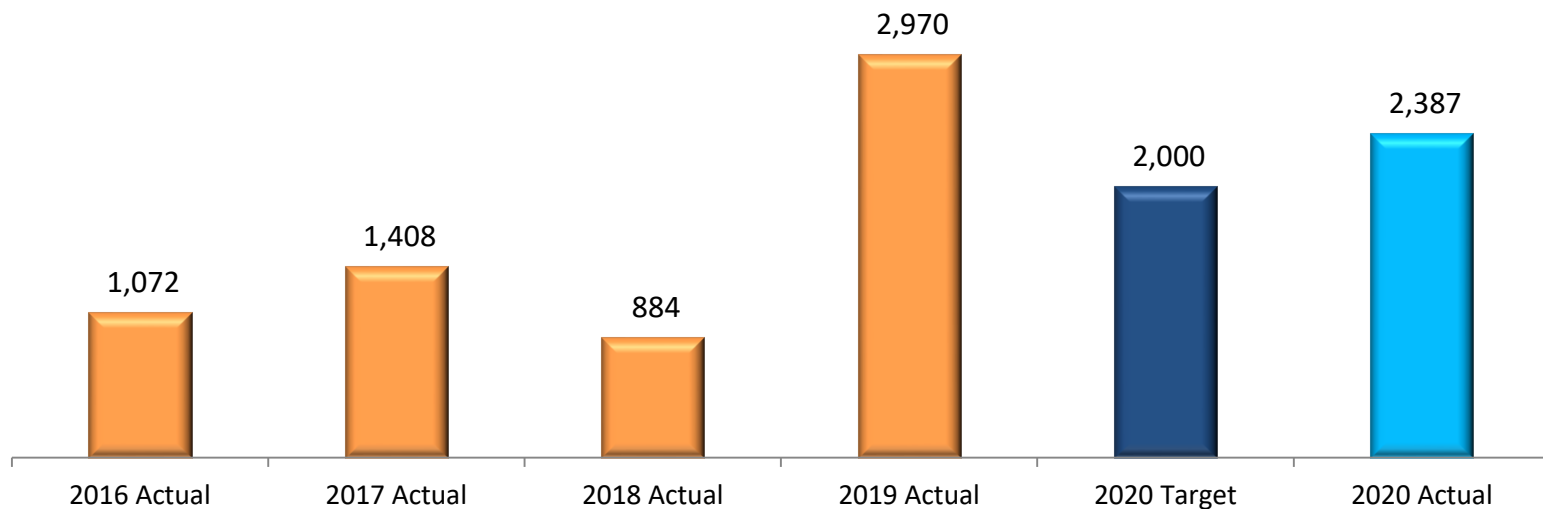


KEY FINANCIAL INFORMATION

Marketing Sales Achievement

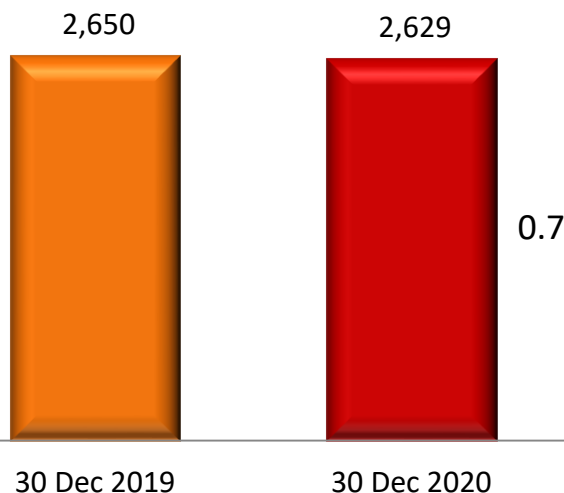
**Solid achievement in FY 2020 – Rp2.39 Trillion
Over 19% of 2020 Sales Target**

Marketing Sales Figures (in Rp Bn)

