

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



**OCTOBER 2017**  
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

- 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



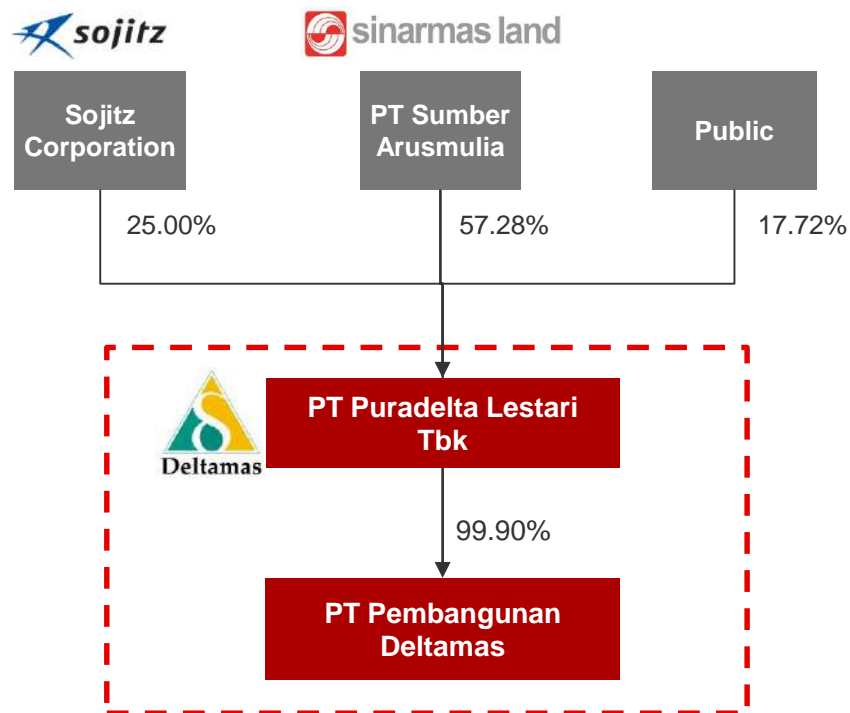
# COMPANY OVERVIEW

## 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



- |                                       |                                 |
|---------------------------------------|---------------------------------|
| <b>A</b> Jakarta, Indonesia's capital | <b>D</b> Bandung, West Java     |
| <b>B</b> Bekasi Regency, West Java    | <b>E</b> Semarang, Central Java |
| <b>C</b> Cikampek, West Java          | <b>F</b> 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.

