

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**SEPTEMBER 2022 UNAUDITED RESULTS**



**OCTOBER 2022**  
STRICTLY CONFIDENTIAL





# DISCLAIMER



THIS PRESENTATION IS FOR INFORMATION PURPOSES ONLY. IT IS NOT, IS NOT INTENDED TO BE, AND SHALL NOT BE CONSTRUED AS, AN OFFER, INDUCEMENT, INVITATION, SOLICITATION, COMMITMENT OR ADVERTISEMENT WITH RESPECT TO THE PURCHASE, SUBSCRIPTION OR SALE OF ANY SECURITY AND NO PART OF IT SHALL FORM THE BASIS OF, OR BE RELIED UPON IN CONNECTION WITH, ANY CONTRACT OR COMMITMENT WHATSOEVER.

The information that follows is a presentation of general background information about PT Puradelta Lestari Tbk. (the "Company") prepared by the Company as 30 September 2022.

This presentation has been prepared for information purposes only. None of the information appearing in this presentation may be distributed to the press or other media or reproduced or redistributed in the whole or in part in any form at any time. Any recipient of this presentation and its directors, officers, employees, agents and affiliates must hold this presentation and any information provided in connection with this presentation in strict confidence and may not communicate, reproduce, distribute or disclose to any other person, or refer to them publicly, in whole or in part. This presentation is not for publication, circulation or use in the United States and may not be transmitted or taken into the United States.

This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities of the Company in the United States or any other jurisdiction in which such offer, solicitation or sale would be unlawful under the securities laws of any such jurisdiction, and neither this presentation nor anything contained herein shall form the basis of or be relied on in connection with any contract or commitment whatsoever.

This presentation may contain forward-looking statements and other information that involve risks, uncertainties and assumptions. Forward-looking statements are statements that concern plans, objectives, goals, strategies, future events or performance and underlying assumptions and other statements that are other than statements of historical fact, including, but not limited to, those that are identified by the use of words such as "anticipates", "believes", "estimates", "expects", "intends", "plans", "predicts", "projects" and similar expressions. Such forward-looking statements include, without limitation, statements relating to the competitive environment in which the Company operates, general economic and business conditions, political, economic and social developments in the Asia-Pacific region (in particular, changes in economic growth rates in Indonesia and other Asian economies), the Company's landbank, costs and liabilities, customer diversification endeavors, the industry of the Company and other factors beyond the Company's control. Actual outcomes may vary materially from those indicated in the applicable forward-looking statements. Any forward-looking statement or information contained in this presentation speaks only as of the date the statement was made. None of the Company, its directors, commissioners, officers, employees, agents, advisers, affiliates or any other person assumes responsibility for the accuracy, reliability and completeness of the forward-looking statements contained in this presentation, and none of the Company, its directors, commissioners, officers, employees, agents, advisers, affiliates or any other person assumes any obligation to update any information contained in this presentation or to publicly release any revisions to any forward-looking statements to reflect actual results or events or circumstances that occur or that it becomes aware of after the date of this presentation. You should not place undue reliance on any forward-looking statements.

Accordingly, no representation or warranty, either expressed or implied, is provided by the Company, its directors, commissioners, officers, employees, agents, advisers, affiliates or any other person in relation to the accuracy, completeness or reliability of the information contained in this presentation, nor is it intended to be a complete statement or summary of the resources, markets or developments referred to in this presentation. It should not be regarded by recipients as a substitute for the exercise of their own judgment.

By accepting delivery of this presentation, the recipient agrees to accept and be bound by the statements, restrictions and limitations set forth herein and is deemed to have represented and agreed that the recipient and any account the recipient represents is (i) located outside the United States within the meaning of Regulation S under the U.S. Securities Act of 1933, as amended (the "Securities Act") or (ii) the recipient is a dealer or other professional fiduciary holding a discretionary account or similar account (other than an estate or trust) for the benefit and account of a person who is not, and each person on whose behalf the recipient is viewing this presentation is not, a US person as defined in Regulation S under the Securities Act.



# AGENDA

<b>01</b>	<b>COMPANY OVERVIEW</b>	<b>3</b>
<b>02</b>	<b>OPERATIONAL UPDATES</b>	<b>12</b>
<b>03</b>	<b>SUSTAINABLE DEVELOPMENT</b>	<b>23</b>
<b>04</b>	<b>KEY FINANCIAL INFORMATION</b>	<b>28</b>





## 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 :  $\pm$  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



1993

1996

2001

2002

2004

2008

2015

2017

2018

2021

- 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)





