# **PT PURADELTA LESTARI TBK** MANAGEMENT PRESENTATION JUNE 2022 UNAUDITED RESULTS



JULY 2022 STRICTLY CONFIDENTIAL





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# **COMPANY OVERVIEW**

# COMPANY OVERVIEW PT PURADELTA LESTARI TBK



## Leading Integrated Township Developers at East of Jakarta



# COMPANY OVERVIEW KEY COMPANY MILESTONES



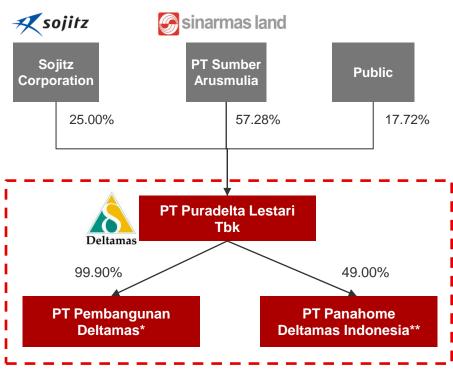


# COMPANY OVERVIEW SHAREHOLDING STRUCTURE



## 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** MANAGEMENT BOARD



## **Board of Directors**



Hongky J. Nantung **President Director** 



Shinji Yoneda Vice President Director



Hermawan Wijaya Director



**Tondy Suwanto** Director

## **Board of Commissioners**



Muktar Widjaja President Commissioner



Vice President Commissioner



Teky Mailoa Takefumi Nishikawa Vice President Commissioner



Seiji Itagaki Commissioner



Independent Commissioner



Teddy Pawitra Susiyati B. Hirawan Independent Commissioner

Residential developments creating a conducive living environment that attracts industrial customer workforce

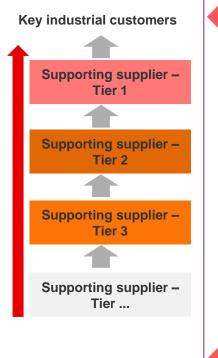
Demand for manpower

Demand for housing flowing from employees

and visitors from industrial area

## **COMPANY OVERVIEW** BUSINESS MODEL

**Our Business Model in Brief** 



**Demand for** 

industrial

Social infrastructure

Govt centres, educational institutions, medical, shopping centers, etc.

