

PT PURADELTA LESTARI TBK
MANAGEMENT PRESENTATION
2016 PERFORMANCE & 2017 TARGET



MARCH 2017
STRICTLY CONFIDENTIAL



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AGENDA

01	COMPANY OVERVIEW	3
02	STRATEGIES AND UPDATES	18
03	KEY FINANCIAL INFORMATION	24



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



Deltamas

- 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

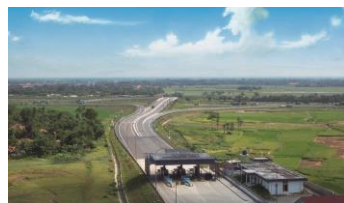
2012

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



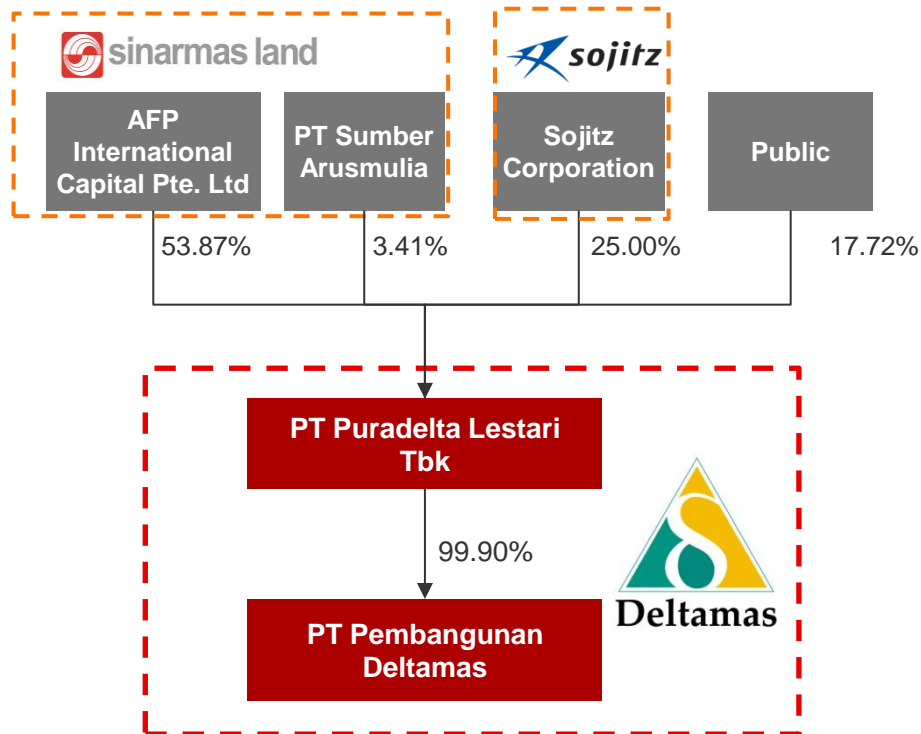
COMPANY OVERVIEW

SHAREHOLDING STRUCTURE



Joint Venture Company of Sinarmas Land and Sojitz Corporation

Ownership Structure of the Company*



* As of December 31, 2016

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)

