

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
DECEMBER 2023 AUDITED RESULTS



Deltamas

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 : ± 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)



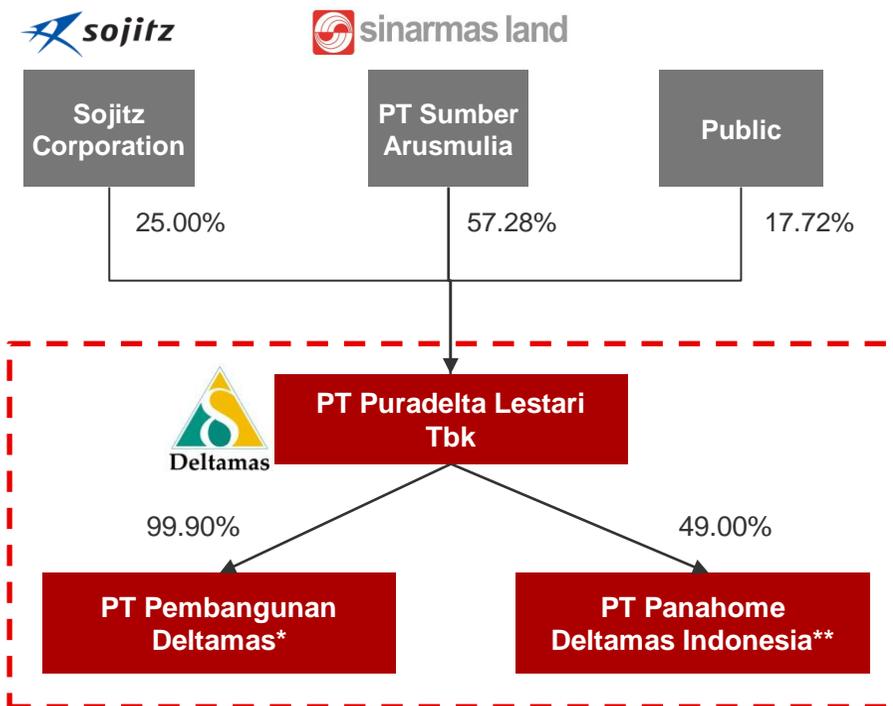
COMPANY OVERVIEW

SHAREHOLDING STRUCTURE



Joint Venture Company of Sinarmas Land and Sojitz Corporation

Ownership Structure of the Company



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

* Subsidiary of the Company
