

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
JUNE 2021 UNAUDITED RESULTS



Deltamas

JULY 2021
STRICTLY CONFIDENTIAL



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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 officially relocated to Kota Deltamas



- Commenced work on Greenland International Center ("GIIC")



- Listed in IDX



- Obtained Certification of ISO 9001:2015, ISO 14001:2015, OHSAS18001:2007



- 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



- Consolidation of PT Pembangunan Deltamas ("PDM") to the Company



- GIIC obtained KLIK facility (Direct Construction After Investment)



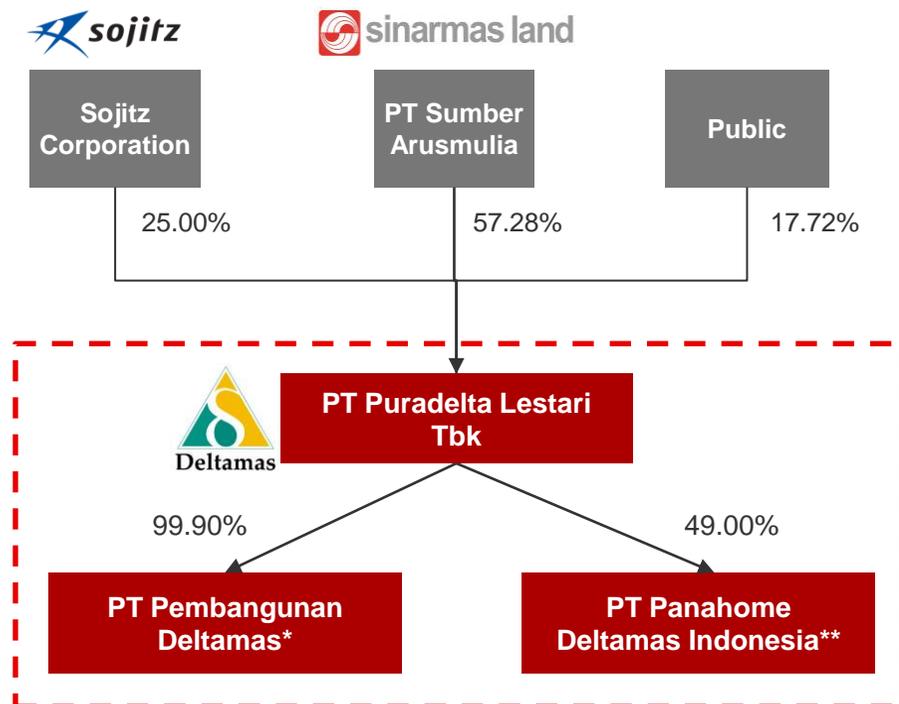
COMPANY OVERVIEW

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

COMPANY OVERVIEW

BUSINESS MODEL



Our Business Model in Brief



COMPANY OVERVIEW

LOCATION



TRANS JAVA TOLL ROAD DEVELOPMENT



Jakarta-Cikampek Toll Road (A-C) is the busiest toll road in Indonesia

- A** Jakarta, Indonesia's capital
- B** Bekasi Regency, West Java
- C** Cikampek, West Java
- D** Bandung, West Java
- E** Semarang, Central Java
- F** Surabaya, East Java



KOTA DELTAMAS INTEGRATED TOWNSHIP

JAKARTA-CIKAMPEK TOLL ROAD (A-C)

- Jakarta-Cikampek Toll Road connects Jakarta to Central Java and West Java and is an important part of Trans Java Toll Road Plan.
- The toll road also connects to international airport and seaport in Greater Jakarta.
- It is the busiest toll road with highest traffic volume in Indonesia.
- Dubbed as the most advanced industrial area in Indonesia, with more than 10 industrial estate alongside the Jakarta-Cikampek Toll Road.