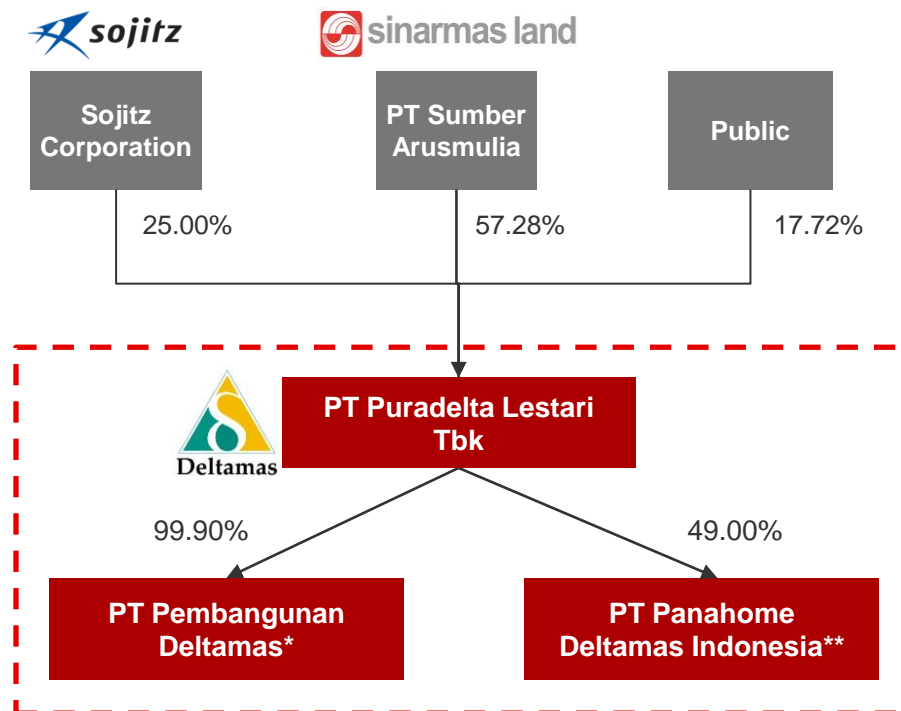
# COMPANY OVERVIEW

## SHAREHOLDING STRUCTURE



### Joint Venture Company of Sinarmas Land and Sojitz Corporation

#### Ownership Structure of the Company



\* Subsidiary of the Company

\*\* Joint Venture Project

#### 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



# COMPANY OVERVIEW

## MANAGEMENT BOARD



### Board of Directors



**Hongky J. Nantung**  
President Director



**Shinji Yoneda**  
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



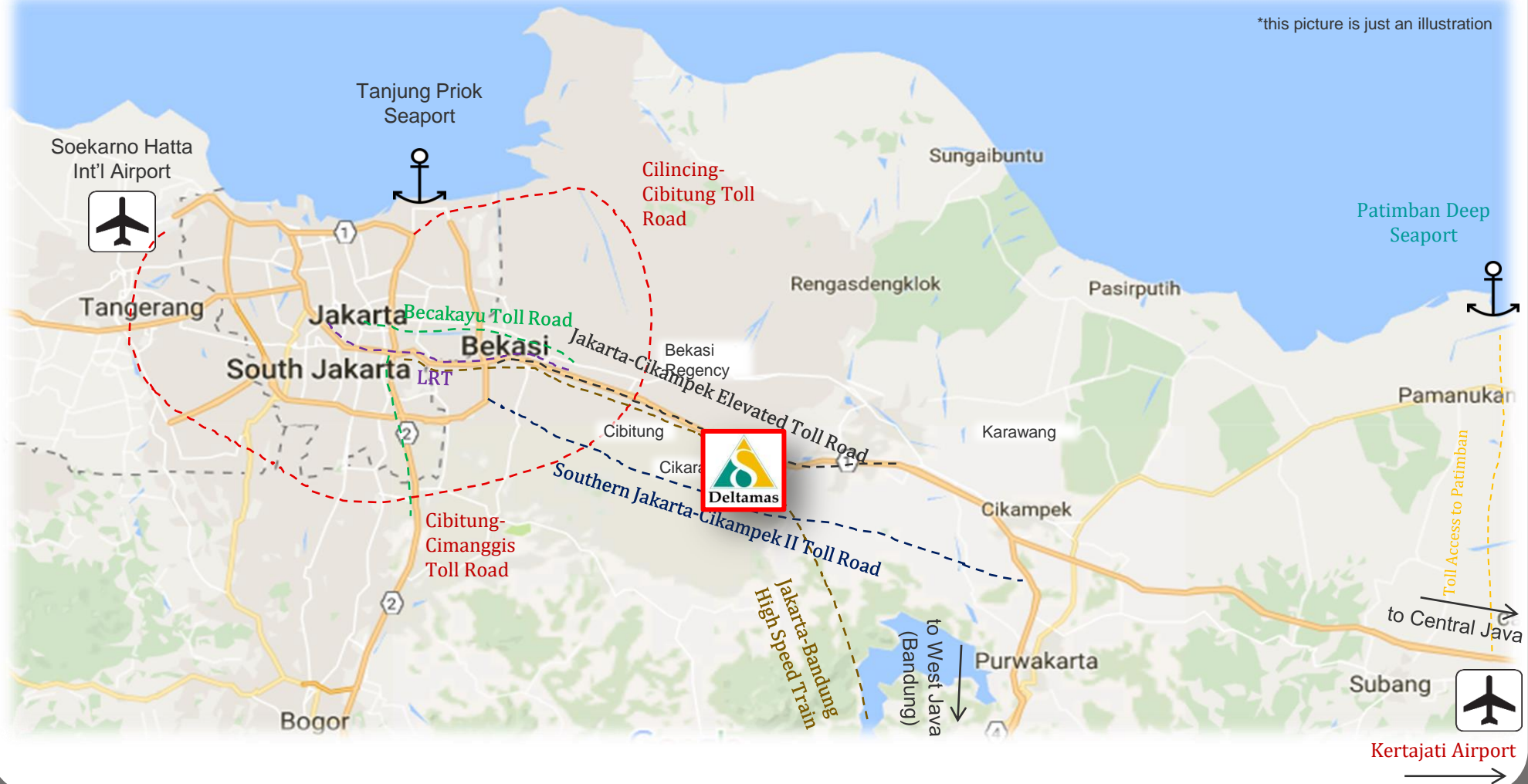


# COMPANY OVERVIEW

## LOCATION



## INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY





### **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 Sep 2022	
Industrial	434 ha
Commercial	374 ha
Residential	173 ha
<b>TOTAL</b>	<b>981 ha</b>