 ** Joint Venture Project

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

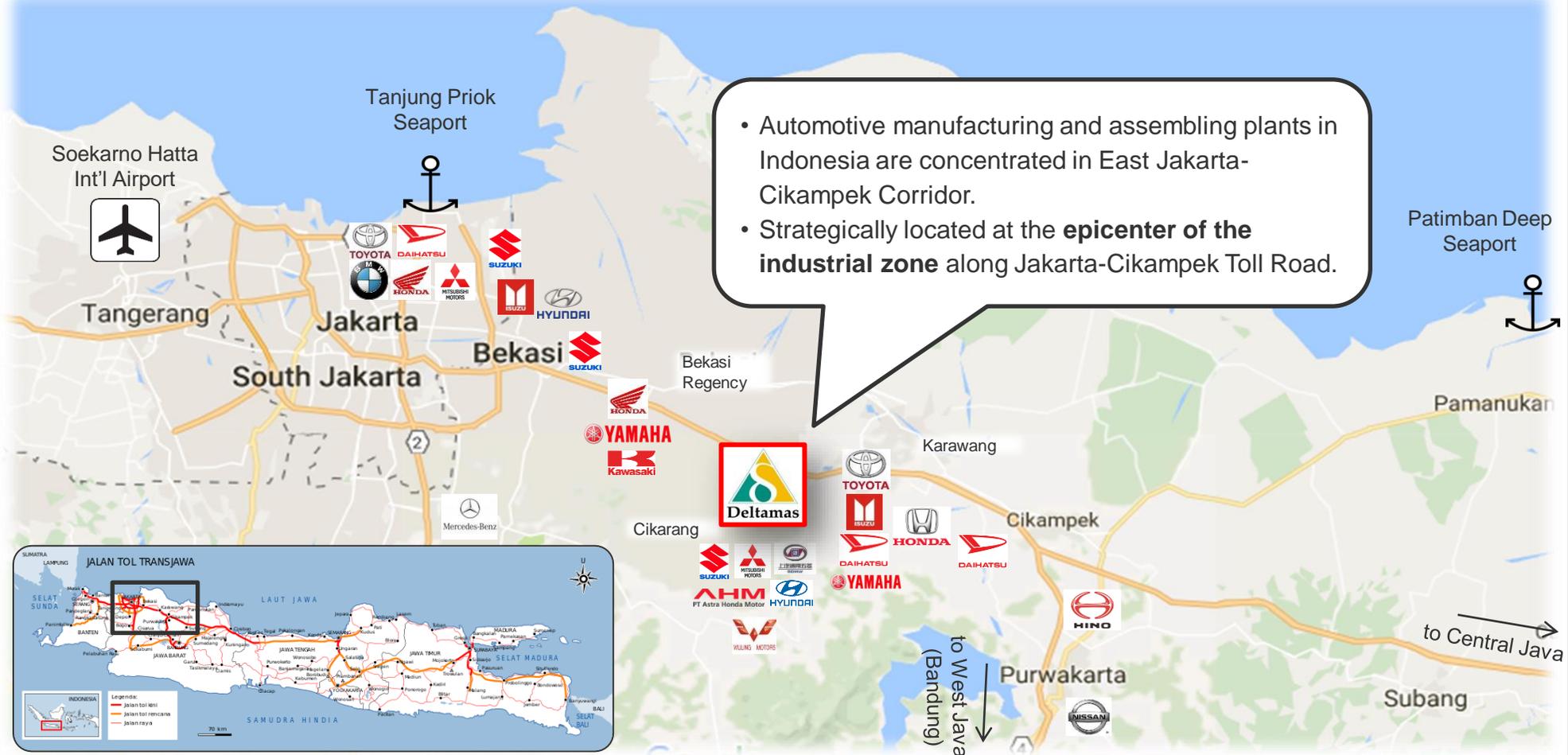


COMPANY OVERVIEW

LOCATION



AUTO INDUSTRY CONCENTRATION



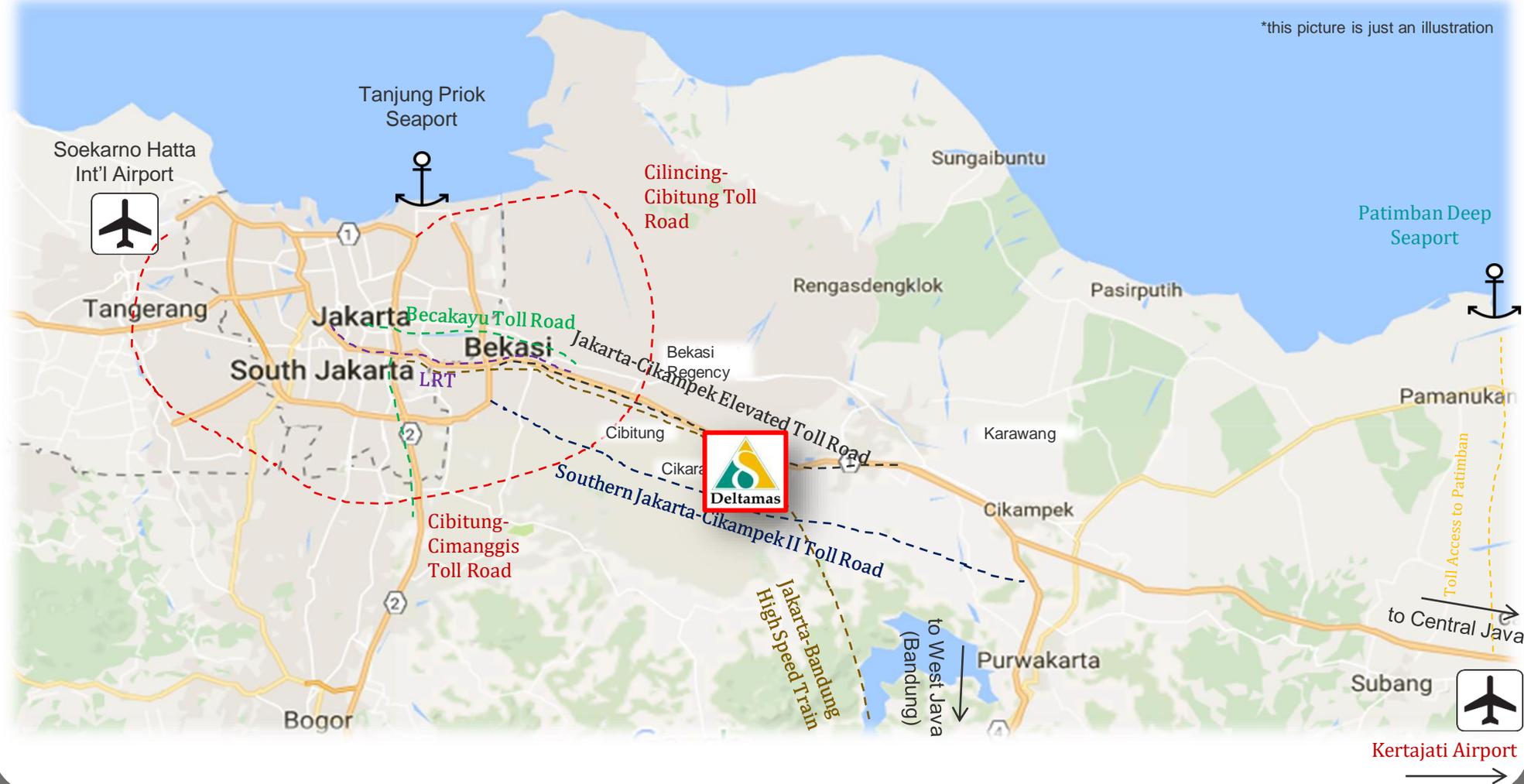
COMPANY OVERVIEW

LOCATION



INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY

*this picture is just an illustration



**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



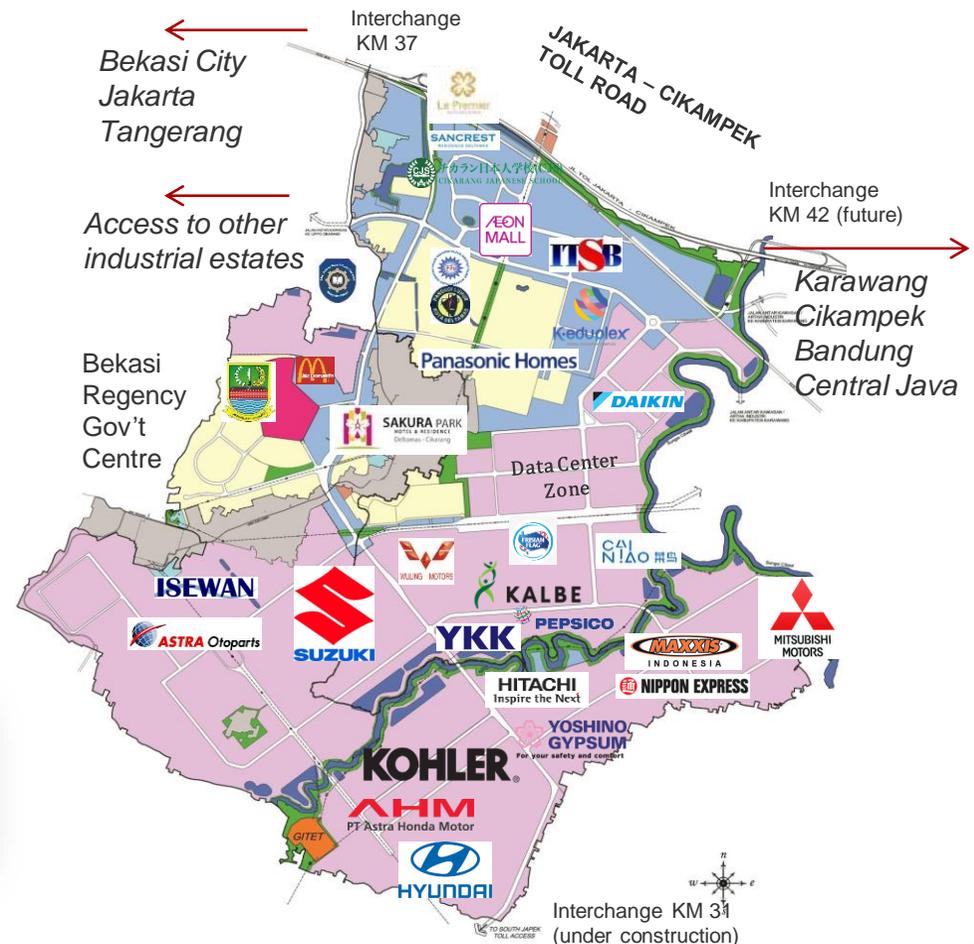
Industrial



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



love around the kitchen table



Others



For your safety and comfort



COMPANY OVERVIEW

INDUSTRIAL ESTATE



Key Competitive Advantages of GIC Kota Deltamas

Strategic Location & Direct Access to Toll Road



Wide Land Bank with Flexibility in Size and Shape



Comprehensive Facilities and Infrastructures



World Class Township Design and Planning



Clean Water Treatment Plant (Looping System Pipe)



