

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
SEPTEMBER 2024 UNAUDITED RESULTS



Deltamas

SEPTEMBER 2024
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 September 2024.

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 This presentation is not for publication, circulation or use in the United States and may not be transmitted or taken into the United States.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	OPERATIONAL UPDATES	12
03	SUSTAINABLE DEVELOPMENT	23
04	KEY FINANCIAL INFORMATION	29



COMPANY OVERVIEW

COMPANY OVERVIEW

PT PURADELTA LESTARI TBK



Leading Integrated Township Developers at East of Jakarta

JOINT VENTURE :



PT Puradelta Lestari Tbk (DMAS)

Project Title : Kota Deltamas

Project Description : Industrial-based Modern Integrated Township

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

Total Area : ± 3,185 hectares

Established in : 1993

Year of IPO : 2015



COMPANY OVERVIEW

KEY COMPANY MILESTONES



Deltamas

- Incorporated as a local investment company in Indonesia



- Direct access from Jakarta-Cikampek toll road to Kota Deltamas



- Bekasi Regency Government Center in Kota Deltamas



- Commenced work on Greenland International Industrial Center ("GIIC")



- Establishment of JV PT Panahome Deltamas Indonesia
- Obtained KLIK facility



- Commenced development of new industrial zone for data center in GIIC



- Intensity on electric vehicle usage for the Company's operational activities

1993

- Changed company status to foreign capital investment company
- Sojitz Corporation (previously Nissho Iwai Corporation) became 25% shareholder of the Company



1996

- Launched first residential development



2001

2002

- Commenced development of light industry area



2004

2008

- Listed in IDX



2015

2017

- Obtained Certifications of ISO 9001:2015, ISO 14001:2015, and ISO 45001:2018



2018

2021

- Start implementing Renewable Energy (REC)



