

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
DECEMBER 2024 AUDITED RESULTS



DECEMBER 2024
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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)

Project Title : Kota Deltamas

Project Description : Industrial-based Modern Integrated Township

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

Total Area : \pm 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 1996 2001 2002 2004 2008 2015 2017 2018 2021 2022

- 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



- Listed in IDX



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



- Start implementing Renewable Energy (REC)



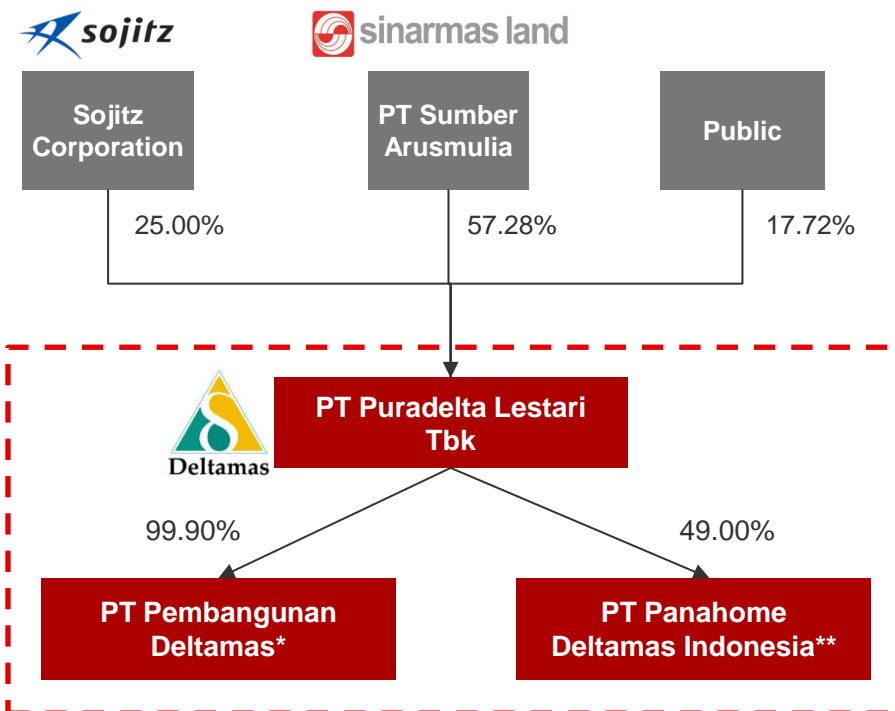
COMPANY OVERVIEW

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

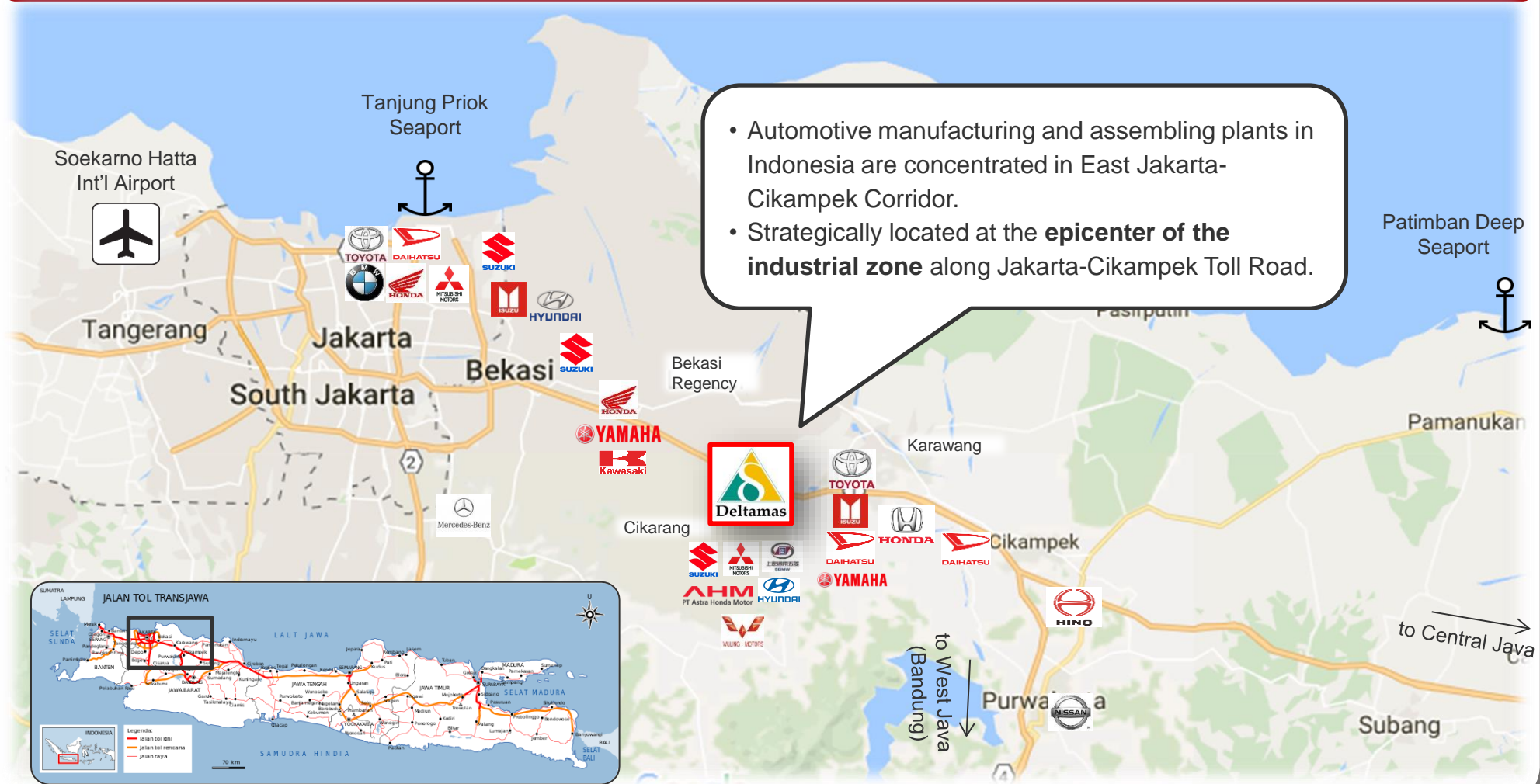