Waste Water Treatment Plant

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



Eco-friendly / Green Environment



Premium Electricity Supply from PLN



Gas Supply from PGN



Telco & Fiber Optic from Telkom & MyRep



Integrated Business Model



Nursery Center



Firefighter Facilities



Strong Security System

Experienced Management Team

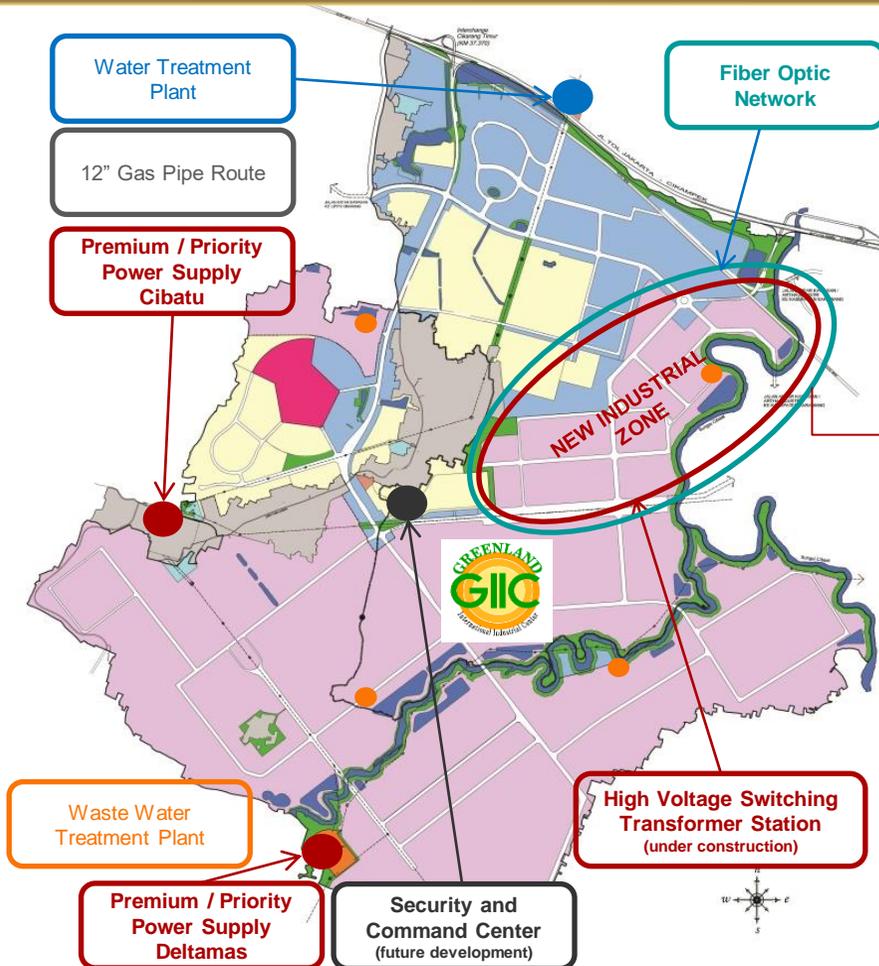


COMPANY OVERVIEW

INDUSTRIAL ESTATE



Updates on Industrial Estate



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



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

Starbucks



Mitra Keluarga Hospital



Ananda Mitra Vocational School



AEON Mall (under construction)



Institut Teknologi & Sains Bandung



Jakarta International University



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



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**



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



Pedestrian & Green Area Development, and Tree Planting



Usage of Renewable Energy



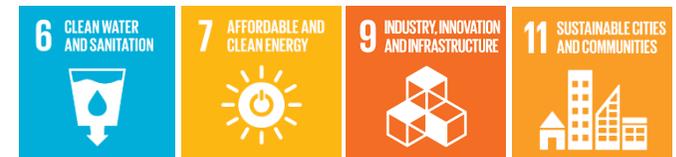
- Sourcing electricity from REC PLN for its operational activities
- Electric vehicle usage for the Company's operational activities
- Changing SON lamp on road lighting to LED lamp