2022

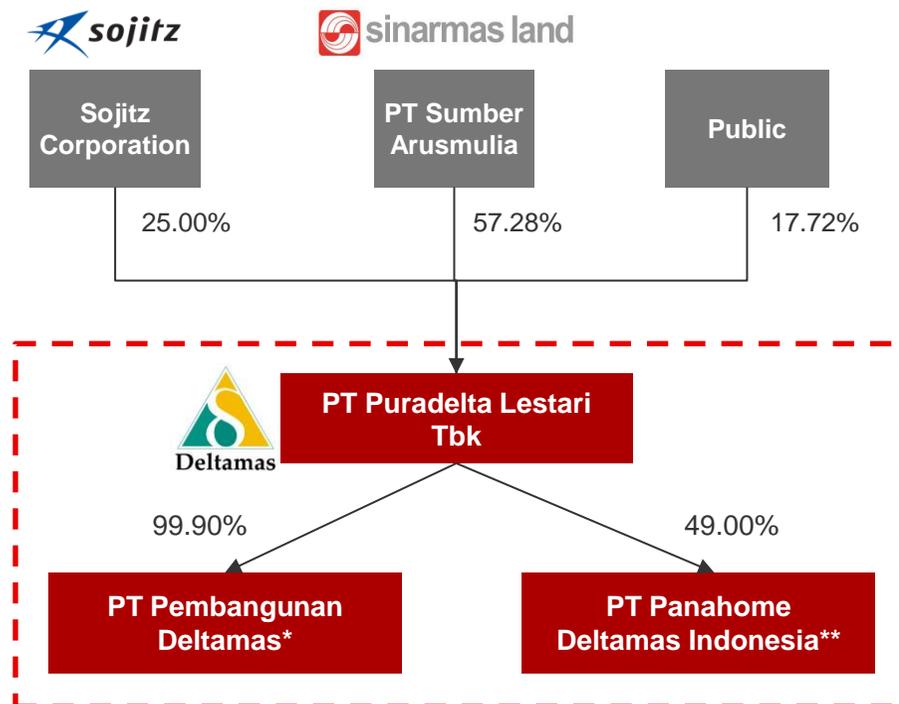
COMPANY OVERVIEW

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

Board of Directors



Hongky J. Nantung
President Director



Atsushi Uehara
Vice President Director



Monik William
Director



Tondy Suwanto
Director

Board of Commissioners



Muktar Widjaja
President
Commissioner



Hermawan Wijaya
Vice President
Commissioner



Masayoshi Hirose
Vice President
Commissioner



Seiji Itagaki
Commissioner



Teddy Pawitra
Independent
Commissioner



Susiyati B. Hirawan
Independent
Commissioner

COMPANY OVERVIEW

BUSINESS MODEL



Our Business Model in Brief



COMPANY OVERVIEW

LOCATION



AUTO INDUSTRY CONCENTRATION



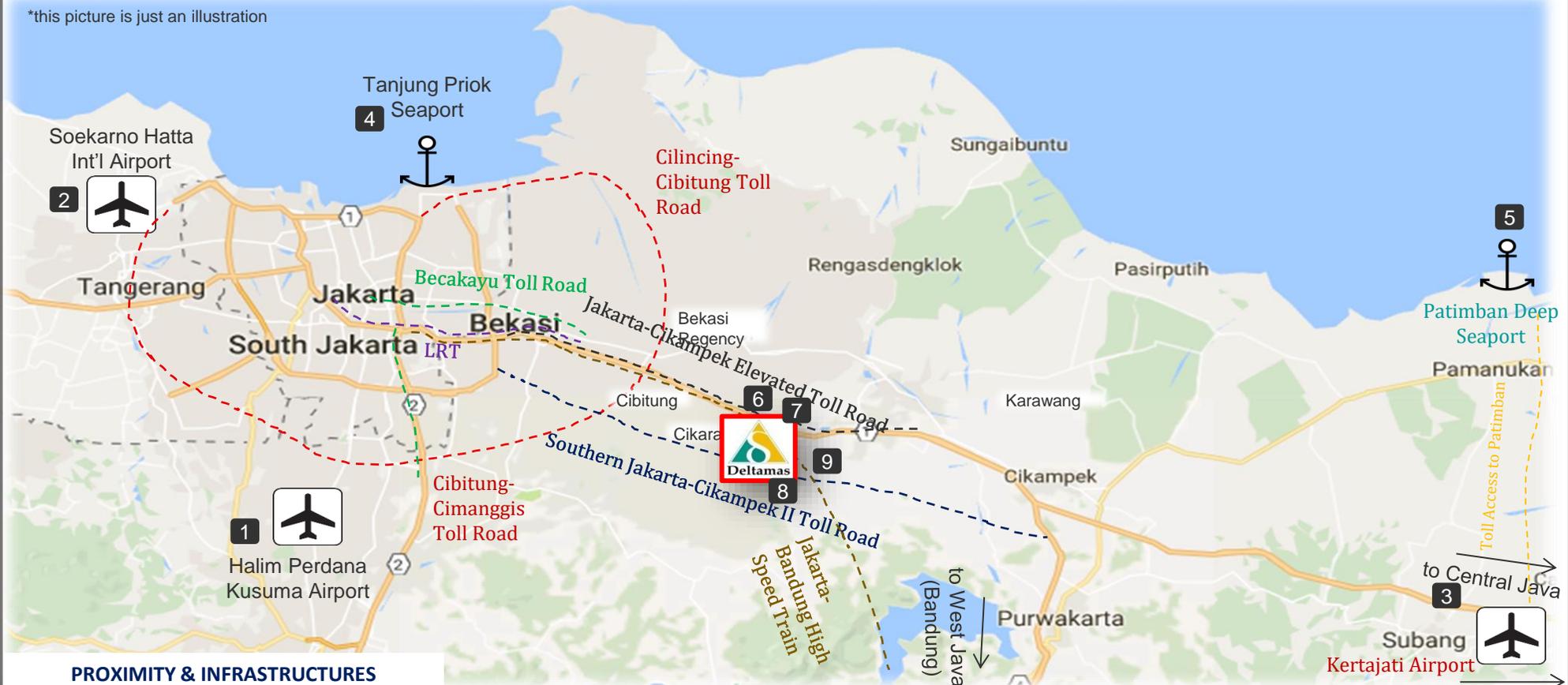
COMPANY OVERVIEW

LOCATION



INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY

*this picture is just an illustration



PROXIMITY & INFRASTRUCTURES

- | | | | |
|--|---|--|--|
| <ul style="list-style-type: none"> 1 37 KM Halim Perdana Kusuma International 2 73 KM Soekarno - Hatta International 3 139 KM Kertajati International | <ul style="list-style-type: none"> 4 54 KM Tanjung Priok 5 100 KM Patimban (Under Construction) | <ul style="list-style-type: none"> 6 Jakarta - Cikampek KM37 Cikarang Pusat 7 Jakarta - Cikampek KM42 (Future) 8 South Jakarta - Cikampek KM 31 Interchange GIIC (Future) | <ul style="list-style-type: none"> 9 Jakarta - Bandung High Speed Train Station |
|--|---|--|--|

