

FY 2021



- 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

- 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 March 2022, shareholders comprise of:
 - Founders 67.19%
 - PT Total Inti Persada (TIP) 56.50%
 - Pinarto Sutanto 1.83%
 - Ir. Djadjang T., MSc. 8.86%
 - Local Investors 20.90%
 - Foreign Investors 11.91%

- **Structure (30%):**

Concrete, Steel Bar, Formwork, etc.

- **Architectural (30%):**

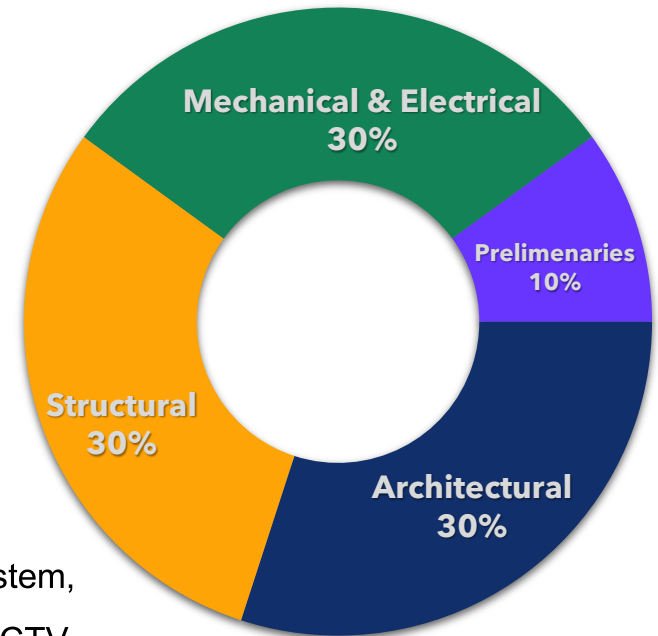
Floor Covering, Wall/Partition, Ceiling, Doors & Windows, Sanitary Ware, etc.