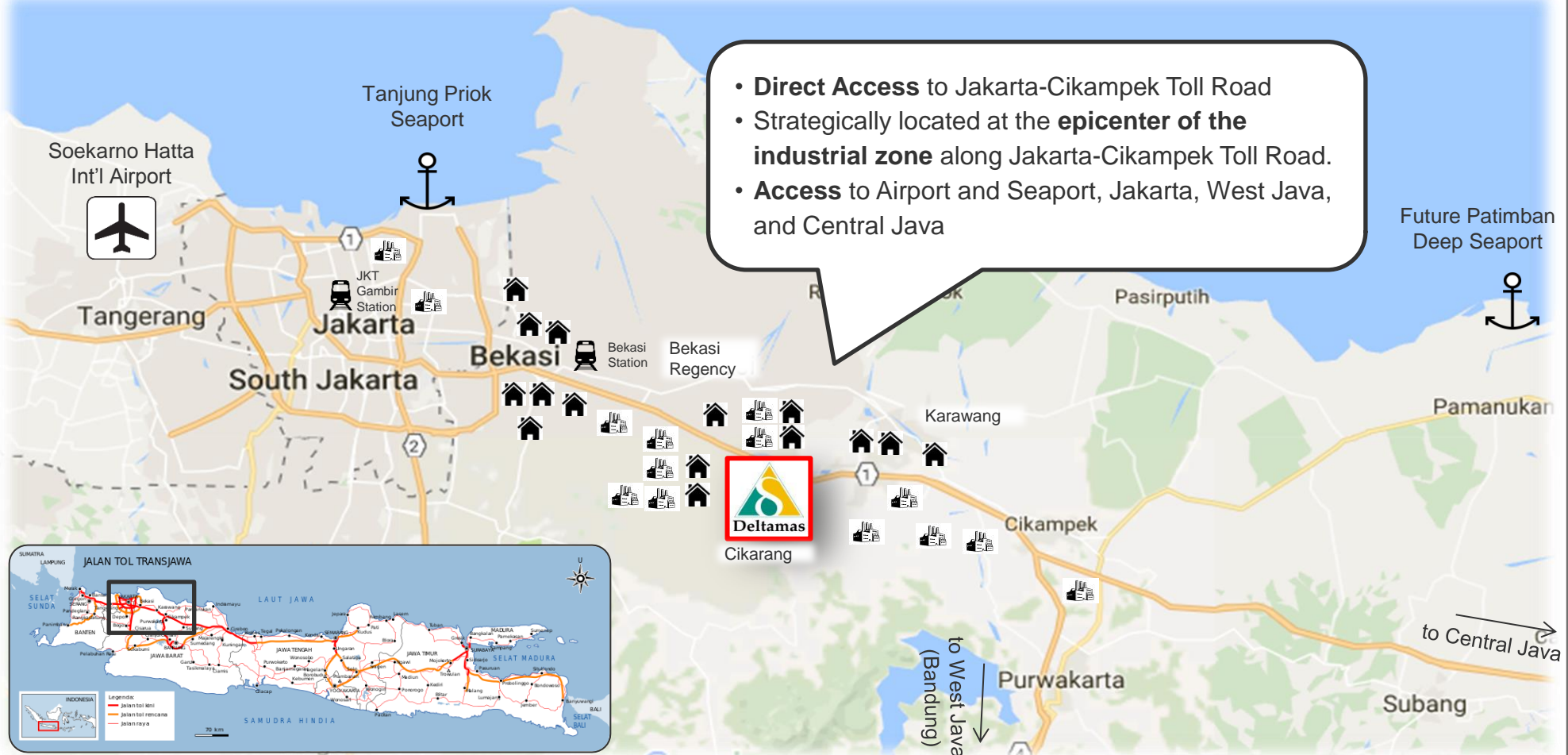
- Jakarta-Cikampek Toll Road connects Jakarta to Central Java and West Java and is an important part of Trans Java Toll Road Plan.
- The toll road also connects to international airport and seaport in Greater Jakarta.
- It is the busiest toll road with highest traffic volume in Indonesia.
- Dubbed as the most advanced industrial area in Indonesia, with more than 10 industrial estate alongside the Jakarta-Cikampek Toll Road.

