

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
DECEMBER 2019 AUDITED RESULTS



MARCH 2020
STRICTLY CONFIDENTIAL



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AGENDA

01	COMPANY OVERVIEW	3
02	OPERATIONAL UPDATES	16
03	KEY FINANCIAL INFORMATION	20



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



- 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, 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)



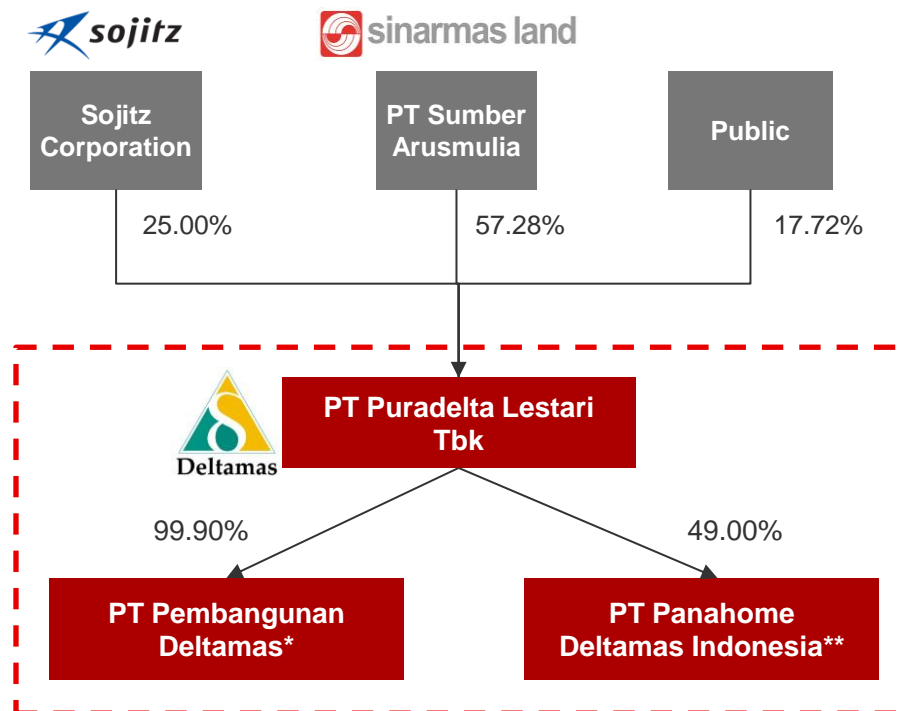
COMPANY OVERVIEW

SHAREHOLDING STRUCTURE



Joint Venture Company of Sinarmas Land and Sojitz Corporation

Ownership Structure of the Company



* Subsidiary of the Company

** Joint Venture Project

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 | D Bandung, West Java |
| B Bekasi Regency, West Java | E Semarang, Central Java |
| C Cikampek, West 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



AUTO INDUSTRY CONCENTRATION



COMPANY OVERVIEW

LOCATION



INFRASTRUCTURE DEVELOPMENT TO SUPPORT INDUSTRY

*this picture is just an illustration



Jakarta-Cikampek Elevated
Toll Road

Cibitung Toll Interchange

Jakarta-Bandung
High Speed Train

Kertajati Airport

Kertajati Airport

COMPANY OVERVIEW

DEVELOPMENT AREA AND LAND BANK



Solid Master Plan with Large Land Bank

Master Plan of Kota Deltamas

Land Bank 31 Dec 2019	
Industrial	474 ha
Commercial	494 ha
Residential	376 ha
TOTAL	1,344 ha



Industrial



Commercial



Residential



COMPANY OVERVIEW

INDUSTRIAL ESTATE



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

Greenland International Industrial Center (“GIIC”)



Big Tenants	Area	Year	Status
KITIC	~200 Ha	2009 – 2011	Operating
Suzuki	~130 Ha	2011	Operating
SAIC GM Wuling	~ 60 Ha	2015	Operating
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Operating
Astra Honda Motor	~ 38 Ha	2016	Operating
Kalbe	~ 37 Ha	2017 – 2018	Under Construction
Maxxis	~ 35 Ha	2014	Under Construction
Kohler	~ 20 Ha	2017	Under Construction

- ~ 120 industrial tenants
- Mostly auto and auto related sectors
- Mostly Japanese companies



GIIC Industrial Estate

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



- Cikarang Japanese School has started the operation since April 2019. It is providing 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.
- A new serviced apartment next to Cikarang Japanese School in the commercial area is now under construction.

