

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**JAN – MAR 2017 UNAUDITED RESULTS**



**APRIL 2017**  
STRICTLY CONFIDENTIAL



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# AGENDA

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## COMPANY OVERVIEW

### Leading Integrated Township Developers at East of Jakarta

- PT Puradelta Lestari Tbk. (DMAS) is a property developer of **KOTA DELTAMAS**, an integrated township of industrial, commercial, and residential estate located at Cikarang, around 37 kilometers east of Jakarta.
- Established in 1993
- Listed in Indonesia Stock Exchange (IDX) in 2015



# COMPANY OVERVIEW

## KEY COMPANY MILESTONES



- Incorporated as a local investment company in Indonesia

- Changed company status to foreign capital investment company
- Sojitz Corporation (previously Nissho Iwai Corporation) became 25% shareholder of the Company

- Launched first residential development

- Bekasi Regency Government Center officially relocated to Kota Deltamas

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

1993

1994

1996

2001

2002

2004

2008

2012

2015

- Acquired land utilisation permit to operate over 3,000ha of land in the Bekasi Regency

- Direct access from Jakarta-Cikampek toll road to Kota Deltamas

- Commenced development of light industry area (Greenland Standard Factory Building or "Greenland SFB")

- Consolidation of PT Pembangunan Deltamas ("PDM") into PDL

- Listed in IDX



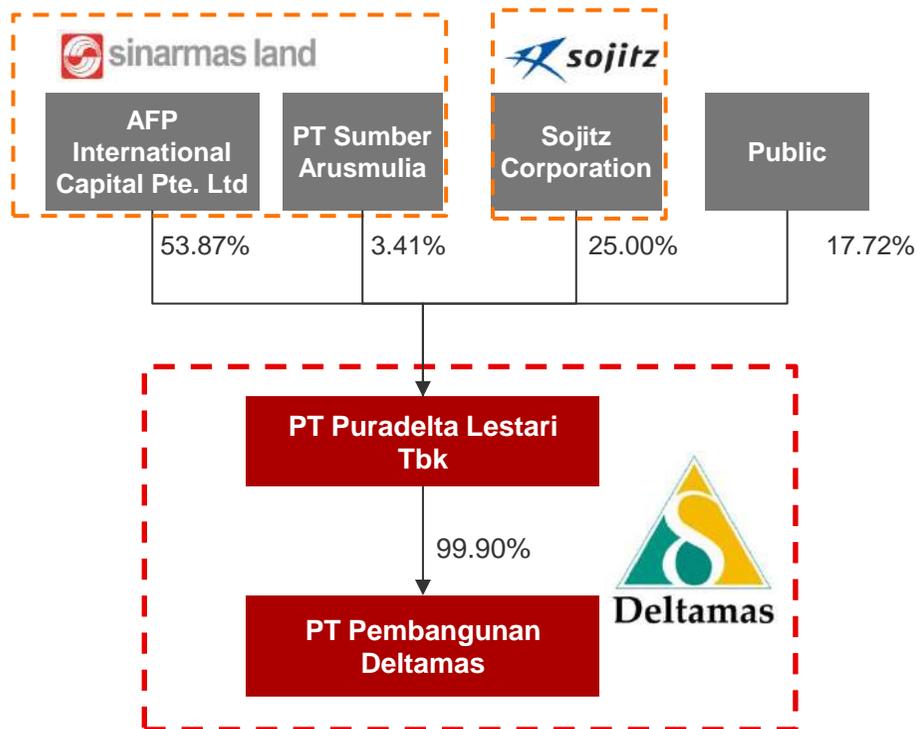
# COMPANY OVERVIEW

## 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

\* As of March 31, 2017

# COMPANY OVERVIEW

## LOCATION



### TRANS JAVA TOLL ROAD DEVELOPMENT



- 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)

