

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
DECEMBER 2022 AUDITED RESULTS



MARCH 2023
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 : ± 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



- Start implementing Renewable Energy (REC)



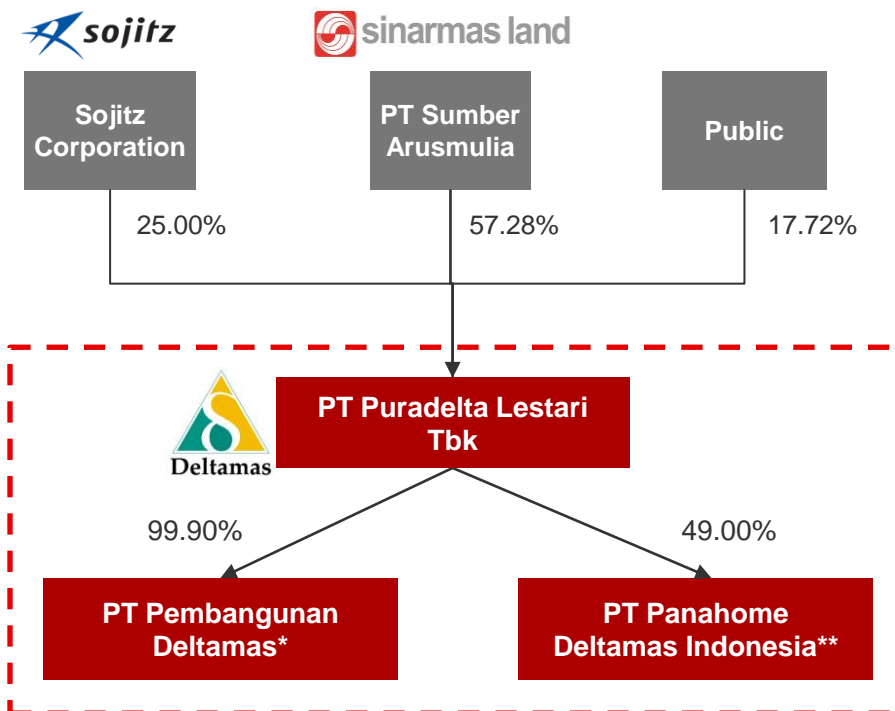
COMPANY OVERVIEW

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

MANAGEMENT BOARD



Board of Directors



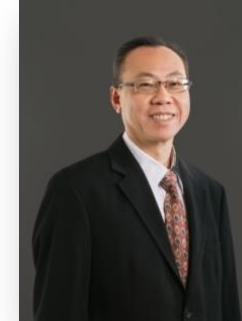
Hongky J. Nantung
President Director



Shinji Yoneda
Vice President Director



Hermawan Wijaya
Director



Tondy Suwanto
Director

