



PT TOTAL BANGUN PERSADA Tbk

Pride & Excellence in Construction

FY 2017



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.

PT Total Bangun Persada Tbk

 **Mission : Pride & Excellence in Construction**

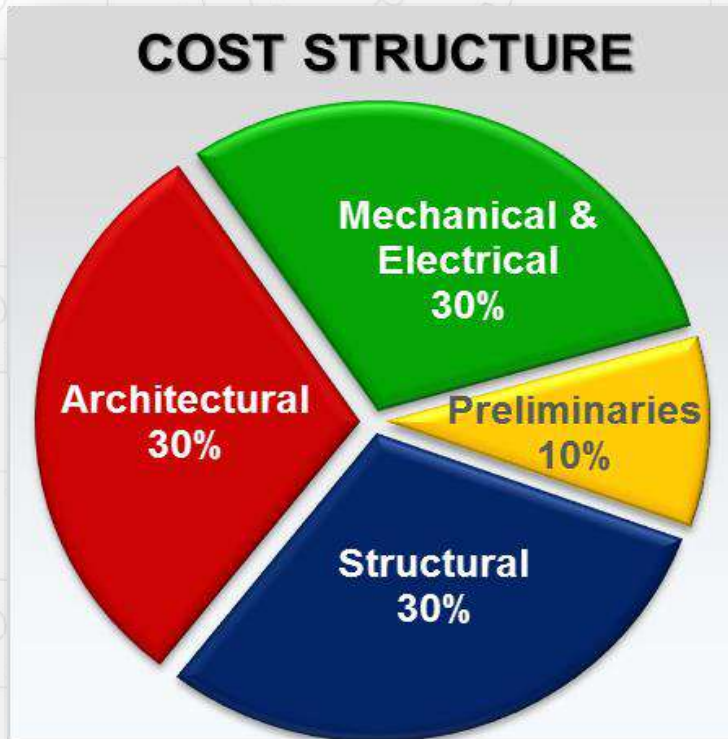
 **Differentiation**

- ✓ **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 March 2018, shareholders comprise of:
 - Founders 66.53%
 - *PT Total Inti Persada (TIP) 56.50%*
 - *Pinarto Sutanto 1.83%*
 - *Widodo 0.01%*
 - *Ir. Djadjang T., MSc. 8.19%*
 - Local Investors 18.83%
 - Foreign Investors 14.64%.

Cost Structure for Building Construction



•Structure (30%):

Concrete, Steel Bar, Formwork, etc.

•Architectural (30%):

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

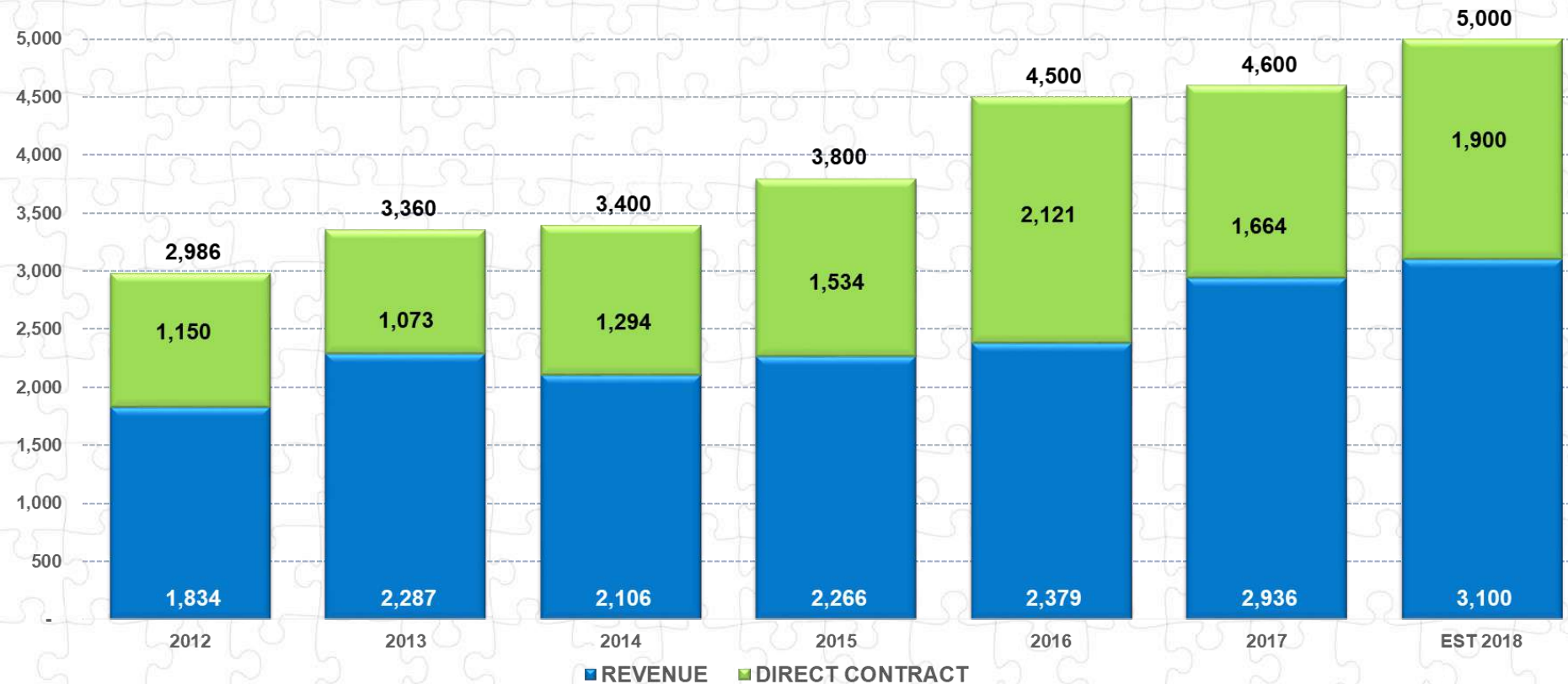
•Mechanical & Electrical (30%):

