



Daiwa House®
Daiwa House Group

FUJITA

 Daiwa House Group

Indonesia-Japan Urban Development and Housing Seminar 2017

“Japanese Cooperation in the Development of Indonesia”

Daiwa House Group

“To contribute in the overseas country development”

5.Sep 2017

**Daiwa House Industry Co.,Ltd
Director and Senior Managing Executive Officer
Keiichi Yoshii**

■ **Daiwa House Group's Business Scale**

■ **Daiwa House Group overseas expansion philosophy**

■ **Daiwa House Group Business Overview**

- (1) Infrastructure construction
- (2) Urban Development
- (3) Logistic facilities
- (4) Commercial facilities
- (5) Smart House · Smart City

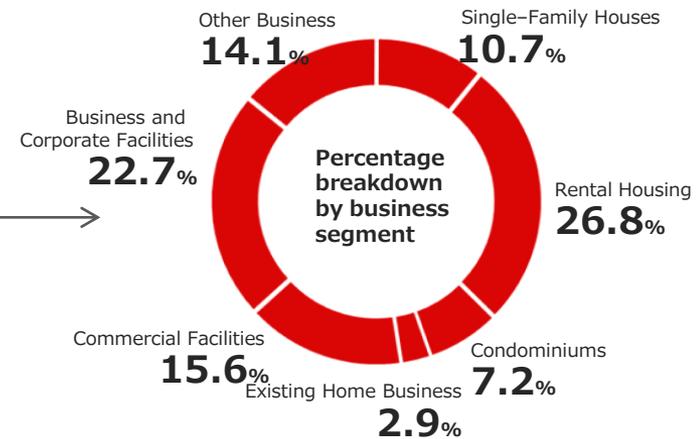
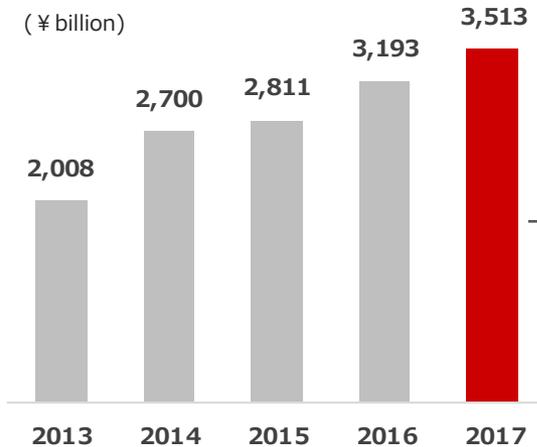
■ **Daiwa House Group Indonesia business**

■ **Town development in Jakarta**

■ **Map of Daiwa House's Global Presence**

Net Sales **¥ 3,512.9 billion**
 (\$ 31.9 billion)

1USD=110JPY



Note: The percentage figures for breakdown of net sales by segment are sales to external customers.

No.1 sales rank in the Japanese construction industry.

Net Sales 3,512.9 billion yen

(Approximately 20% of 2017 Indonesian government budget)

Daiwa house philosophy is

『 To provide ' what people need for their country ' 』

We attempt

- 1. to understand the needs and demand of each country**
- 2. to provide the suitable technology and know-how to each country**

(1) Infrastructure construction on national demand

• Railway



Dubai Metro
(Dubai/UAE)



KVMRT
(Malaysia/Kuala Lumpur)



Tohoku High Speed Rail
Kindaichi Tunnel
(Aomori/Japan)

• Tunnel



Kurezaka Tunnel
(KOCHI JAPAN)



Heiwa Tunnel
(GIFU JAPAN)



TODA intersection Under Pass
KANAGAWA JAPAN

• Highway



Yokkaichi Junction
(MIE JAPAN)



Higashi Kyushu Highway
(MIYAZAKI JAPAN)



Higasi Meihan Highway
(MIE JAPAN)

• Airport



Hong Kong International
Air port (Hong Kong)



Chubu International Air port
(Aichi JAPAN)



Bil-Bil International Airport
(Bolivia)

(2) Urban Development



(3) Logistic Facilities



Cumulative developed total floor area for logistic facilities(D Project)

No.1 asset holder in domestic logistic developer rank in Japan.