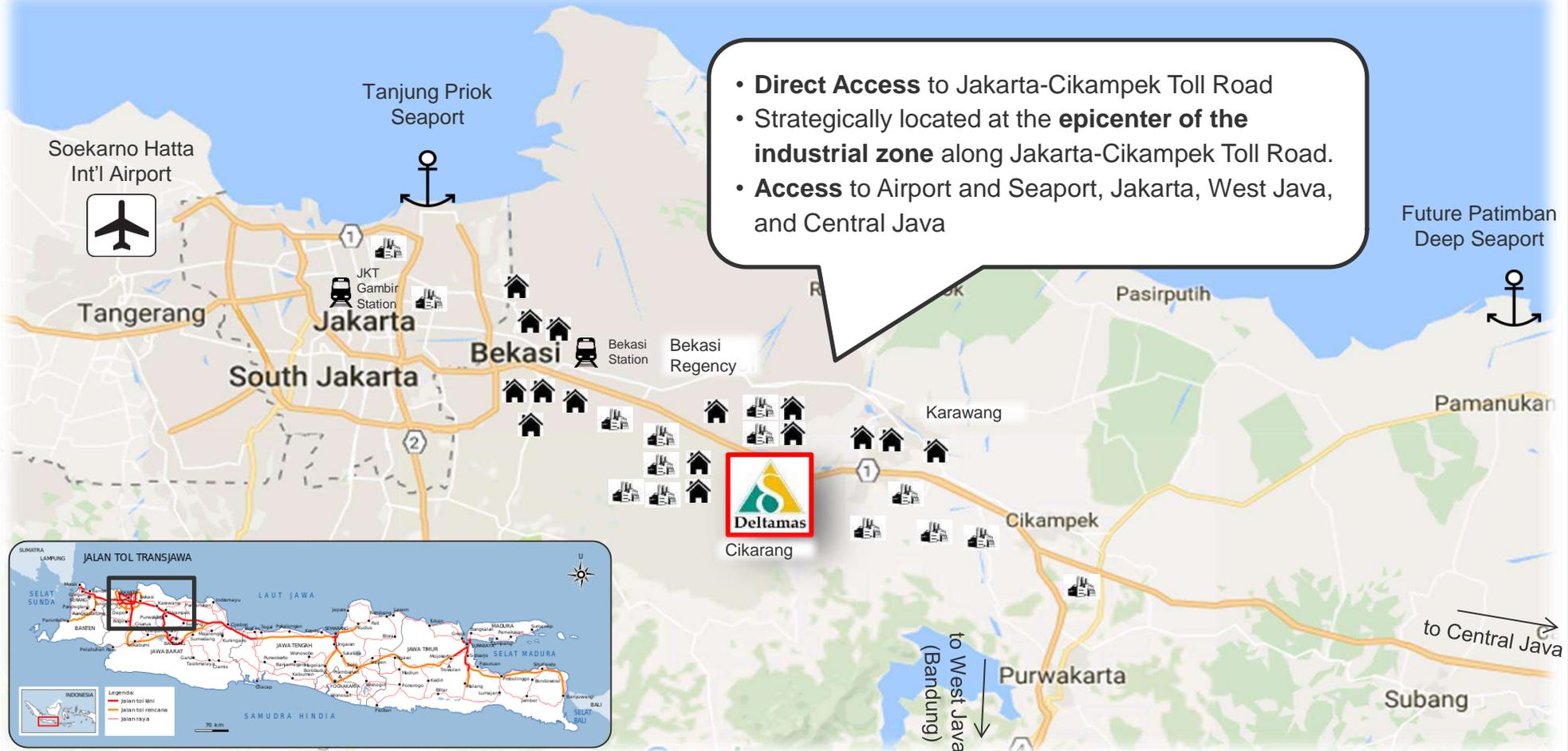
- Jakarta-Cikampek Toll Road connects Jakarta to Central Java and West Java and is an important part of Trans Java Toll Road Plan.
- The toll road also connects to international airport and seaport in Greater Jakarta.
- It is the busiest toll road with highest traffic volume in Indonesia.
- Dubbed as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