Growth in workforce generating retail traffic

Commercial developments enhances workplace attractiveness

Population growth driving demand for commercial

Commercial / retail developments creating a desirable living environment

**Demand for** commercial

**Demand for** 

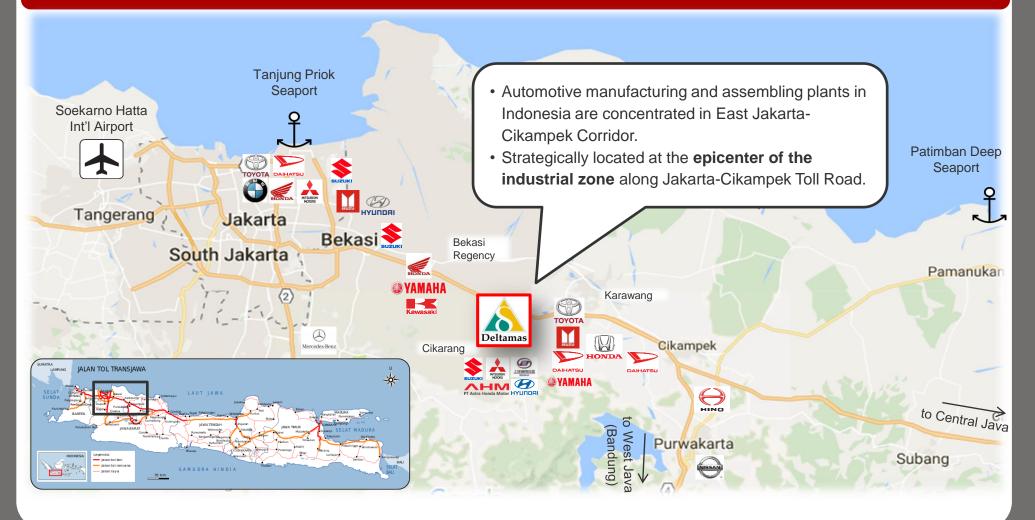
residential



# COMPANY OVERVIEW LOCATION



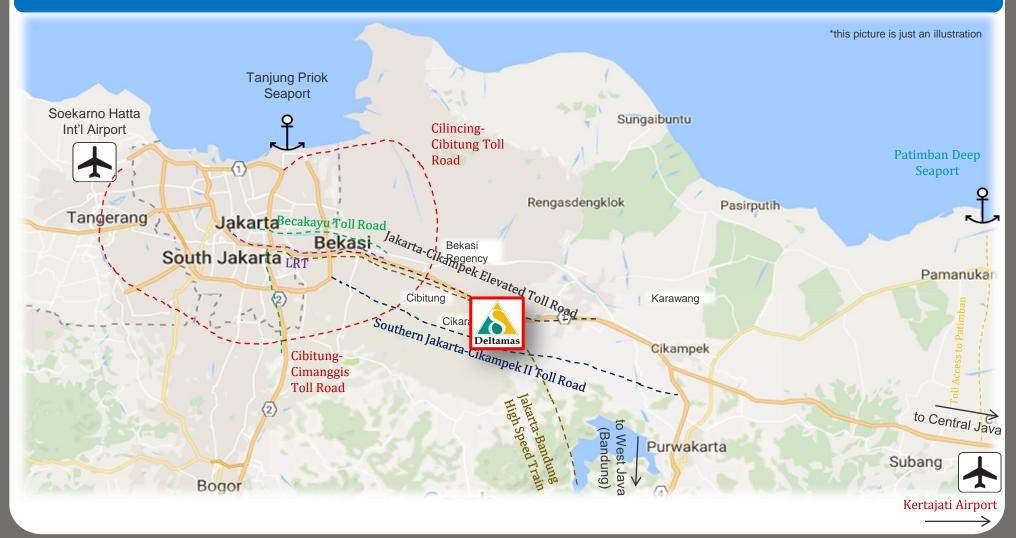
# AUTO INDUSTRY CONCENTRATION



# COMPANY OVERVIEW LOCATION



## INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY



# COMPANY OVERVIEW ENTRANCE TO KOTA DELTAMAS



# DIRECT ACCESS TO INTERCHANGE OF KM37 JAKARTA – CIKAMPEK TOLL ROAD





# **OPERATIONAL UPDATES**

## COMPANY OVERVIEW DEVELOPMENT AREA AND LAND BANK



## **Solid Master Plan with Large Land Bank**

## **Master Plan of Kota Deltamas**

Land Bank 30 Jun 2022		
Industrial	589 ha	
Commercial	372 ha	
Residential	175 ha	
TOTAL	1,136 ha	

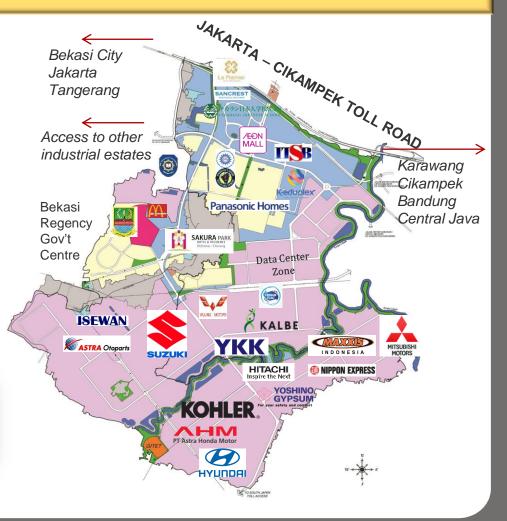


Industrial



#### Commercial





# COMPANY OVERVIEW ENTRANCE TO KOTA DELTAMAS



# GREENLAND INTERNATIONAL INDUSTRIAL CENTER (GIIC) KOTA DELTAMAS





## 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)
- National Vital Object in the industrial sector



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





## **Key Competitive Advantages of GIIC Kota Deltamas**

**Strategic Location & Direct** Access to Toll Road



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





**Experienced Management Team** 

Building for a better future



Flexibility in Size and Shape

Wide Land Bank with



**Eco-friendly / Green** Environment



#### **Integrated Business Model**





World Class Township Design and Planning



**Compehensive Facilities and Infrastructures** 

Clean Water **Treatment Plant** (Looping System Pipe)



Waste Water **Treatment Plant** 

**Premium Electricity** Supply from PLN



**Nursery Center** 



Gas Supply from PGN



**Firefighter Facilities** 



Telco & Fiber Optic from Telkom & **MyRep** 



Strong Security System

**Updates on Industrial Estate** 

#### Water Treatment **Fiber Optic** Plant Network 12" Gas Pipe Route Premium / Priority **Power Supply** Cibatu NEWINDUSTR **High Voltage Switching** Waste Water **Transformer Station** Treatment Plant (under construction) Premium / Priority Security and **Power Supply Command Center Deltamas** (future development)

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

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





fiber optic installation





# 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

- 76 spacious modern simple-designed rooms

- Owned and Managed by the Company







# COMPANY OVERVIEW COMMERCIAL ESTATE

### **Updates on Commercial Area**







# 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** 







# SUSTAINABLE DEVELOPMENT

# COMPANY OVERVIEW SUSTAINABLE DEVELOPMENT



#### **Best in Class Real Estate**

A Home of World-class Industries



GREENLAND INTERNATIONAL INDUSTRIAL CENTER KOTA DELTAMAS



and more global data centers..