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

- DMAS is collaborating with **Panahome Asia Pacific Pte. Ltd.**, a real estate company under Panasonic Group, to develop sustainable smart-town residential clusters of “SAVASA” in Kota Deltamas
- In 2018, DMAS launched residential cluster of Naraya Park, located strategically nearby GIIC industrial estate.

Panasonic Homes



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

OPERATIONAL UPDATES



Most Advanced Industrial Estate at East of Jakarta

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**

Facebook: Kota Deltamas, Instagram: @Kota_Deltamas, Twitter: @Kota_Deltamas

Certifications of Integrated Management System



OPERATIONAL UPDATES



Convenient Housing with Modern Concept for the Residents

Naraya Park Residential Cluster



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 mulai Rp **3**^{an} Jt-an

NUP Rp 2 Juta (refundable)*

www.kota-deltamas.com

Development by **sojitz** and **sinar mas land**

Savasa Residential Estate by Panahome Deltamas Indonesia



SAVASA
SMART LIFESTYLE
未来を描く街

JAPAN QUALITY

First Panasonic Homes Residential Project with Sinar Mas Land

Joint development by:

Panasonic Homes & Living and **sinar mas land** Building for a better future

EXIT TOL KM 37
Cikarang Pusat (Kota Deltamas)

OPERATIONAL UPDATES

More and More Commercial Development



Cikarang Japanese School in Kota Deltamas has been operating since April 2019. This is the first official Japanese School at Bekasi – Karawang – Purwakarta area.

