

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**JUNE 2024 UNAUDITED RESULTS**



**Deltamas**

**JULY 2024**  
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



- 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)



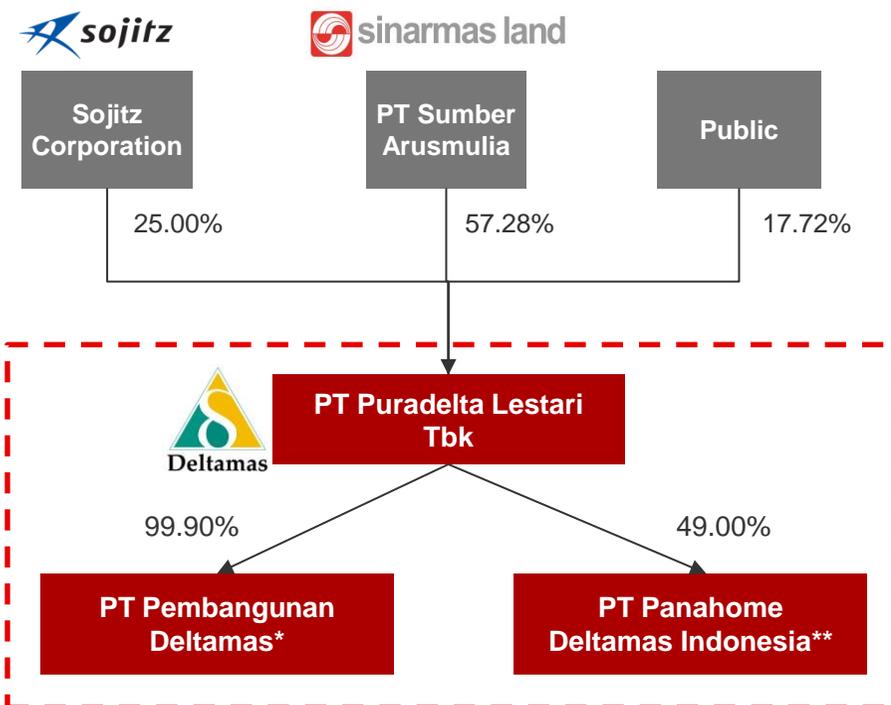
# COMPANY OVERVIEW

## 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



**Monik William**  
Director



**Tondy Suwanto**  
Director

### Board of Commissioners



**Muktar Widjaja**  
President  
Commissioner



**Hermawan Wijaya**  
Vice President  
Commissioner



**Masayoshi Hirose**  
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



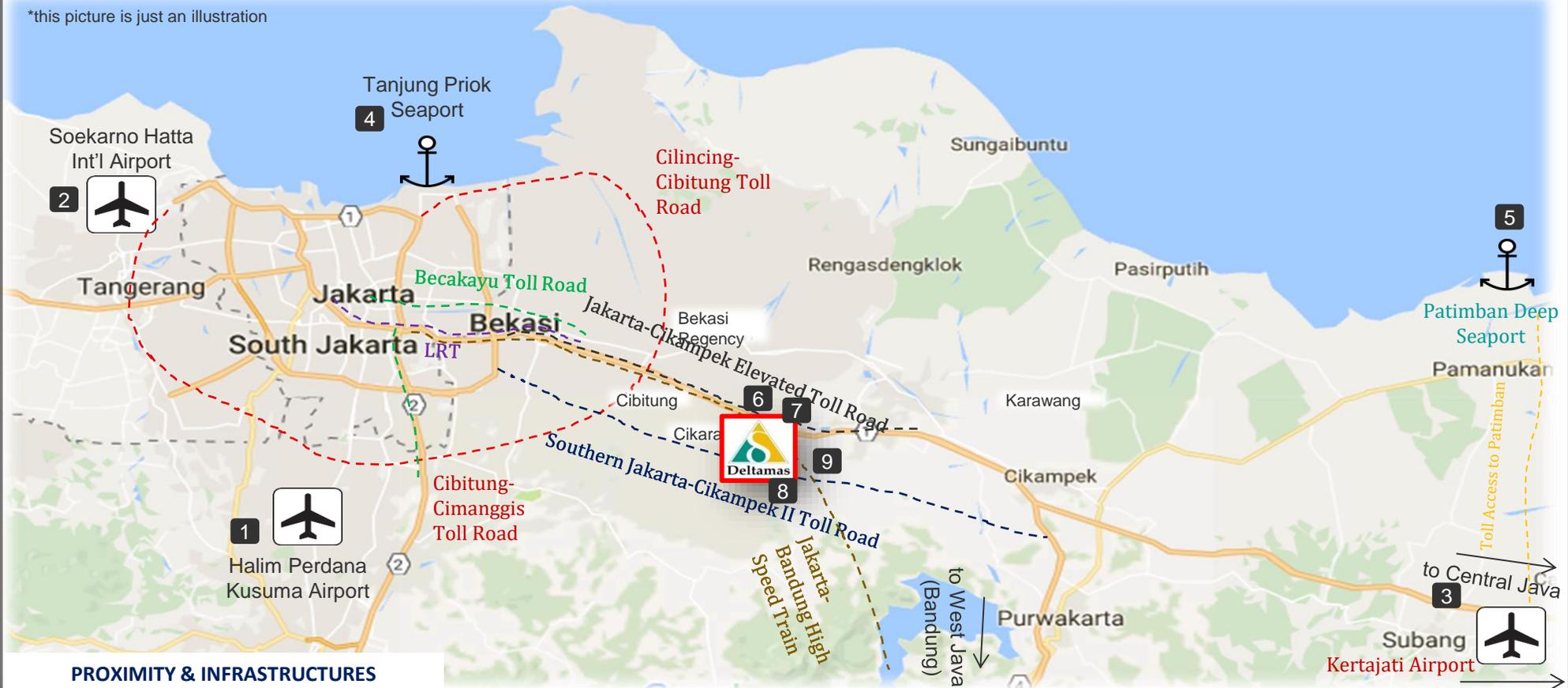
# COMPANY OVERVIEW

## LOCATION



### INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY

\*this picture is just an illustration



#### PROXIMITY & INFRASTRUCTURES

- |  |   |  |   |
|--|---|--|---|
| <ul style="list-style-type: none"> <li><b>1</b> 37 KM Halim Perdana Kusuma International </li> <li><b>2</b> 73 KM Soekarno - Hatta International </li> <li><b>3</b> 139 KM Kertajati International </li> </ul> | <ul style="list-style-type: none"> <li><b>4</b> 54 KM Tanjung Priok </li> <li><b>5</b> 100 KM Patimban (Under Construction) </li> </ul> | <ul style="list-style-type: none"> <li><b>6</b> Jakarta - Cikampek KM37 Cikarang Pusat </li> <li><b>7</b> Jakarta - Cikampek KM42 (Future) </li> <li><b>8</b> South Jakarta - Cikampek KM 31 Interchange GIIC (Future) </li> </ul> | <ul style="list-style-type: none"> <li><b>9</b> Jakarta - Bandung High Speed Train Station (Under Construction) </li> </ul> |
|--|---|--|---|

**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 June 2024	
Industrial	198 ha
Commercial	358 ha
Residential	167 ha
<b>TOTAL</b>	<b>723 ha</b>



