

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**SEPTEMBER 2018 UNAUDITED RESULTS**



**Deltamas**

**OCTOBER 2018**  
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)



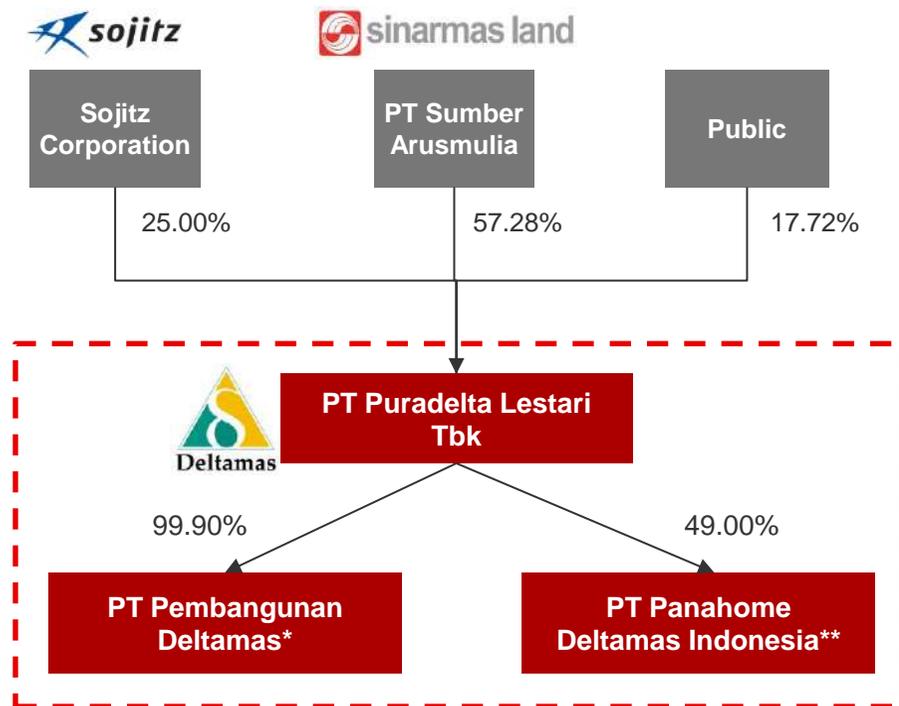
# COMPANY OVERVIEW

## 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.



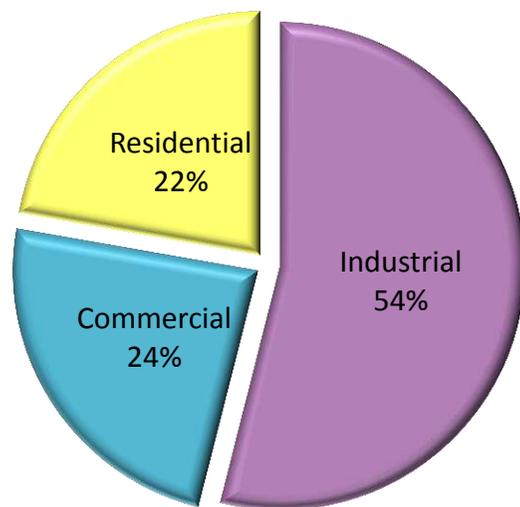
# COMPANY OVERVIEW

## DEVELOPMENT AREA AND LAND BANK



### Solid Master Plan with Large Land Bank

#### Area Development Plan



Total Gross Area = 3,181 Ha

#### Land Bank Update (30 Sep 2018)

As of Sep 2018(Ha)	Industrial	Commercial	Residential	Total
<b>Total Gross Area</b>	<b>1,718</b>	<b>757</b>	<b>706</b>	<b>3,181</b>
<b>Land Sold</b>	<b>1,196</b>	<b>263</b>	<b>192</b>	<b>1,650</b>
<b>Gross Land Bank</b>	<b>522</b>	<b>494</b>	<b>515</b>	<b>1,531</b>