**DIRECT ACCESS TO INTERCHANGE OF KM37
JAKARTA – CIKAMPEK TOLL ROAD**





OPERATIONAL UPDATES

COMPANY OVERVIEW

DEVELOPMENT AREA AND LAND BANK



Solid Master Plan with Large Land Bank

Master Plan of Kota Deltamas

Land Bank 30 September 2024	
Industrial	171 ha
Commercial	358 ha
Residential	166 ha
TOTAL	695 ha



Industrial



Commercial



Residential



GREENLAND INTERNATIONAL INDUSTRIAL CENTER (GIIC) KOTA DELTAMAS



COMPANY OVERVIEW

INDUSTRIAL ESTATE



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

Big Tenants	Area	Year
KITIC	~200 Ha	2009 – 2011
Suzuki	~130 Ha	2011
Hyundai Motor	~ 90 Ha	2019 - 2023
Astra Honda Motor	~ 85 Ha	2016 - 2021
SAIC GM Wuling	~ 60 Ha	2015
Mitsubishi Motors	~ 51 Ha	2014 – 2015
Kalbe	~ 37 Ha	2017 – 2018
Maxxis	~ 35 Ha	2014
Cai Niao	~ 33 Ha	2020
Frisian Flag	~ 25 Ha	2020
Kohler	~ 20 Ha	2017
Daikin	~ 20 Ha	2022

Greenland International Industrial Center (“GIIC”)



- ~ 170 industrial tenants, mostly Japanese industries
- Implementing integrated management system (ISO9001, ISO14001, ISO45001)
- **KLIK facility** (direct construction after investment facility)
- **National Vital Object** in the industrial sector

COMPANY OVERVIEW

INDUSTRIAL ESTATE



Attracting a Diverse Mix of Customers across the Various Sectors



Auto and Auto Related



Logistics



Food & Beverage / Related



Others



COMPANY OVERVIEW

INDUSTRIAL ESTATE



Key Competitive Advantages of GIC Kota Deltamas

Strategic Location & Direct Access to Toll Road



Wide Land Bank with Flexibility in Size and Shape



Comprehensive Facilities and Infrastructures



World Class Township Design and Planning



Clean Water Treatment Plant (Looping System Pipe)



Waste Water Treatment Plant

Integrated Management System (ISO 9001, ISO 14001, ISO 45001), KLIK facility, Obvitas



