

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
MARCH 2021 UNAUDITED RESULTS



Deltamas

APRIL 2021
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 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)



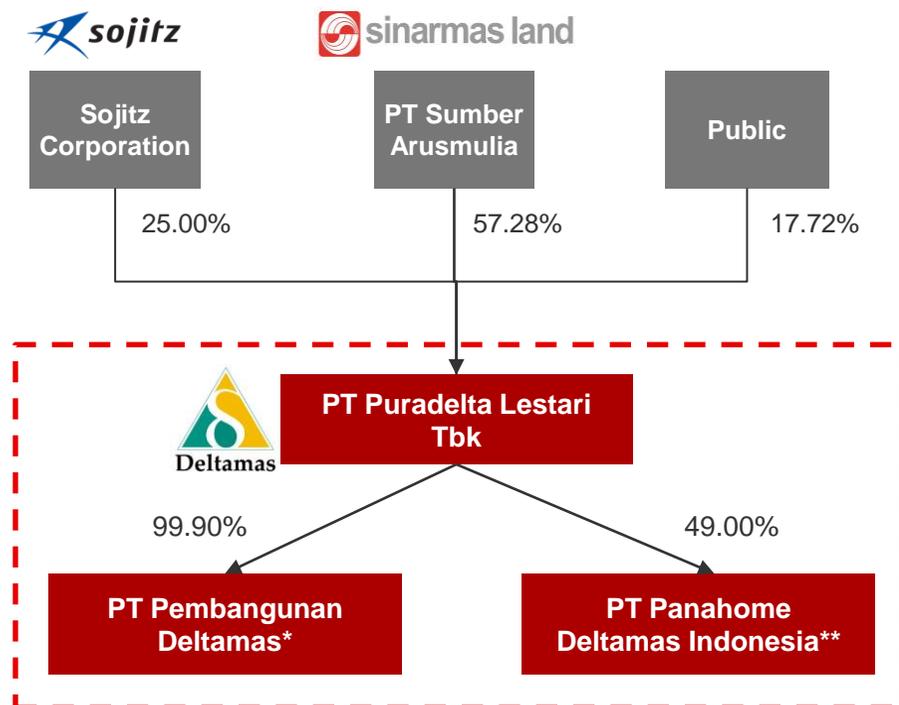
COMPANY OVERVIEW