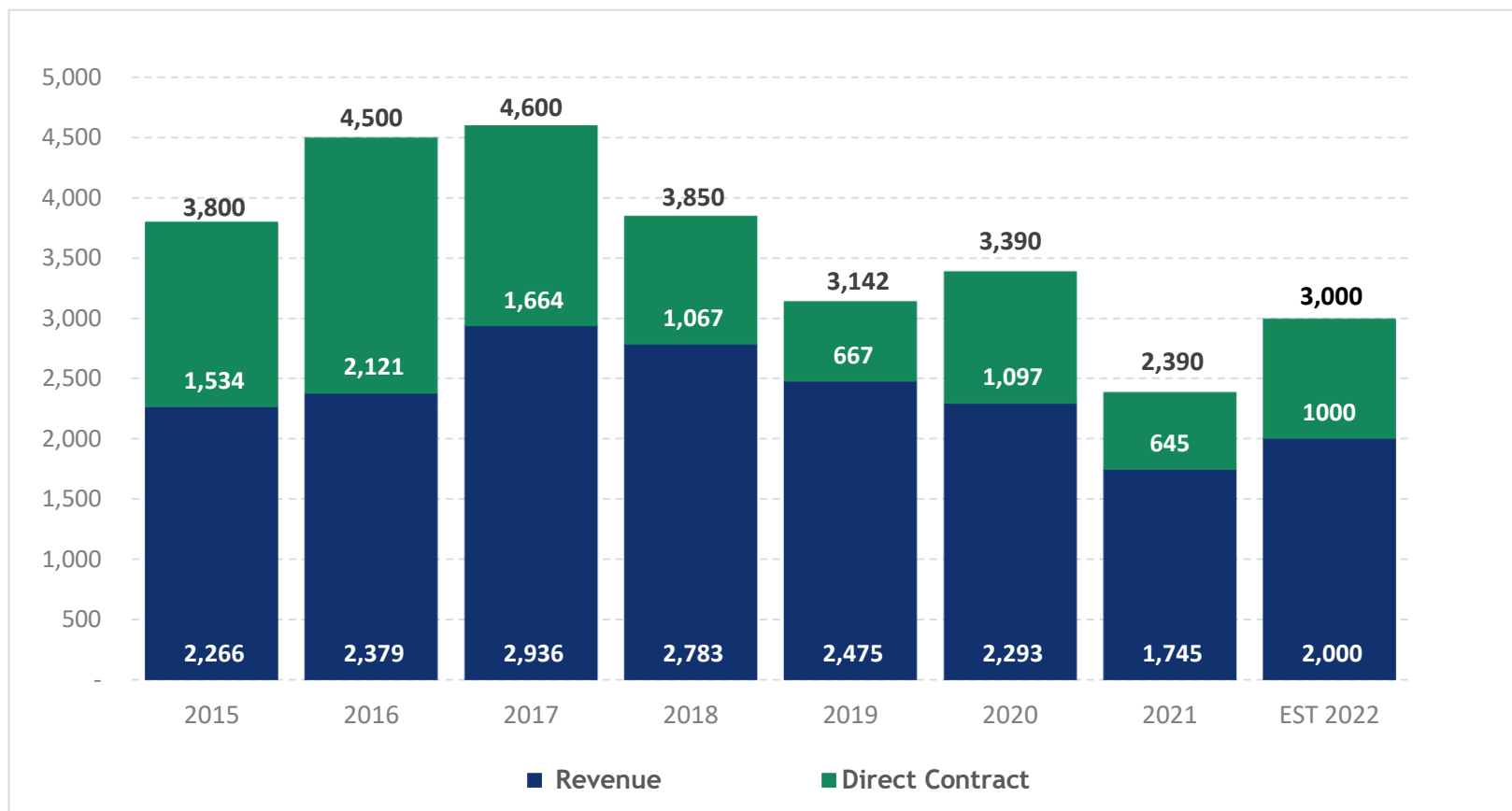
- **Mechanical & Electrical (30%):**

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

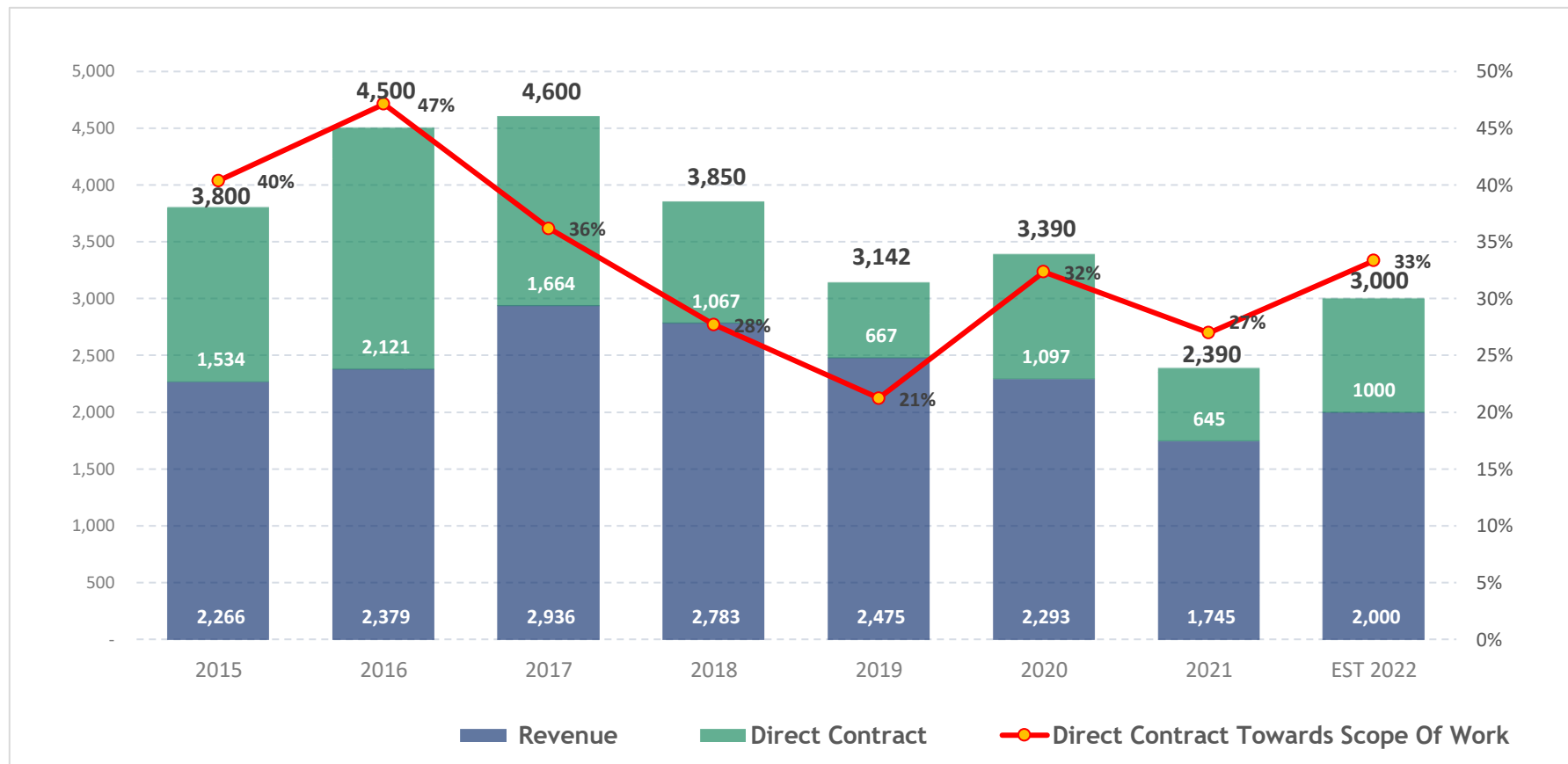
- **Preliminaries (10%):**

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



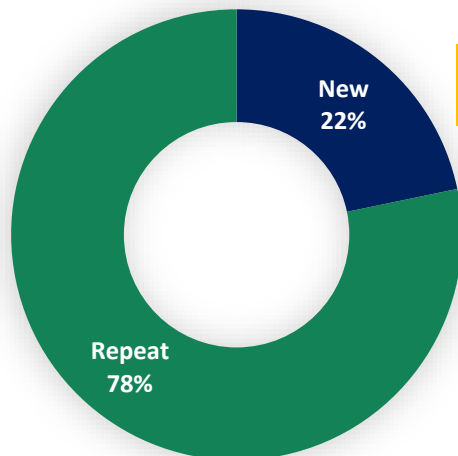


- Scope of Work is around Rp 2.39 Trillion in 2021 vs Rp 3.39 Trillion in 2020
(Scope of Work = Revenue TOTL + Direct Contract)
- Revenue: Rp 1.75 Trillion (Q4 2021) vs. Rp 2.29 Trillion (Q4 2020)

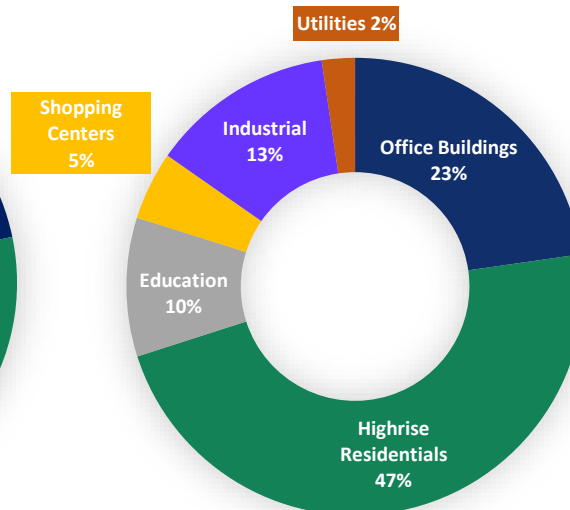


Repeat / New Customers

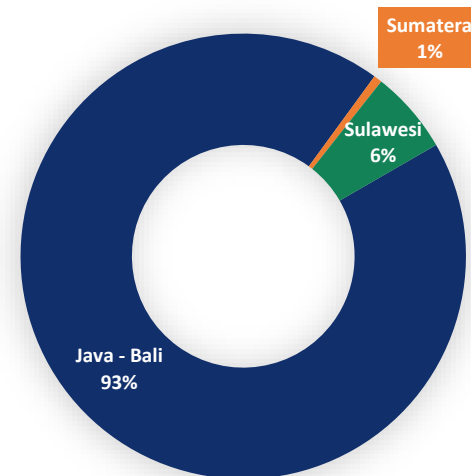
FY
2021



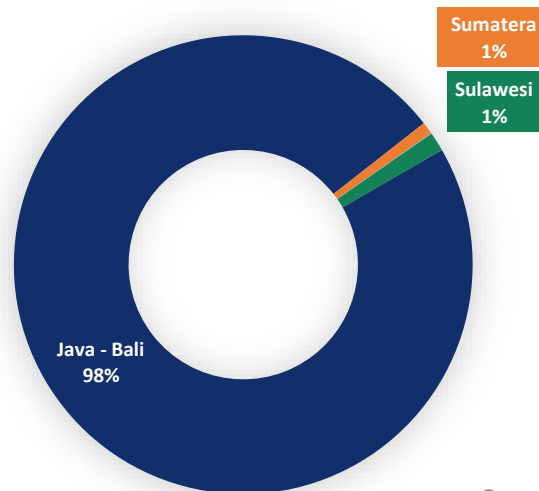
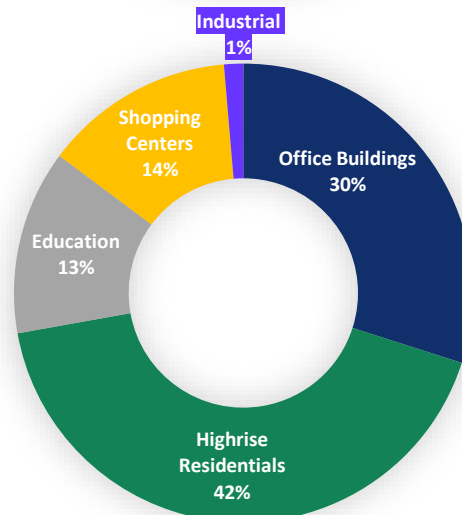
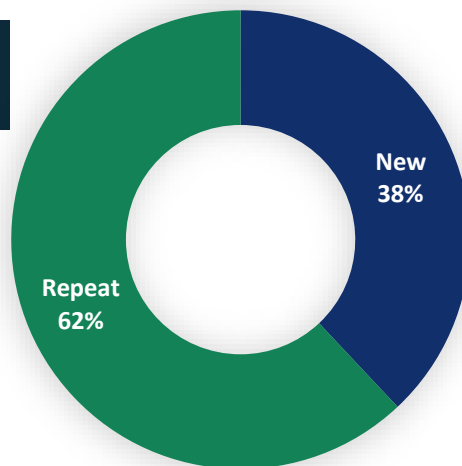
Project Classification