167 Buildings

4,850,000 m²

As of March 31, 2017

Frozen and chilled warehouses in Indonesia



PT.KAWANISHI WAREHOUSE INDONESIA's Frozen and chilled warehouses

Scheduled completion at the end of September 2017



Our contribution supports the development of cold chain in Indonesia

(4) Commercial facilities



Leasing floor space of commercial facilities

5,439,981 m²

As of March 31, 2017

(5) Smart House · Smart City

Smart house is a concept on 「 Make · Storage · Use well 」 of the daily necessity energy. We also adopt this welfare concept to the whole society as [Smart city]



Solar power generation



Lithium ion battery



D-HEMS II



SMA×ECO
CITY
TSUKUBA KENKYU – GAKUEN



Development area : 51,420.46㎡

Total number of blocks : 175

(Including a meeting place)

Characteristic of city : Underground electrical wire system

LED street light

Landscape regulation

Smart Station etc.



■ Started participating in the industrial town development business at the suburb of Jakarta in 2012

In 2012, we acquired 10% of the stock of “PT. Bekasi Fajar Industrial Estate Tbk (BEST)”, which is a subsidiary of the “Argo Manunggal Group”. The BEST currently is extending its business by developing and selling the MM2100 Industrial Town.



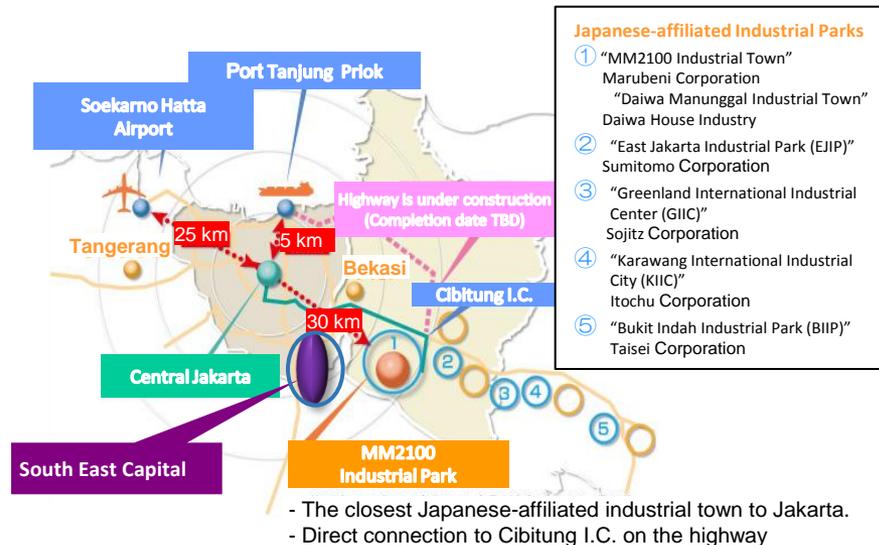
■ Launched construction business in 2013

We established a representative office aiming to develop our construction business for new tenants in the MM2100 Industrial Town.

■ Established logistics warehouse development company in 2014

In 2014, we joined with the BEST establishing a Logistics warehouse development company, “PT. Daiwa Manunggal Logistik Properti” (DMLP).

The first warehouse was completed in June 2016, and was fully operated in October 2016. The second project will be launched in 2017. Now we are ready to meet the booming needs for logistics in Indonesia.



■ Established an Indonesian construction company in 2017

In order to extend our construction business and increase the localization level in Indonesia we established a Construction company “PT. Daiwa Tetra Manunggal Konstruksi” (DTMK) with Manunggal group and PT. Tetra konstruksindo.

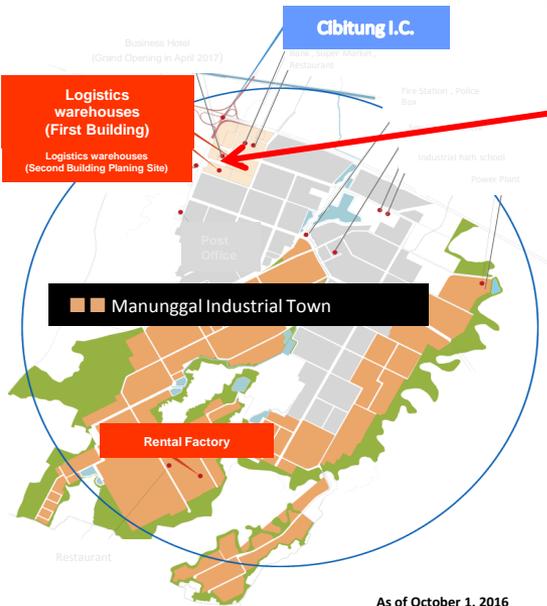
■ Join the urban development business in 2017 (under planning)