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



#### Others



# 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, Obvitnas



#### Eco-friendly / Green Environment



Premium Electricity Supply from PLN



Gas Supply from PGN



Telco & Fiber Optic from Telkom, MyRep, & Moratel

#### Integrated Business Model



Nursery Center



Firefighter Facilities



Strong Security System

#### Experienced Management Team

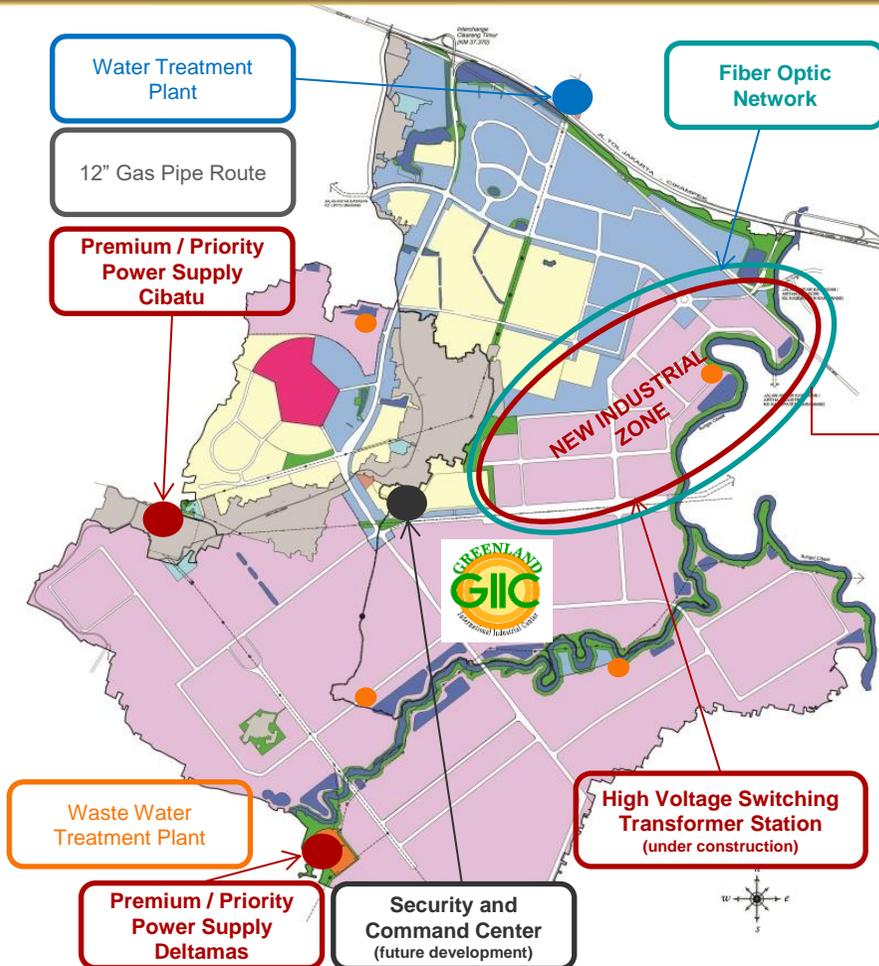


# COMPANY OVERVIEW

## 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

#### 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

Starbucks



9

Mitra Keluarga Hospital



8

Ananda Mitra Vocational School



7



Richeese Factory

10



Diamante Business Gallery

11



Eka Hospital (under construction)

12



J Golf

13



Cikarang Japanese School

1



Via Alma Apartment

2



Le Premier Serviced Apartment

3

AEON Mall



4

Institut Teknologi & Sains Bandung



5

Jakarta International University



6



# 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



### 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 Management & Recycle



Water Treatment Plant (WTP) & WTP Recycle  
Waste Water Treatment Plant (WWTP)

