

PT TOTAL BANGUN PERSADA Tbk

PRIDE & EXCELLENCE IN CONSTRUCTION



FY - 2018



PT Total Bangun Persada Tbk



- Established in 1970
- Focus consistently in building construction.
- Specialize in premium building construction of more than 800 buildings, covering high-end commercial buildings, apartments & condominiums, offices, shopping centers, universities, hospitals, religious centers, TV stations, indoor theme park, etc.
- Strong and prudent financial track record, healthy balance sheet and positive net cash position.

❑ Mission : **Pride & Excellence in Construction**

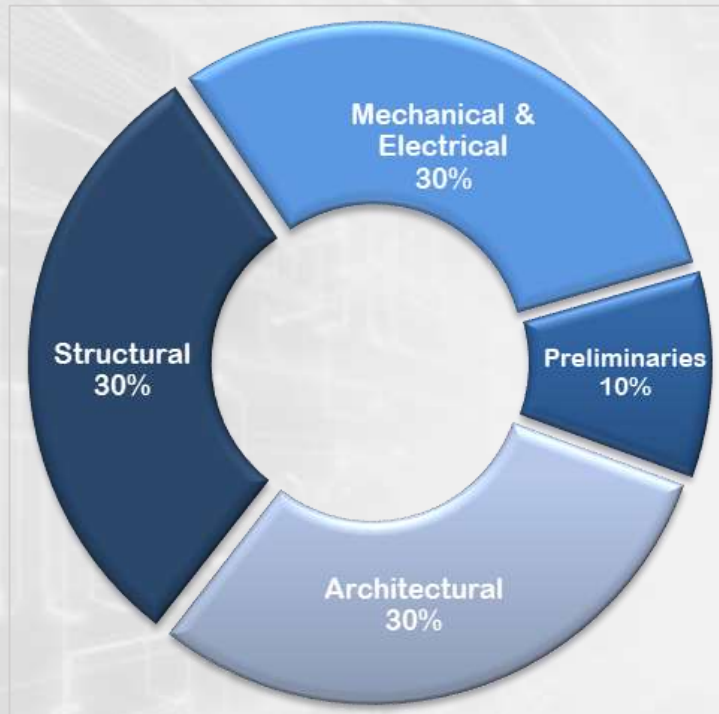
❑ Differentiation :

- ✓ Quality Builder
- ✓ Trustworthy and Reliable
- ✓ Customer Oriented & Customer Experience Excellence
- ✓ International Standard Performance
- ✓ Financially Sound

Share Performance

- Listed at IDX on 25 July 2006
- Initial listing of 2.75 billion shares. The Company issued Bonus shares of 660 million on June 28th, 2010. Current outstanding shares are 3.41 billion.
- IPO price of Rp.345,-/share and listed on the Main Board.
- As of April 2019, shareholders comprise of:
 - Founders 66.85%
 - *PT Total Inti Persada (TIP)* 56.50%
 - *Pinarto Sutanto* 1.83%
 - *Widodo* 0.01%
 - *Ir. Djadjang T., MSc.* 8.51%
 - Local Investors 18.49%
 - Foreign Investors 14.66%.

Cost Structure for Building Construction



- **Structure (30%):**

Concrete, Steel Bar, Formwork, etc.

- **Architectural (30%):**

Floor Covering, Wall/Partition, Ceiling, Doors & Windows, Sanitary Ware, etc.

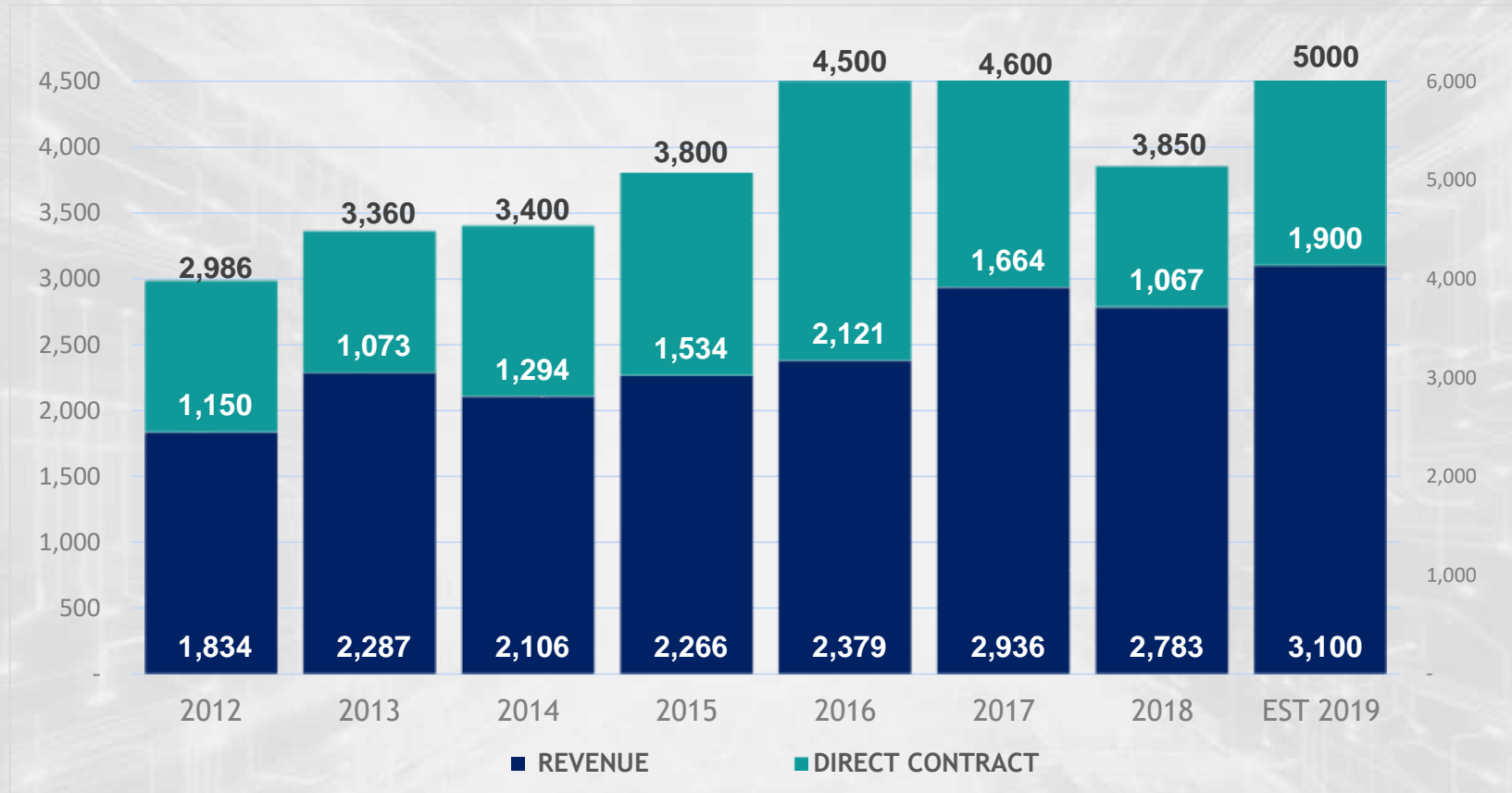
- **Mechanical & Electrical (30%):**

Plumbing, Fire Hydrant/Sprinkler, Elevator & Escalator, Gondola System, Electrical, Ventilation/Air Conditioning, Sound System, Fire Alarm, CCTV, Building Automation System, etc.