Board of Commissioners



Muktar Widjaja
President
Commissioner



Teky Mailoa
Vice President
Commissioner



Takefumi Nishikawa
Vice President
Commissioner



Seiji Itagaki
Commissioner



Teddy Pawitra
Independent
Commissioner



Susiyati B. Hirawan
Independent
Commissioner

COMPANY OVERVIEW

BUSINESS MODEL



Our Business Model in Brief



COMPANY OVERVIEW

LOCATION



AUTO INDUSTRY CONCENTRATION

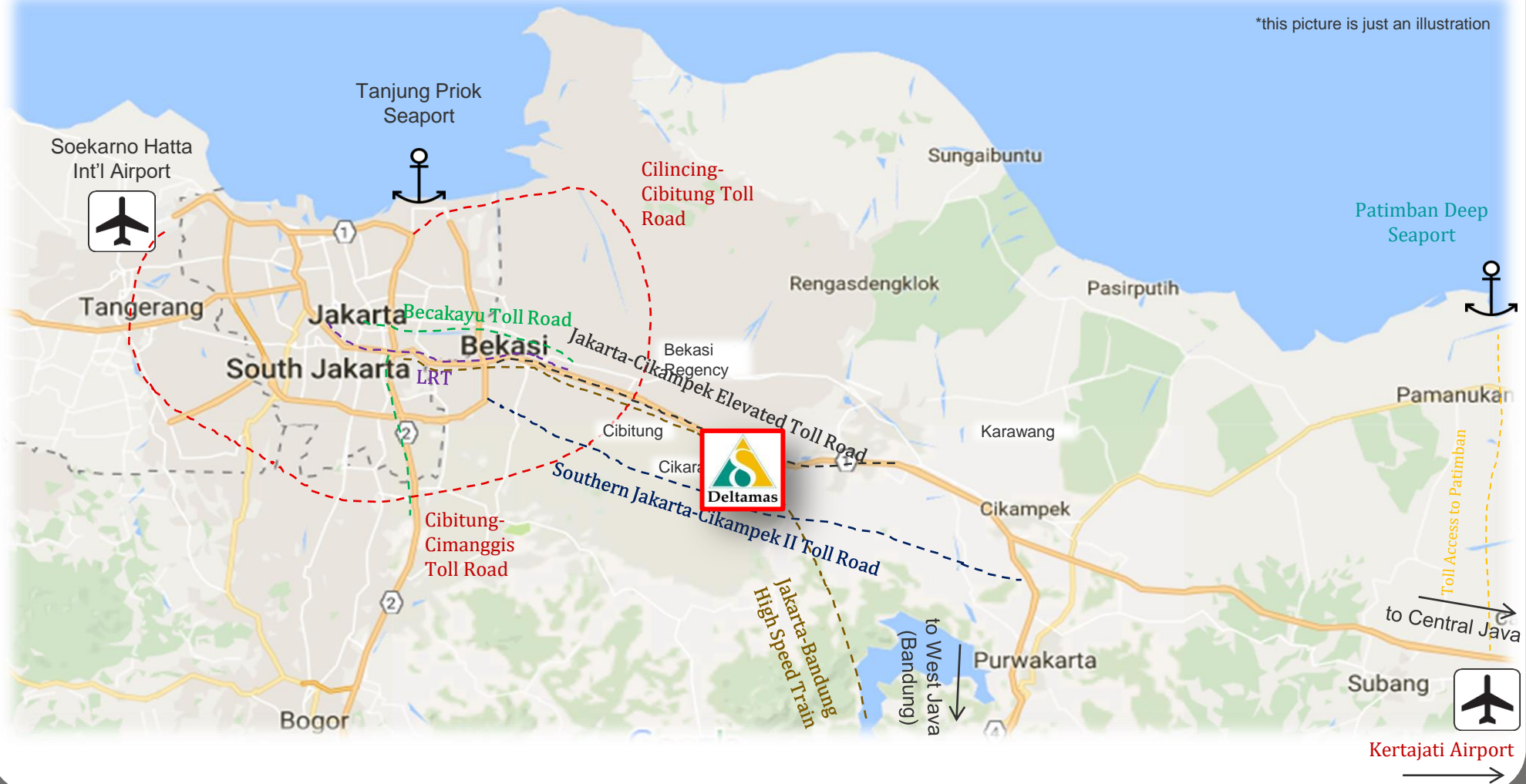


COMPANY OVERVIEW

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 31 Dec 2022	
Industrial	372 ha
Commercial	373 ha
Residential	173 ha
TOTAL	918 ha



