

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
DECEMBER 2023 AUDITED RESULTS



DECEMBER 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 : \pm 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)



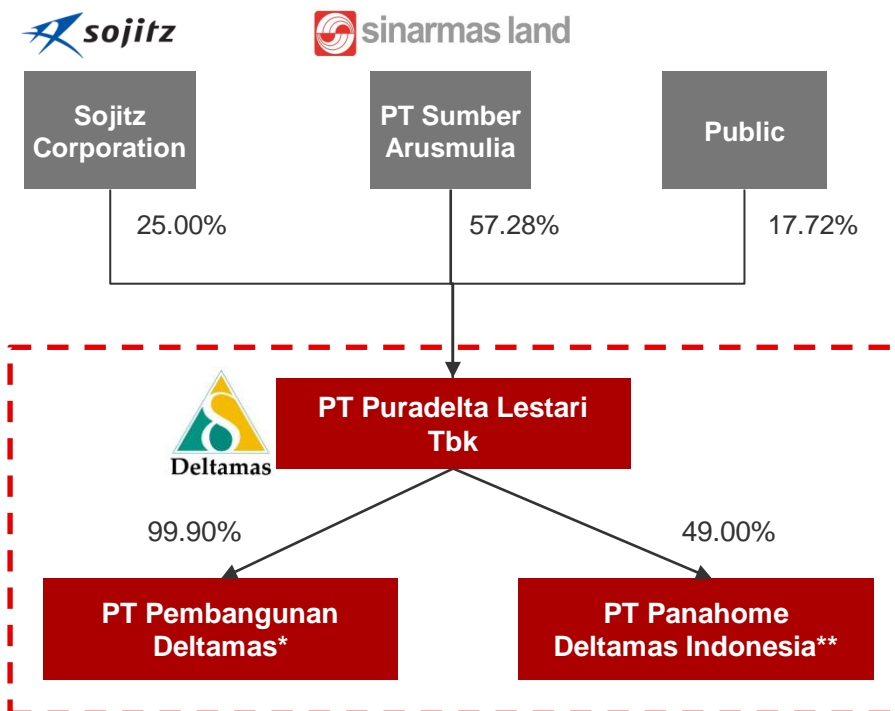
COMPANY OVERVIEW

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

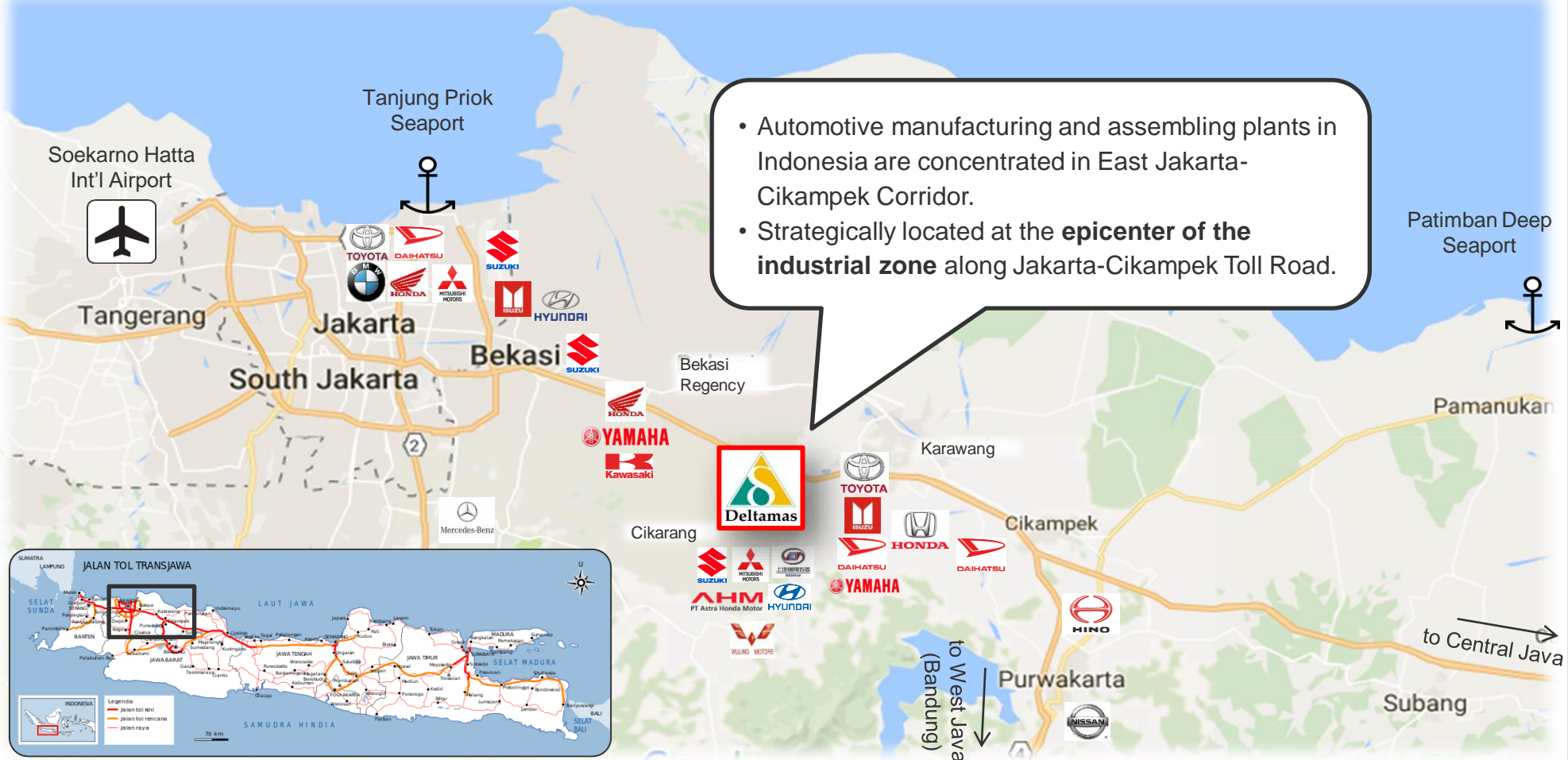