COMPANY OVERVIEW

LOCATION



AUTO INDUSTRY CONCENTRATION



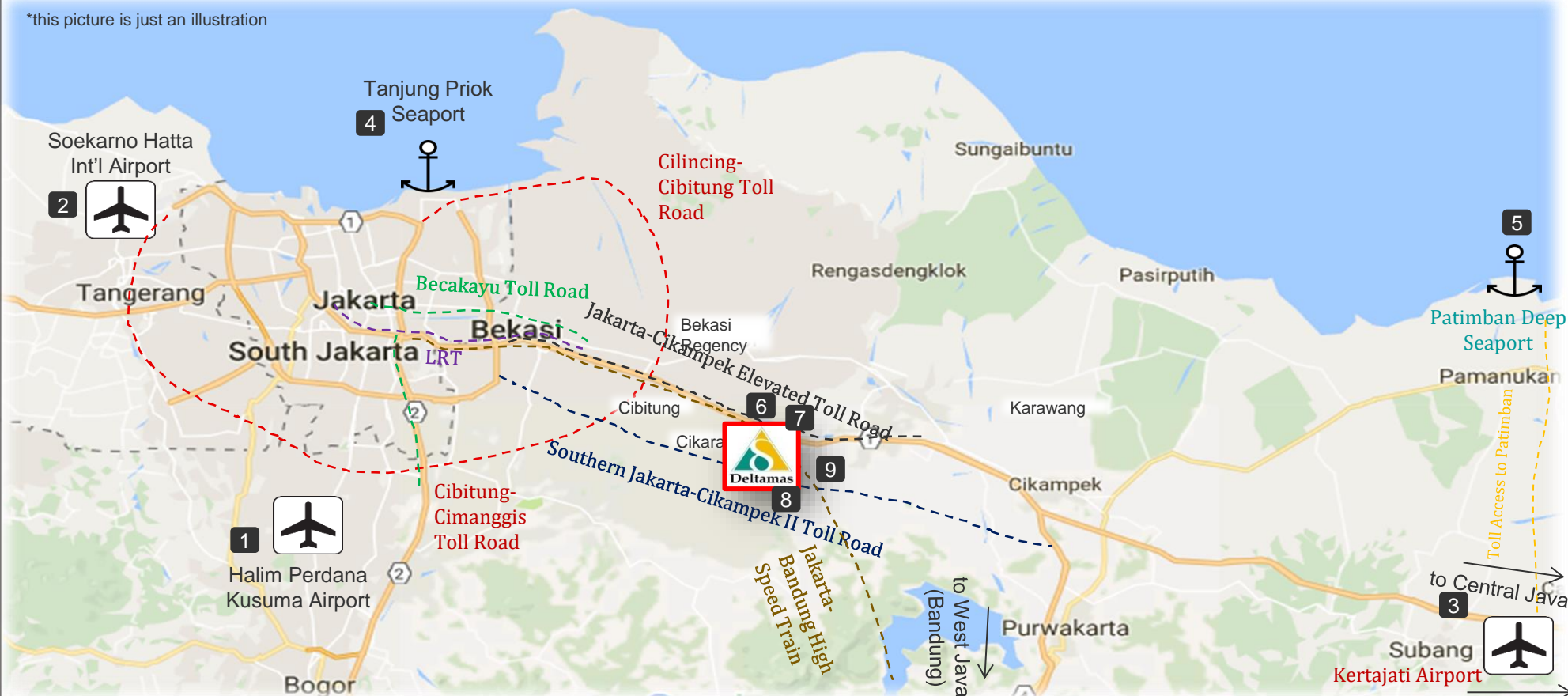
COMPANY OVERVIEW

LOCATION



INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY

*this picture is just an illustration



- PROXIMITY & INFRASTRUCTURES**
- 1 37 KM Halim Perdana Kusuma International
 - 2 73 KM Soekarno - Hatta International
 - 3 139 KM Kertajati International

- Seaport**
- 4 54 KM Tanjung Priok
 - 5 100 KM Patimban (Under Construction)

- Toll Road**
- 6 Jakarta - Cikampek KM37 Cikarang Pusat
 - 7 Jakarta - Cikampek KM42 (Future)
 - 8 South Jakarta - Cikampek KM 31 Interchange GIIC (Future)

- High Speed Train**
- 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 31 December 2024	
Industrial	150 ha
Commercial	358 ha
Residential	165 ha
TOTAL	673 ha