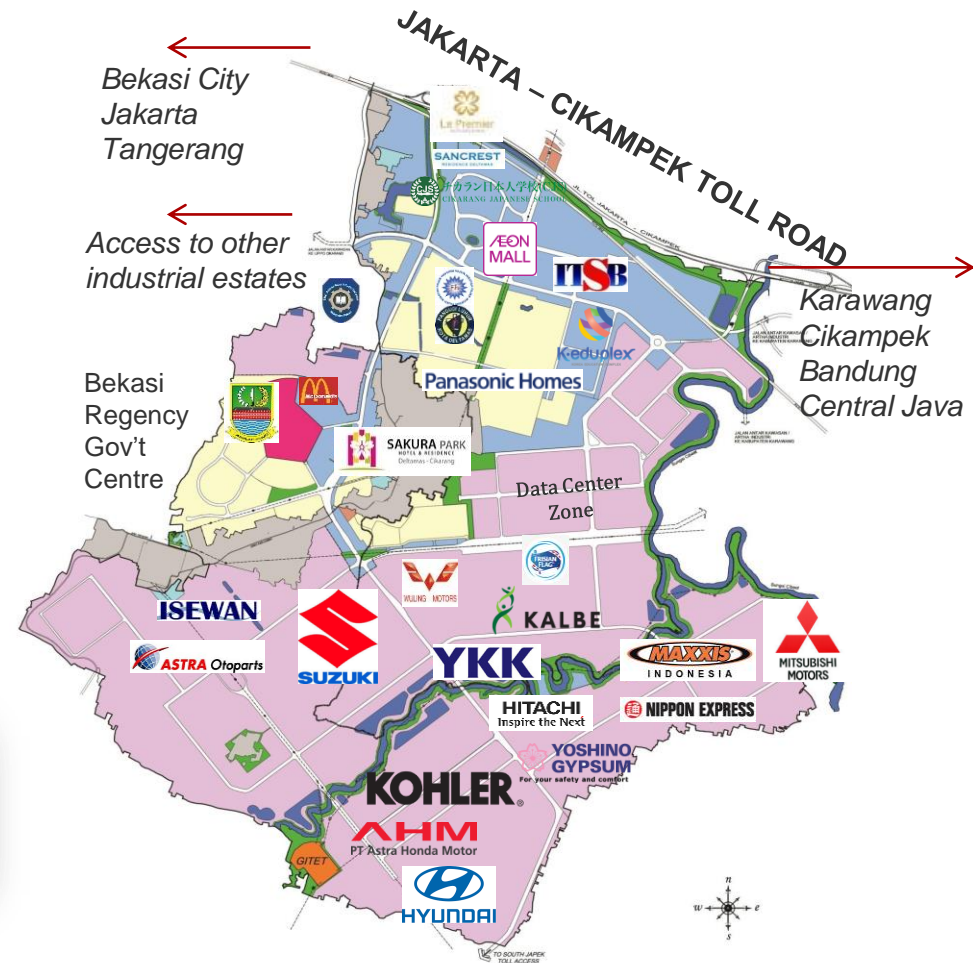
Industrial



Commercial



Residential

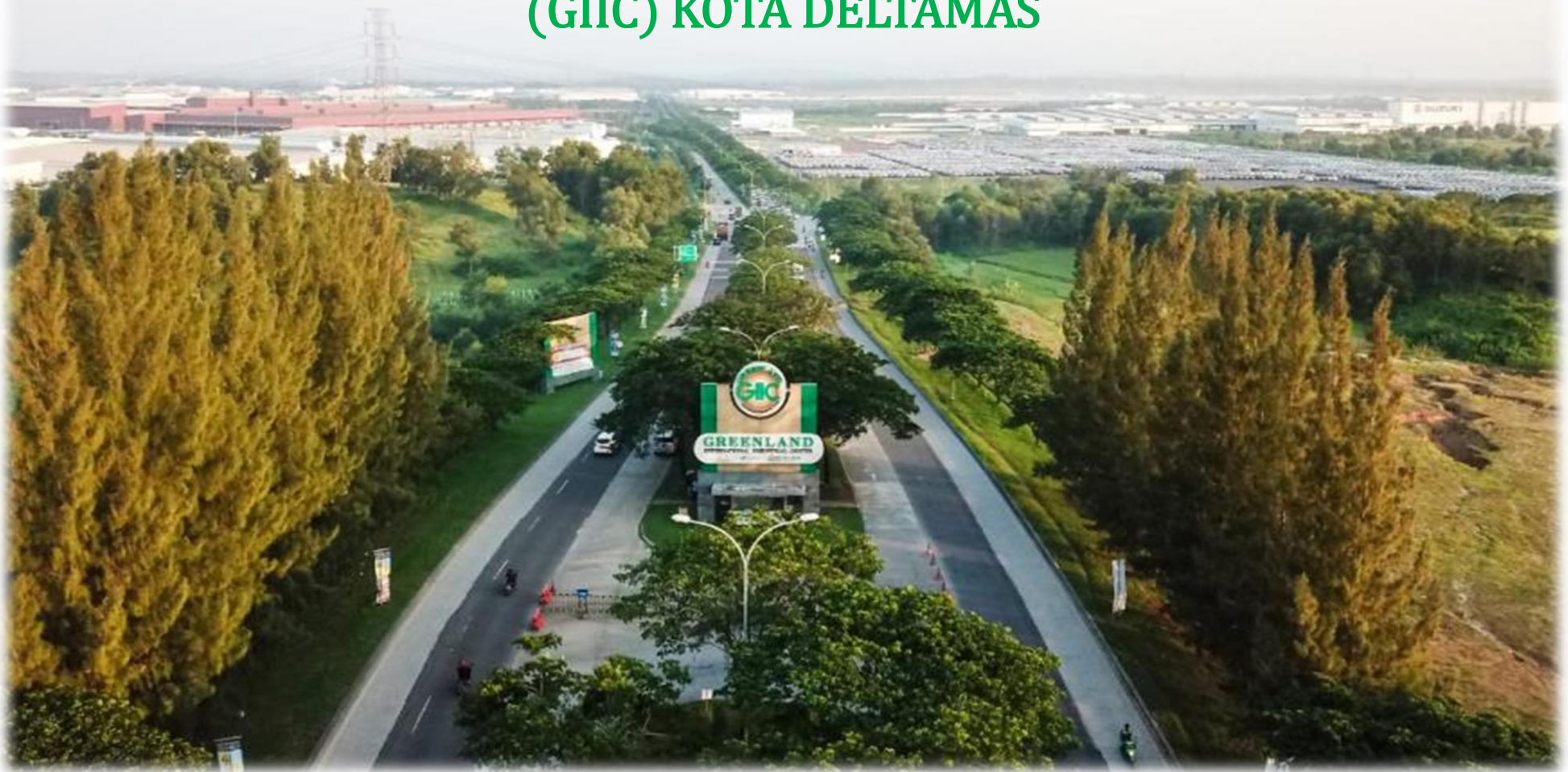


COMPANY OVERVIEW

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	~87 Ha	2019 - 2020
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