COMPANY OVERVIEW

LOCATION



KOTA DELTAMAS' STRATEGIC LOCATION

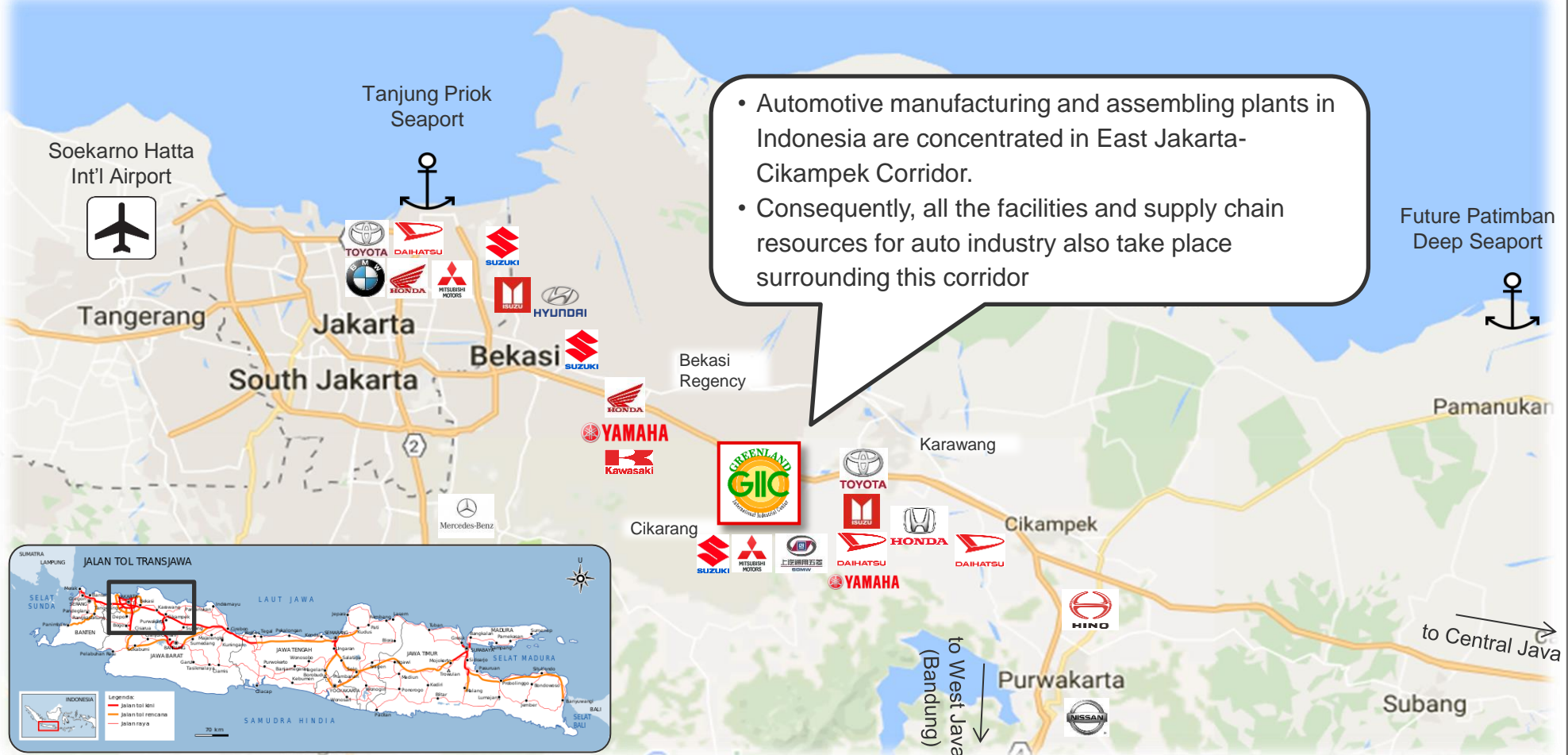


COMPANY OVERVIEW

LOCATION



AUTO INDUSTRY CONCENTRATION



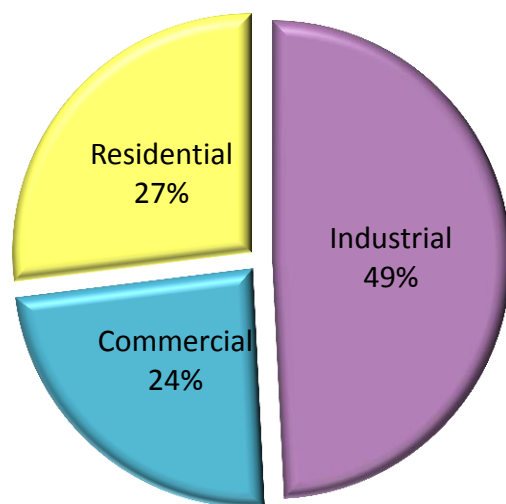
COMPANY OVERVIEW

DEVELOPMENT AREA AND LAND BANK



Solid Master Plan with Large Land Bank

Area Development Plan



Total Gross Area = 3,177 Ha

Land Bank Update (31 Dec 2016)

As of Dec 2016 (Ha)	Industrial	Commercial	Residential	Total
Total Gross Area	1,563	757	856	3,177
Developed and Sold	1,124	246	155	1,525
Developed and Unsold	296	83	9	388
Undeveloped and Unsold	144	429	692	1,264
Gross Land Bank	440	511	701	1,652
Ratio	81%	63%	56%	65%
Net Saleable Land Bank	356	323	392	1,072

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”)



Total Gross Area : 1,563 Ha
Gross Land Bank : 440 Ha
Net Saleable Land Bank : 356 Ha

