

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**MARCH 2019 UNAUDITED RESULTS**



**Deltamas**

**APRIL 2019**  
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 IJ)**

**Project Title : Kota Deltamas**

**Project Description : Industrial-based Modern Integrated Township**

**Location : Jalan Tol Jakarta-Cikampek KM 37, Cikarang Pusat, Bekasi**

**Total Area : ± 3,181 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 Industrial Center ("GIIC")



- Listed in IDX



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

1993

1996

2001

2002

2004

2008

2012

2015

2017

2018

- 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)



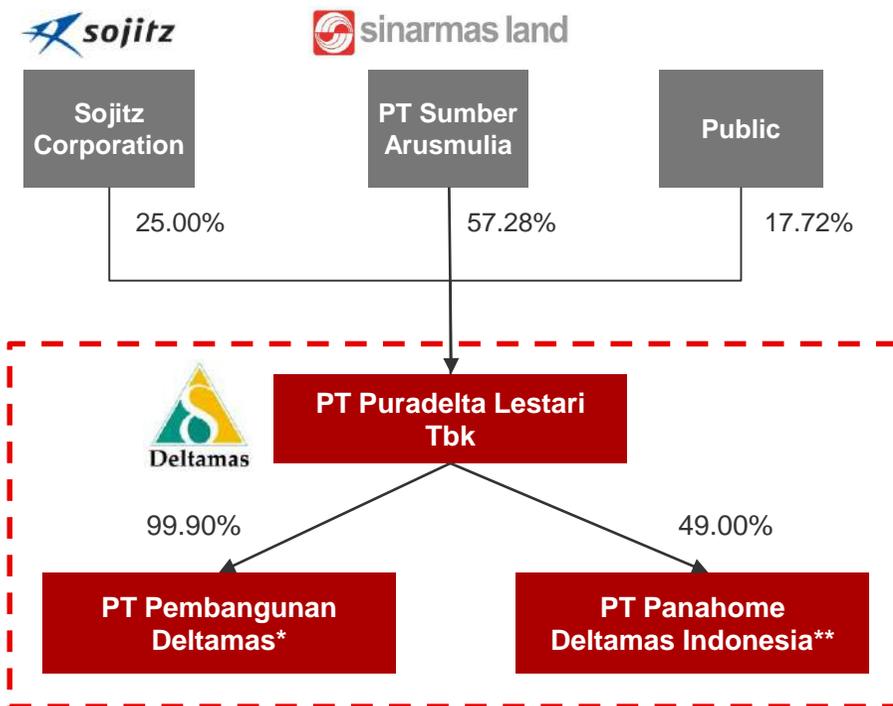
# COMPANY OVERVIEW

## 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

## LOCATION



### AUTO INDUSTRY CONCENTRATION



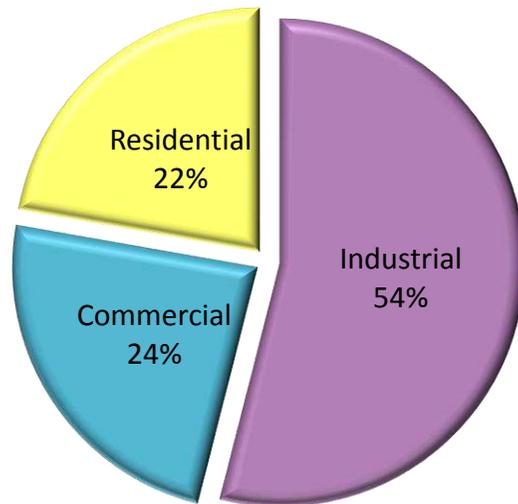
# COMPANY OVERVIEW

## DEVELOPMENT AREA AND LAND BANK



### Solid Master Plan with Large Land Bank

#### Area Development Plan



Total Gross Area = 3,181 Ha

#### Land Bank Update (31 Mar 2019)

As of Mar 2019 (Ha)	Industrial	Commercial	Residential	Total
<b>Total Area</b>	<b>1,718</b>	<b>757</b>	<b>706</b>	<b>3,181</b>
<b>Land Sold</b>	<b>1,237</b>	<b>273</b>	<b>193</b>	<b>1,703</b>
<b>Land Bank</b>	<b>480</b>	<b>484</b>	<b>514</b>	<b>1,478</b>



