

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**MARCH 2023 UNAUDITED RESULTS**



**APRIL 2023**  
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 : ± 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)



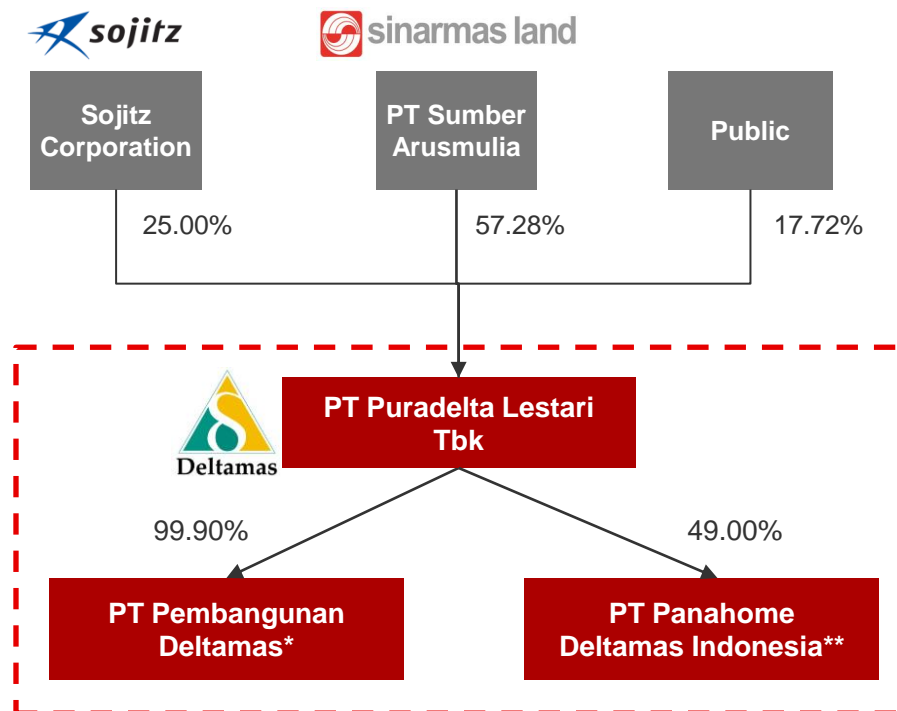
# COMPANY OVERVIEW

## 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



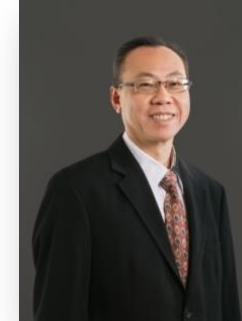
**Hongky J. Nantung**  
President Director



