

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



**Deltamas**

**JULY 2017**  
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 June 2017.

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 This presentation is not for publication, circulation or use in the United States and may not be transmitted or taken into the United States.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>STRATEGIES AND UPDATES</b>	<b>17</b>
<b>03</b>	<b>KEY FINANCIAL INFORMATION</b>	<b>23</b>



## 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

- 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



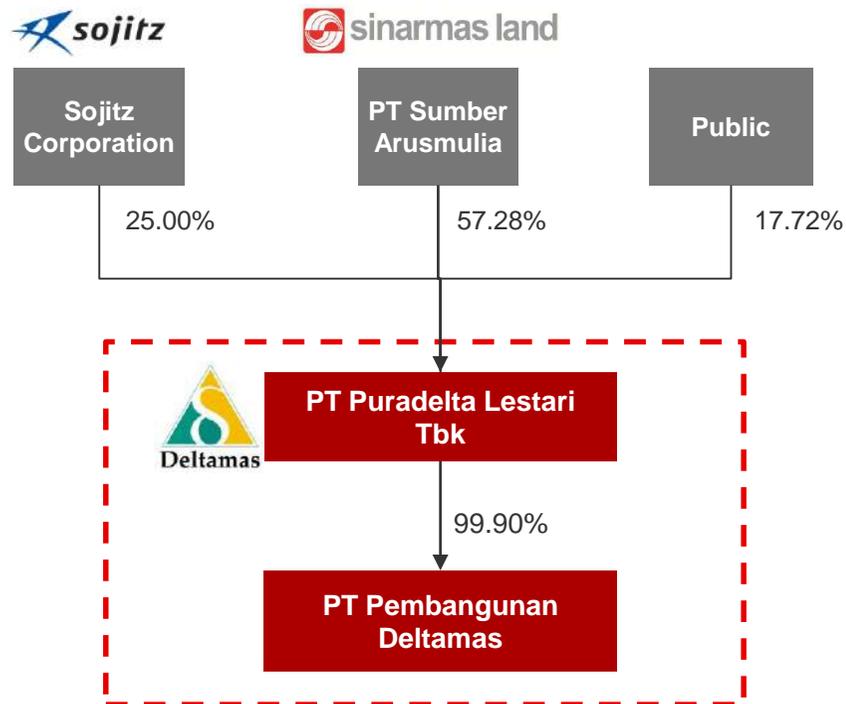
# COMPANY OVERVIEW

## 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

# 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)

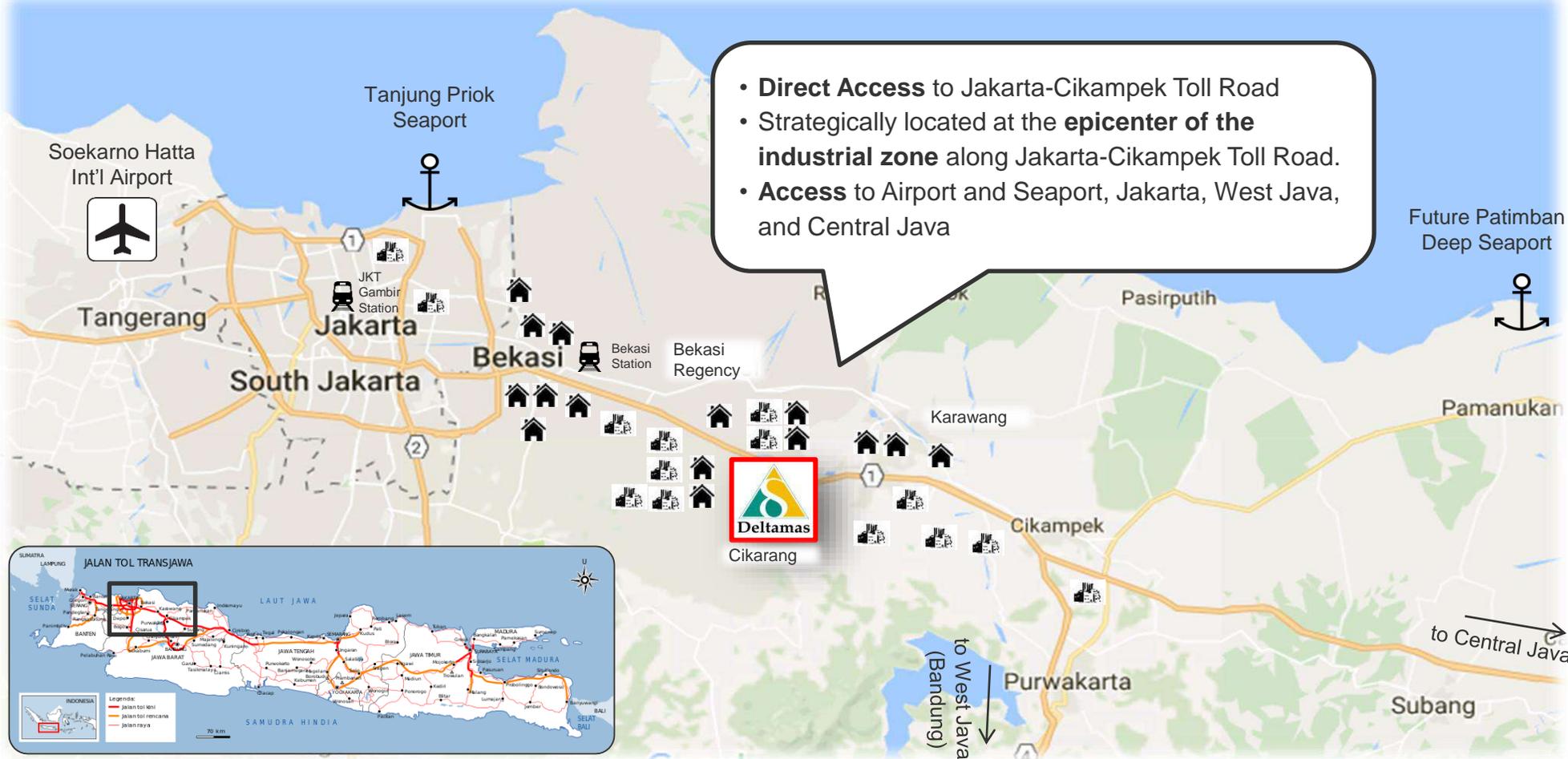
- Jakarta-Cikampek Toll Road connects Jakarta to Central Java and West Java and is an important part of Trans Java Toll Road Plan.
- The toll road also connects to international airport and seaport in Greater Jakarta.