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

•Preliminaries (10%):

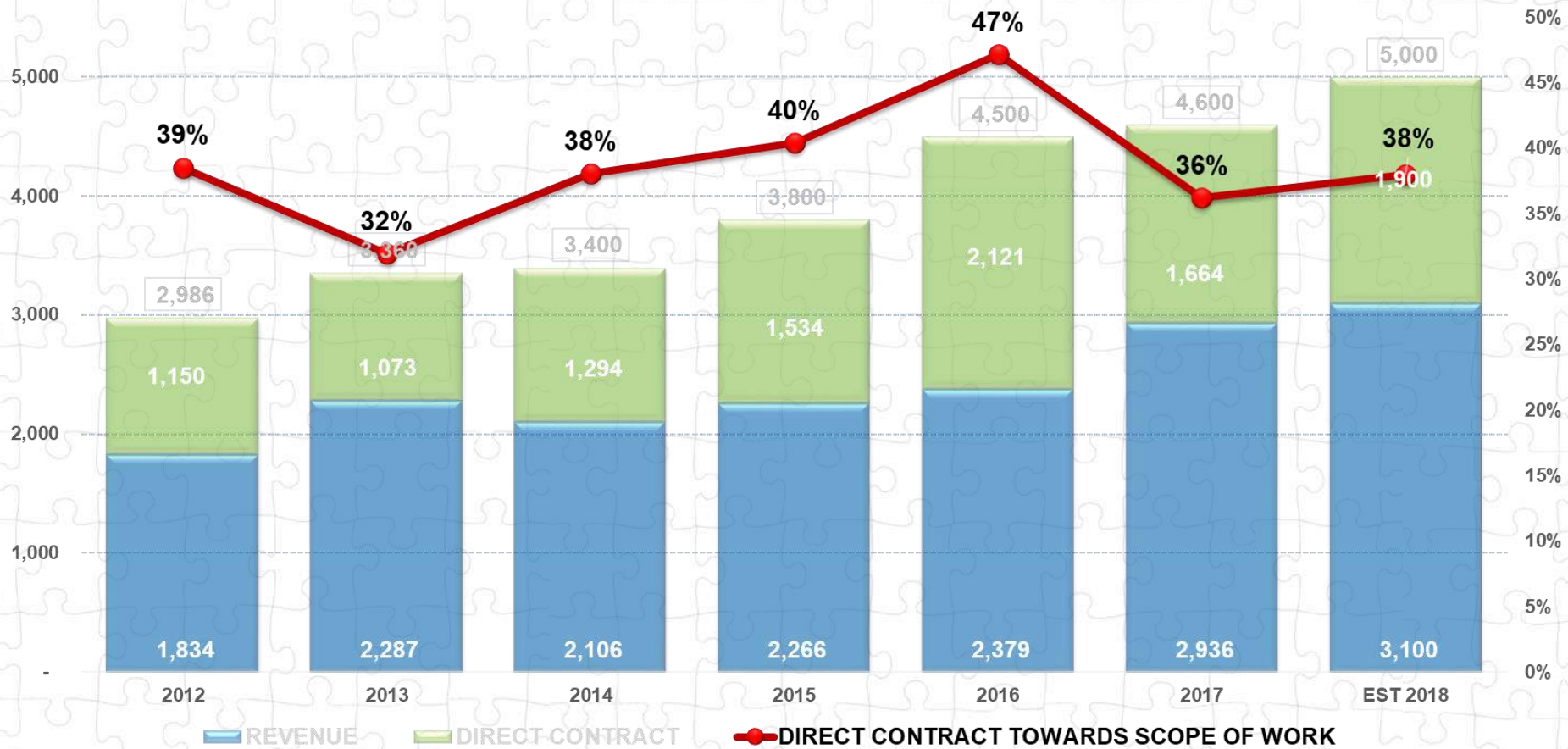
Staff, Plants & Equipment, Site Supporting Facilities, General Equipment/Supplies (Documentation, Stationary, etc.), Administration (Insurance, Bonds, etc.)

Revenue (Rp. Bio.)