#### ISO 14001 Certification (Environmental Management)



HDPE Plastic Recycle for Asphalt Usage



## Sustainable Community

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



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 in Desa Pasiranji



Tree Planting around Cipamingkis River



### Educational Patronage

#### Education for Surrounding People



Construction of SDN Cicau 1



Renovation of PAUD Arumsari

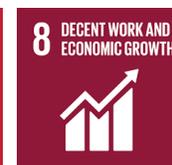


Firefighting Training



Economic Empowerment & Trainings  
for Local Farmer Group

#### Vocational School Facilities in Town



# AWARDS & RECOGNITIONS



## Recognitions from the Stakeholders

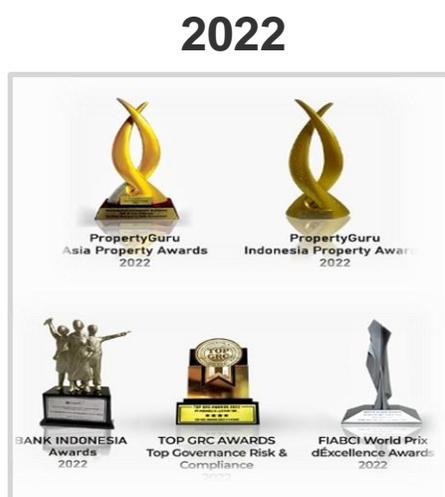
2021



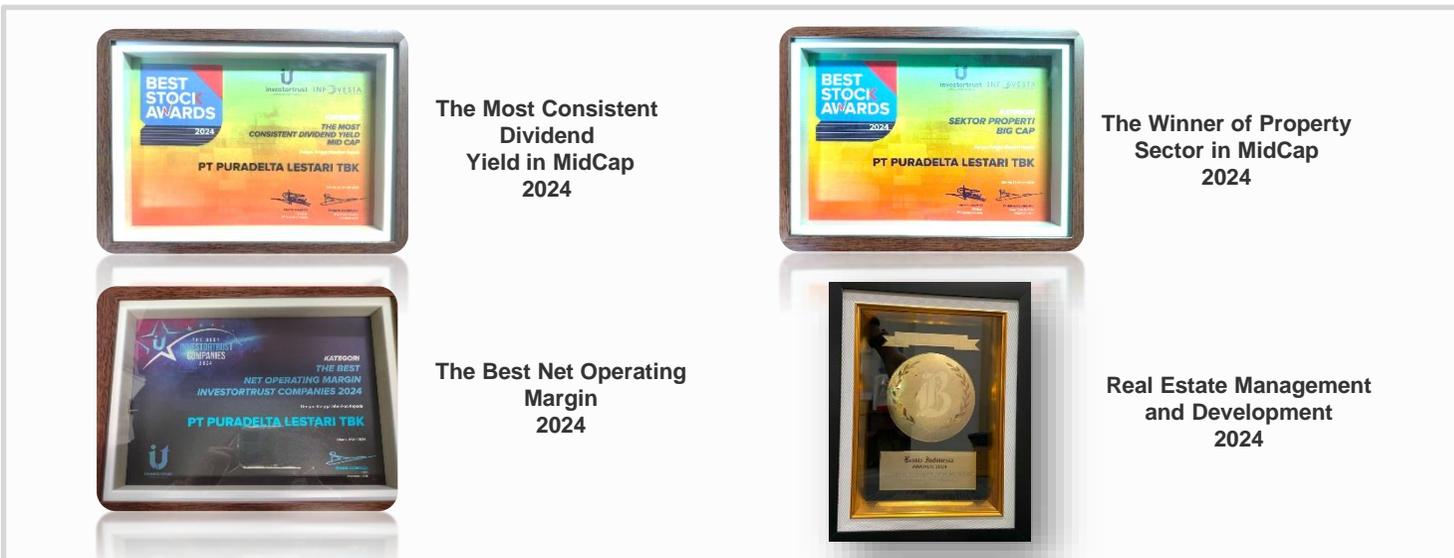
2023



2024



2022



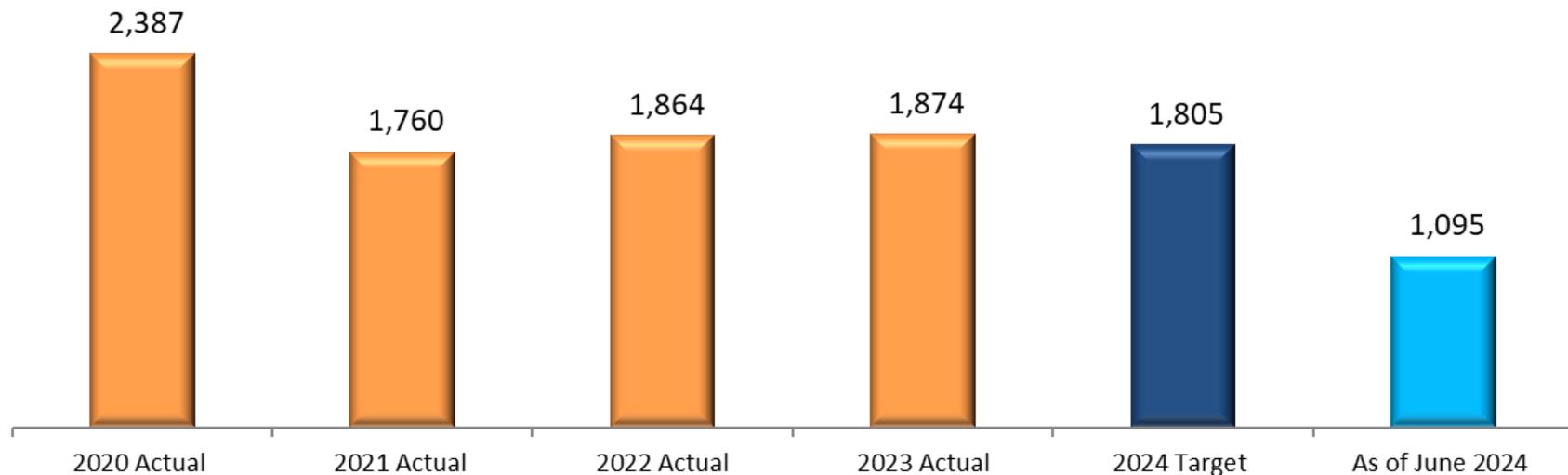


KEY FINANCIAL  
INFORMATION

### Marketing Sales Achievement

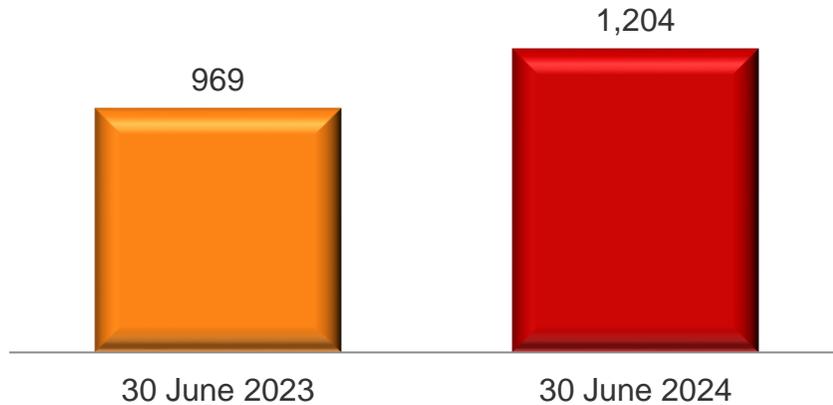
**Actual 1H 2024 Marketing Sales – Rp1,095 billion**  
**60.7% of 2024 Sales Target**

Marketing Sales Figures (in Rp Bn)

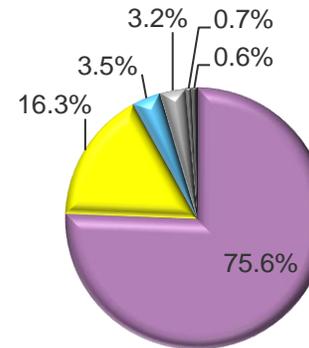


# KEY FINANCIAL INFORMATION

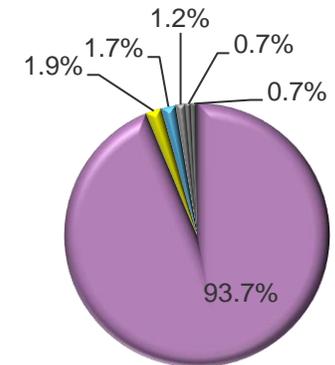
### Revenues (in Rp Bn)