# COMPANY OVERVIEW

## LOCATION



### KOTA DELTAMAS' STRATEGIC LOCATION

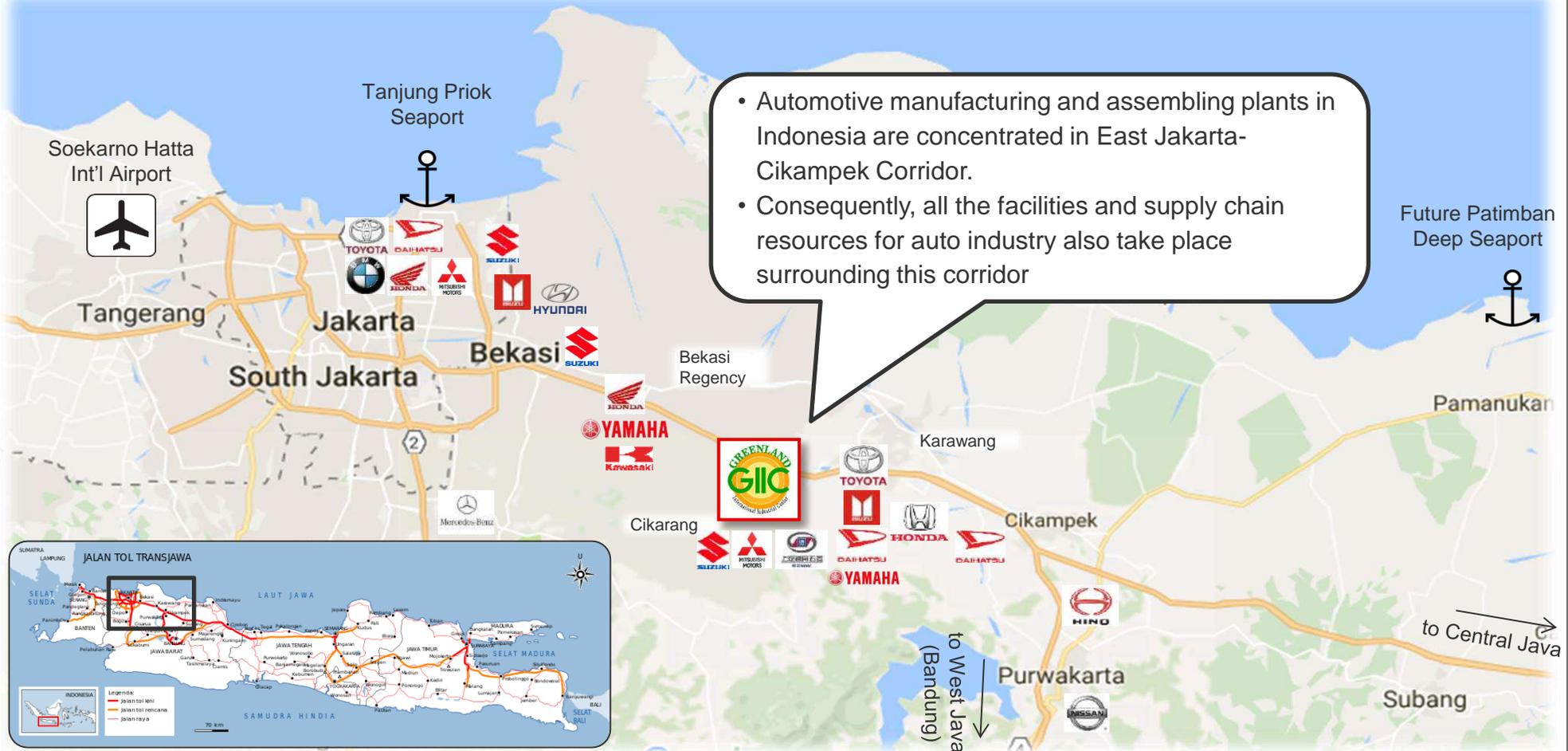


# COMPANY OVERVIEW

## LOCATION



### AUTO INDUSTRY CONCENTRATION



- Automotive manufacturing and assembling plants in Indonesia are concentrated in East Jakarta-Cikampek Corridor.
- Consequently, all the facilities and supply chain resources for auto industry also take place surrounding this corridor