Water Preservation / Recycle



Water Treatment Plant
Waste Water Treatment Plant

ISO 14001 Certification (Environmental Management)



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



Perform Land Cultivation for Farming



Activities with Surrounding Communities



Sacrificial Animal Donation for Surrounding Villages



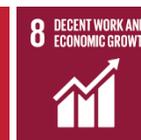
Clean Water Supply



Tools and Materials Donation for Infrastructures of Surrounding Villages



Construction of Garbage Shelters



Educational Patronage

Education for Surrounding People



Construction of SDN Cicau 1



Renovation of PAUD Arumsari

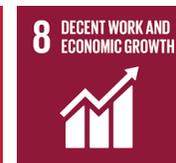


Firefighting Training



Economic Empowerment & Trainings
for Local Farmer Group

Vocational School Facilities in Town



AWARDS & RECOGNITIONS



Recognitions from the Stakeholders

2021



2022



2023



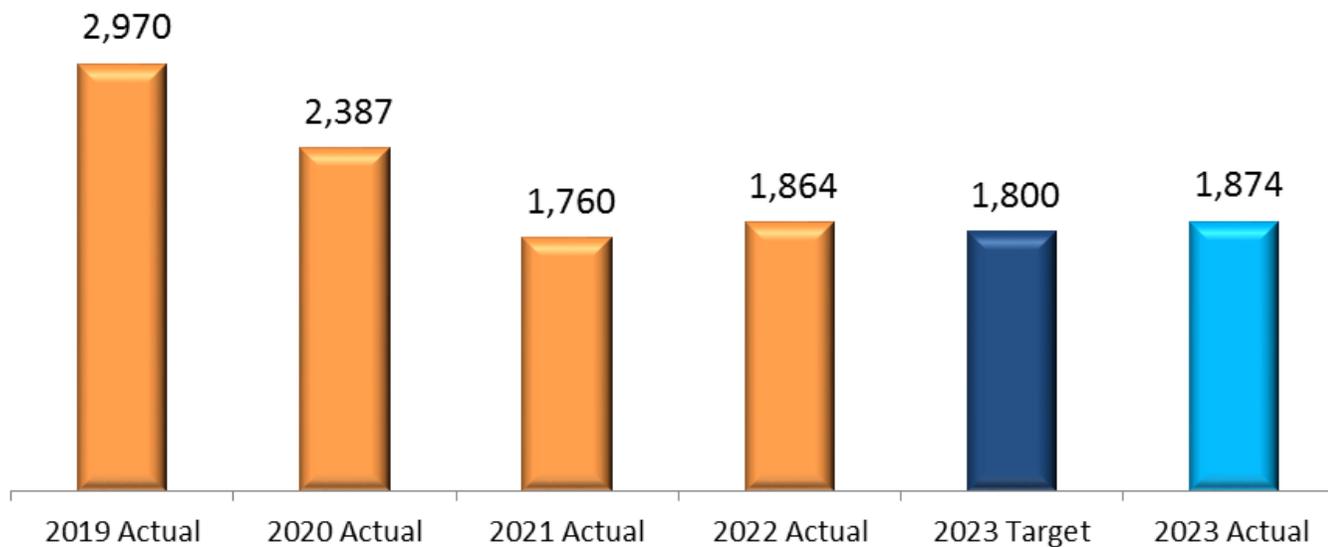


KEY FINANCIAL
INFORMATION

Marketing Sales Achievement

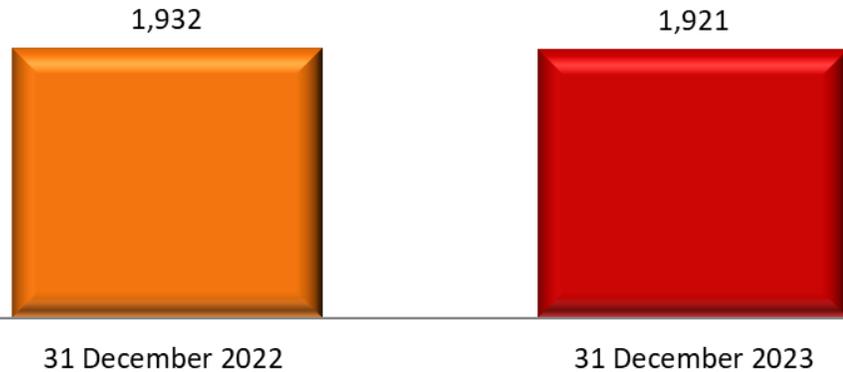
Achievement in FY2023 – Rp1.87 trillion
104.10% of 2023 Sales Target