Industrial



Commercial

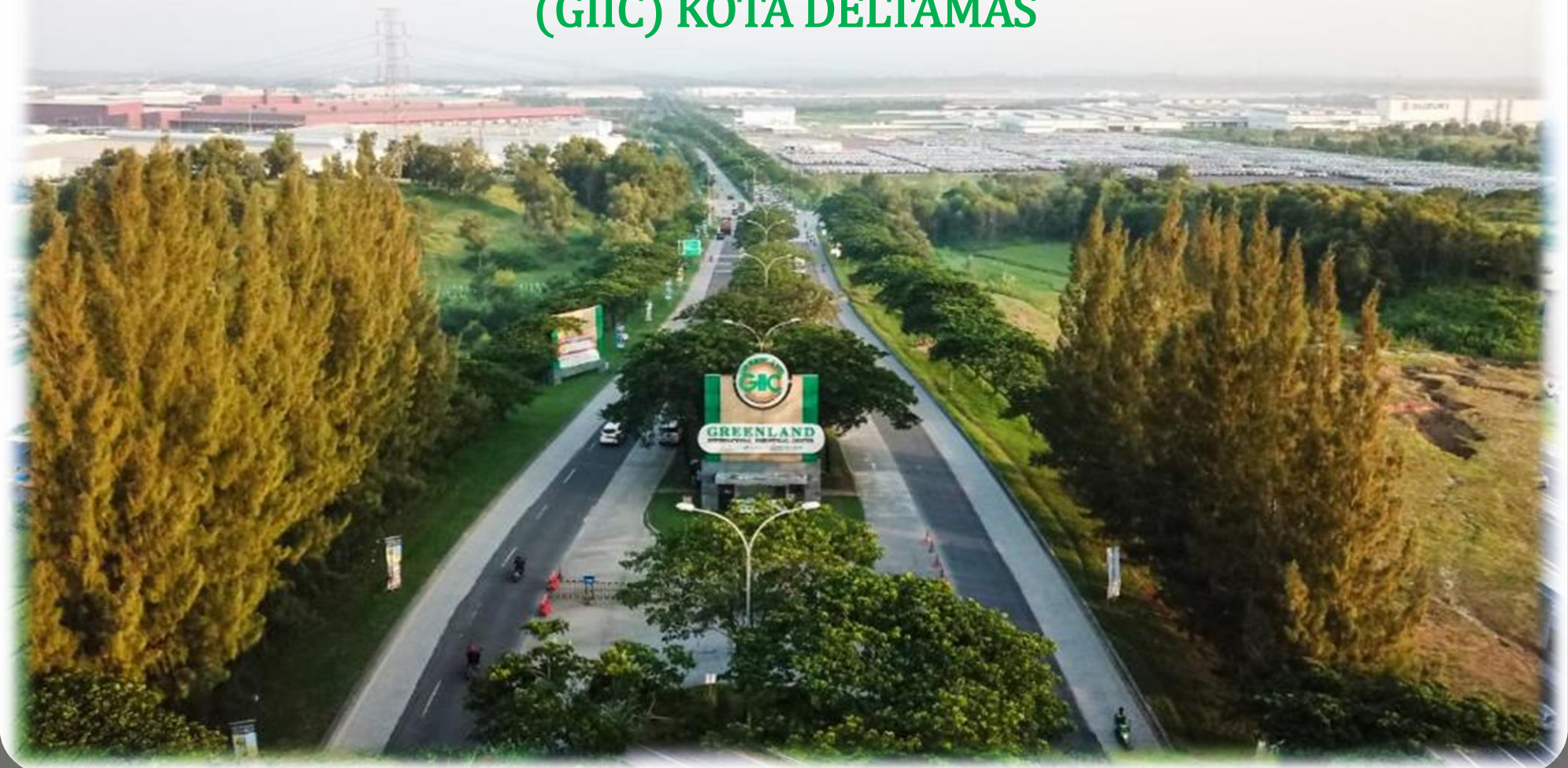


Residential



Interchange KM 31 (under construction)

