

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**SEPTEMBER 2021 UNAUDITED RESULTS**



**Deltamas**

**OCTOBER 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)



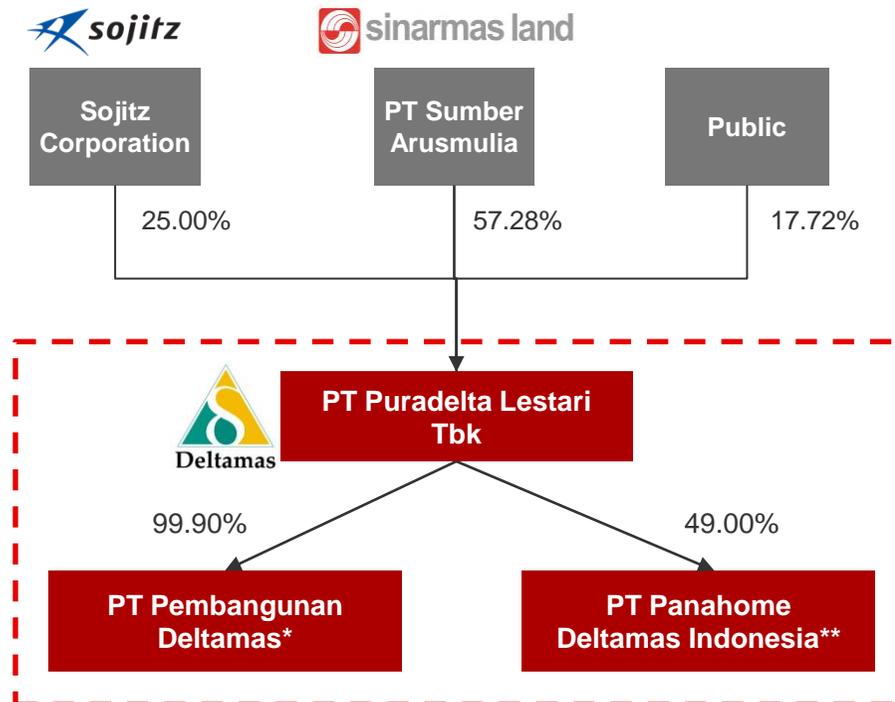
# COMPANY OVERVIEW

## 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

## 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



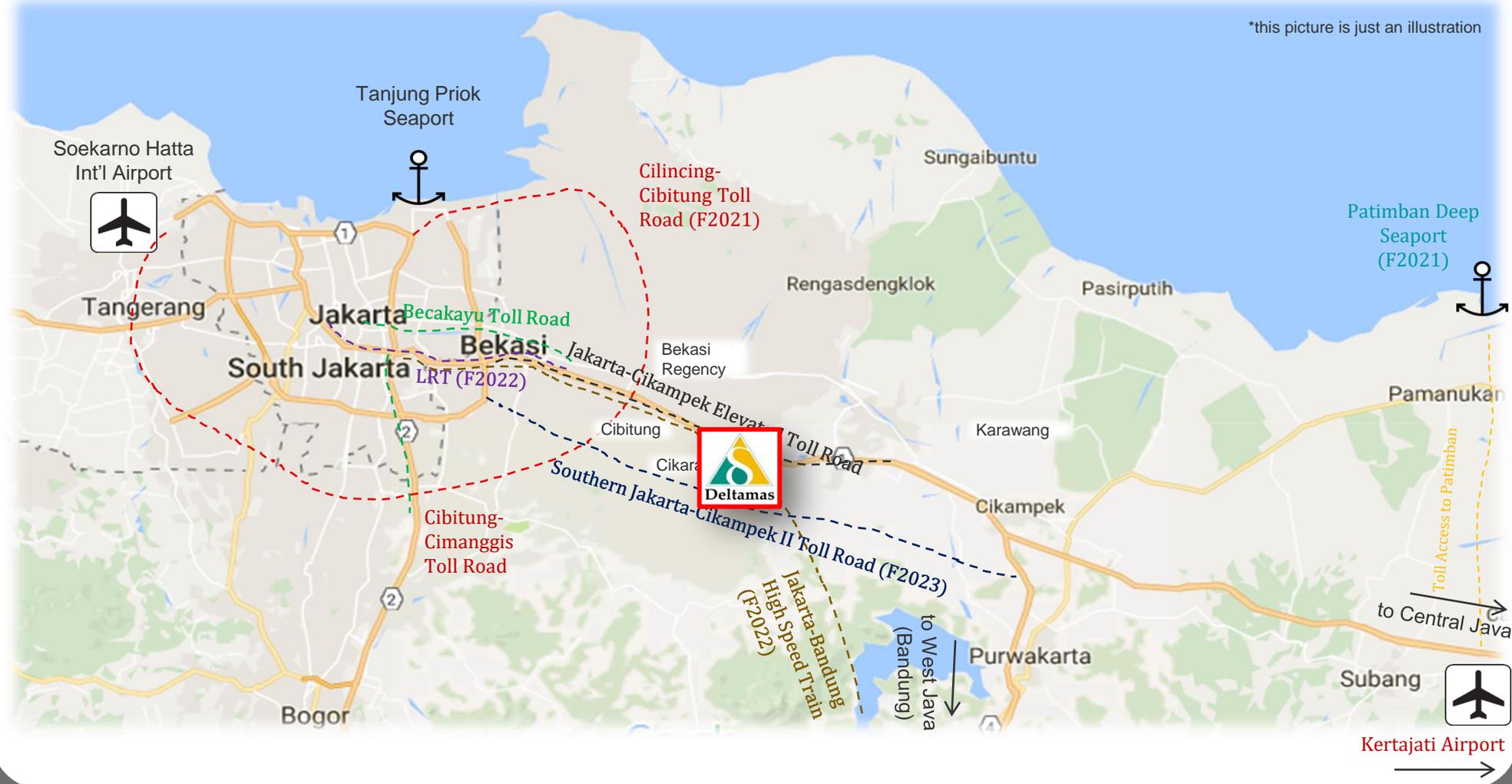
# COMPANY OVERVIEW

## 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 Sep 2021	
Industrial	620 ha
Commercial	402 ha
Residential	164 ha
<b>TOTAL</b>	<b>1,186 ha</b>