**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

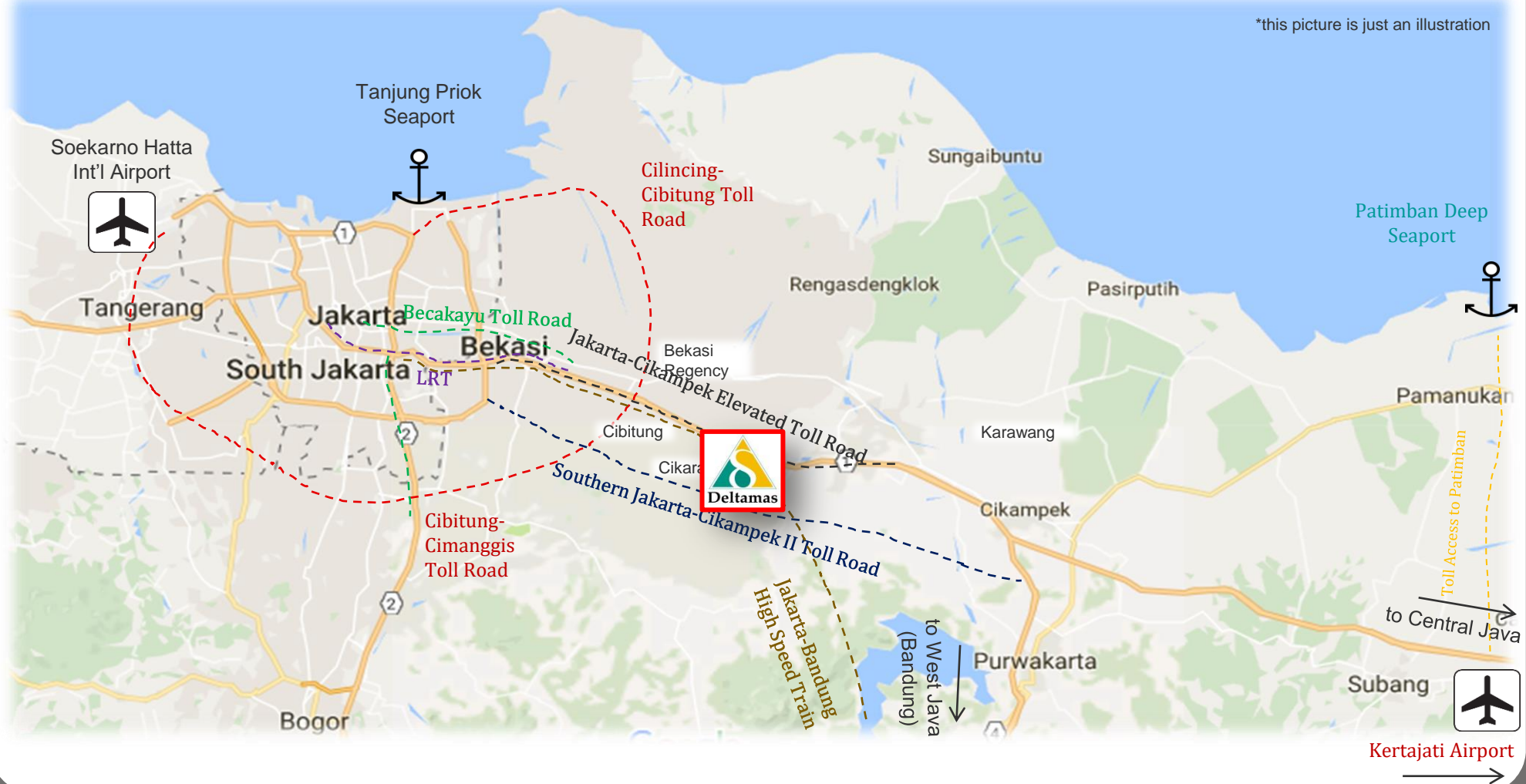


# COMPANY OVERVIEW

## LOCATION



## INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY





### **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 Mar 2023	
Industrial	313 ha
Commercial	362 ha
Residential	173 ha
<b>TOTAL</b>	<b>848 ha</b>