Eco-friendly / Green Environment



Integrated Business Model



Premium Electricity Supply from PLN



Gas Supply from PGN



Telco & Fiber Optic from Telkom, MyRep, & Moratel

Experienced Management Team



Nursery Center



Firefighter Facilities



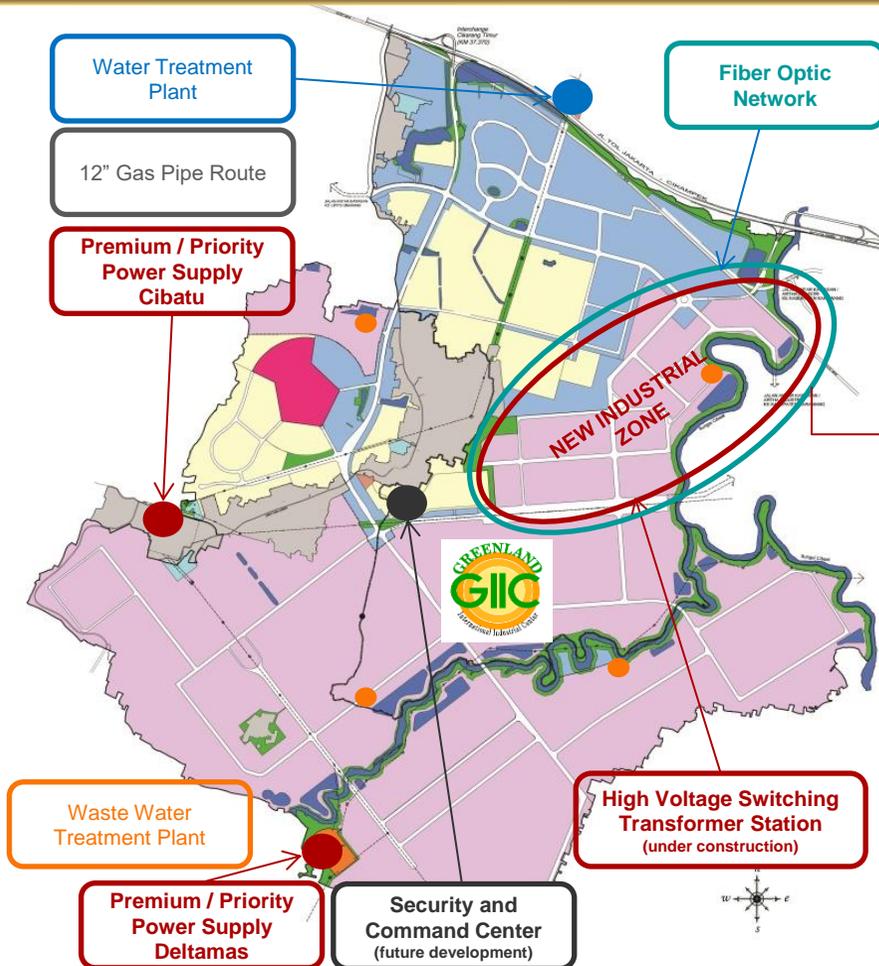
Strong Security System

COMPANY OVERVIEW

INDUSTRIAL ESTATE



Updates on Industrial Estate



Development of a new industrial zone inside GIC Kota Deltamas, dedicated for data centers or other industries that require certain specifications



COMPANY OVERVIEW

COMMERCIAL ESTATE



Development of Commercial Area and Public Facilities

Commercial Products in Kota Deltamas:

- **Commercial Lots**
(for hotel, restaurant, office, showroom, retail, gas station, supermarket, bookstore, etc)
- **Commercial Buildings**
(Shophouses / Business Galleries)



Le Premier Hotel / Serviced Apartment

- Owned and Managed by the Company
- 76 spacious modern simple-designed rooms



Education Center



Hotel & Serviced Apartment



* under construction

Health Facility



Entertainment and F&B

AEON MALL



Sport Center



Shophouses
in Kota Deltamas



Deltamas Sport
Centre



Integrated with
Local Gov't Center

COMPANY OVERVIEW

COMMERCIAL ESTATE



Updates on Commercial Area

Starbucks



9

Mitra Keluarga Hospital



8

Ananda Mitra Vocational School



7



Richeese Factory

10



Diamante Business Gallery

11



Eka Hospital (under construction)

12



J Golf

13



Cikarang Japanese School

1



Via Alma Apartment

2



Le Premier Serviced Apartment

3

AEON Mall



4

Institut Teknologi & Sains Bandung



5

Jakarta International University



6



COMPANY OVERVIEW

RESIDENTIAL ESTATE



Development of Residential Estate

- **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** : around 3,000 units



Housing in Clusters



Club House Facility



Swimming Pool Facility



Fitness Centre Facility

Residential Cluster Development



Collaboration and Other Residential Development



Updates on Residential Area



Housing in Zona Amerika



Currently on sale:
Woodchester, Savasa, De Silva





SUSTAINABLE
DEVELOPMENT

COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



Best in Class Real Estate

A Home of World-class Industries



**GREENLAND INTERNATIONAL INDUSTRIAL CENTER
KOTA DELTAMAS**



and more global data centers..



Integrated Township Concept, a Sustainable One-Stop-Living City supported Comprehensive Facilities and Utilities



Vibrant Commercial Area



Green Residential Estate



Factories and Offices



Schools and Universities



Hotels, Restaurants, Entertainments



COMPANY OVERVIEW

SUSTAINABLE DEVELOPMENT



Climate Change & the Environment

More High-tech Industries



Electric Vehicle Manufacturing

Data Centers

Selective Industrial Tenants



Pedestrian & Green Area Development, and Tree Planting



Usage of Renewable Energy



- Sourcing electricity from REC PLN for its operational activities
- Electric vehicle usage for the Company's operational activities
- Changing SON lamp on road lighting to LED lamp