COMPANY OVERVIEW

LOCATION



AUTO INDUSTRY CONCENTRATION

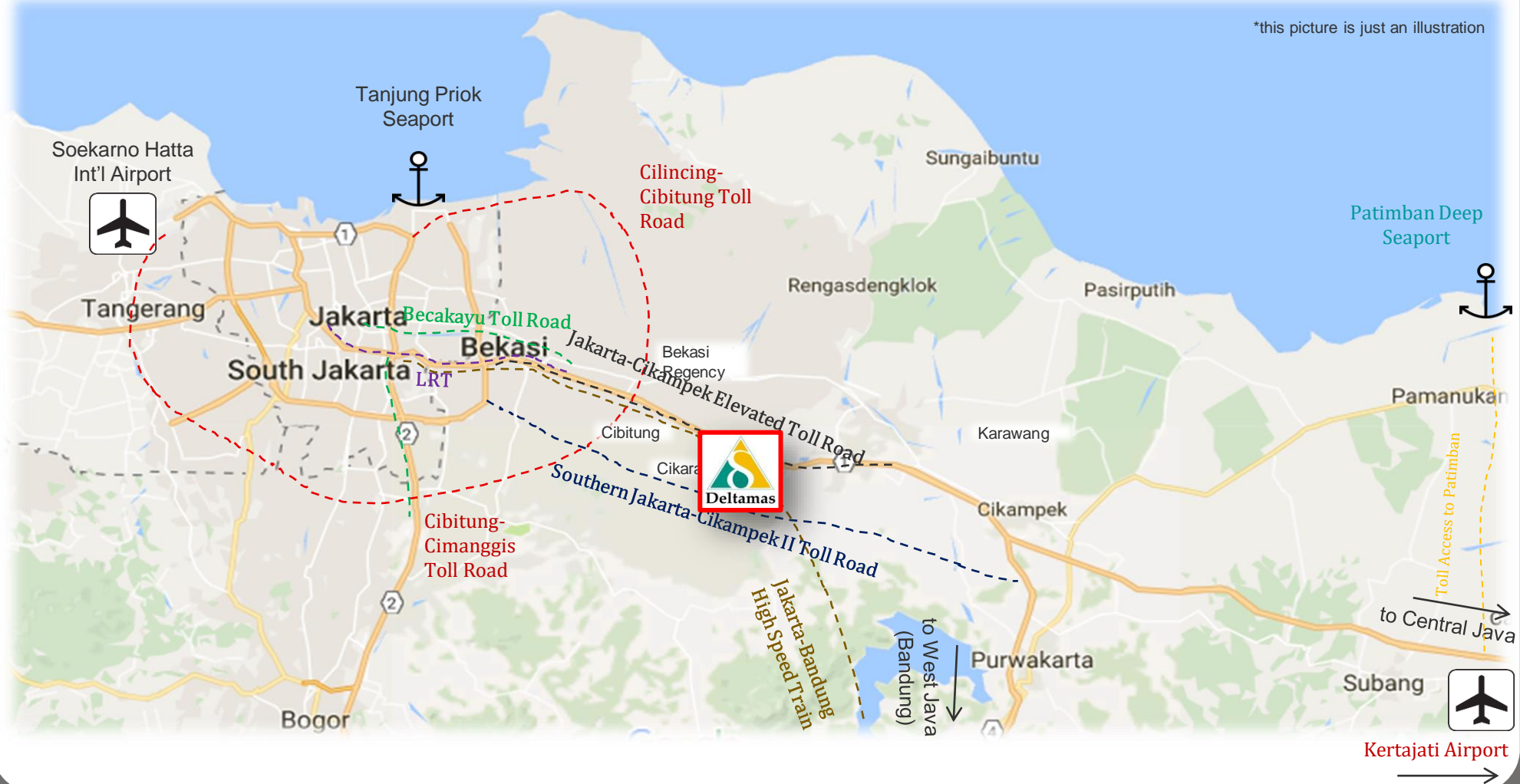


COMPANY OVERVIEW

LOCATION



INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY



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 December 2023

Industrial	251 ha
Commercial	360 ha
Residential	170 ha
TOTAL	781 ha



Industrial



