

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
SEPTEMBER 2023 UNAUDITED RESULTS



OCTOBER 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

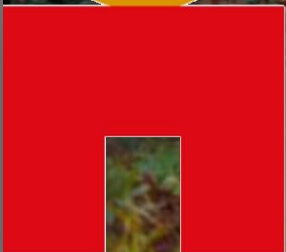
Project Description : Industrial-based Modern Integrated Township

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



Deltamas

- 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



- Intensity on electric vehicle usage for the Company's operational activities

1993

1996

2001

2002

2004

2008

2015

2017

2018

2021

2022

- 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)



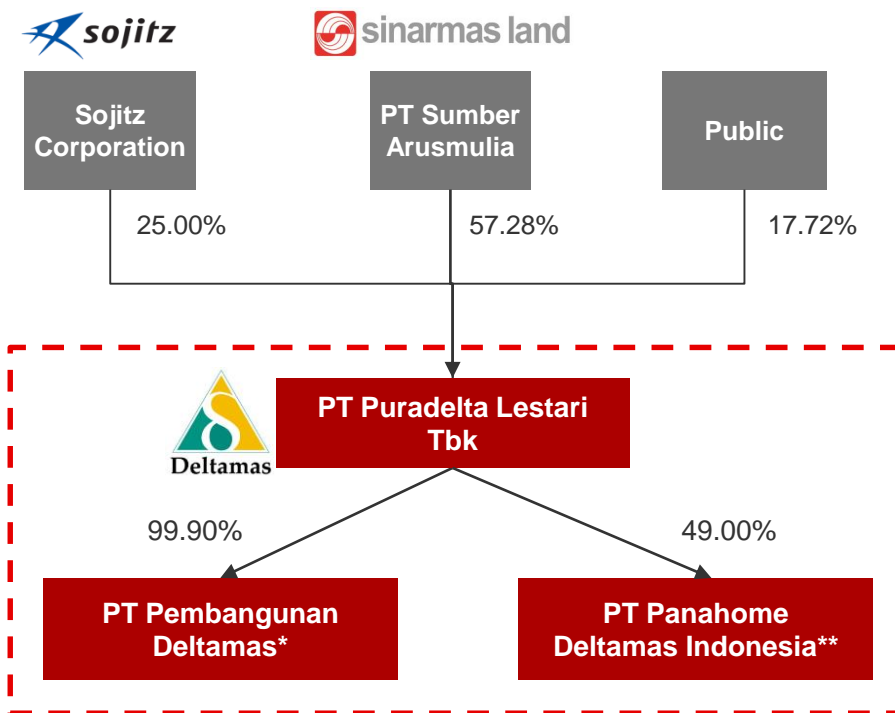
COMPANY OVERVIEW

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



Atsushi Uehara
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

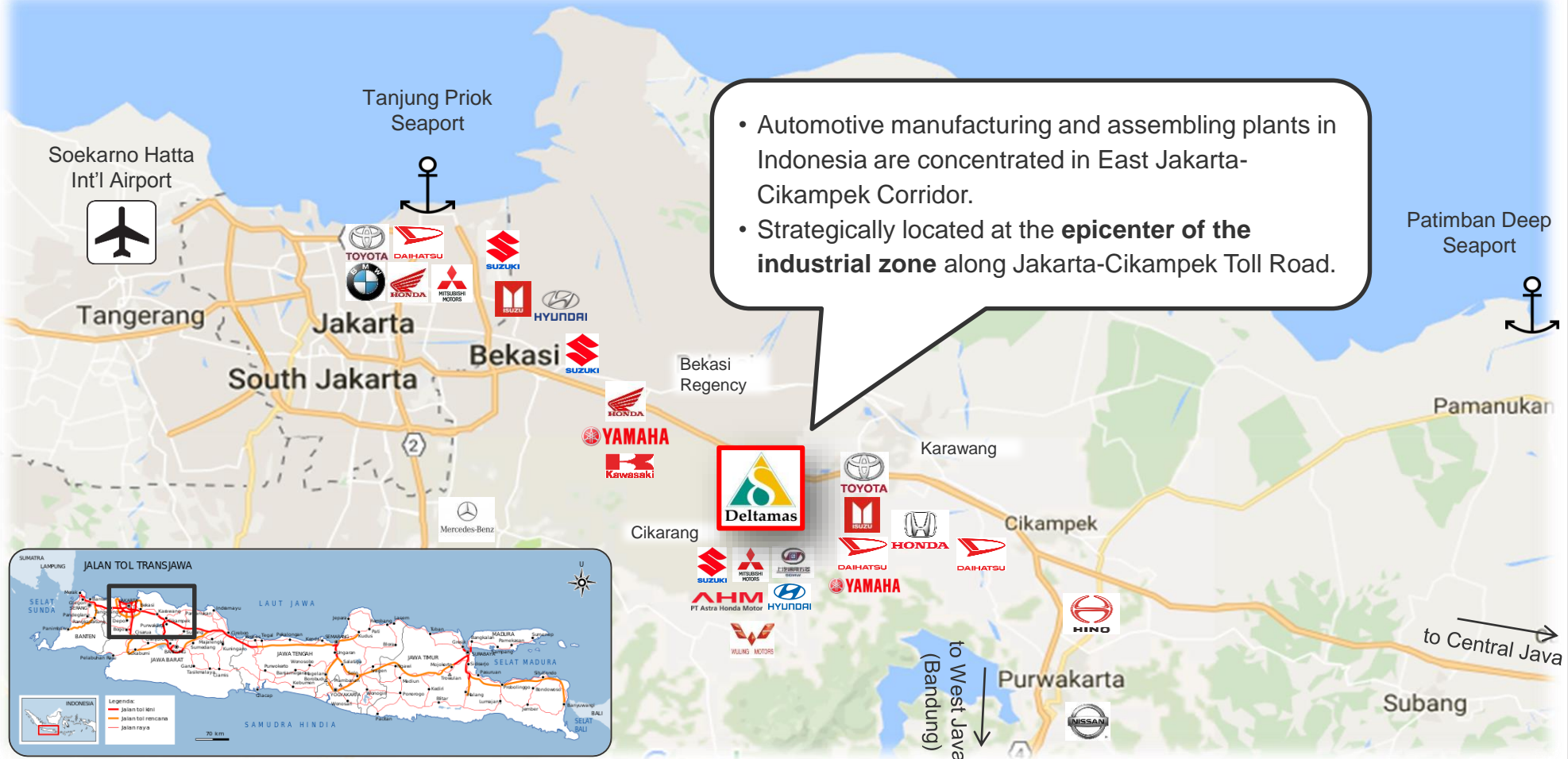


COMPANY OVERVIEW

LOCATION



AUTO INDUSTRY CONCENTRATION

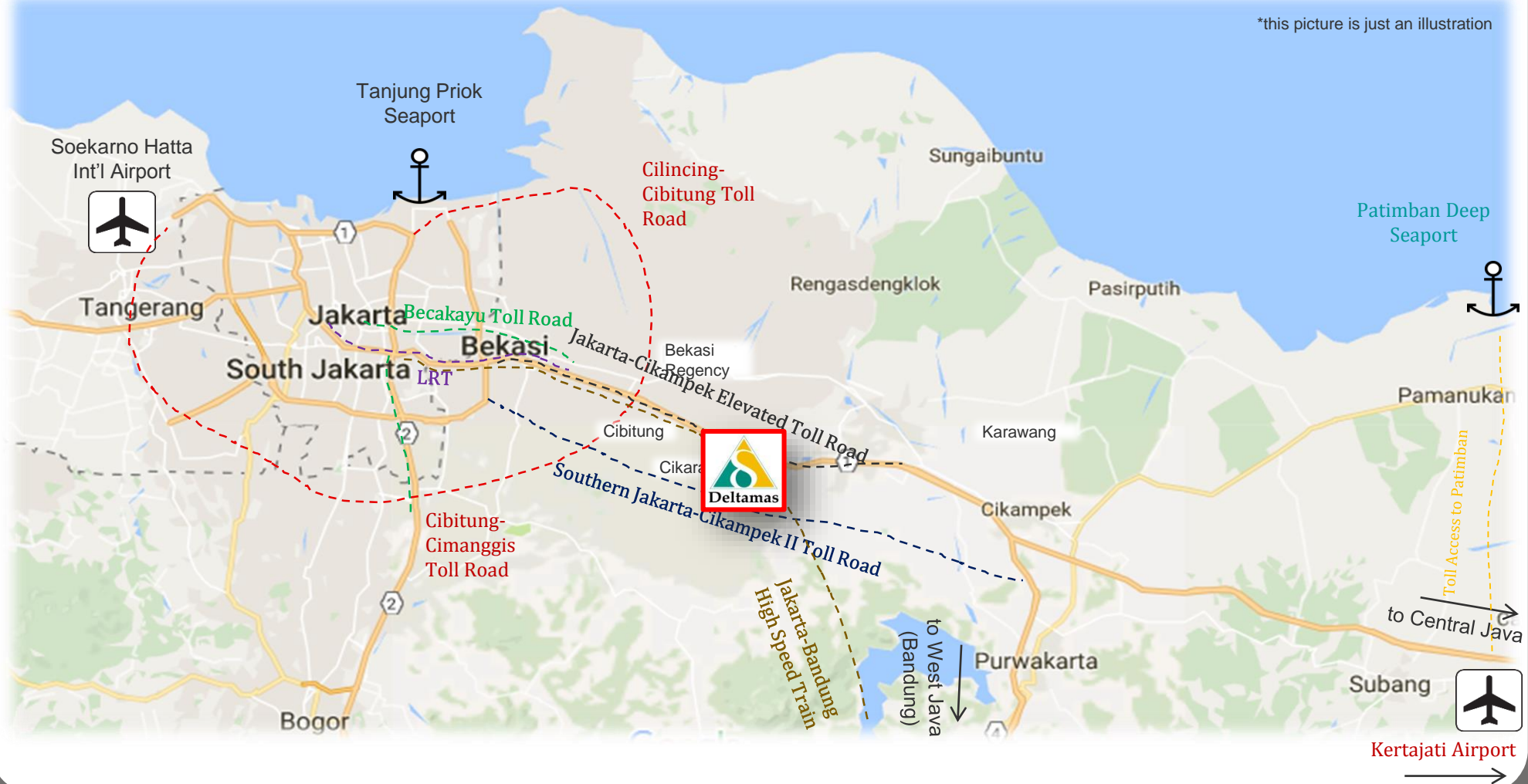


COMPANY OVERVIEW

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 30 September 2023

Industrial	274 ha
Commercial	361 ha
Residential	172 ha
TOTAL	807 ha



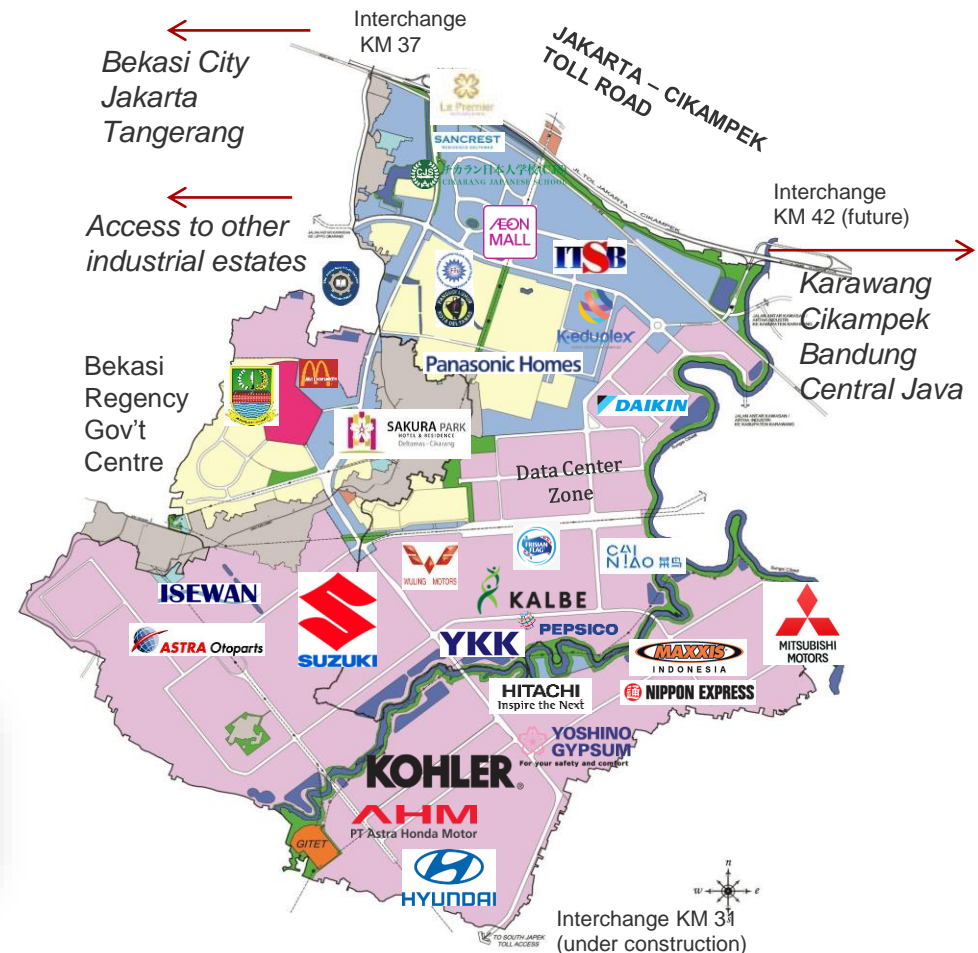
