

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
MARCH 2018 UNAUDITED RESULTS



Deltamas

APRIL 2018
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AGENDA

01	COMPANY OVERVIEW	3
02	STRATEGIES AND UPDATES	16
03	KEY FINANCIAL INFORMATION	23



COMPANY OVERVIEW

COMPANY OVERVIEW

PT PURADELTA LESTARI TBK



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



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



- Bekasi Regency Government Center officially relocated to Kota Deltamas



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



- Listed in IDX



- Obtained Certification of ISO 9001:2015, ISO 14001:2015, and OHSAS 18001:2007



- 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)



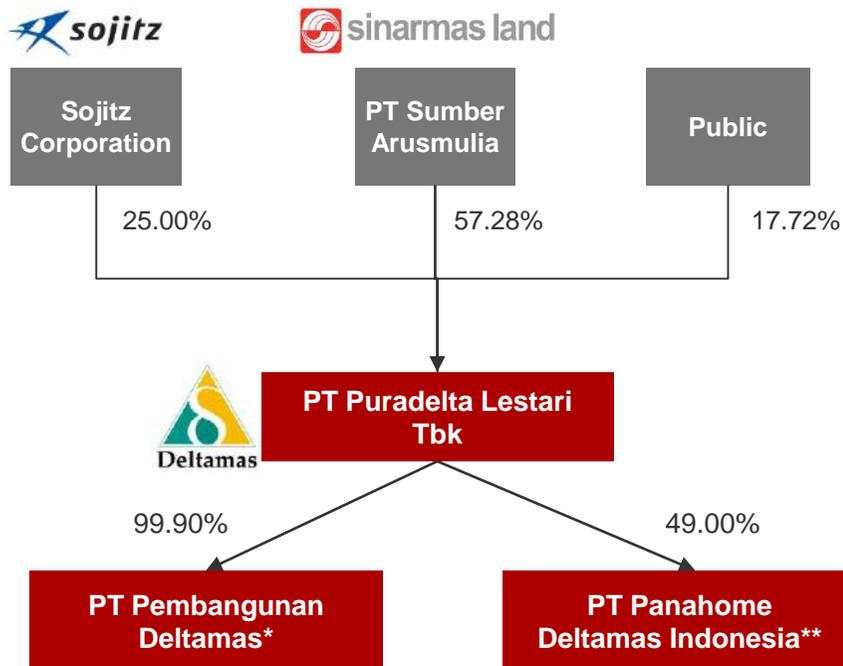
COMPANY OVERVIEW

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



- 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.

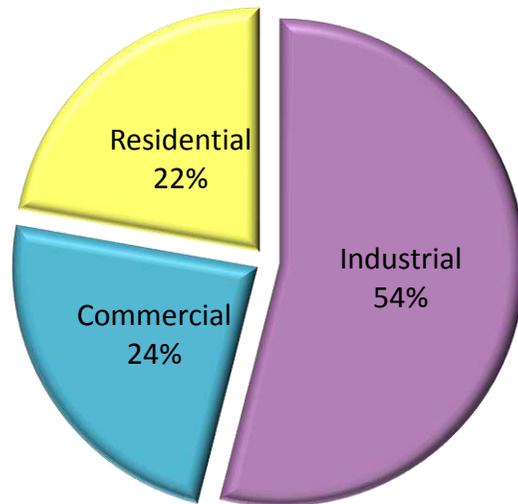
COMPANY OVERVIEW

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 2018)

As of Mar 2018(Ha)	Industrial	Commercial	Residential	Total
Total Gross Area	1,714	757	706	3,177
Land Sold	1,191	263	191	1,645
Gross Land Bank	522	495	515	1,532

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

COMPANY OVERVIEW

INDUSTRIAL ESTATE



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

Greenland International Industrial Center (“GIIC”)



- ~ 90 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	Operating (since 2017)
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Operating (since 2017)
Astra Honda Motor	~ 38 Ha	2016	Under Construction
Maxxis	~ 35 Ha	2014	Under Construction



