PT PURADELTA LESTARI TBK MANAGEMENT PRESENTATION FY 2018 AUDITED RESULTS



MARCH 2019 STRICTLY CONFIDENTIAL





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COMPANY OVERVIEW

COMPANY OVERVIEW PT PURADELTA LESTARI TBK



Leading Integrated Township Developers at East of Jakarta

JOINT VENTURE :



Sinarmas land Building for a better future

PT Puradelta Lest	ari Tbk (DMAS IJ)
Project Title	: Kota Deltamas
Project Description	on : Industrial-based Modern Integrated Township
Location	: Jalan Tol Jakarta-Cikampek KM 37, Cikarang Pusat, Bekasi
Total Area	: ± 3,181 hectares
Established in	: 1993
Year of IPO	: 2015

COMPANY OVERVIEW KEY COMPANY MILESTONES





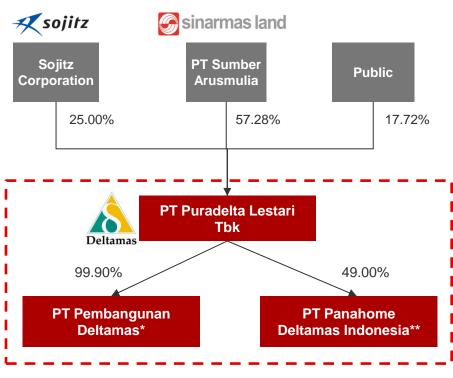
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COMPANY OVERVIEW SHAREHOLDING STRUCTURE



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



Record of Property

Development and

Management

Leading and

developer in

Listed in SGX

Indonesia

property

most experienced

•

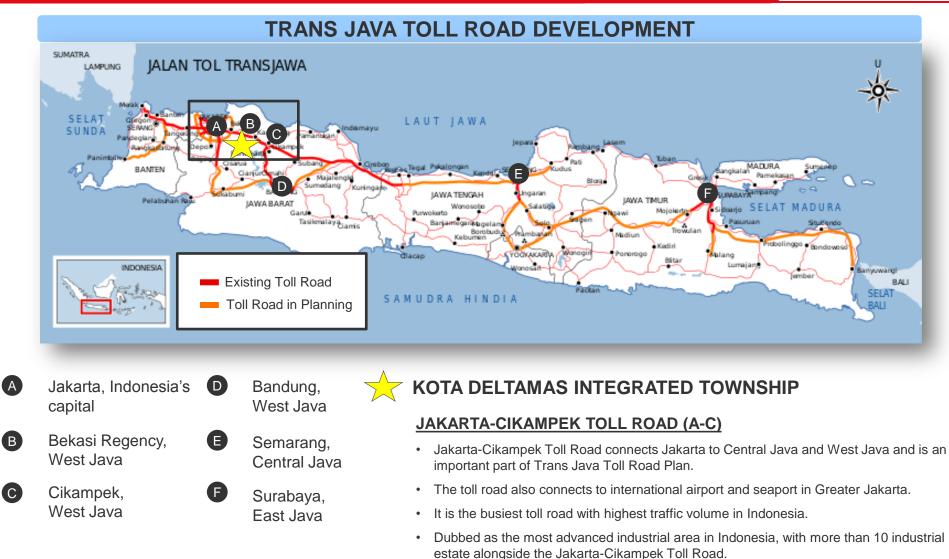


Strong International Marketing Platform andStrategic Partnership

- General trading conglomerate with a worldwide network in c. 50 countries and regions
- Listed in TSE