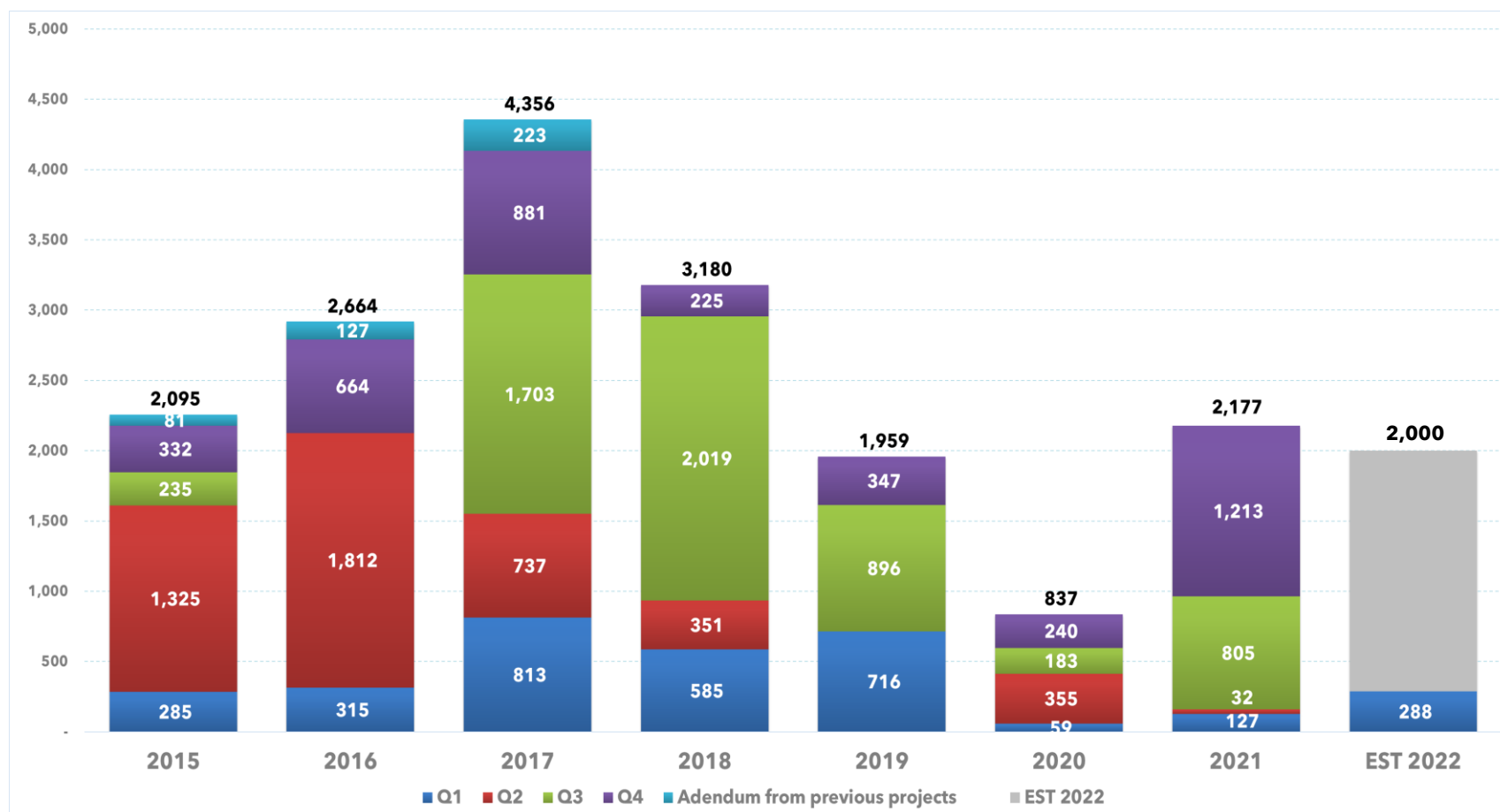


Project Location



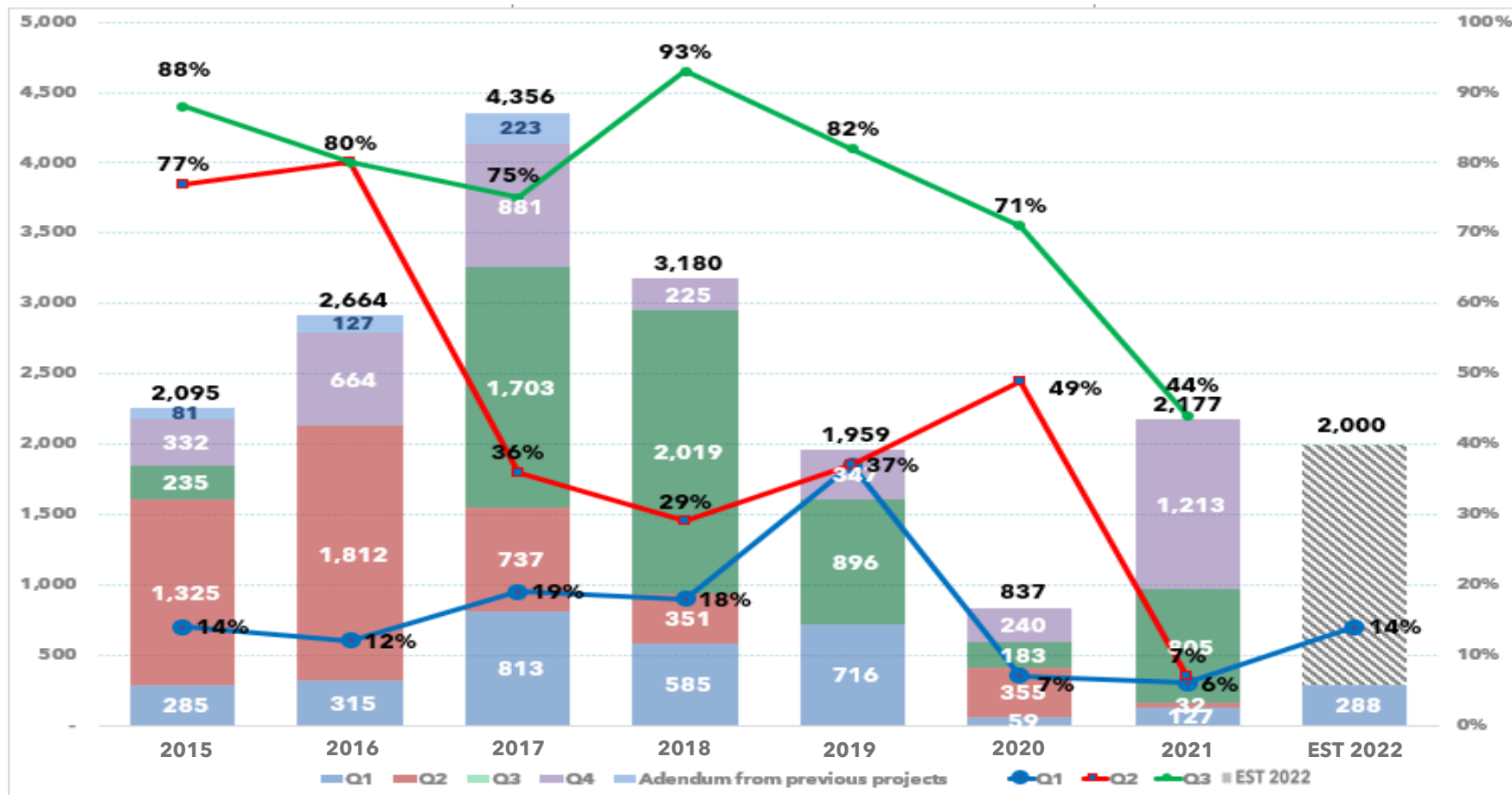
FY
2020





As of FY 2021: New Signed Contract has reached Rp 2,176.69 billion

As of March 2022: New Signed Contract has reached Rp 287.98 billion



OUTSTANDING WORKS (OW)	Outstanding Works	Actual Rev 2021 (Audited)	Carry over to 2022	Revenue 2022 (Unaudited)	Carry over to 2023	Estimated Revenue 2023	Carry over to 2024	Estimated Revenue 2024	Carry over to 2025
OW Project from previous years	257,943	84,085	173,858	173,858	-	-	-	-	-
Amendment in 2018 from previous projects	7,307	7,307	-	-	-	-	-	-	-
New project signed in 2018	1,300,657	396,156	904,501	904,501	-	-	-	-	-
New project signed in 2019	596,917	332,506	264,411	185,470	78,941	-	78,941	-	78,941
Amendment in 2020 from previous projects	91,589	73,137	18,452	18,322	130	-	130	-	130
New project signed in 2020	699,686	404,715	294,971	237,847	57,124	57,124	-	-	-
Amendment in 2021 from previous projects	(664,539)	96,728	(761,267)	(761,267)	-	-	-	-	-
New project signed in 2021	1,404,075	148,957	1,255,118	735,035	520,083	365,712	154,371	154,371	-
Amendment in 2022 from previous projects	17,081	-	17,081	16,925	156	156	-	-	-
New project signed in 2022	287,985	-	287,985	129,686	158,299	158,299	-	-	-
Total Outstanding Works	3,998,701								
Revenue 2021 - Audited		1,543,591							
Carry Over to 2022			2,455,110						
Revenue 2022 - Estimated				1,640,377					
Carry Over to 2023					814,733				
Revenue 2023 - Estimated						581,291			
Carry Over to 2024							233,442		
Revenue 2024 - Estimated								154,371	
Carry Over to 2025									79,071

Revenue Estimation 2022 : Rp 2.00 Trillion Net Profit Estimation 2022 : Rp 75 Billion

New Signed Contract Estimation 2022: Rp 2.00 Trillion

OUTSTANDING WORKS (OW)	Outstanding Works	Actual Rev 2021	Carry over to 2022	Revenue 2022	Carry over to 2023	Estimated Revenue 2023	Carry over to 2024	Estimated Revenue 2024	Carry over to 2025
