

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
DECEMBER 2021 AUDITED RESULTS



APRIL 2022
STRICTLY CONFIDENTIAL



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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 in Kota Deltamas



- Commenced work on Greenland International Industrial Center ("GIIC")



- Establishment of JV PT Panahome Deltamas Indonesia
- Obtained KLIK facility



- Commenced development of new industrial zone for data center in GIIC



1993

1996

2001

2002

2004

2008

2015

2017

2018

2021

- 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



- Listed in IDX



- Obtained Certifications of ISO 9001:2015, ISO 14001:2015, ISO 45001:2018



- Implementing Renewable Energy (REC)



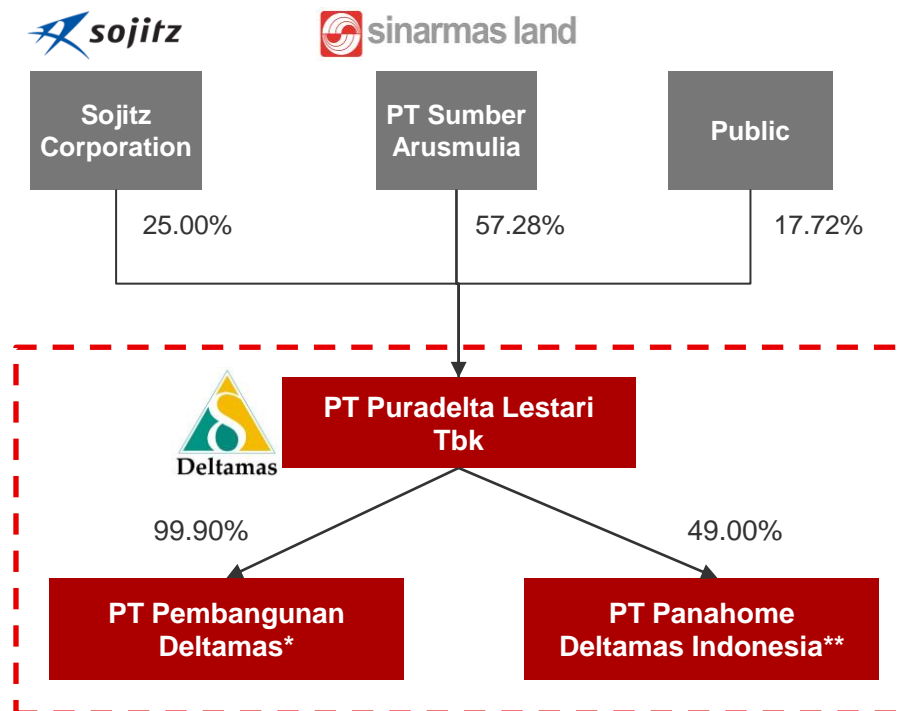
COMPANY OVERVIEW

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



Jakarta-Cikampek Toll Road (A-C) is the busiest toll road in Indonesia

- | | | | |
|----------|------------------------------|----------|------------------------|
| 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