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, Obvitnas



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



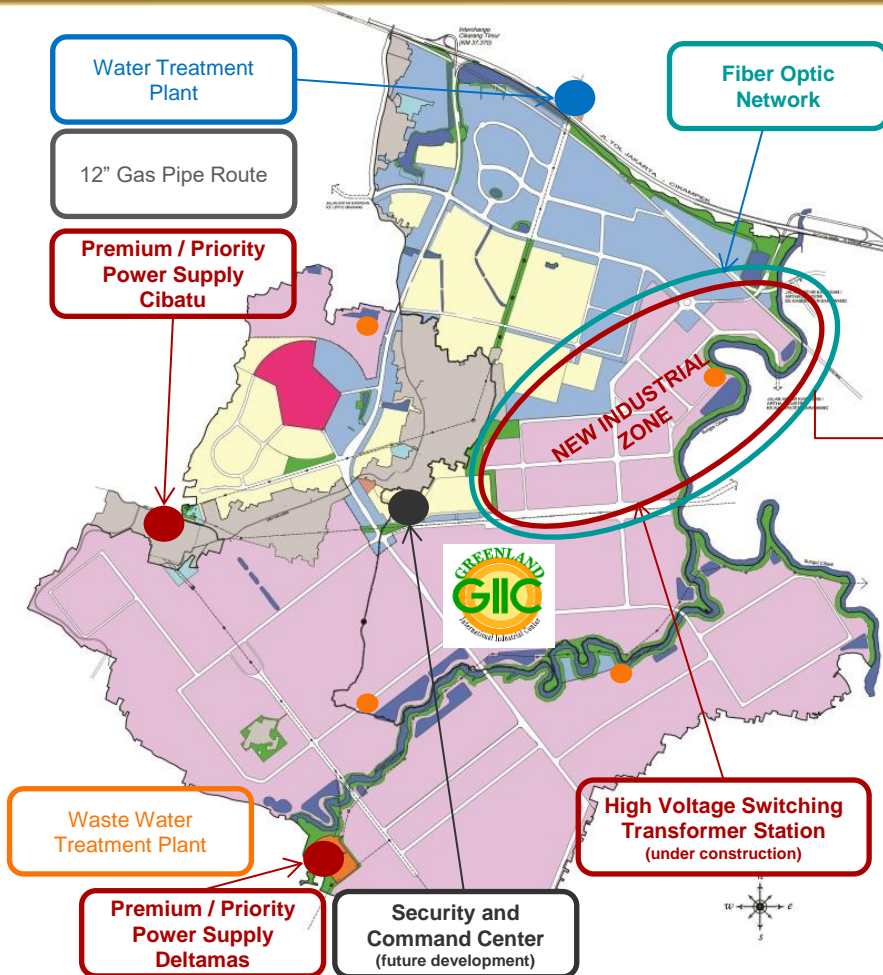
Strong Security System

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



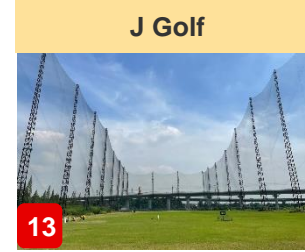
Diamante Business Gallery

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



Karawang HSR Station / Kotawana

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



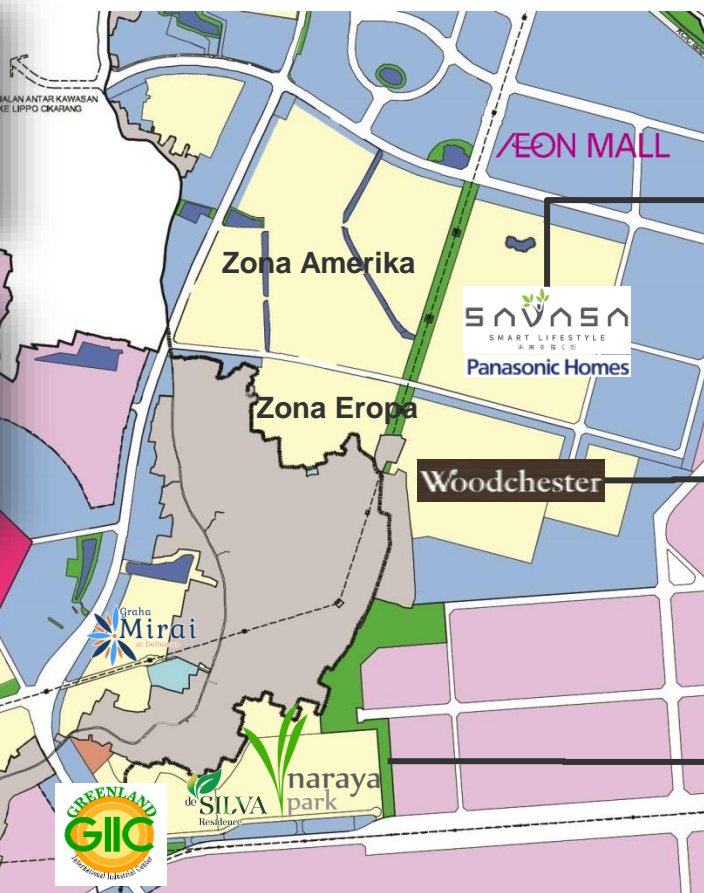
Collaboration and Other Residential Development



