

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
1H 2016 UNAUDITED RESULTS



JULY 2016
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 of 30 June 2016.

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 This presentation is not for publication, circulation or use in the United States and may not be transmitted or taken into the United States.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

01	COMPANY OVERVIEW	3
02	STRATEGIES AND UPDATES	14
03	KEY FINANCIAL INFORMATION	21



COMPANY OVERVIEW

COMPANY OVERVIEW

PT PURADELTA LESTARI TBK



One of Leading Integrated Township Developers at East of Jakarta

■ Integrated Property Developer

- Sourcing and acquiring land
- Design and development
- Project management
- Marketing, sales and commercial leasing
- Real estate management

■ Established in 1993

Our primary project: Kota Deltamas

- Kota Deltamas is a self-sustainable integrated township, servicing industrial, commercial, and residential customers.

■ Master Plan Total Area : 3,053 Ha

■ Gross Land Bank : 1,648 Ha



KOTA DELTAMAS
'Business & Lifestyle City'



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 Zone A of Greenland International Industrial Center ("GIIC") industrial area



- Commenced work on Zone C of GIIC

1993

1994

1996

2001

2002

2004

2008

2012

2013

2014

- 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



- Commenced work on Zone B and D of GIIC industrial area



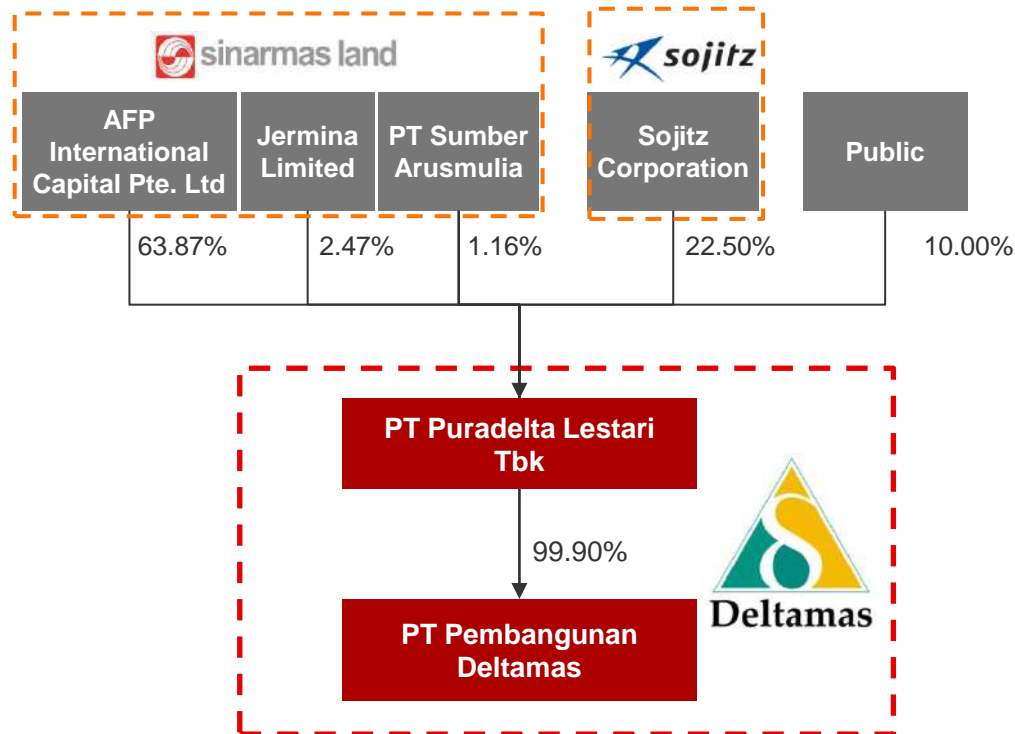
COMPANY OVERVIEW

SHAREHOLDING STRUCTURE



Strong Partnership between Sinarmas Land and Sojitz Corporation

Ownership Structure of the Company



- A part of the leading conglomerate in Indonesia
- Listed on the SGX
- Leading property developer in Indonesia, with multi-sector expertise across retail, residential, commercial and industrial



- General trading company with a worldwide network comprising over 500 group companies and operations in c. 50 countries and region
- Operates in nine business segments: automotive, aerospace & IT business, infrastructure & environment business, energy, metals & coal, chemicals, food & agriculture business, lifestyle commodities & materials, and retail division
- Sojitz is listed on the TSE

