

**PT PURADELTA LESTARI TBK**  
**MANAGEMENT PRESENTATION**  
**FULL YEAR 2017 UNAUDITED RESULTS**



**MARCH 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

- 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

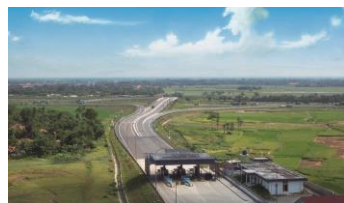
2012

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



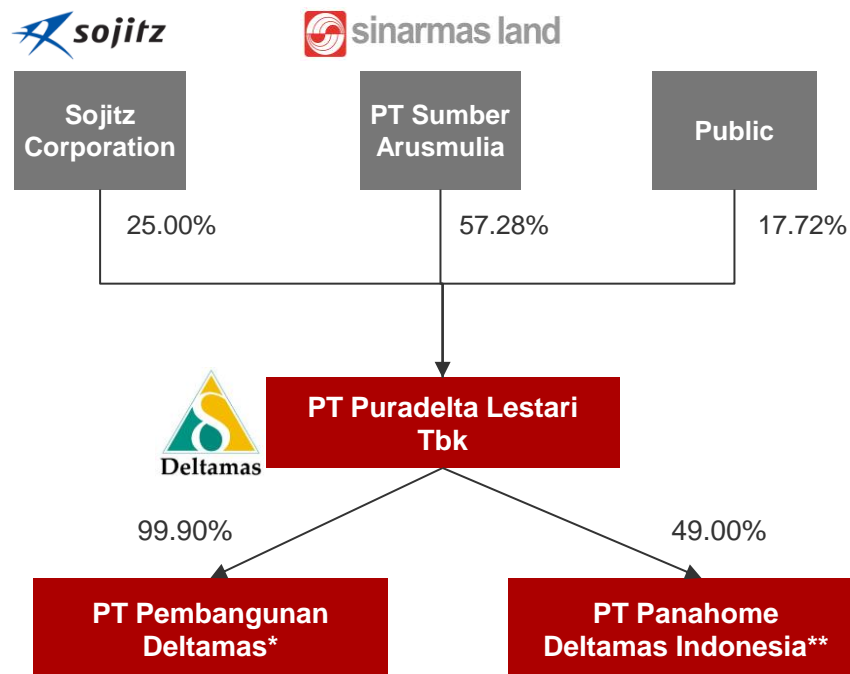
# COMPANY OVERVIEW

## SHAREHOLDING STRUCTURE



### Joint Venture Company of Sinarmas Land and Sojitz Corporation

#### Ownership Structure of the Company



\* 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



- |                                       |                                 |
|---------------------------------------|---------------------------------|
| <b>A</b> Jakarta, Indonesia's capital | <b>D</b> Bandung, West Java     |
| <b>B</b> Bekasi Regency, West Java    | <b>E</b> Semarang, Central Java |
| <b>C</b> Cikampek, West Java          | <b>F</b> 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.