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

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



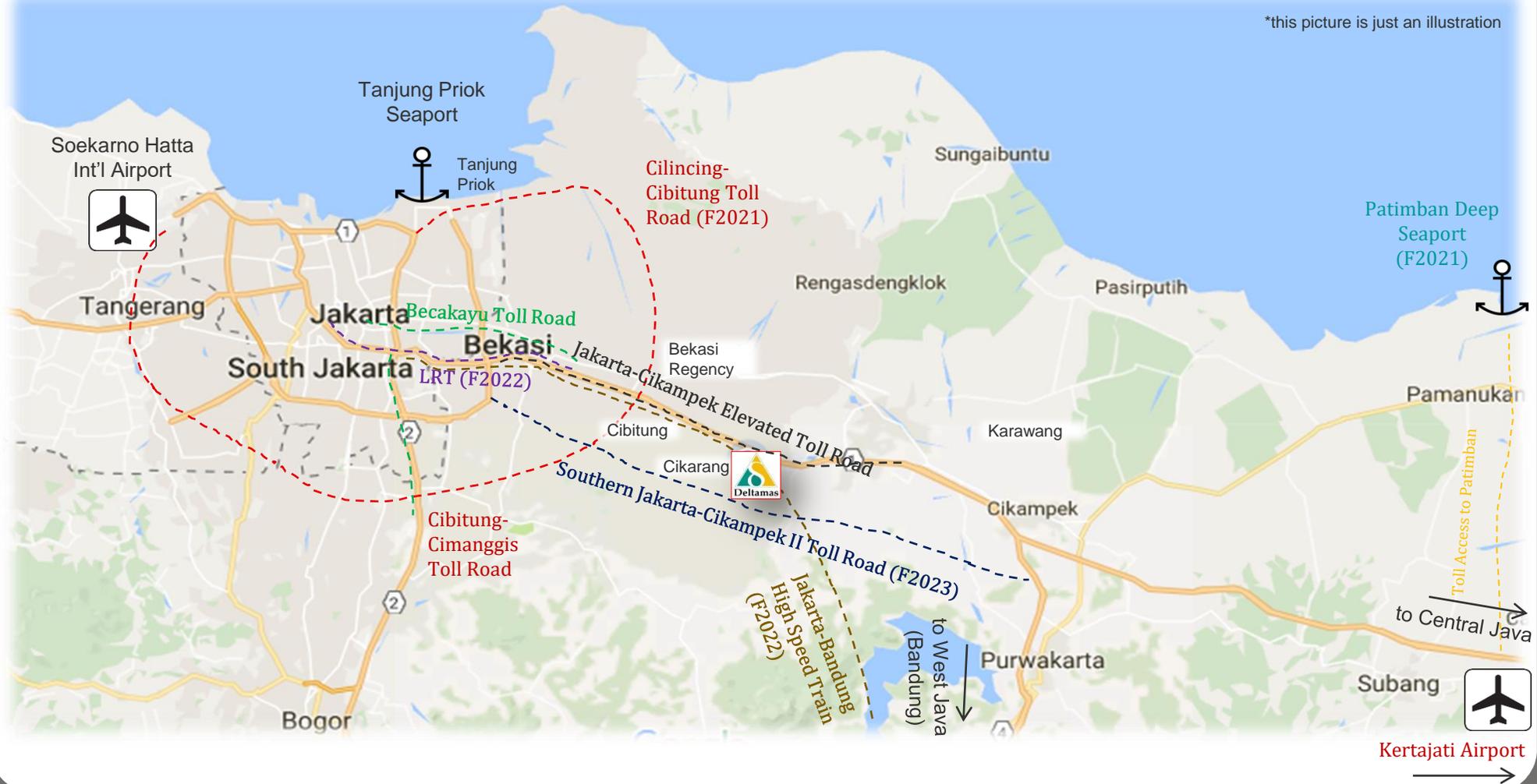
COMPANY OVERVIEW

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 31 March 2021	
Industrial	359 ha
Commercial	494 ha
Residential	376 ha
TOTAL	1,229 ha