Wide Primary Arterial Road at GIIC Entrance



Automotive Manufacturer in GIIC



Waste Water Treatment Plant Facilities



Rental Factory Building

COMPANY OVERVIEW

INDUSTRIAL ESTATE



Attracting a Diverse Mix of Customers across the Various Sectors



Auto and Auto Related



Automobile manufacturer



Automobile manufacturer



上汽通用五菱
SGMW

Automobile manufacturer



Tyre producer



Logistics



Logistics services provider



Logistics services provider



Logistics services provider



Logistics services provider



Food & Beverage



love around the kitchen table

Food products manufacturer



Animal feed producer



Bread manufacturer



Others



KALBE

Pharmacy & Consumer Health



Zip producer



Sanitary

Development of Commercial Area

EXISTING COMMERCIAL & PUBLIC FACILITIES

Offices



Restaurants



Resorts



Hotel



Svcd. Apartment



Sport Centre



IN PROGRESS / FUTURE

Commercial Centre



Shopping Centre



School & University



Shophouses



Gov't Centre



Hospital & Clinic



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**

In 2017, DMAS enters into agreement with **PanaHome Asia Pacific Pte. Ltd.**, a housing company under Panasonic Group, to create a sustainable smart-town residential estate inside Kota Deltamas

PanaHome



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
- Doxiadis Associates (Greece)

NIPPON KOEI

Lend Lease

Doxiadis Associates

GIBB
ENGINEERING & SCIENCE



OPERATIONAL UPDATES

Greenland Square Commercial Development



Greenland Square

A cluster of strategic commercial landplots, located at Kota Deltamas main road. Greenland Square is located at premium area nearby Bekasi Regency Government Centre and nearby residential and industrial estate.

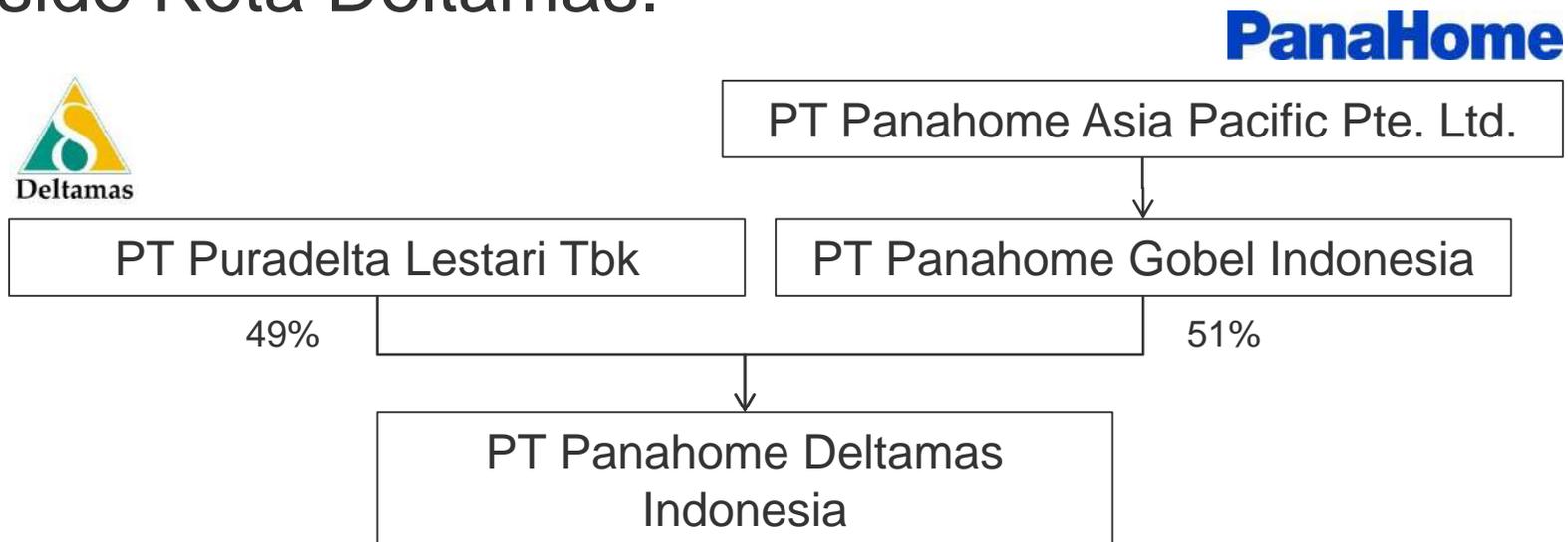


Resident Facilities

A number of residential facilities, such as hospital, school, and fast food restaurants will be operating in Kota Deltamas soon. In addition, a Japanese school will also be operating in Kota Deltamas to provide education for the kids of Japanese expatriates.