- ~ 170 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

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



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



Experienced Management Team



Wide Land Bank with Flexibility in Size and Shape



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



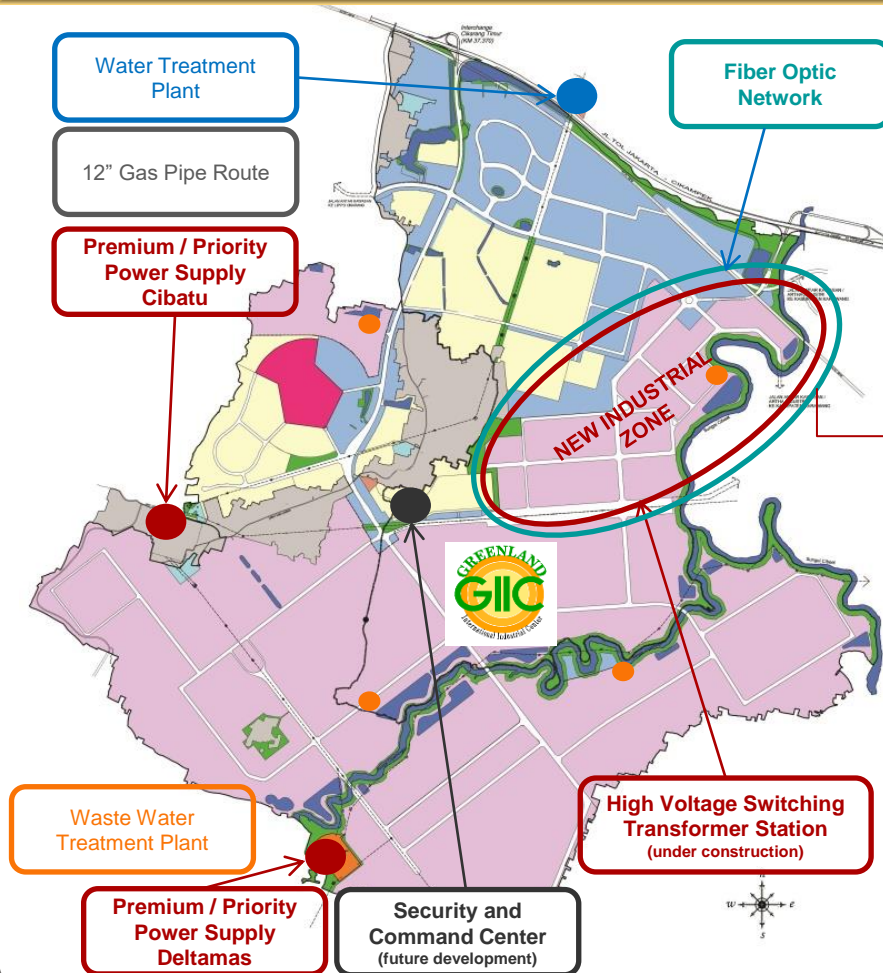
Strong Security System

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



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



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



8

Ananda Mitra Vocational School



7

Cikarang Japanese School



1

Via Alma Apartment



2

Le Premier Serviced Apartment



3

Starbucks



9

Diamante Business Gallery



10

AEON Mall (under construction)



4

Institut Teknologi & Sains Bandung



5

Jakarta International University



6



Karawang
HSR Station
/ Kotawana

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, De Silva





SUSTAINABLE
DEVELOPMENT

COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



Best in Class Real Estate

A Home of World-class Industries



**GREENLAND INTERNATIONAL
INDUSTRIAL CENTER
KOTA DELTAMAS**



AHM
PT. Astra Honda Motor



KOHLER.

and more global data centers..



Integrated Township Concept, a Sustainable One-Stop-Living City supported Comprehensive Facilities and Utilities



Vibrant Commercial Area



Green Residential Estate



Factories and Offices



Schools and Universities



Hotels, Restaurants, Entertainments



COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



Climate Change & the Environment

Usage of Renewable Energy



Sourcing electricity from REC PLN for its operational activities



Initiation of the electric vehicle usage for operational activities

ISO 14001 Certification (Environmental Management)



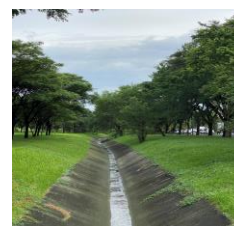
Selective Industrial Tenants



Water Preservation / Recycle



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 Program 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