Marketing Sales Figures (in Rp Bn)

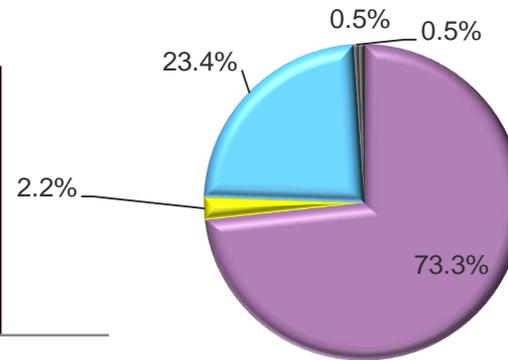


KEY FINANCIAL INFORMATION

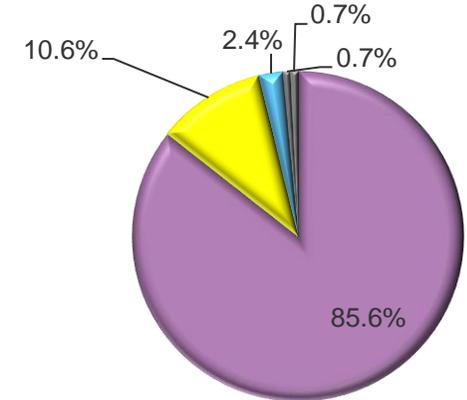
Revenues (in Rp Bn)



**Revenues by Segment
31 December 2022**

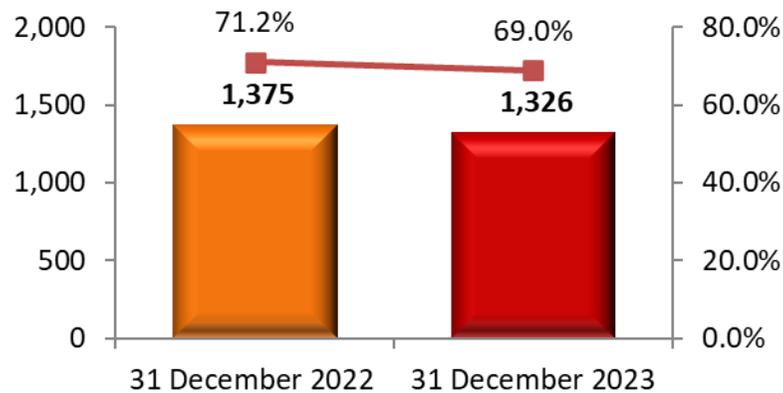


**Revenues by Segment
31 December 2023**



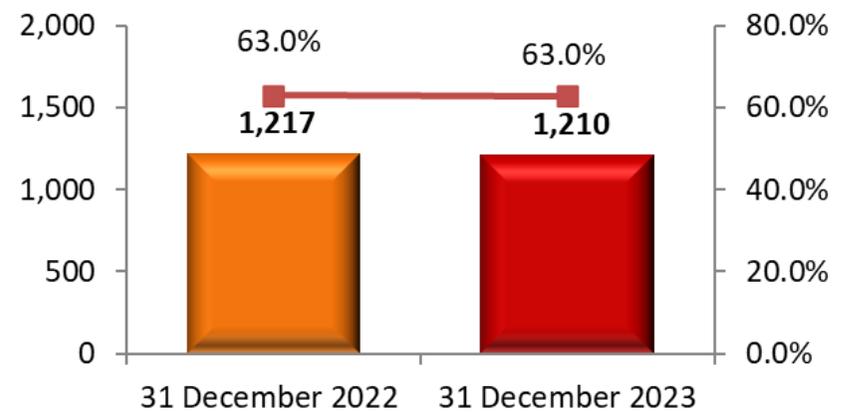
Industrial Residential Commercial Rental Hotel

Gross Profit (in Rp Bn)



Gross Profit Margin

Net Profit (in Rp Bn)