ILER.

Schools and Universities

Vibrant Commercial Area



Green Residential Estate

Integrated Township Concept, a Sustainable One-Stop-Living City

supported Comprehensive Facilities and Utilities

Hotels, Restaurants, Entertainments



Factories and Offices



# COMPANY OVERVIEW SUSTAINABLE DEVELOPMENT



## **Climate Change & the Environment**

#### Usage of Renewable Energy



- REC PLN
- Solar Panel
- LED for public road
- Energy Monitoring

#### Water Preservation / Recycle









#### **Selective Industrial Tenants**



#### Pedestrian & Green Area Development, and Tree Planting













# COMPANY OVERVIEW SUSTAINABLE DEVELOPMENT



## **Sustainable Community & Educational Patronage**

#### A dedicated Community Relations team to engage its surrounding communities through CSR activities



Supporting Vaccination Prorgram and Continuous Activities of COVID-19 Pandemic Prevention for Tenants and Local Communities



Construction of Cicau 1 Public Elementary School (SDN Cicau 1) Building in Central Cikarang District, Bekasi Regency



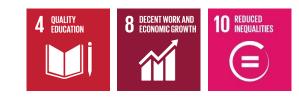
Series of Social Aid Program for Surrounding Communities



Economic Empowerment Program for Local Farmer Group

#### Vocational schools in town that support industrial advancement





# **AWARDS & RECOGNITIONS**



### **Recognitions from the Stakeholders**



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





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



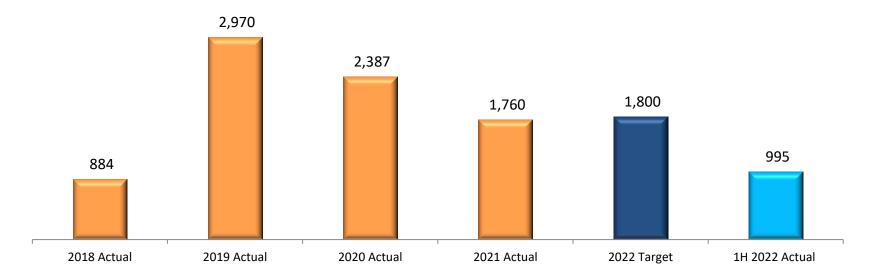
# OPERATIONAL UPDATES MARKETING SALES



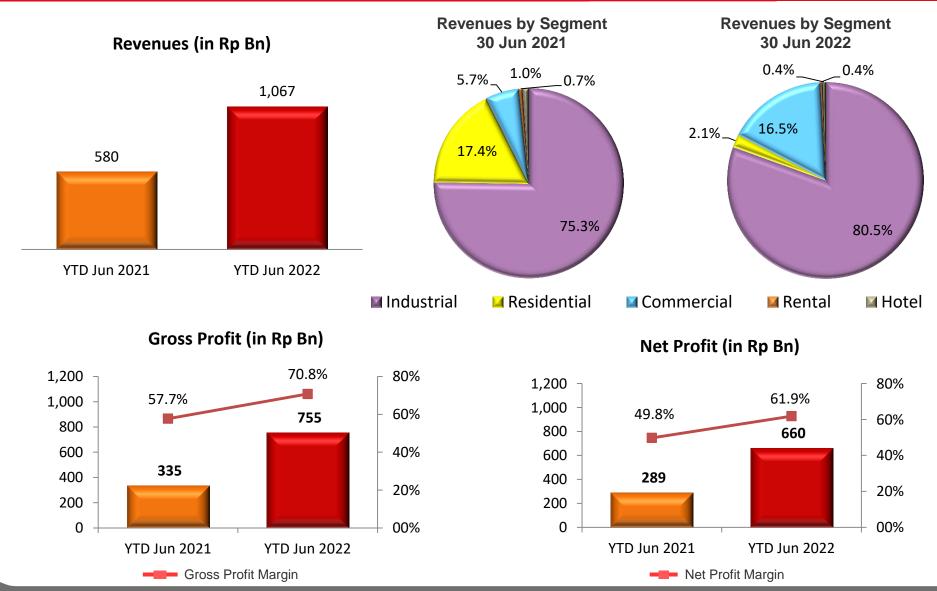
**Marketing Sales Achievement** 

# Achievement in 1H 2022 – Rp995 billion 55.3% of 2022 Sales Target

Marketing Sales Figures (in Rp Bn)