COMPANY OVERVIEW

LOCATION



AUTO INDUSTRY CONCENTRATION



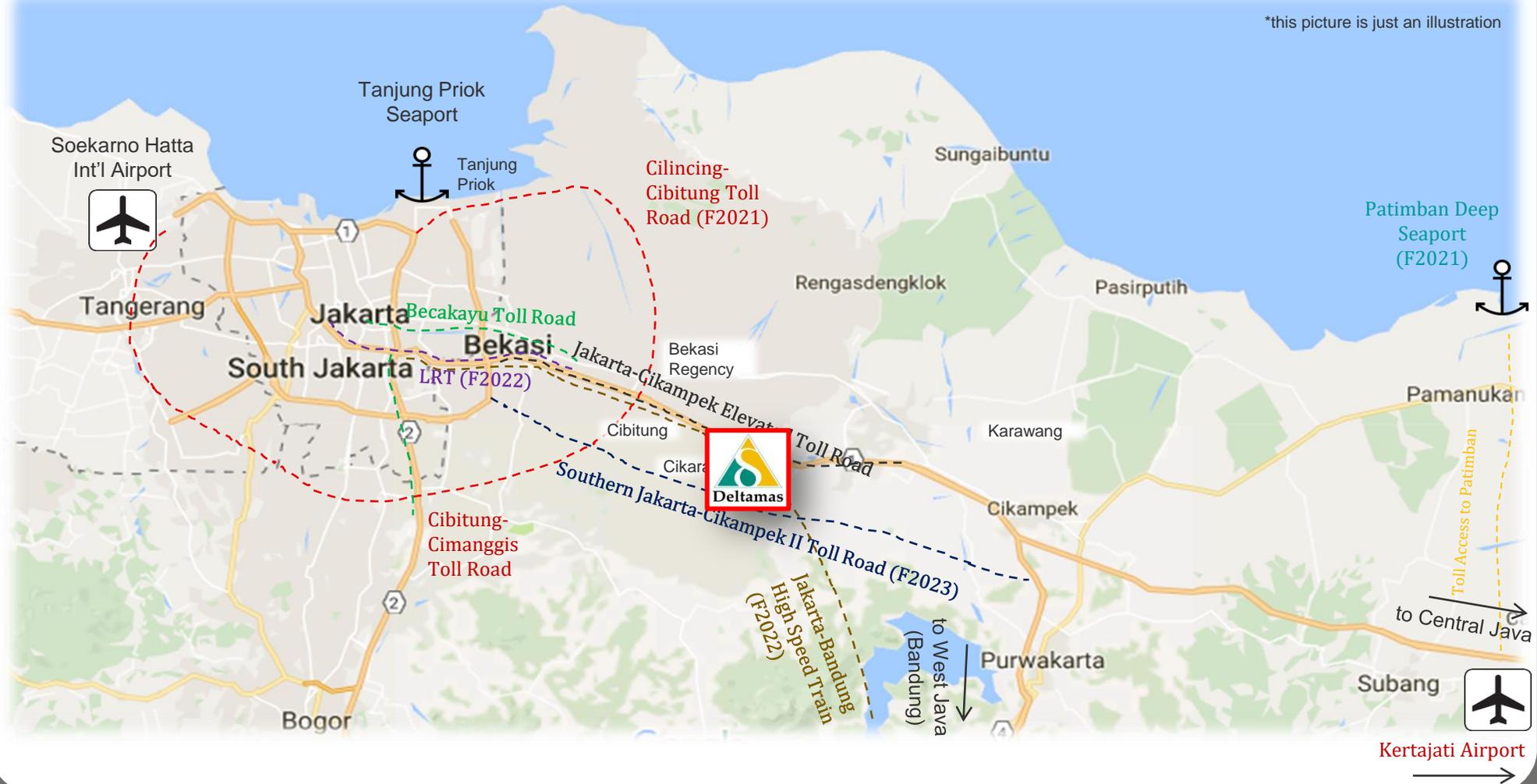
COMPANY OVERVIEW

LOCATION



INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY

*this picture is just an illustration



**DIRECT ACCESS TO INTERCHANGE OF KM37
JAKARTA – CIKAMPEK TOLL ROAD**



COMPANY OVERVIEW

DEVELOPMENT AREA AND LAND BANK



Solid Master Plan with Large Land Bank

Master Plan of Kota Deltamas

Land Bank 30 Jun 2021	
Industrial	632 ha
Commercial	403 ha
Residential	162 ha
TOTAL	1,198 ha