Joint Venture of PT Panahome Deltamas Indonesia

The Company established a joint venture company of PT Panahome Deltamas Indonesia in 2017 to develop a sustainable smart town residential estate inside Kota Deltamas.



OPERATIONAL UPDATES NEW INITIATIVES AND PIPELINE PROJECTS



Continuously to be the Most Advanced with Facilities and Certifications

Direct Construction After Investment (KLIK)

KOTA DELTAMAS
Business & Lifestyle City

GIC - Kota Deltamas
sebagai kawasan **KLIK**

KEMUDAHAN INVESTASI LANGSUNG KONSTRUKSI

INFO LEBIH LANJUT:
021 89971188

www.kota-deltamas.com

Development by **sojitz** and **sinamas land**

Certifications of Integrated Management System



OPERATIONAL UPDATES NEW INITIATIVES AND PIPELINE PROJECTS



Kota Deltamas as a Role Model of Industrial based Integrated Township



Visit from Japanese International Corporation Agency (JICA), with participants from various countries in the world to study the industrial development in Indonesia



Visit from the academics in the event of 4th Planocosmo International Conference held by ITB (Bandung Institute Technology) to study a new township development

Continuous CSR Activities

We value our surrounding communities and environment as substantial stakeholders for Kota Deltamas sustainable development



Solid Marketing Sales Performance

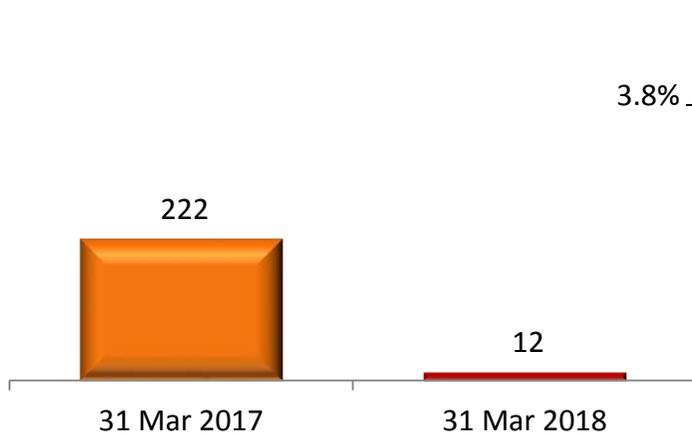
- Total marketing sales in 2017 was Rp 1,408 billion, mostly contributed by sales from industrial segments. The marketing sales were also contributed by land sales for joint venture (JV) project. The remaining sales came from both residential and commercial segments.
- The Company targets Rp 1,250 billion of marketing sales in 2018, which is relatively flat compared to 2017 achievement (excluding land sales for JV project).
- Total marketing sales in 1Q 2018 was Rp 332 billion, mostly contributed by sales from industrial segments.