Water Management & Recycle

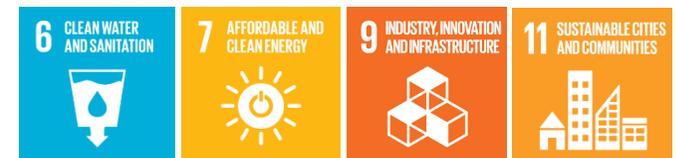


Water Treatment Plant (WTP) & WTP Recycle
Waste Water Treatment Plant (WWTP)

ISO 14001 Certification (Environmental Management)



HDPE Plastic Recycle for Asphalt Usage



Sustainable Community

Maintaining Health of its Residents, Tenants, and Surrounding Communities



Residential Fogging



Blood Donor Program with PMI

Supporting and Nurturing Our Neighbours



Perform Land Cultivation for Farming



Sacrificial Animal Donation for Surrounding Villages



Tools and Materials Donation for Infrastructures of Surrounding Villages



Additional Nutrition for Stunting Program



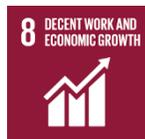
Clean Water & Reservoir for The Farmers



Clean Water Supply



Construction of Garbage Shelters in Desa Pasiranji



Tree Planting around Cipamingkis River

Educational Patronage

Education for Surrounding People



Construction of SDN Cicau 1



Renovation of PAUD Arumsari



Firefighting Training



Economic Empowerment & Trainings
for Local Farmer Group

Vocational School Facilities in Town



AWARDS & RECOGNITIONS

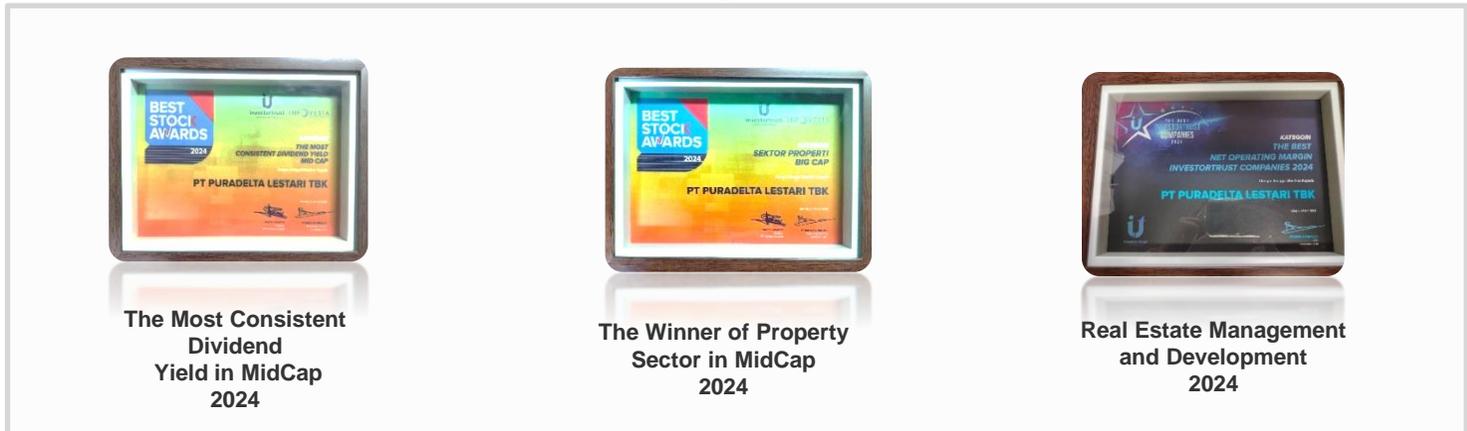


Recognitions from the Stakeholders

2022



2024



2023



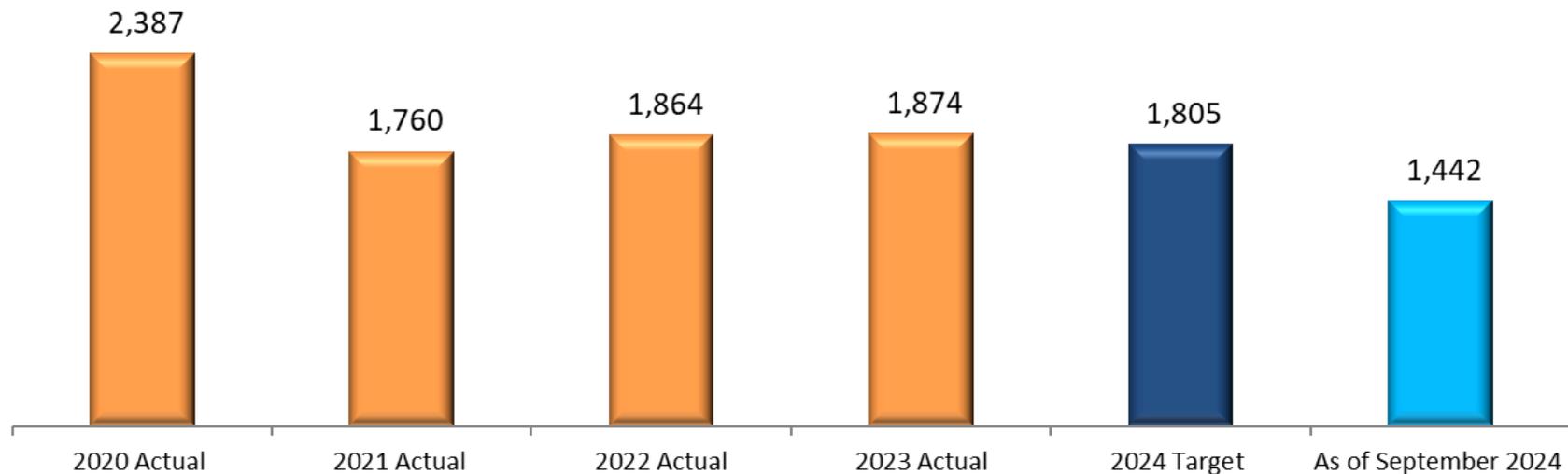


KEY FINANCIAL
INFORMATION

Marketing Sales Achievement

Actual 9M 2024 Marketing Sales – Rp1.44 Trillion
80% of 2024 Sales Target

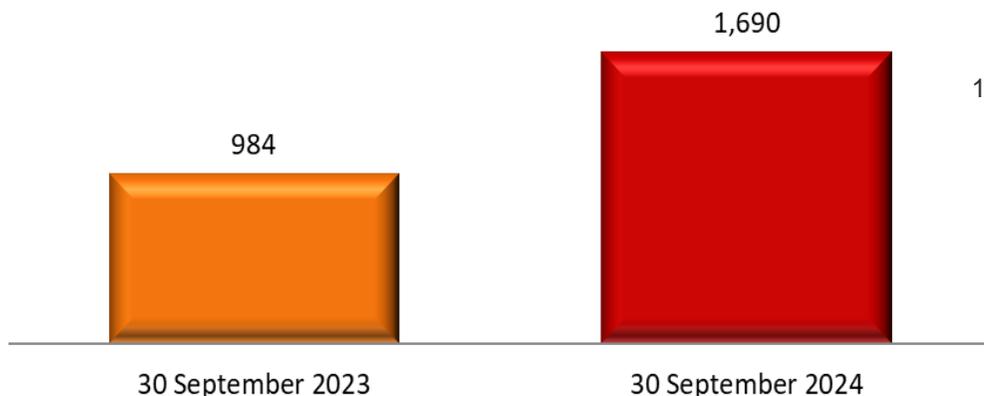
Marketing Sales Figures (in Rp Bn)



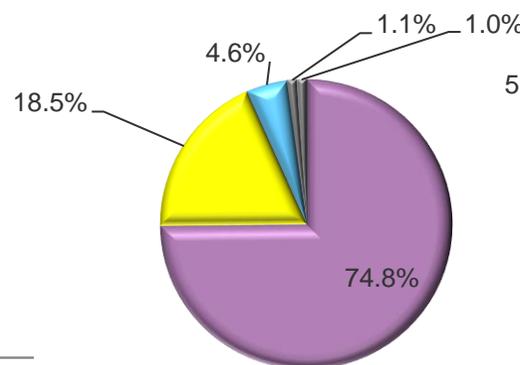
KEY FINANCIAL INFORMATION



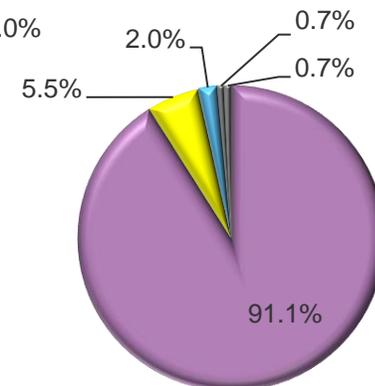
Revenues (in Rp Bn)