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

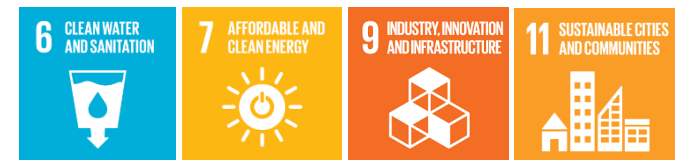


Water Treatment Plant (WTP), Waste Water Treatment Plant (WWTP), and WTP Recycle

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



Additional Nutrition for Stunting Program

Supporting and Nurturing Our Neighbours



Cultivating Land for Agriculture



Sacrificial Animal Donation for Surrounding Villages



Tools and Materials Donation for Infrastructures of Surrounding Villages



Clean Water & Reservoir for The Farmers



Clean Water Supply



Building Material Donation for the Mosques construction



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

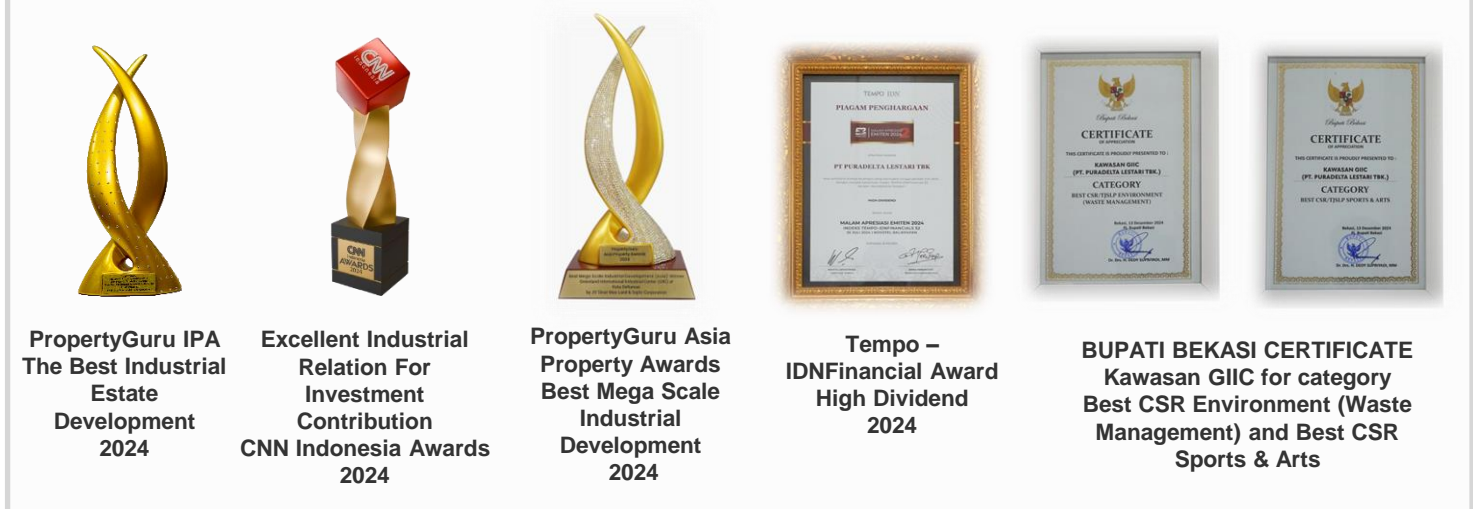
2022



2024



2023



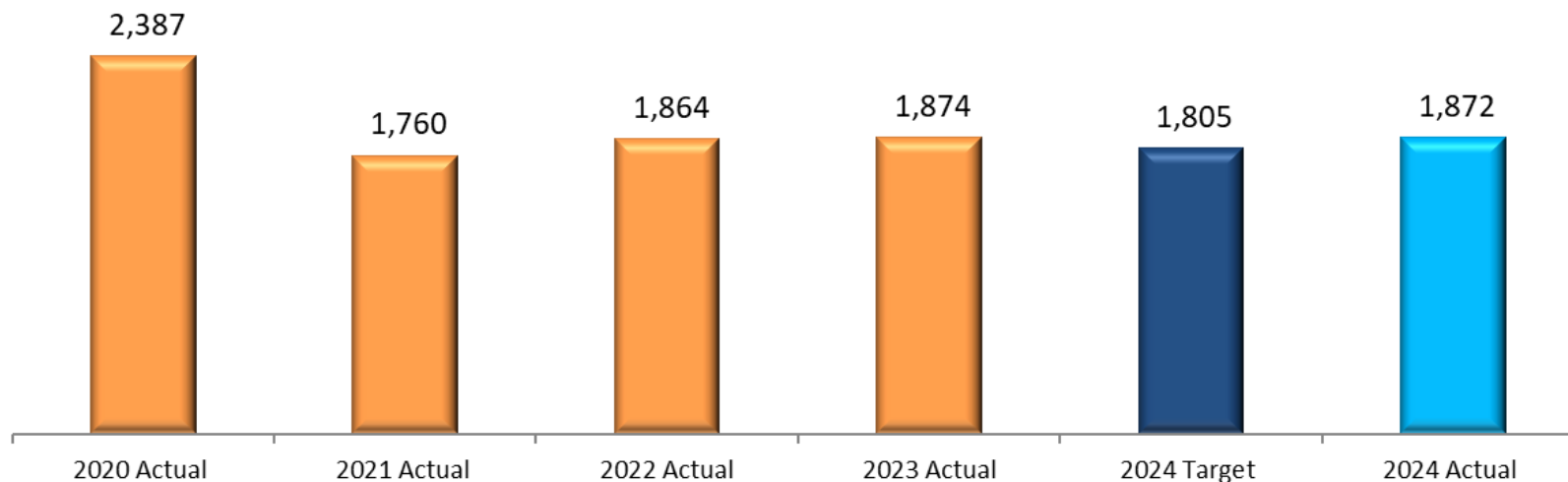


KEY FINANCIAL
INFORMATION

Marketing Sales Achievement

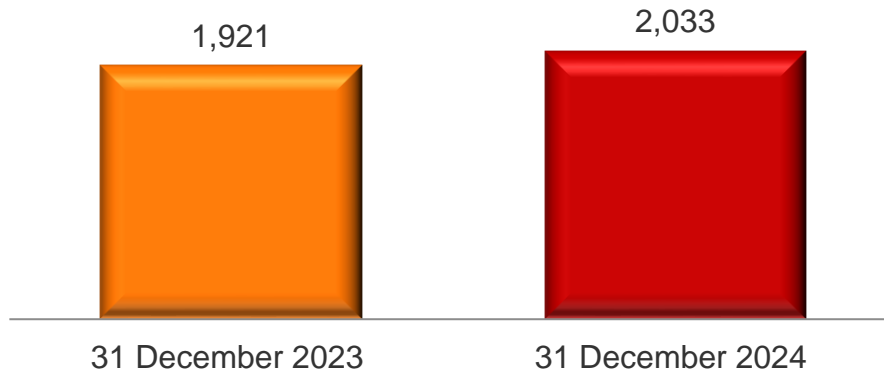
Achievement in FY 2024 – Rp1.87 Trillion
103.73% of 2024 Sales Target