OW Project from previous years	44,366	44,366	-	-	-	-	-	-	-
New project signed in 2018	340,097	-	340,097	-	340,097	-	340,097	-	340,097
Amendment in 2019 from previous projects	977	977	-	-	-	-	-	-	-
Amendment in 2020 from previous projects	67	67	-	-	-	-	-	-	-
Amendment in 2021 from previous projects	20,338	20,338	-	-	-	-	-	-	-
New project signed in 2021	362,831	-	362,831	69,663	293,168	132,070	161,098	146,221	14,877
Amendment in 2022 from previous projects		-	-	-	-		-		-
Total Outstanding Works	768,676								
Revenue 2021		65,748							
Carry Over to 2022			702,928						
Revenue 2022 - Estimated				69,663					
Carry Over to 2023					633,265				
Revenue 2023 - Estimated						132,070			
Carry Over to 2024							501,195		
Revenue 2024 - Estimated								146,221	
Carry Over to 2025									354,974

JO Projects in 2021 are as follows:

- PIM 3 and Office Tower – Jakarta. (Handed Over)
- Daswin Office Tower – Jakarta. (Handed Over)
- The Haven Lagoi Bay – Bintan (non active)
- Palm Court Service Apartment – Jakarta

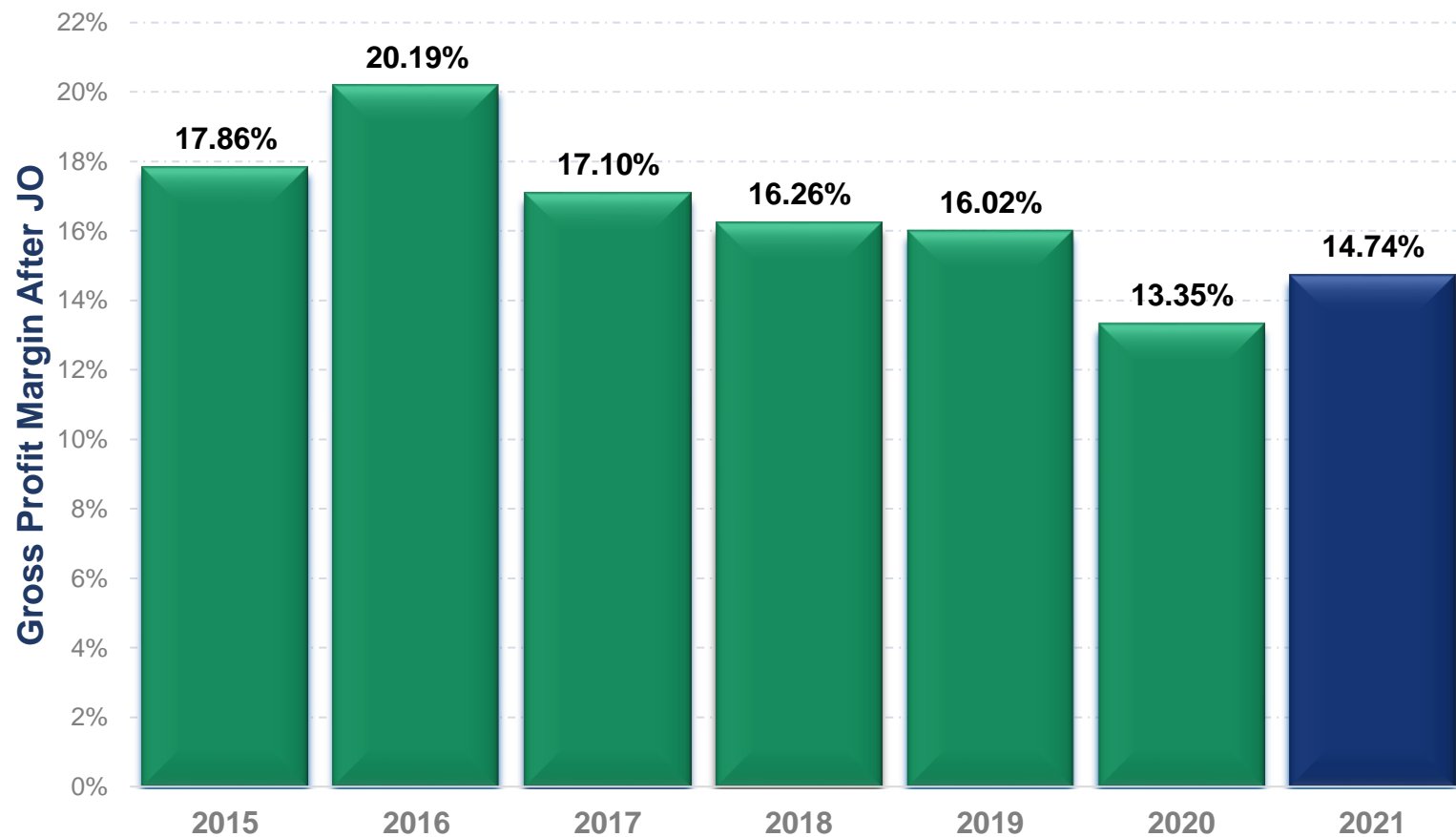
OUTSTANDING WORKS (OW)	Outstanding Works	Actual Rev 2021 (Audited)	Carry over to 2022	Revenue 2022 (Unaudited)	Carry over to 2023	Estimated Revenue 2023	Carry over to 2024	Estimated Revenue 2024	Carry over to 2025
OW Project from previous years	132,292	128,913	3,379	3,379	-	-	-	-	-
New project signed in 2021	403,307	51,794	351,513	195,871	155,642	155,642	-	0	(0)
Addendum in 2021	(117)	(117)	-	-	-	-	-	-	-
Amendment in 2022 from previous projects	1,280		1,280	1,280	-	-	-	-	-
Total Outstanding Works	536,762								
Revenue 2021 - Audited		180,590							
Carry Over to 2022			356,172						
Revenue 2022 - Estimated				200,530					
Carry Over to 2023					155,642				
Revenue 2023 - Estimated						155,642			
Carry Over to 2024							-		
Revenue 2024 - Estimated								0	
Carry Over to 2025									(0)