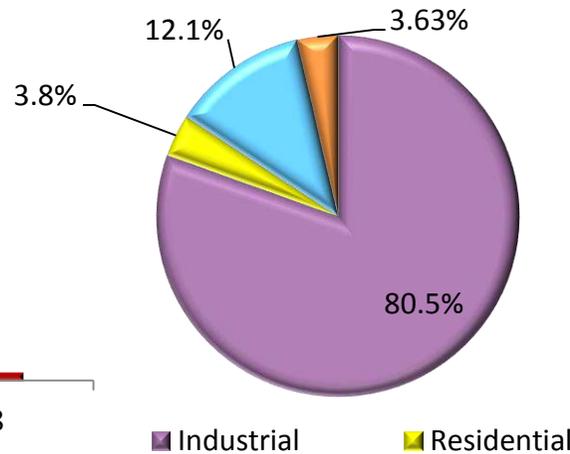
KEY FINANCIAL
INFORMATION

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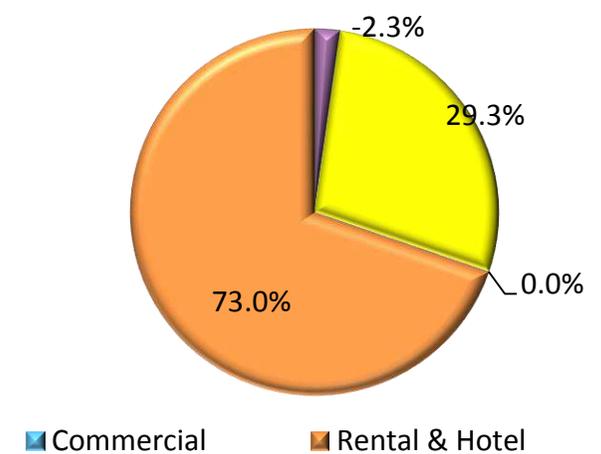
Revenues (in Rp Bn)



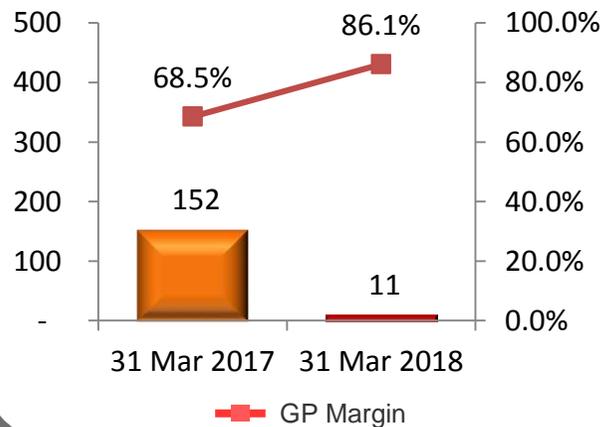
Revenues by Segment 1Q 2017



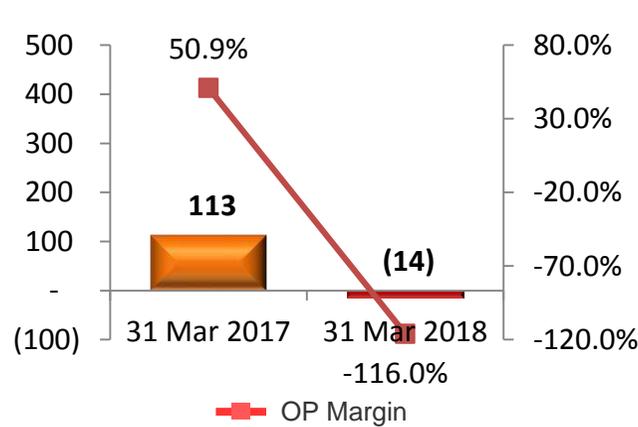
Revenues by Segment 1Q 2018



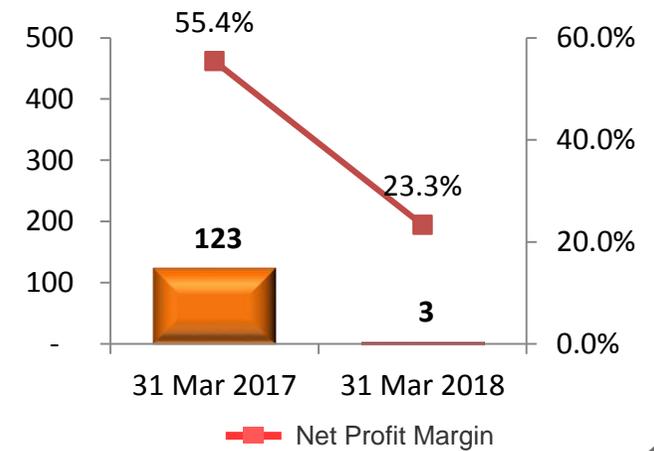
Gross Profit (in Rp Bn)



Operating Profit (in Rp Bn)



Net Profit (in Rp Bn)