- It is the busiest toll road with highest traffic volume in Indonesia.
- Dubbed as 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





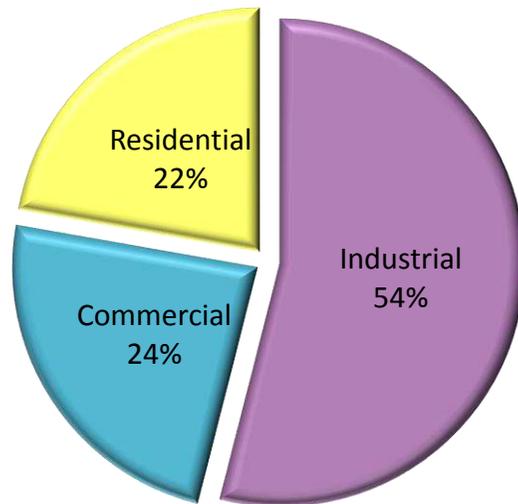
# COMPANY OVERVIEW

## DEVELOPMENT AREA AND LAND BANK



### Solid Master Plan with Large Land Bank

#### Area Development Plan



Total Gross Area = 3,177 Ha

#### Land Bank Update (30 Jun 2017)

As of Jun 2017 (Ha)	Industrial	Commercial	Residential	Total
<b>Total Gross Area</b>	<b>1,713</b>	<b>757</b>	<b>706</b>	<b>3,177</b>
<b>Land Sold</b>	<b>1,163</b>	<b>248</b>	<b>156</b>	<b>1,567</b>
<b>Gross Land Bank</b>	<b>551</b>	<b>509</b>	<b>550</b>	<b>1,610</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

# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



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

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



- ~ 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	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