COMPANY OVERVIEW LOCATION

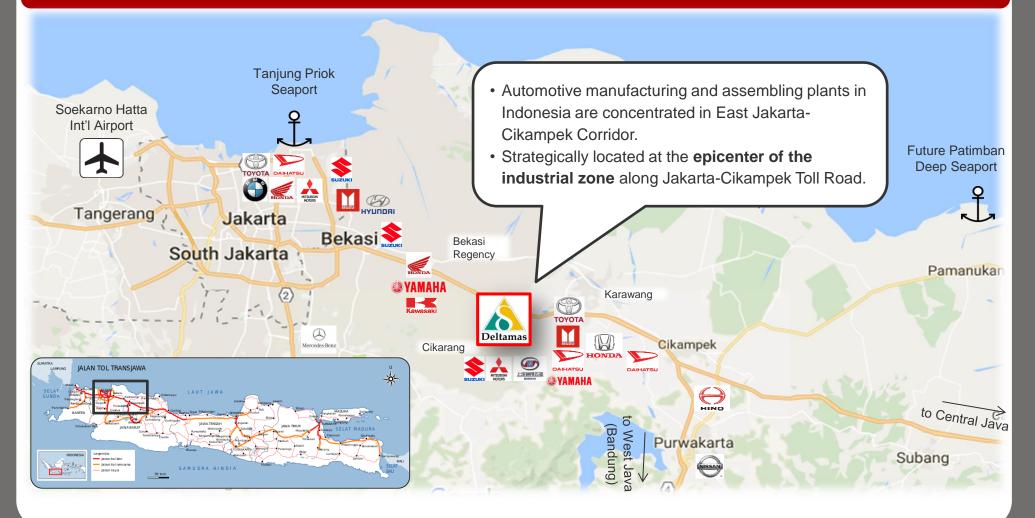




COMPANY OVERVIEW LOCATION



AUTO INDUSTRY CONCENTRATION

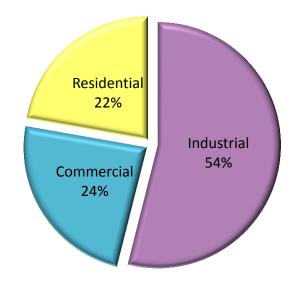


COMPANY OVERVIEW DEVELOPMENT AREA AND LAND BANK



Solid Master Plan with Large Land Bank

Area Development Plan Land Bank Update (31 Dec 2018)

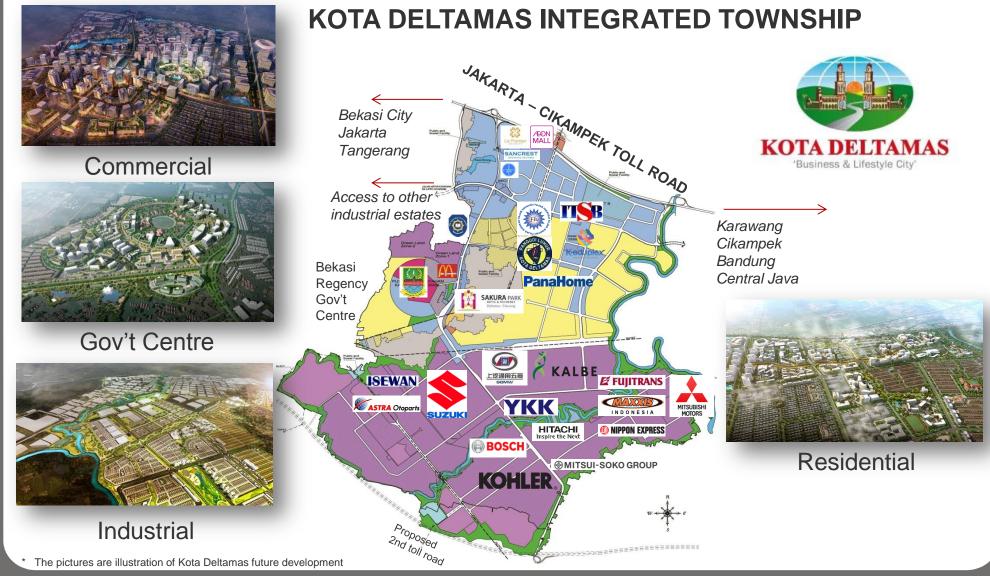


Total Gross Area = 3,181 Ha

As of Dec 2018(Ha)	Industrial	Commercial	Residential	Total
Total Area	1,718	757	706	3,181
Land Sold	1,206	264	193	1,663
Land Bank	512	493	514	1,519

COMPANY OVERVIEW KOTA DELTAMAS DEVELOPMENT





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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



