

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
SEPTEMBER 2021 UNAUDITED RESULTS



OCTOBER 2021
STRICTLY CONFIDENTIAL



DISCLAIMER



THIS PRESENTATION IS FOR INFORMATION PURPOSES ONLY. IT IS NOT, IS NOT INTENDED TO BE, AND SHALL NOT BE CONSTRUED AS, AN OFFER, INDUCEMENT, INVITATION, SOLICITATION, COMMITMENT OR ADVERTISEMENT WITH RESPECT TO THE PURCHASE, SUBSCRIPTION OR SALE OF ANY SECURITY AND NO PART OF IT SHALL FORM THE BASIS OF, OR BE RELIED UPON IN CONNECTION WITH, ANY CONTRACT OR COMMITMENT WHATSOEVER.

The information that follows is a presentation of general background information about PT Puradelta Lestari Tbk. (the "Company") prepared by the Company as 30 Sep 2021.

This presentation has been prepared for information purposes only. None of the information appearing in this presentation may be distributed to the press or other media or reproduced or redistributed in the whole or in part in any form at any time. Any recipient of this presentation and its directors, officers, employees, agents and affiliates must hold this presentation and any information provided in connection with this presentation in strict confidence and may not communicate, reproduce, distribute or disclose to any other person, or refer to them publicly, in whole or in part. This presentation is not for publication, circulation or use in the United States and may not be transmitted or taken into the United States.

This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities of the Company in the United States or any other jurisdiction in which such offer, solicitation or sale would be unlawful under the securities laws of any such jurisdiction, and neither this presentation nor anything contained herein shall form the basis of or be relied on in connection with any contract or commitment whatsoever.

This presentation may contain forward-looking statements and other information that involve risks, uncertainties and assumptions. Forward-looking statements are statements that concern plans, objectives, goals, strategies, future events or performance and underlying assumptions and other statements that are other than statements of historical fact, including, but not limited to, those that are identified by the use of words such as "anticipates", "believes", "estimates", "expects", "intends", "plans", "predicts", "projects" and similar expressions. Such forward-looking statements include, without limitation, statements relating to the competitive environment in which the Company operates, general economic and business conditions, political, economic and social developments in the Asia-Pacific region (in particular, changes in economic growth rates in Indonesia and other Asian economies), the Company's landbank, costs and liabilities, customer diversification endeavors, the industry of the Company and other factors beyond the Company's control. Actual outcomes may vary materially from those indicated in the applicable forward-looking statements. Any forward-looking statement or information contained in this presentation speaks only as of the date the statement was made. None of the Company, its directors, commissioners, officers, employees, agents, advisers, affiliates or any other person assumes responsibility for the accuracy, reliability and completeness of the forward-looking statements contained in this presentation, and none of the Company, its directors, commissioners, officers, employees, agents, advisers, affiliates or any other person assumes any obligation to update any information contained in this presentation or to publicly release any revisions to any forward-looking statements to reflect actual results or events or circumstances that occur or that it becomes aware of after the date of this presentation. You should not place undue reliance on any forward-looking statements.

Accordingly, no representation or warranty, either expressed or implied, is provided by the Company, its directors, commissioners, officers, employees, agents, advisers, affiliates or any other person in relation to the accuracy, completeness or reliability of the information contained in this presentation, nor is it intended to be a complete statement or summary of the resources, markets or developments referred to in this presentation. It should not be regarded by recipients as a substitute for the exercise of their own judgment.

By accepting delivery of this presentation, the recipient agrees to accept and be bound by the statements, restrictions and limitations set forth herein and is deemed to have represented and agreed that the recipient and any account the recipient represents is (i) located outside the United States within the meaning of Regulation S under the U.S. Securities Act of 1933, as amended (the "Securities Act") or (ii) the recipient is a dealer or other professional fiduciary holding a discretionary account or similar account (other than an estate or trust) for the benefit and account of a person who is not, and each person on whose behalf the recipient is viewing this presentation is not, a US person as defined in Regulation S under the Securities Act.

AGENDA

01	COMPANY OVERVIEW	3
02	KEY FINANCIAL INFORMATION	26



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)