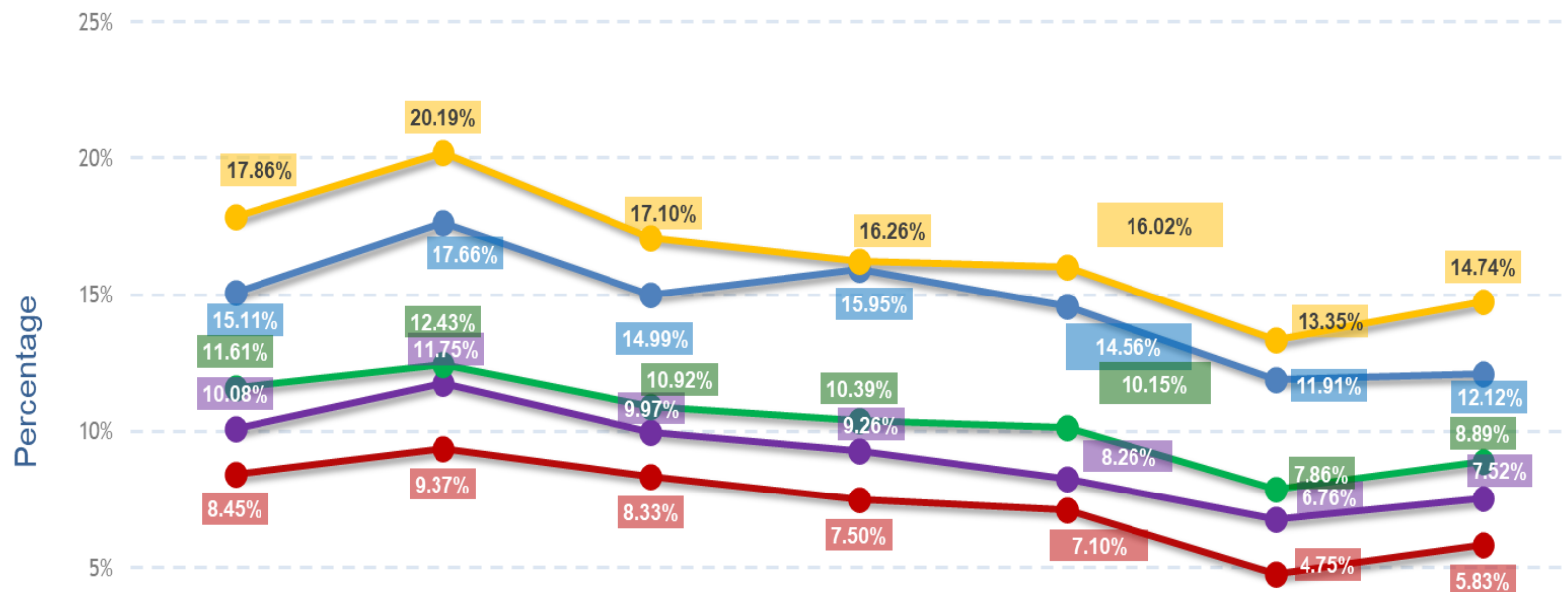
- At this moment, the company has not been awarded with these projects as the projects are in the tender stage. Management is still in the process of obtaining the work but decision has not been made. Contract Value is for estimation only, final figures may vary.
- Pipelines are very dynamic and they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

As of March 2022	
Sector	%
Industrial	30%
Apartment	20%
Office	20%
Shopping Center	10%
Hotel	9%
Data Centre	6%
Mixed Use	4%
Others	1%
Total Rp Trillion	13.74

All of the above pipeline projects are:

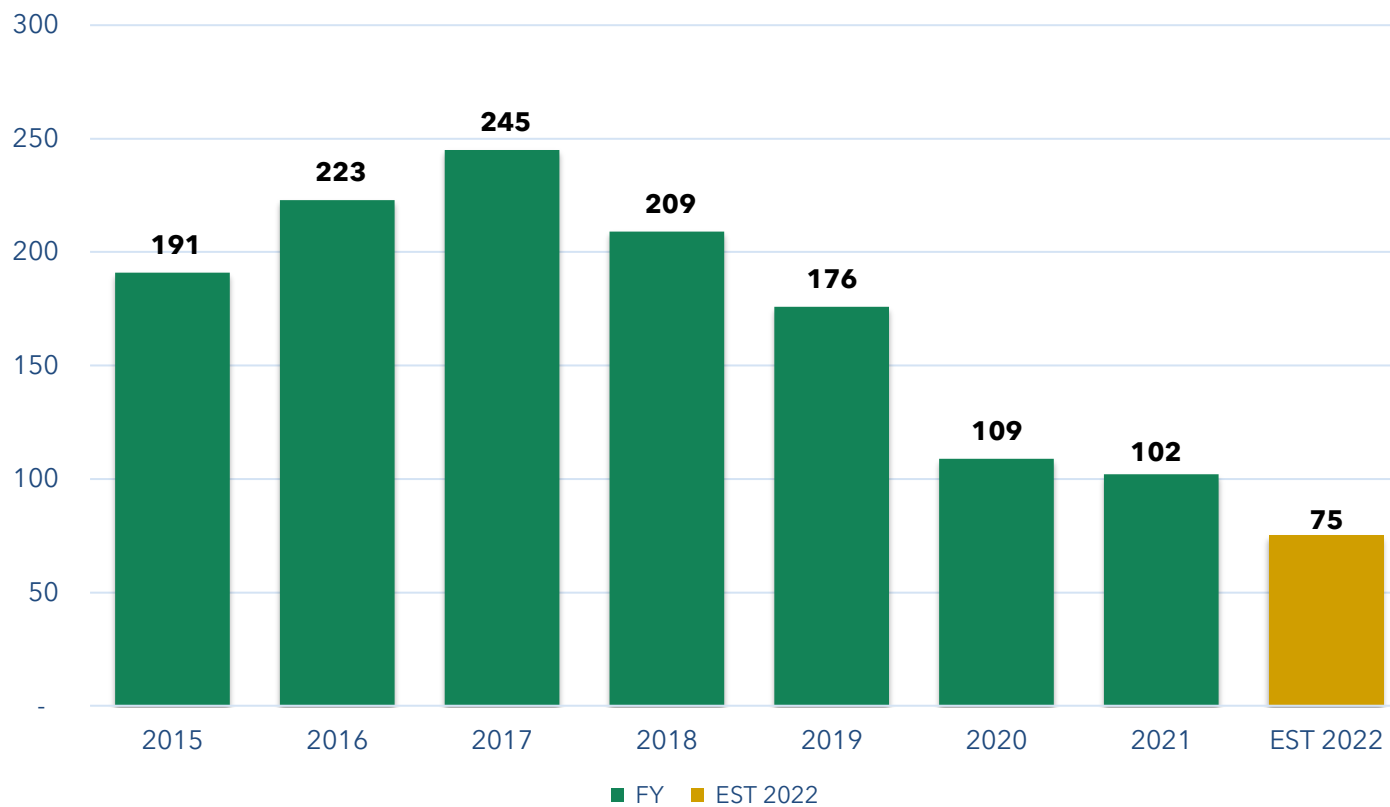
- Private projects
- Consists of 93% New Customers and 7% Repeated Customers