- Scope of work is around Rp 4.6 Trillion in 2017 and Rp 4.5 Trillion for 2016
(Scope of Work = Revenue TOTL + Direct Contract/ DC)
- Revenue: Rp 2.94 Trillion (FY 2017) Vs. Rp 2.38 Trillion (FY 2016)

Direct Contract Portions



Business Performance



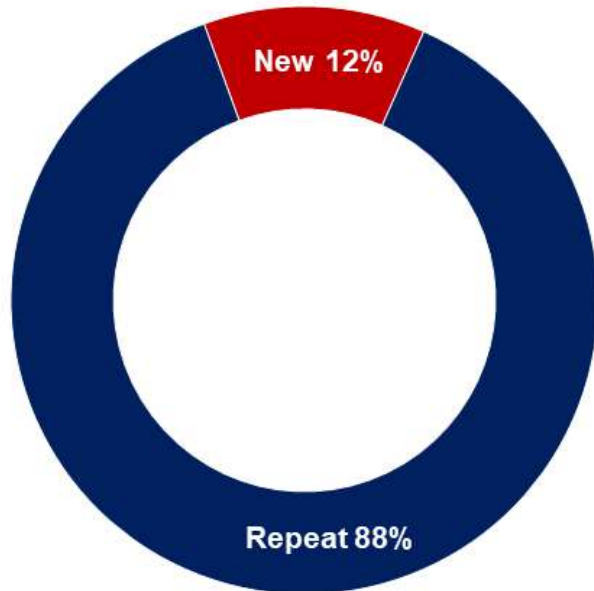
Revenue Mix :

- Repeat / New Customers
- Private / Government
- Project Classification
- Project Location