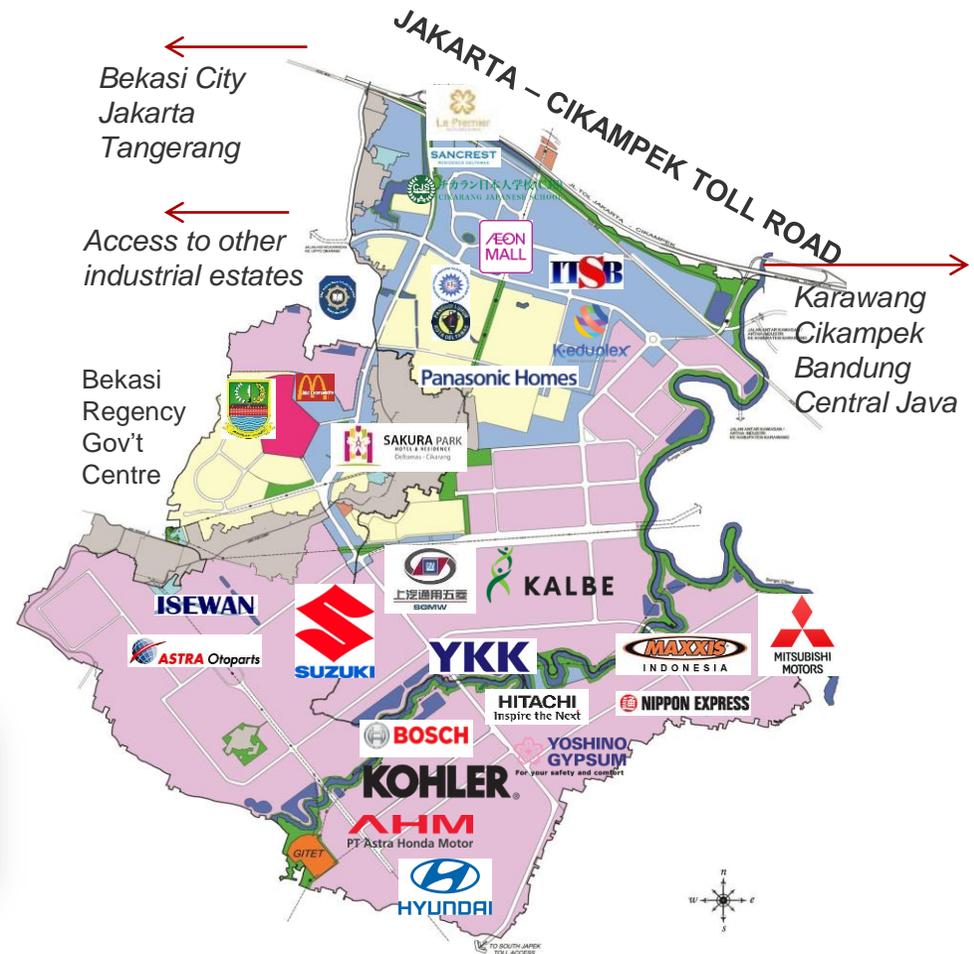
Industrial



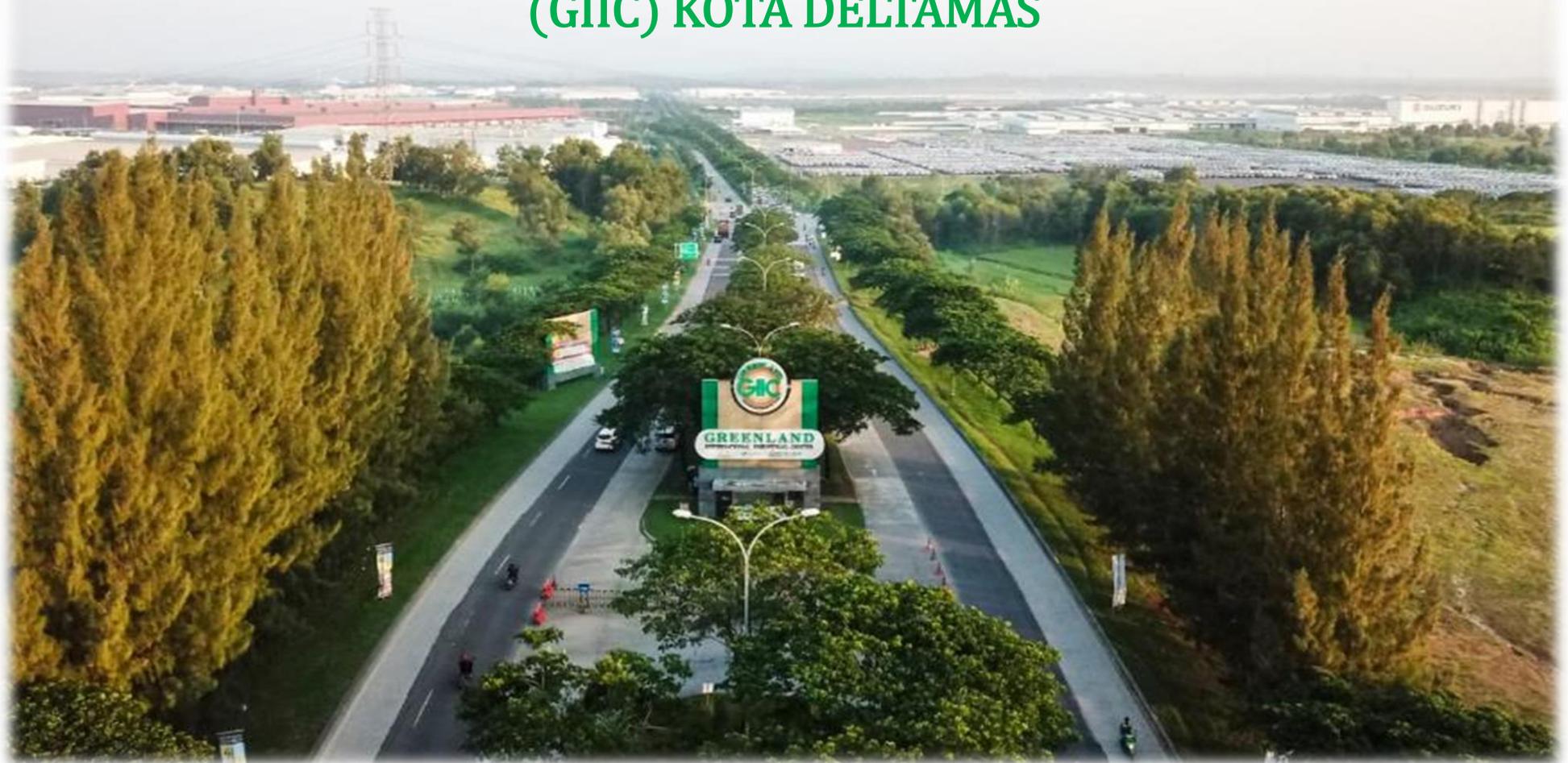
Commercial



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 (ISO9001, ISO14001, ISO45001)
- **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