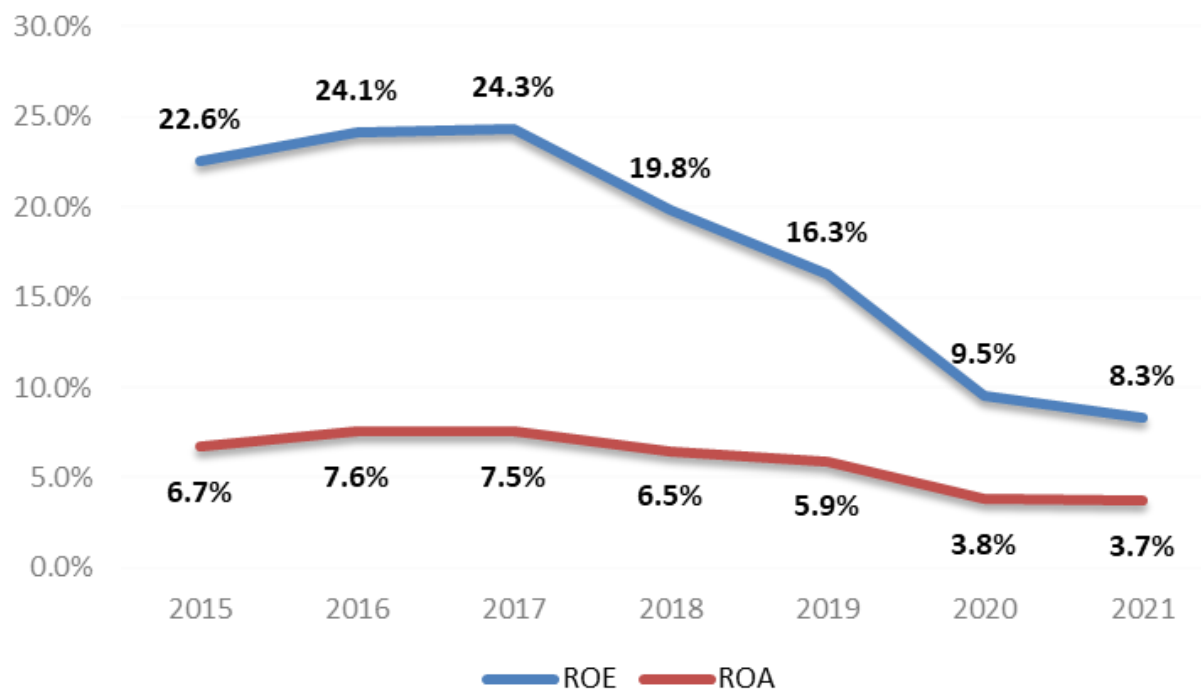
	2015	2016	2017	2018	2019	2020	2021
— Gross Profit	15.11%	17.66%	14.99%	15.95%	14.56%	11.91%	12.12%
— Gross Profit After JO	17.86%	20.19%	17.10%	16.26%	16.02%	13.35%	14.74%
— Operating Profit	10.08%	11.75%	9.97%	9.26%	8.26%	6.76%	7.52%
— Pretax Profit	11.61%	12.43%	10.92%	10.39%	10.15%	7.86%	8.89%
— Net Profit	8.45%	9.37%	8.33%	7.50%	7.10%	4.75%	5.83%