PropertyGuru
Asia Property Awards
2022



PropertyGuru
Indonesia Property Awards
2022



BANK INDONESIA
Awards
2022



TOP GRC AWARDS
Top Governance Risk &
Compliance
2022



FIABCI World Prix
d'Excellence Awards
2022



GREENLAND INTERNATIONAL
INDUSTRIAL CENTER
KOTA DELTAMAS



PropertyGuru
Indonesia Property Awards
2021



PropertyGuru
Asia Property Awards
2021



FIABCI - REI Awards
2021



Investor Awards
2021



Bisnis Indonesia Awards
2021



BusinessNews
GRC Awards
2021

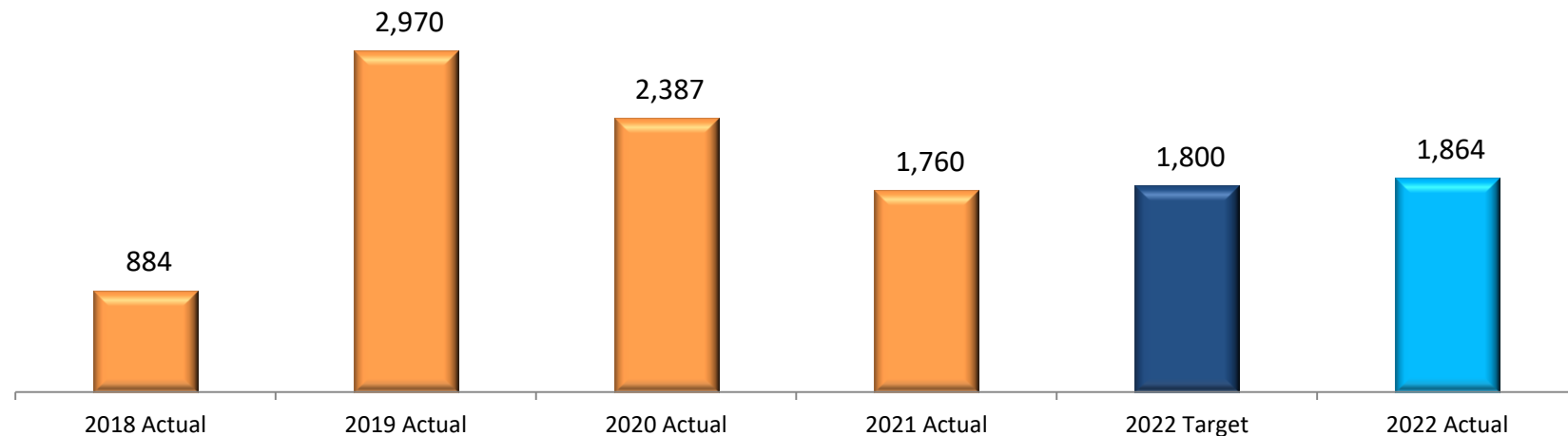


KEY FINANCIAL INFORMATION

Marketing Sales Achievement

Actual 2022 Marketing Sales: Rp 1.86 trillion
3.6% over the 2022 Target of Rp1.80 trillion

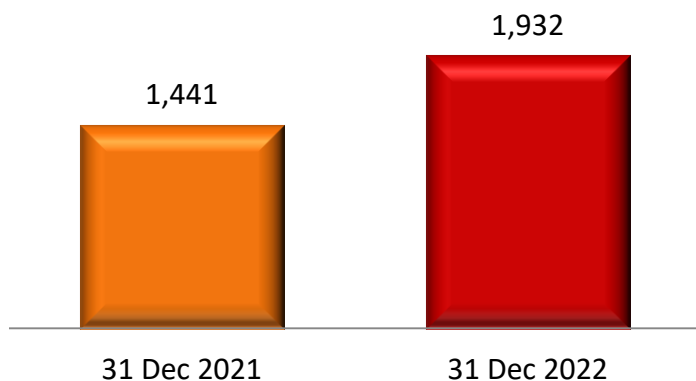
Marketing Sales (in Rp Bn)



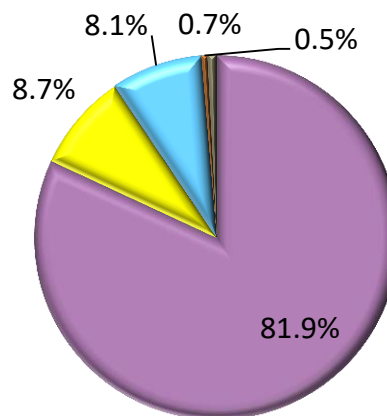
KEY FINANCIAL INFORMATION



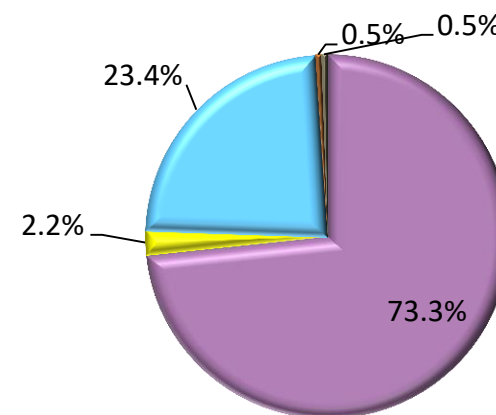
Revenues (in Rp Bn)



Revenues by Segment
31 Dec 2021



Revenues by Segment
31 Dec 2022



Industrial Residential Commercial Rental Hotel

Gross Profit (in Rp Bn)