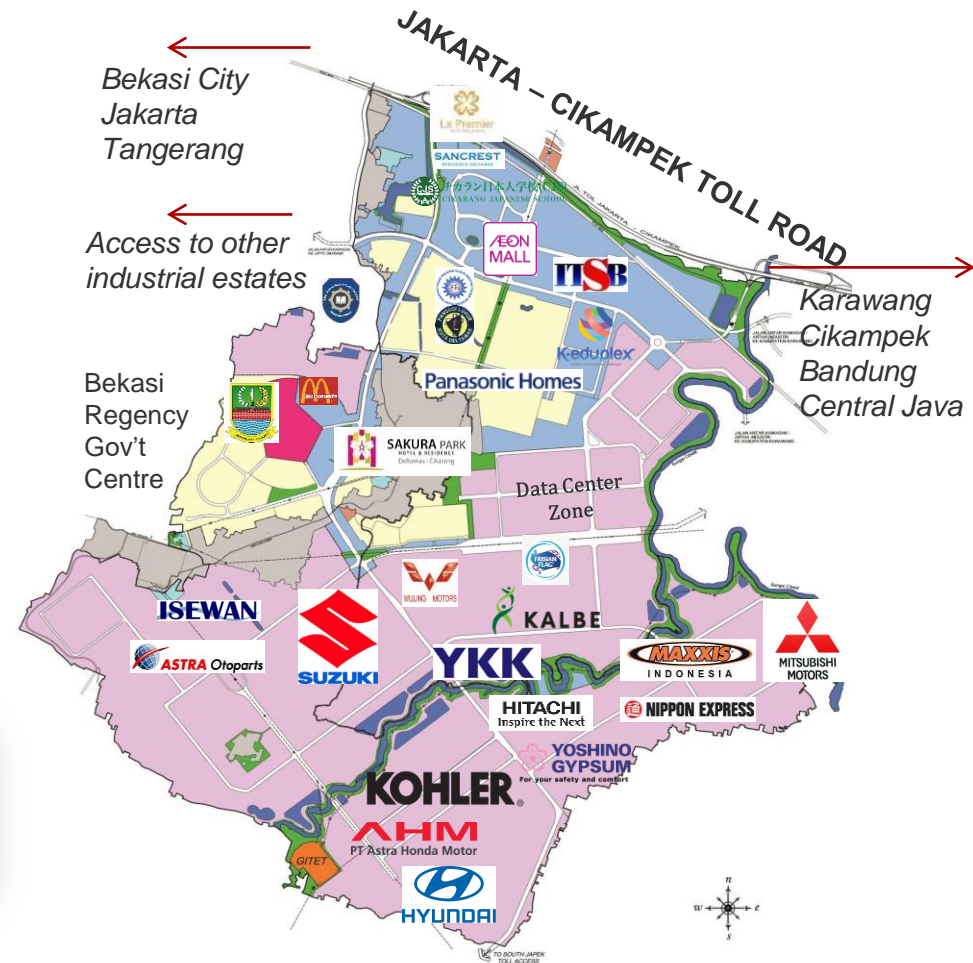
Industrial



Commercial



Residential



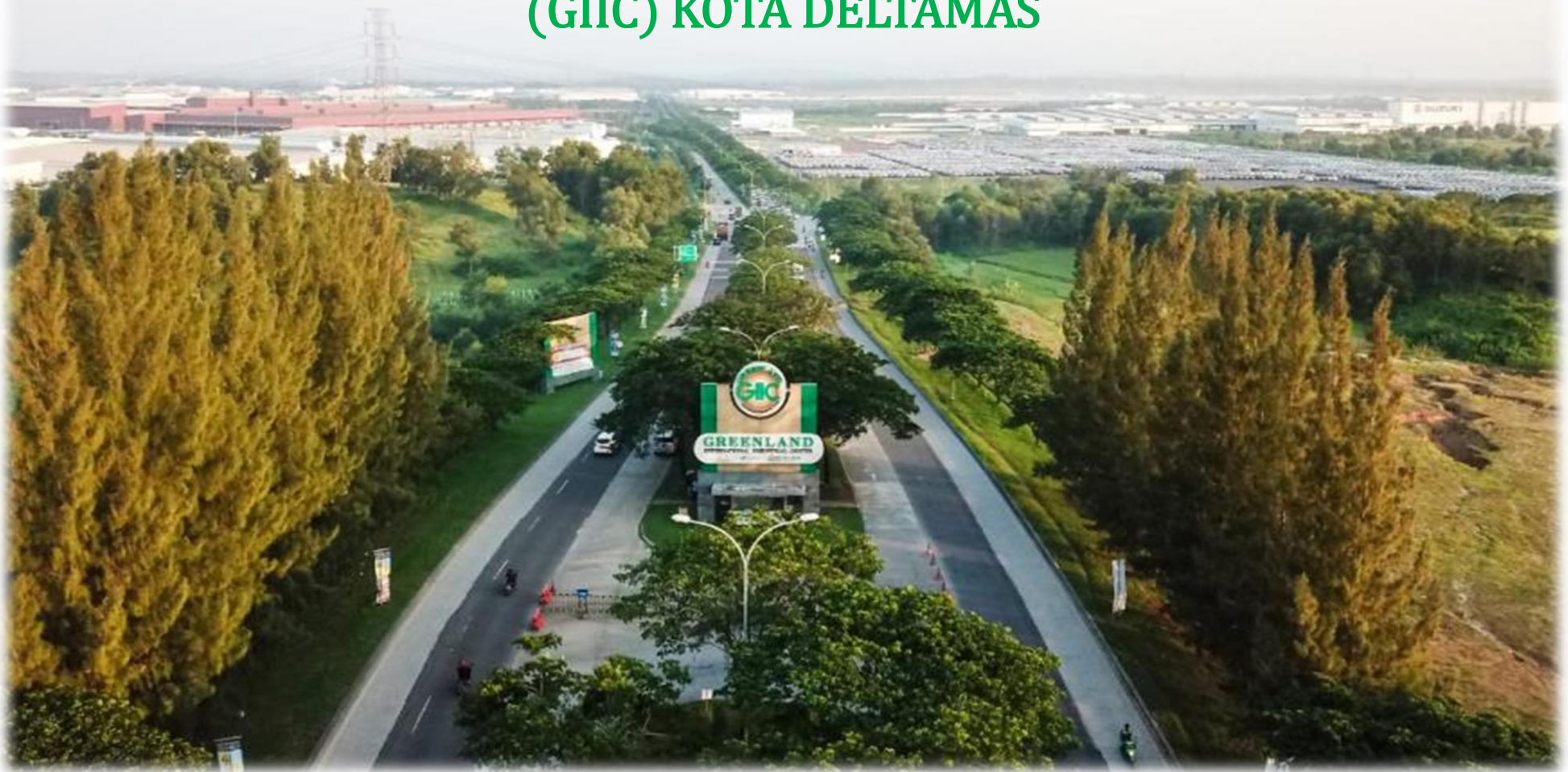


# COMPANY OVERVIEW

## 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



#### 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

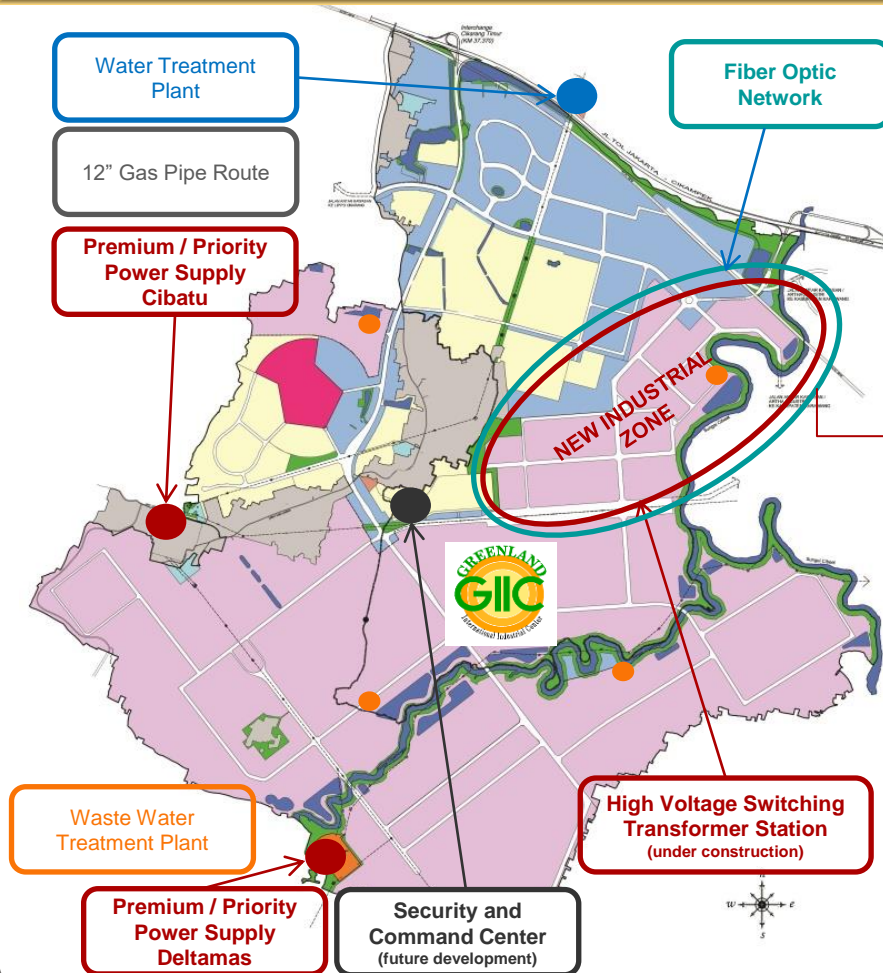


# COMPANY OVERVIEW

## 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



Security and command center under 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



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



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

#### More High-tech Industries



Electric Vehicle  
Manufacturing

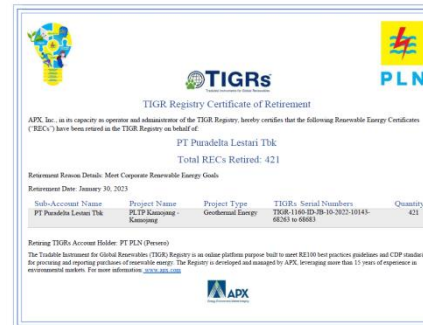


Data Centers

#### Selective Industrial Tenants



#### Usage of Renewable Energy



Sourcing electricity from  
REC PLN for its operational  
activities



Initiation of the electric  
vehicle usage for the  
Company's operational  
activities