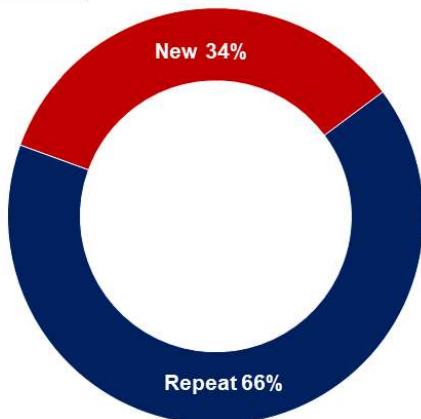
Business Performance

Repeat / New Customers

FY 2017

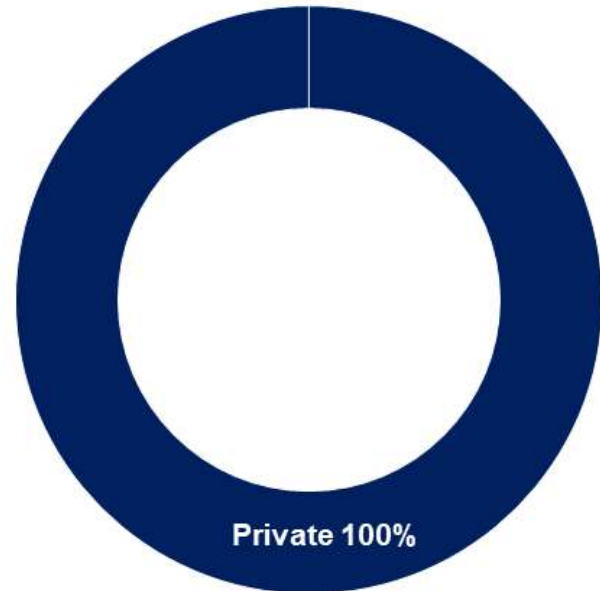


FY 2016

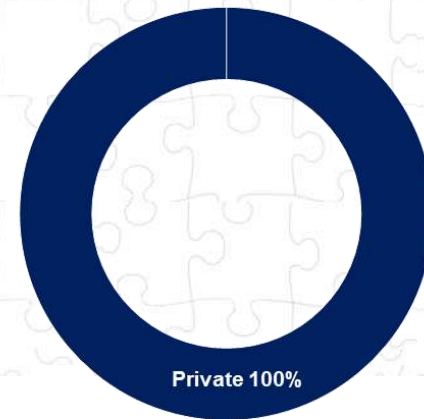


Private / Government

FY 2017



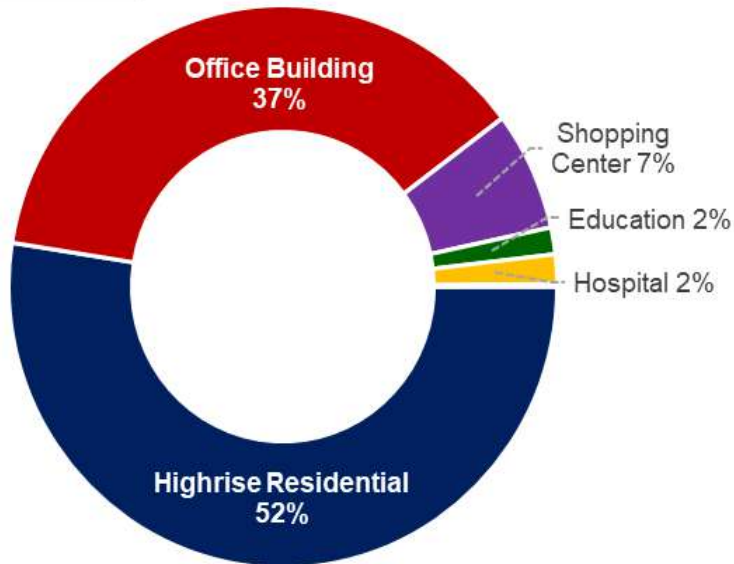
FY 2016



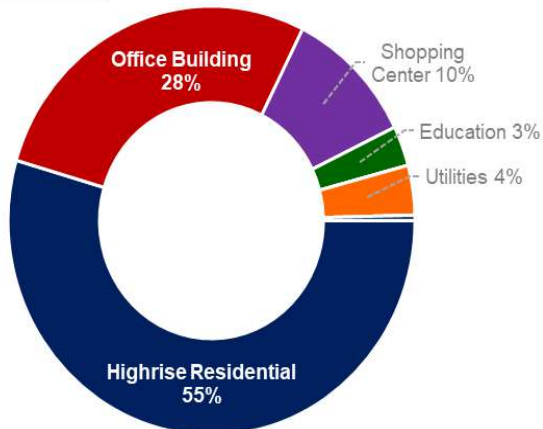
Business Performance

Project Classifications

FY 2017

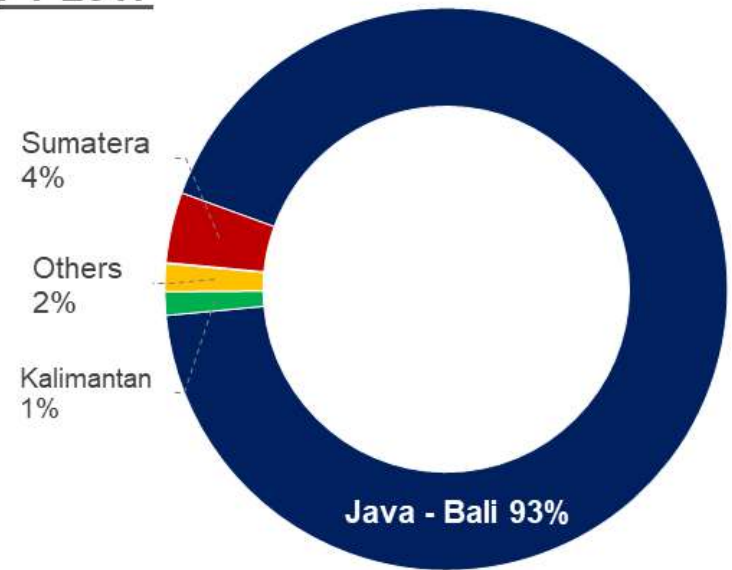


FY 2016

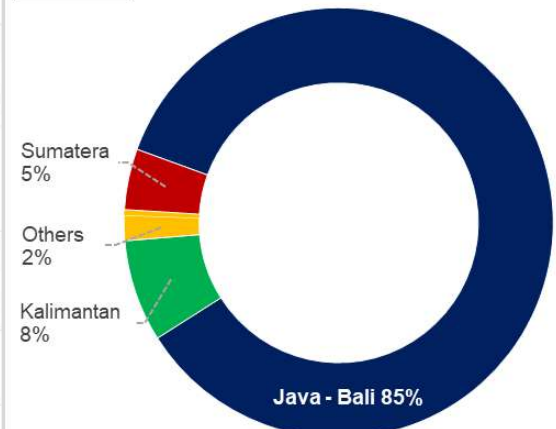


Project Location