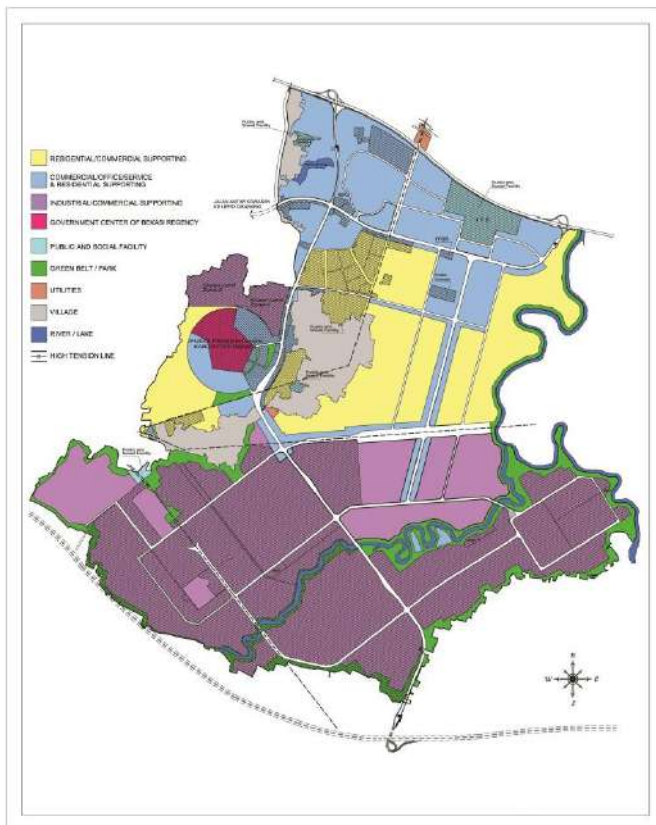
COMPANY OVERVIEW

KOTA DELTAMAS



Solid Master Plan with Large Land Bank

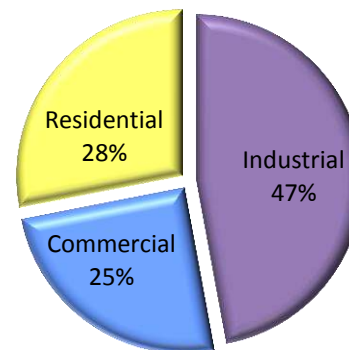
Land Allocation



Land Bank Update (30 Jun 2016)

As of Jun 2016 (Ha)	Industrial	Commercial	Residential	Total
Total Gross Area	1,440	757	856	3,053
Developed and Sold	1,007	245	153	1,405
Developed and Unsold	399	83	8	491
Undeveloped and Unsold	34	429	695	1,158
Gross Land Bank	433	512	703	1,648
Ratio	81%	63%	56%	65%
Net Saleable Land Bank	351	324	394	1,068

Area Development Plan



- One of the largest industrial land bank
- Flexibility to rezone its land bank
- Scope for land acquisition