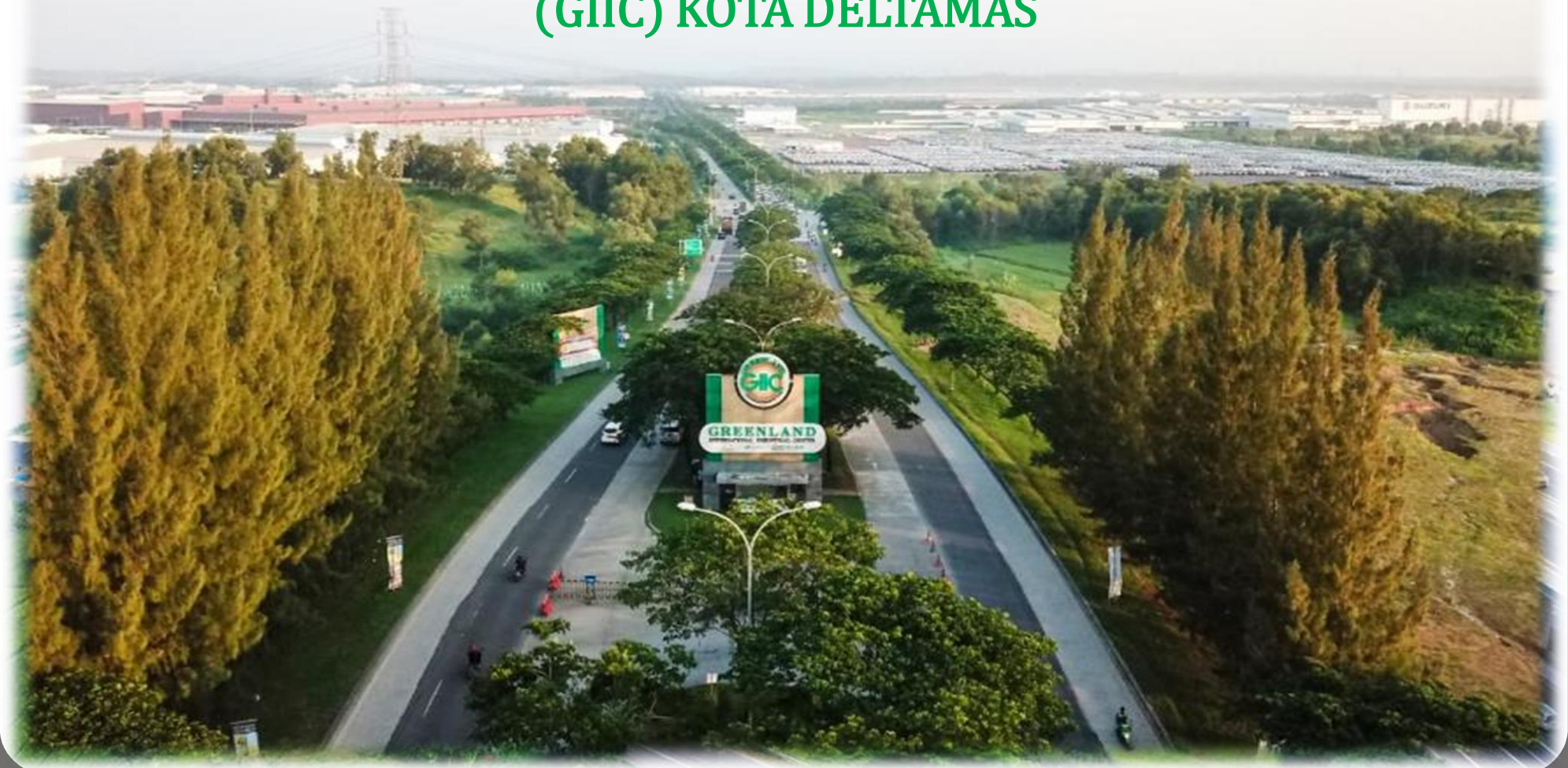
Commercial



Residential



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



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, Obvtnas



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



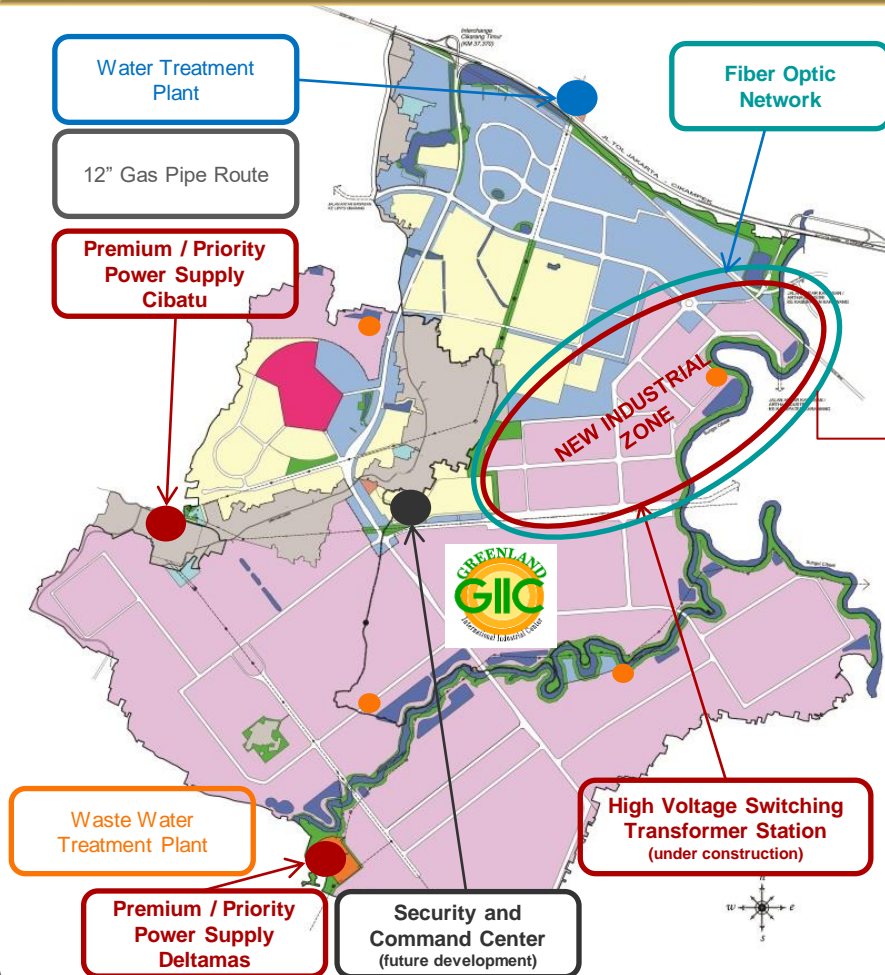
Strong Security System

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



Construction of Garbage Shelters



COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



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

Recognitions from the Stakeholders

2021



2022



2023



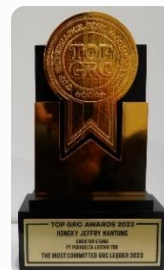
The 14th IICD
Corporate Governance
Most Improved
Top 50 Mid Capitalization
2023