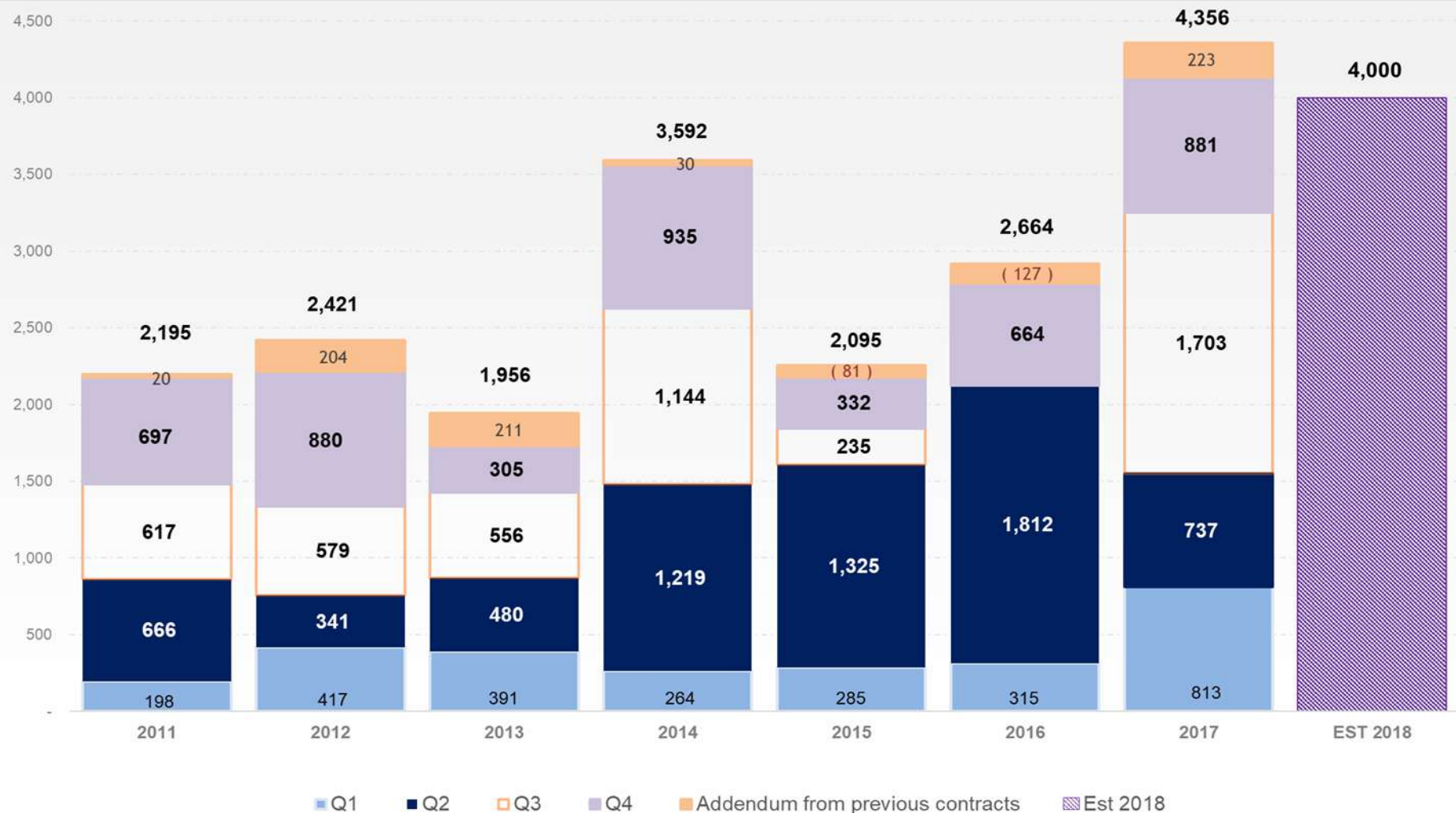
FY 2017



FY 2016



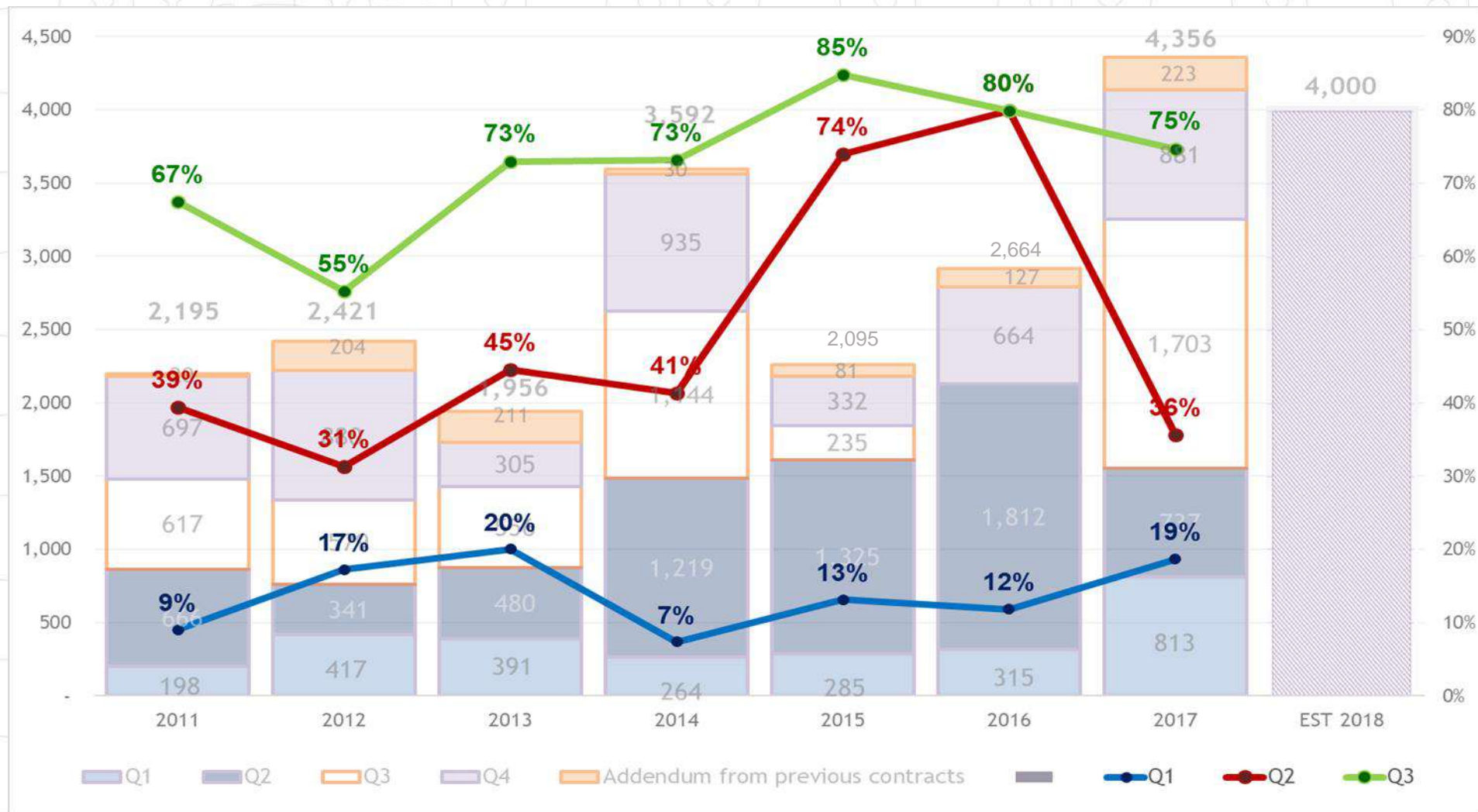
New Signed Contracts (Rp. Bio.)



As of FY - 2017

New Signed Contract has reached Rp 4.134 Trilion which exceeds the Company's target of Rp 4 trillion at 103%. The projects include: Taman Permata Buana Apartment, Thamrin Nine, Chitaland Tower & Wisma Barito Pacific 2, Menara Tendean, Daswin Office Tower, and Pondok Indah Mall 3 & Office Tower located in Jakarta, Green Office Park 1- BSD and Potato Head Hotel- Bali.