Total Gross Area = 3,053 Ha

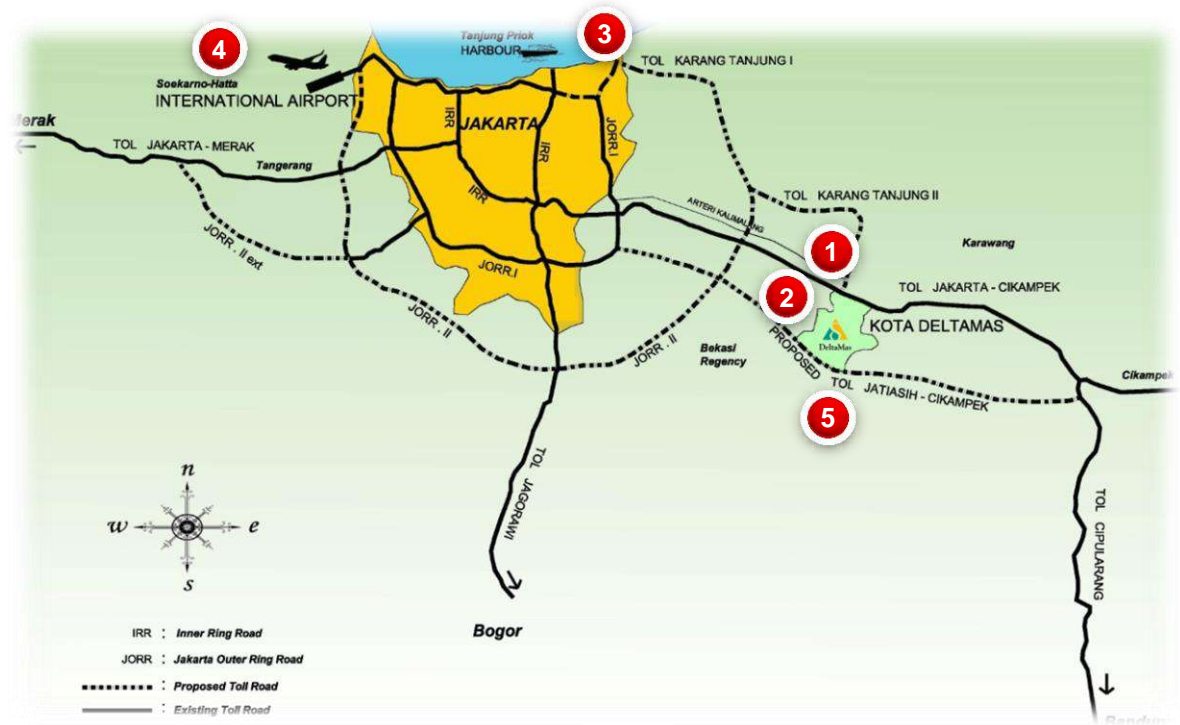
COMPANY OVERVIEW

KOTA DELTAMAS



Strategically Located along Major Toll Road of Jakarta - Cikampek

- 1 ☒ Direct Access to Jakarta-Cikampek toll road* 
- 2 ☒ Located at the epicenter of the industrial zone along Jakarta – Cikampek Toll Road 
- 3 ☒ ~50km from Jakarta's main international seaport – Tanjung Priok Seaport 
- 4 ☒ ~60km from Jakarta's only international airport – Soekarno-Hatta Airport 
- 5 ☒ Potential for a 2nd toll road between Jakarta & Bandung and an alternative toll road to Tanjung Priok Seaport



Jakarta-Cikampek toll road connects Jakarta to West Java and Central Java

COMPANY OVERVIEW

INDUSTRIAL ESTATE



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

Greenland International Industrial Center ("GIIC")



- Industrial estate with total gross area of 1,440 Ha
 - >83 number of customers in total
 - Most tenants are Japanese companies
 - Including light industrial area of standard factory buildings with gross area of c.74 Ha, generally used for warehouses or logistics
- **Suzuki** purchased 130ha of land to establish its factories
- **PT Kawasan Industri Terpadu Indonesia China (KITIC)** has purchased and is developing 200ha of land for industrial customers or customers from China



Suzuki



Takata



YKK



Nippon Express Logistics



Mitsui Soko



SGMW (construction)

- **PT Maxxis International Indonesia** purchased 35ha of land for tyre manufacturing
- **Mitsubishi Motors** has purchased 51ha of land to establish its factories
- **SAIC GM Wuling** has purchased 60ha of land to establish its factories

COMPANY OVERVIEW

INDUSTRIAL ESTATE



Attracting a Diverse Mix of Customers across the Various Sectors



Automobile



Automobile manufacturer



Automobile manufacturer



Automobile manufacturer



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

COMPANY OVERVIEW

COMMERCIAL AND RESIDENTIAL ESTATE



Development of Commercial Area

- Total Gross Development Commercial Area of 757 Ha, including clusters of “shop houses” and other commercial zone developments:
 - Government center (Bekasi Regency Government Center)
 - Tertiary Educational Institution (ITSB)
 - Future Shopping Mall – AEON Group entered into agreement with Kota Deltamas to develop a large scale shopping mall on a 20 Ha area
 - Hospitality – including hotels and serviced apartments



**Bekasi Regency
Government Center**



**Educational
Institution**



Sport Centre



**Hotel and
Serviced Apartment**

COMPANY OVERVIEW

COMMERCIAL AND RESIDENTIAL ESTATE



Development of Residential Area

- Total Gross Development Residential Area of 856 Ha, consist of individual landed units that are built in residential clusters
- Previously focused on mid-price range, moving forward planning to include middle to high-end housing
- Units are built to sell – construction of each unit in the cluster will commence upon receipt of a down payment
- Different building specification catering to multiple pricing points