Marketing Sales Figures (in Rp Bn)

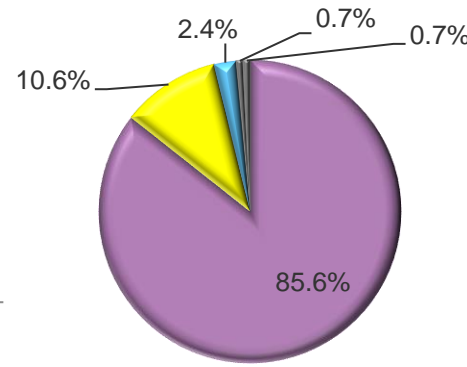


KEY FINANCIAL INFORMATION

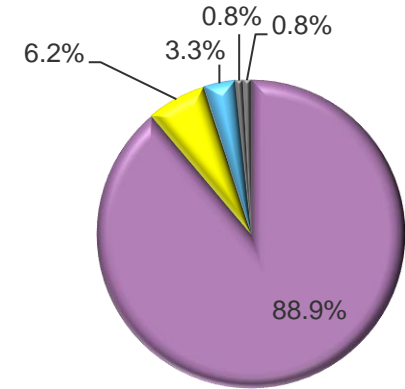
Revenues (in Rp Bn)



Revenues by Segment 31 Dec 2023

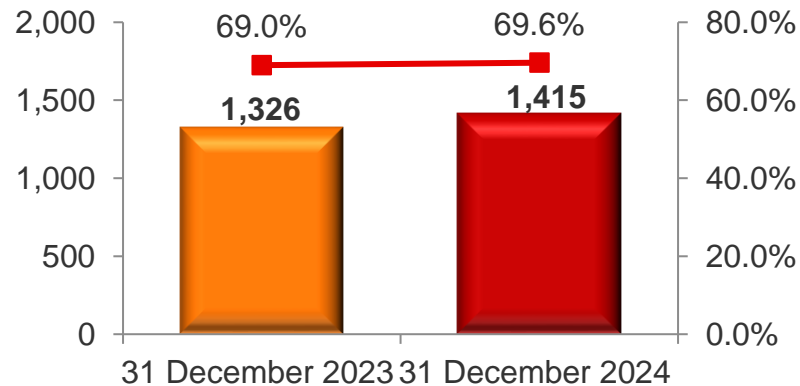


Revenues by Segment 31 Dec 2024



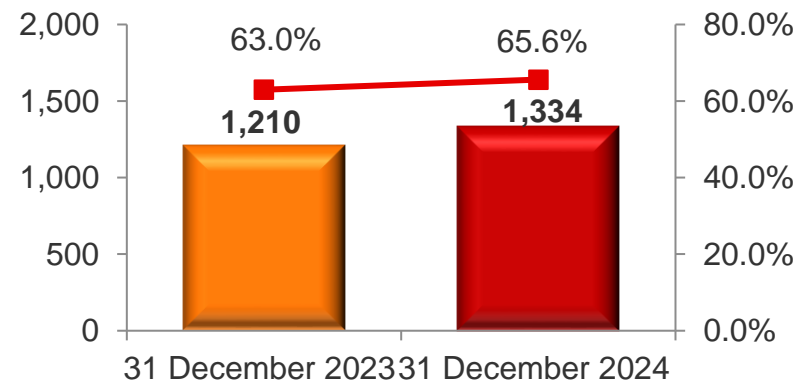
■ Industrial ■ Residential ■ Commercial ■ Rental ■ Hotel

Gross Profit (in Rp Bn)



— Gross Profit Margin

Net Profit (in Rp Bn)