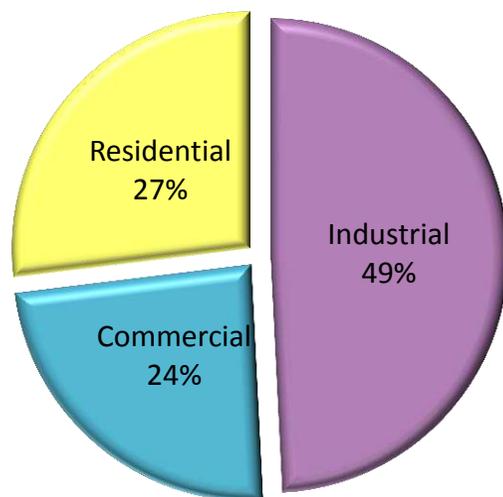
# COMPANY OVERVIEW

## DEVELOPMENT AREA AND LAND BANK



### Solid Master Plan with Large Land Bank

#### Area Development Plan



Total Gross Area = 3,177 Ha

#### Land Bank Update (31 Mar 2017)

As of Mar 2017 (Ha)	Industrial	Commercial	Residential	Total
<b>Total Gross Area</b>	<b>1,563</b>	<b>757</b>	<b>856</b>	<b>3,177</b>
Developed and Sold	1,135	247	155	1,538
Developed and Unsold	296	83	9	388
Undeveloped and Unsold	132	427	692	1,251
<b>Gross Land Bank</b>	<b>428</b>	<b>510</b>	<b>701</b>	<b>1,639</b>
Ratio	81%	63%	56%	65%
<b>Net Saleable Land Bank</b>	<b>347</b>	<b>322</b>	<b>392</b>	<b>1,061</b>

# COMPANY OVERVIEW

## KOTA DELTAMAS DEVELOPMENT



Commercial



Gov't Centre



Industrial

### KOTA DELTAMAS INTEGRATED TOWNSHIP



**KOTA DELTAMAS**  
 'Business & Lifestyle City'



Residential

\* The pictures are illustration of Kota Deltamas future development

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

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



Total Gross Area : 1,563 Ha  
 Gross Land Bank : 440 Ha  
 Net Saleable Land Bank : 356 Ha

- ~ 85 industrial tenants
- Mostly auto and auto related sectors
- Mostly Japanese companies

Big Tenants	Area	Year	Status
KITIC	~200 Ha	2009 – 2011	Operating
Suzuki	~130 Ha	2011	Operating
SAIC GM Wuling	~ 60 Ha	2015	Under Construction
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Opening
Astra Honda Motor	~ 38 Ha	2016	Still Lot
Maxxis	~ 35 Ha	2014	Under Construction

# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



### Attracting a Diverse Mix of Customers across the Various Sectors



#### Auto and Auto Related



Automobile manufacturer



Automobile manufacturer



Automobile manufacturer



Tyre producer



#### Logistics



Logistics services provider



Logistics services provider



Logistics services provider



Logistics services provider



#### Food & Beverage



Food products manufacturer



Animal feed producer



Bread manufacturer



#### General consumers



Stationery producer



Zip producer



Diapers producer

## Development of Commercial Area

### Existing commercial area:

- Clusters of shophouses (restaurants, stores, offices, etc.)
- Education Institutions
- Serviced Apartments
- Hotels
- Sport Centre

### Future commercial area:

- Future Shopping Mall (PT AMSL Deltamas bought 20 Ha land for AEON Mall development)
- Greenland Square development
- Citywalk
- More shophouses
- More residential facilities

### Bekasi Regency Gov't Centre



The commercial area provide business opportunity and facilities for its residents

**Shophouse Clusters**



**Sport Centre**



**Education Institution**



**Serviced Apartment**



**Hotel**



### 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** : > 2,600 units



**Housing in  
Clusters**



**Club House  
Facility**



**Swimming Pool  
Facility**



**Fitness Centre  
Facility**

# 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 + 60 MW 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 (Jakarta)
- Doxiadis Associates (Greece)