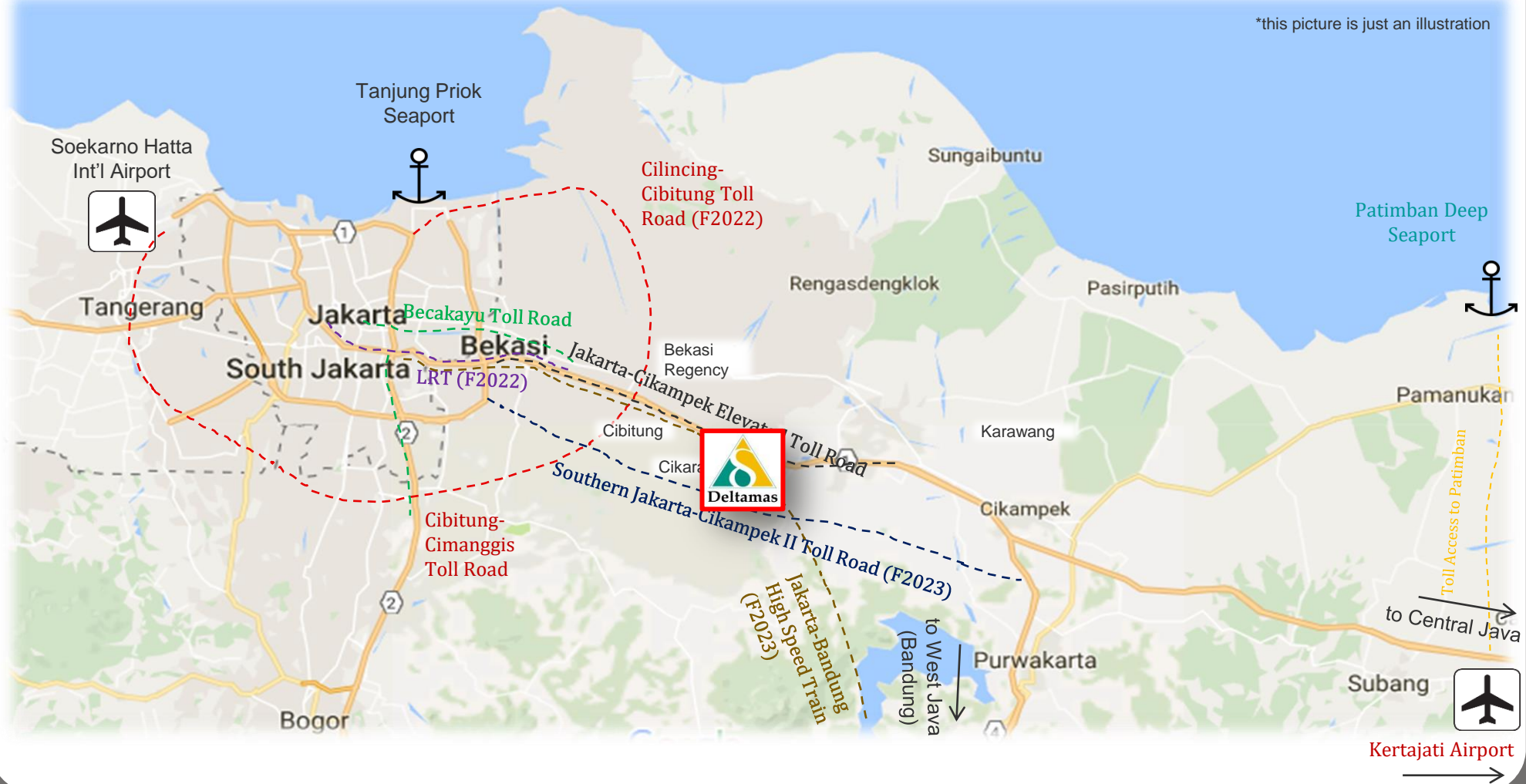


COMPANY OVERVIEW

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 Dec 2021	
Industrial	612 ha
Commercial	402 ha
Residential	150 ha
TOTAL	1,164 ha