- **Preliminaries (10%):**

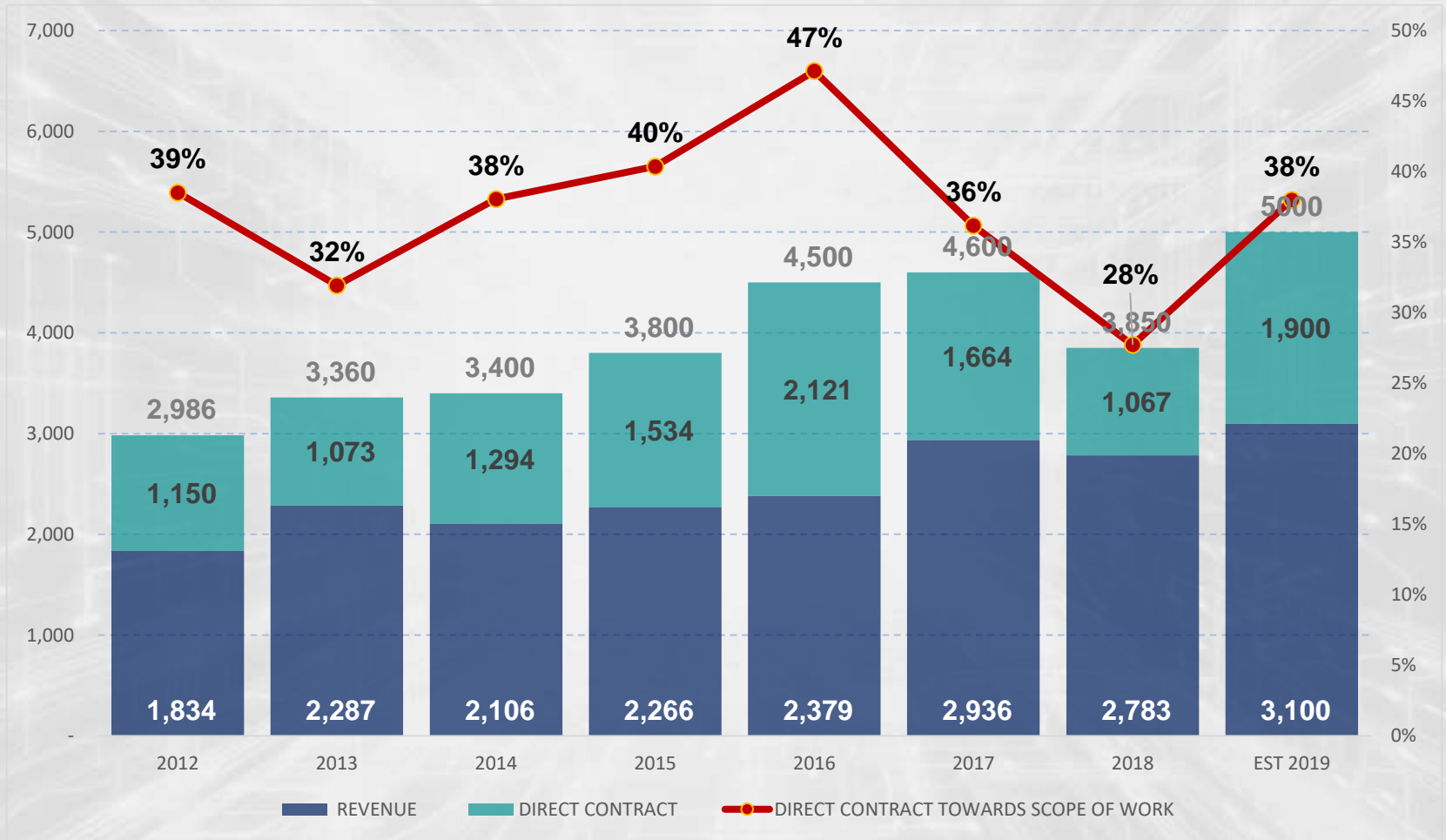
Staff, Plants & Equipment, Site Supporting Facilities, General Equipment/ Supplies (Documentation, Stationary, etc.), Administration (Insurance, Bonds, etc.)

Revenue (Rp. Bio.)



- Scope of work is around Rp 3.85 Trillion in 2018 and Rp 4.60 Trillion for 2017
- Revenue: Rp 2.78 Trillion (FY 2018) Vs. Rp 2.94 Trillion (FY 2017)

Direct Contract Portion



Business Performance

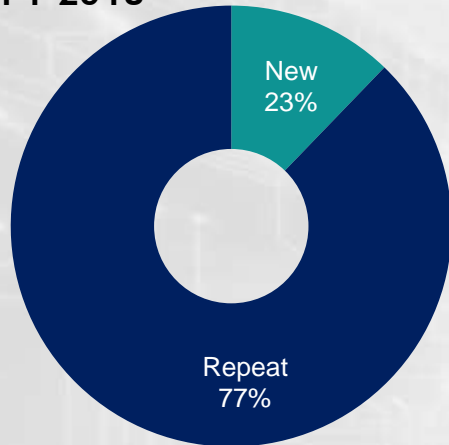


Revenue Mix :

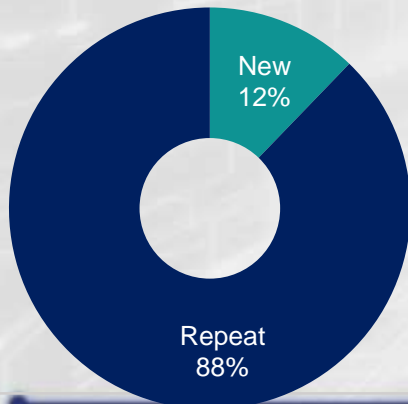
- Repeat / New Customers
- Project Classification
- Project Location