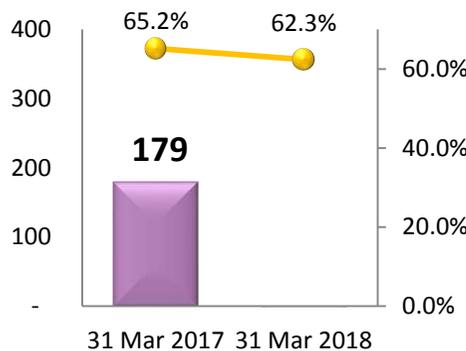


KEY FINANCIAL INFORMATION



Revenues by Segment

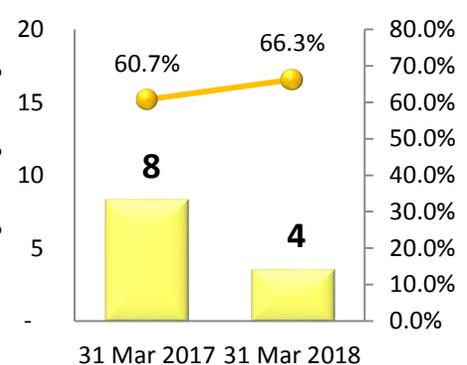
Industrial



■ SALES in Rp Bn
● Gross Profit Margin

Negative industrial sales revenues due to cash return on excessive land area after remeasurement

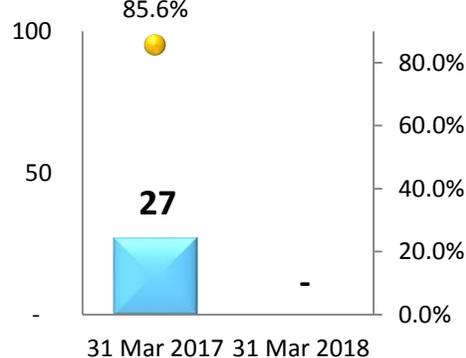
Residential



■ SALES in Rp Bn
● Gross Profit Margin

Increasing gross profit margin on residential segment

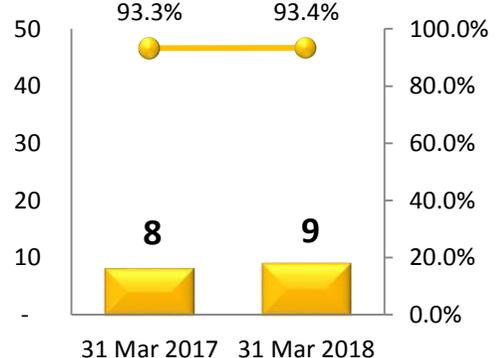
Commercial



■ SALES in Rp Bn
● Gross Profit Margin

No commercial sales was recorded in 1Q 2018

Rental & Hotel



■ Rental & Hotel in Rp Bn
● Gross Profit Margin

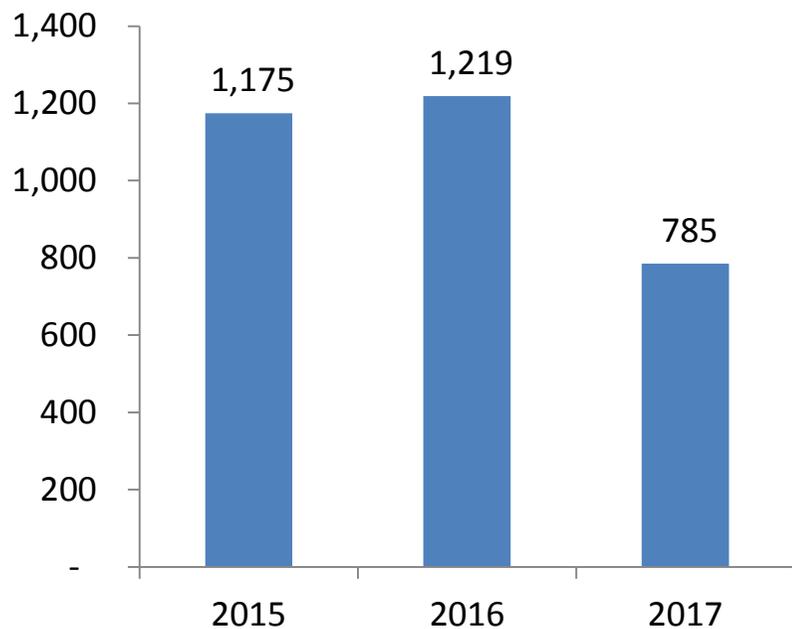
Consistent revenues on rental factory and hotel / serviced apartment