New Signed Contracts (Rp. Bio.)



Backlog Estimation (Rp Bio)

OUTSTANDING WORKS (OW)	Outstanding Works	Revenue 2016 (Audited)	Carry over to 2017	Revenue 2017 (Unaudited)	Carry over to 2018	Estimated Revenue 2018	Carry over to 2019	Estimated Revenue 2019	Carry over to 2020
OW Project from previous years	2,069,541	865,057	1,204,484	943,273	261,211	261,211	-	-	-
New project signed in 2015	1,745,418	875,225	870,193	457,576	412,617	412,617	-	-	-
Amendment in 2016 from previous projects	(127,378)	123,463	(250,841)	(67,444)	(183,397)	(183,397)	-	-	-
New project signed in 2016	2,638,779	322,553	2,316,226	1,054,187	1,262,039	849,595	412,444	412,444	-
Amendment in 2017 from previous projects	223,353	-	223,353	76,348	147,005	146,977	28	28	-
New project signed in 2017	3,428,506	-	3,428,506	341,397	3,087,109	1,382,447	1,704,662	1,244,715	459,947
Amendment in 2018 from previous projects	-	-	-	-	-	-	-	-	-
New project signed in 2018	88,991	-	88,991	-	88,991	81,491	7,500	7,500	-
Total Outstanding Works	10,067,210								
Revenue 2016 - Audited		2,186,298							
Carry Over to 2017			7,880,912						
Revenue 2017 - Unaudited				2,805,337					
Carry Over to 2018					5,075,575				
Revenue 2018 - Estimated						2,950,941			
Carry Over to 2019							2,124,634		
Revenue 2019 - Estimated								1,664,687	
Carry Over to 2020									459,947

Revenue Estimation 2018 : Rp 3.1 Trillion

Net Profit Estimation 2018 : Rp 250 Billion

New Signed Contract Estimation 2018: Rp 4 Trillion

Backlog Estimation - JO (Rp Bio)

OUTSTANDING WORKS (OW)	Outstanding	Revenue	Carry over	Estimated	Carry over	Estimated	Carry over	Estimated	Carry over
	Works	2017	to 2018	Revenue	to 2019	Revenue	to 2020	Revenue	to 2021
		(Audited)		2018		2019		2020	
OW Project from previous years	1,030,078	929,661	100,417	100,417	0	-	0	-	0
New project signed in 2017	709,115	-	709,115	141,823	567,292	354,558	212,735	169,873	42,862
Amendment in 2018 from previous projects	-	-	-	-	-	-	-	-	-
New project signed in 2018	-	-	-	-	-	-	-	-	-
Total Outstanding Works	1,739,193								
Revenue 2017 - Audited		929,661							
Carry Over to 2018			809,532						
Revenue 2018 - Estimated				242,240					
Carry Over to 2019					567,292				
Revenue 2019 - Estimated						354,558			
Carry Over to 2020							212,735		
Revenue 2020 - Estimated								169,873	
Carry Over to 2021									42,862

JO Projects in 2107 are as follows:

- Menara Astra Project -Jakarta. JO with Shimizu Corporation
- MNC Media Tower Project -Jakarta. JO with Shimizu Corporation
- Grade A Office di SCBD Lot. X - Jakarta. JO with PT Takenaka Indonesia
- JIExpo Convention Centre & Theatre - Jakarta. JO with PT Balfour Beatty Sakti Indonesia
- PIM 3 and Office Tower - Jakarta. JO with PT Berca Buana Sakti
- Daswin Office Tower - Jakarta. JO with Shimizu Corporation

Project Prospects (Pipelines)