Industrial



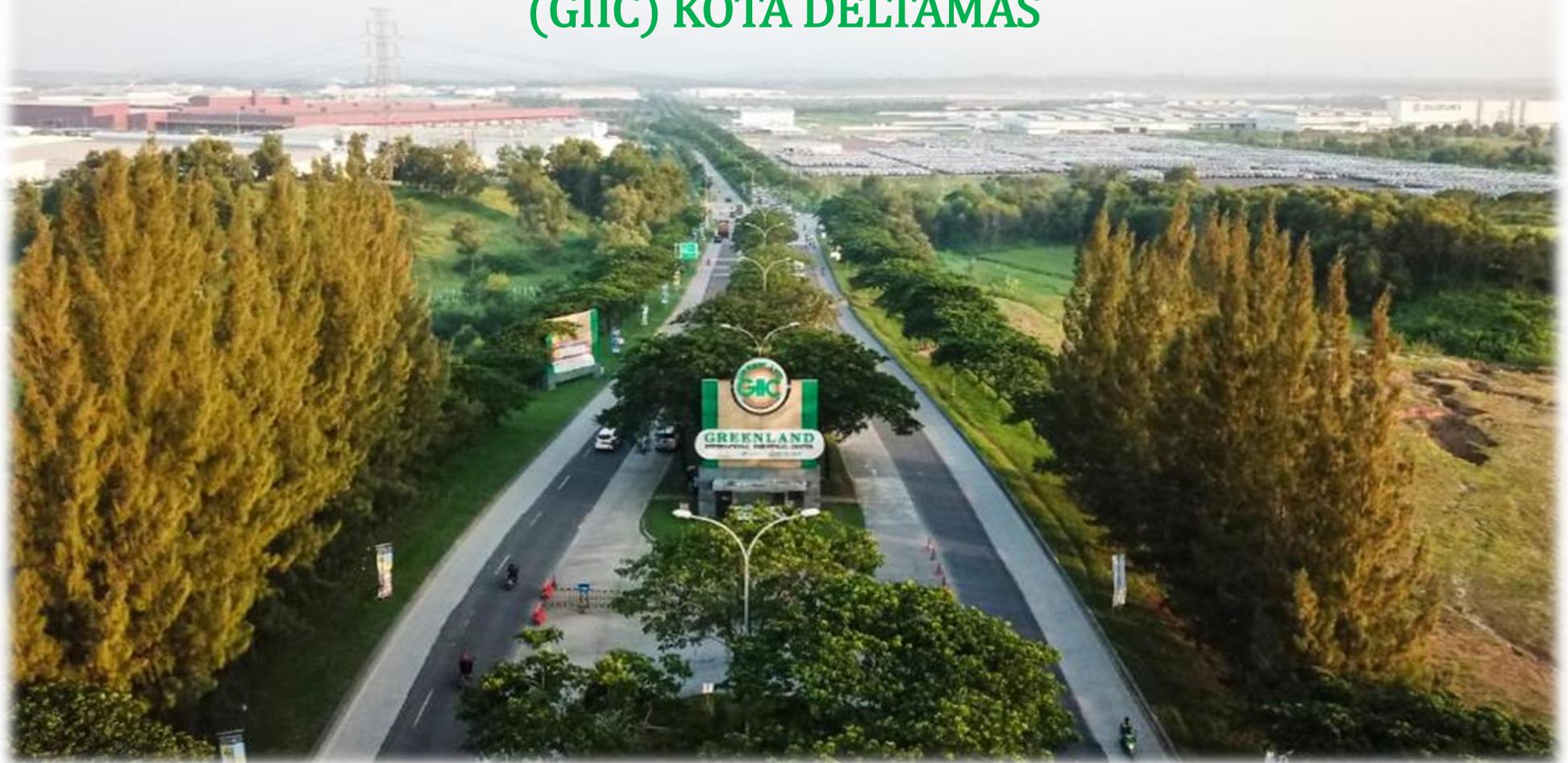
Commercial



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



Health Facility



Entertainment and F&B



Sport Center



Public Service (Local Government)



Shophouses in Kota Deltamas



Le Premier Serviced Apartment



Deltamas Sport Centre



Cikarang Japanese School



* future development / under construction

LE PREMIER SERVICED APARTMENT KOTA DELTAMAS



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



Woodchester



Collaboration and Other Residential Development

Panasonic Homes



COMPANY OVERVIEW

RESIDENTIAL ESTATE



Woodchester Cluster

Asa Cluster - Savasa



Woodchester



SAVASA
SMART LIFESTYLE
美家生活
Panasonic Homes



COMPANY OVERVIEW

SUPPORTING INFRASTRUCTURE AND UTILITIES



Ensuring Sustainability of Kota Deltamas Development

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 + 2X60 MVA sub station
- **Gas** → PGN
- **Telecommunication + fiber optic cable services**