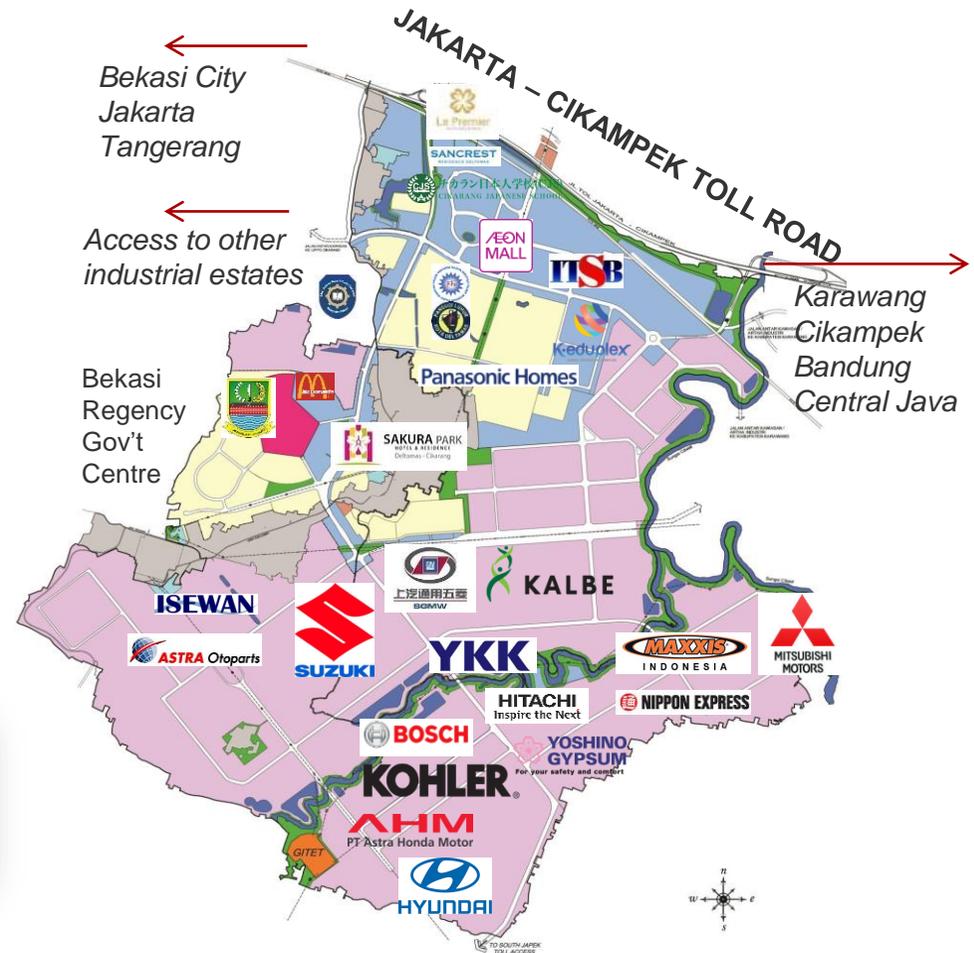
Industrial



Commercial



Residential



GREENLAND INTERNATIONAL INDUSTRIAL CENTER (GIIC) KOTA DELTAMAS



One of the Largest Industrial Estate along the Jakarta-Cikampek Toll Road

Greenland International Industrial Center (“GIIC”)

Big Tenants	Area	Year	Status
KITIC	~200 Ha	2009 – 2011	Operating
Suzuki	~130 Ha	2011	Operating
Hyundai Motor	~77 Ha	2019	Under Construction
SAIC GM Wuling	~ 60 Ha	2015	Operating
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Operating
Astra Honda Motor	~ 38 Ha	2016	Operating
Kalbe	~ 37 Ha	2017 – 2018	Under Construction
Maxxis	~ 35 Ha	2014	Operating
Kohler	~ 20 Ha	2017	Under Construction



- ~ 150 industrial tenants, mostly Japanese industries
- Implementing integrated management system (ISO 9001, ISO14001, OHSAS18001)
- **KLIK facility** (direct construction after investment facility)