Industrial



Commercial



Residential

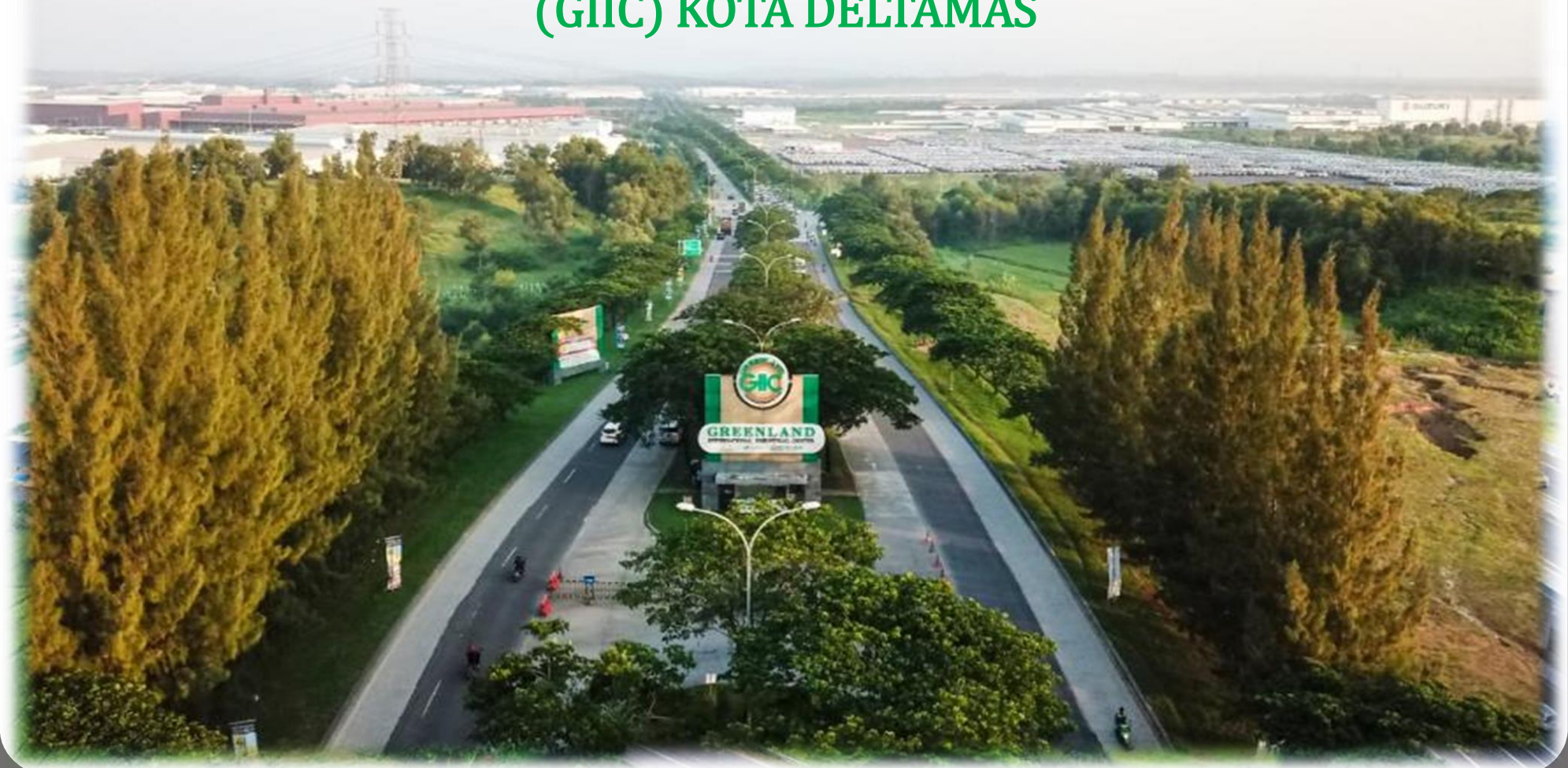


COMPANY OVERVIEW

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

Big Tenants	Area	Year
KITIC	~200 Ha	2009 – 2011
Suzuki	~130 Ha	2011
Hyundai Motor	~ 90 Ha	2019 - 2023
Astra Honda Motor	~ 85 Ha	2016 - 2021
SAIC GM Wuling	~ 60 Ha	2015
Mitsubishi Motors	~ 51 Ha	2014 – 2015
Kalbe	~ 37 Ha	2017 – 2018
Maxxis	~ 35 Ha	2014
Cai Niao	~ 33 Ha	2020
Frisian Flag	~ 25 Ha	2020
Kohler	~ 20 Ha	2017
Daikin	~ 20 Ha	2022

Greenland International Industrial Center (“GIIC”)