GIIC Entrance Gate



COMPANY OVERVIEW INDUSTRIAL ESTATE



Attracting a Diverse Mix of Customers across the Various Sectors



COMPANY OVERVIEW COMMERCIAL ESTATE



Development of Commercial Area

Commercial Products: Commercial Lot, Shophouses, Others



- Cikarang Japanese School is currrently under construction. The school will provide 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.
- SMK Ananda Mitra Industri Deltamas has been built and operating in Kota Deltamas
- · A chain restaurant is operating in Kota Deltamas commercial area
- Several commercial tenants has purchased land in Kota Deltamas for hospital, gas station, etc.





カラン日本人学校

ARANG JAPANESE SCHO

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

Facility

Fitness Centre Facility

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



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









Continuously to be the Most Advanced with Facilities and Certifications

Direct Construction After Investment (KLIK)

Certifications of Integrated Management System







Development of Residential Estate





Grand Launching of Naraya Park Residential Cluster

Launch of SAVASA smart residential estate, developed by PT Panahome Deltamas Indonesia



More Commercial Facilities in Kota Deltamas







New Chain Restaurant Operating in Kota Deltamas

Construction of Cikarang Japanese School in Kota Deltamas New Vocational School (SMK) in Kota Deltamas

OPERATIONAL UPDATES NEW INITIATIVES AND PIPELINE PROJECTS



Continuous CSR Activities

We value our surrounding communities and environment as substantial stakeholders for Kota Deltamas sustainable development



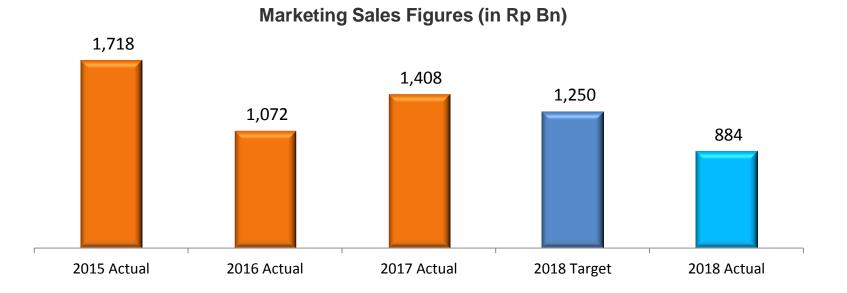


OPERATIONAL UPDATES MARKETING SALES

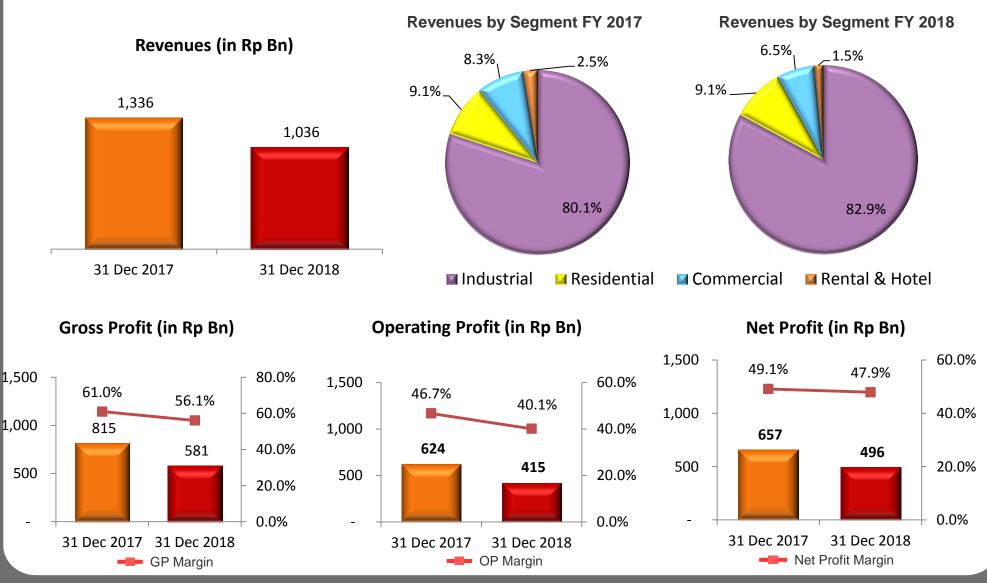


Marketing Sales Achievement

Total marketing sales FY 2018 was Rp884 billion, mostly contributed by sales from industrial segments.