## 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

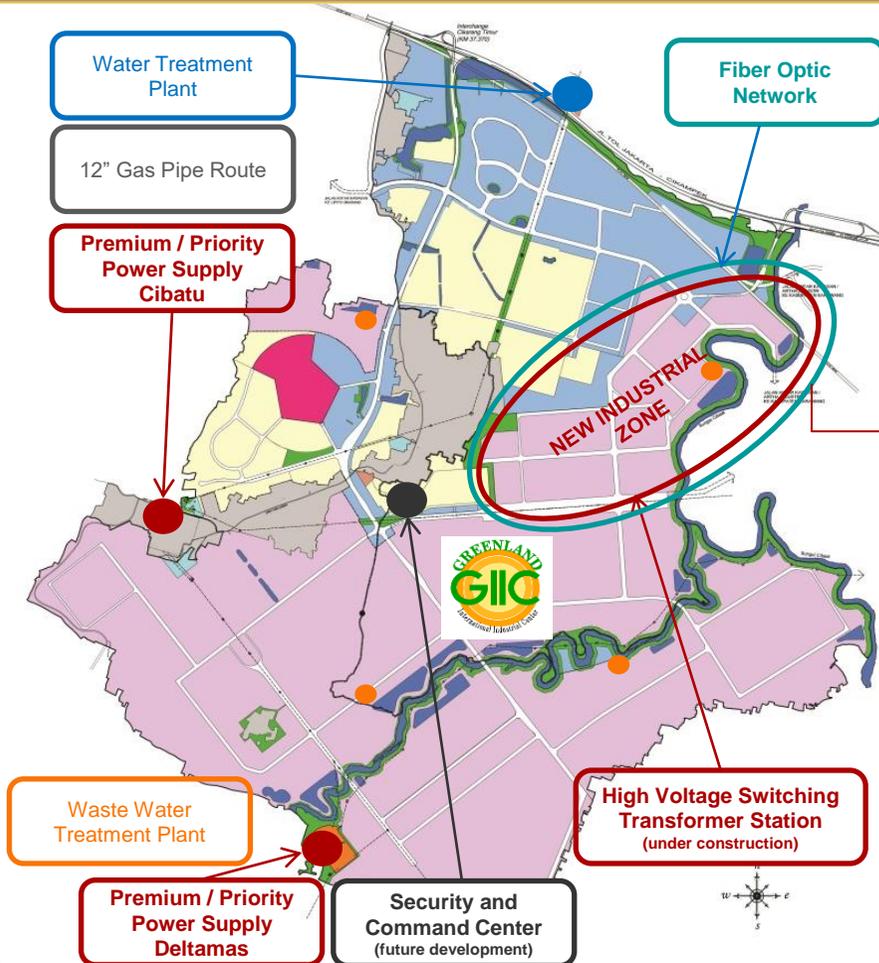


# COMPANY OVERVIEW

## 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



Le Premier  
KOTA DELTAMAS



KURETAKESO SANCREST RESIDENCE DELTAMAS  
奥竹荘 サンクレスト レジデンス デルタマス

#### 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

Mitra Keluarga Hospital  
in Construction



8

Ananda Mitra  
Vocational School



7

Cikarang Japanese  
School



1

Via Alma  
Apartment



2

Le Premier  
Serviced Apartment



3

Starbucks



9

Diamante Business  
Gallery



10

AEON Mall Future  
Development



4

Institut Teknologi &  
Sains Bandung

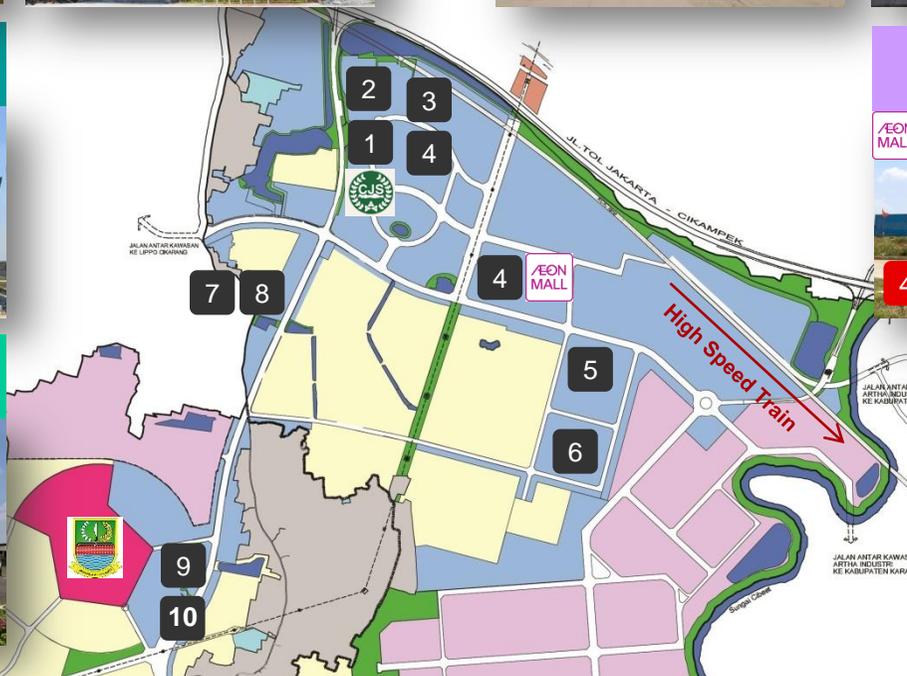


5

Jakarta International  
University



6



## 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

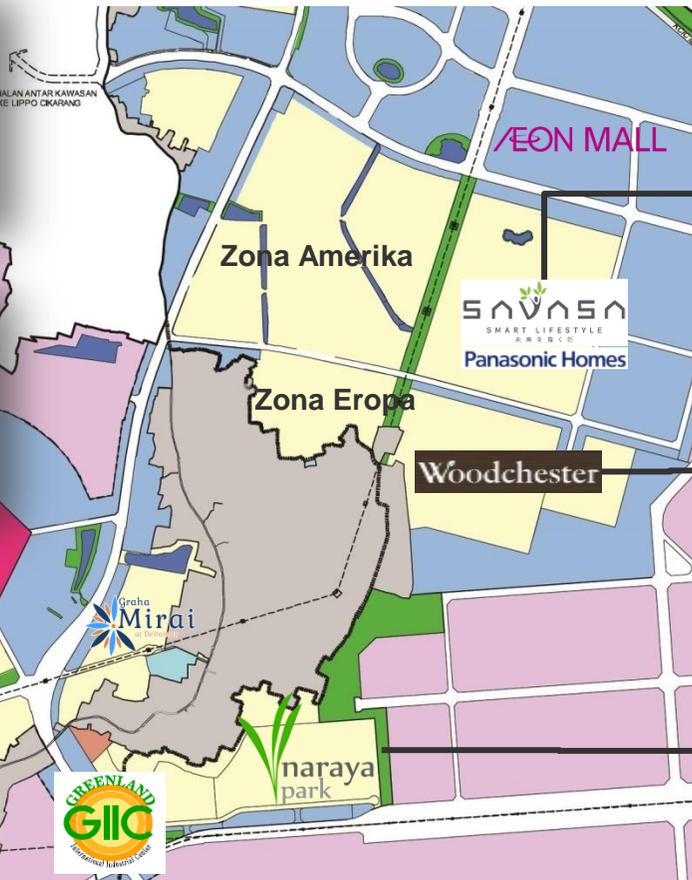
## COMMERCIAL ESTATE



### Updates on Residential Area



Housing in Zona Amerika



Currently on sale: Naraya Park, Woodchester, Savasa



# 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, green area, and pedestrian
- 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 ISO45001 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



# COMPANY OVERVIEW

## CORPORATE SOCIAL RESPONSIBILITIES



### Social Activities



**Construction of Elementary School Cicau 01**



**Donation of Protection Equipment to Public Health Center Officers**



**Participation in Sentra Vaksinasi to accelerate COVID-19 vaccination in Indonesia**



**Social aids to surrounding communities who were impacted by pandemic and flood**

### Environmental Preservation



**Development of Nursery Center**



**Continuous Green Area Development and Tree Plantation**



**Water Preservation through Clean Water and Waste Water Treatment Plant**



**Selective to Industrial Tenants that will be operating in GIC Kota Deltamas**

## Recognitions from the Stakeholders



**The Best GRC (Governance, Risk, and Compliance) for Corporate Governance 2021 in the category of Industrial Property**



**Top Performing Listed Companies 2021 from Beritasatu Media Holdings and Majalah Investor as Top Performing Listed Companies 2021 in the category of Publicly Listed Company with 5-25 trillion Market Capitalization**