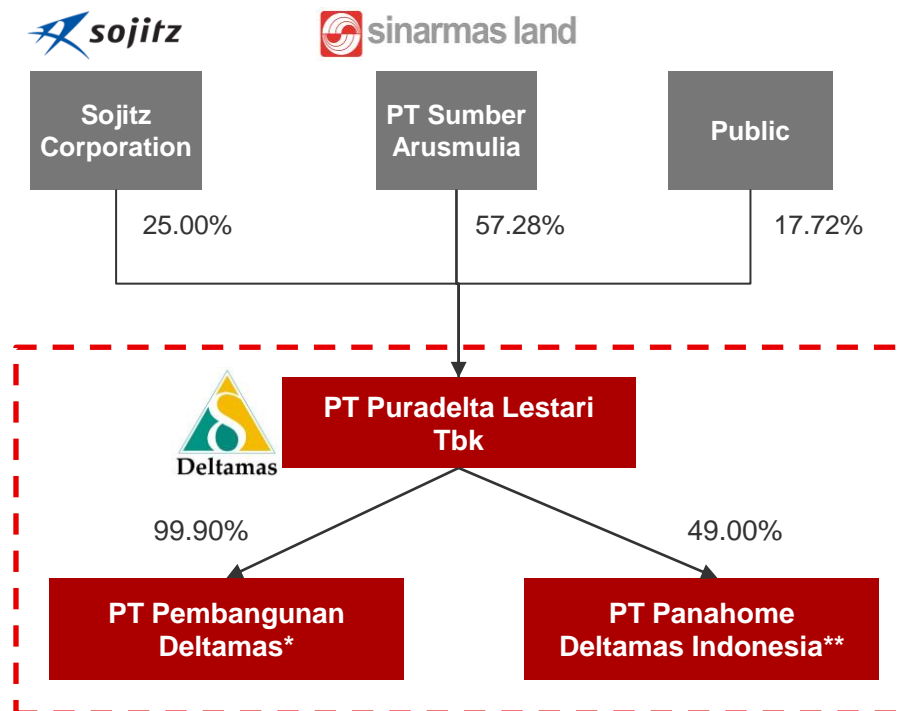
COMPANY OVERVIEW

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

BUSINESS MODEL



Our Business Model in Brief



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

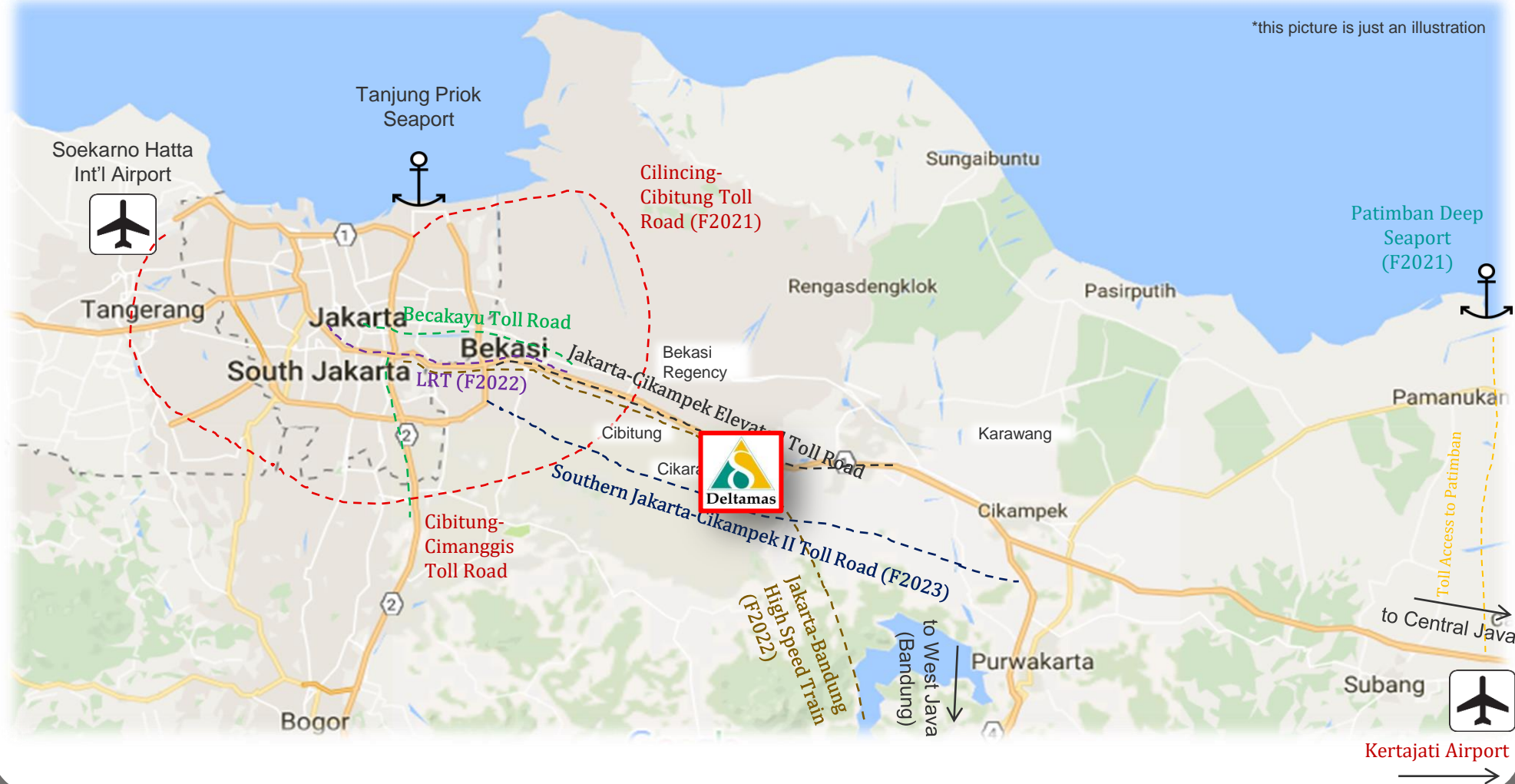


COMPANY OVERVIEW

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 30 Sep 2021	
Industrial	620 ha
Commercial	402 ha
Residential	164 ha
TOTAL	1,186 ha