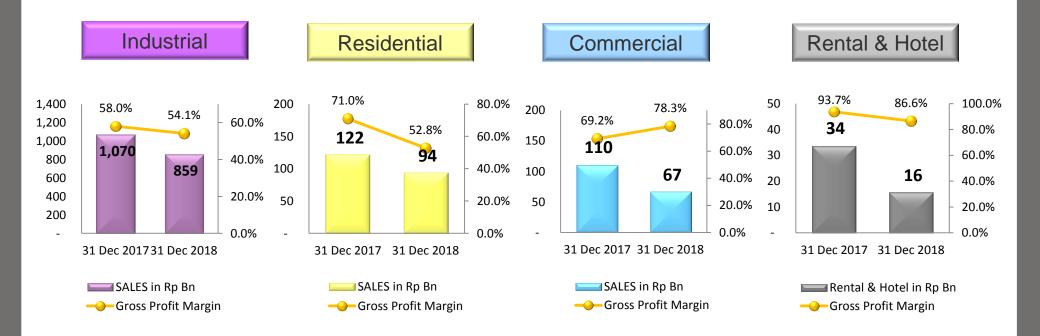


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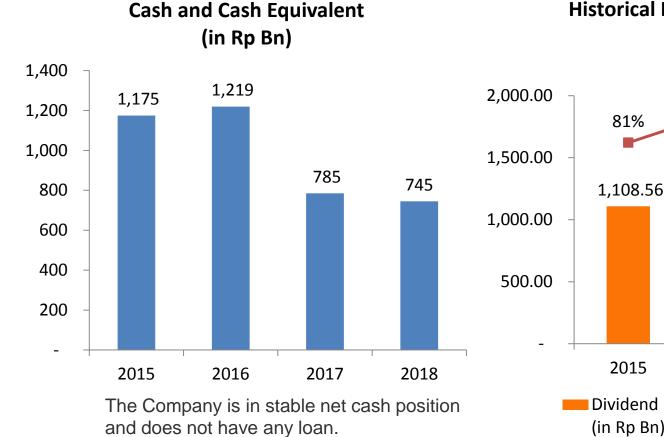
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Revenues by Segment

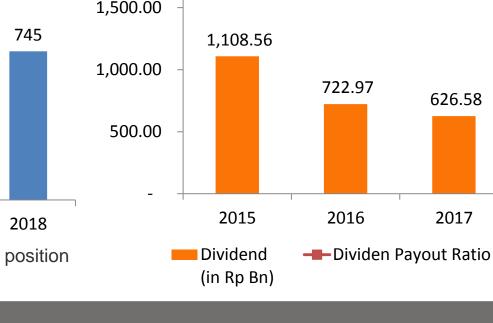






Historical Dividend by Fiscal Year

95%





95%

100%

50%

0%



Summary - Income Statement

Income Statement in Rp Bn	Dec 2018	Dec 2017
Revenues	396	494
Gross Profit	241	313
Selling Expenses	14	10
General and Administration Expenses	94	72
Final Tax	10	13
Operating Profit / (Loss)	123	217
Profit Before Tax	186	265
Total Profit for the Period	174.7	254.5
Profit for the Period Attributable to:		
Owners of the Company	174.6	254.4
Non-controlling Interests	0.1	0.1

Summary - Balance Sheet

Balance Sheet in Rp Bn	Dec 2018	Dec 2017
ASSETS		
Current Assets	3,568	3,536
Non Current Assets	3,932	3,935
Total Assets	7,500	7,471
LIABILITIES		
Current Liabilities	279	438
Non Current Liabilities	32	27
Total Liabilities	312	465
EQUITY		
Total Equity	7,189	7,006

THANK YOU

For Further Information:

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