Revenues by Segment 30 Sept 2023

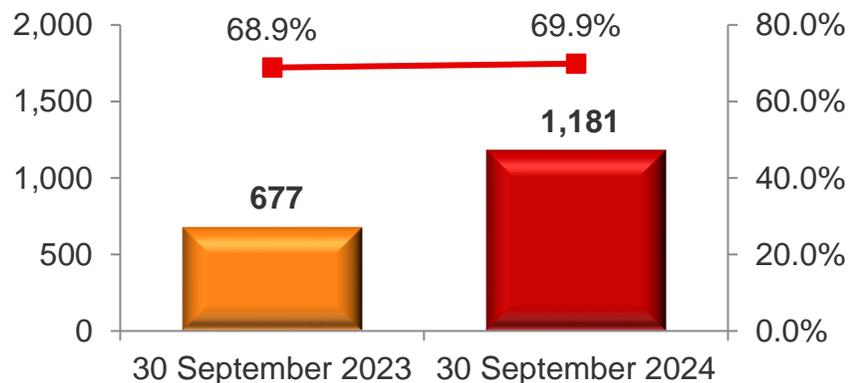


Revenues by Segment 30 Sept 2024



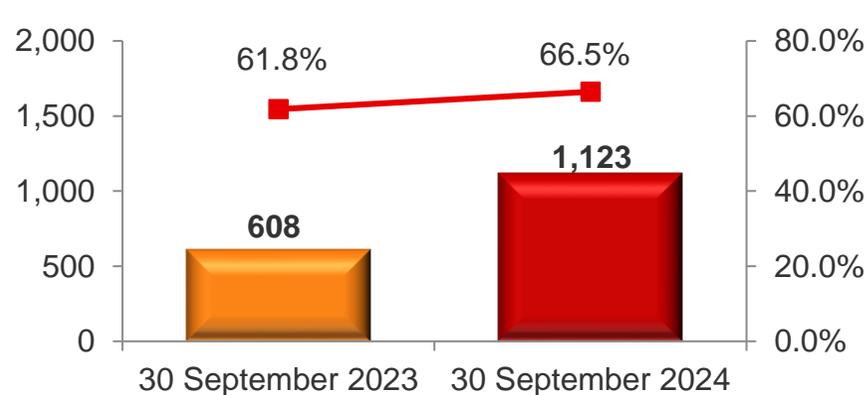
■ Industrial ■ Residential ■ Commercial ■ Rental ■ Hotel

Gross Profit (in Rp Bn)



— Gross Profit Margin

Net Profit (in Rp Bn)