TEMPO
IDNFinancials 52
2023



TOP GRC AWARDS
Top Governance Risk &
Compliance
2023



TOP GRC AWARDS
The Most Committed
GRC Leader
2023



Contribution and Support for
Government Programmes in
Providing Facilities for the
Bekasi Regency Regional
National Craft Council and
MSME outlets at AEON Mall
Deltamas



Resilience and Sustainable
Industry 2023 from the Ministry
of Industry of the Republic of
Indonesia with the First Best
ranking

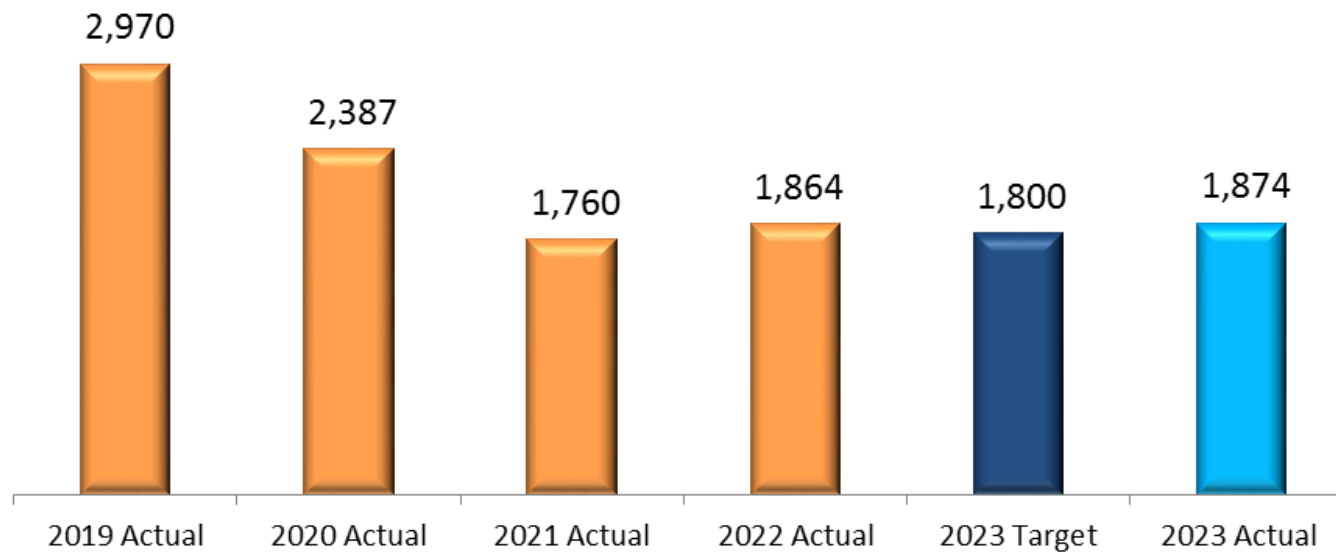


KEY FINANCIAL INFORMATION

Marketing Sales Achievement

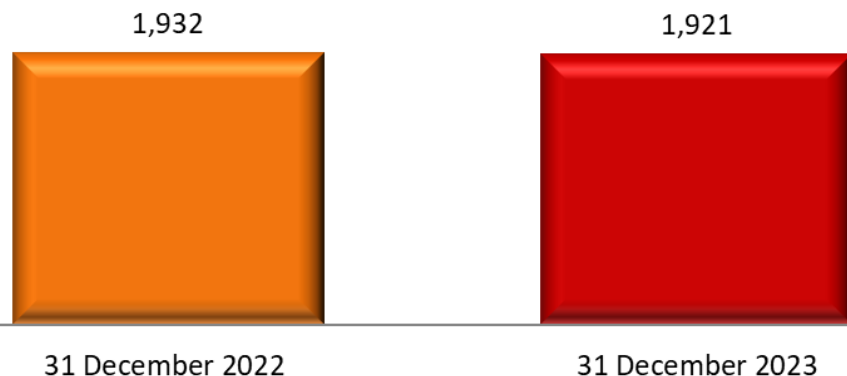
Achievement in FY2023 – Rp1.87 trillion
104.10% of 2023 Sales Target

Marketing Sales Figures (in Rp Bn)