**Housing in
Clusters**



Club House



**Residential
Facilities**

COMPANY OVERVIEW

SUPPORTING INFRASTRUCTURE AND UTILITIES



World-class Infrastructure to Support Integrated Township Development

Environmental awareness

- Allocated common area space for greenery



- Waste water treatment plants



- Screening of industrial customers

Access to Jakarta-Cikampek toll road

- Direct access to toll road



- Three lanes wide primary arterial road



International standard infrastructure

- Water treatment plants



- PLN premium power supply line + 60MW sub station

- Telecommunication and fiber optic cable services

World class estate planning and design

- Lend Lease (Australia)
- Nippon Koei (Japan)
- UG Sekkei Co.Lt (Japan)
- Gibb Transport Planning Reading (Jakarta)
- Doxiadis Associates (Greece)

Lend Lease



NIPPON KOEI





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



OPERATIONAL UPDATES

NEW INITIATIVES AND PIPELINE PROJECTS



Launching of Greenland Square to boost 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.

OPERATIONAL UPDATES NEW INITIATIVES AND PIPELINE PROJECTS



New Serviced Apartment will be operating on August 2016



Le Premier Kota Deltamas

A serviced apartment strategically located in Kota Deltamas commercial centre area targeting professionals reside in Cikarang area.

126 units are available to cater accomodation demand in line with strong growth of industrial activities in Kota Deltamas area

OPERATIONAL UPDATES

NEW INITIATIVES AND PIPELINE PROJECTS



Rental factory development



Rental Factories

4 units of rental factories in form of standard factory buildings has been built and developed as investment alternative for business activities in Kota Deltamas area.

OPERATIONAL UPDATES

NEW INITIATIVES AND PIPELINE PROJECTS



New AEON Mall expected to operate in 2018



AEON Mall Kota Deltamas (future development)

AMSL Deltamas has purchased 20 ha commercial land in Kota Deltamas for the future AEON Mall development. The shopping centre / mall is expected to operate in 2018 to cater the lifestyle needs of people in Cikarang and Bekasi .

Marketing sales closer to target

- During 1H 2016, the Company managed to achieve marketing sales of around Rp 232 billion or equal to 11.0 Ha of land, mostly from industrial segment.
- The Company is targetting 50 Ha marketing sales from its industrial segment.



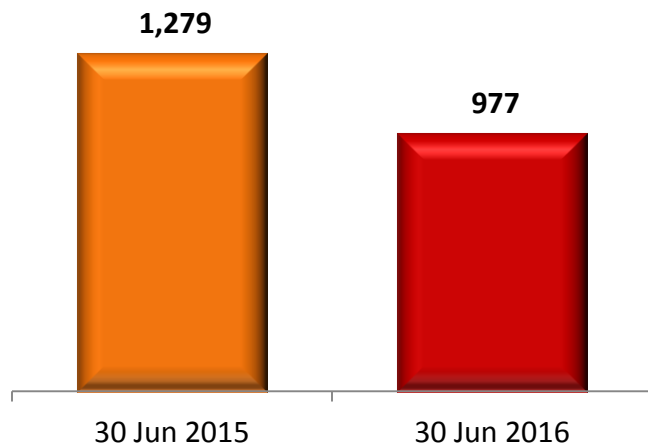


KEY FINANCIAL INFORMATION

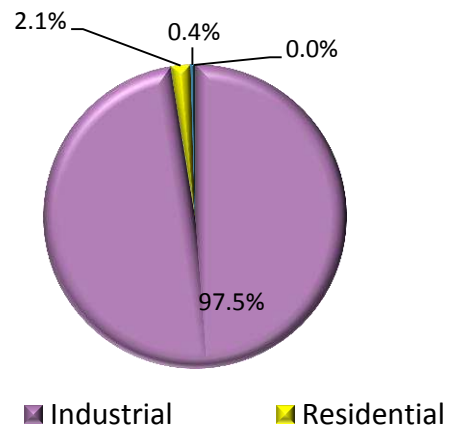
KEY FINANCIAL INFORMATION



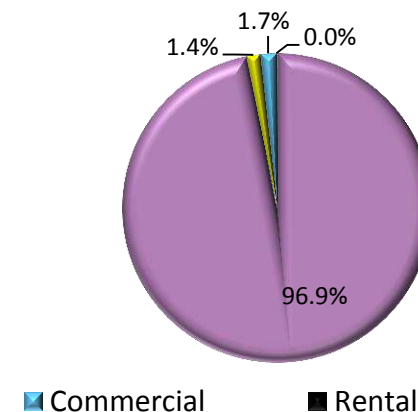
Revenues (in Rp Bn)