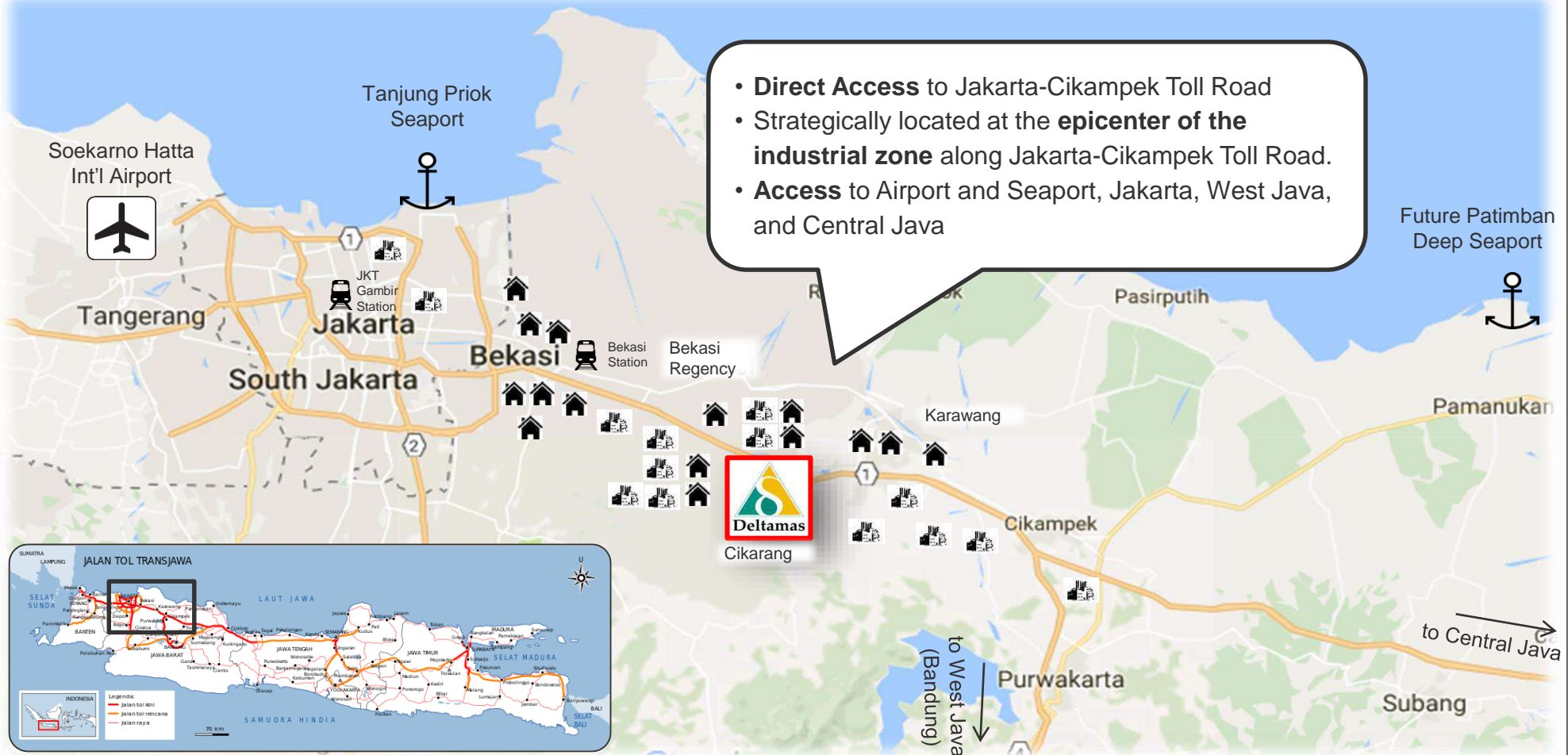


# COMPANY OVERVIEW

## LOCATION



### KOTA DELTAMAS' STRATEGIC LOCATION

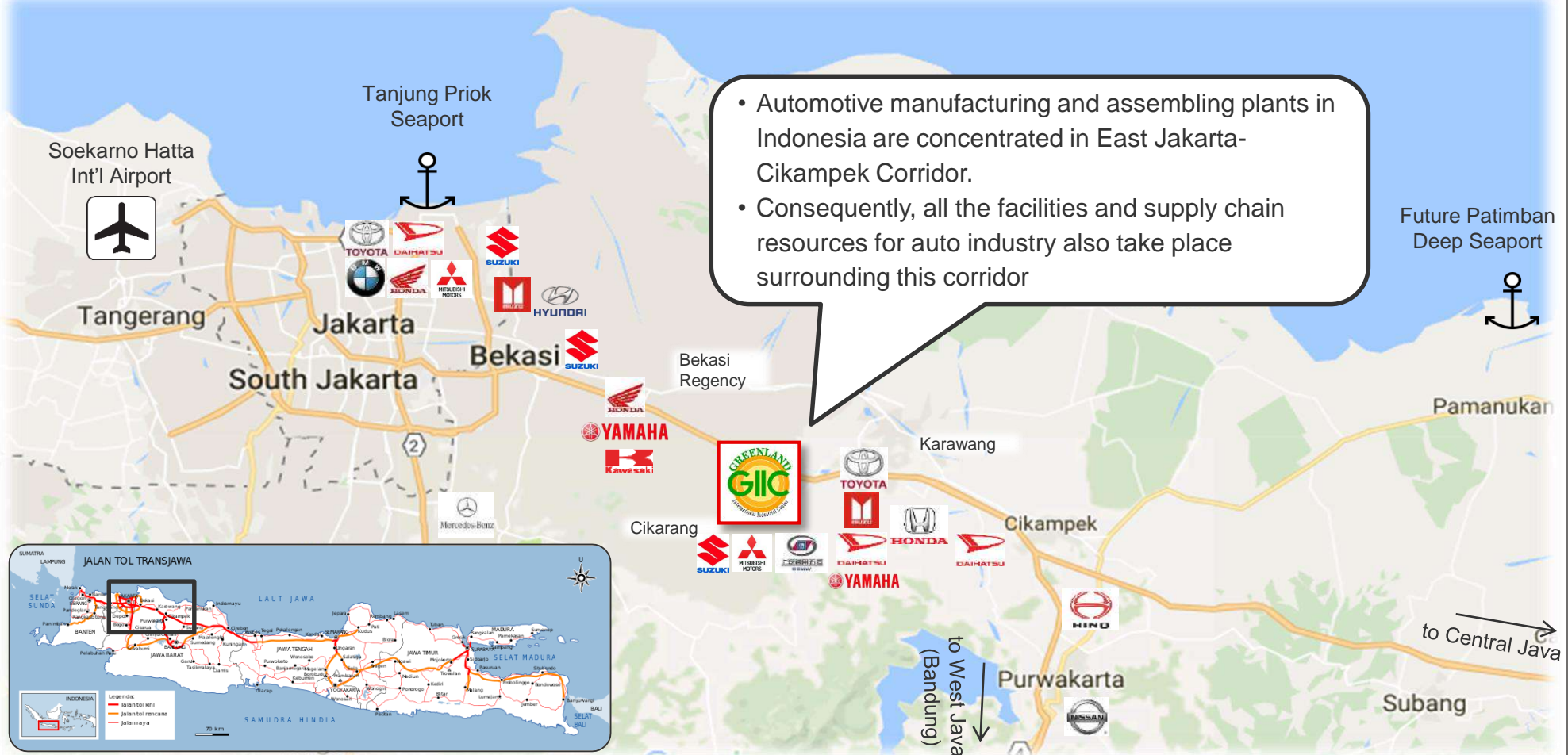


# COMPANY OVERVIEW

## LOCATION



### AUTO INDUSTRY CONCENTRATION



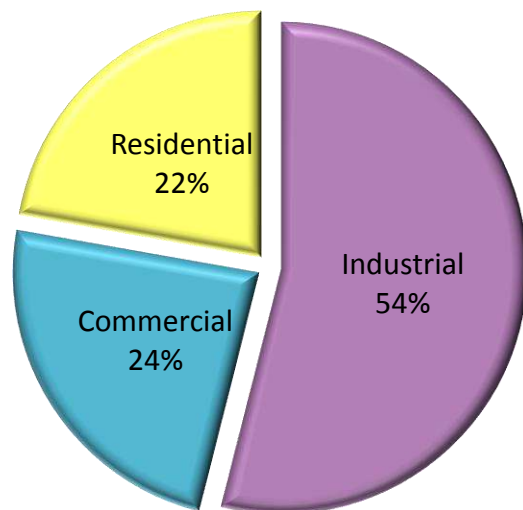
# COMPANY OVERVIEW

## 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 Sep 2017)

As of Sep 2017 (Ha)	Industrial	Commercial	Residential	Total
Total Gross Area	1,714	757	706	3,177
Land Sold	1,163	251	156	1,569
Gross Land Bank	551	507	550	1,608



# 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



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 ESTATE



## Development of Commercial Area

### EXISTING COMMERCIAL & PUBLIC FACILITIES

**Offices**



**Restaurants**



**Resorts**



**Hotel**



**Svcd. Apartment**



**Sport Centre**



**School & University**



**Shophouses**



**Gov't Centre**



### IN PROGRESS / FUTURE

**Commercial Centre**



**Shopping Centre**



**Hospital & Clinic**





# COMPANY OVERVIEW

## RESIDENTIAL ESTATE



### 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



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