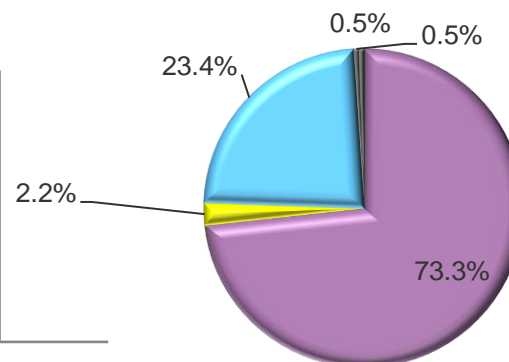


KEY FINANCIAL INFORMATION

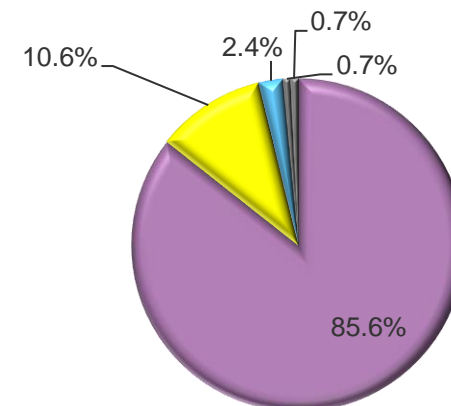
Revenues (in Rp Bn)



Revenues by Segment
31 December 2022

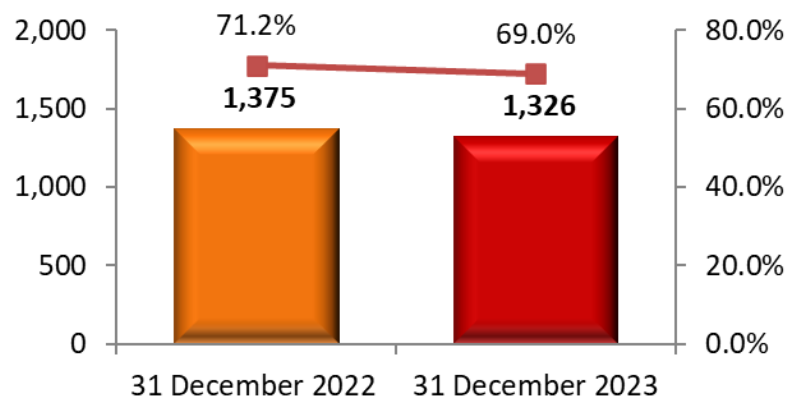


Revenues by Segment
31 December 2023



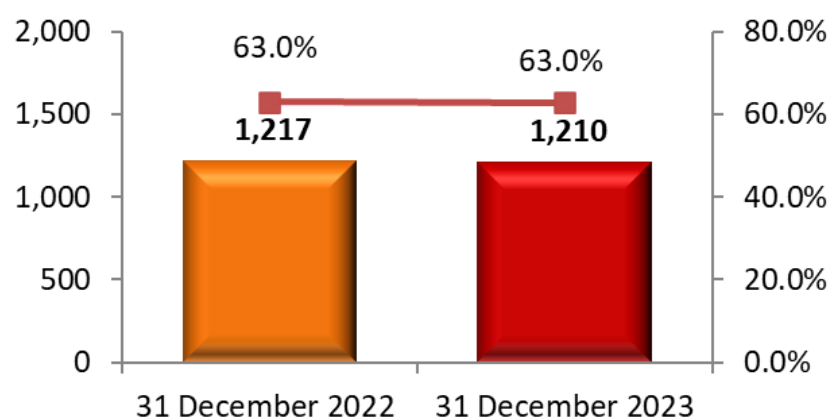
Industrial Residential Commercial Rental Hotel

Gross Profit (in Rp Bn)



Gross Profit Margin

Net Profit (in Rp Bn)