# COMPANY OVERVIEW

## SUSTAINABLE DEVELOPMENT



### Climate Change & the Environment

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



#### Water Preservation / Recycle



#### ISO 14001 Certification (Environmental Management)



#### Water Treatment Plant Waste Water Treatment Plant



### Sustainable Community

#### Maintaining Health of its Residents, Tenants, and Surrounding Communities



**Supporting Mass Vaccination Program for Tenants and Local Communities :  
Vaccine 1, Vaccine 2, and Vaccine Booster in 2021-2022**



**Blood Donor Program with PMI**



**Residential Fogging**





### Sustainable Community

#### Supporting and Nurturing Our Neighbours



**Perform Land Cultivation  
for Farming**



**Tools and Materials  
Donation for Infrastructures  
of Surrounding Villages**



**Sacrificial Animal Donation  
for Surrounding Villages**



**Activities with Surrounding Communities**





### Educational Patronage

#### Education for Surrounding People



**Construction of SDN Cicau 1**



**Economic Empowerment & Trainings for Local Farmer Group**

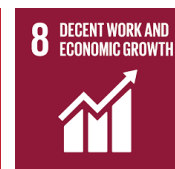


**Firefighting Training**



### Educational Patronage

#### Vocational School Facilities in Town



# 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

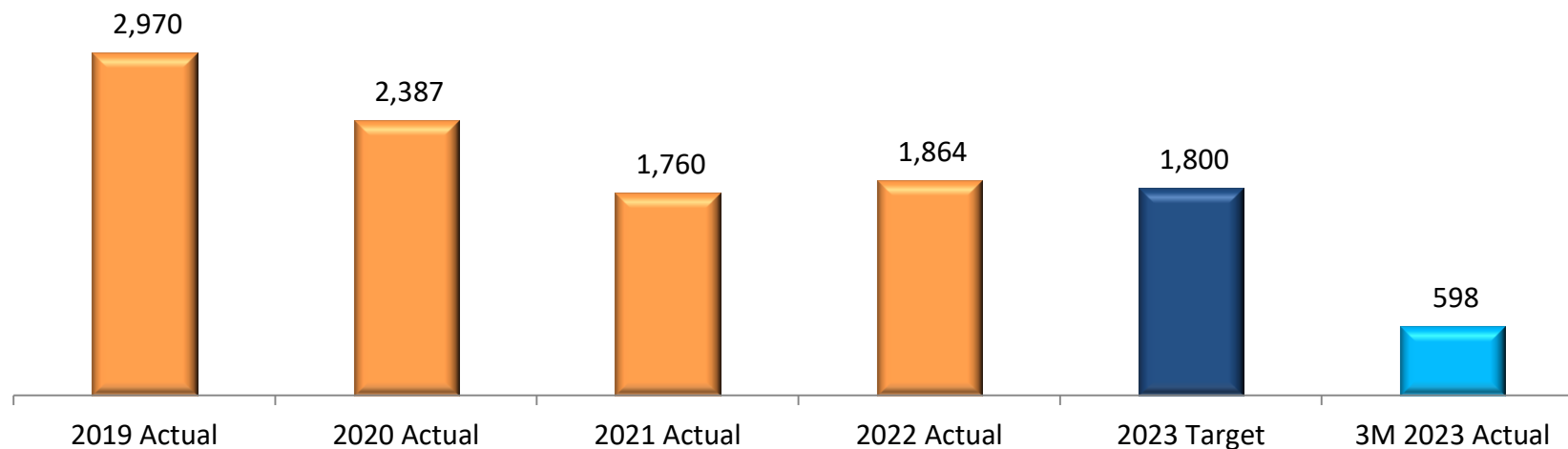


## KEY FINANCIAL INFORMATION

### Marketing Sales Achievement

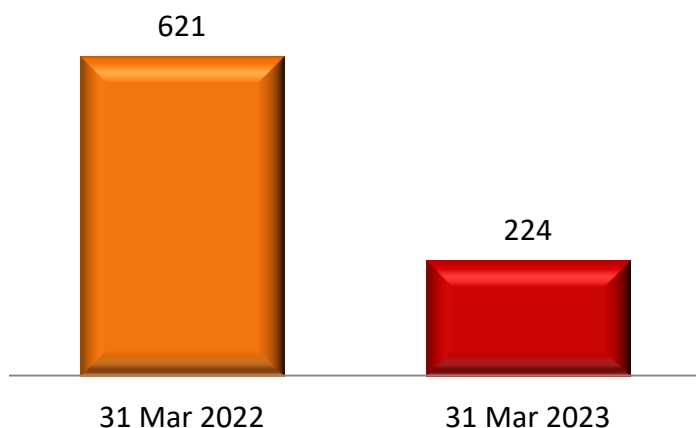
**Actual 3M 2023 Marketing Sales: Rp 598 billion**  
**33.2% of the 2023 Target of Rp1.80 trillion**