Future Modern Shopping Centre in Kota Deltamas Commercial Area



**this picture is for illustration purpose only*

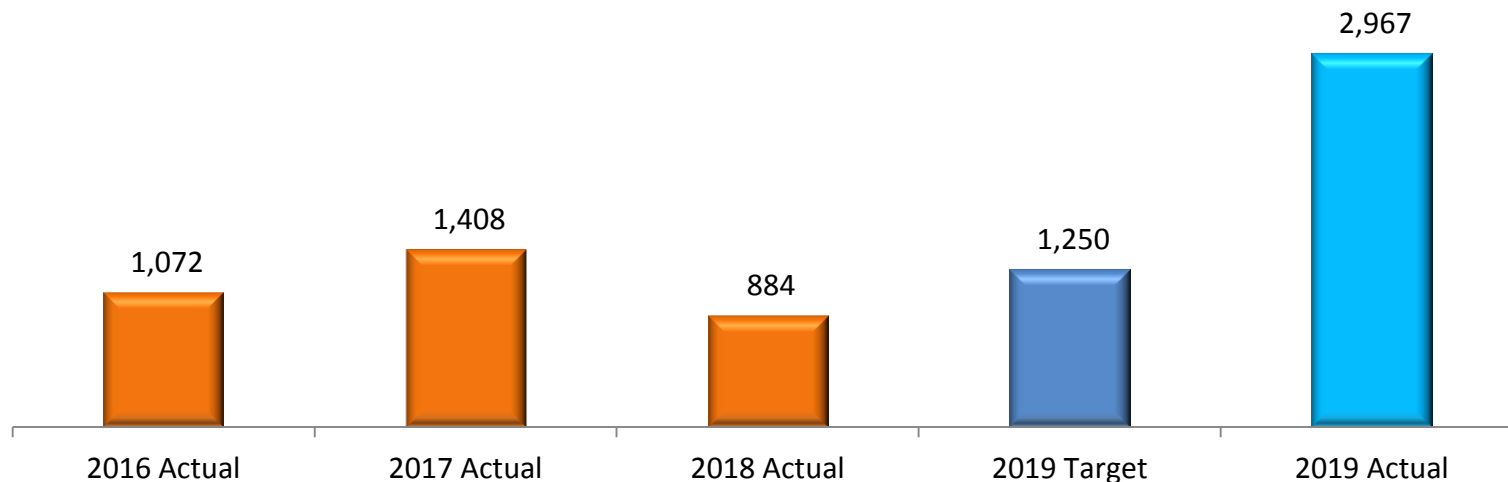


KEY FINANCIAL INFORMATION

Marketing Sales Achievement

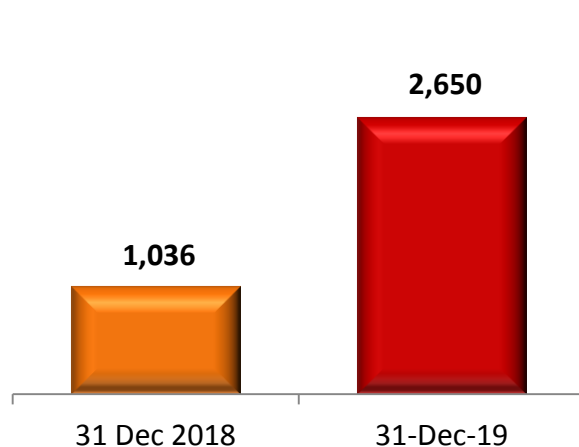
Total marketing sales FY 2019 was Rp3,0 trillion, surpassing the marketing sales target of Rp1.25 trillion.

Marketing Sales Figures (in Rp Bn)

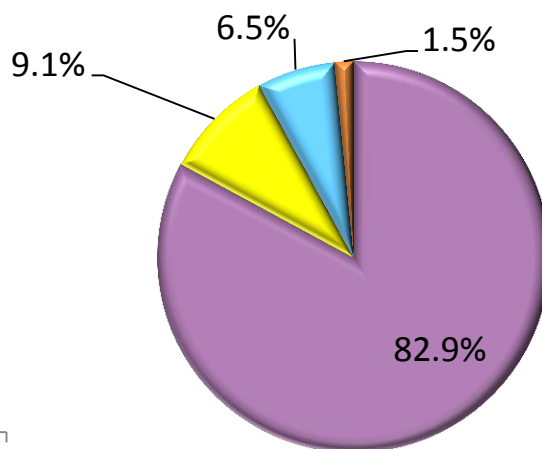


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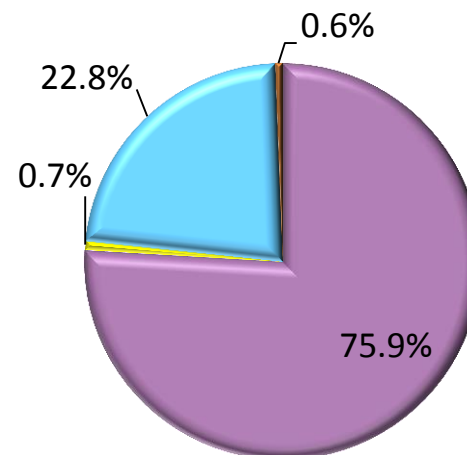
Revenues (in Rp Bn)