— Net Profit Margin

KEY FINANCIAL INFORMATION

Revenues by Segment

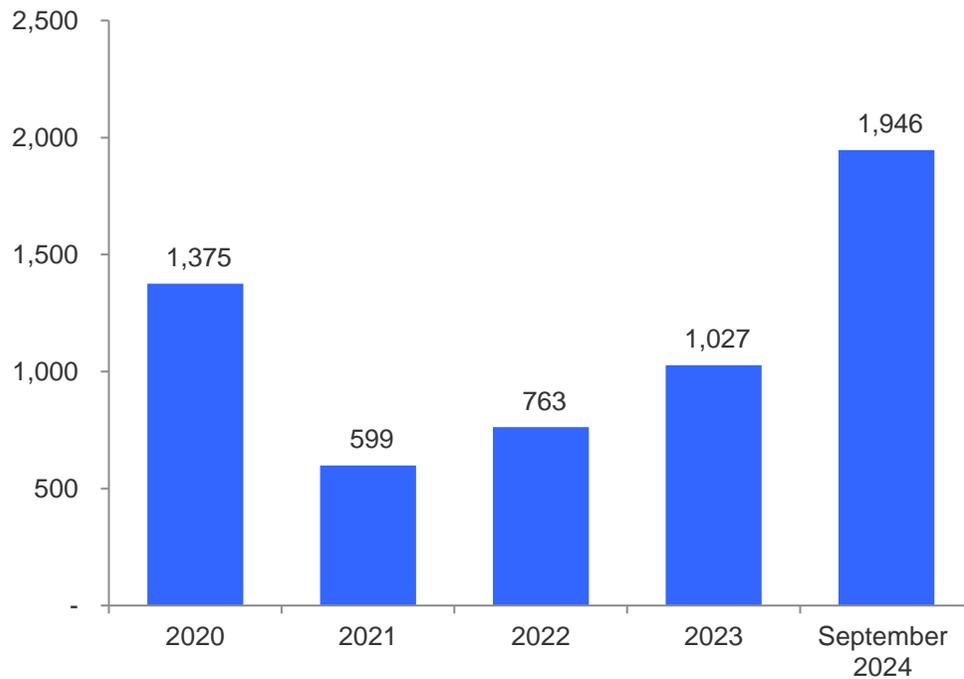


KEY FINANCIAL INFORMATION

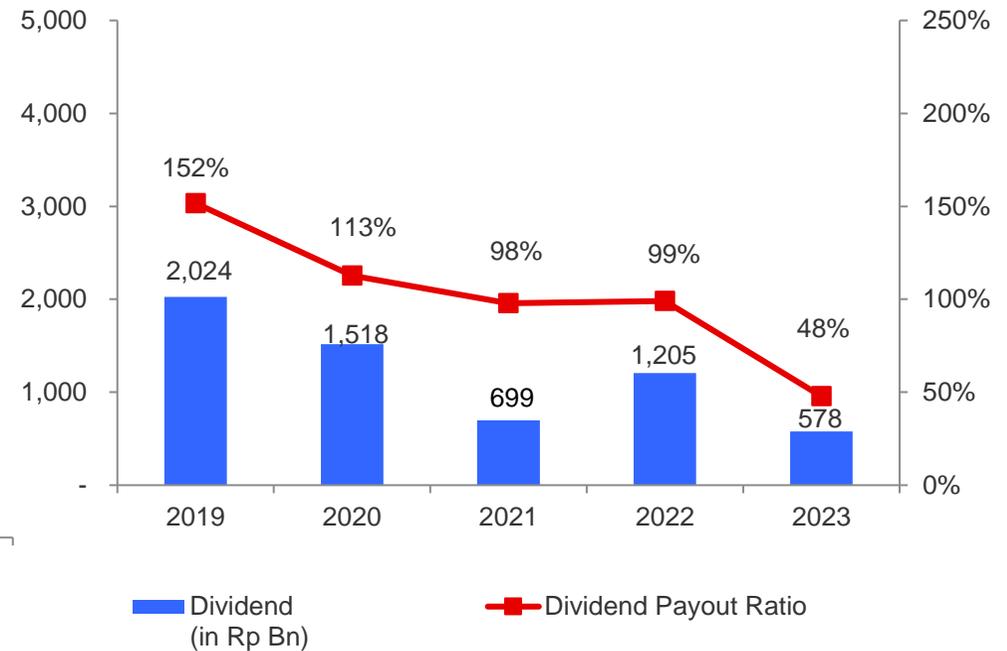


Optimum Return for Shareholders

Cash and Cash Equivalent (in Rp Bn)



Historical Dividend by Fiscal Year



The Company currently does not have any financial loan

KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Sept 2023	Sept 2024
Revenues	984	1,690
Gross Profit	677	1,181
Selling Expenses	41	59
General and Administration Expenses	88	101
Final Tax	28	43
Operating Profit	521	978
Profit Before Tax	633	1,155
Total Profit for the Period	609	1,124
Profit for the Period Attributable to:		
Owners of the Company	608	1,123
Non-controlling Interests	0.67	0.84

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2023	Sept 2024
ASSETS		
Current Assets	4,342	5,503
Non Current Assets	2,377	2,240
Total Assets	6,719	7,743
LIABILITIES		
Current Liabilities	728	668
Non Current Liabilities	110	71
Total Liabilities	838	739
EQUITY		
Total Equity	5,880	7,004

THANK YOU

For Further Information:

PT Puradelta Lestari Tbk.
Marketing Office Kota Deltamas
Jl. Tol Jakarta-Cikampek KM 37
Cikarang Pusat – Bekasi 17531, Indonesia

Phone : +62 21 8997 1188

Email : investor.relations@deltamas.co.id

Website : www.deltamas.id