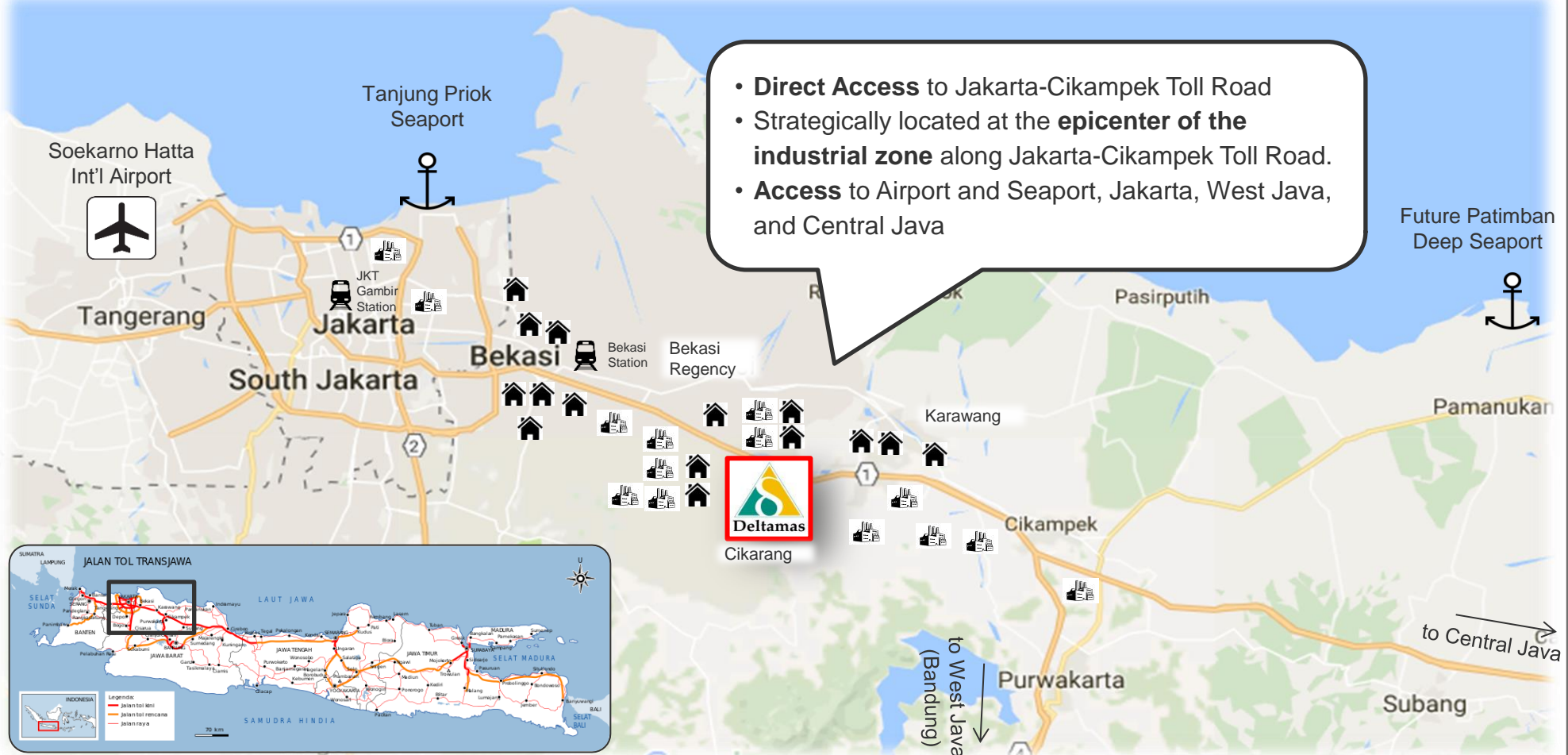


# COMPANY OVERVIEW

## LOCATION



### KOTA DELTAMAS' STRATEGIC LOCATION

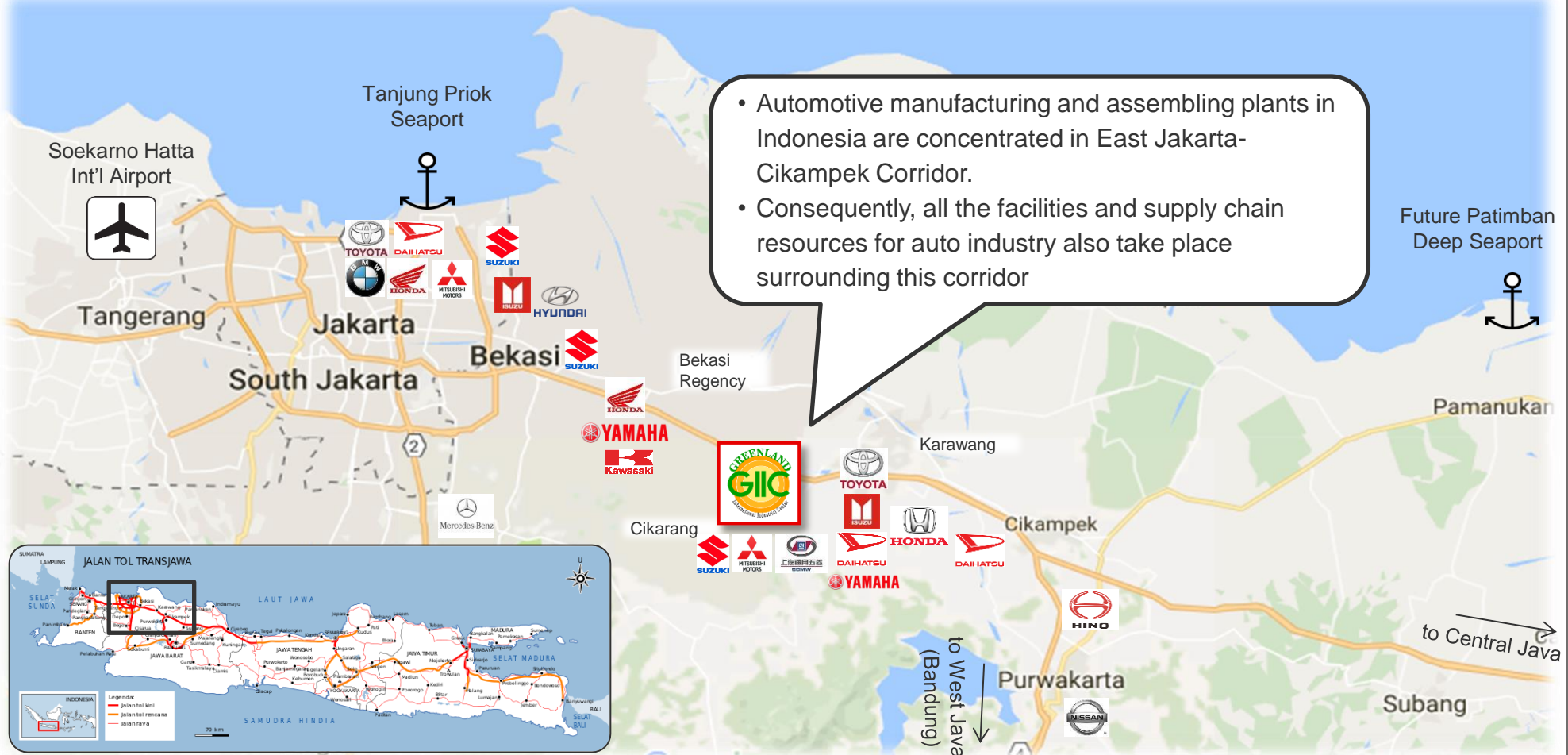


# COMPANY OVERVIEW

## LOCATION



### AUTO INDUSTRY CONCENTRATION



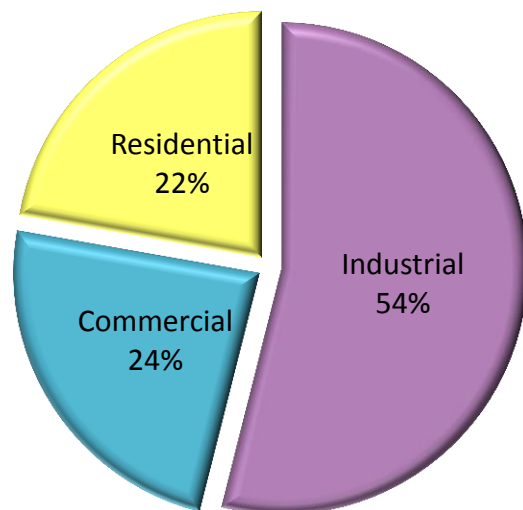
# COMPANY OVERVIEW

## 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 2017)

As of Dec 2017 (Ha)	Industrial	Commercial	Residential	Total
Total Gross Area	1,714	757	706	3,177
Land Sold	1,177	259	177	1,613
Gross Land Bank	537	498	529	1,564