Repeat / New Customers

FY 2018

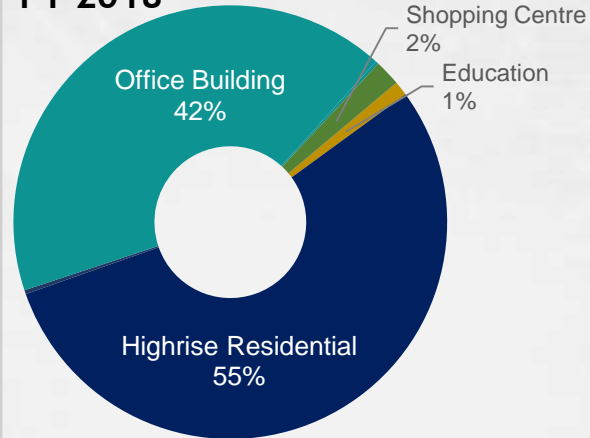


FY 2017

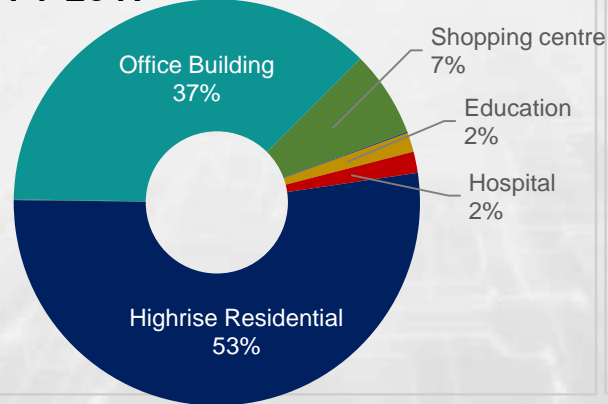


Project Classifications

FY 2018

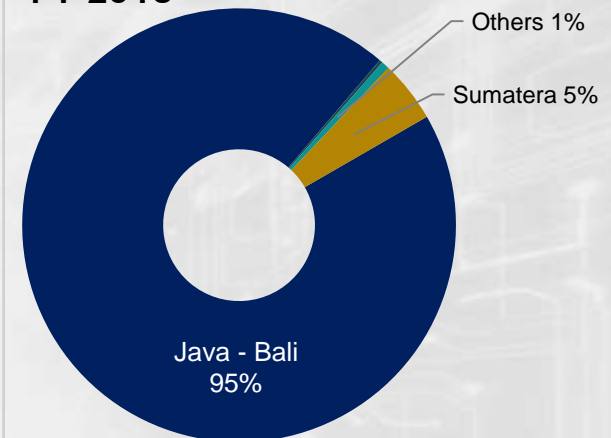


FY 2017

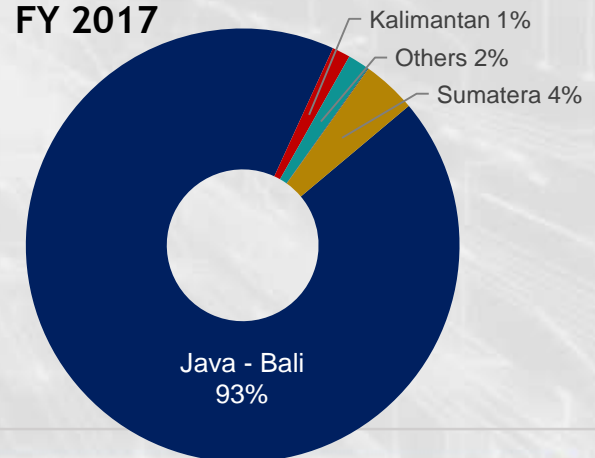


Project Location

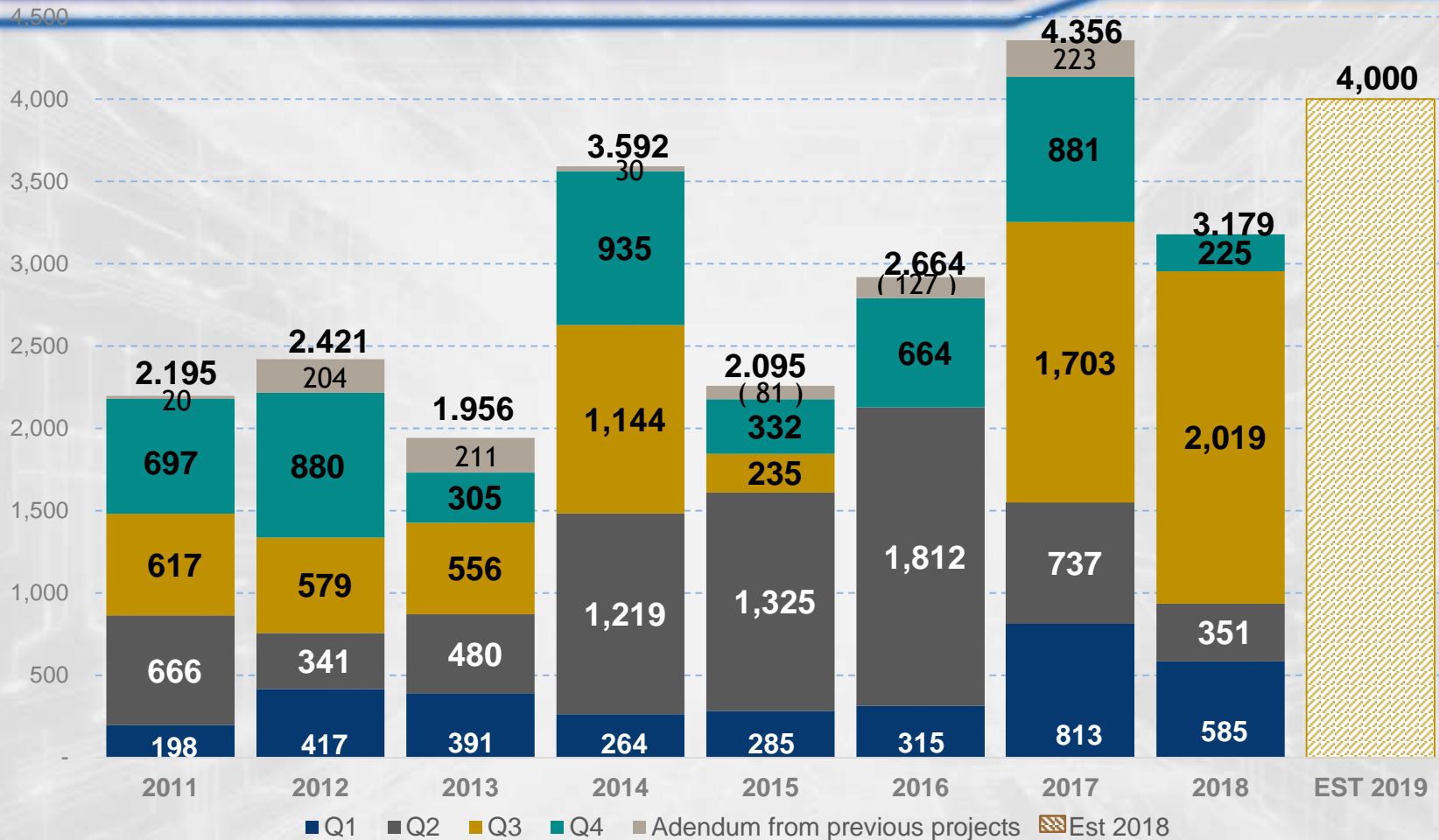
FY 2018



FY 2017



New Signed Contracts (Rp. Bio.)