- ~ **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



Dairy for life



love around the kitchen table



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



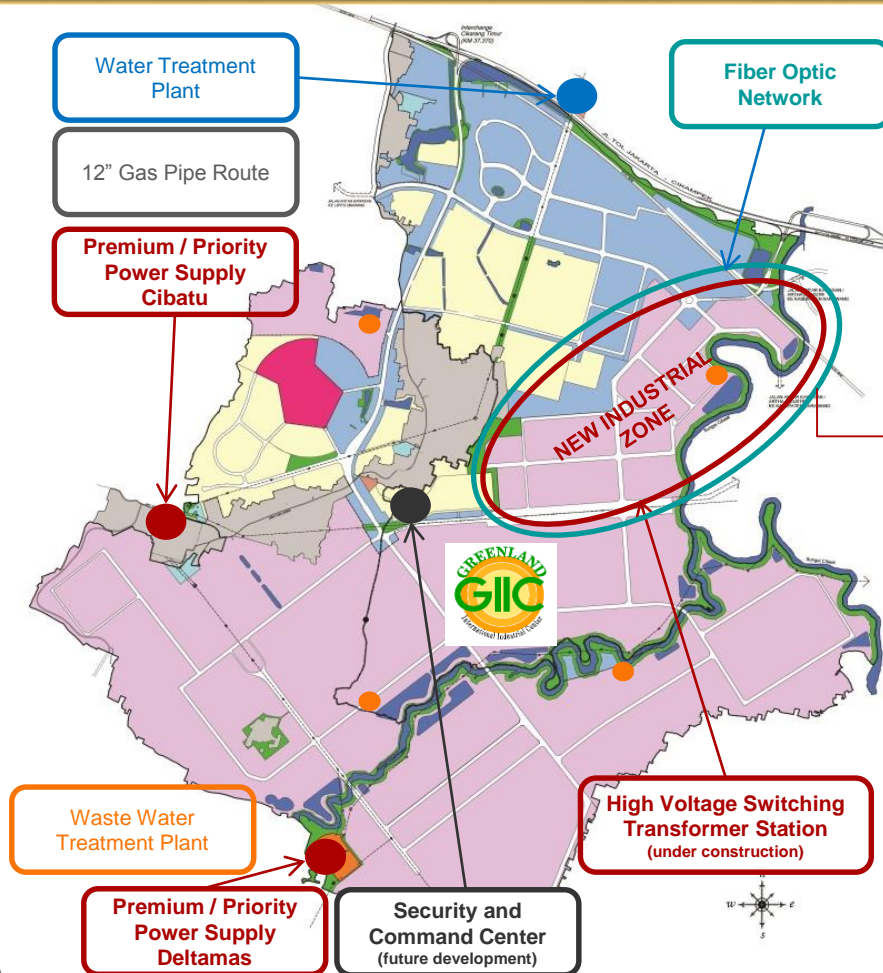
Strong Security System

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



* under construction

Health Facility



Entertainment and F&B



Sport Center



Shophouses
in Kota Deltamas



Deltamas Sport
Centre



Integrated with
Local Gov't Center

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



Housing in Zona Amerika



Currently on sale:
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



3 GOOD HEALTH AND WELL-BEING



7 AFFORDABLE AND CLEAN ENERGY



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



11 SUSTAINABLE CITIES AND COMMUNITIES

COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



Climate Change & the Environment

More High-tech Industries



Electric Vehicle
Manufacturing

Data Centers

Selective Industrial Tenants



Pedestrian & Green Area Development, and Tree Planting



Usage of Renewable Energy



- Sourcing electricity from REC PLN for its operational activities
- Electric vehicle usage for the Company's operational activities
- Changing SON lamp on road lightning to LED lamp

Water Preservation / Recycle



Water Treatment Plant
Waste Water Treatment Plant

ISO 14001 Certification (Environmental Management)



COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



Sustainable Community

Maintaining Health of its Residents, Tenants, and Surrounding Communities



Supporting Mass Vaccination Program



Residential Fogging



Blood Donor Program with PMI



Additional Nutrition for Stunting Program

Supporting and Nurturing Our Neighbours



Perform Land Cultivation for Farming



Sacrificial Animal Donation for Surrounding Villages



Tools and Materials Donation for Infrastructures of Surrounding Villages



Activities with Surrounding Communities



Clean Water Supply



Educational Patronage

Education for Surrounding People



Construction of SDN Cicau 1



Renovation of PAUD Arumsari

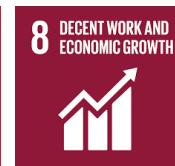


Firefighting Training



Economic Empowerment & Trainings
for Local Farmer Group

Vocational School Facilities in Town



AWARDS & RECOGNITIONS (DITAMBAHIN)