### 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
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Operating
Astra Honda Motor	~ 38 Ha	2016	Under Construction
Maxxis	~ 35 Ha	2014	Under Construction



GIIC Entrance Gate

# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



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



#### Auto and Auto Related



#### Logistics



#### Food & Beverage / Related



#### Others



## Development of Commercial Area

### Commercial Products: Commercial Lot, Shophouses, Others

#### Existing Commercial & Public Facilities

Office



Restaurant



Shophouses



Hotel



School & University



Serviced Apartment



Sport Centre



Gov't Centre



#### Upcoming Development

Commercial Centre



Clinic & Hospital



Mall



- Cikarang Japanese School has started the operation since April 2019. It is providing education facilities for the kids of Japanese expatriates. The presence of Cikarang Japanese School is expected to attract Japanese expatriates to live in Kota Deltamas and subsequently boost the commercial activities.
- SMK Ananda Mitra Industri Deltamas has been built and operating in Kota Deltamas
- A chain restaurant is operating in Kota Deltamas commercial area
- Several commercial tenants has purchased land in Kota Deltamas for hospital, gas station, etc.



## 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

- DMAS is collaborating with **Panahome Asia Pacific Pte. Ltd.**, a real estate company under Panasonic Group, to develop a residential estate with the concept of sustainable smart town in Kota Deltamas
- In 2018, DMAS launched residential cluster of Naraya Park, located strategically nearby GIIC industrial estate.

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



OPERATIONAL UPDATES

## 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



## Development of Residential Estate

### Naraya Park Residential Cluster



**KOTA DELTAMAS**  
Business & Lifestyle City

**START FROM**  
Rp **380** an Jt

tipe 30/50

Naraya Park berada di daerah segitiga emas Kota Deltamas dekat dengan kawasan industri GIIC, area komersial dan pusat pemerintahan Kabupaten Bekasi. Naraya Park memiliki tiga tipe yakni tipe 30/50, tipe 50/48 dan tipe 56/60. Dengan gaya arsitektur minimalis, Naraya Park didesain untuk kenyamanan bagi setiap penghuninya.

**naraya park**

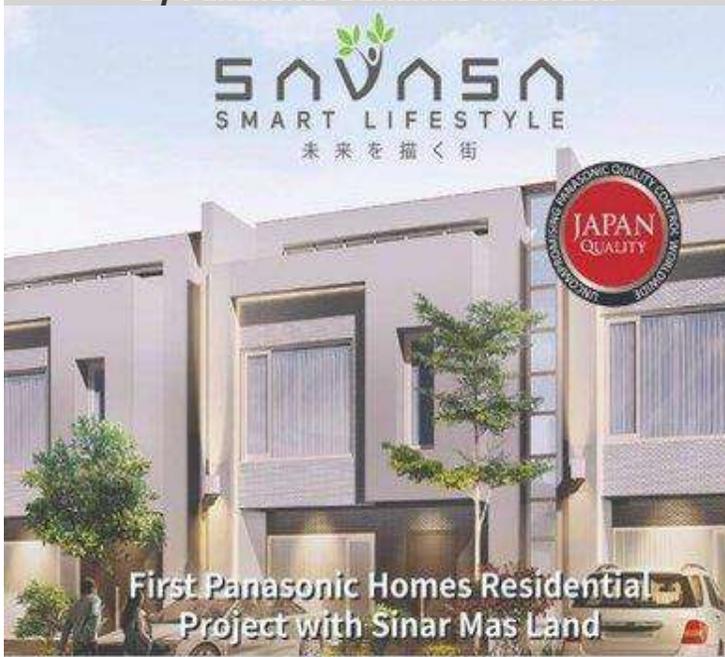
**CICILAN** mulai Rp **3** Jt-cn

**NUP Rp 2 Juta** (refundable)\*

Development by **sojitz** & **sinarmas land**

www.kota-deltamas.com

### Savasa Residential Estate by Panahome Deltamas Indonesia



**SAVASA**  
SMART LIFESTYLE  
未来を描く街

**JAPAN QUALITY**

First Panasonic Homes Residential Project with Sinar Mas Land

Joint development by:

**Panasonic** Homes & Living & **sinarmas land** Building for a better future

**EXIT TOL KM 37**  
Cikarang Pusat (Kota Deltamas)

## Cikarang Japanese School in Kota Deltamas



**Cikarang Japanese School in Kota Deltamas has been operating since April 2019. This is the first official Japanese School at Bekasi – Karawang – Purwakarta area.**

## Continuous CSR Activities

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

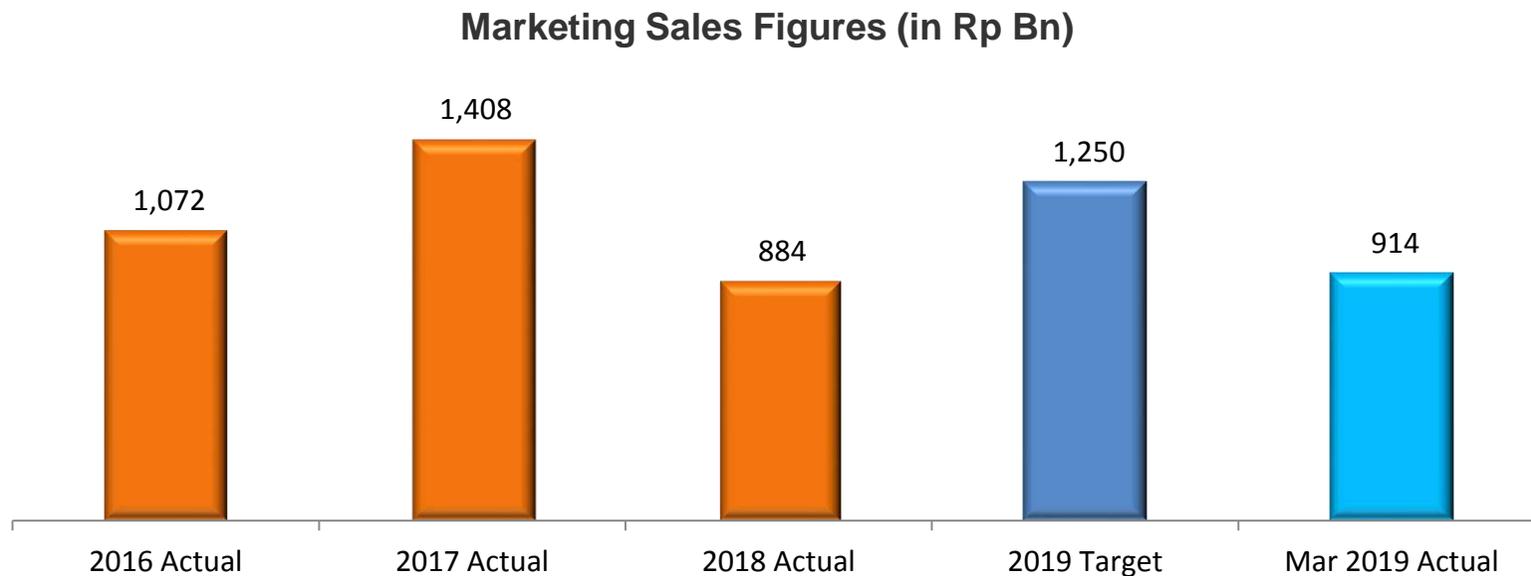




KEY FINANCIAL  
INFORMATION

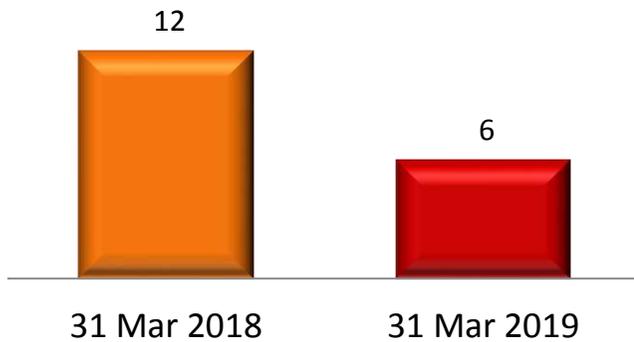
### Marketing Sales Achievement

Total marketing sales YTD Mar 2019 was Rp914 billion, with most contribution from commercial and industrial segment.