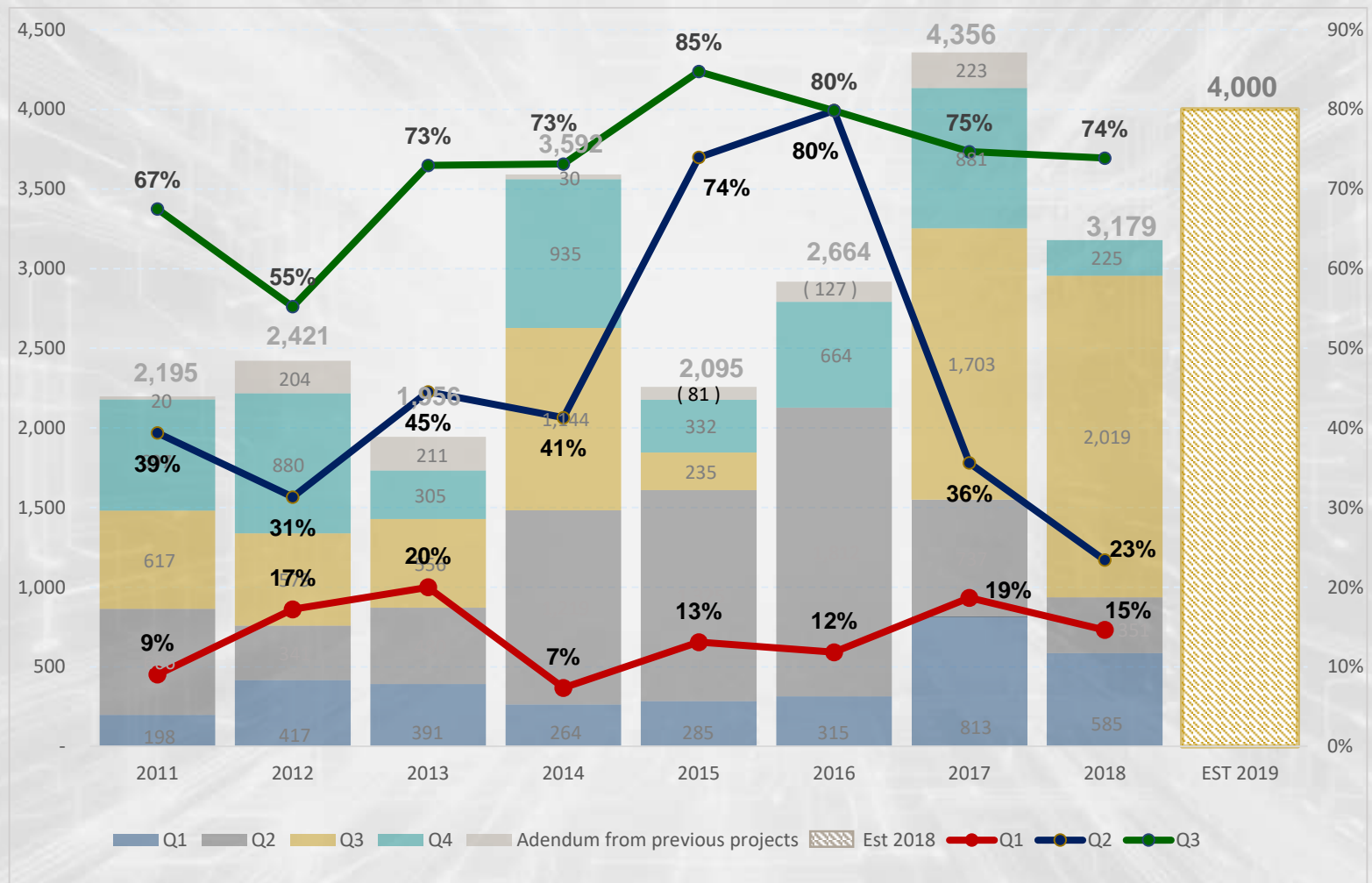
As of FY 2018

New Signed Contract has reached Rp 3.179 Trillion or around 79.49% of the Company's 4 Trillion target.

As of March 2019

New Signed Contract has reached Rp 716 Billion or around 18% of the Company's 4 Trillion target .

New Signed Contracts (Rp. Bio.)



Backlog Estimation (Rp. Mio.)

OUTSTANDING WORKS (OW)	Outstanding Works	Revenue 2018 (Audited)	Carry over to 2019	Estimated Revenue 2019	Carry over to 2020	Estimated Revenue 2020	Carry over to 2021	Estimated Revenue 2021	Carry over to 2022
OW Project from previous years	490,430	426,969	63,461	63,461	-	-	-	-	-
New project signed in 2016	1,262,039	728,817	533,222	533,222	-	-	-	-	-
Amendment in 2017 from previous projects	147,005	126,956	20,049	20,049	-	-	-	-	-
New project signed in 2017	3,087,109	886,701	2,200,408	891,446	1,308,962	834,060	474,902	474,902	-
Amendment in 2018 from previous projects	(138,763)	(31,985)	(106,778)	(119,097)	12,319	12,319	-	-	-
New project signed in 2018	2,834,503	441,522	2,392,981	682,090	1,710,891	671,917	1,038,974	750,221	288,753
Amendment in 2019 from previous projects	(17,466)	-	(17,466)	(12,271)	(5,195)	(5,259)	64	64	-
New project signed in 2019	715,549	-	715,549	112,549	603,000	268,000	335,000	268,000	67,000
Total Outstanding Works	8,380,406								
Revenue 2018 - Audited		2,578,980							
Carry Over to 2019			5,801,426						
Revenue 2019 - Estimated				2,171,449					
Carry Over to 2020					3,629,977				
Revenue 2020 - Estimated						1,781,037			
Carry Over to 2021							1,848,940		
Revenue 2021 - Estimated								1,493,187	
Carry Over to 2022									355,753

Revenue Estimation 2019 : Rp 3.10 Trillion

Net Profit Estimation 2019 : Rp 245 Billion

New Signed Contract Estimation 2019: Rp 4.00 Trillion

Backlog JO Estimation (Rp. Mio.)