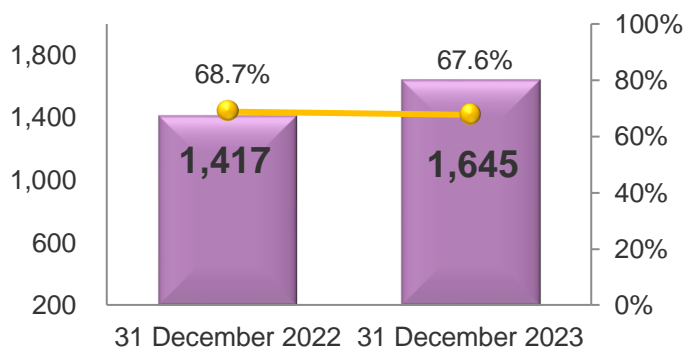


Net Profit Margin

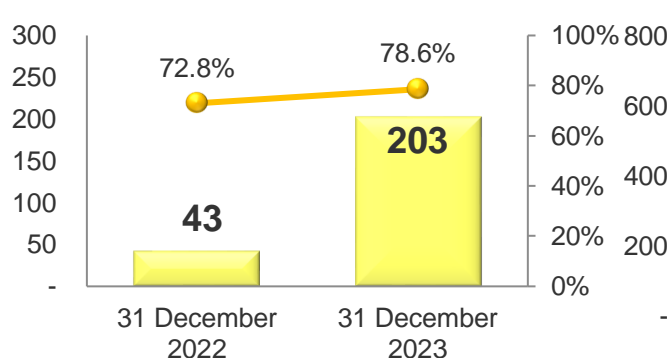
KEY FINANCIAL INFORMATION

Revenues by Segment

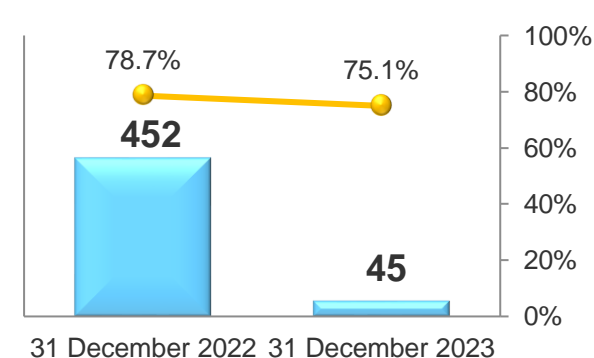
Industrial



Residential



Commercial



SALES in Rp Bn

Gross Profit Margin

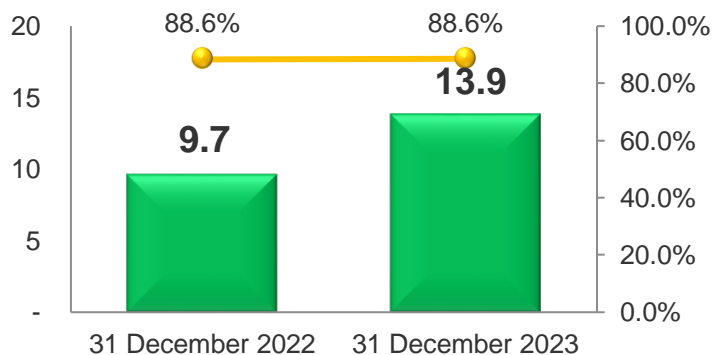
SALES in Rp Bn

Gross Profit Margin

SALES in Rp Bn

Gross Profit Margin

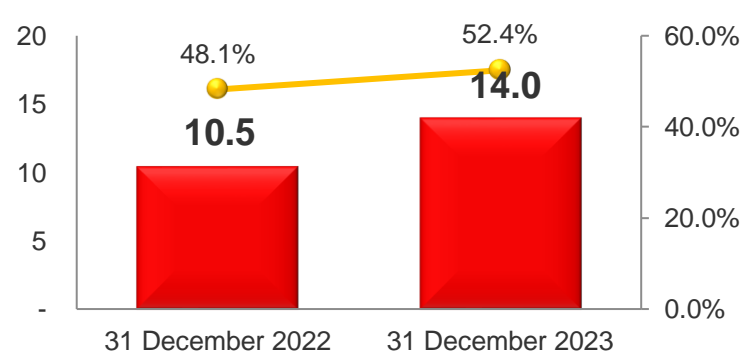
Hotel



Hotel in Rp Bn

Gross Profit Margin

Rental



Rental in Rp Bn

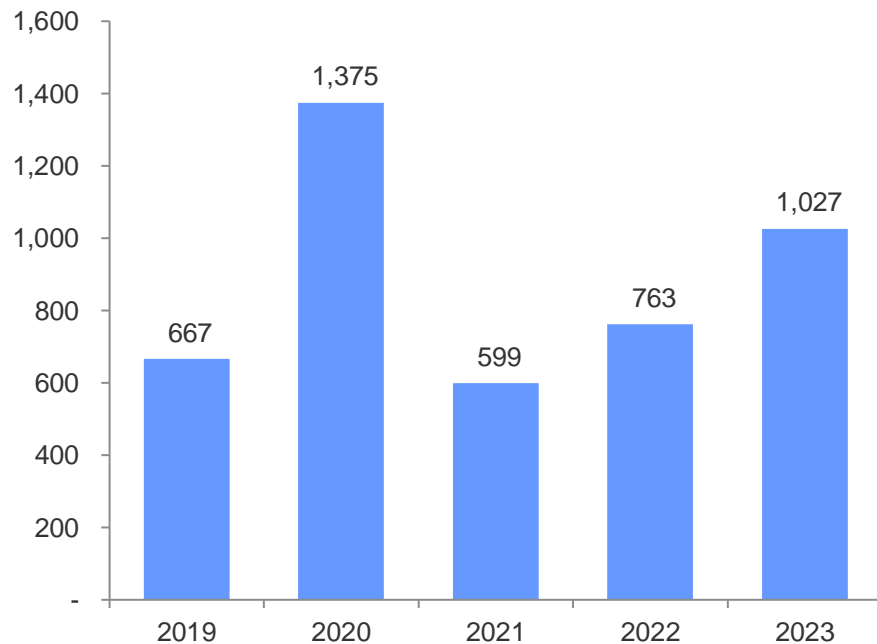
Gross Profit Margin

KEY FINANCIAL INFORMATION

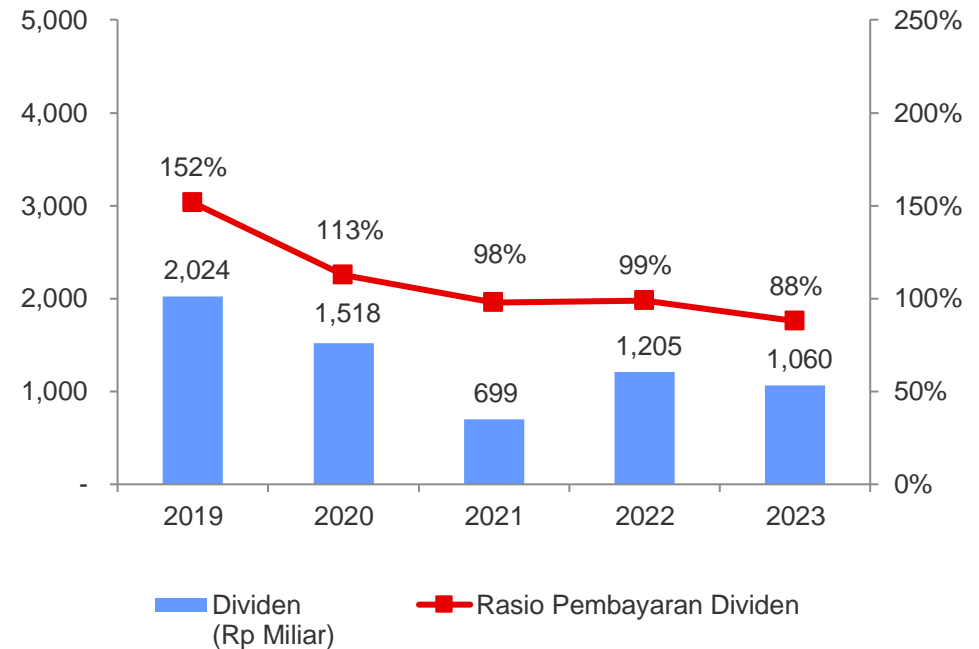


Optimum Return for Shareholders

Cash and Cash Equivalent (in Rp Bn)



Historical Dividend by Fiscal Year



The Company currently does not have any financial loan

KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Dec 2022	Dec 2023
Revenues	1,932	1,921
Gross Profit	1,375	1,326
Selling Expenses	36	69
General and Administration Expenses	119	127
Final Tax	43	51
Operating Profit	1,177	1,078
Profit Before Tax	1,238	1,243
Total Profit for the Year	1,218	1,211
Profit for the Year Attributable to:		
Owners of the Company	1,217	1,210
Non-controlling Interests	1,20	1,10

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2022	Dec 2023
ASSETS		
Current Assets	3,798	4,342
Non Current Assets	2,826	2,377
Total Assets	6,624	6,719
LIABILITIES		
Current Liabilities	789	728
Non Current Liabilities	110	110
Total Liabilities	899	838
EQUITY		
Total Equity	5,725	5,880

THANK YOU

For Further Information:

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