### Revenues by Segment 30 June 2023

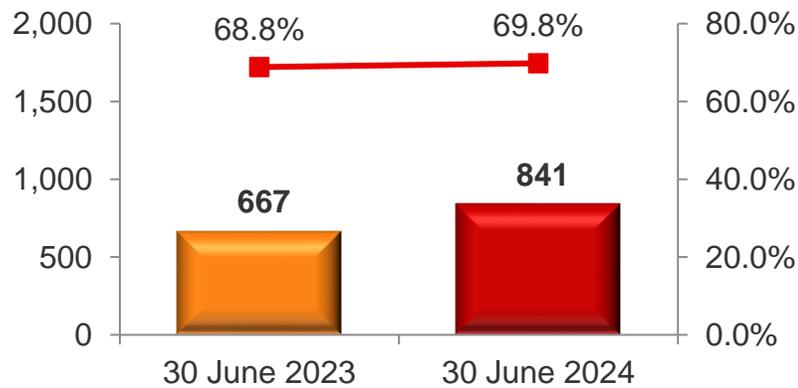


### Revenues by Segment 30 June 2024



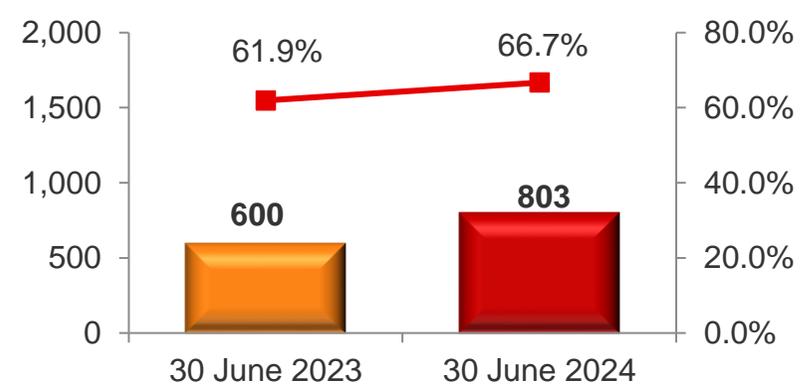
- Industrial
- Residential
- Commercial
- Financing component
- Rental
- Hotel