KEY FINANCIAL INFORMATION

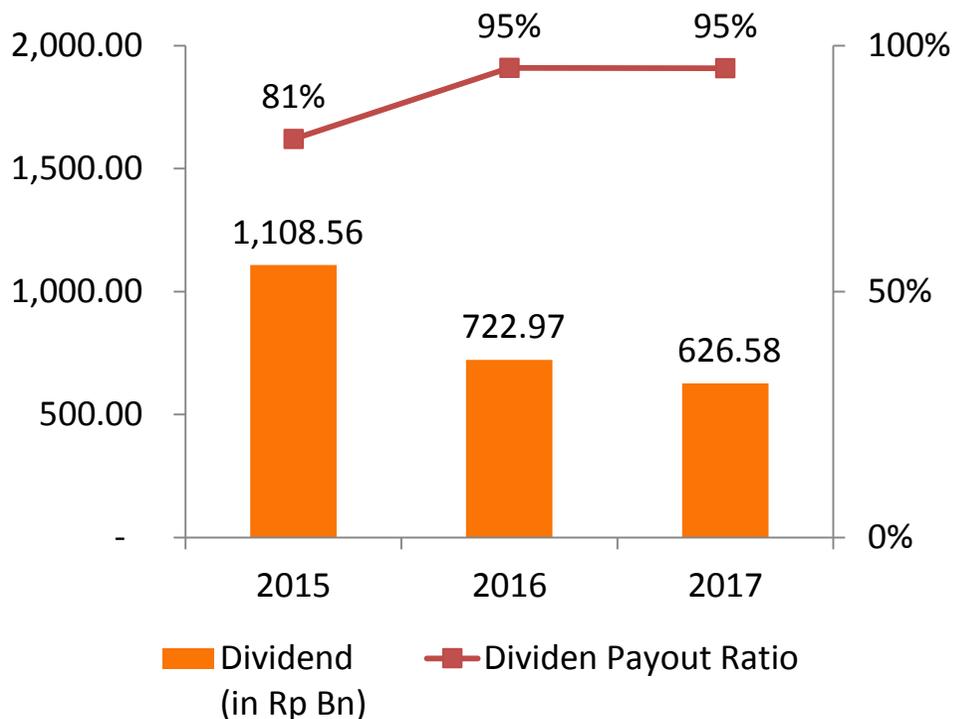


Optimum Return for Shareholders

Cash and Cash Equivalent (in Rp Bn)



Historical Dividend by Fiscal Year



Solid Financial Position

- The Company currently does not have any debt / loan.
- The Company has distributed interim cash dividend for 2017 fiscal year of Rp 313 billion on December 13, 2017.
- The Company will distribute another cash dividend for 2017 fiscal year of Rp 313 billion on May 24, 2018.
- The Company's net cash position as of 31 Mar 2018 was Rp 603 billion.

KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Mar 2018	Mar 2017
Revenues	12	222
Gross Profit	11	152
Selling Expenses	2	57
General and Administration Expenses	23	27
Final Tax	0.2	7
Operating Profit / (Loss)	(14)	113
Profit Before Tax	8	127
Total Profit for the Year	2.864	123.233
Profit for the Period Attributable to:		
Owners of the Company	2.853	123.226
Non-controlling Interests	0.011	0.006

Summary - Balance Sheet

Balance Sheet in Rp Bn	Mar 2018	Dec 2017
ASSETS		
Current Assets	3,504	3,536
Non Current Assets	3,945	3,935
Total Assets	7,449	7,471
LIABILITIES		
Current Liabilities	412	438
Non Current Liabilities	29	27
Total Liabilities	440	465
EQUITY		
Total Equity	7,009	7,006

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.kota-deltamas.com