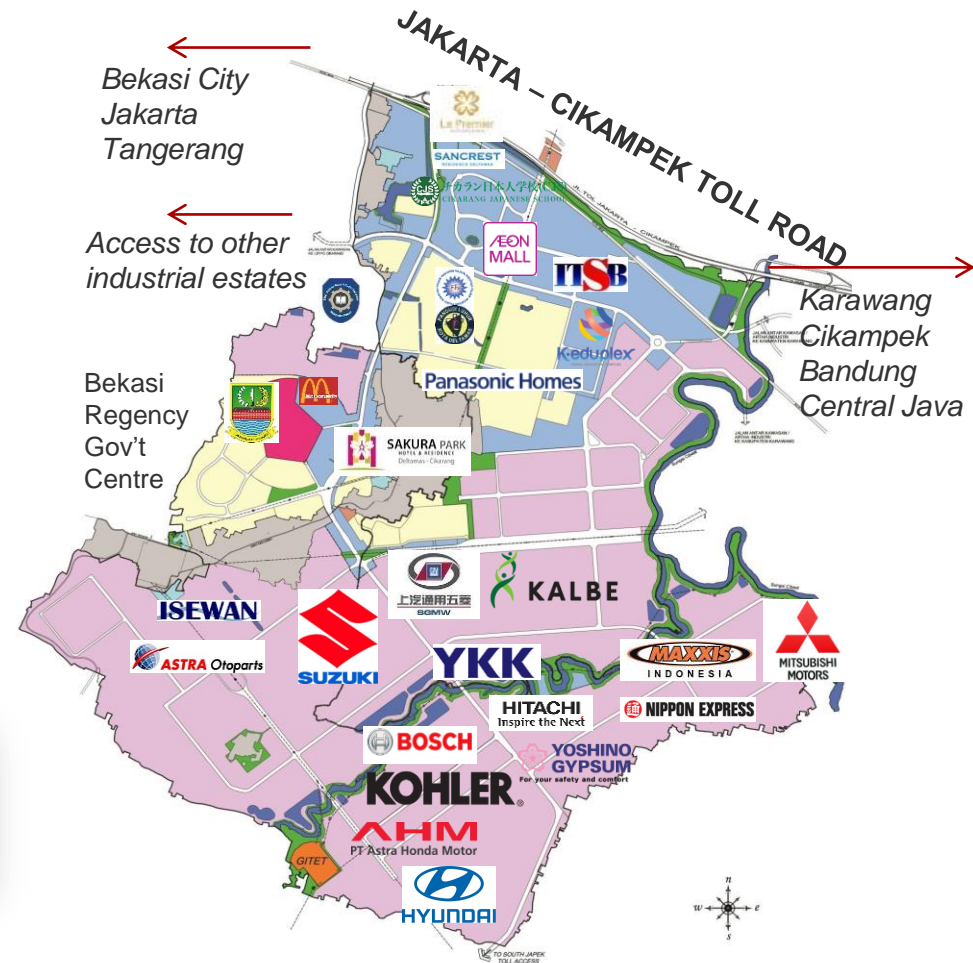
Industrial



Commercial



Residential

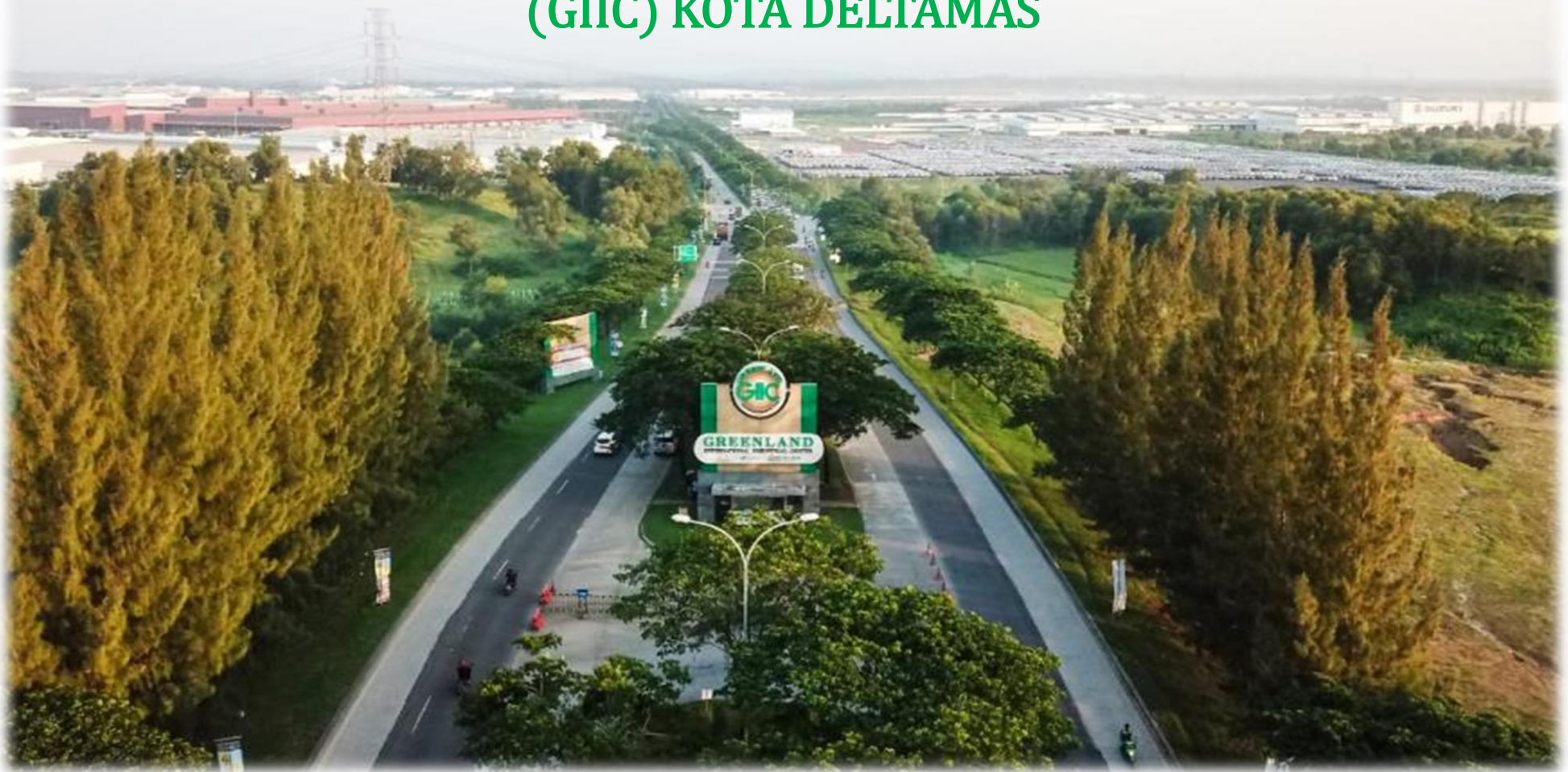


COMPANY OVERVIEW

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
KITIC	~200 Ha	2009 – 2011
Suzuki	~130 Ha	2011
Astra Honda Motor	~ 85 Ha	2016 - 2021
Hyundai Motor	~77 Ha	2019
SAIC GM Wuling	~ 60 Ha	2015
Mitsubishi Motors	~ 51 Ha	2014 – 2015
Kalbe	~ 37 Ha	2017 – 2018
Maxxis	~ 35 Ha	2014
Kohler	~ 20 Ha	2017



- ~ 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



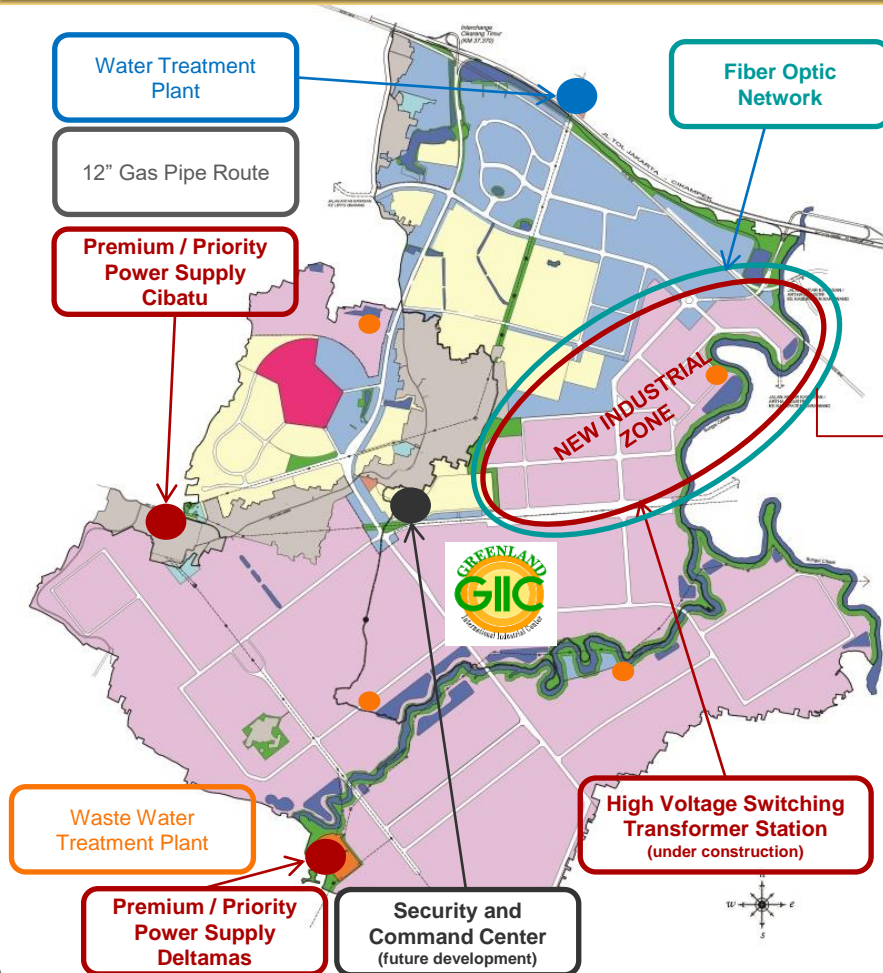
Strong Security System

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



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

* Under construction

Health Facility



life.love.laughter

Entertainment and F&B

AEON MALL *



Sport Center



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

Panasonic Homes



COMPANY OVERVIEW

COMMERCIAL ESTATE



Updates on Residential Area



Housing in Zona Amerika



Currently on sale: Naraya Park, Woodchester, Savasa



COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



The Company's Sustainable Development

On Environment



Renewable
Energy Certificate



Continuous Pedestrian and
Green Area Development,
and Tree Planting



Water Recycle Through
WTP & WWTP



ISO 14001 Certification
(Environmental Management)