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

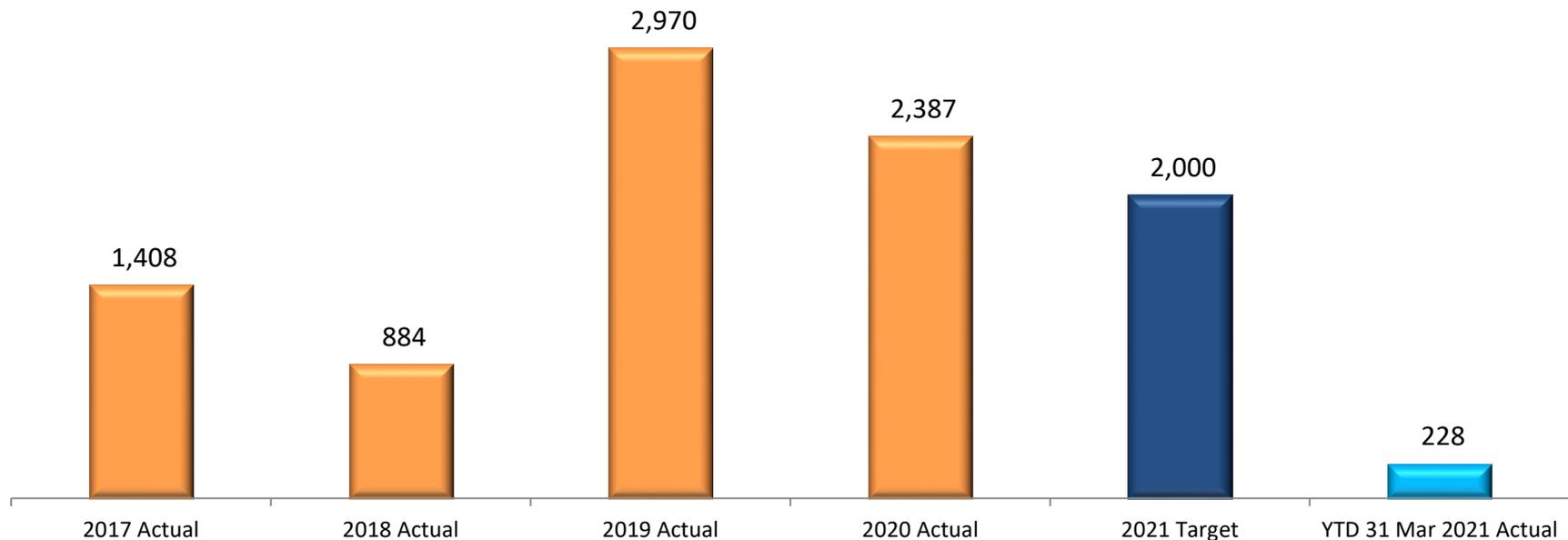


KEY FINANCIAL
INFORMATION

Marketing Sales Achievement

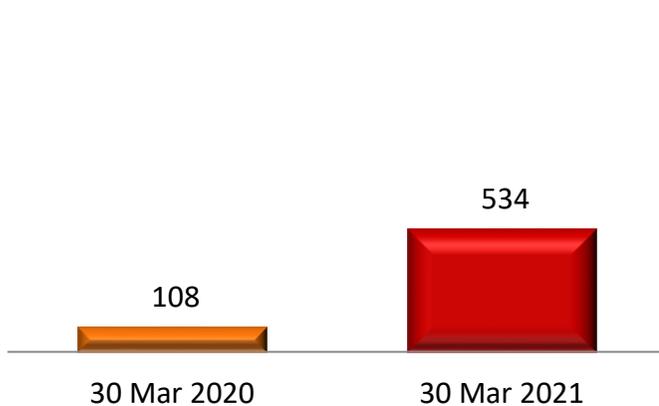
Achievement in 1Q 2021 – Rp228 Billion
11.4% of 2021 Sales Target

Marketing Sales Figures (in Rp Bn)

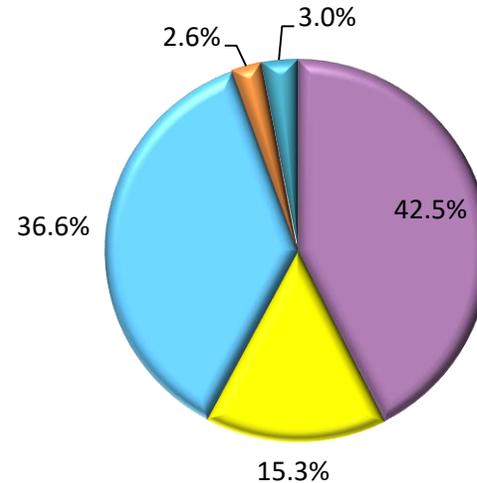


KEY FINANCIAL INFORMATION

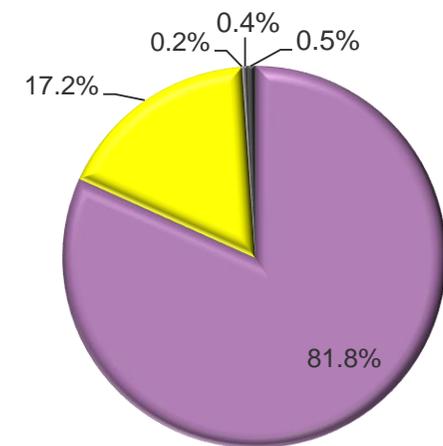
Revenues (in Rp Bn)