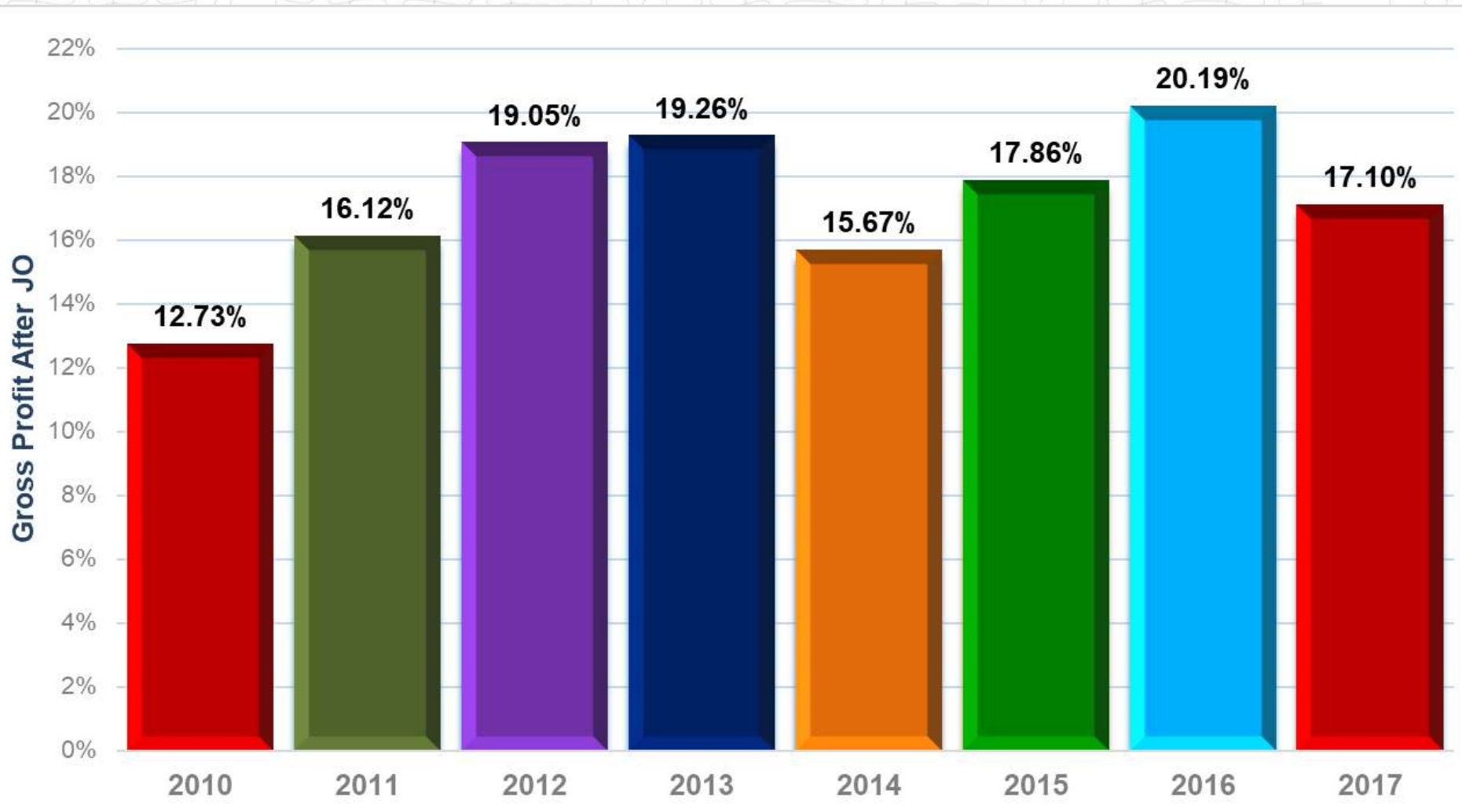
As of February 2018

- 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.

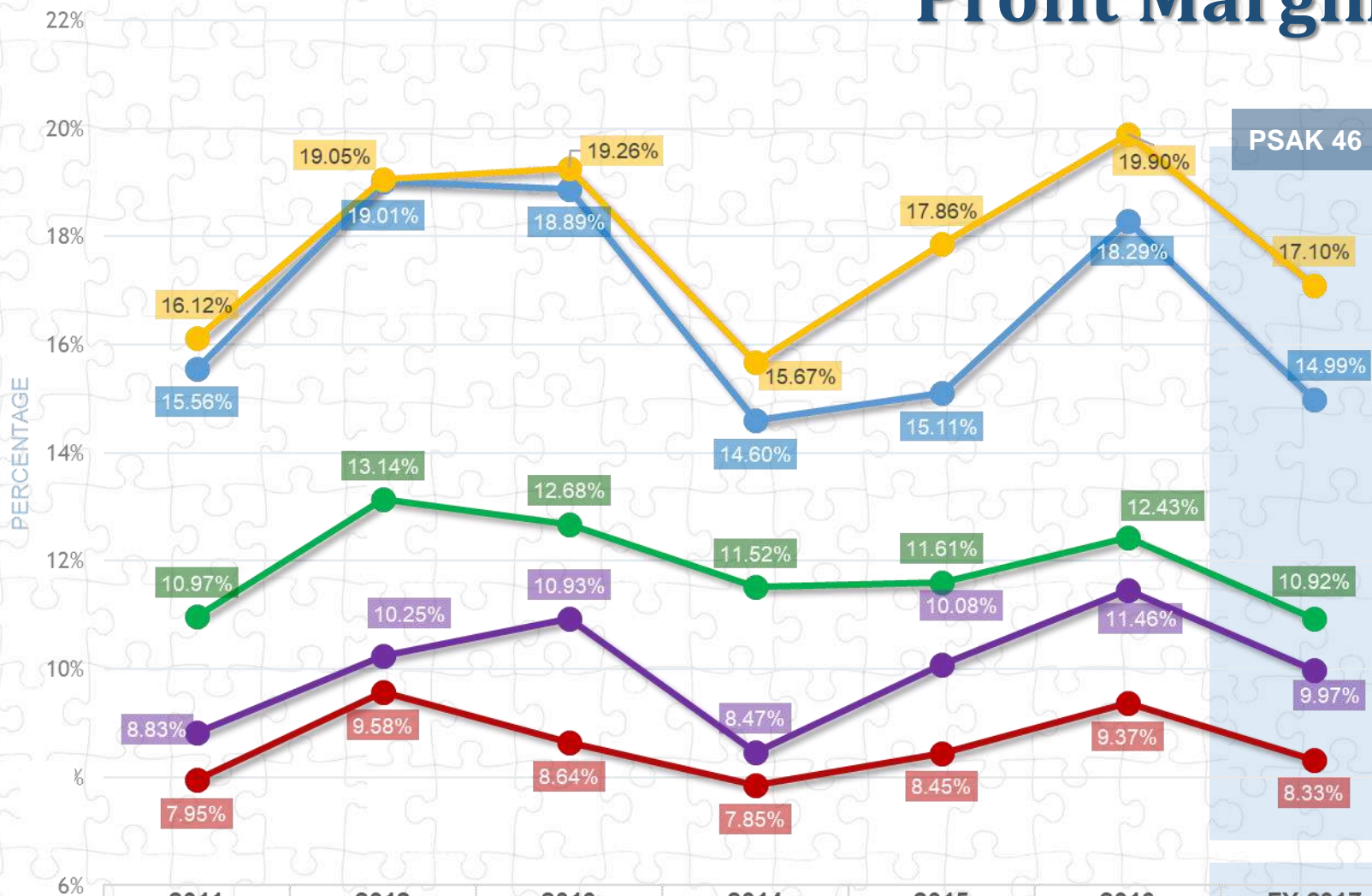
SECTOR	TOTAL (Rp Trillion)	PERCENTAGE (%)
Apartemen	1.64	26%
Office	1.55	25%
Hotel	1.18	19%
Mixed Use	1.95	31%
TOTAL	6.31	100%