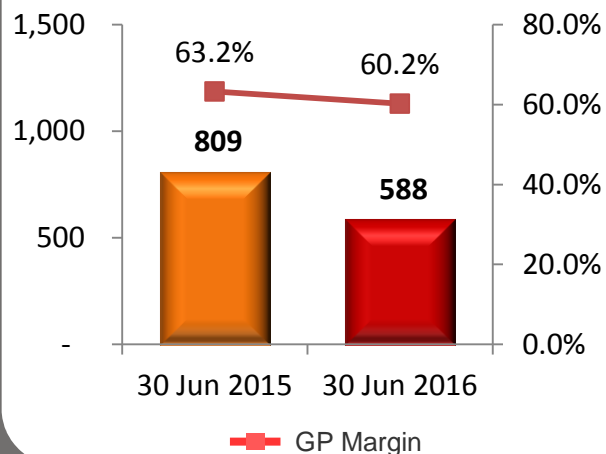
Revenues by Segment
30 Jun 2015



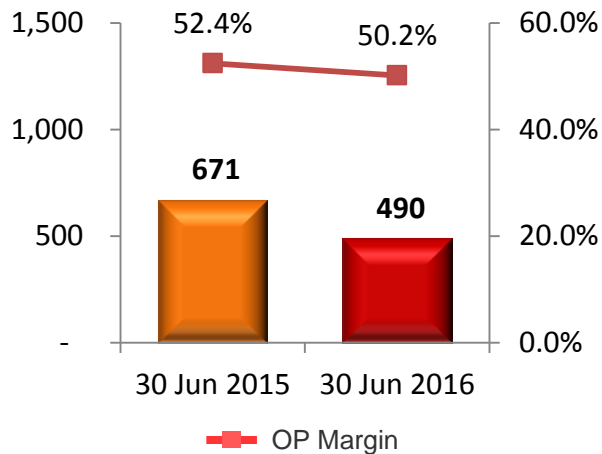
Revenues by Segment
30 Jun 2016



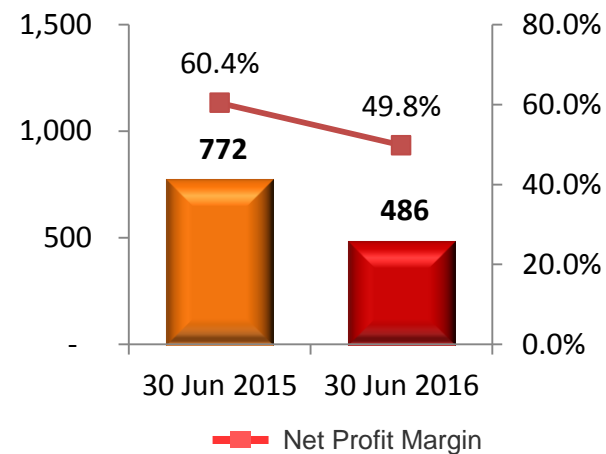
Gross Profit (in Rp Bn)



Operating Profit (in Rp Bn)



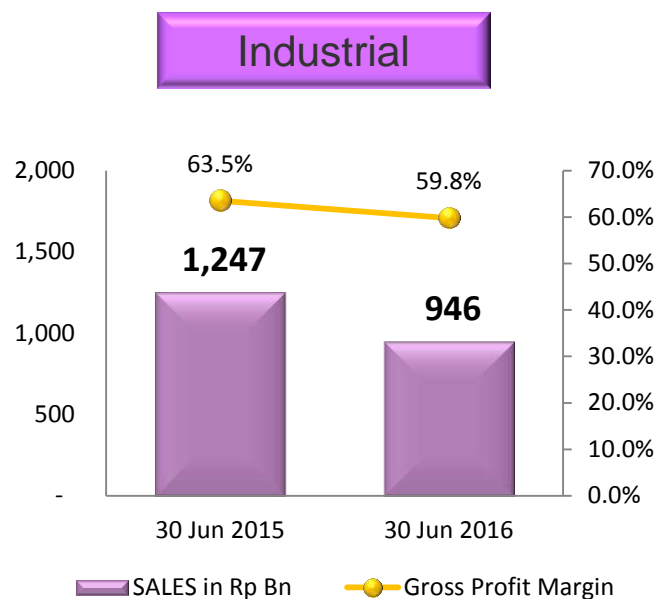
Net Profit (in Rp Bn)