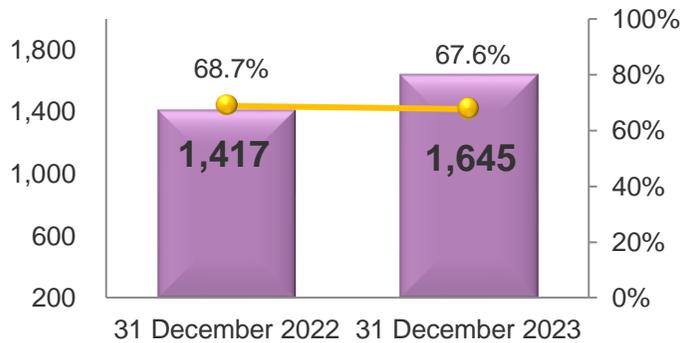


Net Profit Margin

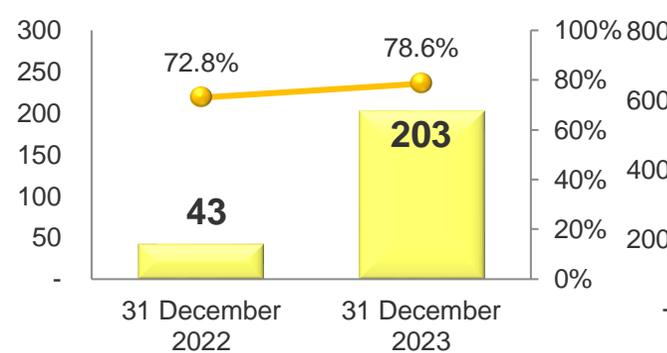
KEY FINANCIAL INFORMATION

Revenues by Segment

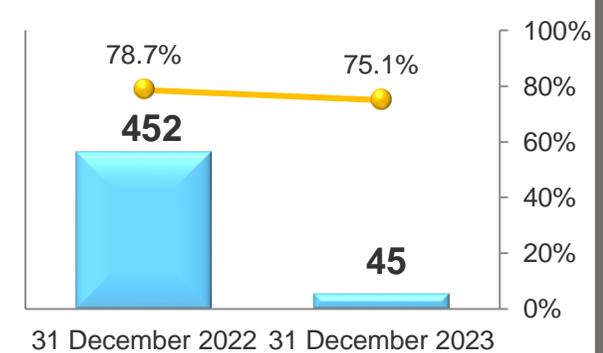
Industrial



Residential

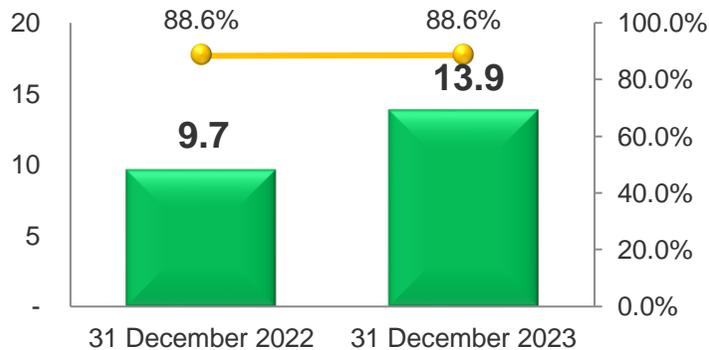


Commercial

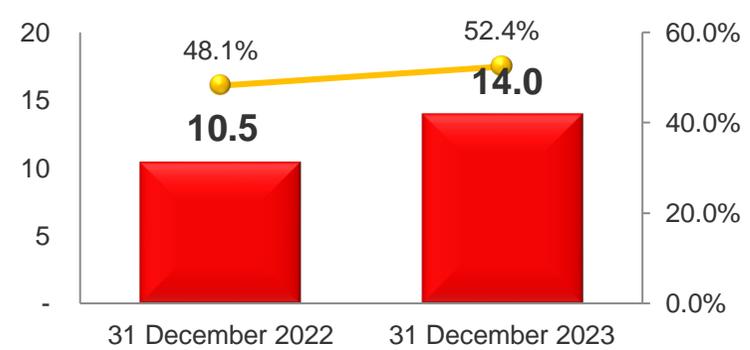


■ SALES in Rp Bn
 ● Gross Profit Margin
 ■ SALES in Rp Bn
 ● Gross Profit Margin
 ■ SALES in Rp Bn
 ● Gross Profit Margin