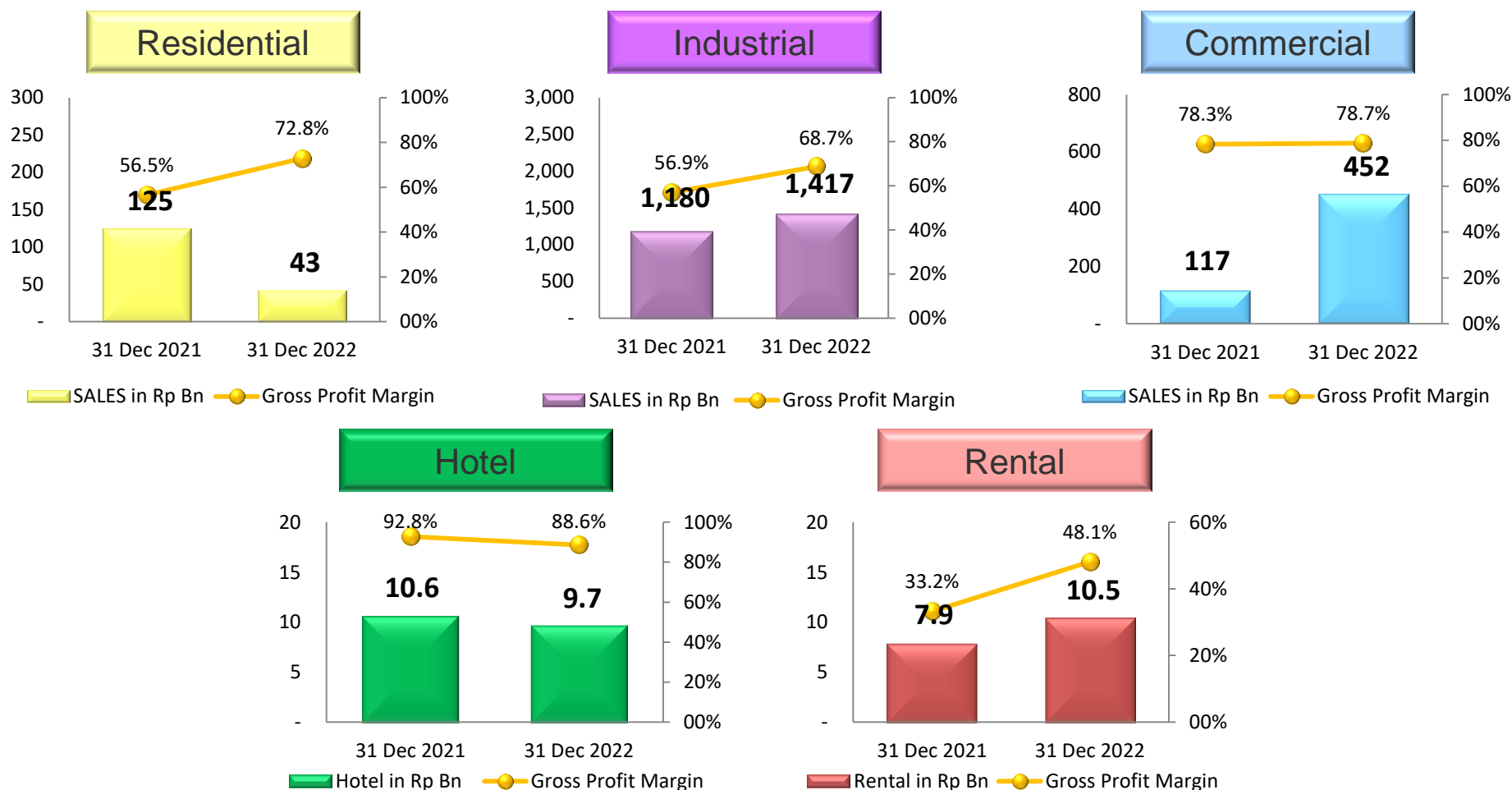


Net Profit (in Rp Bn)