**Revenues by Segment
30 Dec 2020**

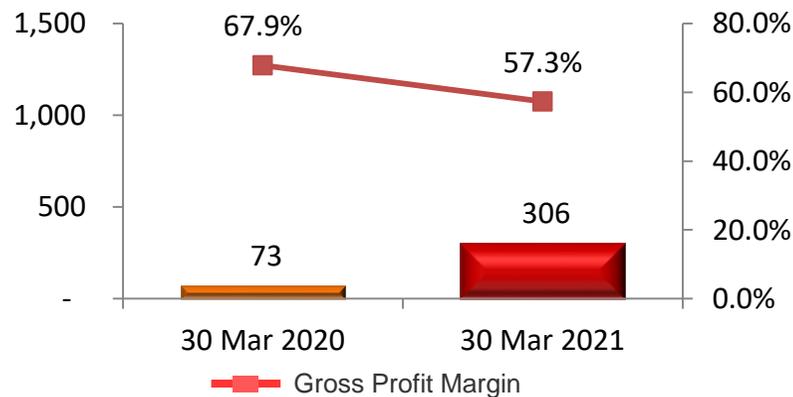


**Revenues by Segment
30 Sep 2021**

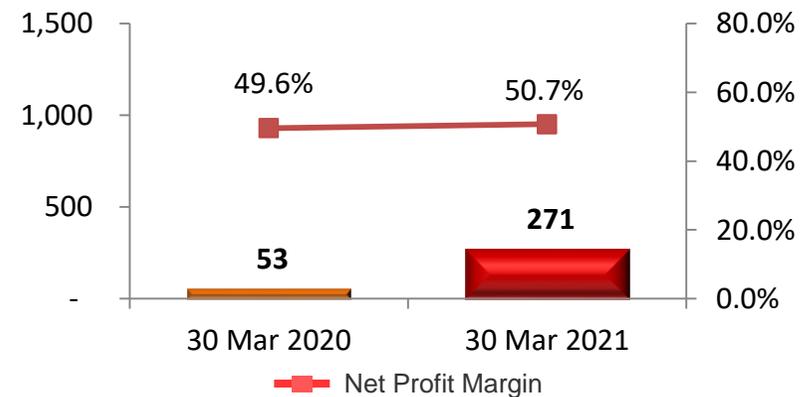


■ Industrial
 ■ Residential
 ■ Commercial
 ■ Rental
 ■ Hotel

Gross Profit (in Rp Bn)