On Surrounding Communities



Supporting Vaccination
Program in 2021



Construction of School
Building for Surrounding
Communities



Social Aid CSR Programs



Economic Empowerment
Program

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 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**



**Outstanding
Achievement in the
category of Industry
from FIABCI
Indonesia – REI
Excellence Awards
2021**



**Best Industrial Estate
Development 2021
from Property Guru
Indonesia**

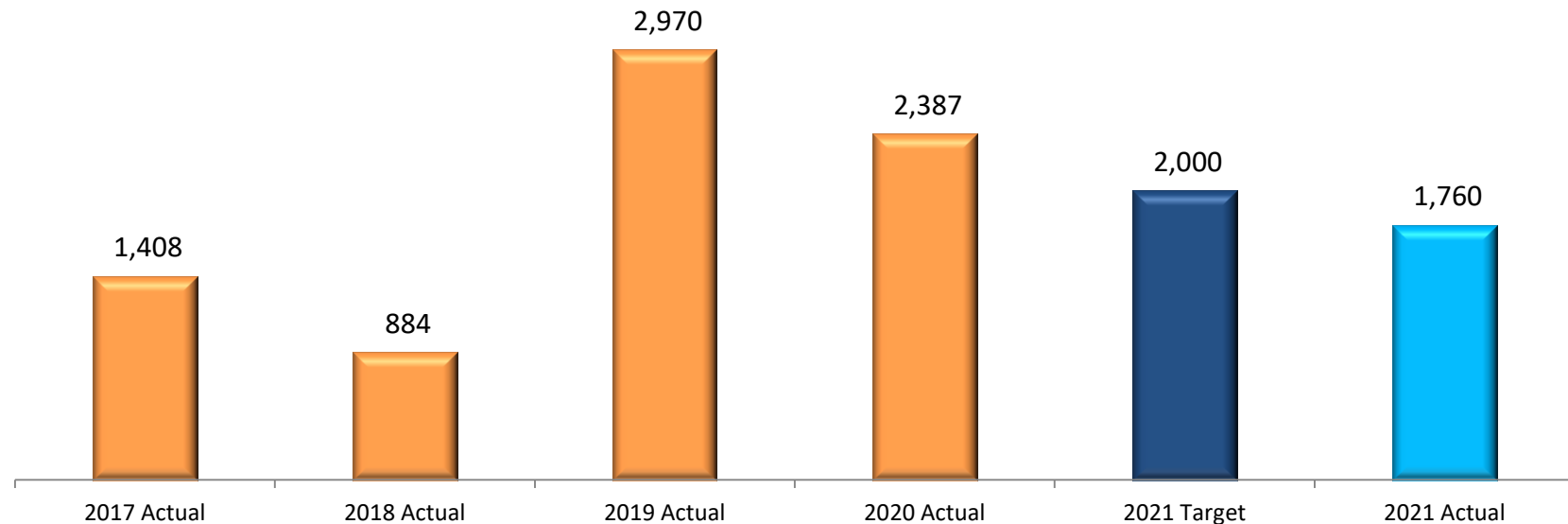


KEY FINANCIAL INFORMATION

Marketing Sales Achievement

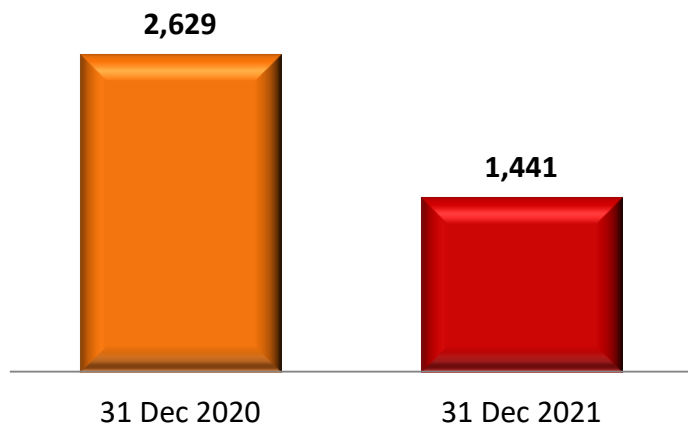
Achievement in FY2021 – Rp1.76 trillion
88.0% of 2021 Sales Target