# COMPANY OVERVIEW

## KOTA DELTAMAS DEVELOPMENT



### KOTA DELTAMAS INTEGRATED TOWNSHIP



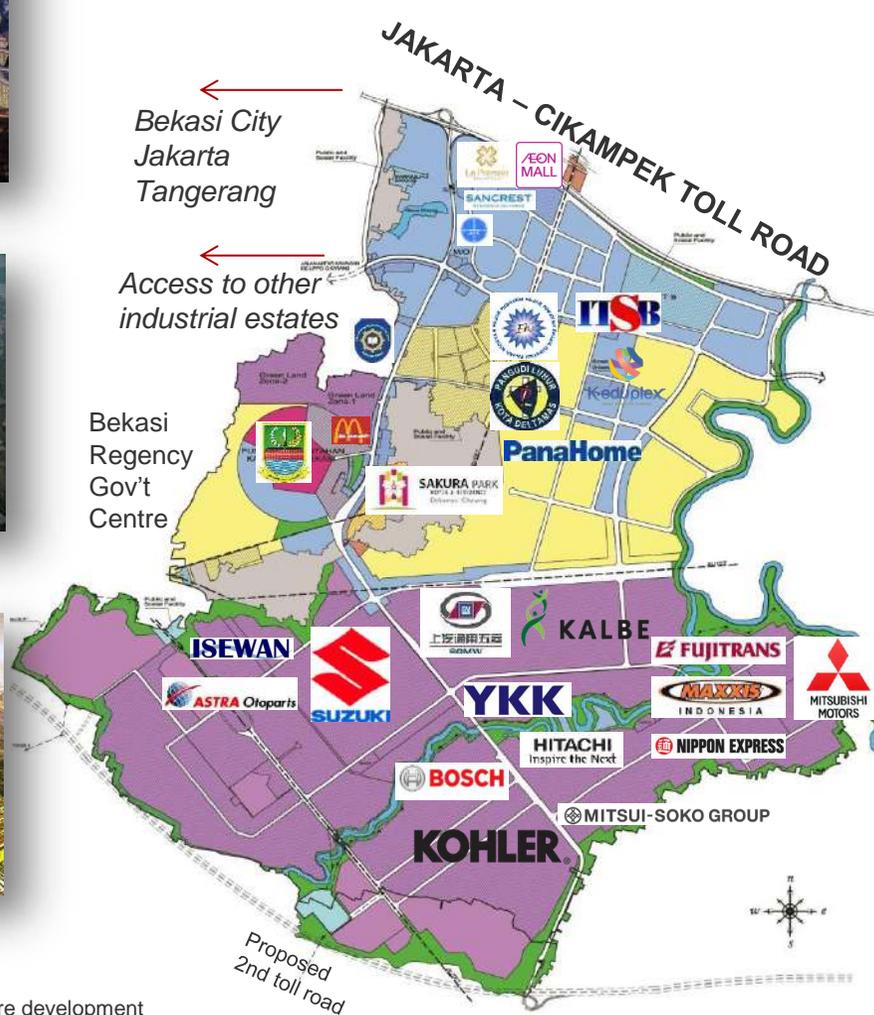
Commercial



Gov't Centre



Industrial



**KOTA DELTAMAS**  
'Business & Lifestyle City'

Karawang  
Cikampek  
Bandung  
Central Java



Residential

\* The pictures are illustration of Kota Deltamas future development

### 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



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



Japan School



- Cikarang Japanese School is currently under construction. The school will provide 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.