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

# COMPANY OVERVIEW

## COMMERCIAL ESTATE



## 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 (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

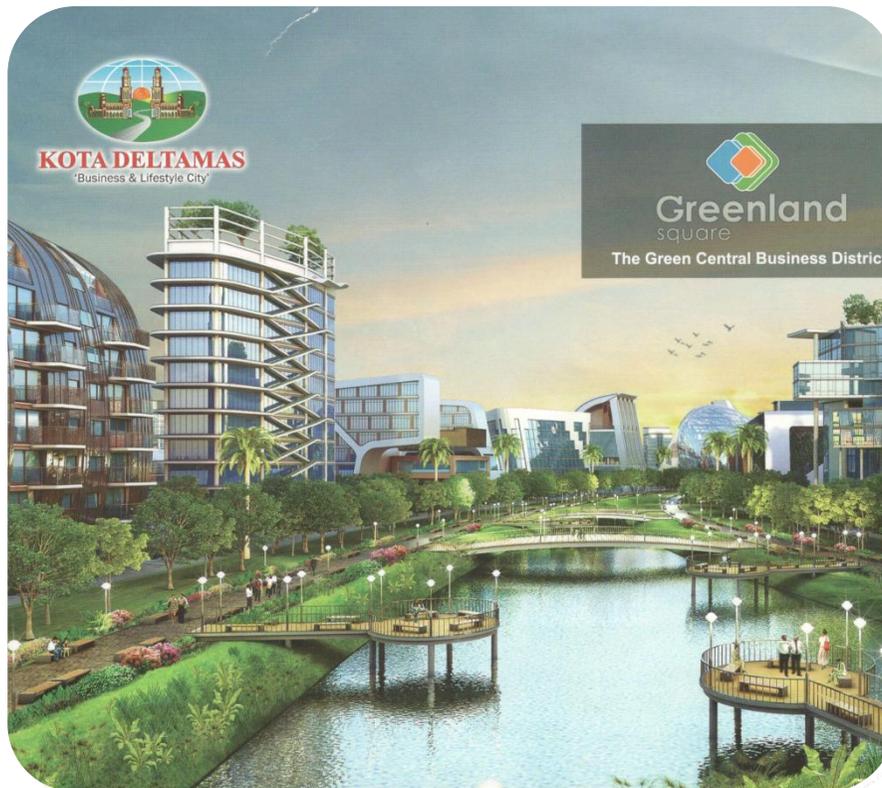


### Le Premier Serviced Apartment

- 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

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>720</b>	<b>1,506</b>

- Marketing Sales are mostly contributed by industrial land sales, and supported by residential and commercial products.
- YTD Jun 2017, the Company sold 36 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

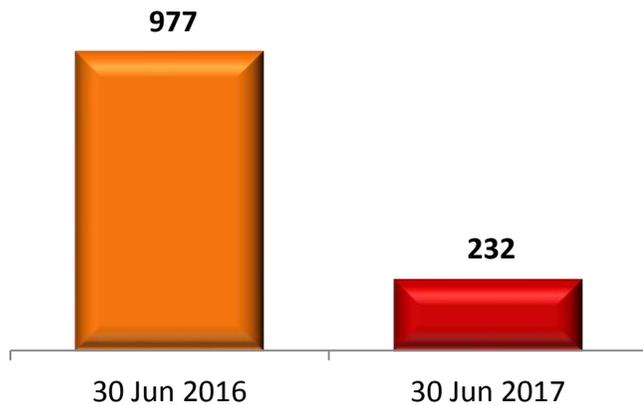
The Company plans to spend Rp 800-900 billion for infrastructure development and possible land acquisition