— Net Profit Margin

KEY FINANCIAL INFORMATION

Revenues by Segment

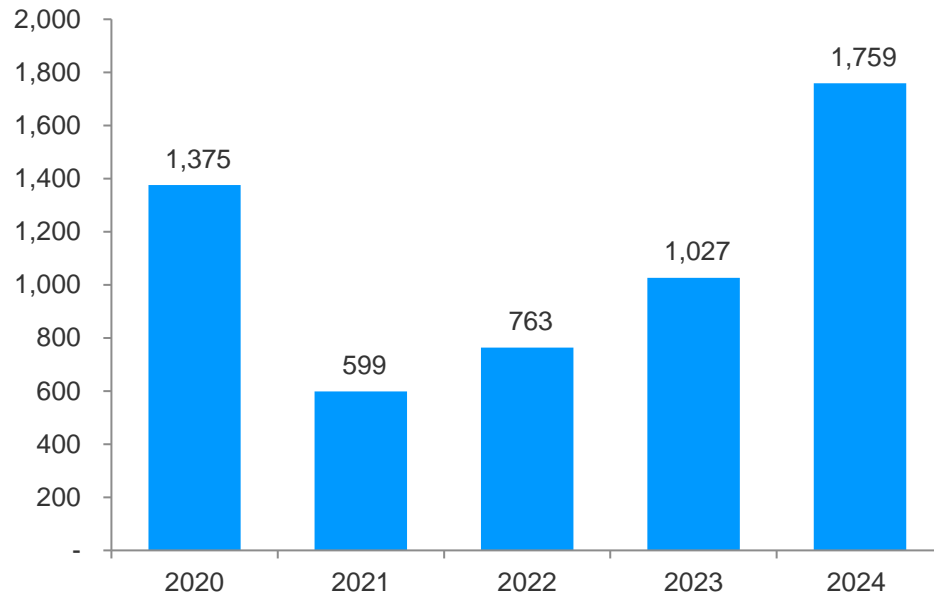


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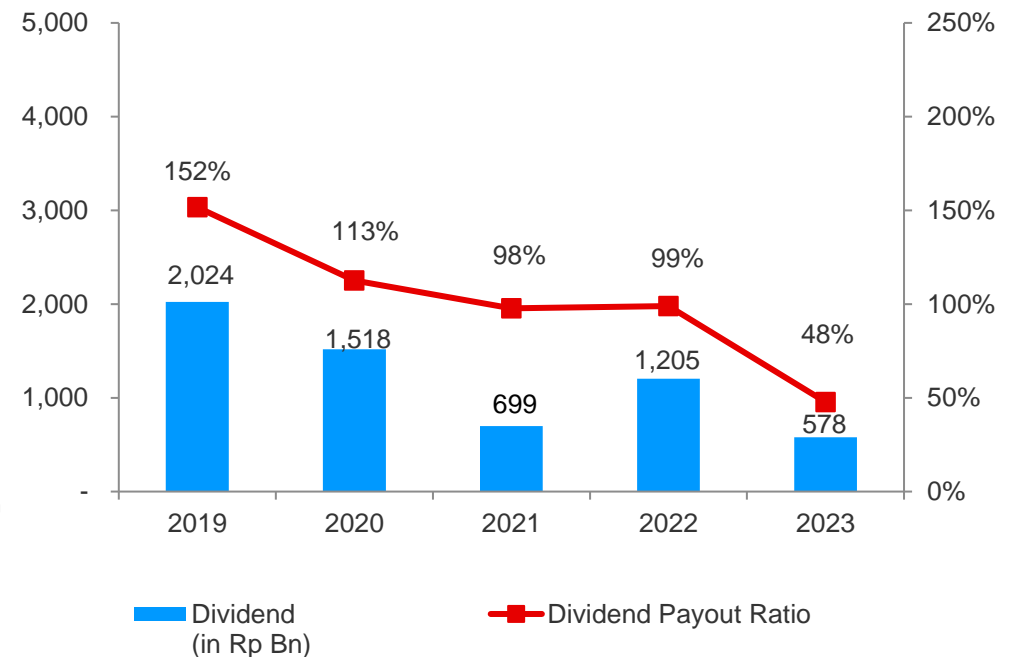


Optimum Return for Shareholders

Cash and Cash Equivalent (in Rp Bn)



Historical Dividend by Fiscal Year



KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Dec 2023	Dec 2024
Revenues	1,921	2,033
Gross Profit	1,326	1,415
Selling Expenses	69	84
General and Administration Expenses	127	138
Final Tax	51	52
Operating Profit	1,078	1,142
Profit Before Tax	1,243	1,374
Total Profit for the Year	1,211	1,335
Profit for the Year Attributable to:		
Owners of the Company	1,210	1,334
Non-controlling Interests	1.1	0.97

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2023	Dec 2024
ASSETS		
Current Assets	4,342	6,040
Non Current Assets	2,377	2,214
Total Assets	6,719	8,255
LIABILITIES		
Current Liabilities	728	953
Non Current Liabilities	110	87
Total Liabilities	838	1,040
EQUITY		
Total Equity	5,880	7,215

THANK YOU

For Further Information:

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