**NIPPON KOEI**

**Lend Lease**

**Doxiadis Associates**

**GIBB**  
ENGINEERING & SCIENCE



STRATEGIES AND UPDATES

# KEY BUSINESS INITIATIVES

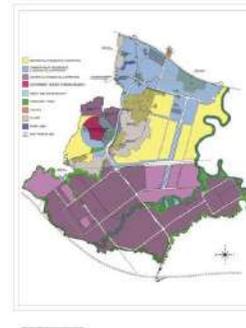


## The Company's Strategies

Development of an integrated township



Flexibility to rezone land bank according to strategy and demand



Expansion of land bank area



Recurring income strategy



Development of international standard infrastructure and amenities



## Successful Serviced Apartment Development



### Le Premier Serviced Apartment

- Targeting expatriates in Cikarang area, Le Premier offers 126 units of serviced apartment and currently it is fully-booked (100% occupancy) since the soft opening in September 2016.



## Greenland Square Commercial Development



### Greenland Square

A cluster of strategic commercial landplots, located at Kota Deltamas main road, with first phase development of 17 Ha.

Greenland Square is located at premium area nearby Bekasi Regency Government Centre and nearby residential and industrial estate.

## Launching of Commercial Shophouse and Residential Cluster



### El Premio Shophouses

A premium shophouse complex strategically located in Kota Deltamas main road

Launched in December 2016

### Woodchester Cluster

A new exclusive residential cluster in Kota Deltamas with fresh modern concept

Will be launched in May 2017



### 2016 Achievement and 2017 Target

Performance & Target	YTD 2017 Achievement	FY 2017 Target
<b>Marketing Sales (in Rp Bn)</b>	<b>559</b>	<b>1,506</b>

- Marketing Sales are mostly contributed by industrial land sales, and supported by residential and commercial products.
- YTD Mar 2017, the Company sold 29 Ha industrial land sales, while in FY 2017 the Company targets to sell 60 Ha industrial land sales.
- In addition, residential and commercial estate will be continuously developed in line with the Company strategy to create an integrated township at east of Jakarta.

### Capital Expenditures

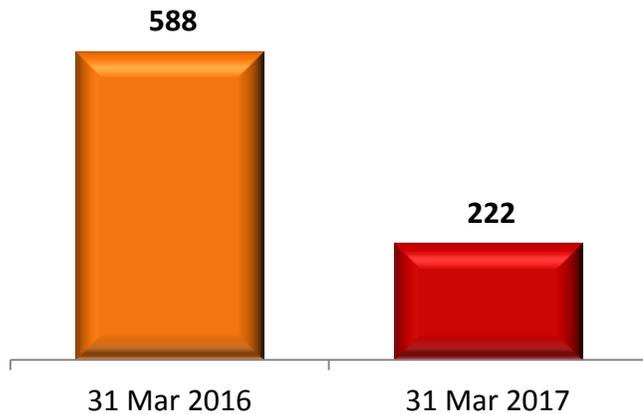
The Company plans to spend Rp 800-900 billion for infrastructure development and possible land acquisition