OUTSTANDING WORKS (OW)	Outstanding Works	Revenue 2017	Carry over to 2018	Revenue 2018	Carry over to 2019	Estimated Revenue 2019	Carry over to 2020	Estimated Revenue 2020	Carry over to 2021
OW Project from previous years	1,030,078	929,661	100,417	82,914	17,503	17,503	(0)	-	0
New project signed in 2017	724,891	-	724,891	117,454	607,437	273,116	334,321	289,957	44,364
Amendment in 2018 from previous projects	(27,248)	-	(27,248)	(27,248)	-	-	-	-	-
New project signed in 2018	346,097	-	346,097	-	346,097	6,000	340,097	6,000	334,097
Total Outstanding Works	2,073,818								
Revenue 2017		929,661							
Carry Over to 2018			1,144,157						
Revenue 2018 - Estimated				173,120					
Carry Over to 2019					971,037				
Revenue 2019 - Estimated						296,619			
Carry Over to 2020							674,418		
Revenue 2020 - Estimated								169,873	
Carry Over to 2021									378,461

JO Projects in 2108 are as follows:

- JIExpo Convention Centre & Theatre – Jakarta.
- PIM 3 and Office Tower – Jakarta.
- Daswin Office Tower – Jakarta.
- The Haven Lagoi Bay – Bintan.

Project Prospects (Pipelines)

- At this moment, the company has not been awarded with these projects as the projects are in the tender stage. Management is still in the process of obtaining the work but decision has not been made. Contract Value is for estimation only, final figures may vary.
- Pipelines are very dynamic and they can change from time to time.

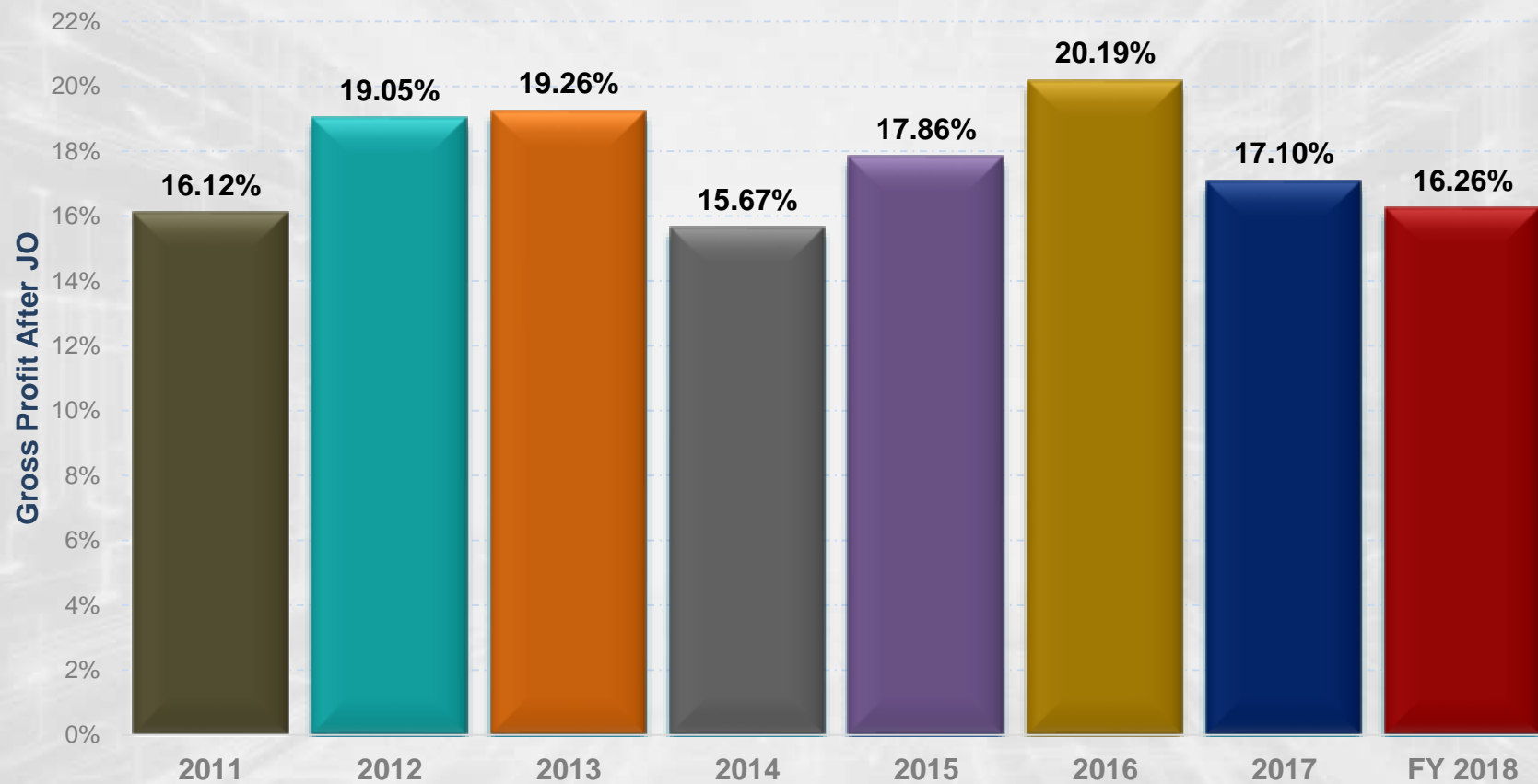
As of April 2019

SECTOR	TOTAL (Rp Trillion)	Percentage (%)
Apartment	0.9	19%
Mixed Used	2.3	48%
Shopping Center	1.0	21%
Hotel	0.4	8%
Education	0.2	4%
TOTAL	4.8	100%