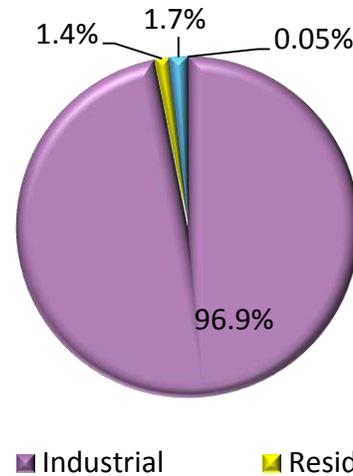
KEY FINANCIAL  
INFORMATION

# KEY FINANCIAL INFORMATION

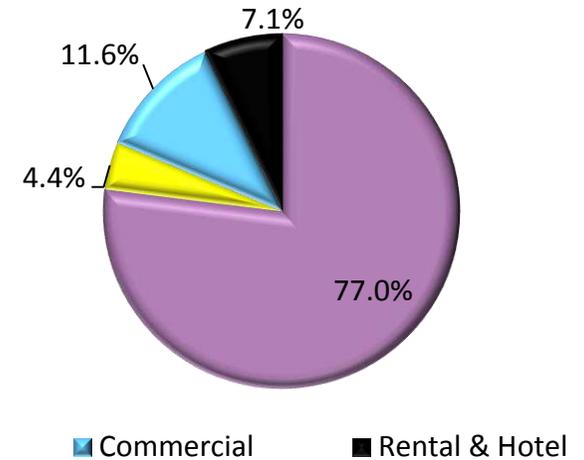
### Revenues (in Rp Bn)



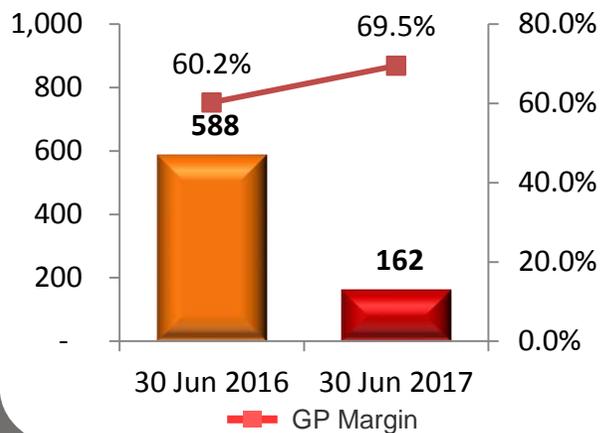
### Revenues by Segment 30 Jun 2016



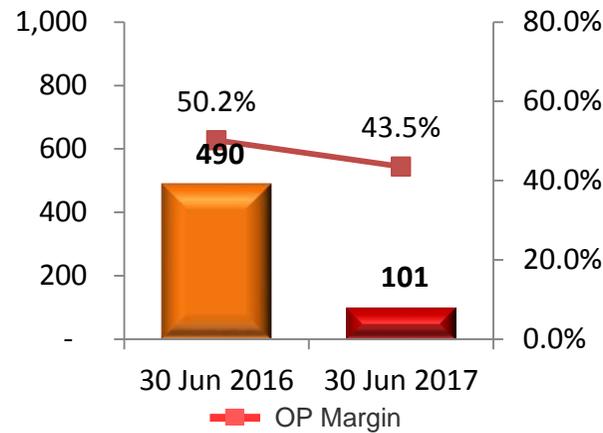
### Revenues by Segment 30 Jun 2017



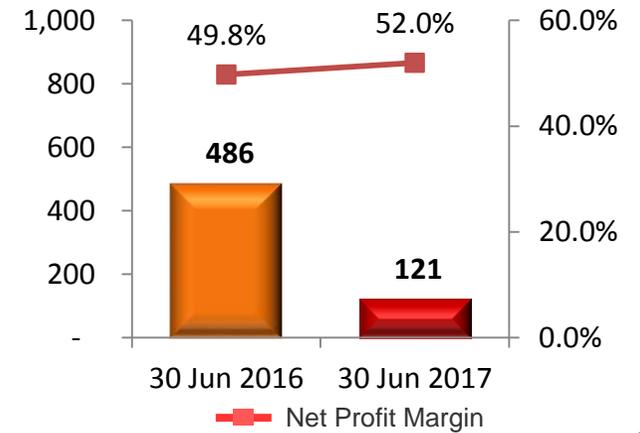
### Gross Profit (in Rp Bn)