Marketing Sales (in Rp Bn)

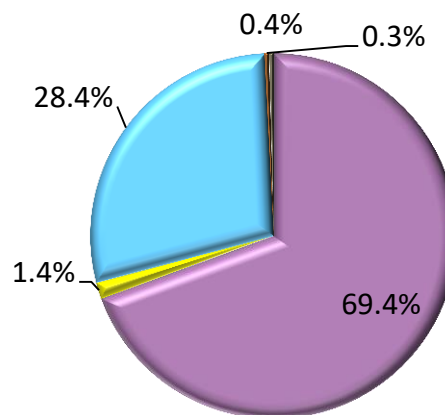


# KEY FINANCIAL INFORMATION

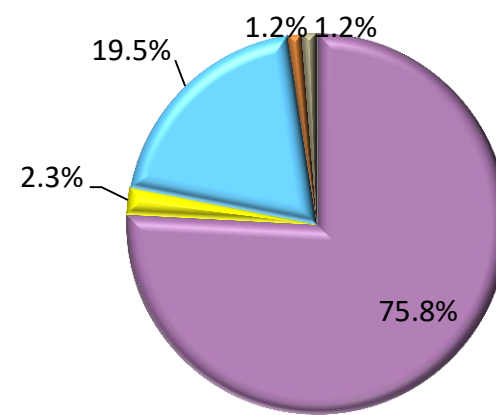
**Revenues (in Rp Bn)**



**Revenues by Segment  
31 Mar 2022**

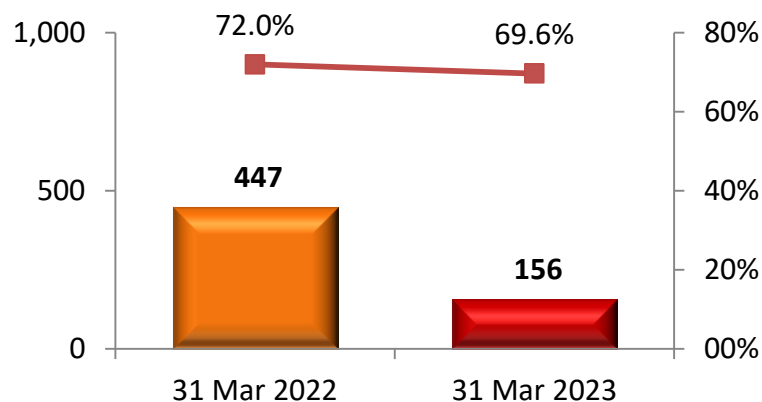


**Revenues by Segment  
31 Mar 2023**



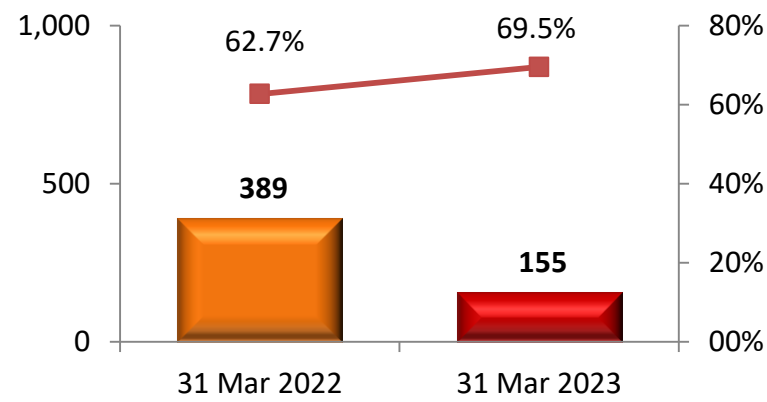
Industrial Residential Commercial Rental Hotel