# 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”)



- ~ 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



**Wide Primary Arterial Road at GIIC Entrance**



**Automotive Manufacturer in GIIC**



**Waste Water Treatment Plant Facilities**



**Rental Factory Building**

# COMPANY OVERVIEW

## INDUSTRIAL ESTATE



### Attracting a Diverse Mix of Customers across the Various Sectors



#### Auto and Auto Related



Automobile manufacturer



Automobile manufacturer



上汽通用五菱  
SGMW

Automobile manufacturer



INDONESIA  
Tyre producer



#### Logistics



Logistics services provider



Logistics services provider



Logistics services provider



Logistics services provider



#### Food & Beverage



Food products manufacturer



Animal feed producer



Bread manufacturer



#### Others



**KALBE**

Pharmacy & Consumer Health



Zip producer



Sanitary



# COMPANY OVERVIEW

## COMMERCIAL ESTATE



### Development of Commercial Area

#### EXISTING COMMERCIAL & PUBLIC FACILITIES

**Offices**



**Restaurants**



**Resorts**



**Hotel**



**Svcd. Apartment**



**Sport Centre**



**School & University**



**Shophouses**

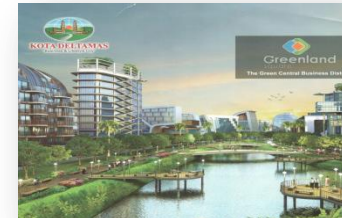


**Gov't Centre**



#### IN PROGRESS / FUTURE

**Commercial Centre**



**Shopping Centre**



**Hospital & Clinic**





# 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**

In 2017, DMAS enters into agreement with **PanaHome Asia Pacific Pte. Ltd.**, a housing company under Panasonic Group, to create a sustainable smart-town residential estate inside Kota Deltamas

**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 + 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
- Doxiadis Associates (Greece)

**NIPPON KOEI**

**Lend Lease**

**Doxiadis Associates**

**GIBB**  
ENGINEERING & SCIENCE



STRATEGIES AND UPDATES

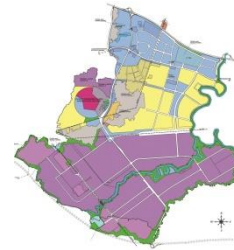
# KEY BUSINESS INITIATIVES

## 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.



### 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.

### Solid Marketing Sales Performance

- Total marketing sales in 2017 is Rp 1,408 billion, mostly contributed by sales from industrial segments. The marketing sales were also contributed by land sales for joint venture (JV) project. The remaining sales came from both residential and commercial segments.
- Industrial segment will still be the backbone of the Company's business in the current moment, while residential and commercial estate will be continuously developed in line with the Company strategy to create an integrated township at east of Jakarta.
- 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).

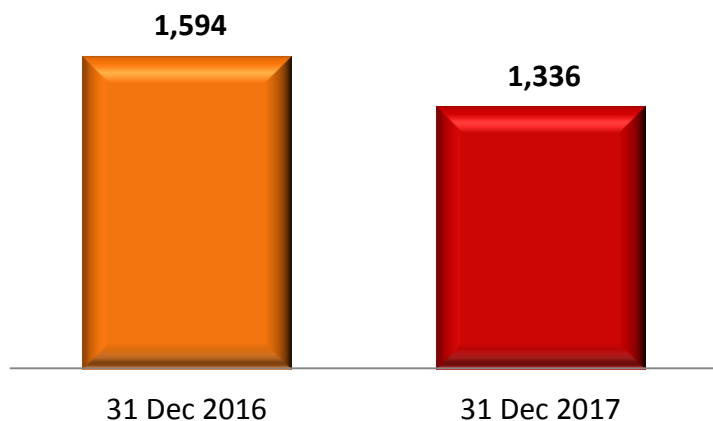




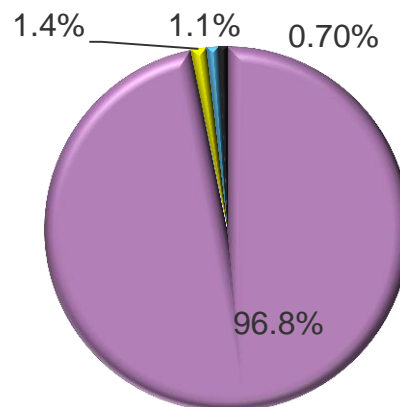
## KEY FINANCIAL INFORMATION

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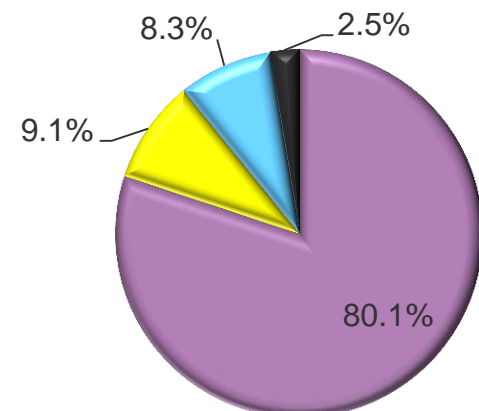
**Revenues (in Rp Bn)**