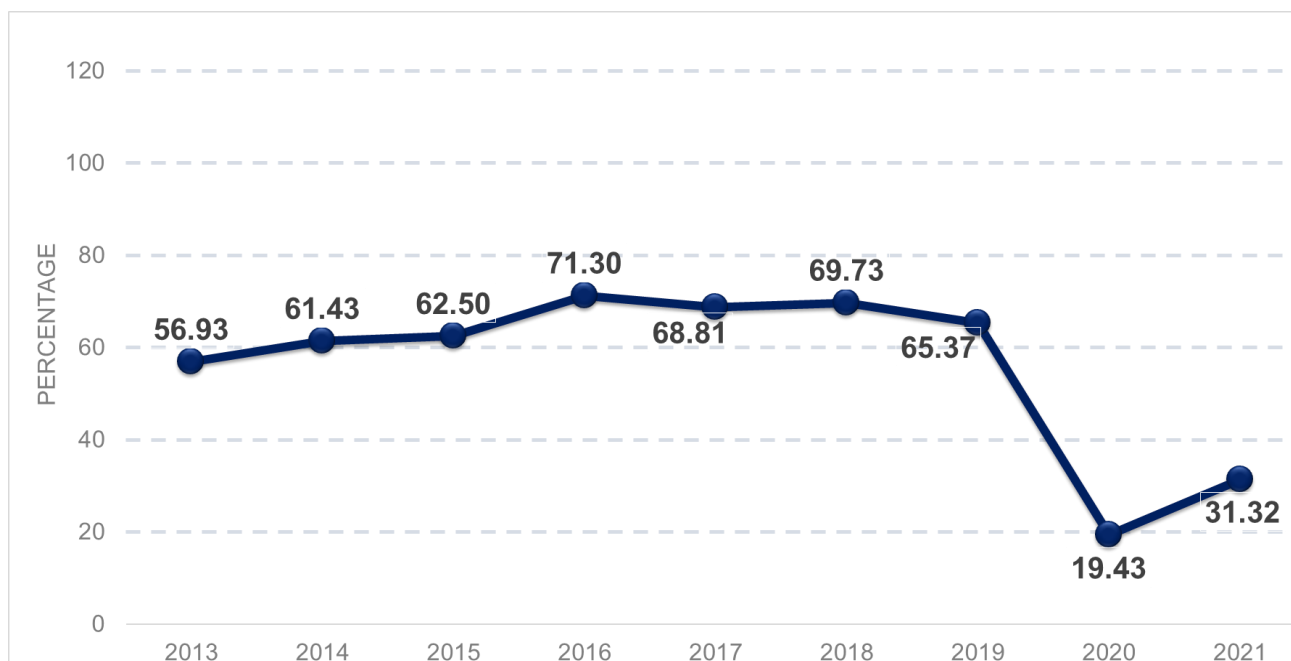
Net Profit



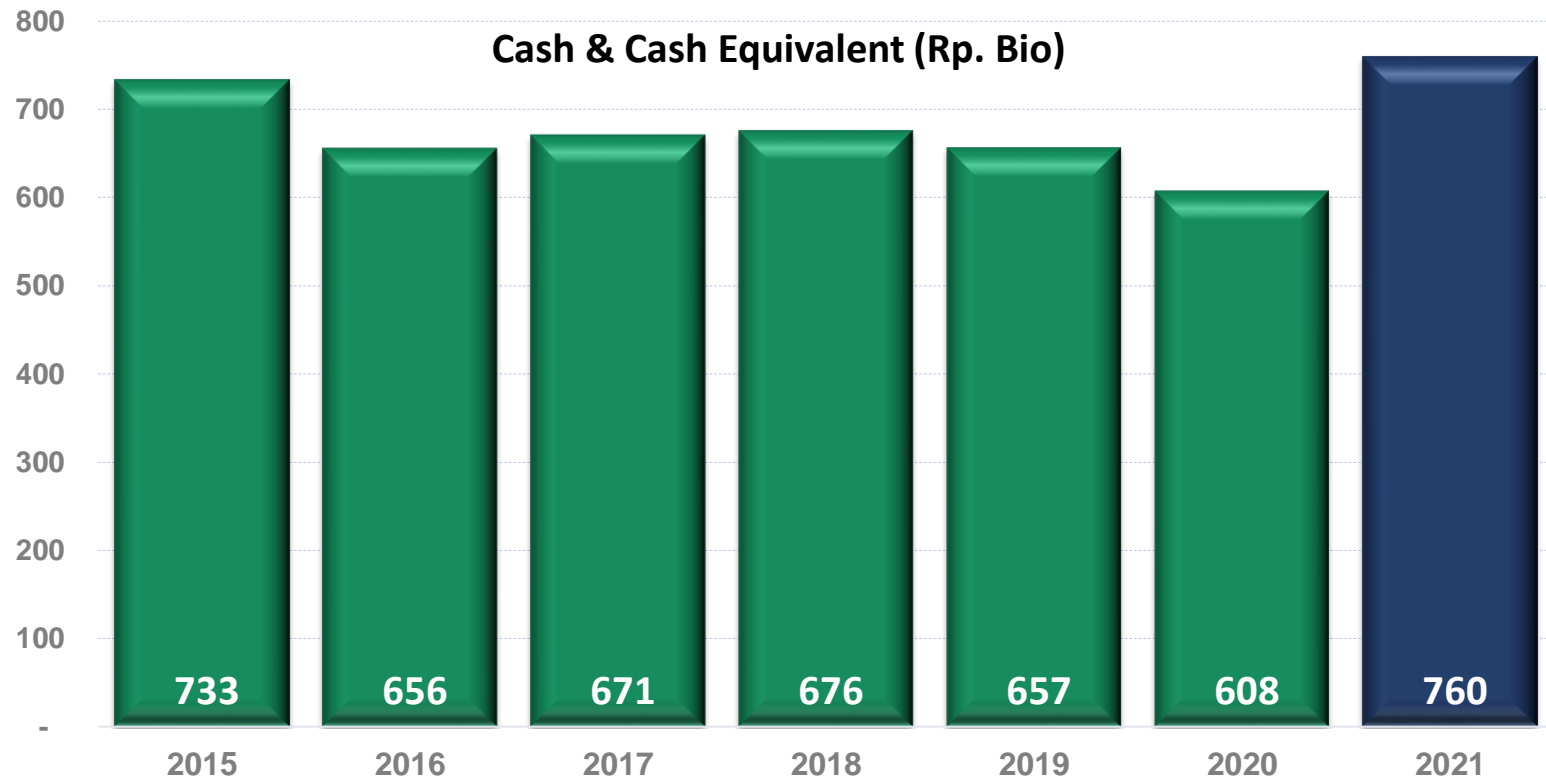
Rp Billion	FY - 2021	FY - 2020	Changes
Total Current Assets	2,051	2,202	-7%
Total Non Current Assets	676	687	-2%
Total Assets	2,727	2,889	-6%
Total Current Liabilities	1,295	1,477	-12%
Total Non Current Liabilities	200	273	-27%
Total Liabilities	1,495	1,750	-15%
Retained Earnings	889	796	12%
Non Controlling Interest	(3)	(3)	0%
Capital Stocks and Additional	346	346	0%
Total Stockholders' Equity	1,232	1,139	8%
Total Liabilities and Stokholders' Equity	2,727	2,889	-6%

Rp Billion	FY - 2021	FY - 2020	Changes
Revenue	1,745	2,293	-24%
Gross Profit	211	273	-23%
Gross Profit After JO	257	306	-16%
Profit Before Tax	155	180	-14%
Income Tax	53	72	-26%
Net Profit	102	108	-6%





	2013	2014	2015	2016	2017	2018	2019	2020	2021
% Of Previous Year's Net Profit	56.93	61.43	62.50	71.30	68.81	69.73	65.37	19.43	31.32
Amount of Distributed Dividends (In Rp. Bn.)	100.00	119.35	102.30	136.40	153.45	170.50	136.40	34.10	34.10
Rp/Share	29.33	35.00	30.00	40.00	45.00	50.00	40.00	10.00	10.00
No. of shares elligible for dividends (In Bn.)	3.41	3.41	3.41	3.41	3.41	3.41	3.41	3.41	3.41



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

RP Billion	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	EST 2022
Revenue	1,834	2,287	2,106	2,266	2,379	2,936	2,783	2,475	2,293	1,745	2,000
Value of Work Done or Scope of Work	3,000	3,360	3,400	3,800	4,500	4,600	3,850	3,142	3,390	2,390	3,000*
Net Profit	176	194	165	191	223	245	209	176	109	102	75
New Signed Contracts	2,421	1,956	3,570	2,177	2,791	4,133	3,179	1,959	836	2,177	2,000
Scope of Work for New Signed Contracts	3,200	2,700	5,800	3,000	4,500	5,400	3,800	2,605	1,386	3,530	2,500

Note:

(*) = Revision.

Year	Rp	Alocation	Realization
2021	3 billion	Project equipments, IT Equipments & Softwares.	Capex usage as of Q4-2021 is around Rp 2.13 billion.
2022	3 billion	Project equipments, IT Equipments & Softwares.	