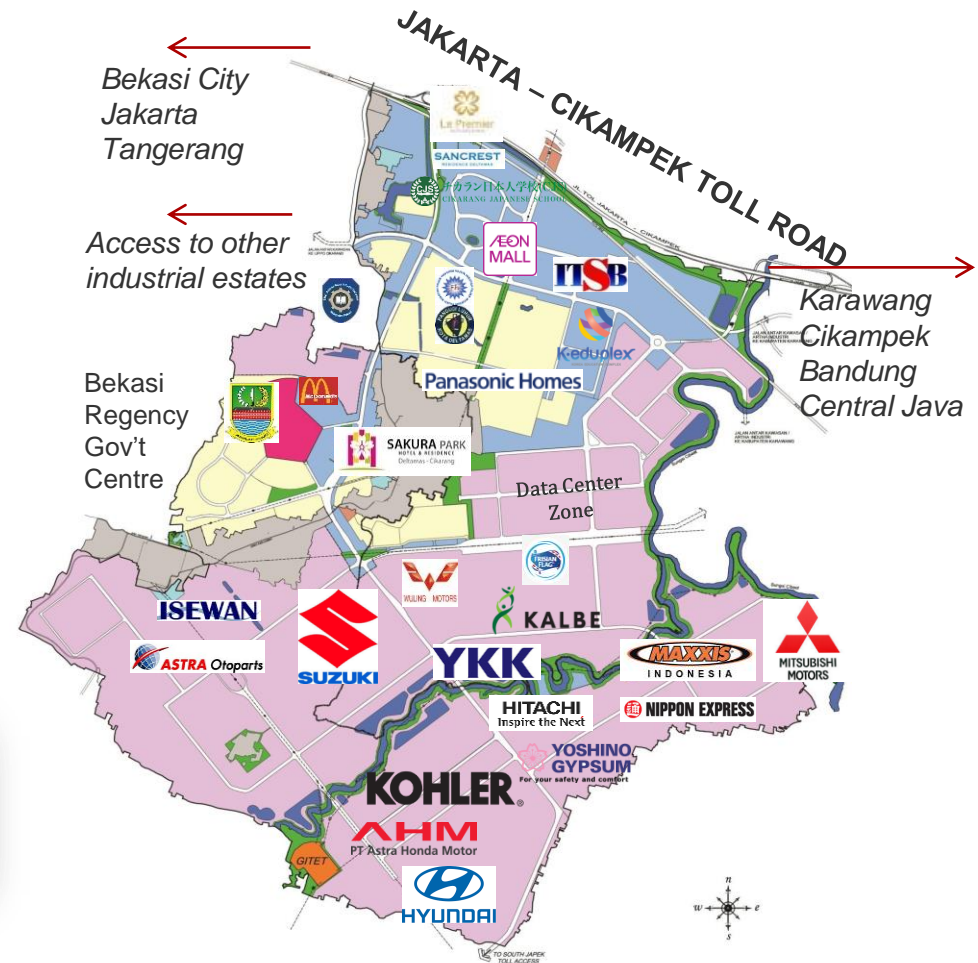
Industrial



Commercial



Residential



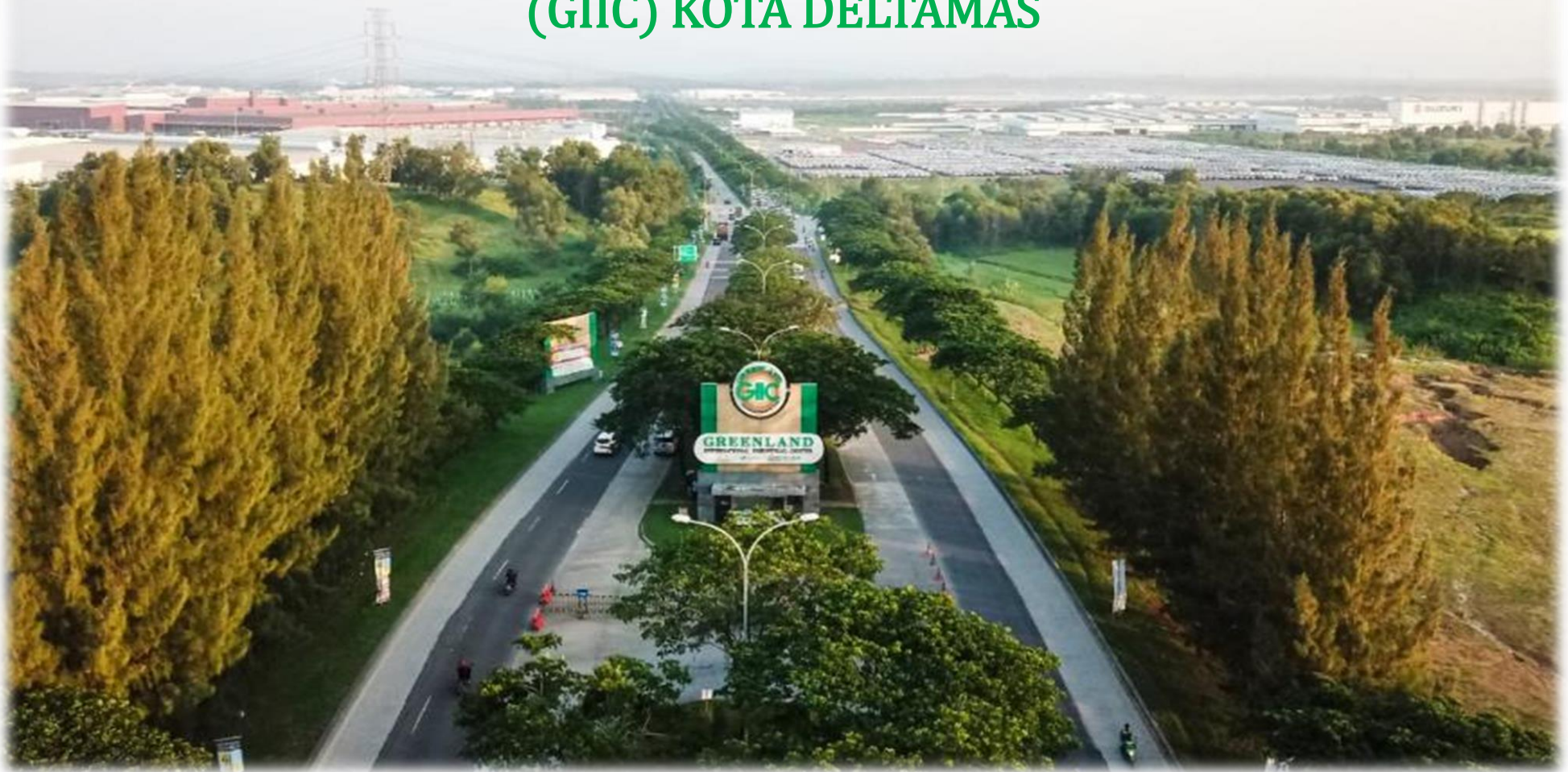


# COMPANY OVERVIEW

## ENTRANCE TO KOTA DELTAMAS



## GREENLAND INTERNATIONAL INDUSTRIAL CENTER (GIIC) KOTA DELTAMAS





# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



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

### Greenland International Industrial Center (“GIIC”)

Big Tenants	Area	Year
KITIC	~200 Ha	2009 – 2011
Suzuki	~130 Ha	2011
Astra Honda Motor	~ 85 Ha	2016 - 2021
Hyundai Motor	~77 Ha	2019
SAIC GM Wuling	~ 60 Ha	2015
Mitsubishi Motors	~ 51 Ha	2014 – 2015
Kalbe	~ 37 Ha	2017 – 2018
Maxxis	~ 35 Ha	2014
Kohler	~ 20 Ha	2017



- ~ 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 GIIC Kota Deltamas

#### Strategic Location & Direct Access to Toll Road



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



#### Experienced Management Team



#### Wide Land Bank with Flexibility in Size and Shape



#### Eco-friendly / Green Environment



#### Integrated Business Model



#### Comprehensive Facilities and Infrastructures



World Class Township Design and Planning



Clean Water Treatment Plant  
(Looping System Pipe)