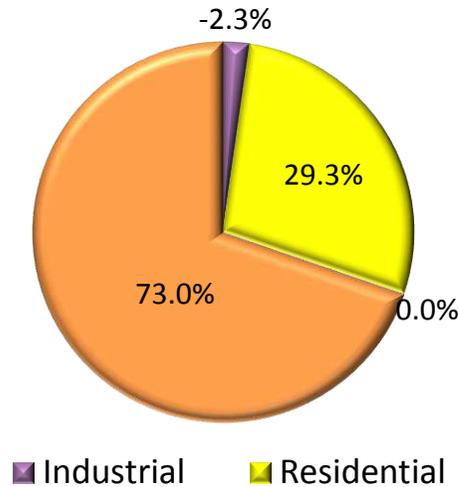


# KEY FINANCIAL INFORMATION

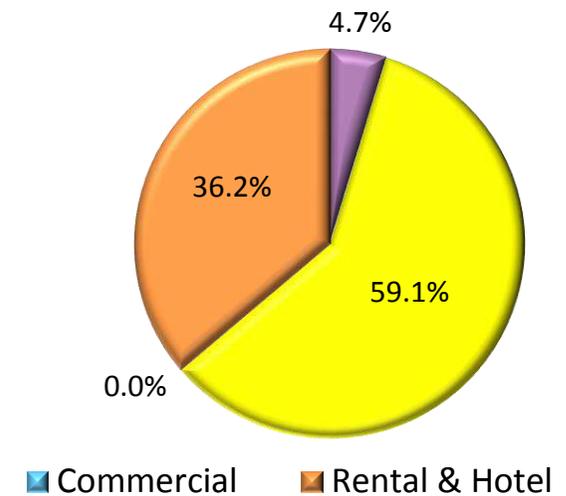
### Revenues (in Rp Bn)



### Revenues by Segment YTD Mar 2018

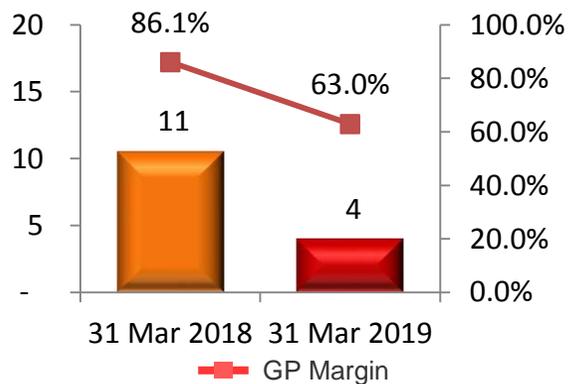


### Revenues by Segment YTD Mar 2019

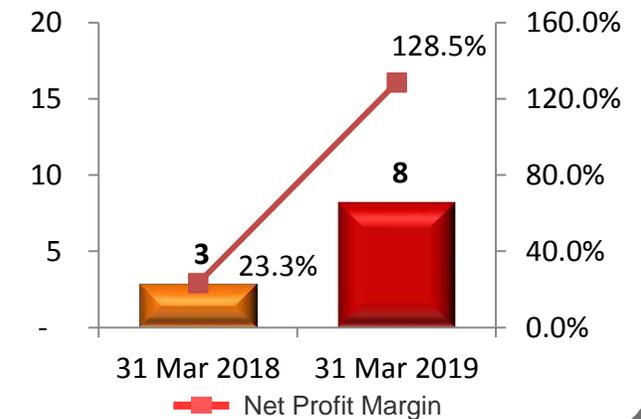
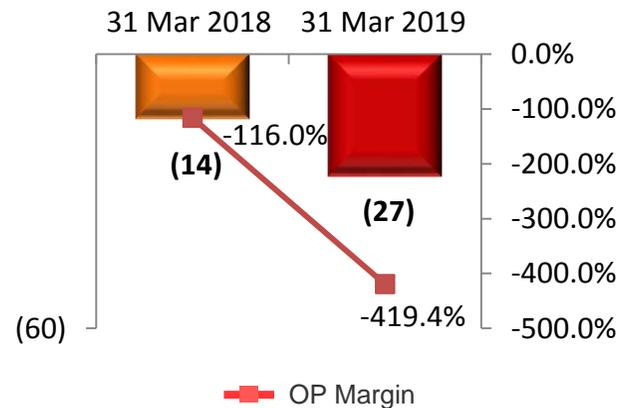