**Revenues by Segment  
FY 2016**

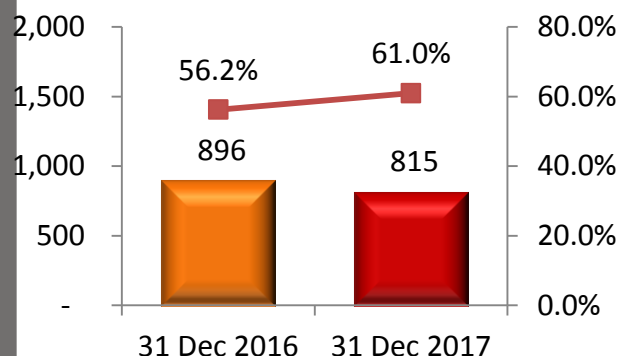


**Revenues by Segment  
FY 2017**



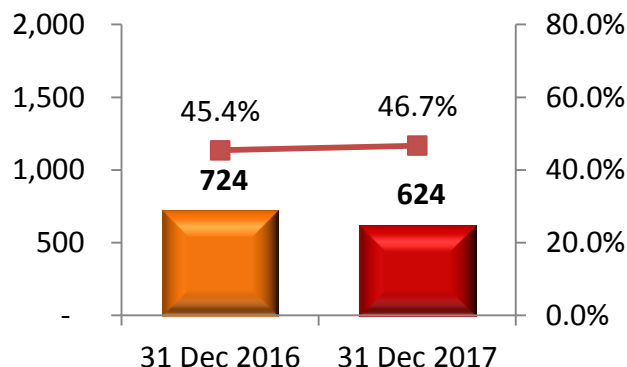
Industrial Residential Commercial Rental & Hotel