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

COMMERCIAL ESTATE



Development of Commercial Area and Public Facilities

Education Center



Hotel & Serviced Apartment



Shophouses & Business Gallery



Health Facility



Entertainment and F&B



Sport Center



Public Service (Local Government)



Cikarang Japanese School



Shophouses in Kota Deltamas



Institut Teknologi & Sains Bandung



Le Premier Serviced Apartment



Ananda Mitra Vocational School



Deltamas Sport Centre



* future development / under construction

LE PREMIER SERVICED APARTMENT KOTA DELTAMAS



Updates on Commercial Area

The Company continues to develop its commercial area by developing commercial centers, building shophouses and business galleries, and inviting commercial tenants to operate in Kota Deltamas.



**Starbucks Building
Construction**



**Groundbreaking
Mitra Keluarga
Hospital**



**Via Alma Serviced
Apartment
Construction**



**Diamante Business
Gallery
Construction**



**Greenland
Commercial Center
Development
Concept**

Managed and operated by commercial tenants

Developed and operated by the Company

Development of Residential Area

- **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

RESIDENTIAL ESTATE



Current Residential Projects

Woodchester



naraya park



SAVASA
SMART LIFESTYLE
美家生活



Managed by PT Puradelta Lestari Tbk

Managed by PT Panahome Deltamas Indonesia, a JV with the Company

COMPANY OVERVIEW

SUPPORTING INFRASTRUCTURE AND UTILITIES



Activities are supported by comprehensive infrastructures and utilities

INFRASTRUCTURES



Direct Access to the Toll Road



Wide Primary Arterial Road



Green Space and Nursery

ENERGY & RESOURCES



Clean Water Treatment Plant



Waste Water Treatment Plant

- Electricity** → PLN
- Premium Contract
 - Supported by 2 substations (Cibatu I and Deltamas)
- Gas** → PGN
- Telecommunication + fiber optic** → Telkom & MyRep

ESTATE MANAGEMENT AND TENANT RELATIONS TEAM

- Experienced Estate Management and Tenant Relations Professionals



Security Officers



Fire Fighter Team

WORLD CLASS ESTATE PLANNING & DESIGN

- Lend Lease (Australia)
- Nippon Koei (Japan)
- UG Sekkei Co.Lt (Japan)
- Gibb Transport Planning Reading
- Doxiadis Associates (Greece)

NIPPON KOEI

Lend Lease

Doxiadis Associates

GIBB
ENGINEERING & SCIENCE

COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



The Company's Sustainable Development

On Environment

- Maintaining water preservation through WTP and WWTP facilities
- Preserving green environment through nursery center and retention ponds
- Be selective to the industrial activities with heavy pollutions
- Certified with ISO 14001 on the environmental management system



On Employees

- No discrimination practices
- Fulfillment to the employees rights
- Continuous training and development programs
- Certified with OHSAS 18001 on Occupational Health and Safety



On Surrounding Communities

- Developing industrial estate that enables economic empowerment
- Create an ecosystem that is able to link the education platform to the job opportunities
- Continuously taking efforts to improve surrounding infrastructures, health, education of its surrounding communities
- Providing aids, especially amidst the difficult times due to pandemic

On Products

- Performing continuous after-sales services through its comprehensive facilities and infrastructures
- Continuously developing one-stop-living township to add the property value of Kota Deltamas
- Certified with ISO 9001 on Quality Management System