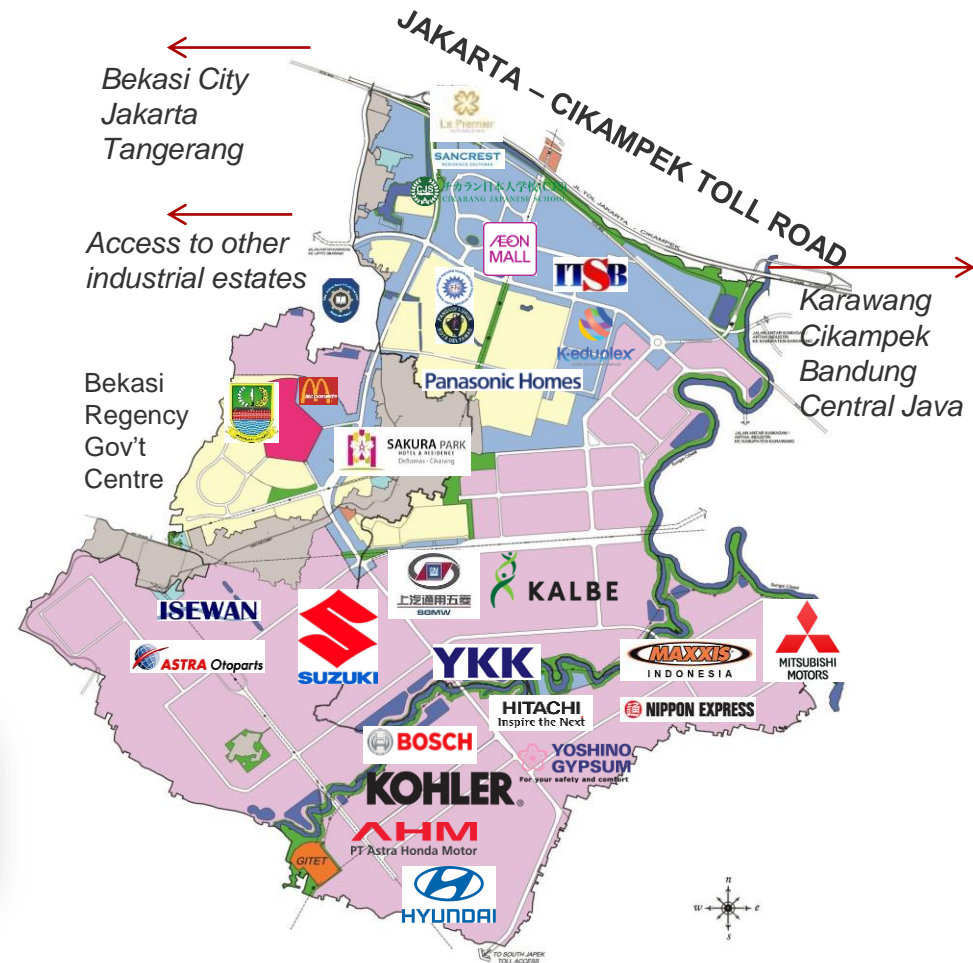
Industrial



Commercial



Residential

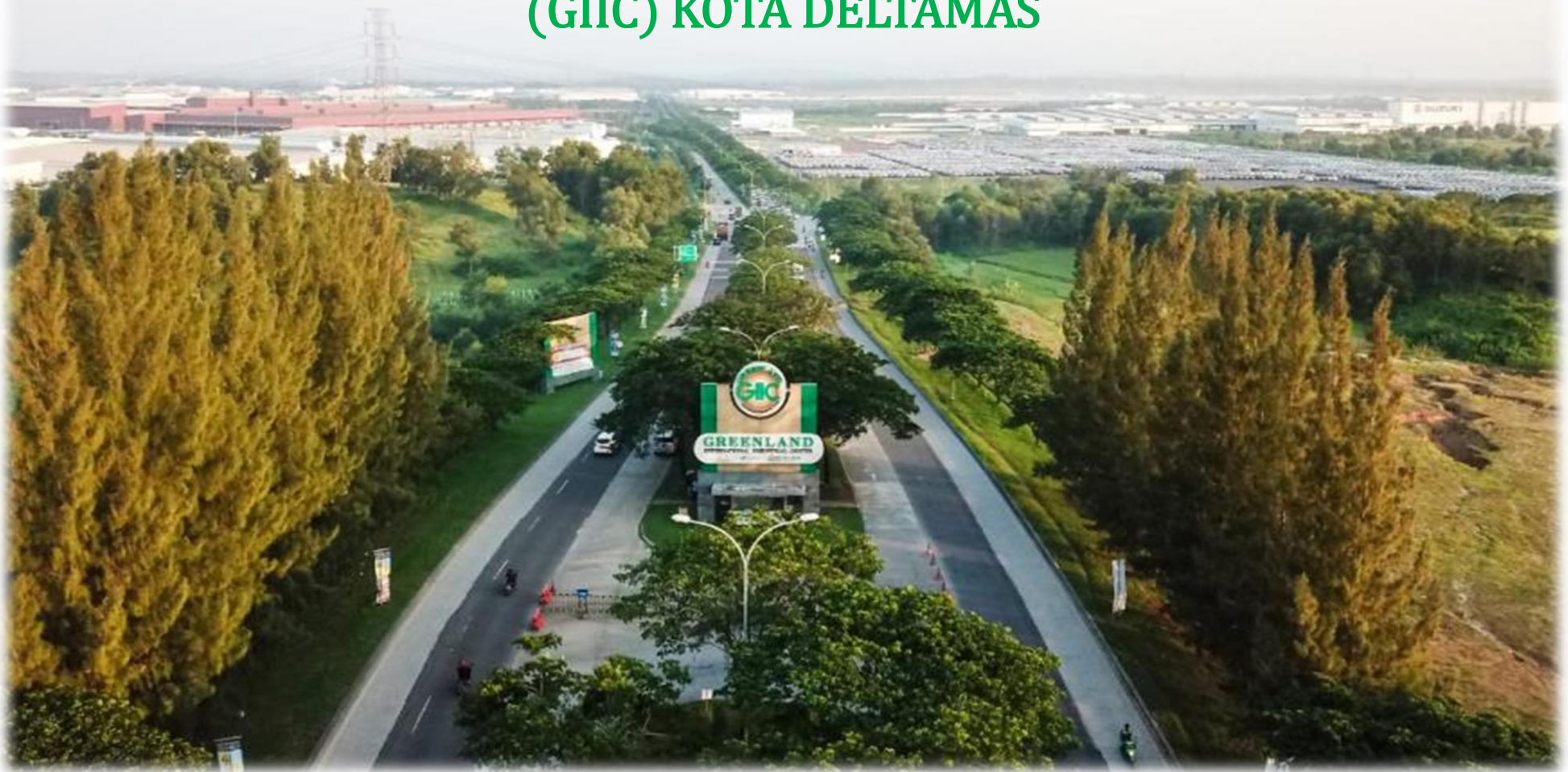


COMPANY OVERVIEW

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 (ISO9001, ISO14001, ISO45001)
- 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

INDUSTRIAL ESTATE



Key Competitive Advantages of GIIC Kota Deltamas

Strategic Location & Direct Access to Toll Road



Wide Land Bank with Flexibility in Size and Shape



Integrated Management System (ISO 9001, ISO 14001, ISO 45001), KLIK facility, Obvitnas



Experienced Management Team



Eco-friendly / Green Environment



Integrated Business Model