### Operating Profit (in Rp Bn)

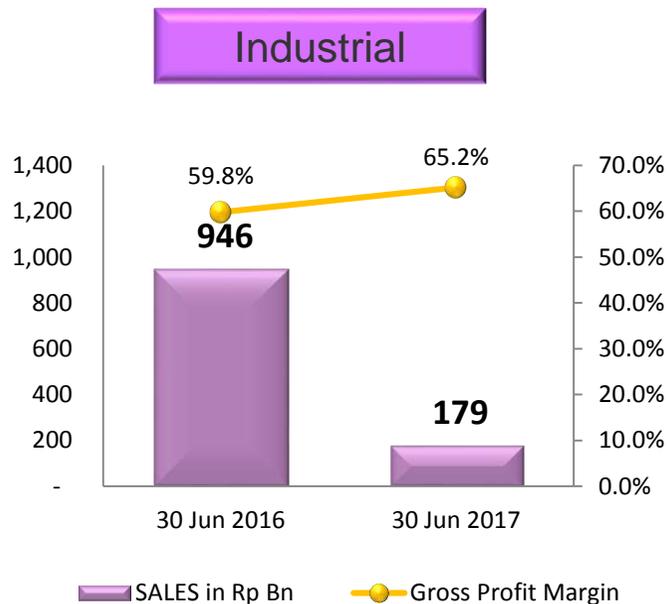


### Net Profit (in Rp Bn)

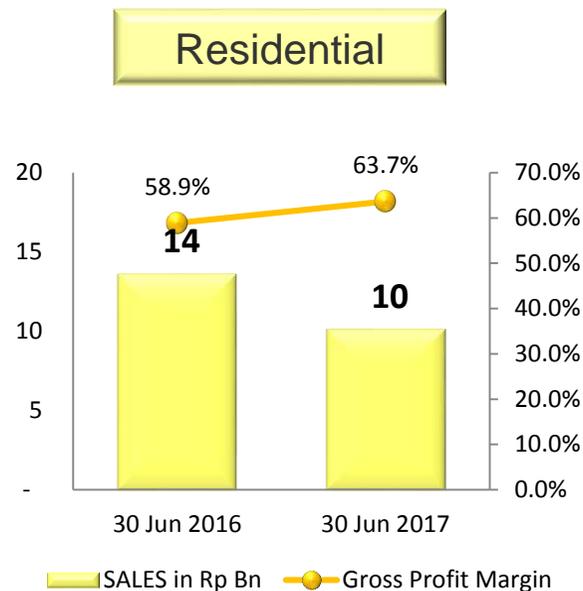


# KEY FINANCIAL INFORMATION

## Revenues by Segment



The Company booked bulky sales from PT SAIC International Indonesia and PT Mitsubishi Motors Krama Yudha Indonesia and created a strong base in periode of 30 Jun 2016. The revenues may fluctuate due to nature of the industrial land business. On the other hand, the gross profit margin increased from 59.8% to 65.2%.



The Company booked higher gross profit margin of residential segment from 58.9% to 63.7% due to increasing selling price.



The Company is actively developing its commercial area and managed to record Rp 27 billion sales in periode of 30 Jun 2017.

## Solid Financial Position

- The Company currently does not have any debt / loan.
- The Company distributed total cash dividend for fiscal year 2016 of Rp 723 billion in May 2017.
- The Company's net cash position as of 30 Jun 2017, after distributing cash dividend, is Rp 469 billion.

# KEY FINANCIAL INFORMATION



## Summary - Income Statement

Income Statement in Rp Bn	Jun 2016	Jun 2017
Revenues	977	232
Gross Profit	588	162
Selling Expenses	13	7
General and Administration Expenses	36	47
Final Tax	49	7
Operating Profit	490	101
Profit Before Tax	496	126
Total Profit for the Period	486	121
Profit for the Period Attributable to:		
Owners of the Company	486	121
Non-controlling Interests	0.30	0.01

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2016	Jun 2017
<b>ASSETS</b>		
Current Assets	3,714	3,166
Non Current Assets	4,090	4,114
<b>Total Assets</b>	<b>7,804</b>	<b>7,280</b>
<b>LIABILITIES</b>		
Current Liabilities	395	472
Non Current Liabilities	20	21
<b>Total Liabilities</b>	<b>415</b>	<b>493</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>7,388</b>	<b>6,786</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  
Fax : +62 21 8997 2029  
Email : [finance@deltamas.co.id](mailto:finance@deltamas.co.id)  
[ricardo@deltamas.co.id](mailto:ricardo@deltamas.co.id)  
Website : [www.kota-deltamas.com](http://www.kota-deltamas.com)