Waste Water Treatment Plant



Premium Electricity Supply from PLN



Gas Supply from PGN



Telco & Fiber Optic from Telkom & MyRep



Nursery Center



Firefighter Facilities



Strong Security System

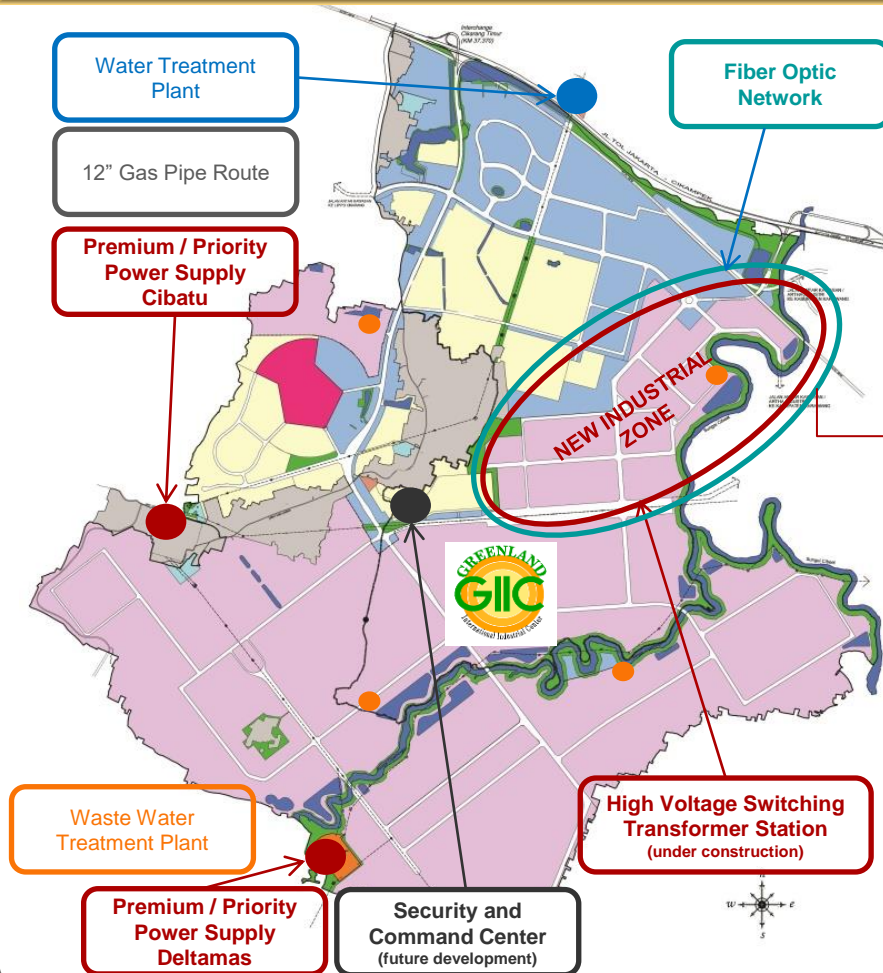


# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



### Updates on Industrial Estate



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



fiber optic installation



road construction



Collaboration with PLN to develop a data center hub in GIIC Kota Deltamas



Eco-friendly electricity supply, such as renewable energy certificate, is also offered to customers



# 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



SAKURA PARK  
HOTEL & RESIDENCE  
Deltamas - Cikarang



via alma  
KOTA DELTAMAS



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

\* under construction

### Health Facility



life.love.laughter

### 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



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 (under construction)



4

Institut Teknologi & Sains Bandung



5

Jakarta International University



6



Karawang  
HSR Station  
/ Kotawana



# 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





# COMPANY OVERVIEW

## COMMERCIAL ESTATE



### Updates on Residential Area



Housing in Zona Amerika



Currently on sale: Naraya Park, Woodchester, Savasa







SUSTAINABLE  
DEVELOPMENT



# COMPANY OVERVIEW

## SUSTAINABLE DEVELOPMENT



### Best in Class Real Estate

#### A Home of World-class Industries



**GREENLAND INTERNATIONAL  
INDUSTRIAL CENTER  
KOTA DELTAMAS**



**AHM**  
PT. Astra Honda Motor



**KOHLER.**

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



**3** GOOD HEALTH AND WELL-BEING



**7** AFFORDABLE AND CLEAN ENERGY



**9** INDUSTRY, INNOVATION AND INFRASTRUCTURE



**11** SUSTAINABLE CITIES AND COMMUNITIES



# COMPANY OVERVIEW

## SUSTAINABLE DEVELOPMENT



### Climate Change & the Environment

#### Usage of Renewable Energy



- REC PLN
- Solar Panel
- LED for public road
- Energy Monitoring

#### ISO 14001 Certification (Environmental Management)



#### Selective Industrial Tenants



#### Water Preservation / Recycle



#### Pedestrian & Green Area Development, and Tree Planting





### Sustainable Community & Educational Patronage

A dedicated Community Relations team to engage its surrounding communities through CSR activities



Supporting Vaccination Program and Continuous Activities of COVID-19 Pandemic Prevention for Tenants and Local Communities



Construction of Cicau 1 Public Elementary School (SDN Cicau 1) Building in Central Cikarang District, Bekasi Regency