Marketing Sales Figures (in Rp Bn)

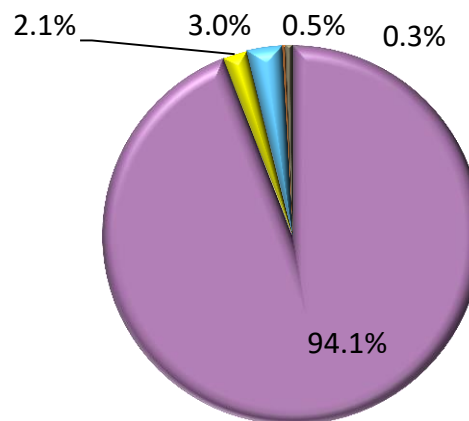


KEY FINANCIAL INFORMATION

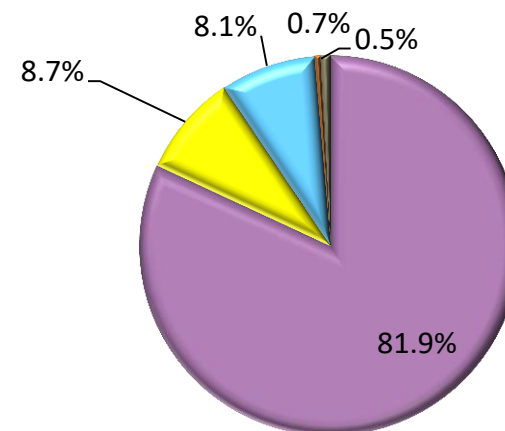
Revenues (in Rp Bn)



Revenues by Segment
31 Dec 2020

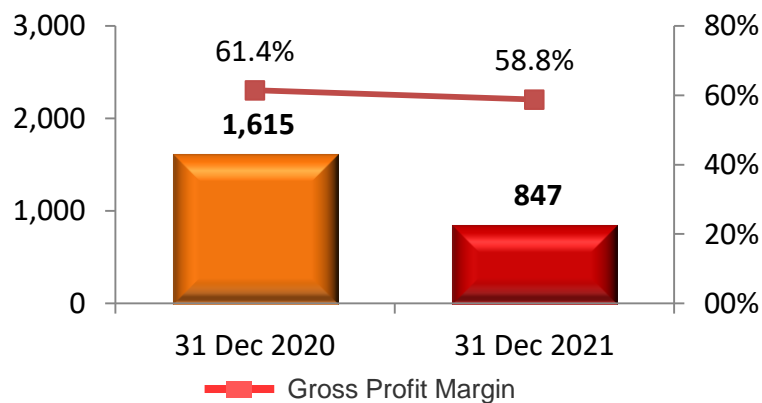


Revenues by Segment
31 Dec 2021

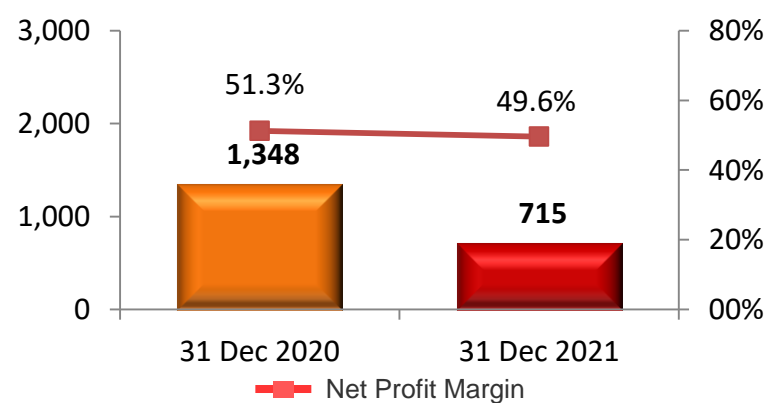


Industrial Residential Commercial Rental Hotel

Gross Profit (in Rp Bn)