### Gross Profit (in Rp Bn)



— Gross Profit Margin

### Net Profit (in Rp Bn)



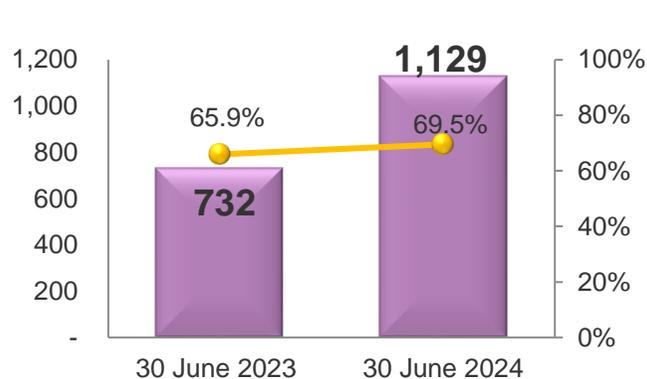
— Net Profit Margin

# KEY FINANCIAL INFORMATION

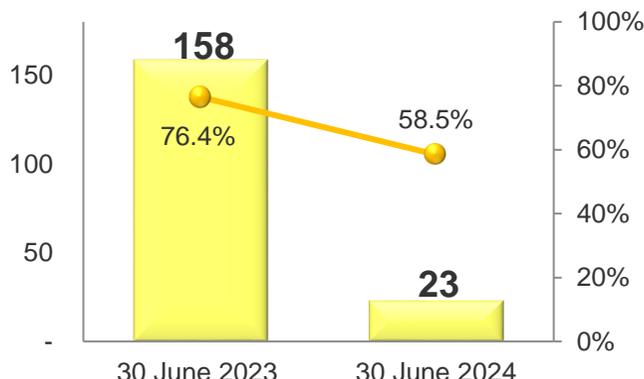


## Revenues by Segment

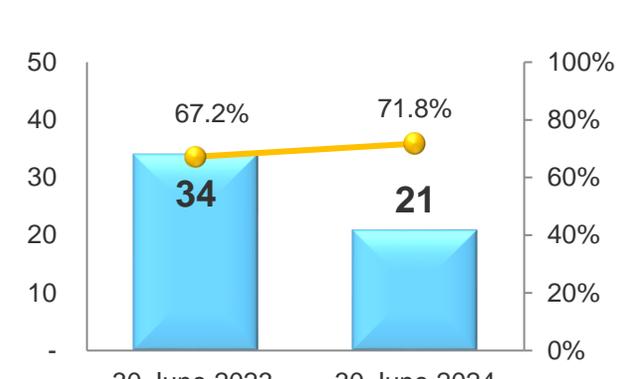
### Industrial



### Residential



### Commercial



SALES in Rp Bn

Gross Profit Margin

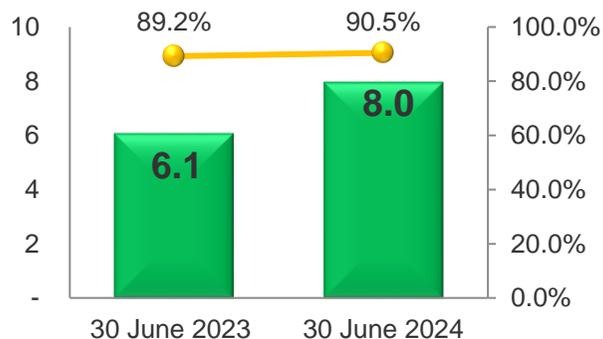
SALES in Rp Bn

Gross Profit Margin

SALES in Rp Bn

Gross Profit Margin

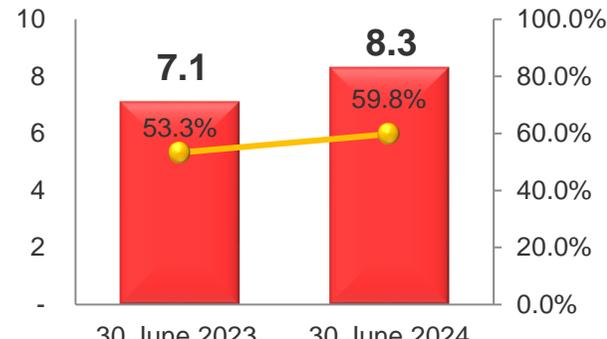
### Hotel



Hotel in Rp Bn

Gross Profit Margin

### Rental



Rental in Rp Bn

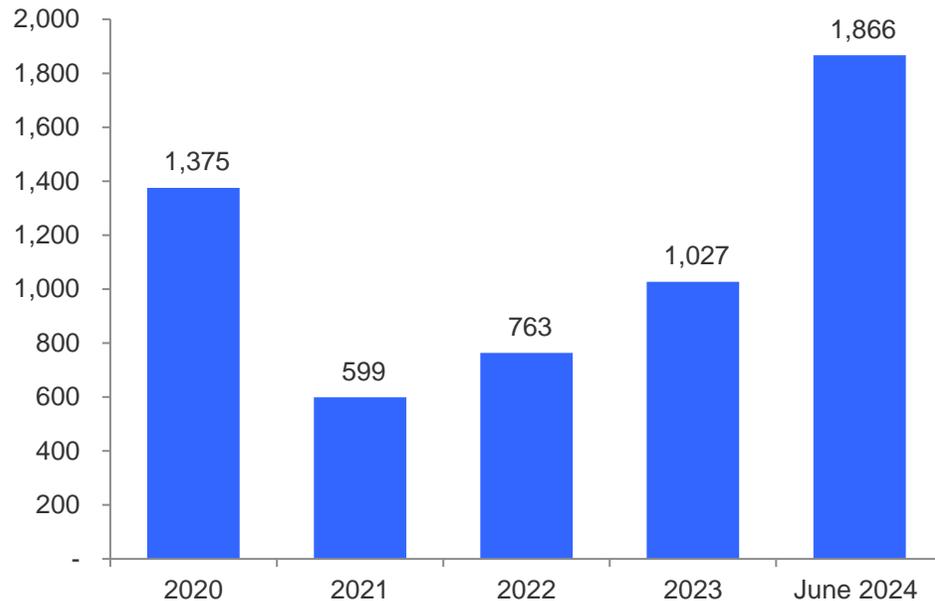
Gross Profit Margin

# KEY FINANCIAL INFORMATION

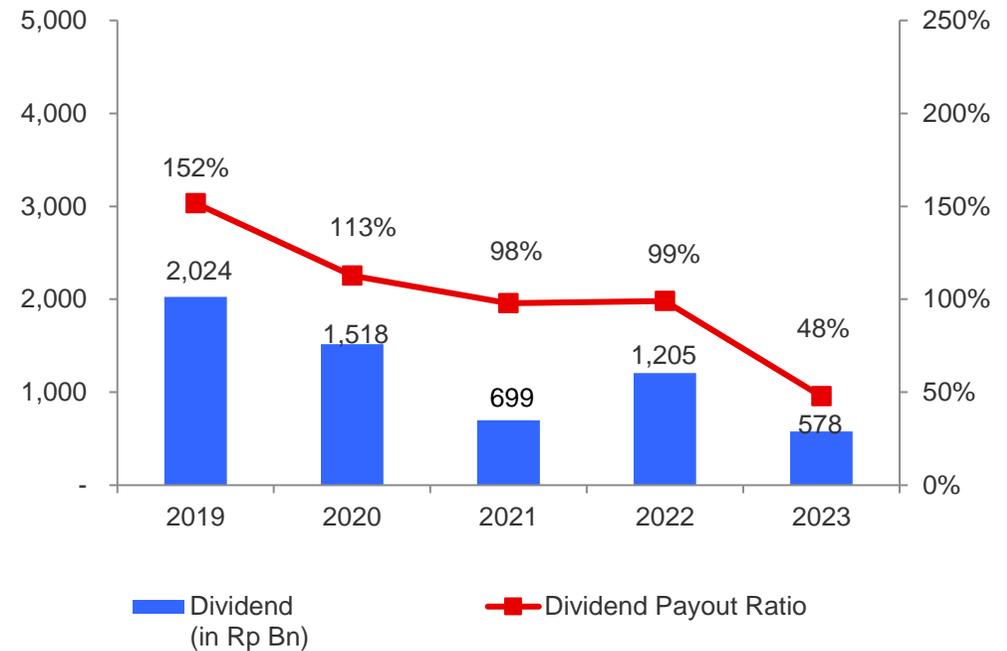


## Optimum Return for Shareholders

### 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	June 2023	June 2024
Revenues	969	1,204
Gross Profit	667	841
Selling Expenses	36	40
General and Administration Expenses	57	62
Final Tax	27	30
Operating Profit	546	709
Profit Before Tax	615	825
Total Profit for the Period	601	804
Profit for the Period Attributable to:		
Owners of the Company	<b>600</b>	<b>803</b>
Non-controlling Interests	0.66	0.64

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2023	June 2024
<b>ASSETS</b>		
Current Assets	<b>4,342</b>	5,370
Non Current Assets	2,377	2,287
<b>Total Assets</b>	<b>6,719</b>	<b>7,658</b>
<b>LIABILITIES</b>		
Current Liabilities	728	910
Non Current Liabilities	110	63
<b>Total Liabilities</b>	<b>838</b>	<b>973</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>5,880</b>	<b>6,684</b>

# THANK YOU

For Further Information:

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