Hotel



Rental



■ Hotel in Rp Bn
 ● Gross Profit Margin

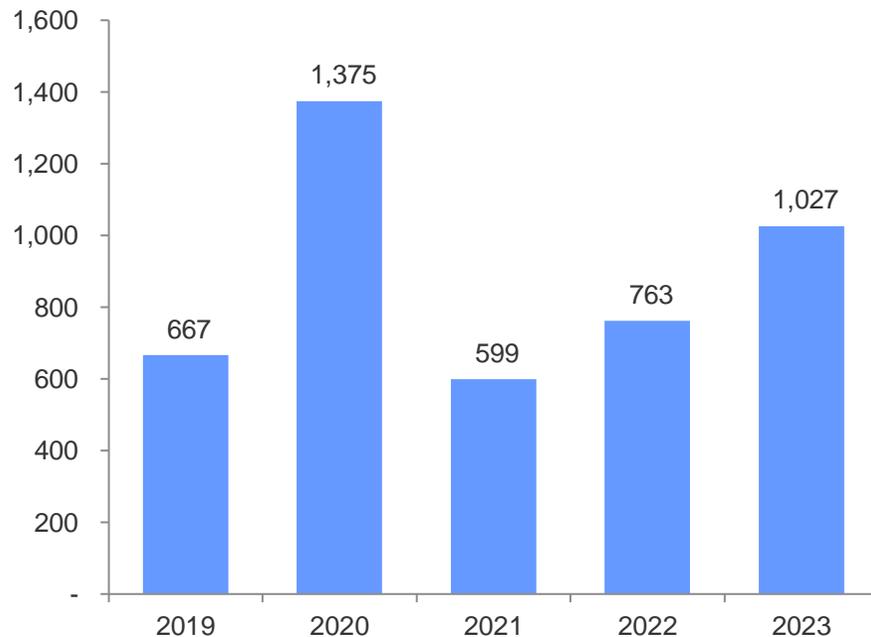
■ Rental in Rp Bn
 ● Gross Profit Margin

KEY FINANCIAL INFORMATION

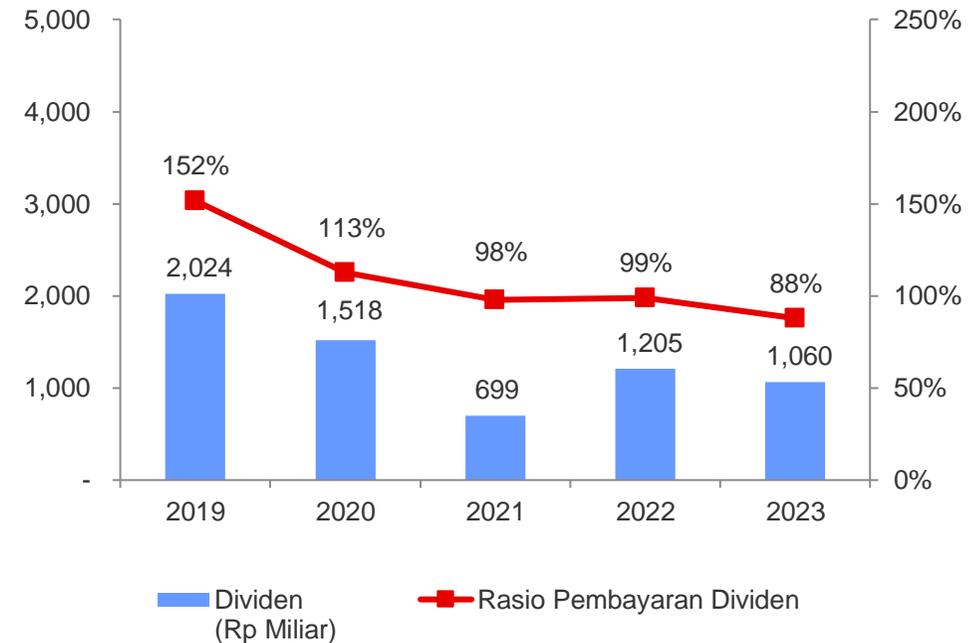


Optimum Return for Shareholders

Cash and Cash Equivalent (in Rp Bn)



Historical Dividend by Fiscal Year



The Company currently does not have any financial loan

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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Cikarang Pusat – Bekasi 17531, Indonesia

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