**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 + 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 sinarmas land

### Certifications of Integrated Management System



## Development of Residential Estate



**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 GIC, 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 3**  
mulai Rp 3 Jt-an

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

www.kota-deltamas.com

Development By **sojitz** **sinarmas land**  
Building for a better future

Grand Launching of Naraya Park Residential Cluster



Opening Ceremony of Marketing Gallery of Savasa Residential Estate, developed by PT Panahome Deltamas Indonesia

## More Commercial Facilities in Kota Deltamas



**New Chain Restaurant  
Operating in Kota Deltamas**



**Construction of Cikarang  
Japanese School in Kota  
Deltamas (>30% progress)**



**New Vocational School (SMK)  
in Kota Deltamas**

## Continuous CSR Activities

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





KEY FINANCIAL  
INFORMATION

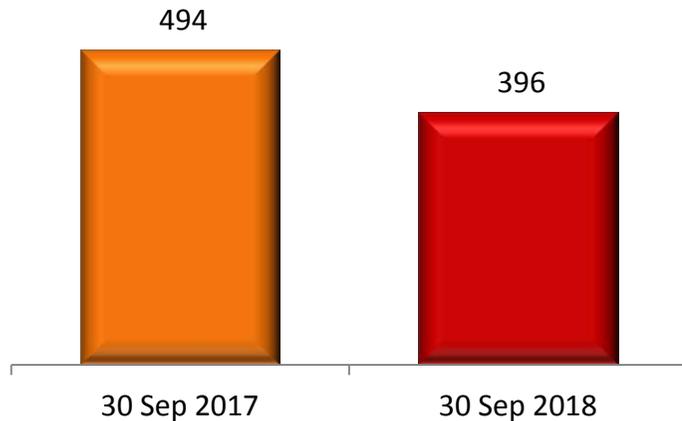
### Marketing Sales Achievement

- Total marketing sales YTD 30 Sept 2018 was Rp651 billion, mostly contributed by sales from industrial segments. The marketing sales were also contributed by residential segment. 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).

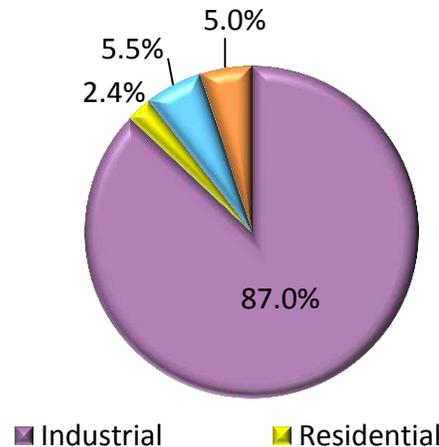


# KEY FINANCIAL INFORMATION

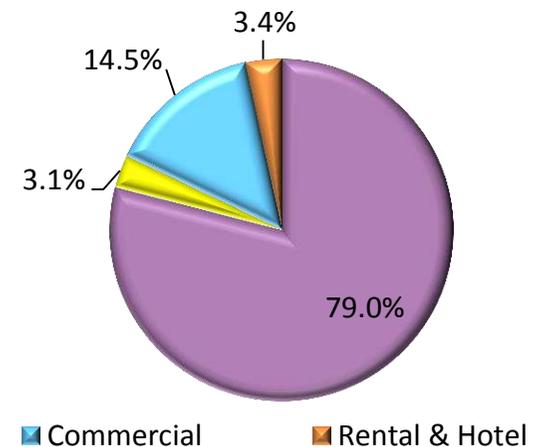
### Revenues (in Rp Bn)



### Revenues by Segment 30 September 2017



### Revenues by Segment 30 September 2018



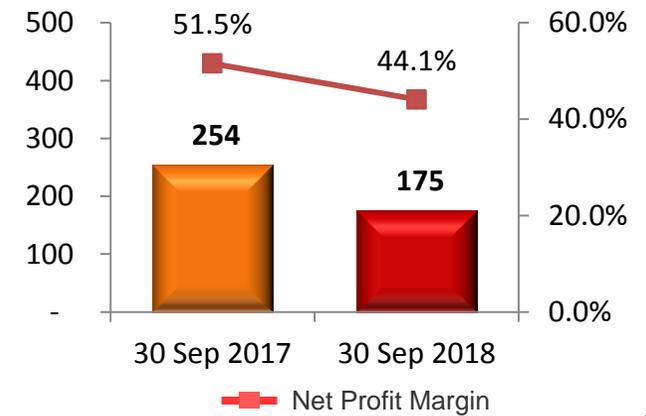
### Gross Profit (in Rp Bn)