Comprehensive Facilities and Infrastructures



World Class Township Design and Planning



Clean Water Treatment Plant
(Looping System Pipe)



Waste Water Treatment Plant



Premium Electricity Supply from PLN



Gas Supply from PGN



Telco & Fiber Optic from Telkom & MyRep



Nursery Center



Firefighter Facilities



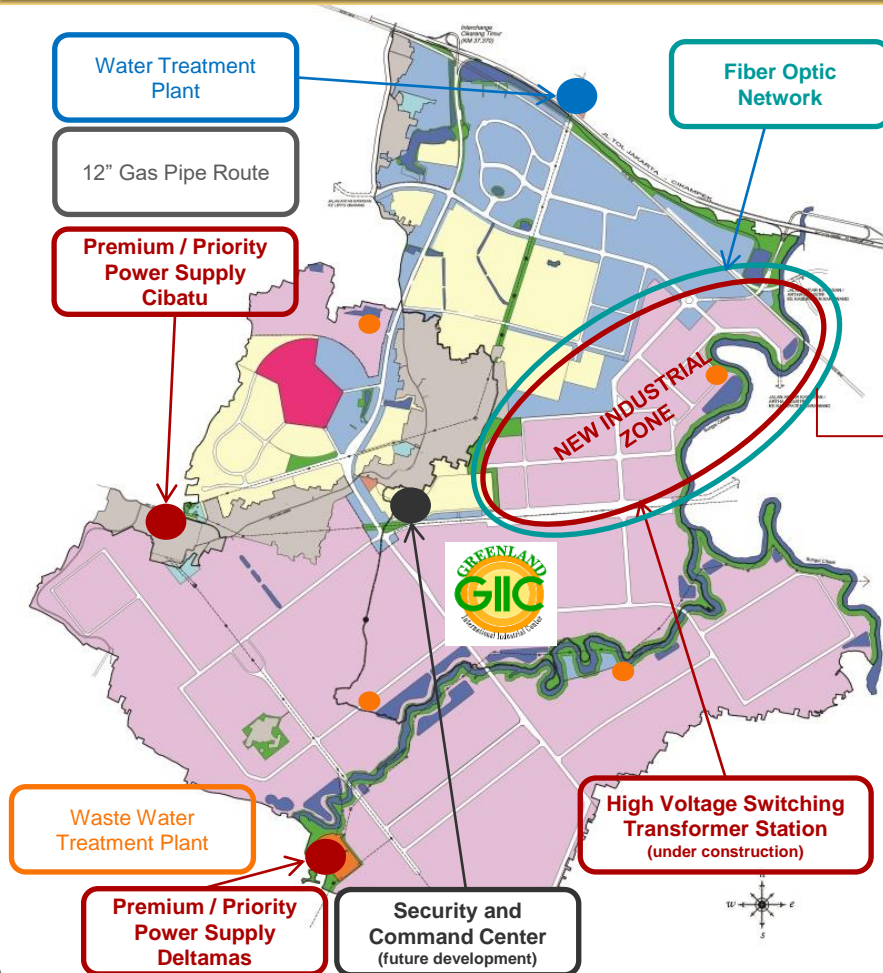
Strong Security System

COMPANY OVERVIEW

INDUSTRIAL ESTATE



Updates on Industrial Estate



Development of a new industrial zone inside GIIC Kota Deltamas, dedicated for data centers or other industries that require certain specifications



fiber optic installation



road construction



electricity supply (PLN)