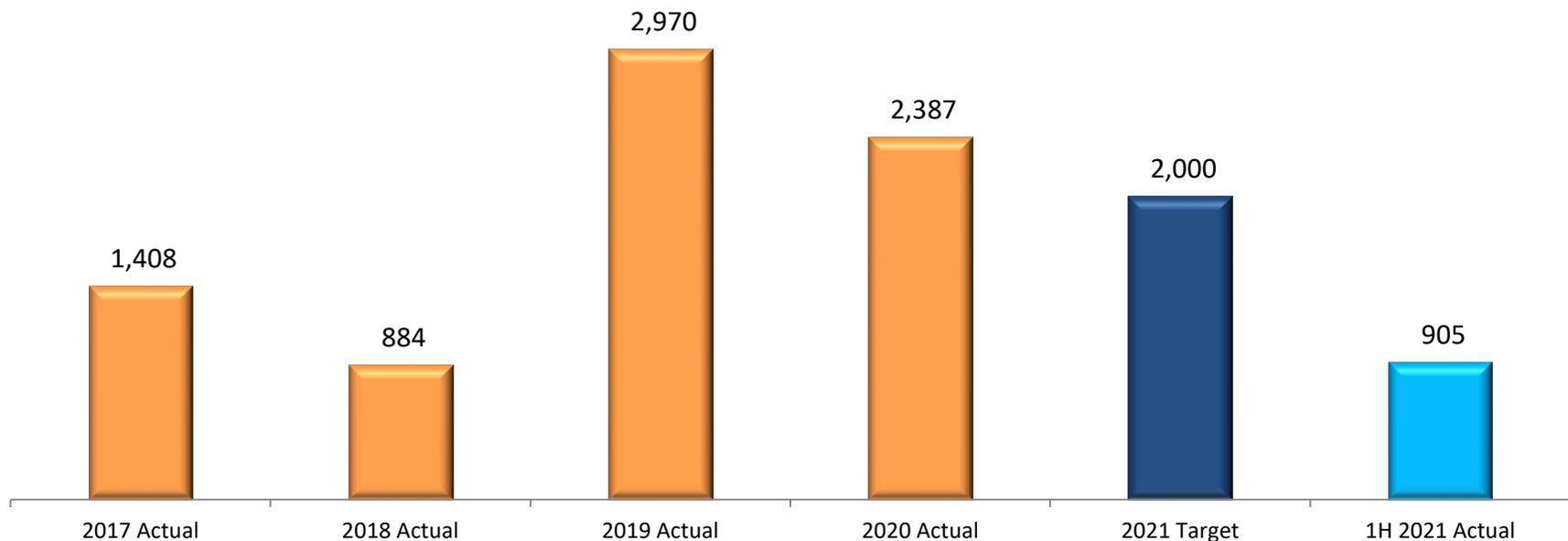


KEY FINANCIAL
INFORMATION

Marketing Sales Achievement

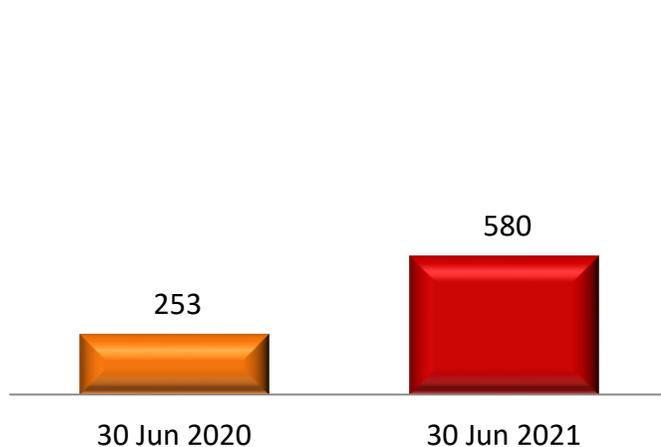
Achievement in 1H 2021 – Rp905 Billion
45.2% of 2021 Sales Target

Marketing Sales Figures (in Rp Bn)