Series of Social Aid Program for Surrounding Communities



Economic Empowerment Program for Local Farmer Group

Vocational schools in town that support industrial advancement





# AWARDS & RECOGNITIONS

## 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 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**



**Outstanding  
Achievement in the  
category of Industry  
from FIABCI  
Indonesia – REI  
Excellence Awards  
2021**



**Best Industrial Estate  
Development 2021  
from Property Guru  
Indonesia**





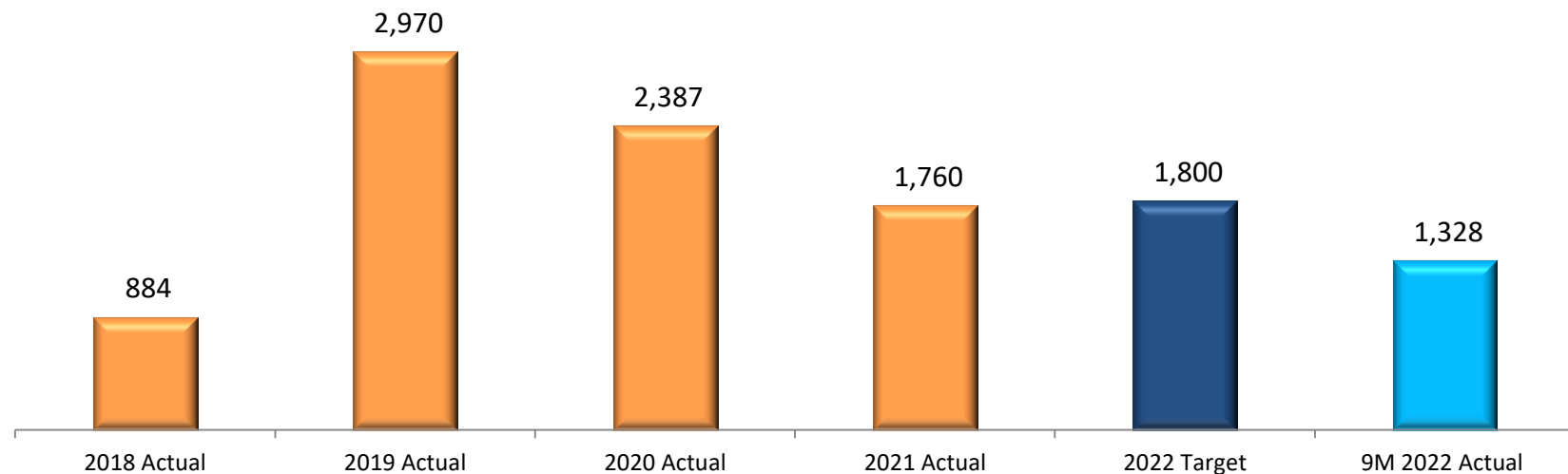
## KEY FINANCIAL INFORMATION



### Marketing Sales Achievement

**Achievement in 9M 2022 – Rp1.33 trillion**  
**73.8% of 2022 Sales Target**

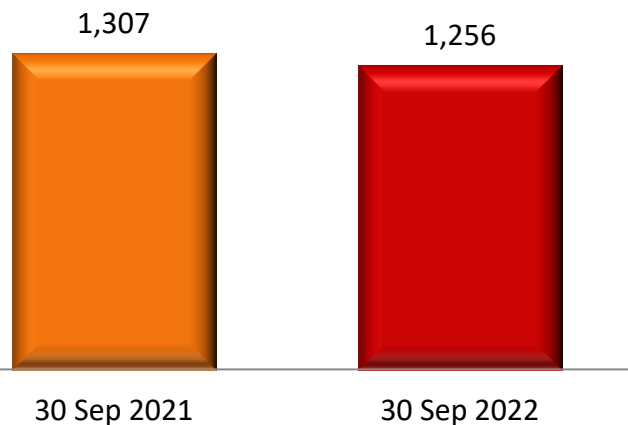
Marketing Sales (in Rp Bn)



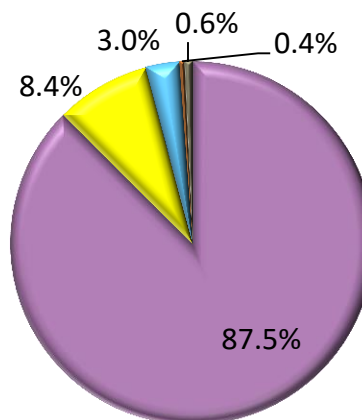


# KEY FINANCIAL INFORMATION

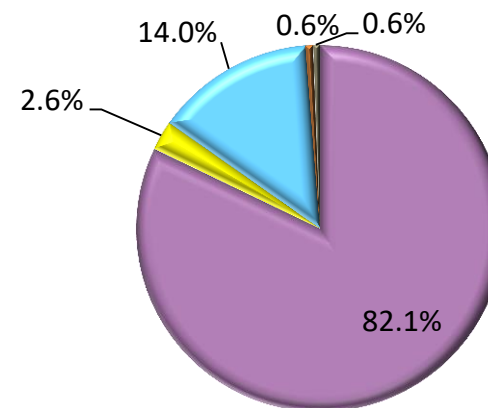
Revenues (in Rp Bn)