Collaboration with PLN to develop a data center hub in GIIC Kota Deltamas



Eco-friendly electricity supply, such as, renewable energy certificate, is also offered to customers

COMPANY OVERVIEW

COMMERCIAL ESTATE



Development of Commercial Area and Public Facilities

Commercial Products in Kota Deltamas:

- **Commercial Lots**
(for hotel, restaurant, office, showroom, retail, gas station, supermarket, bookstore, etc)
- **Commercial Buildings**
(Shophouses / Business Galleries)



Le Premier Hotel / Serviced Apartment

- Owned and Managed by the Company
- 76 spacious modern simple-designed rooms



Education Center



Health Facility



Entertainment and F&B



Sport Center



Hotel & Serviced Apartment



Le Premier
KOTA DELTAMAS



SAKURA PARK
HOTEL & RESIDENCE
Deltamas - Cikarang



via alma
KOTA DELTAMAS



KURETAKESO SANCREST RESIDENCE DELTAMAS
呉竹荘 サンクレスト レジデンス デルタマス



Shophouses
in Kota Deltamas



Deltamas Sport
Centre



Integrated with
Local Gov't Center

COMPANY OVERVIEW

COMMERCIAL ESTATE



Updates on Commercial Area

**Mitra Keluarga Hospital
in Construction**



**Ananda Mitra
Vocational School**



**Cikarang Japanese
School**



**Via Alma
Apartment**



**Le Premier
Serviced Apartment**



Starbucks



**AEON Mall Future
Development**



**Institut Teknologi &
Sains Bandung**



**Diamante Business
Gallery**



**Jakarta International
University**



COMPANY OVERVIEW

RESIDENTIAL ESTATE



Development of Residential Estate

- **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



COMPANY OVERVIEW

COMMERCIAL ESTATE



Updates on Residential Area



Housing in Zona Amerika



Currently on sale: Naraya Park, Woodchester, Savasa



COMPANY OVERVIEW

SUPPORTING INFRASTRUCTURE AND UTILITIES



Activities are supported by comprehensive infrastructures and utilities

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
- Supported by 2 substations (Cibatu I and Deltamas)

Gas → PGN

Telecommunication + fiber optic → Telkom & MyRep

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

COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



The Company's Sustainable Development

On Environment

- Maintaining water preservation through WTP and WWTP facilities
- Preserving green environment through nursery center and retention ponds, green area, and pedestrian
- Be selective to the industrial activities with heavy pollutions
- Certified with ISO 14001 on the environmental management system



On Employees

- No discrimination practices
- Fulfillment to the employees rights
- Continuous training and development programs
- Certified with ISO45001 on Occupational Health and Safety



On Surrounding Communities

- Developing industrial estate that enables economic empowerment
- Create an ecosystem that is able to link the education platform to the job opportunities
- Continuously taking efforts to improve surrounding infrastructures, health, education of its surrounding communities
- Providing aids, especially amidst the difficult times due to pandemic

On Products

- Performing continuous after-sales services through its comprehensive facilities and infrastructures
- Continuously developing one-stop-living township to add the property value of Kota Deltamas
- Certified with ISO 9001 on Quality Management System



COMPANY OVERVIEW

CORPORATE SOCIAL RESPONSIBILITIES



Social Activities



Construction of Elementary School Cicau 01



Donation of Protection Equipment to Public Health Center Officers



Participation in Sentra Vaksinasi to accelerate COVID-19 vaccination in Indonesia



Social aids to surrounding communities who were impacted by pandemic and flood

Environmental Preservation



Development of Nursery Center



Continuous Green Area Development and Tree Plantation



Water Preservation through Clean Water and Waste Water Treatment Plant



Selective to Industrial Tenants that will be operating in GIC Kota Deltamas

AWARDS & RECOGNITIONS

Recognitions from the Stakeholders



The Best GRC (Governance, Risk, and Compliance) for Corporate Governance 2021 in the category of Industrial Property



Top Performing Listed Companies 2021 from Beritasatu Media Holdings and Majalah Investor as Top Performing Listed Companies 2021 in the category of Publicly Listed Company with 5-25 trillion Market Capitalization



The Best Publicly Listed Company in the Property and Real Estate Sector in the Bisnis Indonesia Awards 2021