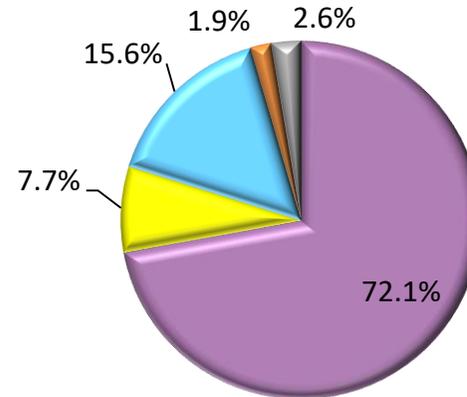


KEY FINANCIAL INFORMATION

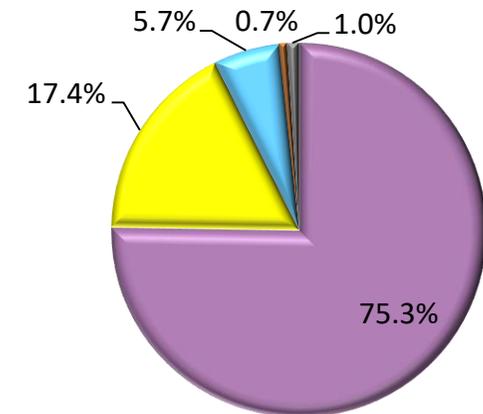
Revenues (in Rp Bn)



**Revenues by Segment
30 Jun 2020**

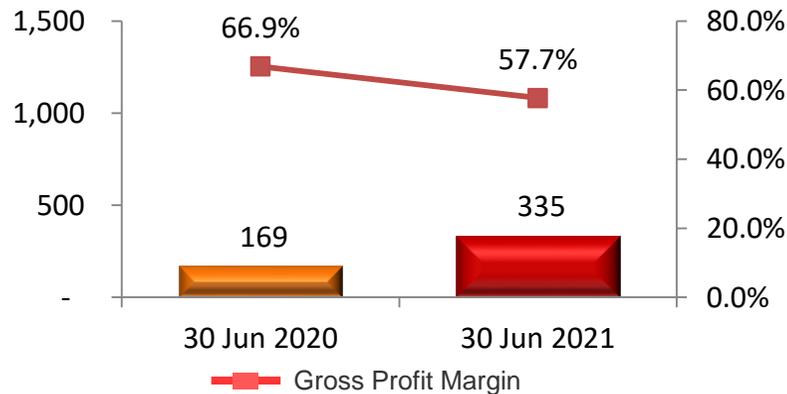


**Revenues by Segment
30 Jun 2021**

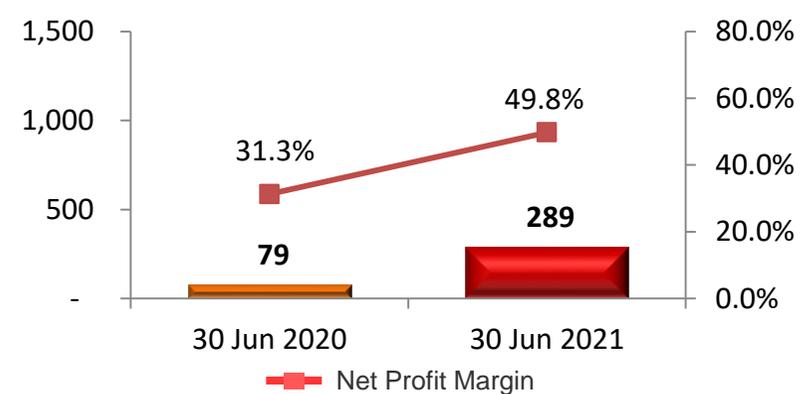


Industrial Residential Commercial Rental Hotel

Gross Profit (in Rp Bn)