### Net Profit (in Rp Bn)

### Gross Profit (in Rp Bn)



### Operating Profit (in Rp Bn)

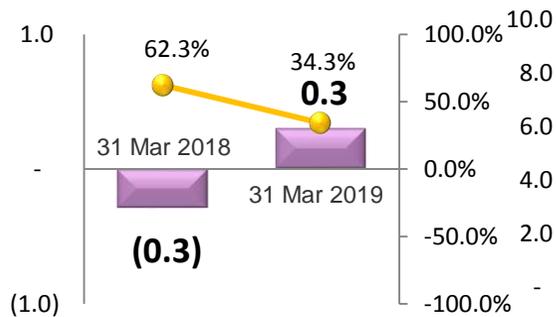


# KEY FINANCIAL INFORMATION

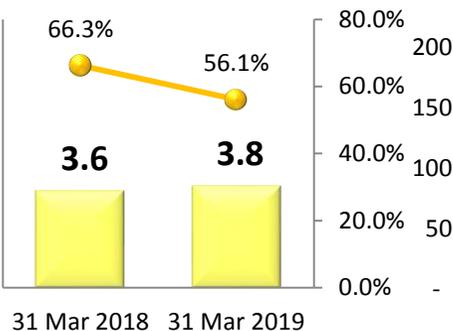


## Revenues by Segment

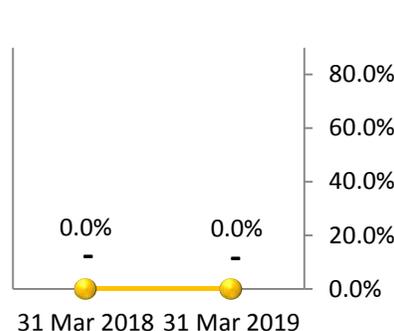
### Industrial



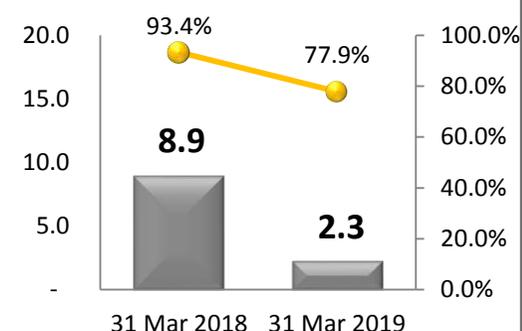
### Residential



### Commercial



### Rental & Hotel



SALES in Rp Bn Gross Profit Margin

SALES in Rp Bn  
Gross Profit Margin

SALES in Rp Bn  
Gross Profit Margin

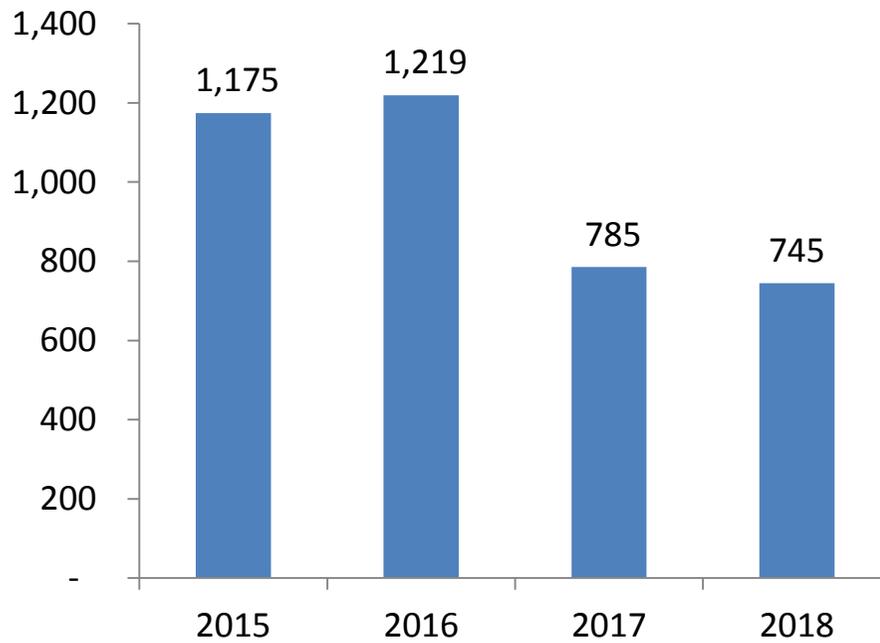
Rental & Hotel in Rp Bn  
Gross Profit Margin