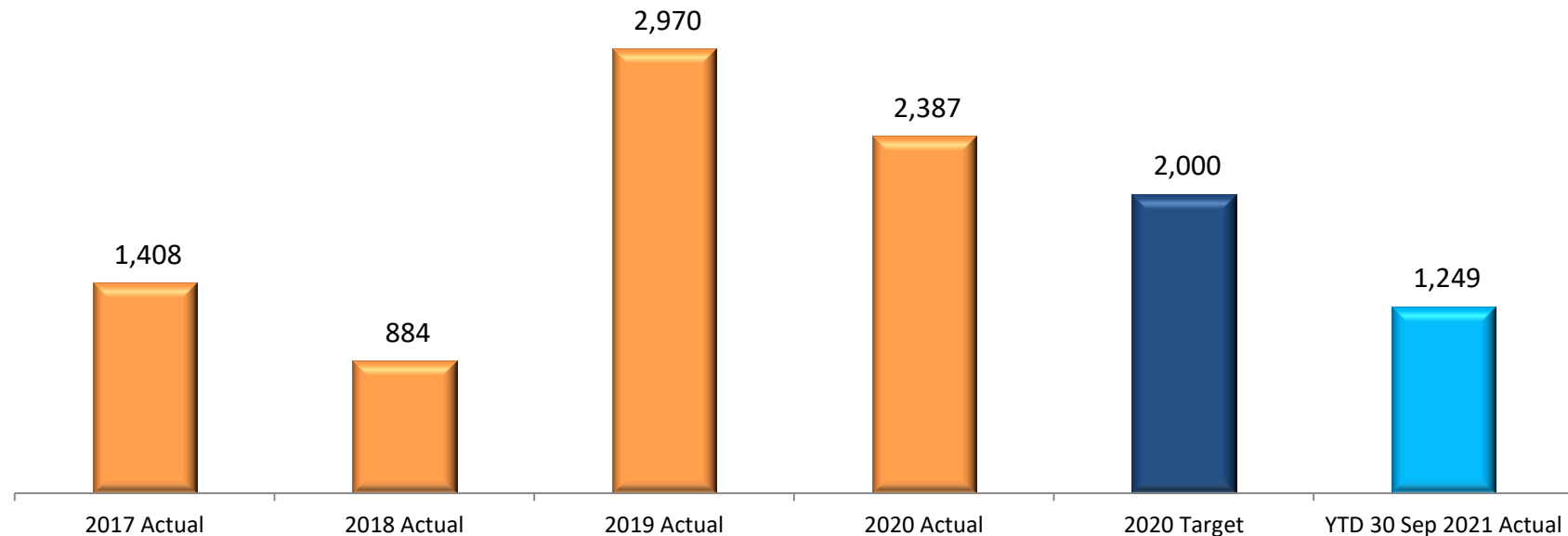


KEY FINANCIAL INFORMATION

Marketing Sales Achievement

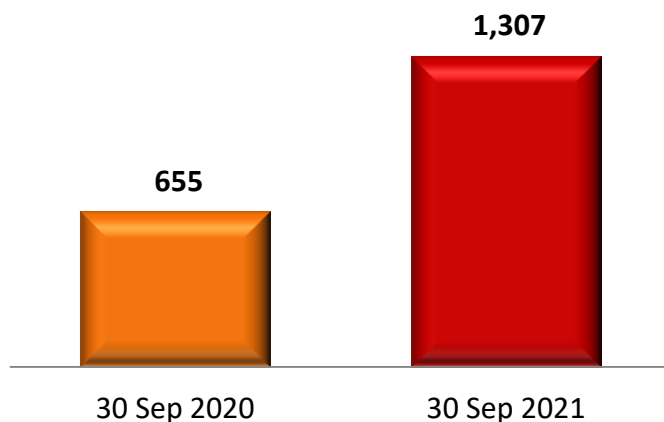
Achievement in YTD 30 Sep 2021 – Rp1.25 trillion
62.4% of 2021 Sales Target

Marketing Sales Figures (in Rp Bn)

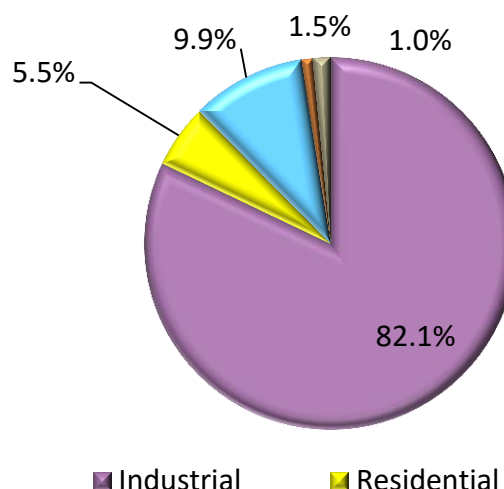


KEY FINANCIAL INFORMATION

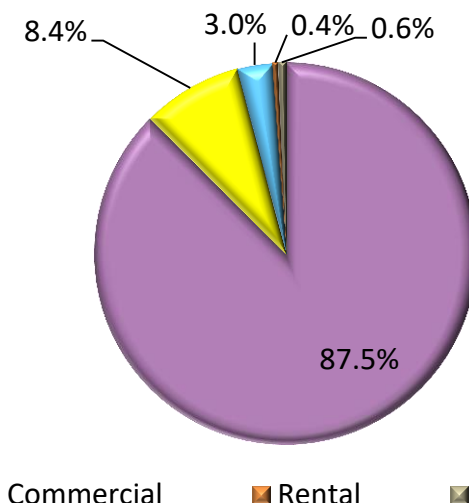
Revenues (in Rp Bn)