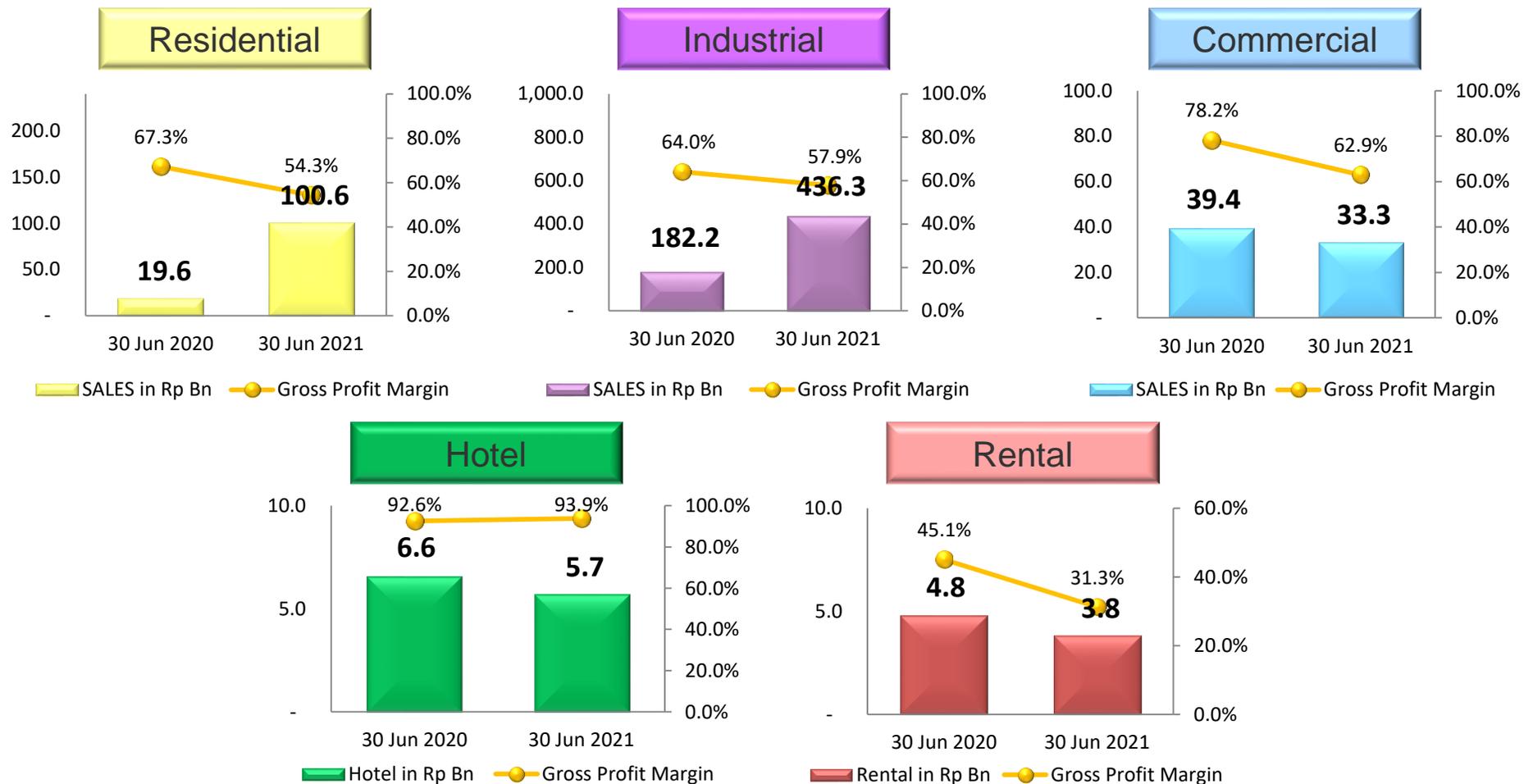
Net Profit (in Rp Bn)