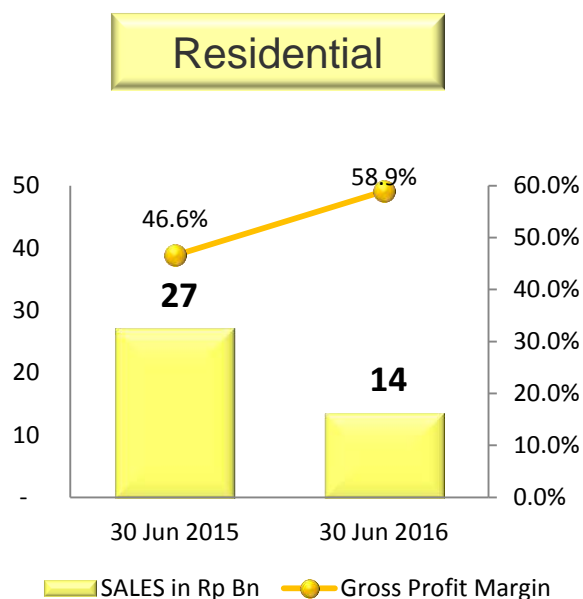
KEY FINANCIAL INFORMATION



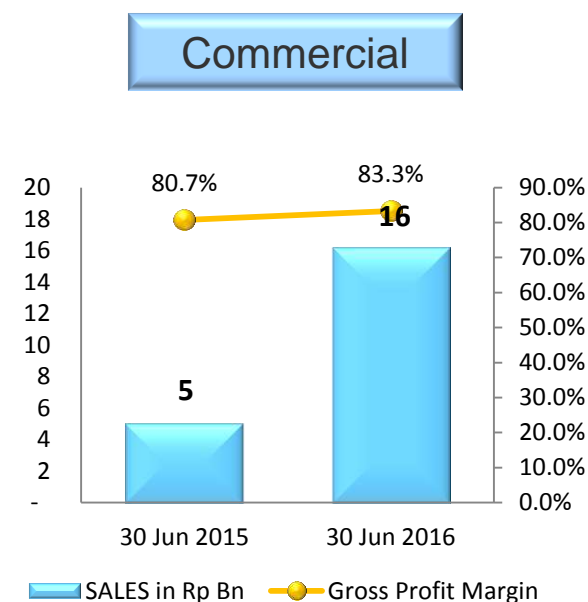
Revenues by Segment



The Company booked sales to SAIC and Mitsubishi in 1H 2016. Declining margin was due to increasing development cost.



The Company booked higher gross profit margin of residential segment in 1H 2016 due to increasing selling price.



The Company is actively developing its commercial area and managed to record Rp 16 billion sales in 1H 2016 with higher margin compared to the same period last year.

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 30 June 2016 is around Rp 745 billion with net cash to equity ratio of 10%.

KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Jun 2015	Jun 2016
Revenues	1,279	977
Gross Profit	809	588
Selling Expenses	45	13
General and Administration Expenses	29	36
Final Tax	64	49
Operating Profit	671	490
Profit Before Tax	777	496
Total Profit for the Period	772	486
Profit for the Period Attributable to:		
Owners of the Company	772	486
Non-controlling Interests	0.0	0.3

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2015	Jun 2016
ASSETS		
Cash and Cash Equivalent	1,175	745
Current Assets	4,495	3,987
Non Current Assets	3,512	3,361
Total Assets	8,007	7,348
LIABILITIES		
Current Liabilities	829	213
Non Current Liabilities	17	19
Total Liabilities	847	231
EQUITY		
Total Equity	7,161	7,117

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	: finance@deltamas.co.id ricardo@deltamas.co.id
Website	: www.kota-deltamas.com