Revenues by Segment
30 Sep 2020

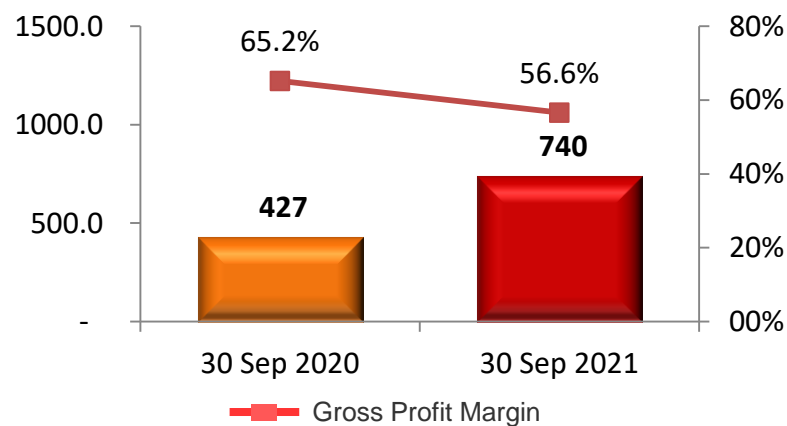


Revenues by Segment
30 Sep 2021

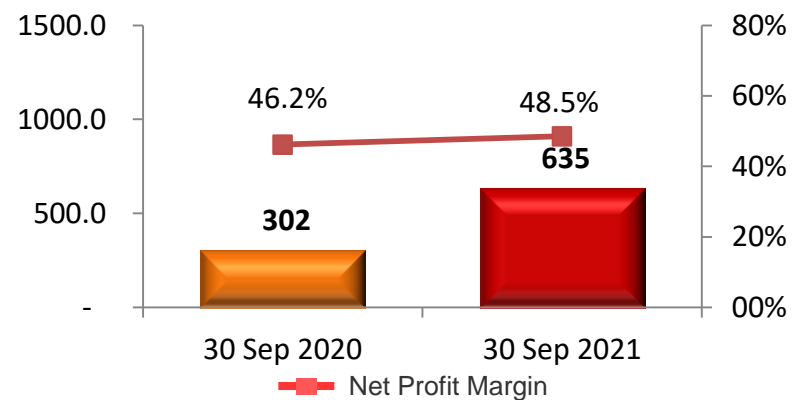


Industrial Residential Commercial Rental Hotel

Gross Profit (in Rp Bn)



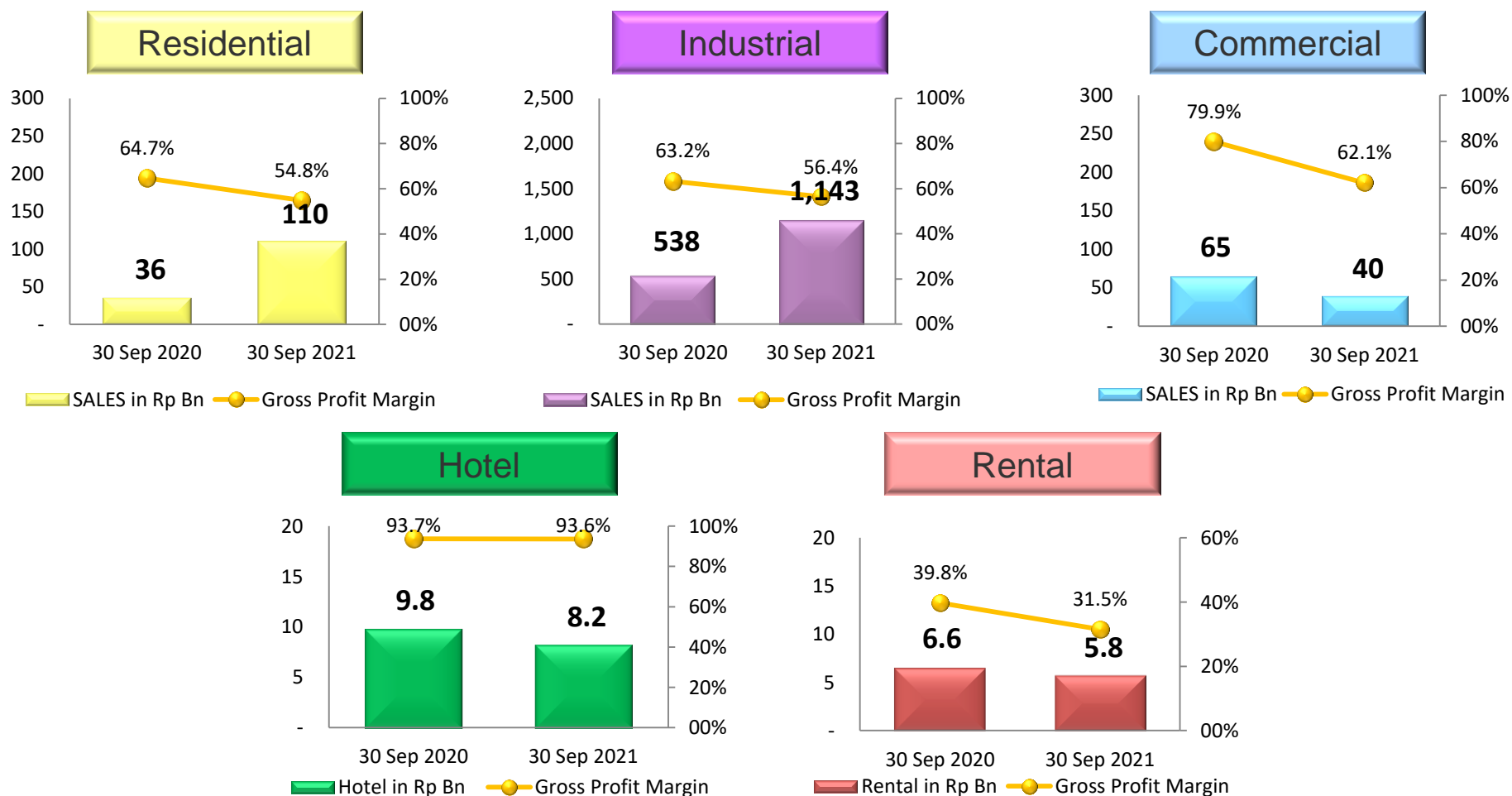
Net Profit (in Rp Bn)