Revenues by Segment
FY 2018

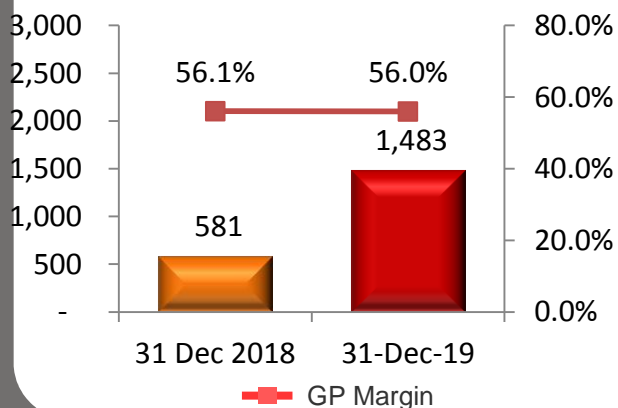


Revenues by Segment
FY 2019

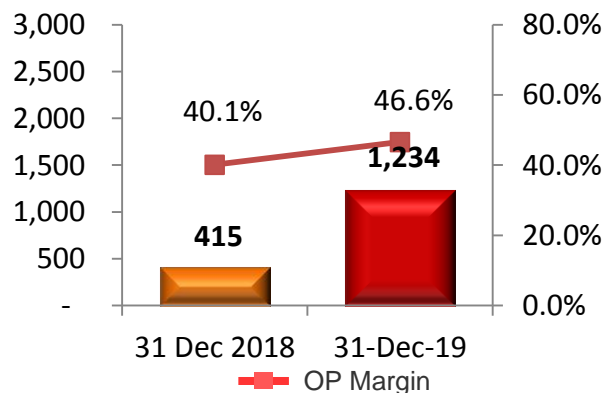


Industrial Residential Commercial Rental & Hotel

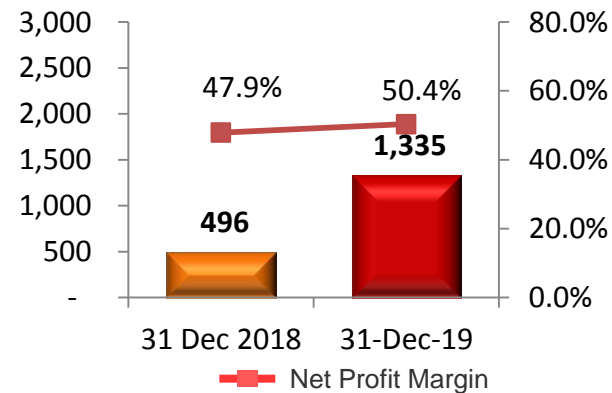
Gross Profit (in Rp Bn)



Operating Profit (in Rp Bn)



Net Profit (in Rp Bn)