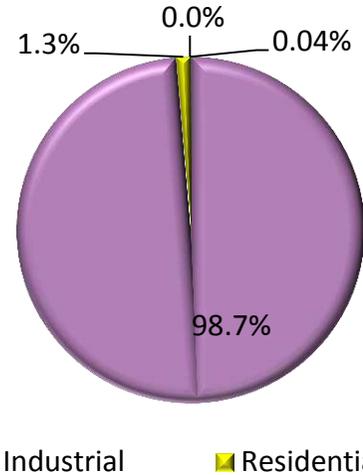
KEY FINANCIAL  
INFORMATION

# KEY FINANCIAL INFORMATION

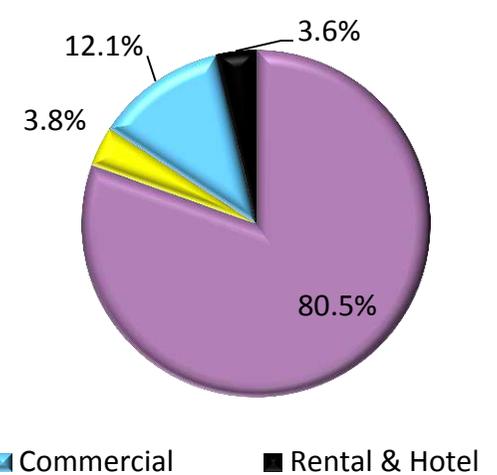
### Revenues (in Rp Bn)



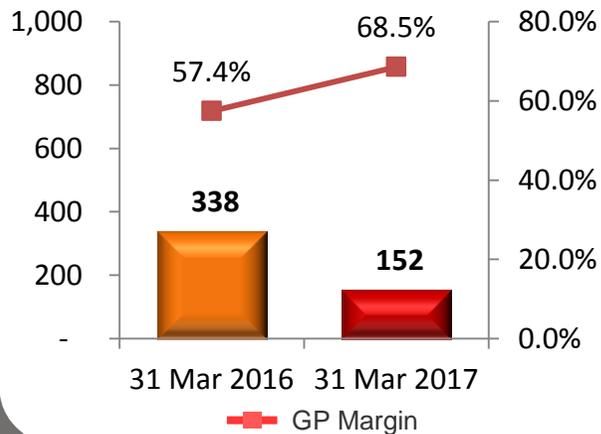
### Revenues by Segment 31 Mar 2016



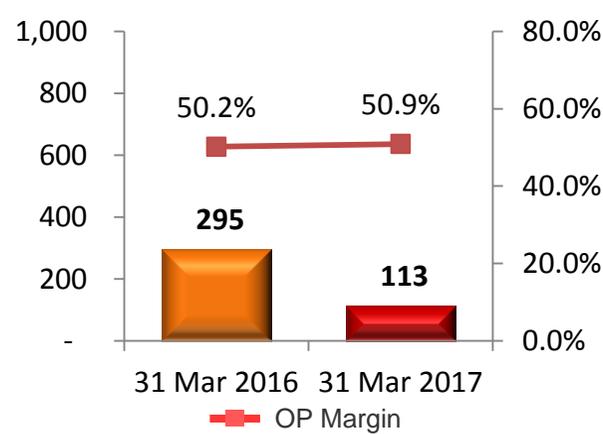
### Revenues by Segment 31 Mar 2017



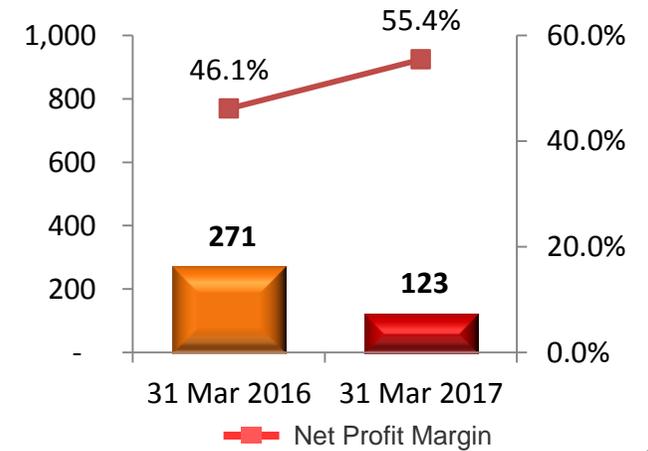
### Gross Profit (in Rp Bn)