# KEY FINANCIAL INFORMATION



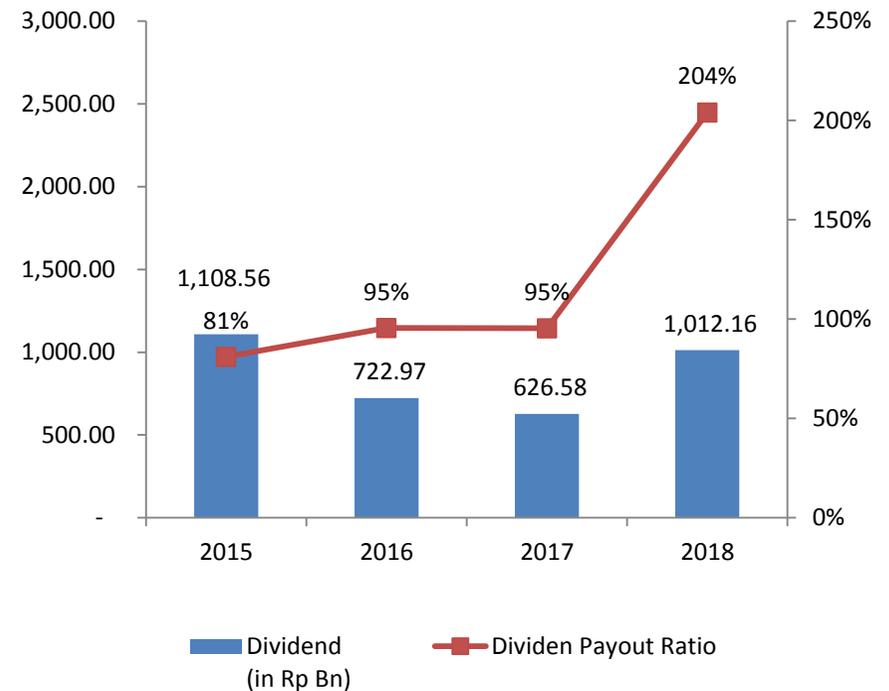
## Optimum Return for Shareholders

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



The Company is in stable net cash position and does not have any loan.

### Historical Dividend by Fiscal Year



# KEY FINANCIAL INFORMATION



## Summary - Income Statement

Income Statement in Rp Bn	Mar 2019	Mar 2018
Revenues	6	12
Gross Profit	4	11
Selling Expenses	3	2
General and Administration Expenses	27	23
Final Tax	0.3	0.2
Operating Profit / (Loss)	-27	-14
Profit Before Tax	16	8
Total Profit for the Period	8.2	2.9
Profit for the Period Attributable to:		
Owners of the Company	8.2	2.9
Non-controlling Interests	0.005	0.011

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Mar 2019	Dec 2018
<b>ASSETS</b>		
Current Assets	4,261	3,568
Non Current Assets	3,942	3,932
<b>Total Assets</b>	<b>8,203</b>	<b>7,500</b>
<b>LIABILITIES</b>		
Current Liabilities	973	279
Non Current Liabilities	34	32
<b>Total Liabilities</b>	<b>1,006</b>	<b>312</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>7,197</b>	<b>7,189</b>

# THANK YOU

For Further Information:

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