Past Projects



LIVING WORLD – PEKANBARU



THE REGATTA - JAKARTA



UNIVERSITAS MULTI MEDIA, SERPONG-
TANGERANG



BINUS SERPONG 3 - TANGERANG



BCA FORESTA - TANGERANG



GRAHA GATSU
JAKARTA



VERDE II CONDOMINIUMS
JAKARTA



PAKUBUWONO SPRING
APARTMENT - JAKARTA



MNC MEDIA TOWER JAKARTA.
(JO PROJECT)



HOTEL MERCURE – BSD
CITY



1 PARK AVENUE - JAKARTA



GREEN OFFICE PARK 9 BSD – TANGERANG



ARKADIA OFFICE TOWER A –
JAKARTA



ARKADIA OFFICE TOWER G -
JAKARTA



RUMAH SAKIT GRHA MM2100
CIKARANG BARAT



AUSTRALIAN EMBASSY, KUNINGAN –
JAKARTA. (JO PROJECT)



MILLENIUM VILLAGE-LIPPO KARAWACI



ICE (INTERNATIONAL CONVENTION EXPO),
TANGERANG



BINUS MALANG – MALANG



1 PARK RESIDENCE - JAKARTA



THE PAKUBUWONO RESIDENCE - JAKARTA



TRANS STUDIO BANDUNG -
BANDUNG



CENTRAL PARK - JAKARTA



GREEN OFFICE PARK 1-TANGERANG

Past Projects



MENARA DANAMON - JAKARTA



SCBD LOT. X JAKARTA.
(JO PROJECT)



PIM 3 AND OFFICE TOWER – JAKARTA (JO PROJECT)



PONDOK INDAH RESIDENCE – JAKARTA



DASWIN OFFICE TOWER – JAKARTA.
(JO PROJECT)



SEQUIS DEVELOPMENT –
JAKARTA



BINUS ALAM SUTERA -
TANGERANG



WISMA BARITO PACIFIC 2-
JAKARTA



CINEMAXX THEATER THE BREEZE – TANGERANG



MENARA KOMPAS - JAKARTA



ISLAMIC CENTER – SAMARINDA



MENARA TENDEAN –
JAKARTA



THE PAKUBUWONO MENTENG –
JAKARTA



THE SMITH – ALAM SUTERA



MENARA ASTRA JAKARTA. (JO
PROJECT)



IKEA STORE 3 KOTA BARU PARAHYANGAN - BANDUNG



MENARA SENTRAYA -
JAKARTA



CHITALAND TOWER -
JAKARTA

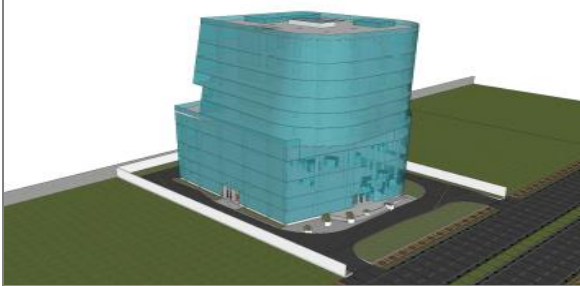


KAMPUS POLITEKNIK MANUFAKTUR ASTRA- BEKASI

Projects Under Construction



ONE TOWER - BSD CITY TANGERANG



GEDUNG INNOPHARM - BSD



SASA INTI MINSEL - SULAWESI



RAMAYANA CIPANAS



BUTTERFLY BY ASHLEY - JAKARTA



BINUS SCHOOL - SEMARANG



TAMAN PERMATA BUANA APARTMENT- JAKARTA



APARTEMEN GARDEN RESIDENCES - SAKURA GARDEN CITY JAKARTA



SEKOLAH KRISTEN CALVIN - JAKARTA



CARMELUS SUSILO HEADQUARTER - JAKARTA



CAPITAL SQUARE - SURABAYA



SIMBIOTIK MULTITALENTA INDONESIA - TANGERANG SELATAN

Projects Under Construction



GRAHA PARAMITA II, BINTARO



TRANS ICON – SURABAYA



NABEL SAKHA OFFICE -
TANGERANG



THAMRIN NINE – JAKARTA



SQ RESIDENCE - JAKARTA



PADMA HOTEL - SEMARANG



SEKOLAH CIKAL LEBAK BULUS -
JAKARTA



ASHLEY TANG HOTEL -
JAKARTA



BNDC BCA DATA CENTER - CIBITUNG



PALM COURT SERVICE APARTMENT –
JAKARTA. (JO PROJECT)



LIVING WORLD – KOTA WISATA



HOTEL REZ - SEMARANG

Past Projects Handled By TPI (Subsidiary)



BUTENE - CILEGON



SENTRAL GRAIN TERMINAL 2 - CILEGON



RANTAU DEDAP LAHAT - SUMATERA



SUBAN COMPRESSION



MMP13 WAREHOUSE – PD UNGU



INDOFOOD - MAKASSAR



INDOFOOD - LAMPUNG



BIMOLI – TANJUNG PRIOK

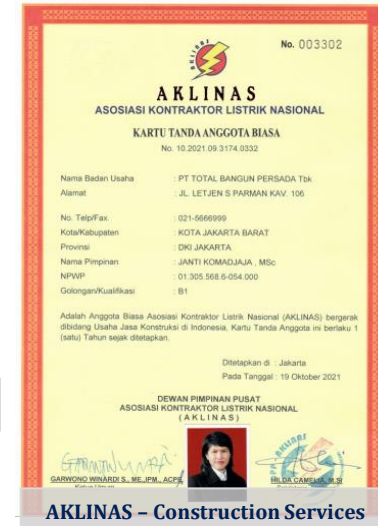
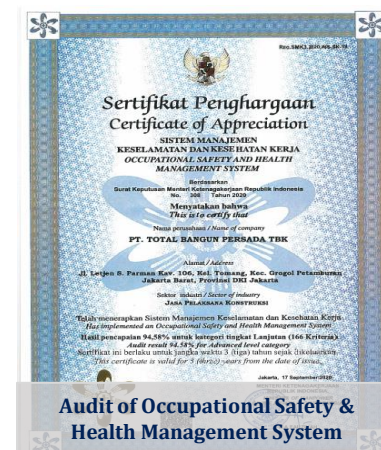
Present Projects Handled By TPI (Subsidiary)



WAREHOUSE PT DEPOK LOGISTIK PROPERTY - DEPOK



PAKET 9C BCTMP & MVR - RIAU





Penghargaan Director Safety Performance untuk Bapak Handoyo Rusli dalam Indonesia Construction Safety Awards (ICSA) 2020



Safety Innovation Award 2020 "eyeCARE APD & Identity Detector"



The Best Indonesia Corporate Secretary & Corporate Communication 2020



THE BIG 3 - Indonesia Finance Award-III-2020



The Best Public Companies-The Building Construction sector Bisnis Indonesia Award 2020



5th Indonesia Sales & Marketing Award 2022



Indonesia Information Technology Award-IV-2022



Wisma Barito Pacific II Project

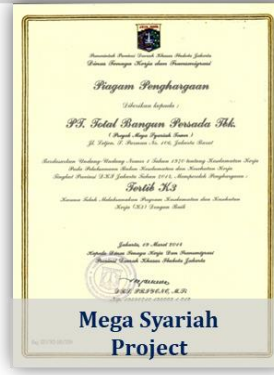


The Environmental, Social & Governance (ESG) Awards 2020

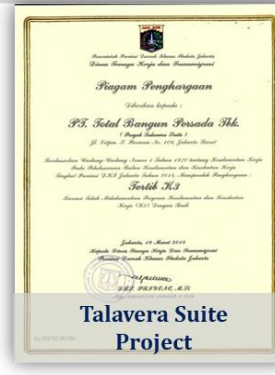
Occupational Health, Safety and Environment Awards



Australian Embassy Project



Mega Syariah Project



Talavera Suite Project



The Hermitage Project

Zero Accident Award from Minister of Public Works and Transmigration



Australian Embassy Project



Talavera Suite Project



The Hermitage Project



Harper Hotel Legian Bali Project

- **Revenue - up**
- **Costing Review**
- **Next Level ERM (Enterprise Risk Management)**
- **Next Level ERP (Enterprise Resource Planning)**

THANK YOU



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