- ~ 85 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	Under Construction
Mitsubishi Motors	~ 51 Ha	2014 – 2015	Under Construction
Astra Honda Motor	~ 38 Ha	2016	Still Lot
Maxxis	~ 35 Ha	2014	Under Construction

COMPANY OVERVIEW

INDUSTRIAL ESTATE



Attracting a Diverse Mix of Customers across the Various Sectors



Auto and Auto Related



Automobile manufacturer



Automobile manufacturer



SGMW

Automobile manufacturer



Tyre producer



Logistics



NIPPON EXPRESS

Logistics services provider



MITSUI-SOKO GROUP

Logistics services provider



Logistics services provider



Logistics services provider



Food & Beverage



love around the kitchen table

Food products manufacturer



Animal feed producer



Bread manufacturer



General consumers



Simply Write

Stationery producer



Zip producer



Diapers producer

Development of Commercial Area

Existing commercial area:

- Clusters of shophouses (restaurants, stores, offices, etc.)
- Education Institutions
- Serviced Apartments
- Hotels
- Sport Centre

Future commercial area:

- Future Shopping Mall (PT AMSL Deltamas bought 20 Ha land for AEON Mall development)
- Greenland Square development
- Citywalk
- More shophouses
- More residential facilities

Bekasi Regency Gov't Centre



The commercial area provide business opportunity and facilities for its residents

**Shophouse
Clusters**



**Sport
Centre**



**Education
Institution**



**Serviced
Apartment**



Hotel



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**

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 (Jakarta)
- Doxiadis Associates (Greece)

NIPPON KOEI

Lend Lease

Doxiadis Associates

GIBB
ENGINEERING & SCIENCE

COMPANY OVERVIEW

KOTA DELTAMAS DEVELOPMENT



Continuous Development of Kota Deltamas



Entrance and Direct Access to Kota Deltamas



Waste Water Treatment Plants in Kota Deltamas



Automotive Factory in Kota Deltamas



Serviced Apartment in Kota Deltamas



STRATEGIES AND UPDATES

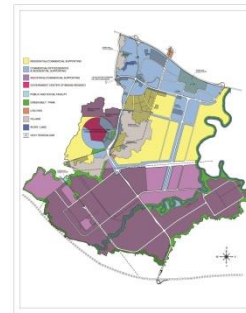
KEY BUSINESS INITIATIVES

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

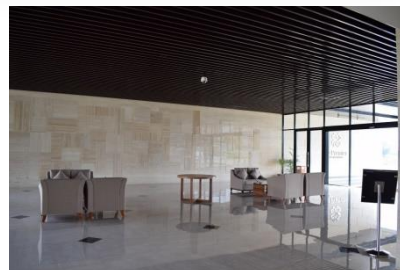


Successful Serviced Apartment Development



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 Shouphouses

A premium shophouse complex strategically located in Kota Deltamas main road

Launched in December 2016

New Residential Cluster

A new residential cluster in Kota Deltamas with fresh modern concept

Coming soon



2016 Achievement and 2017 Target

Performance & Target	2016 Achievement	2017 Target
Marketing Sales (in Rp Bn)	1,076	1,506

- Marketing Sales are mostly contributed by industrial land sales, and supported by residential and commercial products.
- In 2016, the Company sold 52.9 Ha industrial land sales, while in 2017 the Company targets to sell 60 Ha industrial land sales.
- In addition, residential and commercial estate will be continuously developed in line with the Company strategy to create an integrated township at east of Jakarta.

Capital Expenditures

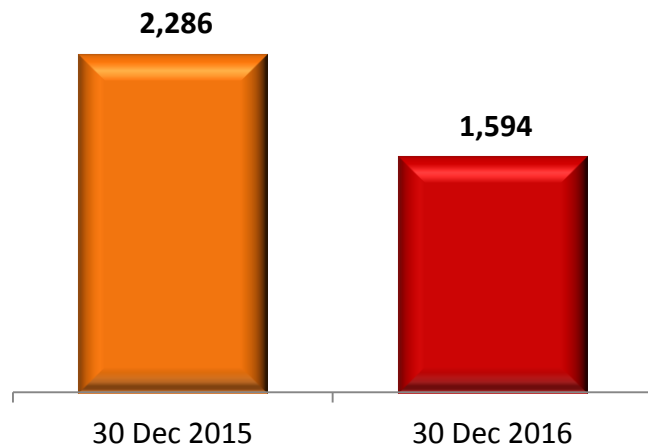
The Company plans to spend Rp 800-900 billion for infrastructure development and possible land acquisition