KEY FINANCIAL INFORMATION

Revenues by Segment

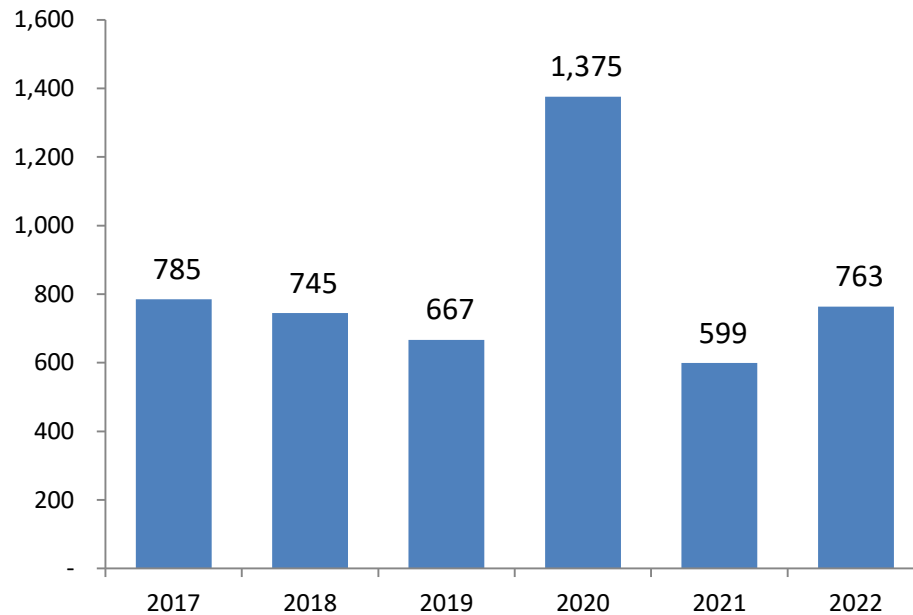


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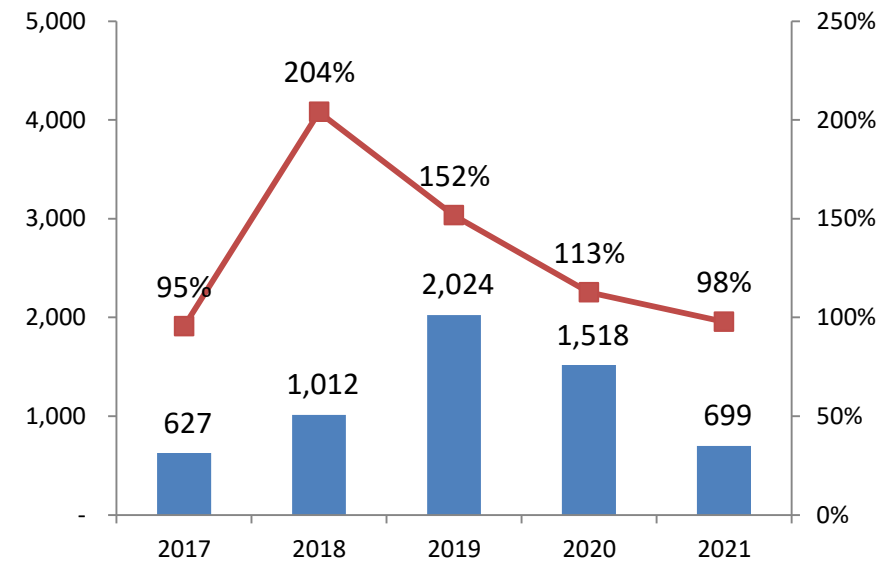


Optimum Return for Shareholders

**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	Dec 2022	Dec 2021
Revenues	1,932	1,441
Gross Profit	1,375	847
Selling Expenses	36	43
General and Administration Expenses	119	103
Final Tax	44	35
Operating Profit	1,177	665
Profit Before Tax	1,239	731
Total Profit for the Year	1,218.50	714.86
Profit for the Year Attributable to:		
Owners of the Company	1,217.29	714.74
Non-controlling Interests	1.21	0.12

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2022	Dec 2021
ASSETS		
Current Assets	3,798	3,165
Non Current Assets	2,826	2,949
Total Assets	6,623	6,114
LIABILITIES		
Current Liabilities	789	700
Non Current Liabilities	110	62
Total Liabilities	899	763
EQUITY		
Total Equity	5,725	5,351

THANK YOU

For Further Information:

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