### Operating Profit (in Rp Bn)



### Net Profit (in Rp Bn)

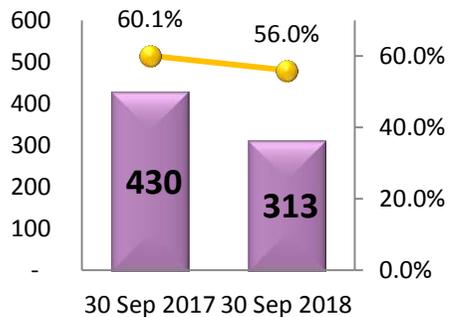


# KEY FINANCIAL INFORMATION



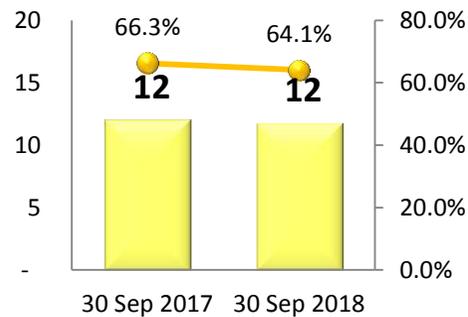
## Revenues by Segment

### Industrial



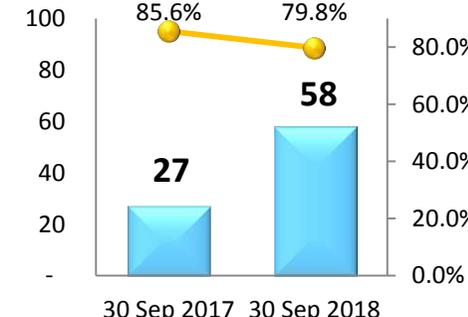
■ SALES in Rp Bn  
● Gross Profit Margin

### Residential



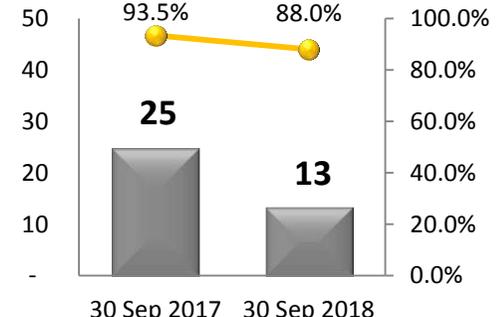
■ SALES in Rp Bn  
● Gross Profit Margin

### Commercial



■ SALES in Rp Bn  
● Gross Profit Margin

### Rental & Hotel



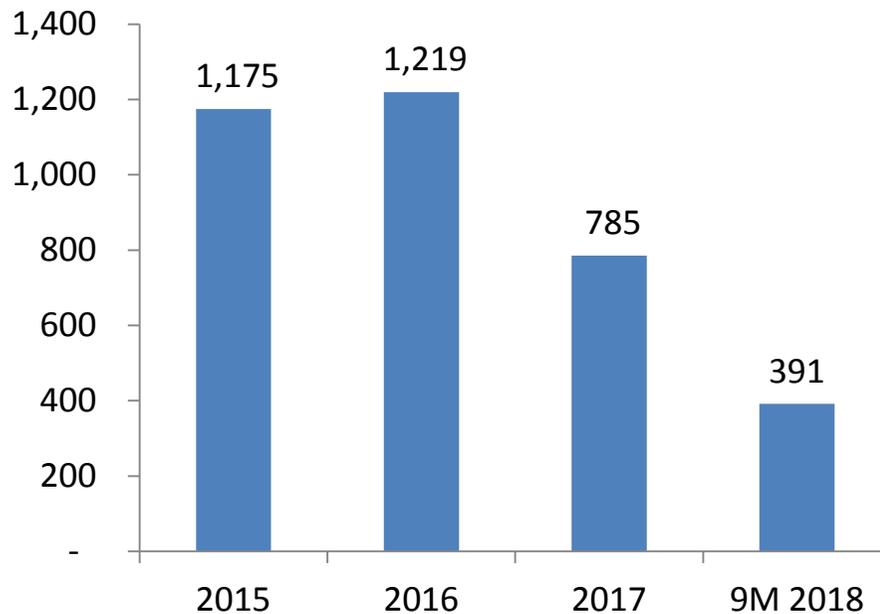
■ Rental & Hotel in Rp Bn  
● Gross Profit Margin