**The Best Publicly Listed Company in the Property and Real Estate Sector in the Bisnis Indonesia Awards 2021**

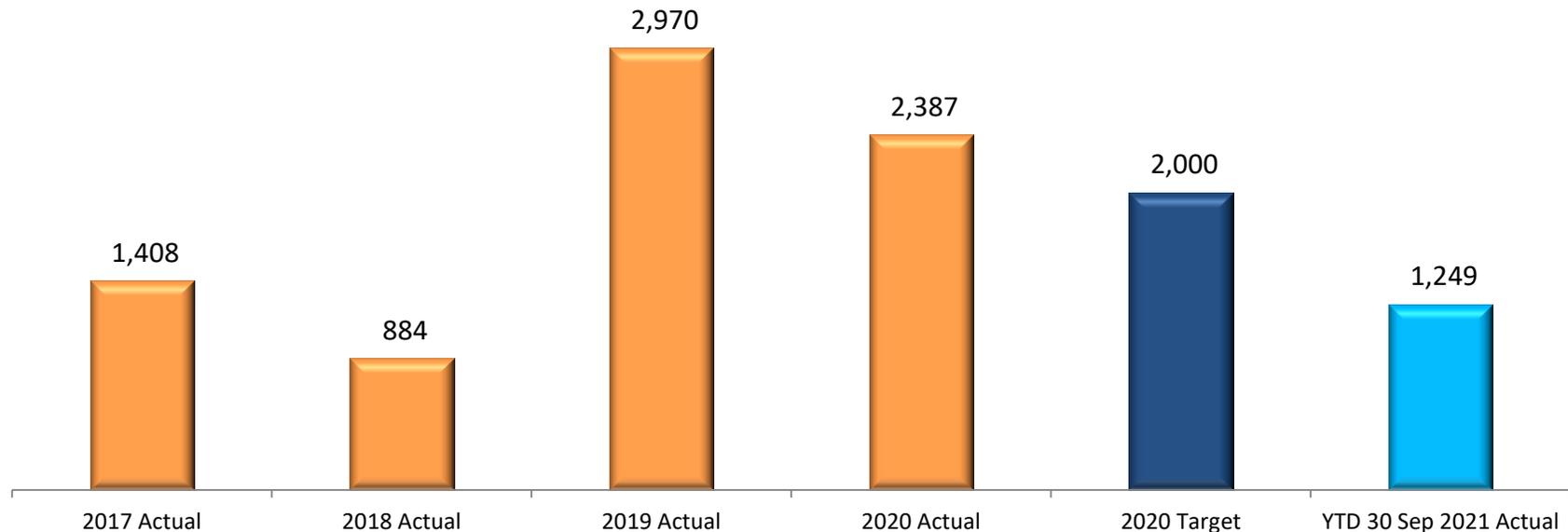


KEY FINANCIAL  
INFORMATION

### Marketing Sales Achievement

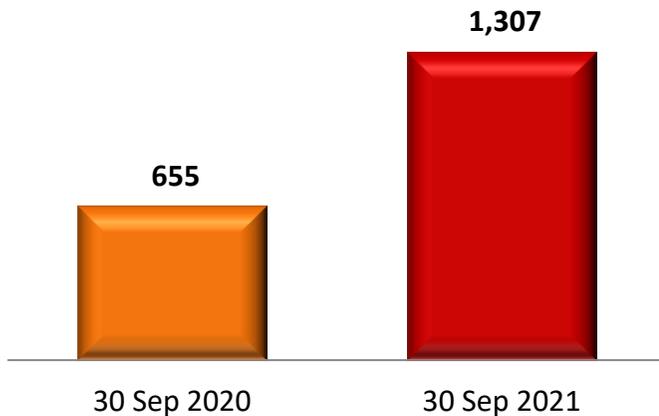
**Achievement in YTD 30 Sep 2021 – Rp1.25 trillion**  
**62.4% of 2021 Sales Target**

Marketing Sales Figures (in Rp Bn)

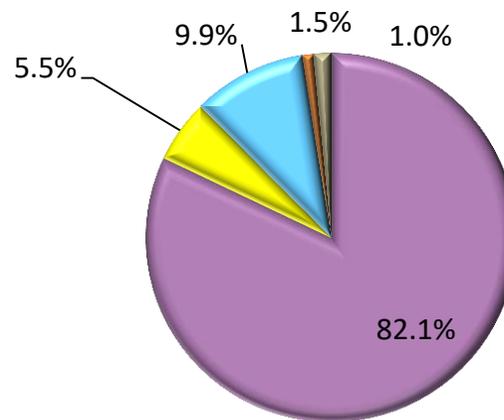


# KEY FINANCIAL INFORMATION

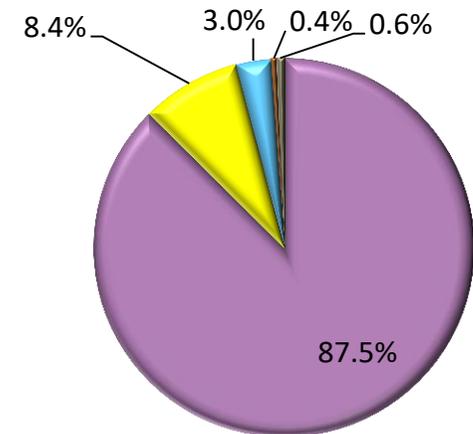
### Revenues (in Rp Bn)