## 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.

# OPERATIONAL UPDATES NEW INITIATIVES AND PIPELINE PROJECTS



## 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





### Solid Marketing Sales Performance

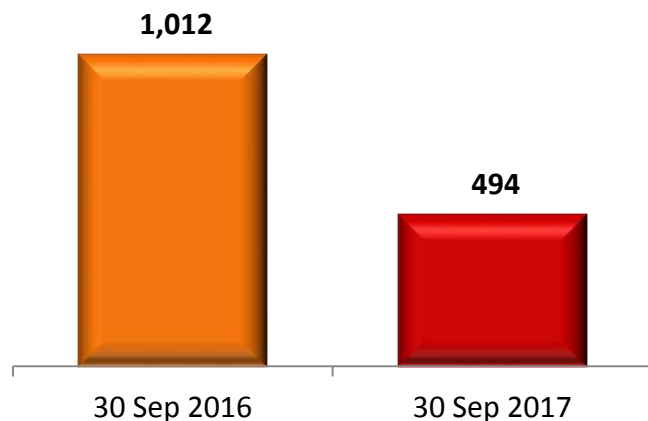
- Total marketing sales as of 30 September 2017 is Rp 811 billion, mostly contributed by industrial land sales, and supported by residential and commercial products.
- As of September 30, 2017, the Company has sold 37.5 Ha of industrial land. In addition, the Company is finalizing another industrial land sales of around 20 Ha in October 2017.
- As of September 30, 2017, the Company sold around 3.8 Ha of commercial land to public facility providers such as school, hospital, and restaurants.
- Residential and commercial estate will be continuously developed in line with the Company strategy to create an integrated township at east of Jakarta.