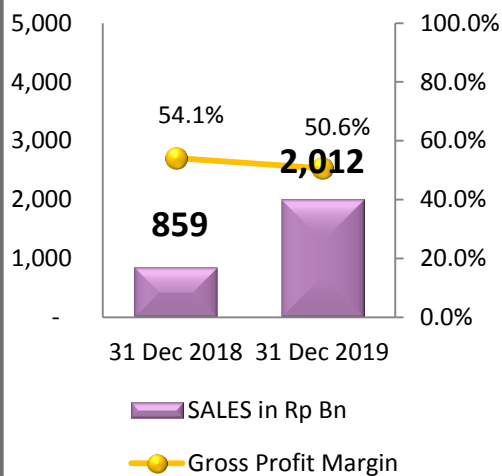


KEY FINANCIAL INFORMATION

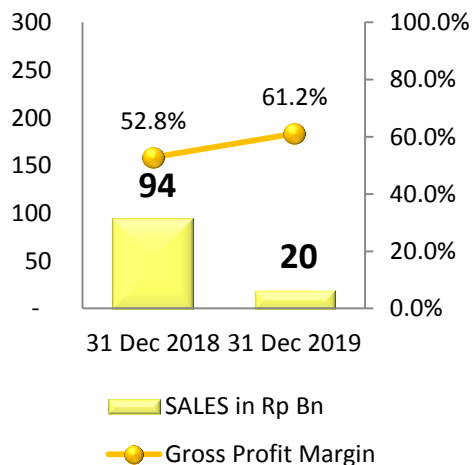


Revenues by Segment

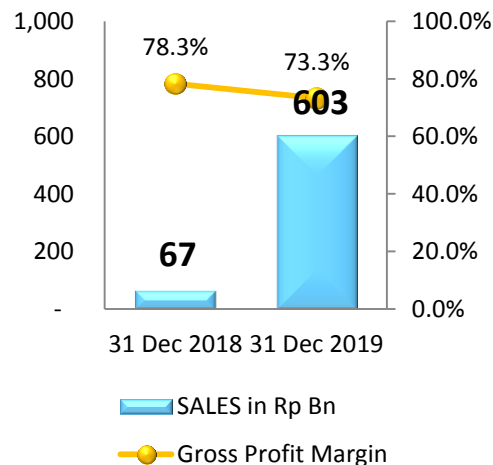
Industrial



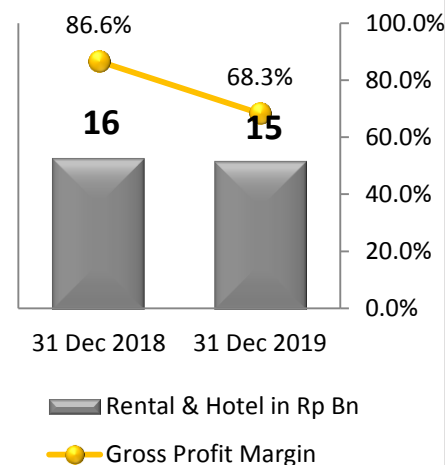
Residential



Commercial



Rental & Hotel

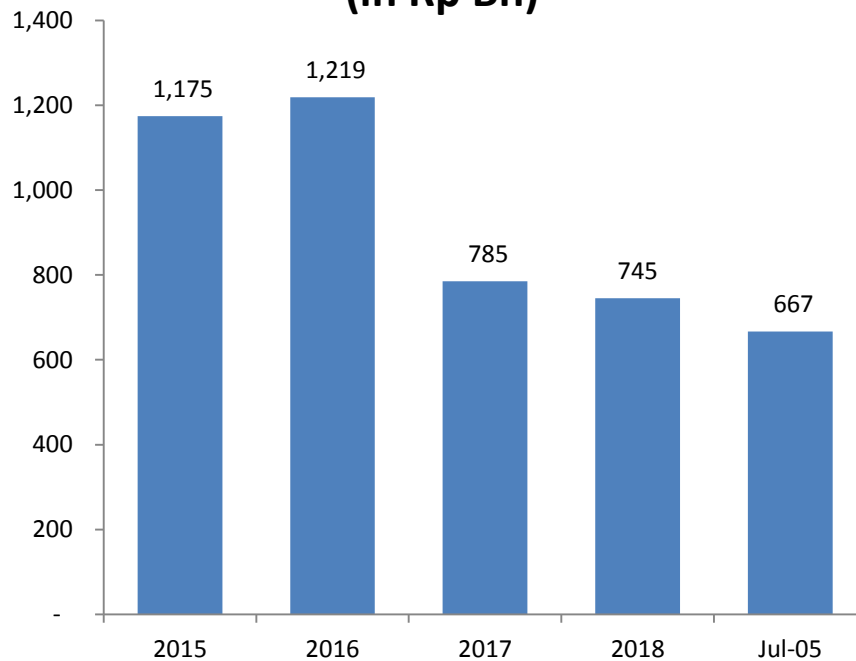


KEY FINANCIAL INFORMATION



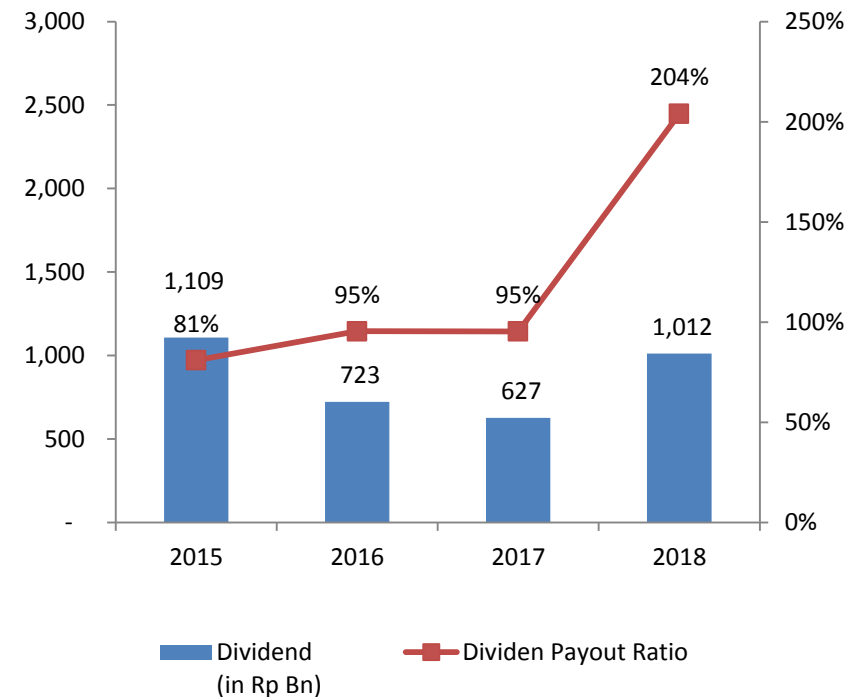
Optimum Return for Shareholders

Cash and Cash Equivalent (in Rp Bn)



The Company is in stable net cash position and does not have any loan.

Historical Dividend by Fiscal Year



KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	Dec 2019	Dec 2018
Revenues	2,650	1,036
Gross Profit	1,483	581
Selling Expenses	82	22
General and Administration Expenses	113	117
Final Tax	55	26
Operating Profit	1,234	415
Profit Before Tax	1,350	514
Total Profit for the Year	1,335.4	496.3
Profit for the Year Attributable to:		
Owners of the Company	1,334.9	496.2
Non-controlling Interests	0.5	0.1

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2019	Dec 2018
ASSETS		
Current Assets	4,009	3,568
Non Current Assets	3,608	3,932
Total Assets	7,617	7,500
LIABILITIES		
Current Liabilities	1,080	279
Non Current Liabilities	41	32
Total Liabilities	1,121	312
EQUITY		
Total Equity	6,496	7,189

THANK YOU

For Further Information:

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