**Gross Profit (in Rp Bn)**



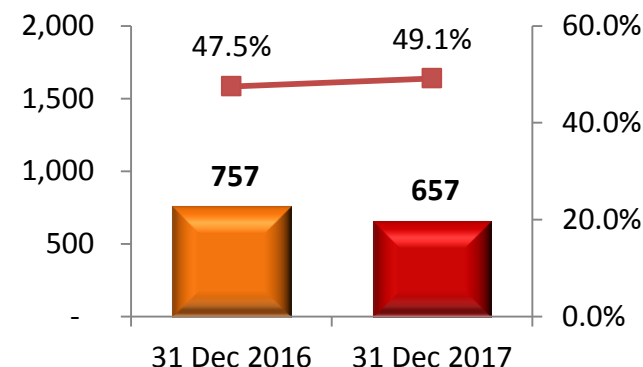
GP Margin

**Operating Profit (in Rp Bn)**



OP Margin

**Net Profit (in Rp Bn)**

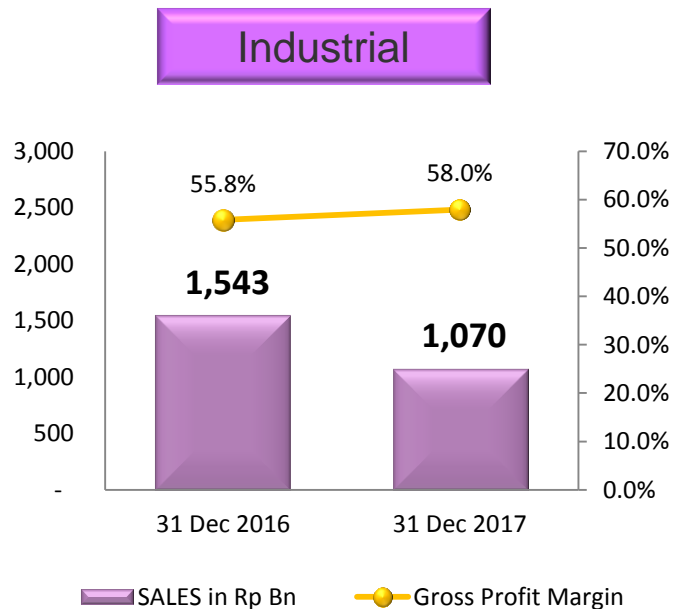


Net Profit Margin

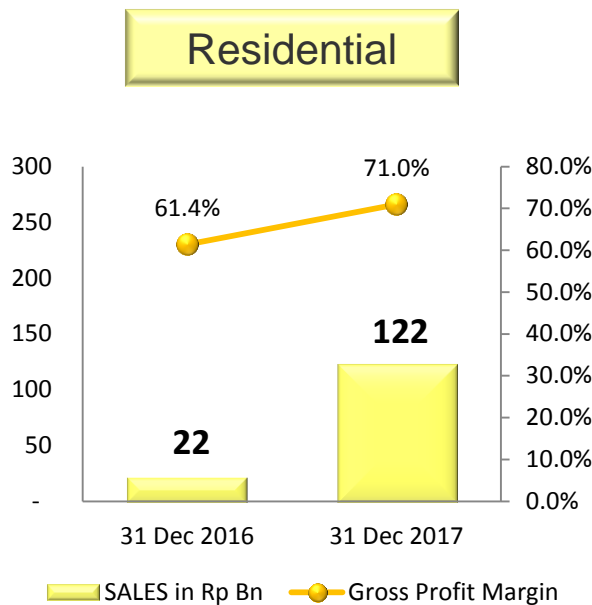
# KEY FINANCIAL INFORMATION



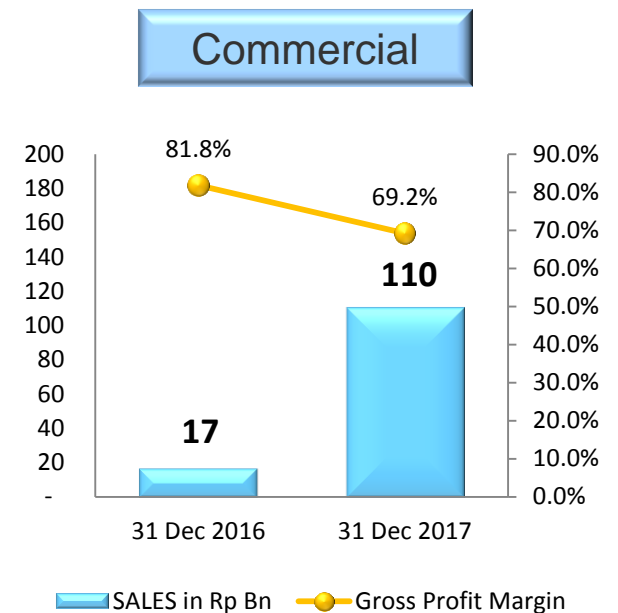
## Revenues by Segment



The Company recorded several big sales in 2017 from PT Bintang Toedjoe, PT Robert Bosch Automotive, PT Idemitsu Lube Techno Indonesia, and PT Dirgantara Mitramahardi



The Company booked a land plot sales for residential development to its JV company of PT Panahome Deltamas Indonesia.



The Company recorded commercial lots sales from several customers that provide residential facilities such as hospital and school.

## Solid Financial Position

- The Company currently does not have any debt / loan.
- The Company distributed final cash dividend for 2016 fiscal year of Rp 723 billion in June 2017 and interim cash dividend for 2017 fiscal year of Rp 313 billion in December 2017.
- The Company's net cash position as of 31 Dec 2017 was Rp 785 billion.

# KEY FINANCIAL INFORMATION



## Summary - Income Statement

Income Statement in Rp Bn	Dec 2016	Dec 2017
Revenues	1,594	1,336
Gross Profit	896	815
Selling Expenses	34	47
General and Administration Expenses	72	107
Final Tax	66	37
Operating Profit	724	624
Profit Before Tax	775	670
Total Profit for the Year	758	657
Profit for the Period Attributable to:		
Owners of the Company	757.2	656.7
Non-controlling Interests	0.3	0.4

## Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2016	Dec 2017
<b>ASSETS</b>		
Current Assets	3,714	3,536
Non Current Assets	4,090	3,935
<b>Total Assets</b>	<b>7,804</b>	<b>7,471</b>
<b>LIABILITIES</b>		
Current Liabilities	395	438
Non Current Liabilities	20	27
<b>Total Liabilities</b>	<b>415</b>	<b>465</b>
<b>EQUITY</b>		
<b>Total Equity</b>	<b>7,388</b>	<b>7,006</b>

# THANK YOU

For Further Information:

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