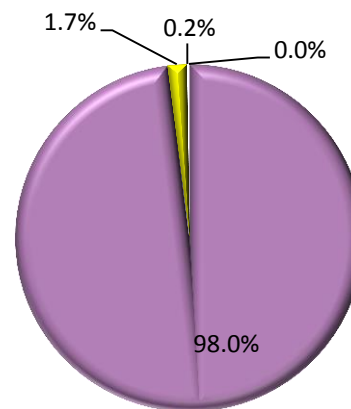
KEY FINANCIAL INFORMATION

KEY FINANCIAL INFORMATION

Revenues (in Rp Bn)

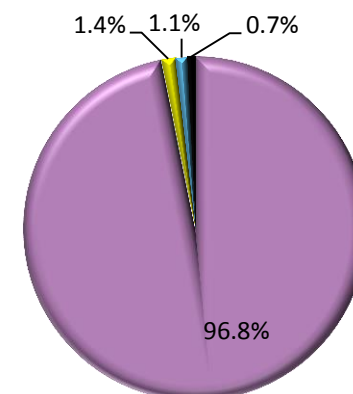


Revenues by Segment
31 Dec 2015

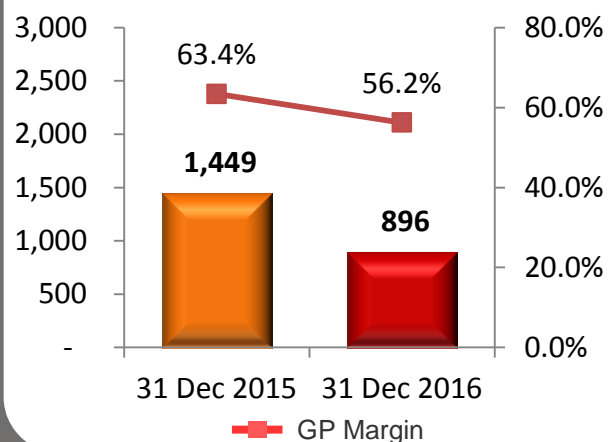


Industrial Residential Commercial Rental & Hotel

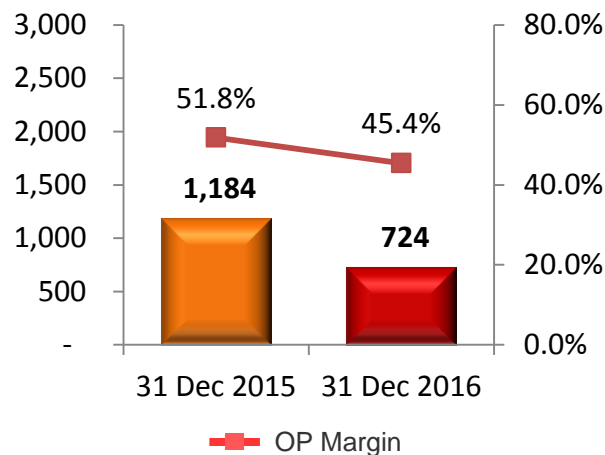
Revenues by Segment
31 Dec 2016



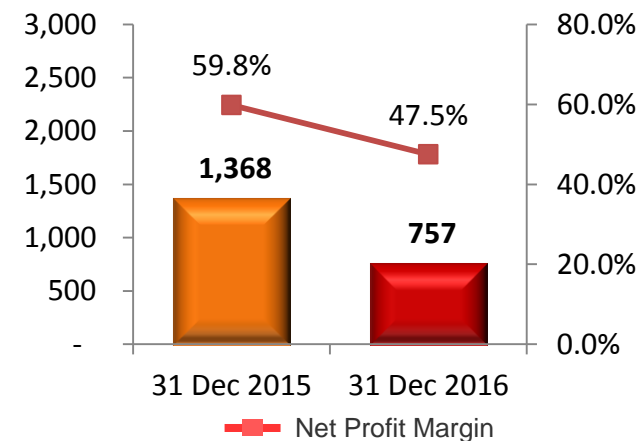
Gross Profit (in Rp Bn)



Operating Profit (in Rp Bn)