# KEY FINANCIAL INFORMATION



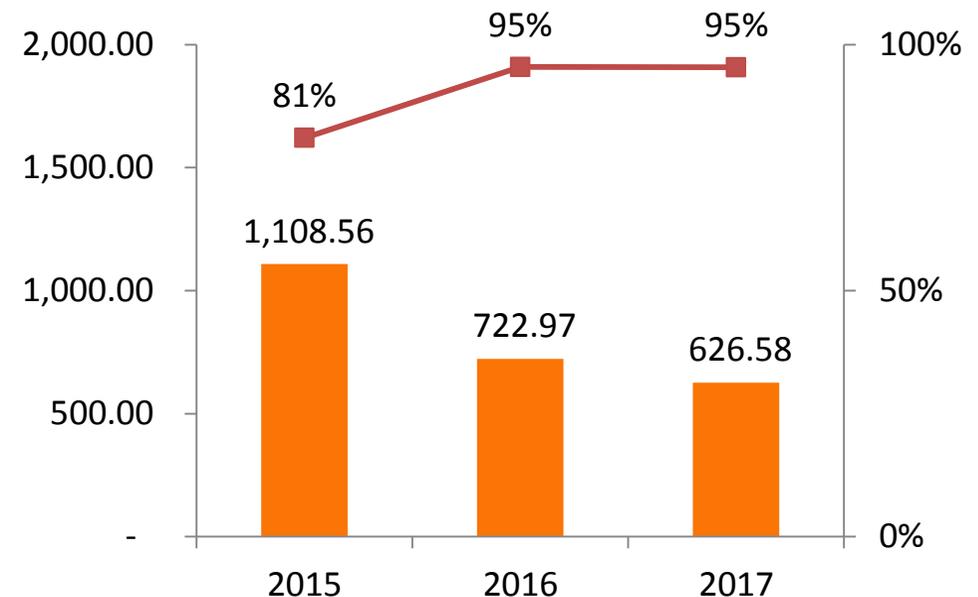
## Optimum Return for Shareholders

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



Decrease in Cash and Cash Equivalent in 9M 2018 was mostly due to cash dividend distribution

### Historical Dividend by Fiscal Year



Dividend  
(in Rp Bn)

Dividen Payout Ratio

# KEY FINANCIAL INFORMATION



## Summary - Income Statement

Income Statement in Rp Bn	Sep 2018	Sep 2017
Revenues	396	494
Gross Profit	241	313
Selling Expenses	14	10
General and Administration Expenses	94	72
Final Tax	10	13
Operating Profit / (Loss)	123	217
Profit Before Tax	186	265
Total Profit for the Period	174.7	254.5
Profit for the Period Attributable to:		
Owners of the Company	174.6	254.4
Non-controlling Interests	0.1	0.1

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Sep 2018	Dec 2017
<b>ASSETS</b>		
Current Assets	3,302	3,536
Non Current Assets	3,993	3,935
<b>Total Assets</b>	<b>7,295</b>	<b>7,471</b>
<b>LIABILITIES</b>		
Current Liabilities	397	438
Non Current Liabilities	31	27
<b>Total Liabilities</b>	<b>428</b>	<b>465</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>6,867</b>	<b>7,006</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 : [investor.relations@deltamas.co.id](mailto:investor.relations@deltamas.co.id)  
Website : [www.kota-deltamas.com](http://www.kota-deltamas.com)