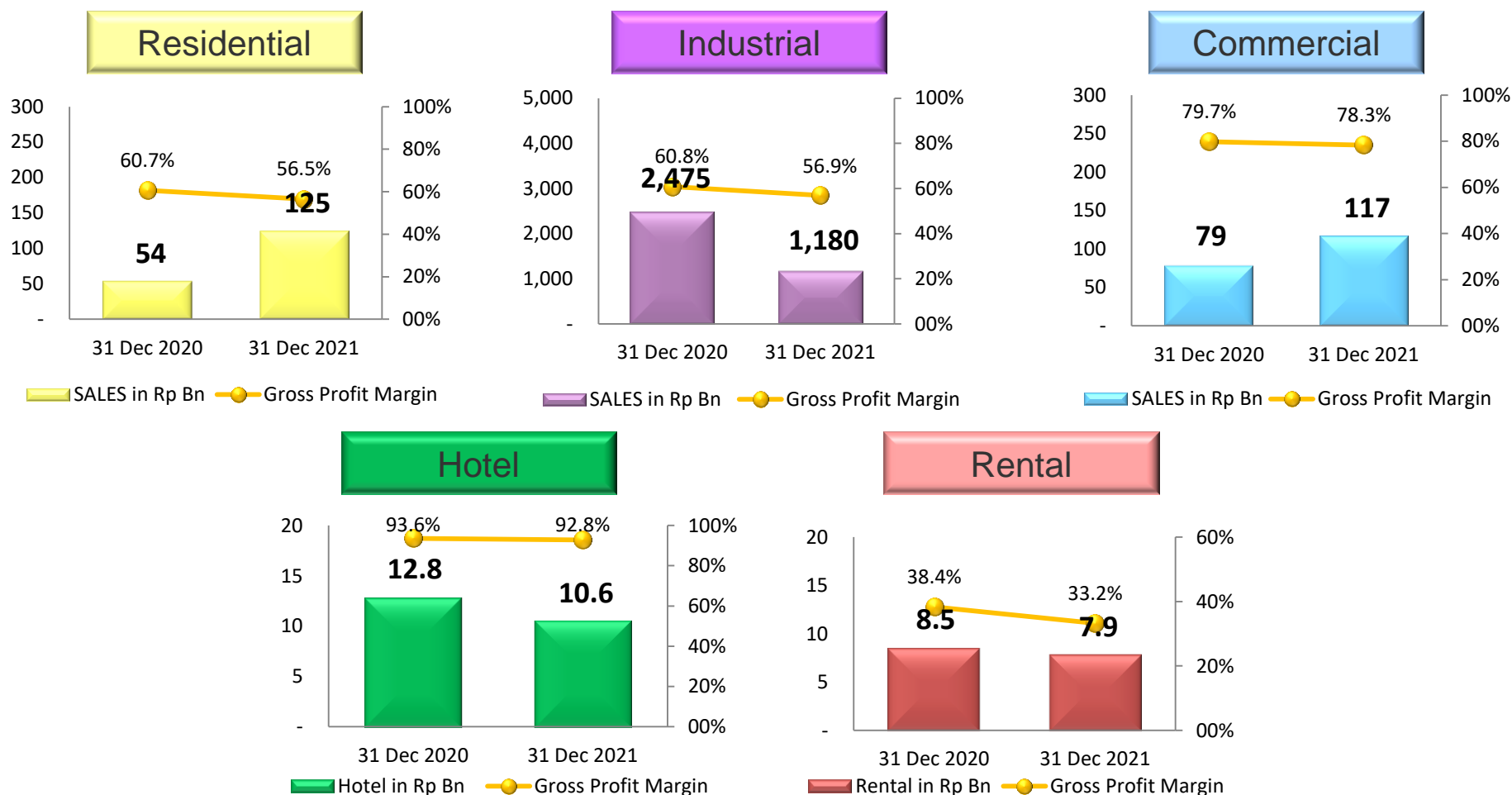
Net Profit (in Rp Bn)