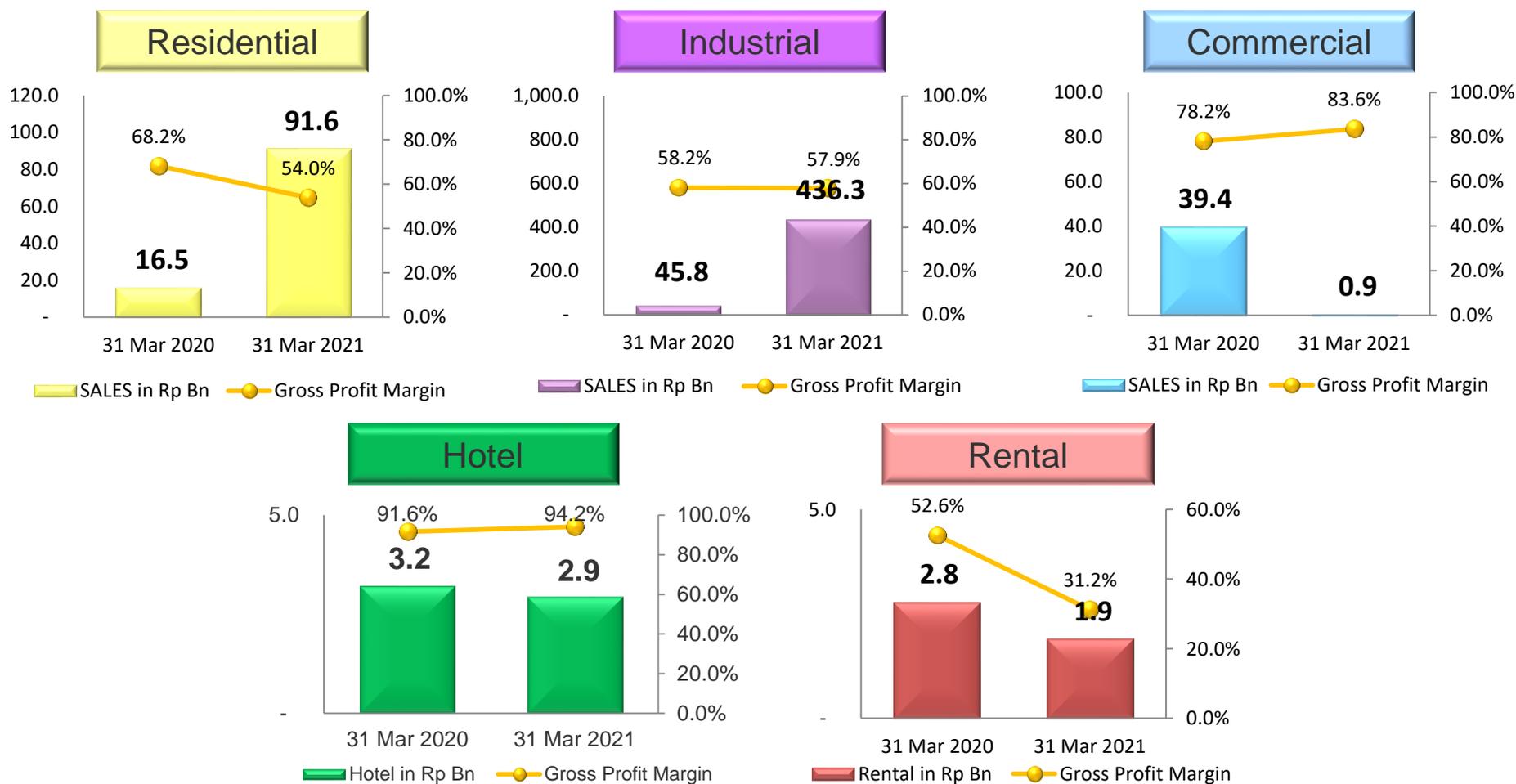
Net Profit (in Rp Bn)