Recognitions from the Stakeholders

2021



Investor Awards
2021



PropertyGuru
Asia Property Awards
2021



Bisnis Indonesia Awards
2021



FIABCI - REI Awards
2021



PropertyGuru
Indonesia Property Awards
2021



BusinessNews
GRC Awards
2021

2022



PropertyGuru
Asia Property Awards
2022



PropertyGuru
Indonesia Property Award
2022



BANK INDONESIA
Awards
2022



TOP GRC AWARDS
Top Governance Risk &
Compliance
2022



FIABCI World Prix
d'Excellence Awards
2022

2023



The 14th IICD
Corporate Governance
Most Improved
Top 50 Mid Capitalization
2023



TEMPO
IDNFinancials 52
2023



TOP GRC AWARDS
Top Governance Risk &
Compliance
2023



TOP GRC AWARDS
The Most Committed
GRC Leader
2023



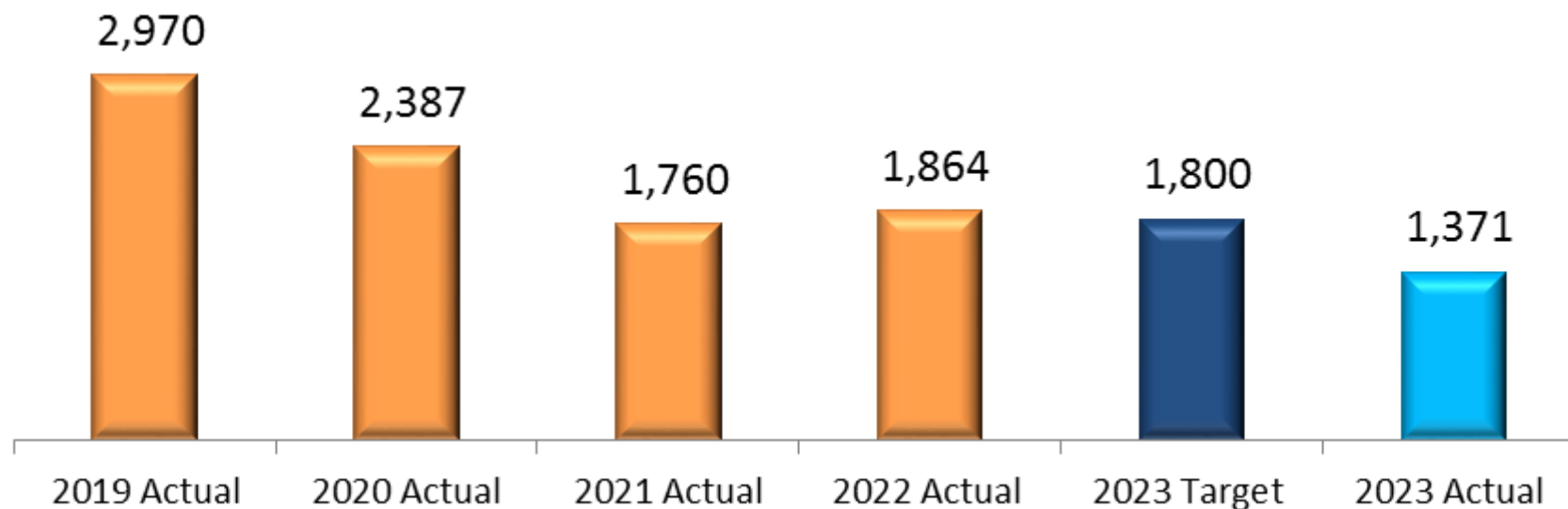


KEY FINANCIAL INFORMATION

Marketing Sales Achievement

Actual 9M 2023 Marketing Sales: Rp 1,371 trillion
76.1% of the 2023 Target of Rp1.80 trillion

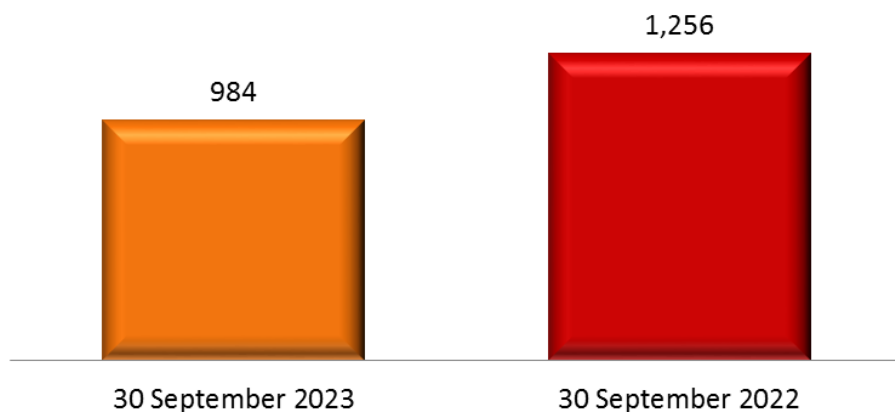
Marketing Sales (in Rp Bn)



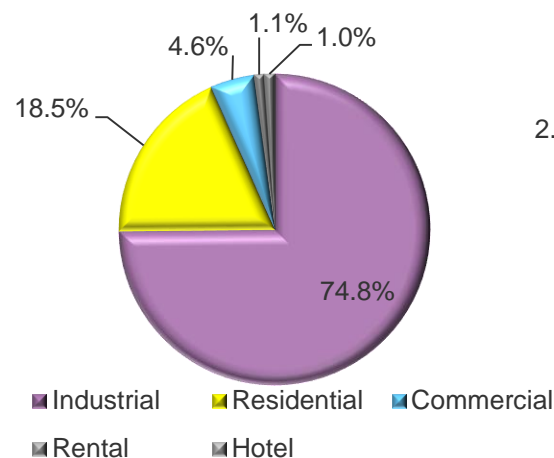
KEY FINANCIAL INFORMATION



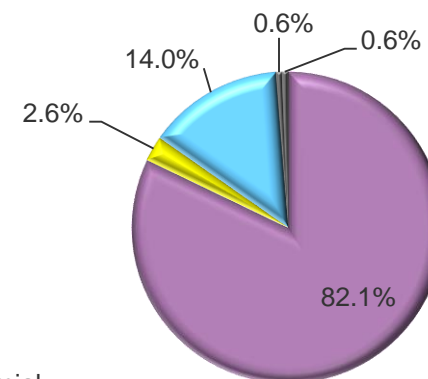
Revenues (in Rp Bn)



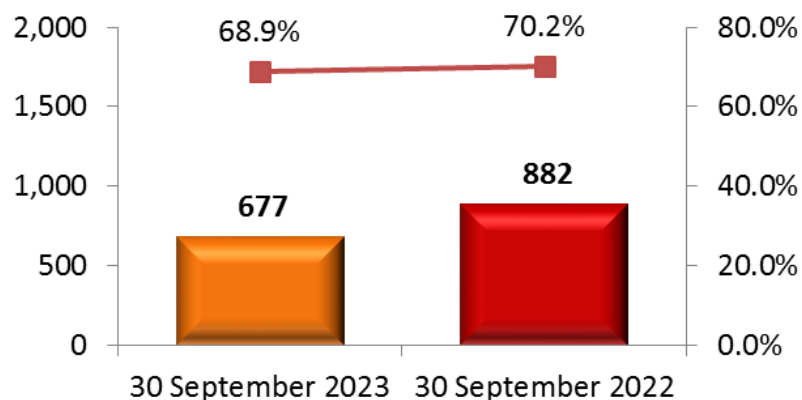
Revenues by Segment
30 September 2023



Revenues by Segment
30 September 2022

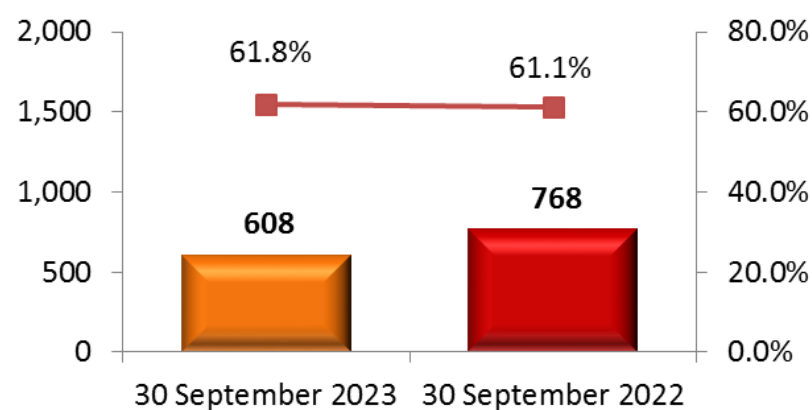


Gross Profit (in Rp Bn)