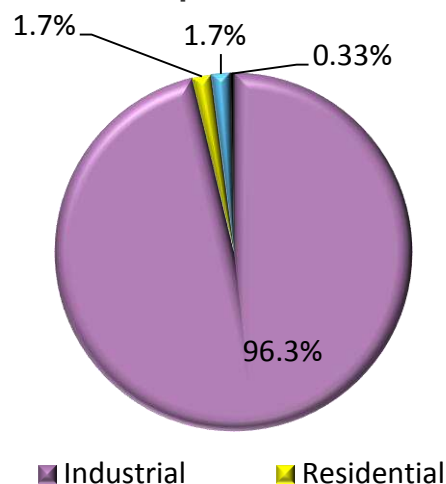
## KEY FINANCIAL INFORMATION

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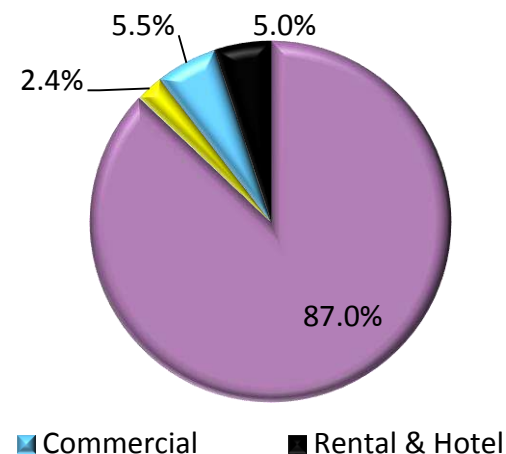
Revenues (in Rp Bn)



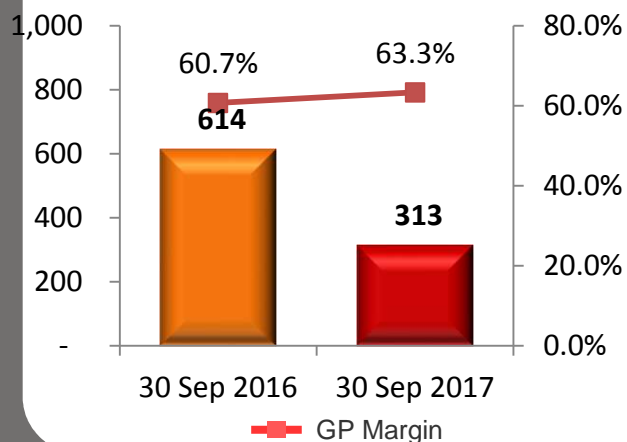
Revenues by Segment  
30 Sep 2016



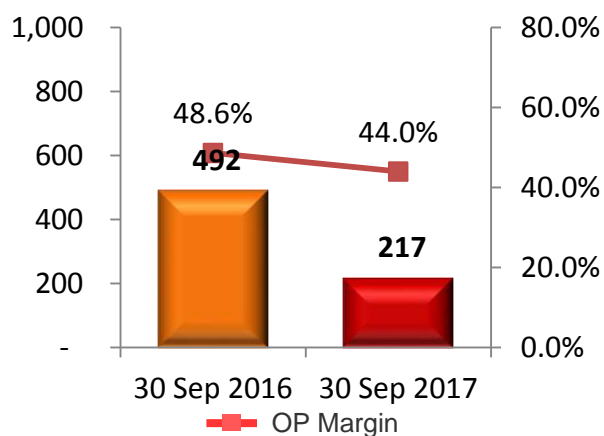
Revenues by Segment  
30 Sep 2017



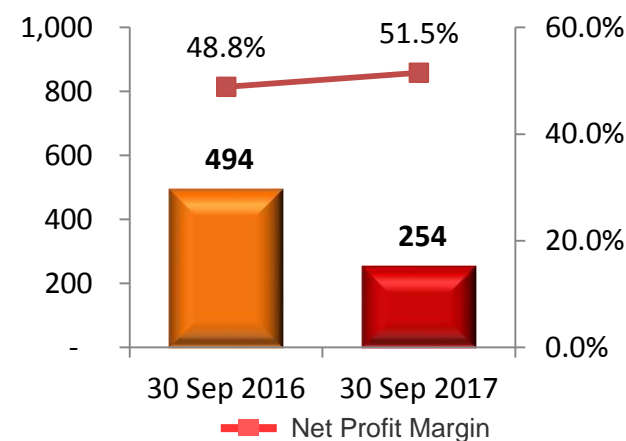
Gross Profit (in Rp Bn)