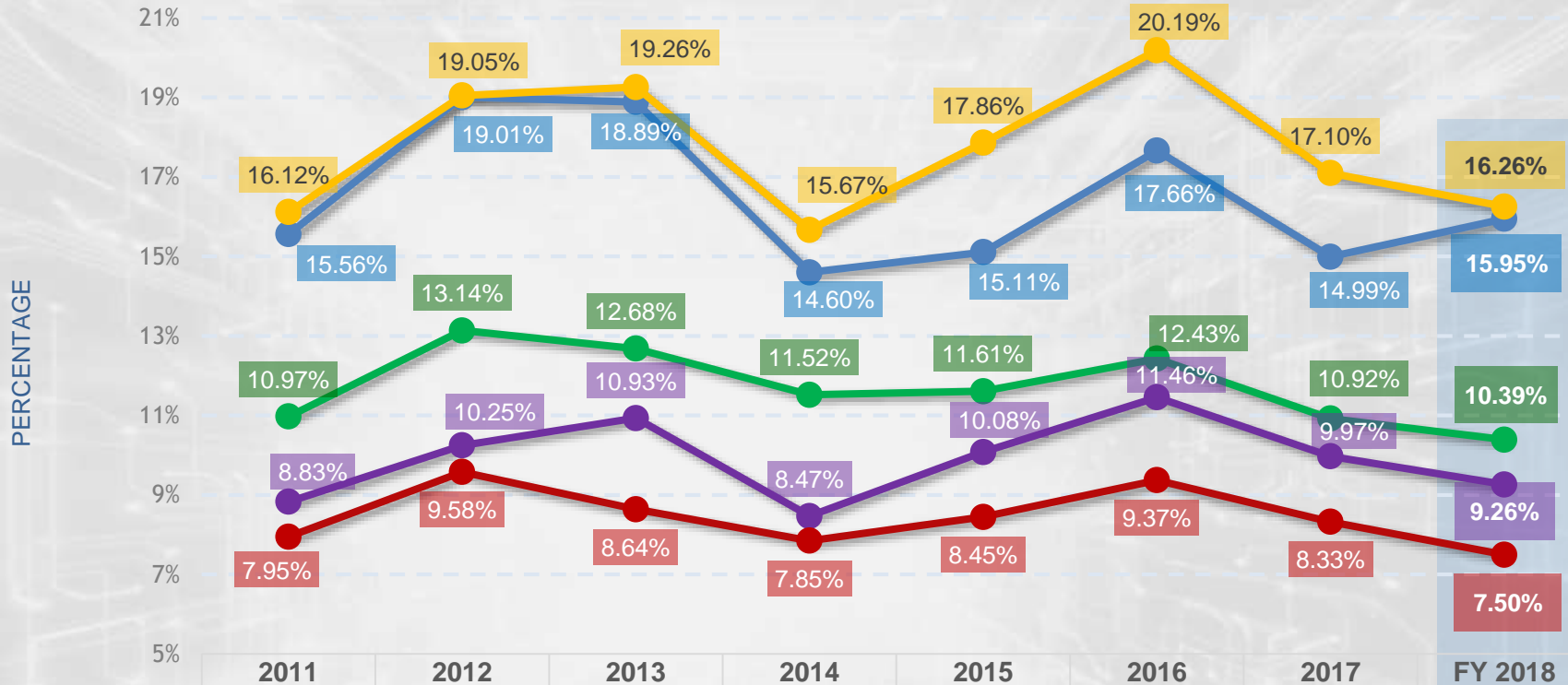
All of the above pipeline projects are:

- Private projects.
- Consists of 30% of Repeated Customers and 70% of New Customers.

Gross Profit Margin After JO(%)

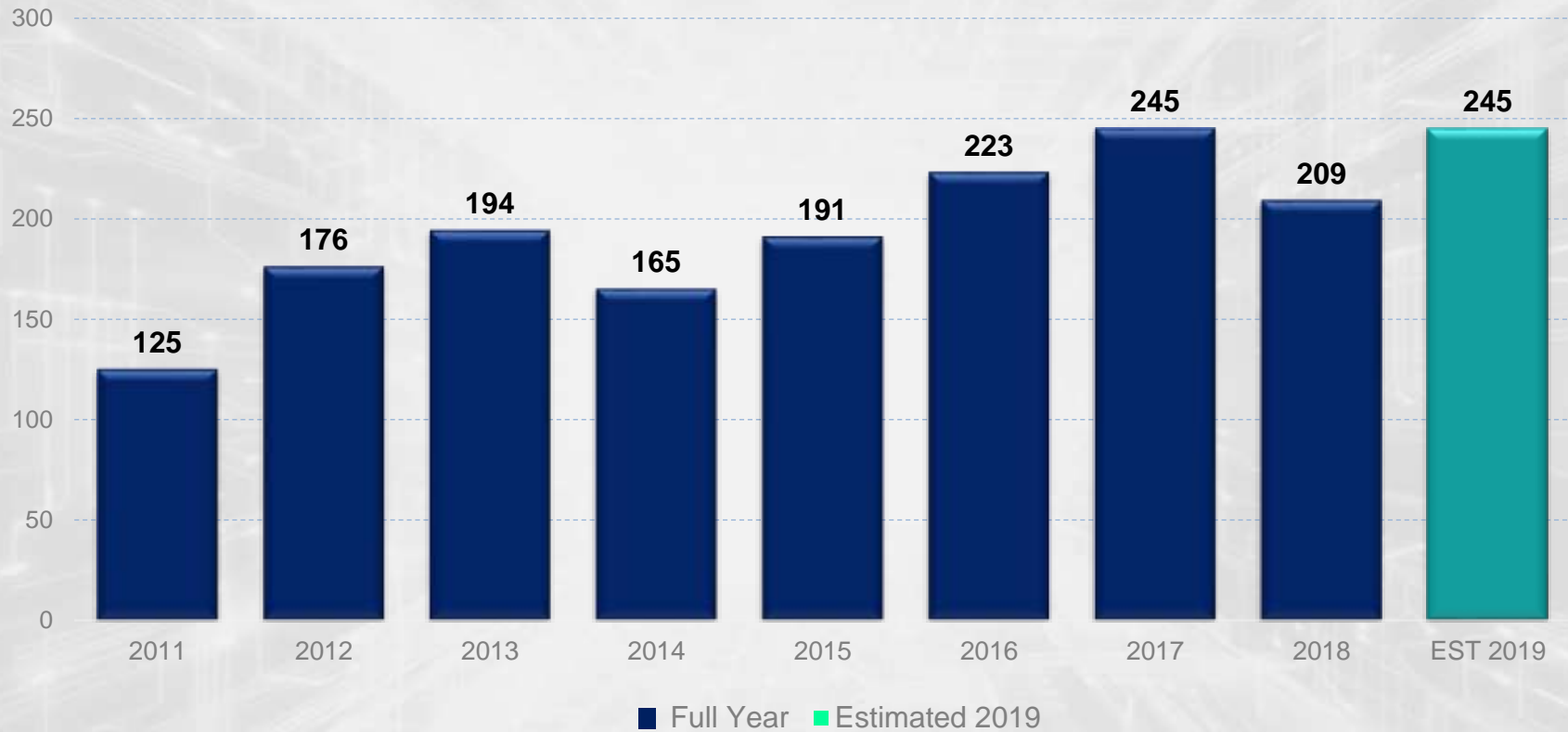


Profit Margin



	2011	2012	2013	2014	2015	2016	2017	FY 2018
Gross Profit	15.56%	19.01%	18.89%	14.60%	15.11%	17.66%	14.99%	15.95%
Gross Profit After JO	16.12%	19.05%	19.26%	15.67%	17.86%	20.19%	17.10%	16.26%
Operating Profit	8.83%	10.25%	10.93%	8.47%	10.08%	11.46%	9.97%	9.26%
Pretax Profit	10.97%	13.14%	12.68%	11.52%	11.61%	12.43%	10.92%	10.39%
Net Profit	7.95%	9.58%	8.64%	7.85%	8.45%	9.37%	8.33%	7.50%

Net Profit (Rp. Bio.)