We are going to join the urban development business in South East Area of Jakarta. 『Sakura Garden City (previous name South East Capital Project) 』

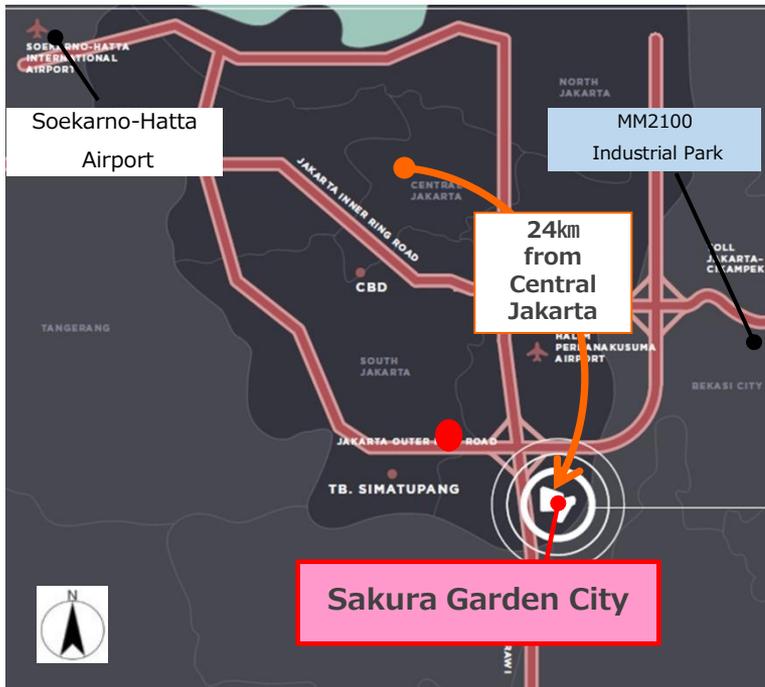
Japan Overseas Infrastructure Investment Corporation for Transport & Urban Development(JOIN) is our Co-funding partner in this project.

Project Name	Daiwa Manunggal Industrial Park (MM2100)
Collaboration with Manunggal group (PT Bekasi Fajar Industrial Estate Tbk (BEST))	
Total Development Area	1,450 ha
Location	Cibitung Java, Bekasi (30 km from Central Jakarta to the East)
Our Share ratio	10%

Project Name	PT.Daiwa Tetra Manunggal Konstruksi (DTMK)
Our construction company in Indonesia. (In 2017 We converted our construction representative office into a legal local Indonesian company PMA)	
Our Share ratio	67%
Track Record	9 companies approximately Rp 500billion (Including track record of our representative office)



Project Name	PT.Daiwa Manunggal Logistik Properti (DMLP)
Rental logistics warehouse development company co-financed with Manunggal group (BEST) Develop and operate rental logistics warehouse mainly in MM 2100	
Holding Warehouse	26,880m ² (Completed in June 2016)
Location	MM2100
Our Share ratio	49%



Name	Sakura Garden City Project
	Town development Business (Mainly Condominium)
Pertner	Trivo Group
Developer	PT. Sayana Integra Properti
Location	Cipayung, East Jakarta , DKI Jakarta
Land Area (Planning)	Approximately 120,000 m ²
Gross Floor Area (Planning)	Approximately 640,000 m ²
Type	Condominium 4,982 units , Hotel , Shopping mall
Construction	Autumn of 2017 (under planning)



Jakarta LRT Line

1. Reliability and comfortability



Supply high-quality residential products incorporating Japanese technology and services for the middle class people of Indonesia.

2. Convenient access



It becomes a new model case of Jakarta living style which is barely affected by traffic congestion as a solution of the new **LRT** development.