**Gross Profit (in Rp Bn)**



Gross Profit Margin

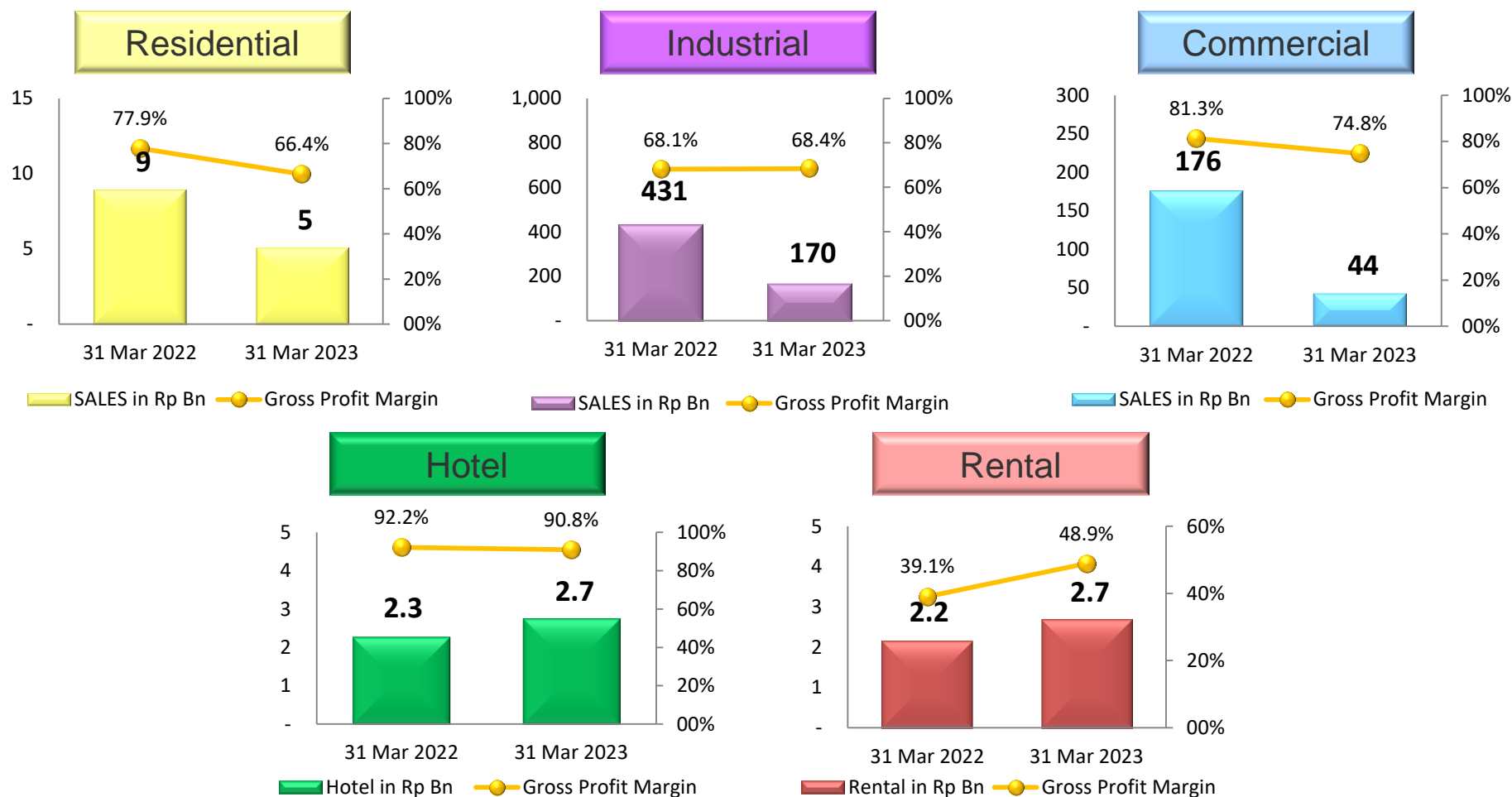
**Net Profit (in Rp Bn)**



Net Profit Margin

# KEY FINANCIAL INFORMATION

## Revenues by Segment



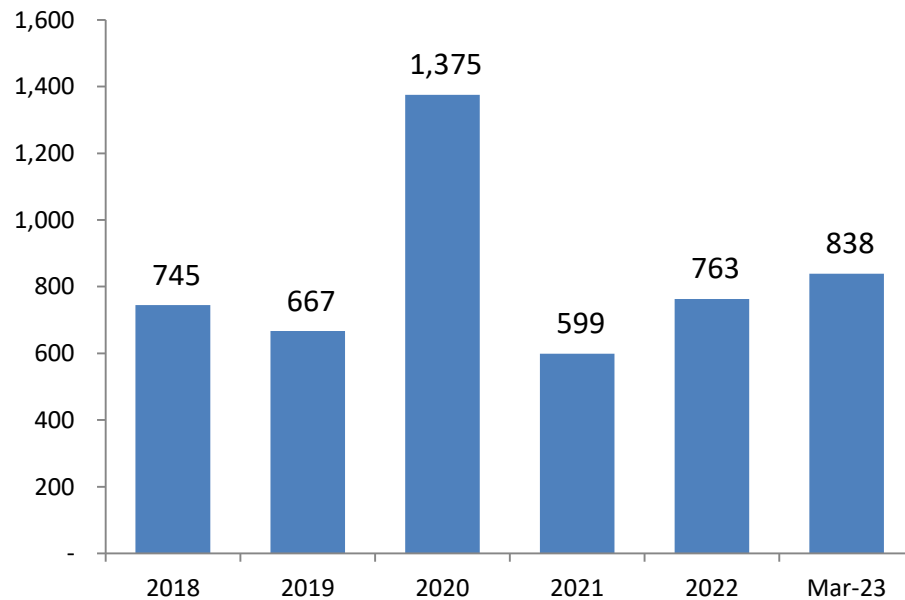


# KEY FINANCIAL INFORMATION

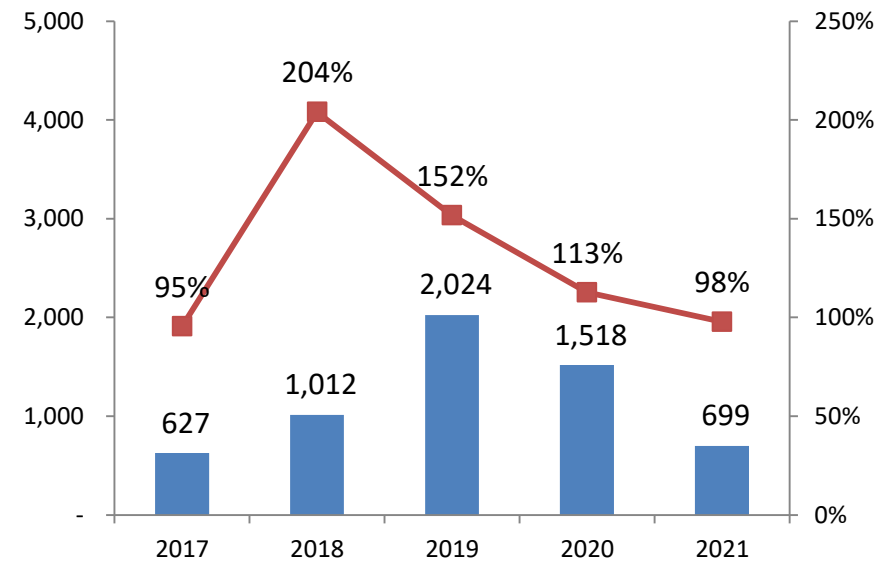


## Optimum Return for Shareholders

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



**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	Mar 2023	Mar 2022
Revenues	224	621
Gross Profit	156	447
Selling Expenses	6	14
General and Administration Expenses	26	35
Final Tax	5	16
Operating Profit	118	382
Profit Before Tax	166	394
Total Profit for the Period	156	390
Profit for the Period Attributable to:		
Owners of the Company	155.44	389.17
Non-controlling Interests	0.13	0.39

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Mar 2023	Dec 2022
<b>ASSETS</b>		
Current Assets	4,032	3,798
Non Current Assets	2,807	2,826
<b>Total Assets</b>	<b>6,839</b>	<b>6,623</b>
<b>LIABILITIES</b>		
Current Liabilities	916	789
Non Current Liabilities	43	110
<b>Total Liabilities</b>	<b>959</b>	<b>899</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>5,880</b>	<b>5,725</b>

# THANK YOU

For Further Information:

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Cikarang Pusat – Bekasi 17530, Indonesia

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Website : [www.deltamas.id](http://www.deltamas.id)