Financial Statements (Summary, Audited)

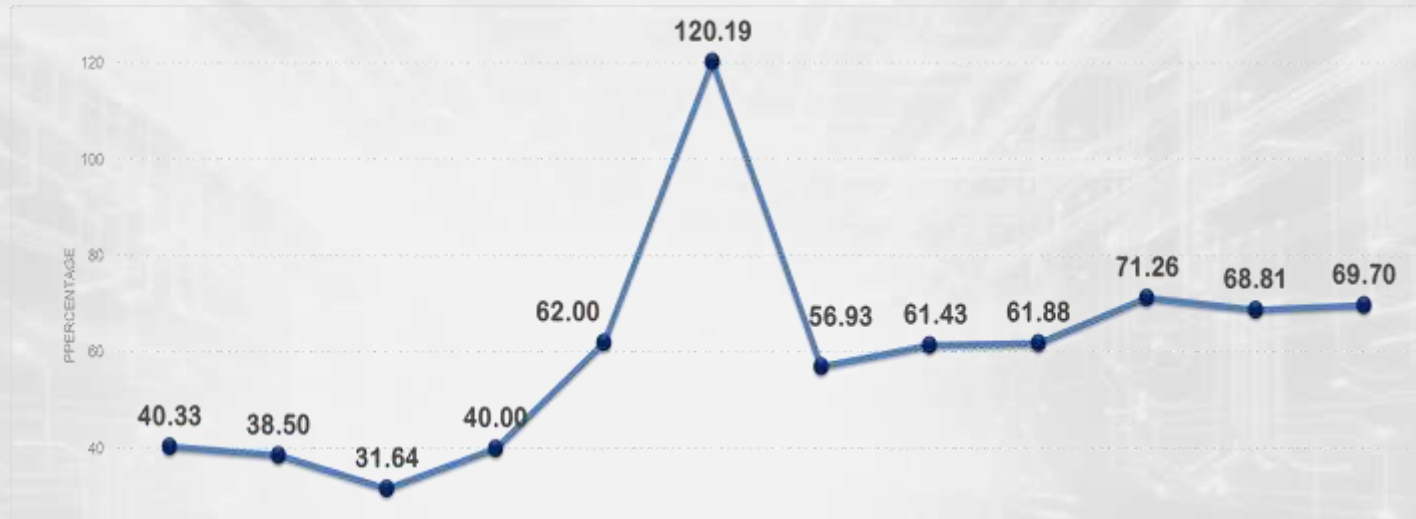
Rp Billion	FY - 2018	FY - 2017	Changes
Total Current Assets	2,670	2,514	6%
Total Non Current Assets	558	729	-23%
Total Assets	3,228	3,243	0%
Total Current Liabilities	1,945	1,994	-2%
Total Non Current Liabilities	231	239	-3%
Total Liabilities	2,176	2,233	-3%
Retained Earnings	708	660	7%
Non Controlling Interest	(2)	4	-150%
Capital Stocks and Additional	346	346	0%
Total Stockholders' Equity	1,052	1,010	4%
Total Liabilities and Stokholders' Equity	3,228	3,243	0%

Rp Billion	FY - 2018	FY - 2017	Changes
Revenue	2,783	2,936	-5%
Gross Profit	444	440	1%
Gross Profit After JO	452	502	-10%
Profit Before Tax	288	321	-10%
Income Tax	84	90	-7%
Net Profit	209	245	-15%

ROE & ROA



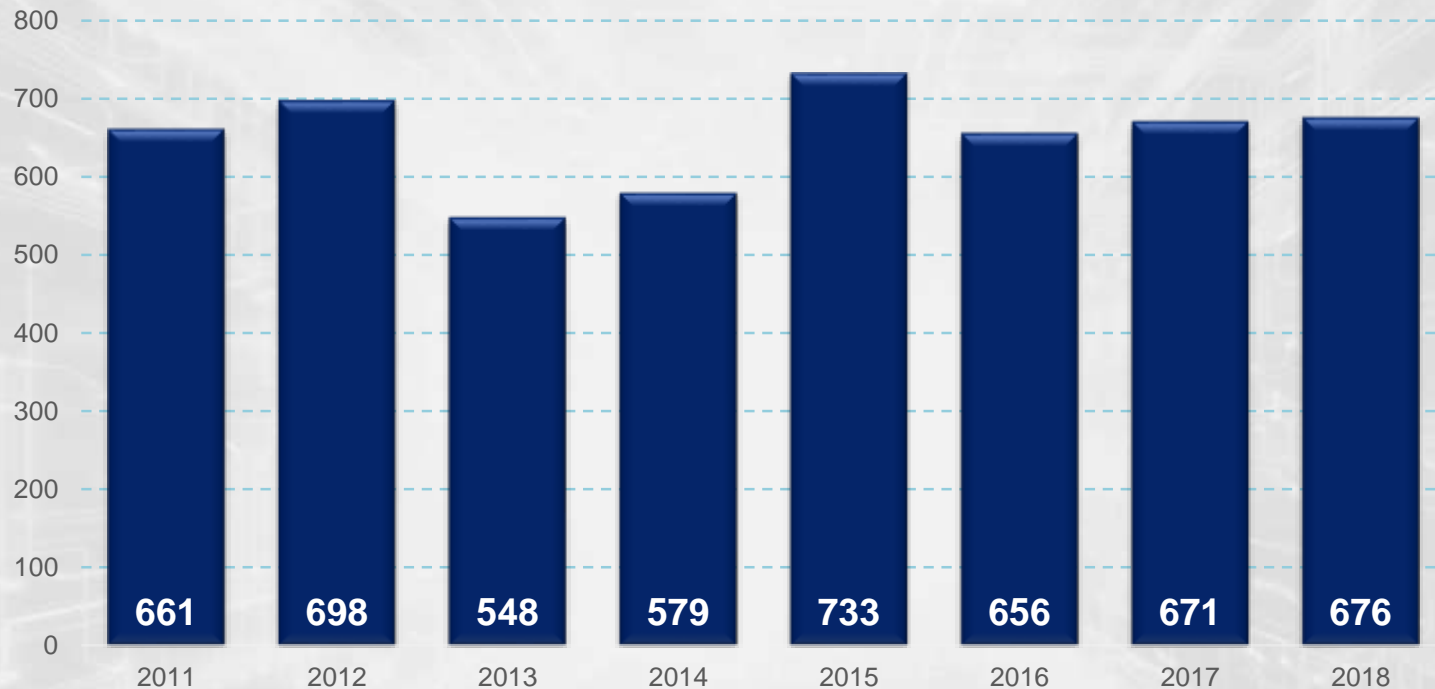
Final Dividen Payment History



	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
% Of Previous Year's Net Profit	40.33	38.50	31.64	40.00	62.00	120.19	56.93	61.43	62.50	71.30	68.81	69.73
Amount of Distributed Dividends (In Rp. Bn.)	41.25	20.63	5.50	20.63	50.02	150.04	100.00	119.35	102.30	136.40	153.45	170.50
Rp/Share	15.00	7.50	2.00	7.50	14.67	44.00	29.33	35.00	30.00	40.00	45.00	50.00
No. of shares elligible for dividends (In Bn.)	2.75	2.75	2.75	2.75	3.41	3.41	3.41	3.41	3.41	3.41	3.41	3.41