KEY FINANCIAL INFORMATION



Revenues by Segment

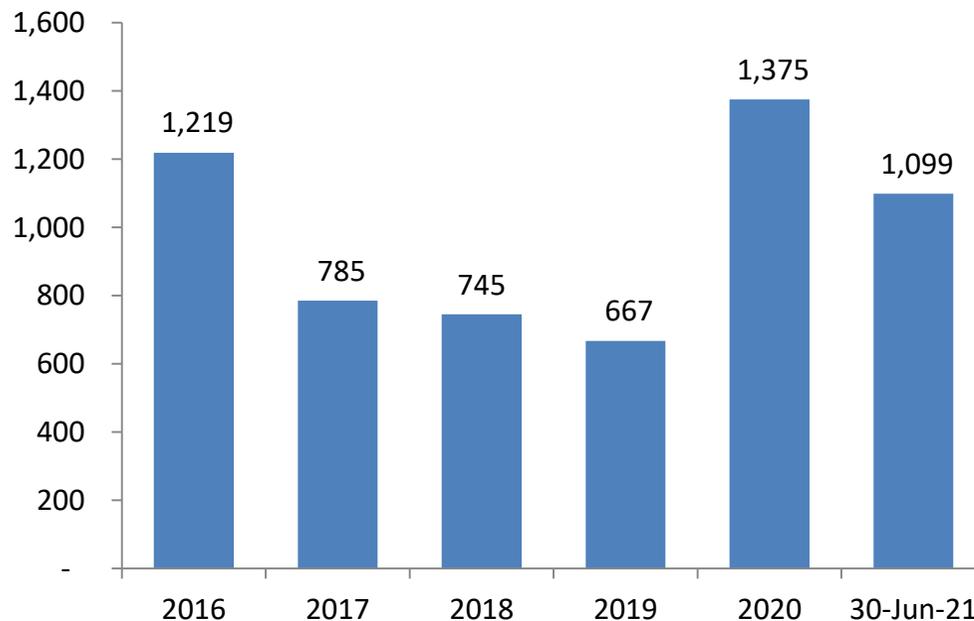


KEY FINANCIAL INFORMATION



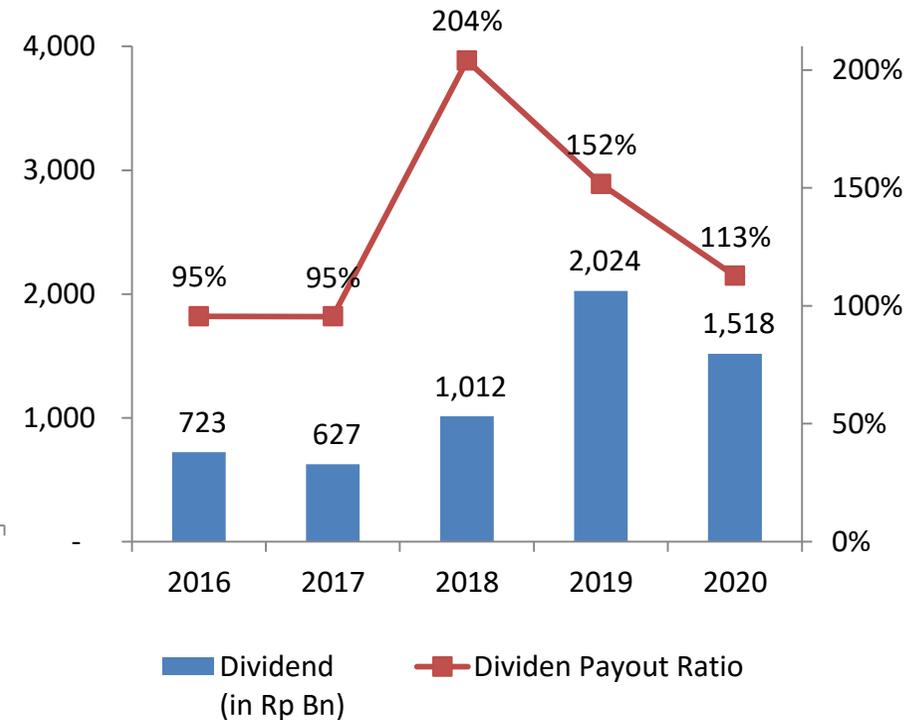
Optimum Return for Shareholders

Cash and Cash Equivalent (in Rp Bn)



The Company currently does not have any financial loan

Historical Dividend by Fiscal Year



KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Jun 2021	Jun 2020
Revenues	580	253
Gross Profit	335	169
Selling Expenses	17	12
General and Administration Expenses	48	79
Final Tax	14	6
Operating Profit	255	72
Profit Before Tax	296	85
Total Profit for the Year	288.69	78.93
Profit for the Year Attributable to:		
Owners of the Company	288.58	78.94
Non-controlling Interests	0.11	(0.01)

Summary - Balance Sheet

Balance Sheet in Rp Bn	Jun 2021	Dec 2020
ASSETS		
Current Assets	3,482	3,742
Non Current Assets	2,993	3,010
Total Assets	6,475	6,752
LIABILITIES		
Current Liabilities	921	1,167
Non Current Liabilities	83	57
Total Liabilities	1,004	1,224
EQUITY		
Total Equity	5,472	5,528

THANK YOU

For Further Information:

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