Revenues by Segment  
30 Sep 2021



Revenues by Segment  
30 Sep 2022

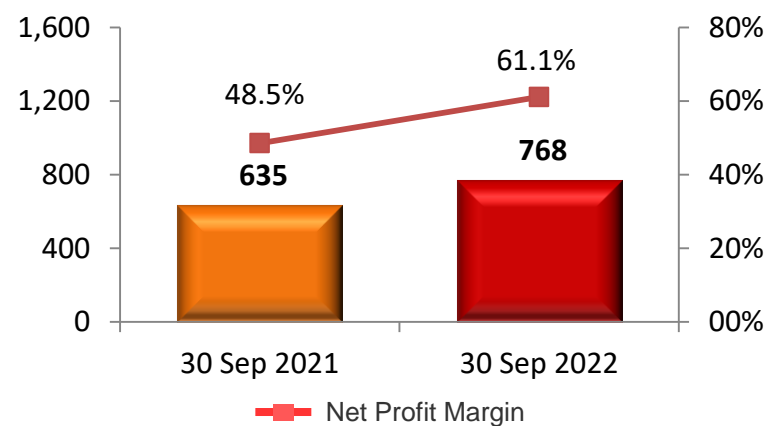


Industrial Residential Commercial Rental Hotel

Gross Profit (in Rp Bn)



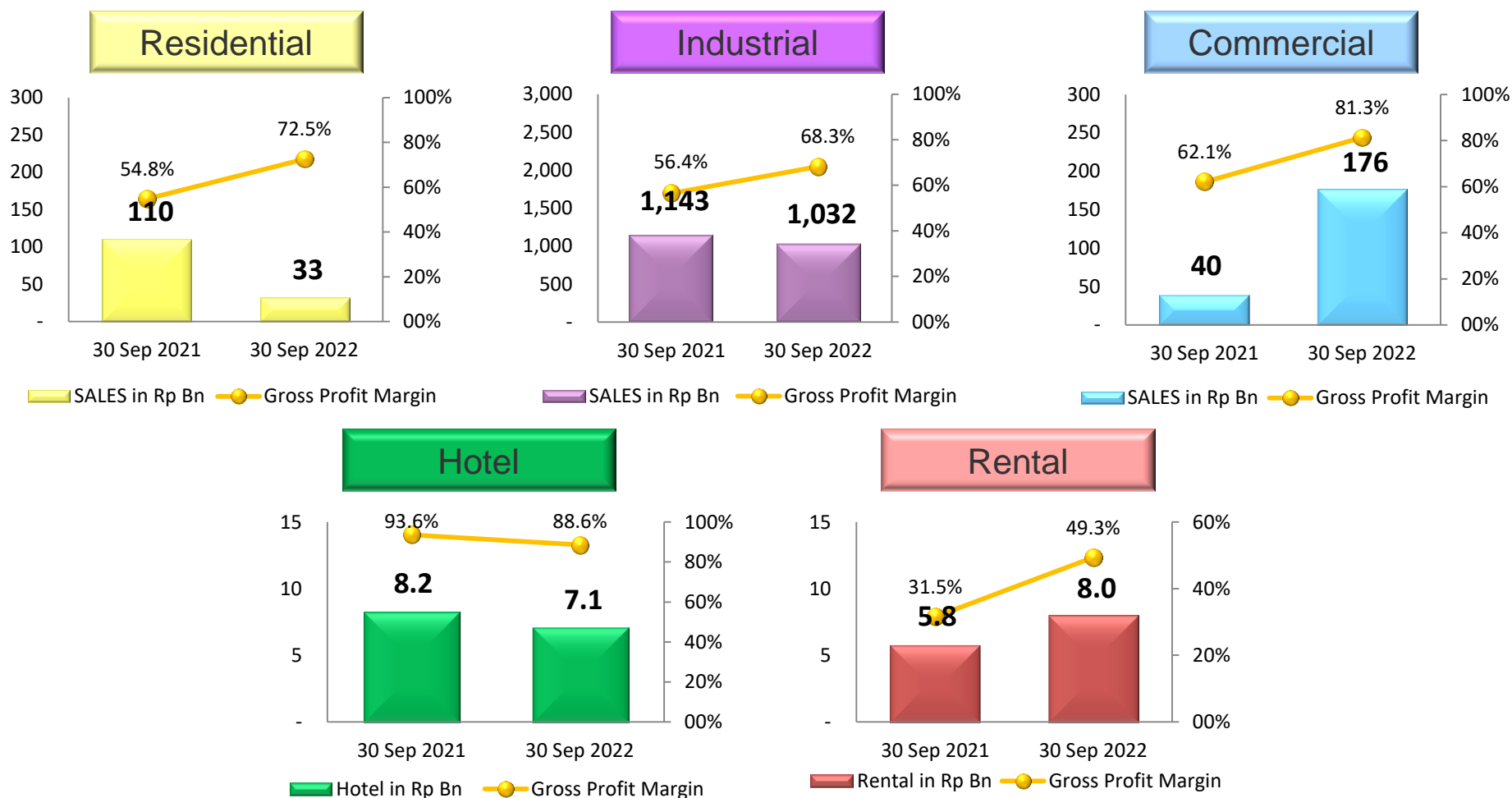
Net Profit (in Rp Bn)