Preserving Cash to Stay Afloat

CASH AND CASH EQUIVALENTS



- Prudent cash management & cash position at all time
- Working capital through internally generated cash
- Preservation against liquidity problem, other business opportunities

Estimate

RP Bio	2011	2012	2013	2014	2015	2016	2017	2018	EST 2019
Revenue	1,569	1,834	2,287	2,106	2,266	2,379	2,936	2,783	3,100
Value of Work Done or Scope Of Work	2,500	3,000	3,360	3,400	3,800	4,500	4,600	3,850	5,000
Net Profit	124	176	195	165	191	223	245	209	245
New Sign Contract	2,195	2,421	1,956	3,592	2,095	2,664	4,356	3,179	4,000
Scope of Work for New Signed Contracts	3,500	3,200	2,700	5,800	3,000	4,500	6,000	3,800	5,400

Capital Expenditure (Capex)

Year	Rp	Alocation	Realization
2018	50 billion	Project equipments, Building renovation, IT Equipments & Softwares, etc.	Capex usage up to FY-2018 is around Rp 24.8 billion.
2019	30 billion	Project equipments, IT Equipments & Softwares, etc.	--

Past Projects



Past Projects



GREEN OFFICE PARK 9 BSD - TANGERANG



THE ANVAYA BEACH RESORT - BALI



MENARA KOMPAS - JAKARTA



BINUS ALAM SUTERA - TANGERANG



MENARA GKM - JAKARTA



ICE (INTERNATIONAL CONVENTION EXPO), TANGERANG



1 PARK RESIDENCE - JAKARTA



GEDUNG PRIMA SEJAHTERA - ALAM SUTERA



K - LINK TOWER - JAKARTA



THE TOWER - JAKARTA



MENARA DANAMON - JAKARTA



ISLAMIC CENTER - SAMARINDA



THE BREEZE BSD CITY - SERPONG TANGERANG



MENARA SENTRAYA - JAKARTA

Past Projects



**RUMAH SAKIT GRHA MM2100
CIKARANG BARAT**



**LIVING PLAZA - BALIKPAPAN-
KALIMANTAN**



**CINEMAXX THEATER THE BREEZE -
TANGERANG**



PONDOK INDAH RESIDENCE - JAKARTA



**PAKUBUWONO SPRING
APARTMENT - JAKARTA**



**AUSTRALIAN EMBASSY, KUNINGAN - JAKARTA .
(JO PROJECT)**



**MENARA ASTRA JAKARTA.
(JO PROJECT)**



**MNC MEDIA TOWER
JAKARTA.
(JO PROJECT)**



**GRADE A OFFICE AT
SCBD LOT. X JAKARTA.
(JO PROJECT)**



1 PARK AVENUE - JAKARTA



**MIDTOWN HOTEL SAMARINDA-
KALIMANTAN**

Projects Under Construction



**VERDE II CONDOMINIUMS
JAKARTA**



**ORANGE COUNTY CITY CENTRE
RESIDENTIAL CIKARANG**



LAVIE ALL SUITES - JAKARTA



**SEQUIS DEVELOPMENT -
JAKARTA**



GREEN OFFICE PARK 1-TANGERANG



**ARKADIA OFFICE TOWER A -
JAKARTA**



**ARKADIA OFFICE TOWER G -
JAKARTA**



**CHITALAND TOWER -
JAKARTA**



**GRAHA GATSU
JAKARTA**



MILLENIUM VILLAGE- LIPPO KARAWACI



THAMRIN NINE - JAKARTA

Projects Under Construction



WISMA BARITO PACIFIC 2- JAKARTA



MENARA TENDEAN - JAKARTA



TAMAN PERMATA BUANA APARTMENT- JAKARTA



BDI HASYIM ASHARI -
JAKARTA



HOTEL BENCOOLEN - BENGKULU



HOTEL MERCURE - BSD CITY



POTATO HEAD HOTEL SEMINYAK - BALI

Projects Under Construction



BINUS MALANG - MALANG



THE SMITH - ALAM SUTERA



TRANS ICON - SURABAYA

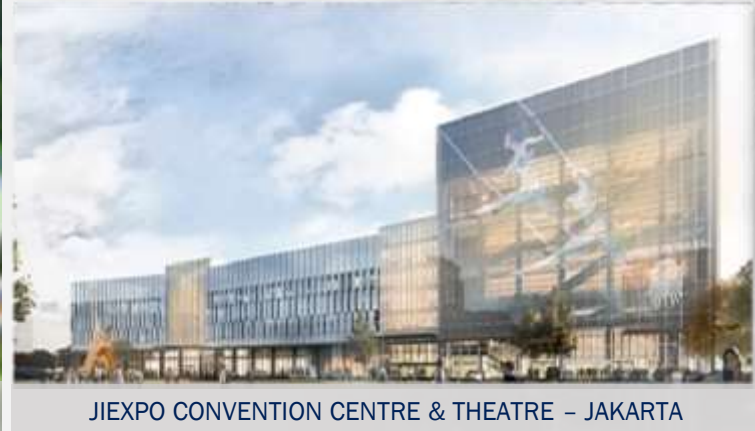


THE PAKUBUWONO MENTENG -
JAKARTA



BCA FORRESTA - BSD, TANGERANG

Joint Operation (JO) Projects



Certifications & Memberships



**Audit Certificate of Occupational
Safety and Health Management System**



**AKI (Indonesian
Construction Association)**



**GBCI Corporate Founding
Member**

Awards Received 2018



**Indonesia Legal Award
2018**



**Indonesia Sales &
Marketing Award 2018**



**Indonesia CSR Award
2018**



**Indonesia Good
Corporate Governance
Award 2018**



**Indonesia Best Public Companies Award
2018**



**Indonesia Human Capital
Award-IV-2018**



**Indonesia Enterprise
Risk Management
Award- II- 2018**



**Indonesia Operational
Excellence Award- I-
2018**

Awards Received 2017



Project Awards

Occupational Health, Safety and Environment Awards



Zero Accident Award from Minister of Public Works and Transmigration



Plan for 2019



- Remain focused in High Rise Building Construction
- Enhance technology competencies
- Carry out next stages of Enterprise Resource Planning (ERP)





THANK YOU
corsec@totalbp.com