Operating Profit (in Rp Bn)



Net Profit (in Rp Bn)

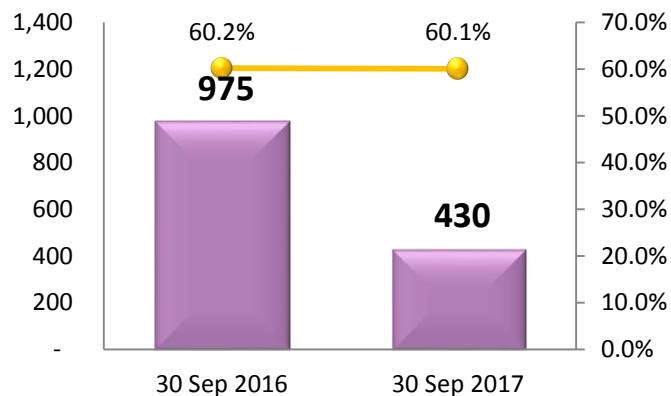


# KEY FINANCIAL INFORMATION



## Revenues by Segment

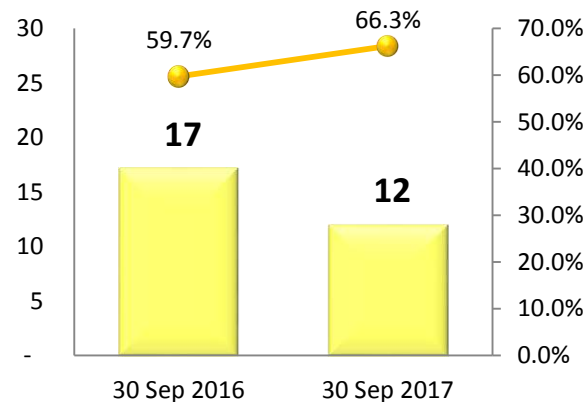
### Industrial



SALES in Rp Bn Gross Profit Margin

The Company still has significant amount of sales backlog as of 30 September 2017. It is expected that most of the sales backlog can be recognized in the 4th quarter of 2017.

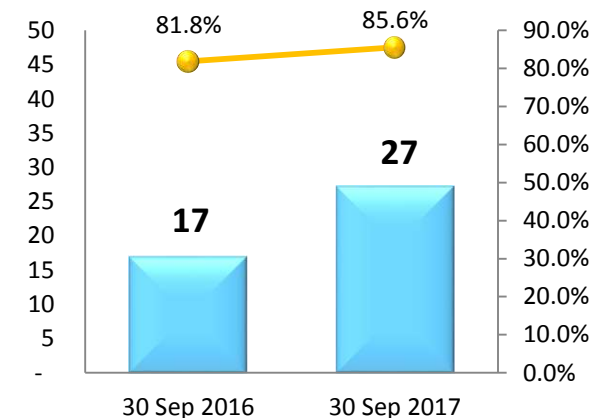
### Residential



SALES in Rp Bn Gross Profit Margin

The Company booked higher gross profit margin of residential segment from 59.7% to 66.3% due to increasing selling price.

### Commercial



SALES in Rp Bn Gross Profit Margin

The Company is actively developing its commercial area and managed to record Rp 27 billion sales in periode of 30 Sep 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 June 2017.
- The Company's net cash position as of 30 Sep 2017, after distributing cash dividend, is Rp 541 billion.

# KEY FINANCIAL INFORMATION



## Summary - Income Statement

Income Statement in Rp Bn	Sep 2016	Sep 2017
Revenues	1,012	494
Gross Profit	614	313
Selling Expenses	16	10
General and Administration Expenses	56	72
Final Tax	51	13
Operating Profit	122	96
Profit Before Tax	507	265
Total Profit for the Period	495	255
Profit for the Period Attributable to:		
Owners of the Company	494	254
Non-controlling Interests	0.30	0.01

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2016	Sep 2017
<b>ASSETS</b>		
Current Assets	3,714	3,304
Non Current Assets	4,090	4,052
<b>Total Assets</b>	<b>7,804</b>	<b>7,356</b>
<b>LIABILITIES</b>		
Current Liabilities	395	413
Non Current Liabilities	20	22
<b>Total Liabilities</b>	<b>415</b>	<b>436</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>7,388</b>	<b>6,920</b>

# THANK YOU

For Further Information:

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