# KEY FINANCIAL INFORMATION

## Revenues by Segment



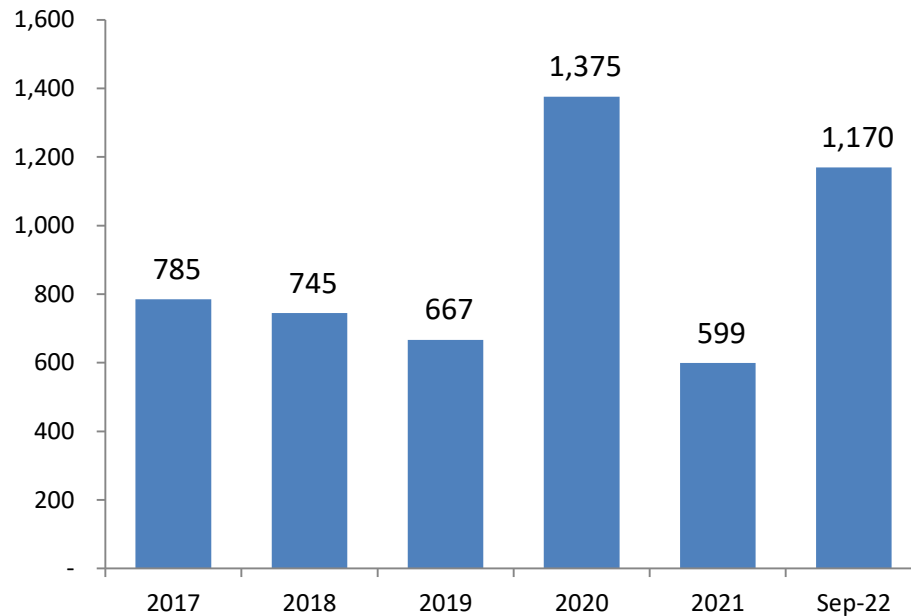


# KEY FINANCIAL INFORMATION

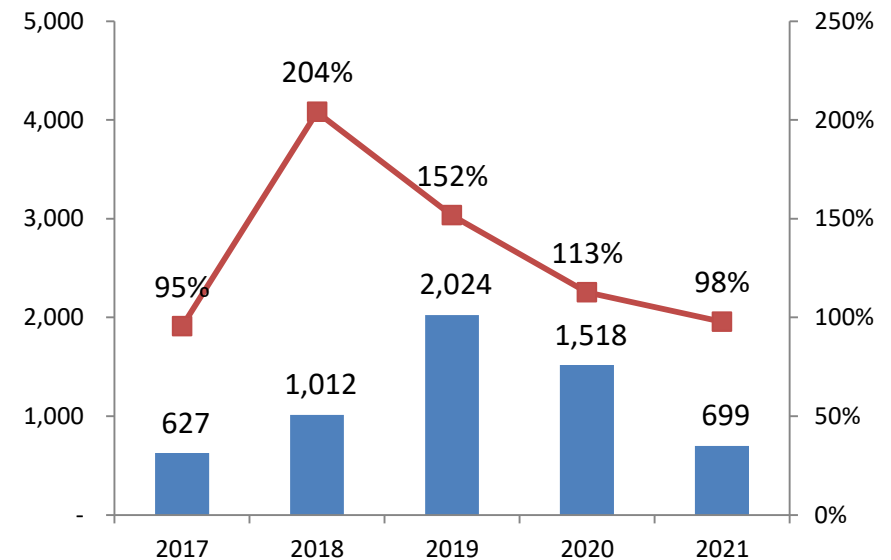


## Optimum Return for Shareholders

**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 2022	Sep 2021
Revenues	1,256	1,307
Gross Profit	882	740
Selling Expenses	32	39
General and Administration Expenses	87	75
Final Tax	32	32
Operating Profit	731	593
Profit Before Tax	786	646
Total Profit for the Period	768.35	634.75
Profit for the Period Attributable to:		
Owners of the Company	<b>767.59</b>	<b>634.64</b>
Non-controlling Interests	0.76	0.11

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Sep 2022	Dec 2021
<b>ASSETS</b>		
Current Assets	4,062	3,165
Non Current Assets	2,814	2,949
<b>Total Assets</b>	<b>6,876</b>	<b>6,114</b>
<b>LIABILITIES</b>		
Current Liabilities	746	700
Non Current Liabilities	131	62
<b>Total Liabilities</b>	<b>877</b>	<b>763</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>5,999</b>	<b>5,351</b>



# 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  
Email : [investor.relations@deltamas.co.id](mailto:investor.relations@deltamas.co.id)  
Website : [www.deltamas.id](http://www.deltamas.id)