### Revenues by Segment 30 Sep 2020



### Revenues by Segment 30 Sep 2021

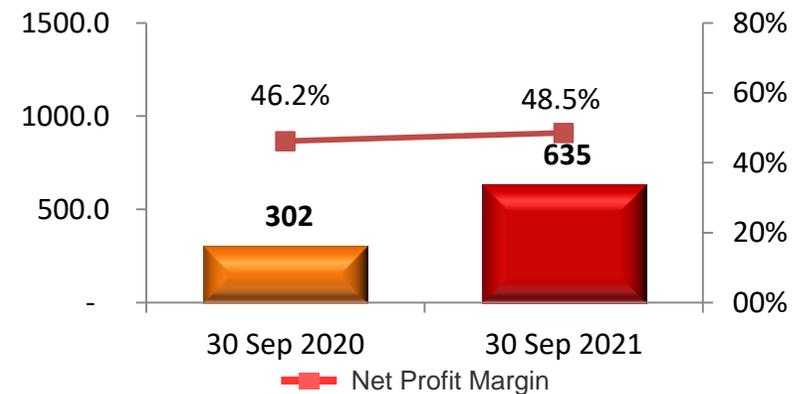


■ Industrial    
 ■ Residential    
 ■ Commercial    
 ■ Rental    
 ■ Hotel

### Gross Profit (in Rp Bn)



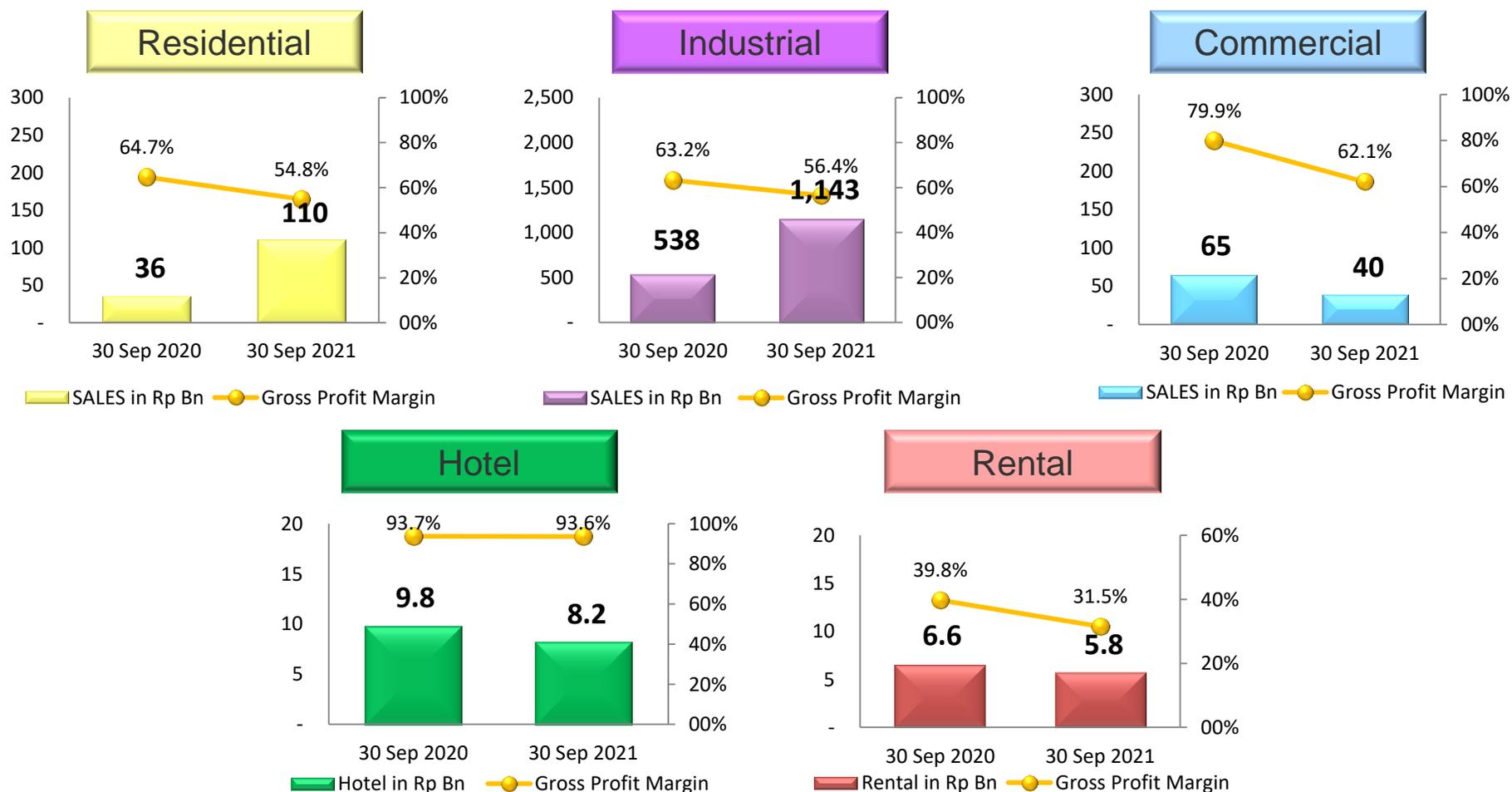
### Net Profit (in Rp Bn)