### Operating Profit (in Rp Bn)



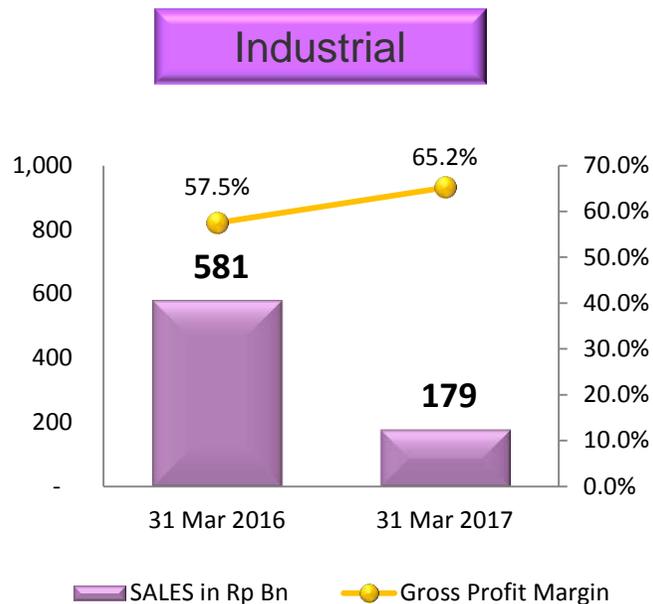
### Net Profit (in Rp Bn)



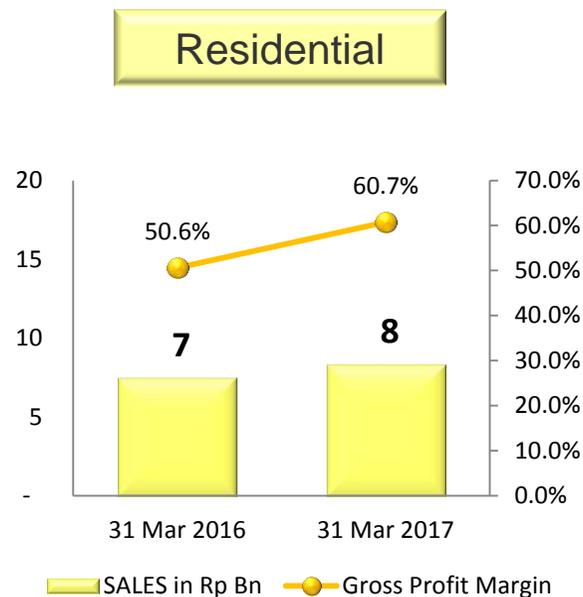
# KEY FINANCIAL INFORMATION



## Revenues by Segment



The Company booked bulky sales from PT SAIC International Indonesia and created a strong base in periode of 31 Mar 2016. The revenues may fluctuate due to nature of the industrial land business. On the other hand, the gross profit margin increased from 57.5% to 65.2%.



The Company booked higher gross profit margin of residential segment from 50.6% to 60.7% due to increasing selling price.



The Company is actively developing its commercial area and managed to record Rp 27 billion sales in periode of 31 Mar 2017.

## Solid Financial Position

- The Company currently does not have any debt / loan.
- The Company distributed total cash dividend for fiscal year 2015 of Rp 1.1 trillion, which was distributed in two stages:
  - interim dividend of Rp 578 billion in November 2015, and
  - final dividend of Rp 530 billion in May 2016.
- The Company's net cash position as of 31 Mar 2017 is around Rp 1.3 trillion.

# KEY FINANCIAL INFORMATION



## Summary - Income Statement

Income Statement in Rp Bn	Mar 2016	Mar 2017
Revenues	588	222
Gross Profit	338	152
Selling Expenses	0.2	5
General and Administration Expenses	13	27
Final Tax	29	7
Operating Profit	295	113
Profit Before Tax	275	127
Total Profit for the Period	272	123
Profit for the Period Attributable to:		
Owners of the Company	271	123
Non-controlling Interests	0.30	0.01

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2016	Mar 2017
<b>ASSETS</b>		
Current Assets	3,714	3,789
Non Current Assets	4,090	4,115
<b>Total Assets</b>	<b>7,804</b>	<b>7,904</b>
<b>LIABILITIES</b>		
Current Liabilities	395	372
Non Current Liabilities	20	20
<b>Total Liabilities</b>	<b>415</b>	<b>392</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>7,388</b>	<b>7,512</b>

# THANK YOU

For Further Information:

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