— Gross Profit Margin

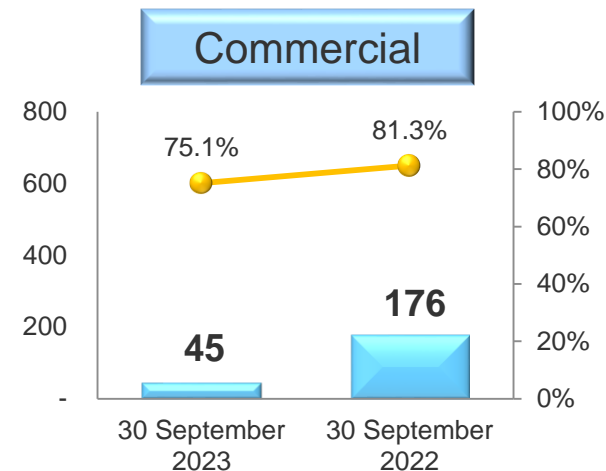
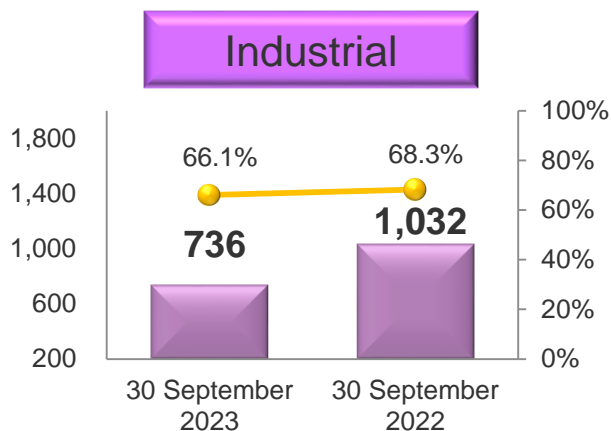
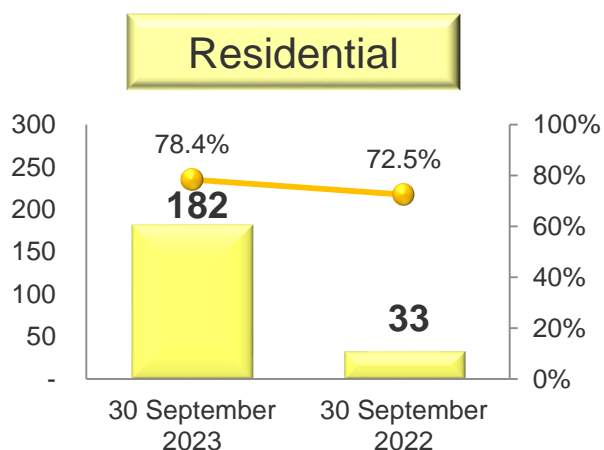
Net Profit (in Rp Bn)