# KEY FINANCIAL INFORMATION



## Revenues by Segment

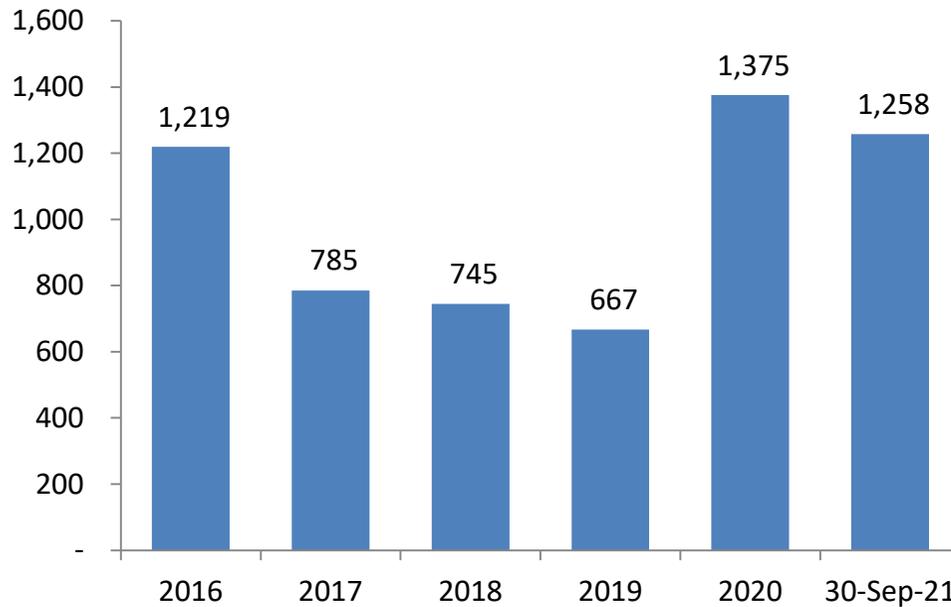


# KEY FINANCIAL INFORMATION

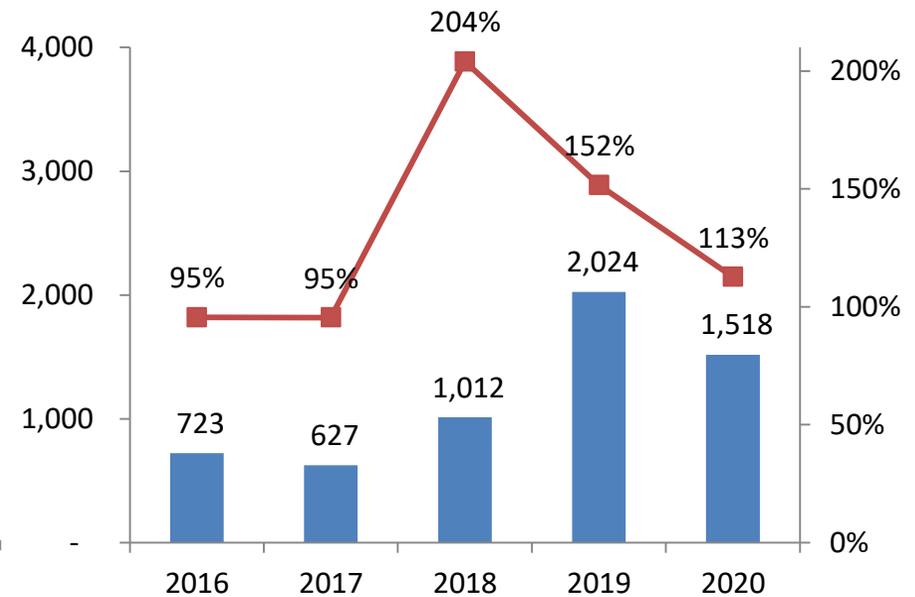


## Optimum Return for Shareholders

### Cash and Cash Equivalent (in Rp Bn)



### Historical Dividend by Fiscal Year



The Company currently does not have any financial loan

■ Dividend (in Rp Bn)      ■ Dividen Payout Ratio

# KEY FINANCIAL INFORMATION



## Summary - Income Statement

Income Statement in Rp Bn	Sep 2021	Sep 2020
Revenues	1,307	655
Gross Profit	740	427
Selling Expenses	39	22
General and Administration Expenses	75	104
Final Tax	32	16
Operating Profit	593	285
Profit Before Tax	646	311
Total Profit for the Year	634.75	302.56
Profit for the Year Attributable to:		
Owners of the Company	<b>634.64</b>	<b>302.45</b>
Non-controlling Interests	0.11	0.11

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Sep 2021	Dec 2020
<b>ASSETS</b>		
Current Assets	3,581	3,742
Non Current Assets	2,922	3,010
<b>Total Assets</b>	<b>6,502</b>	<b>6,752</b>
<b>LIABILITIES</b>		
Current Liabilities	601	1,167
Non Current Liabilities	84	57
<b>Total Liabilities</b>	<b>685</b>	<b>1,224</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>5,818</b>	<b>5,528</b>

# THANK YOU

For Further Information:

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