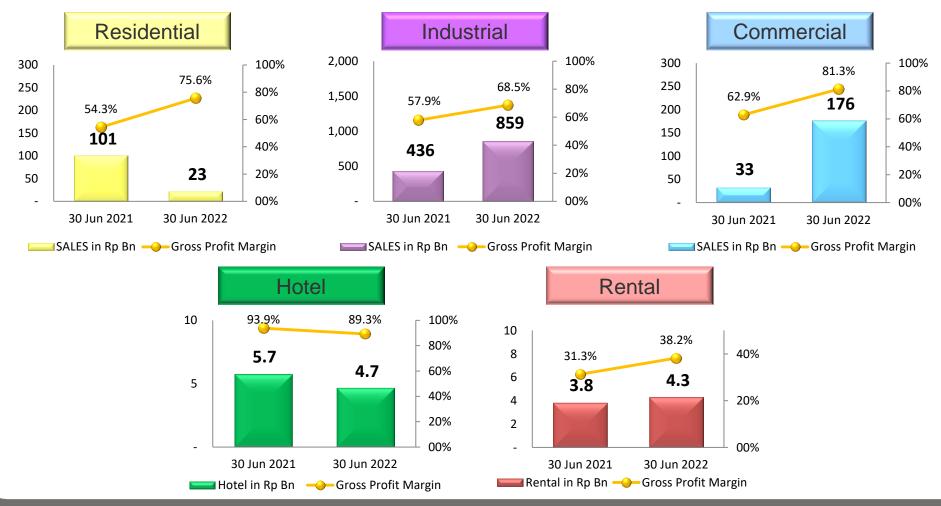


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#### **Revenues by Segment**

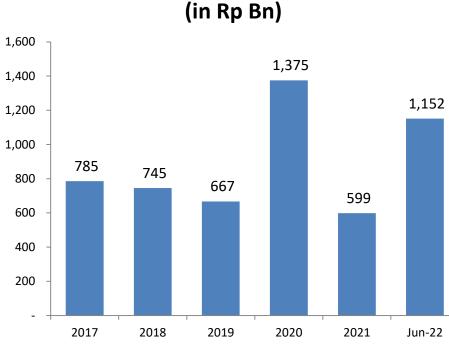


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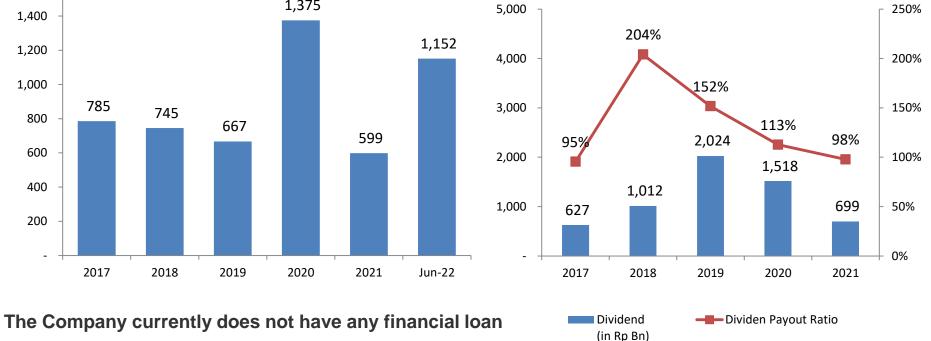
**Cash and Cash Equivalent** 



#### **Optimum Return for Shareholders**



#### **Historical Dividend by Fiscal Year**





#### **Summary - Income Statement**

Income Statement in Rp Bn	Jun 2022	Jun 2021
Revenues	1,067	580
Gross Profit	755	335
Selling Expenses	25	17
General and Administration Expenses	51	48
Final Tax	27	14
Operating Profit	652	255
Profit Before Tax	669	296
Total Profit for the Period	660.70	288.69
Profit for the Period Attributable to:		
Owners of the Company	660.04	288.58
Non-controlling Interests	0.66	0.11

#### **Summary - Balance Sheet**

Balance Sheet in Rp Bn	Jun 2022	Dec 2021
ASSETS		
Current Assets	3,943	3,165
Non Current Assets	2,820	2,949
Total Assets	6,763	6,114
LIABILITIES		
Current Liabilities	802	700
Non Current Liabilities	70	62
Total Liabilities	872	763
EQUITY		
Total Equity	5,891	5,351

# **THANK YOU**

For Further Information:

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