KEY FINANCIAL INFORMATION



Revenues by Segment

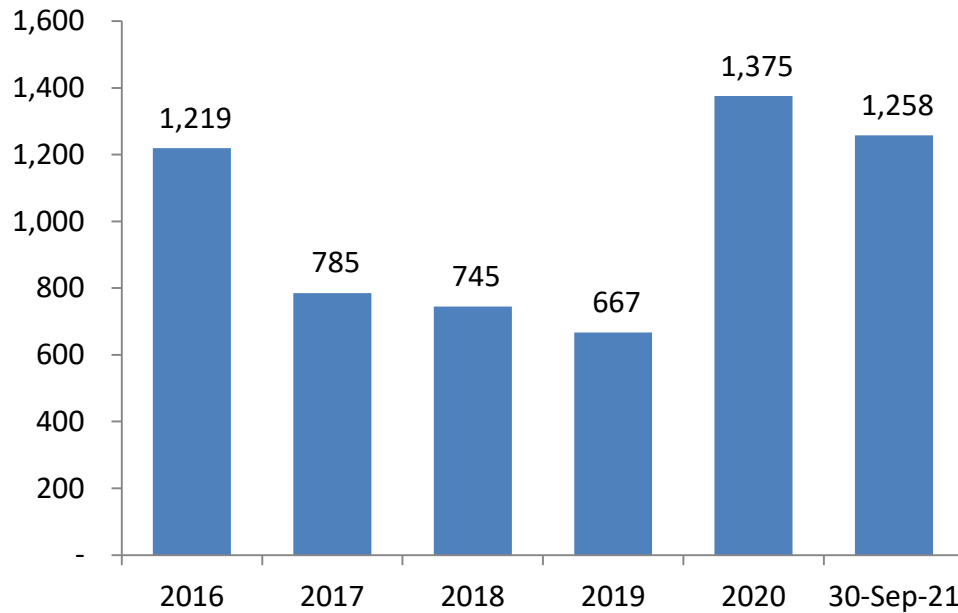


KEY FINANCIAL INFORMATION

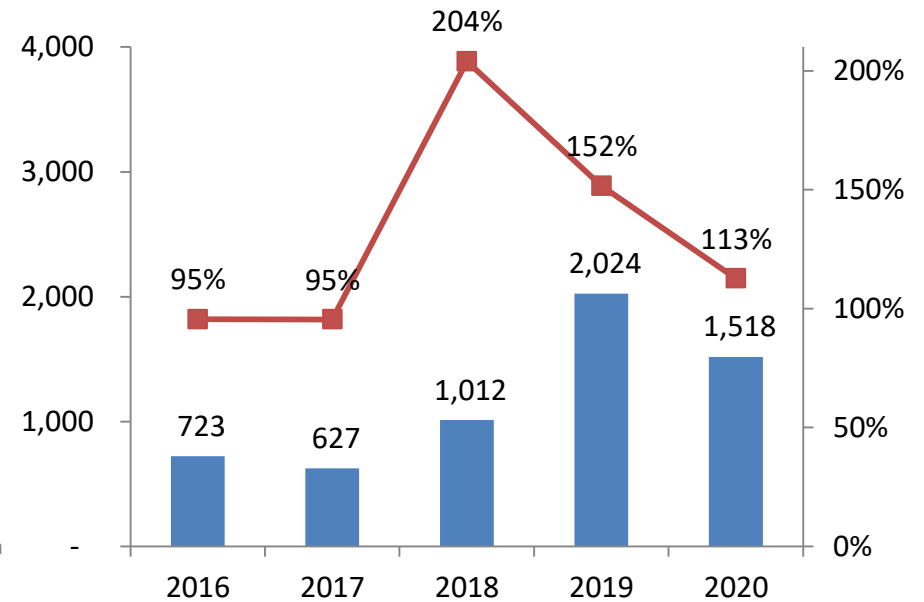


Optimum Return for Shareholders

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



Historical Dividend by Fiscal Year



The Company currently does not have any financial loan

■ Dividend
(in Rp Bn)

■ Dividen Payout Ratio

KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Sep 2021	Sep 2020
Revenues	1,307	655
Gross Profit	740	427
Selling Expenses	39	22
General and Administration Expenses	75	104
Final Tax	32	16
Operating Profit	593	285
Profit Before Tax	646	311
Total Profit for the Year	634.75	302.56
Profit for the Year Attributable to:		
Owners of the Company	634.64	302.45
Non-controlling Interests	0.11	0.11

Summary - Balance Sheet

Balance Sheet in Rp Bn	Sep 2021	Dec 2020
ASSETS		
Current Assets	3,581	3,742
Non Current Assets	2,922	3,010
Total Assets	6,502	6,752
LIABILITIES		
Current Liabilities	601	1,167
Non Current Liabilities	84	57
Total Liabilities	685	1,224
EQUITY		
Total Equity	5,818	5,528

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.deltamas.id