Net Profit (in Rp Bn)

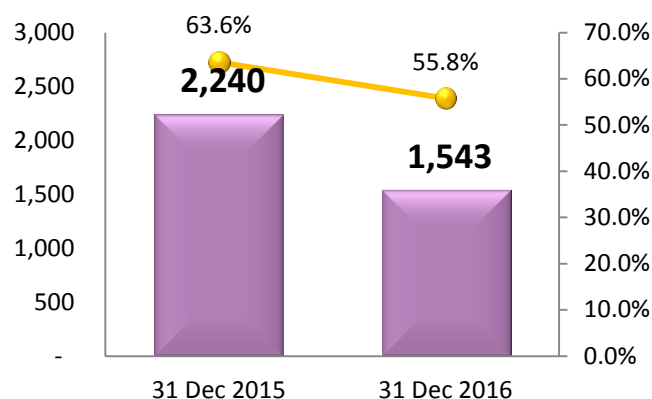


KEY FINANCIAL INFORMATION



Revenues by Segment

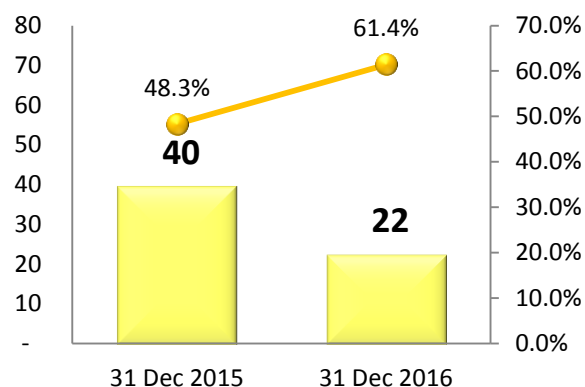
Industrial



SALES in Rp Bn Gross Profit Margin

The Company booked sales from PT SAIC International Indonesia, PT Astra Honda Motor, and PT Mitsubishi Motors Krama Yudha Indonesia in 2016. Declining gross profit margin was due to increasing development cost.

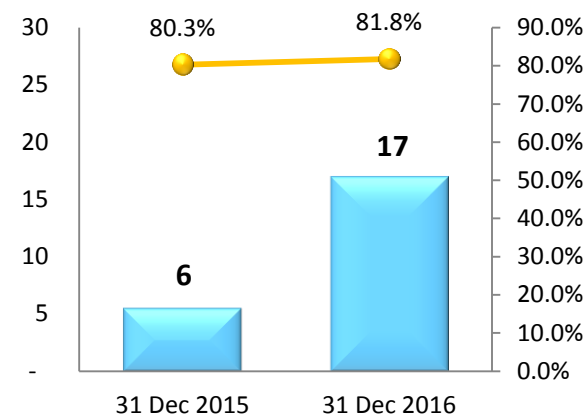
Residential



SALES in Rp Bn Gross Profit Margin

The Company booked higher gross profit margin of residential segment from 48.3% in 2015 to 61.4% in 2016 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 17 billion sales in 2016 with higher margin compared to the same period last year.

Solid Financial Position

- The Company currently does not have any debt / loan.
- The Company distributed total cash dividend for fiscal year 2015 of Rp 1.1 trillion, which was distributed in two stages:
 - interim dividend of Rp 578 billion in November 2015, and
 - final dividend of Rp 530 billion in May 2016.
- The Company's net cash position as of 31 Dec 2016 is around Rp 1.2 trillion.

KEY FINANCIAL INFORMATION



Summary - Income Statement

Income Statement in Rp Bn	FY 2015	FY 2016
Revenues	2,286	1,594
Gross Profit	1,449	896
Selling Expenses	87	34
General and Administration Expenses	64	72
Final Tax	114	66
Operating Profit	1,184	724
Profit Before Tax	1,381	775
Total Profit for the Year	1,368	758
Profit for the Period Attributable to:		
Owners of the Company	1,368	757
Non-controlling Interests	0.28	0.31

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2015	Dec 2016
ASSETS		
Current Assets	4,495	3,714
Non Current Assets	3,512	4,090
Total Assets	8,007	7,804
LIABILITIES		
Current Liabilities	829	395
Non Current Liabilities	17	20
Total Liabilities	847	415
EQUITY		
Total Equity	7,161	7,388

THANK YOU

For Further Information:

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