— Net Profit Margin

KEY FINANCIAL INFORMATION

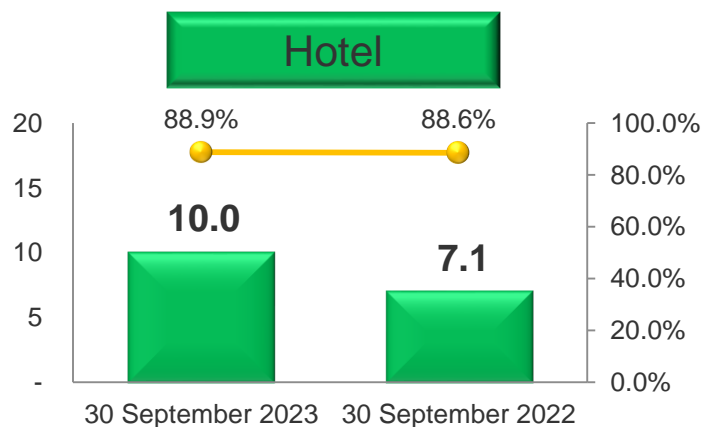
Revenues by Segment



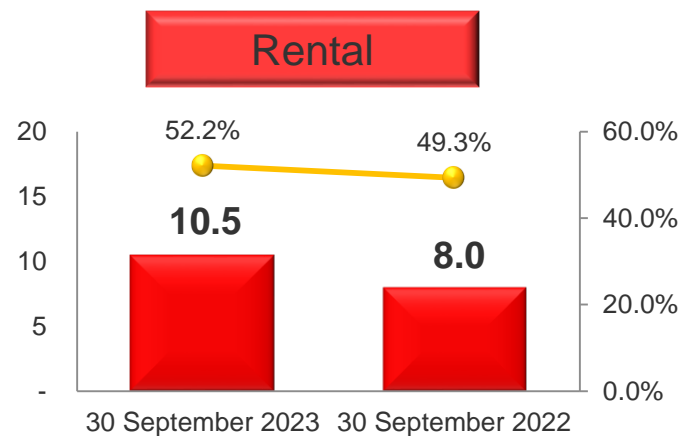
SALES in Rp Bn Gross Profit Margin

SALES in Rp Bn Gross Profit Margin

SALES in Rp Bn Gross Profit Margin



Hotel in Rp Bn Gross Profit Margin



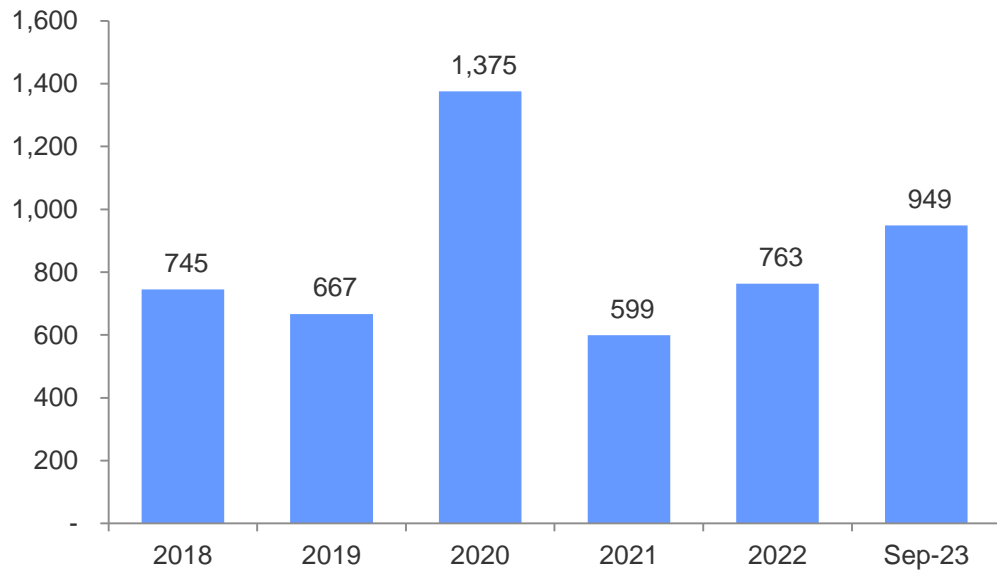
Rental in Rp Bn Gross Profit Margin

KEY FINANCIAL INFORMATION

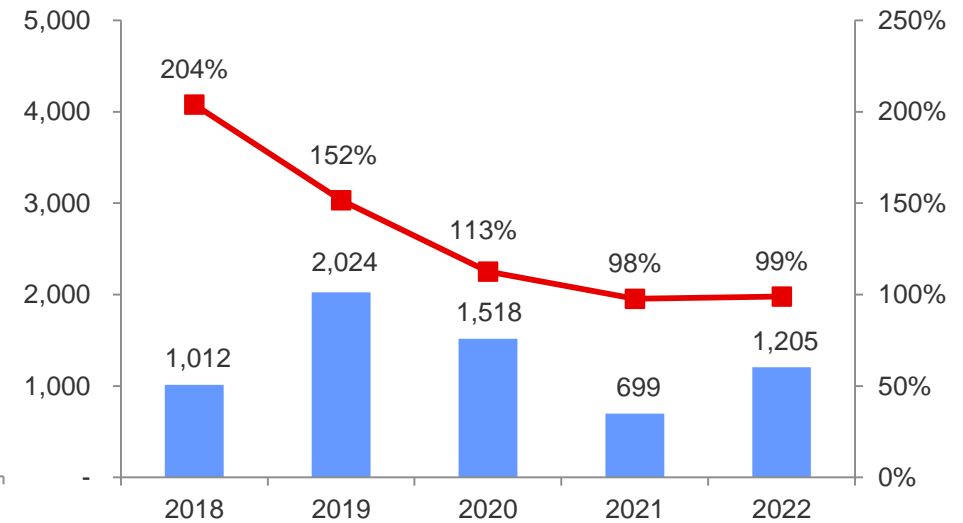


Optimum Return for Shareholders

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	Sept 2023	Sept 2022
Revenues	984	1,256
Gross Profit	677	882
Selling Expenses	41	32
General and Administration Expenses	88	87
Final Tax	28	32
Operating Profit	521	731
Profit Before Tax	633	786
Total Profit for the Period	609	768
Profit for the Period Attributable to:		
Owners of the Company	608.10	767.59
Non-controlling Interests	0.67	0.76

Summary - Balance Sheet

Balance Sheet in Rp Bn	Sept 2023	Dec 2022
ASSETS		
Current Assets	4,245	3,798
Non Current Assets	2,519	2,826
Total Assets	6,764	6,623
LIABILITIES		
Current Liabilities	799	789
Non Current Liabilities	115	110
Total Liabilities	914	899
EQUITY		
Total Equity	5,850	5,725

THANK YOU

For Further Information:

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