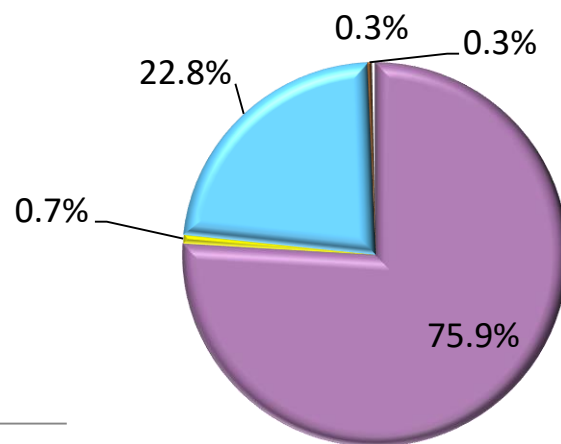


KEY FINANCIAL INFORMATION

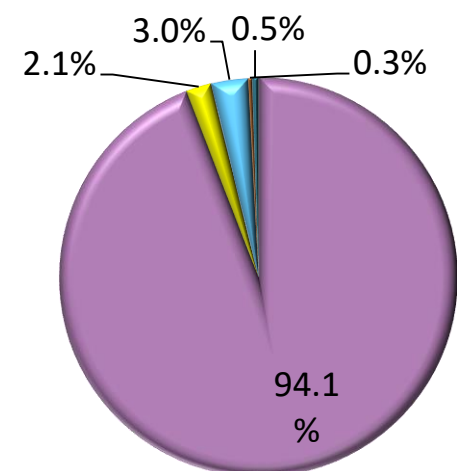
Revenues (in Rp Bn)



Revenues by Segment
30 Dec 2019

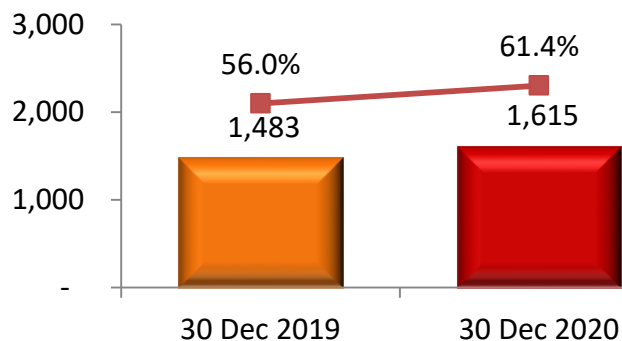


Revenues by Segment
30 Sep 2020



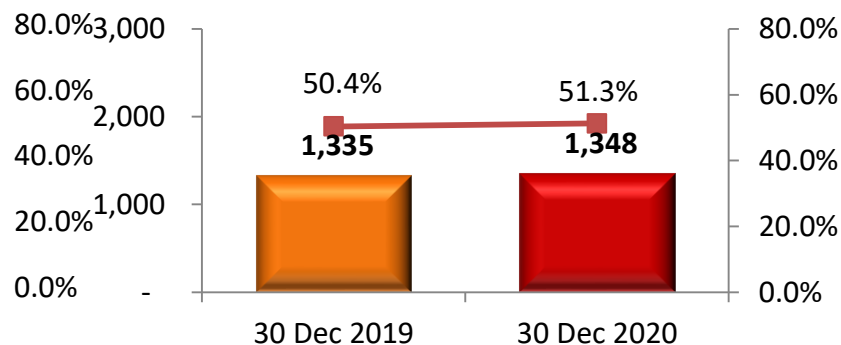
Industrial Residential Commercial Rental Hotel

Gross Profit (in Rp Bn)



Gross Profit Margin

Net Profit (in Rp Bn)