KEY FINANCIAL INFORMATION



Revenues by Segment

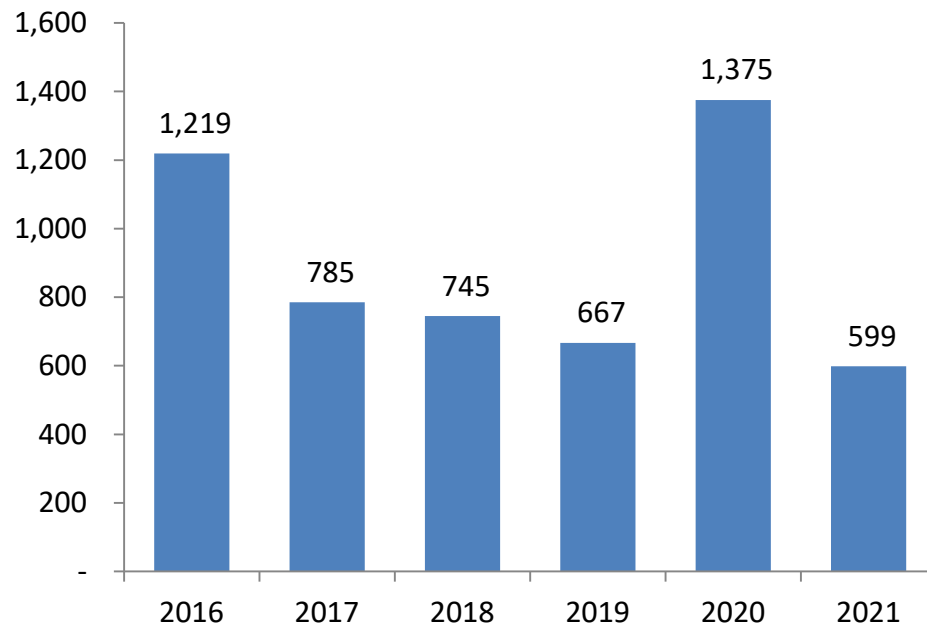


KEY FINANCIAL INFORMATION

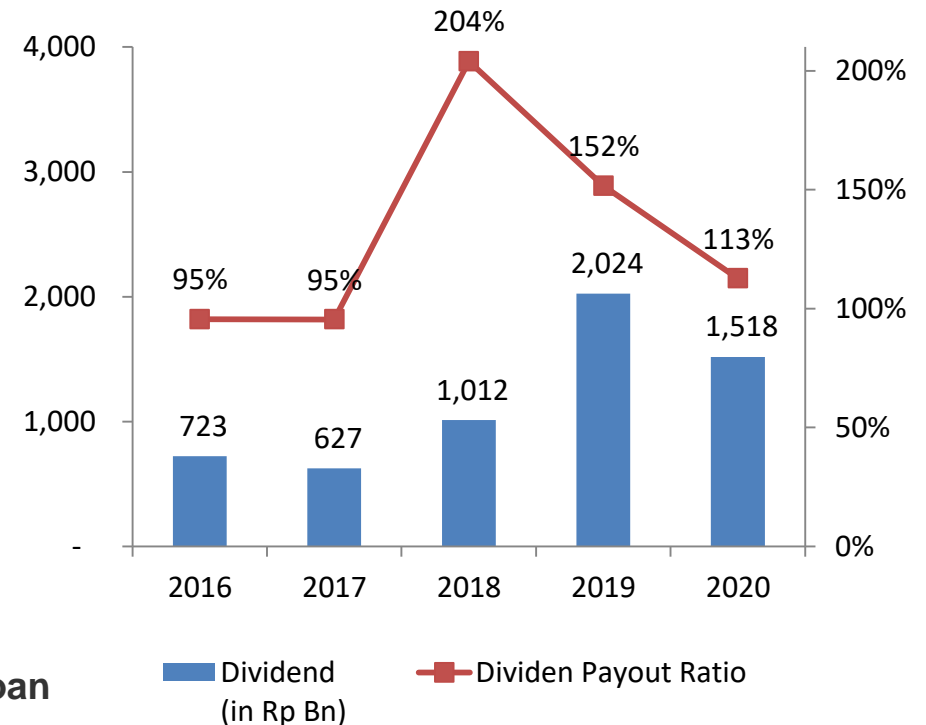


Optimum Return for Shareholders

Cash and Cash Equivalent
(in Rp Bn)



Historical Dividend by Fiscal Year



The Company currently does not have any financial loan

KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Dec 2021	Dec 2020
Revenues	1,441	2,629
Gross Profit	847	1,615
Selling Expenses	43	92
General and Administration Expenses	103	140
Final Tax	35	61
Operating Profit	665	1,322
Profit Before Tax	731	1,361
Total Profit for the Year	714.86	1,348.58
Profit for the Year Attributable to:		
Owners of the Company	714.74	1,347.65
Non-controlling Interests	0.12	0.93

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2021	Dec 2020
ASSETS		
Current Assets	3,165	3,742
Non Current Assets	2,949	3,010
Total Assets	6,114	6,752
LIABILITIES		
Current Liabilities	700	1,167
Non Current Liabilities	62	57
Total Liabilities	763	1,224
EQUITY		
Total Equity	5,351	5,528

THANK YOU

For Further Information:

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