KEY FINANCIAL INFORMATION



Revenues by Segment

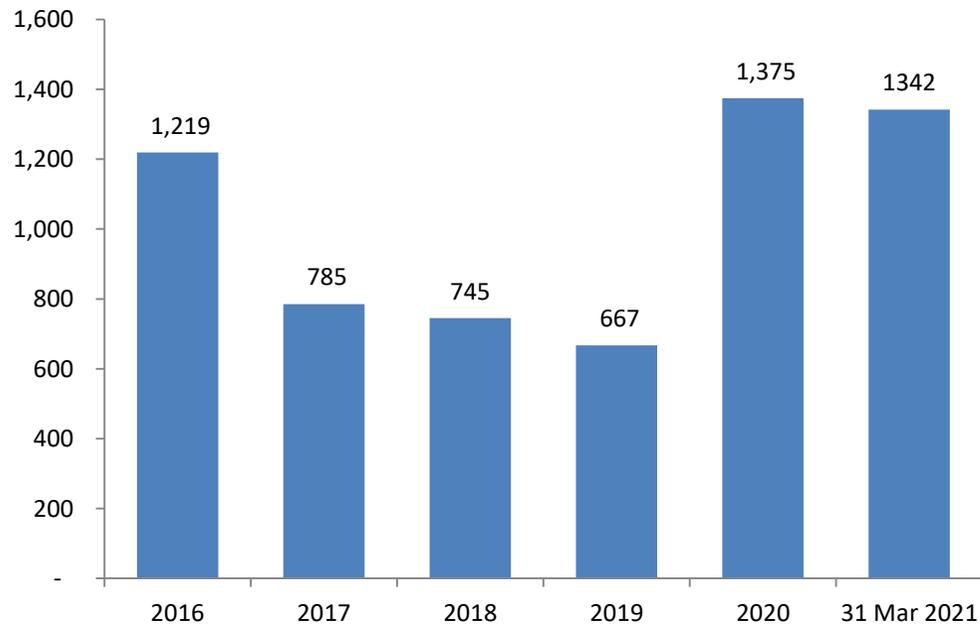


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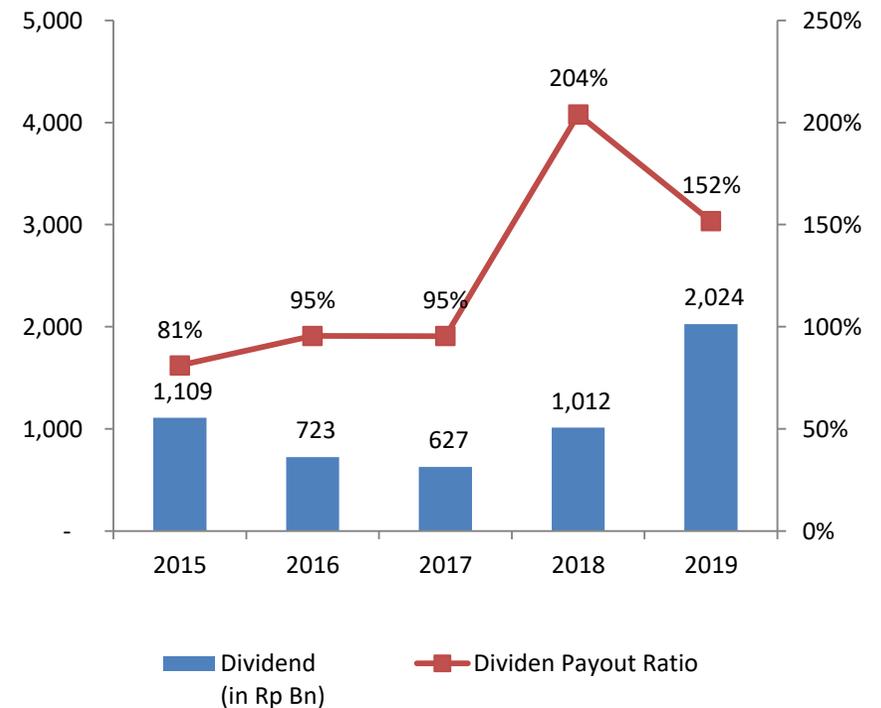


Optimum Return for Shareholders

Cash and Cash Equivalent (in Rp Bn)



Historical Dividend by Fiscal Year



KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Mar 2021	Mar 2020
Revenues	534	108
Gross Profit	306	73
Selling Expenses	13	4
General and Administration Expenses	24	35
Final Tax	13	3
Operating Profit	256	31
Profit Before Tax	275	57
Total Profit for the Year	270.84	53.39
Profit for the Year Attributable to:		
Owners of the Company	270.73	53.37
Non-controlling Interests	0.11	0.02

Summary - Balance Sheet

Balance Sheet in Rp Bn	Mar 2021	Mar 2020
ASSETS		
Current Assets	3,664	3,742
Non Current Assets	2,939	3,010
Total Assets	6,603	6,752
LIABILITIES		
Current Liabilities	744	1,167
Non Current Liabilities	60	57
Total Liabilities	804	1,224
EQUITY		
Total Equity	5,799	5,528

THANK YOU

For Further Information:

PT Puradelta Lestari Tbk.
Marketing Office Kota Deltamas
Jl. Tol Jakarta-Cikampek KM 37
Cikarang Pusat – Bekasi 17530, Indonesia

Phone : +62 21 8997 1188
Fax : +62 21 8997 2029
Email : investor.relations@deltamas.co.id
Website : www.deltamas.id