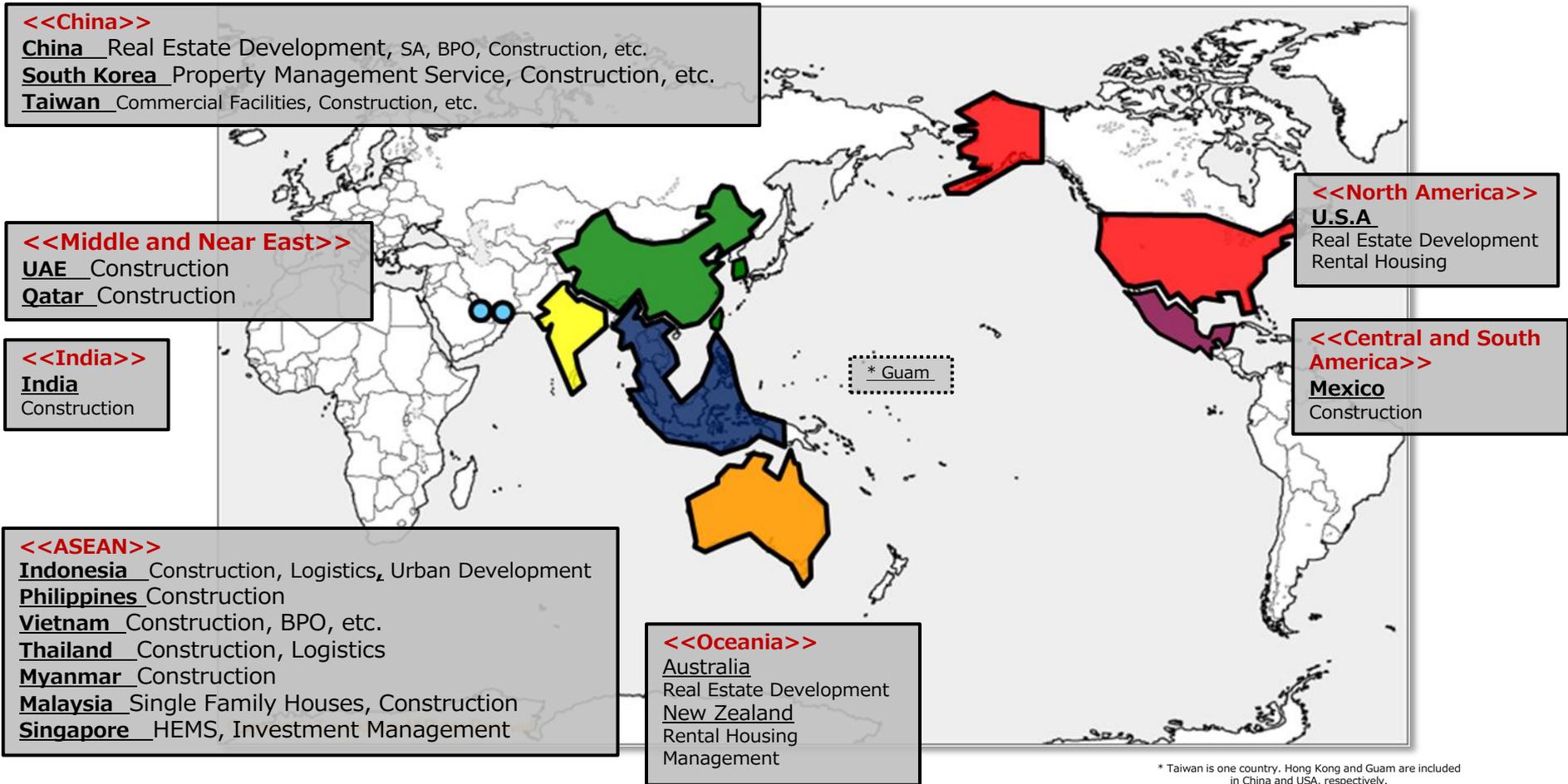
3. Symbiosis with surrounding community



By providing shopping malls and designing 60% of area as the green space with pond for relaxation, we contribute to improve the living standard of our customers and also the surrounding community.

■ Daiwa House Group Current Overseas Expansion

FY2016 / 17 countries





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**Thank you for your kind attention
to
Daiwa House**

www.daiwahouse.co.jp