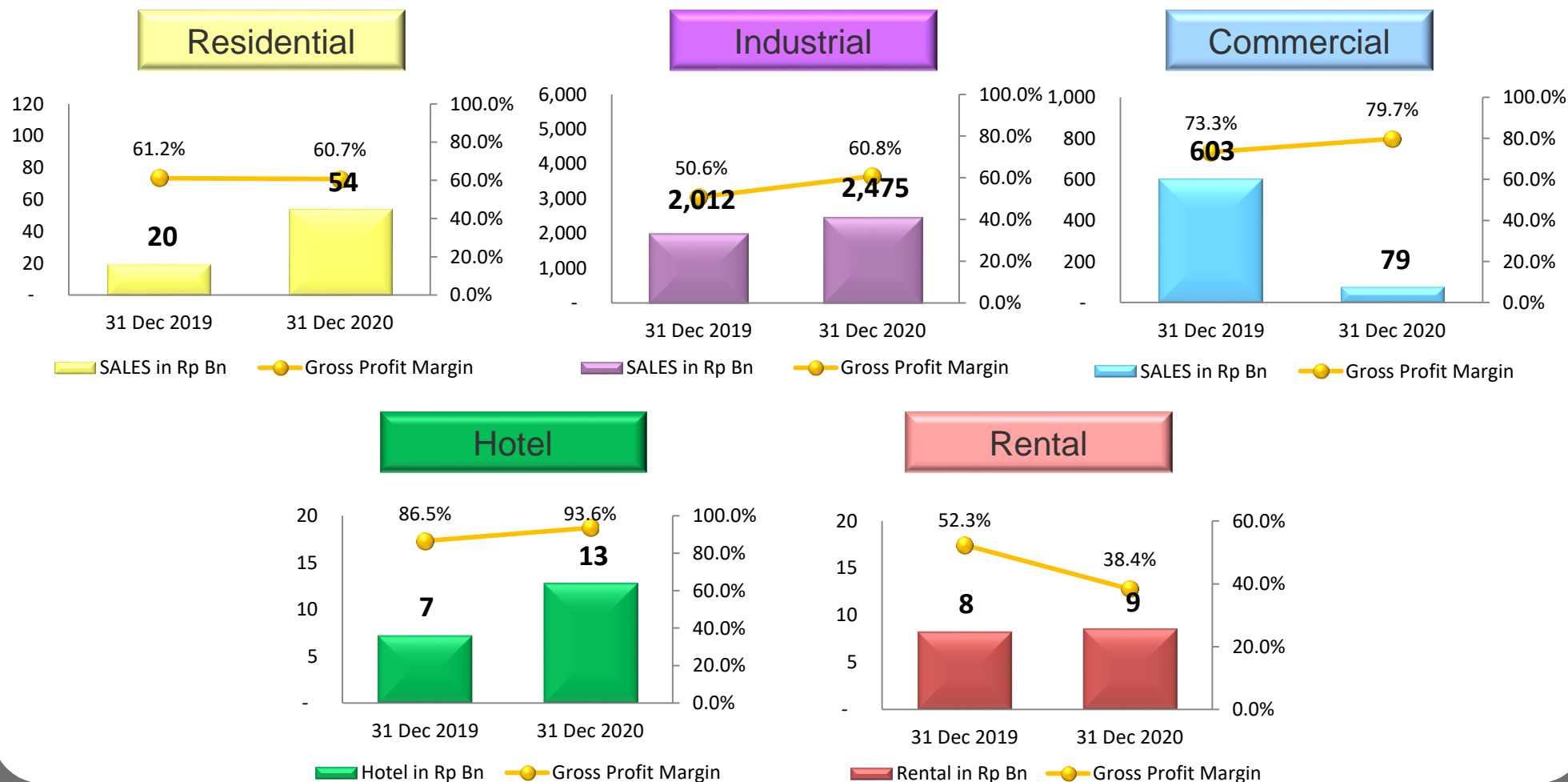


Net Profit Margin

KEY FINANCIAL INFORMATION



Revenues by Segment

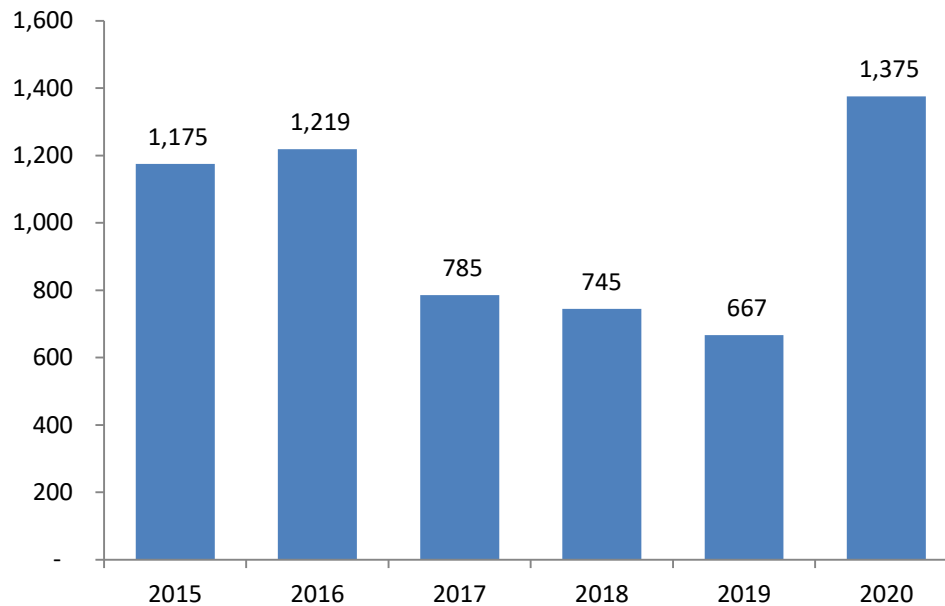


KEY FINANCIAL INFORMATION



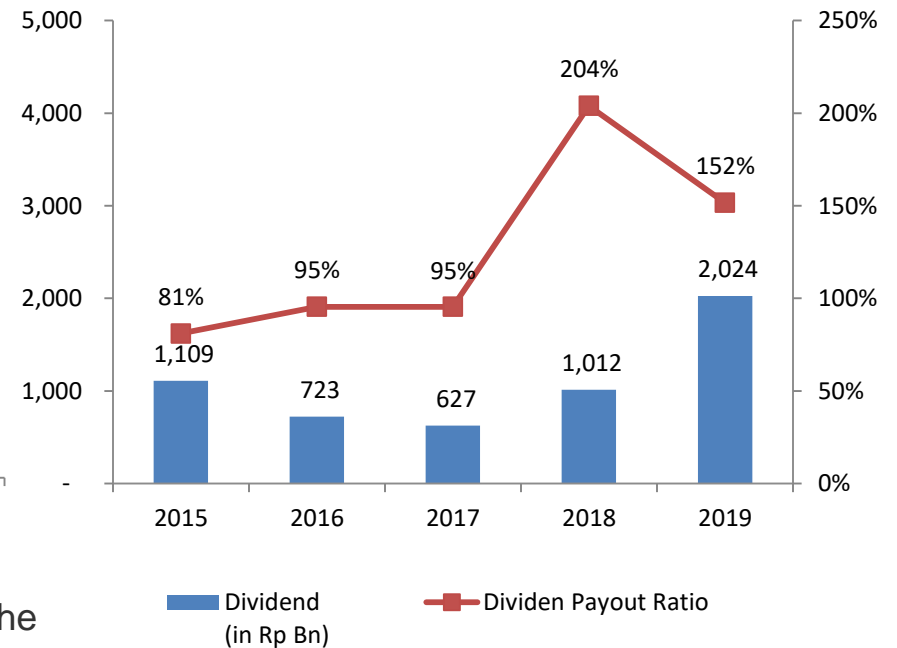
Optimum Return for Shareholders

Cash and Cash Equivalent (in Rp Bn)



Cash jumped to Rp1.38 trillion despite interim dividend distribution in Dec 2020 of Rp1.2 trillion. The Company currently does not have any debt.

Historical Dividend by Fiscal Year



KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Dec 2020	Dec 2019
Revenues	2,629	2,650
Gross Profit	1,615	1,483
Selling Expenses	92	82
General and Administration Expenses	140	113
Final Tax	61	55
Operating Profit	1,322	1,234
Profit Before Tax	1,361	1,350
Total Profit for the Year	1,348.58	1,335.42
Profit for the Year Attributable to:		
Owners of the Company	1,347.65	1,334.94
Non-controlling Interests	0.93	0.48

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2020	Dec 2019
ASSETS		
Current Assets	3,742	4,009
Non Current Assets	3,010	3,608
Total Assets	6,752	7,617
LIABILITIES		
Current Liabilities	1,167	1,080
Non Current Liabilities	57	41
Total Liabilities	1,224	1,121
EQUITY		
Total Equity	5,528	6,496

THANK YOU

For Further Information:

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