All of the above pipeline projects are private projects.

Gross Profit Margin After JO(%)

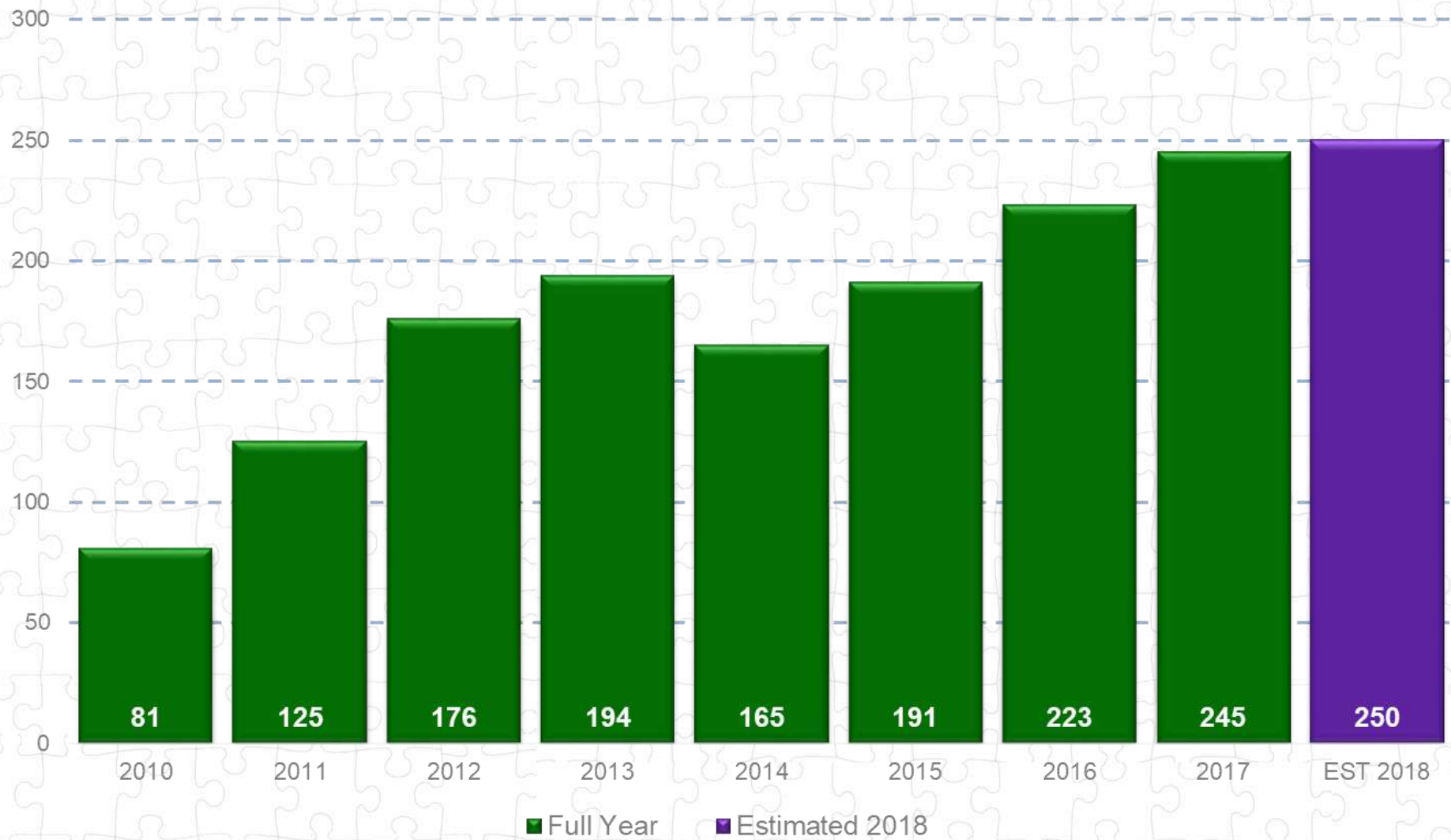


Profit Margin



	2011	2012	2013	2014	2015	2016	FY 2017
Gross Profit	15.56%	19.01%	18.89%	14.60%	15.11%	18.29%	14.99%
Gross Profit After JO	16.12%	19.05%	19.26%	15.67%	17.86%	19.90%	17.10%
Operating Profit	8.83%	10.25%	10.93%	8.47%	10.08%	11.46%	9.97%
Pretax Profit	10.97%	13.14%	12.68%	11.52%	11.61%	12.43%	10.92%
Net Profit	7.95%	9.58%	8.64%	7.85%	8.45%	9.37%	8.33%

Net Profit (Rp. Bio.)

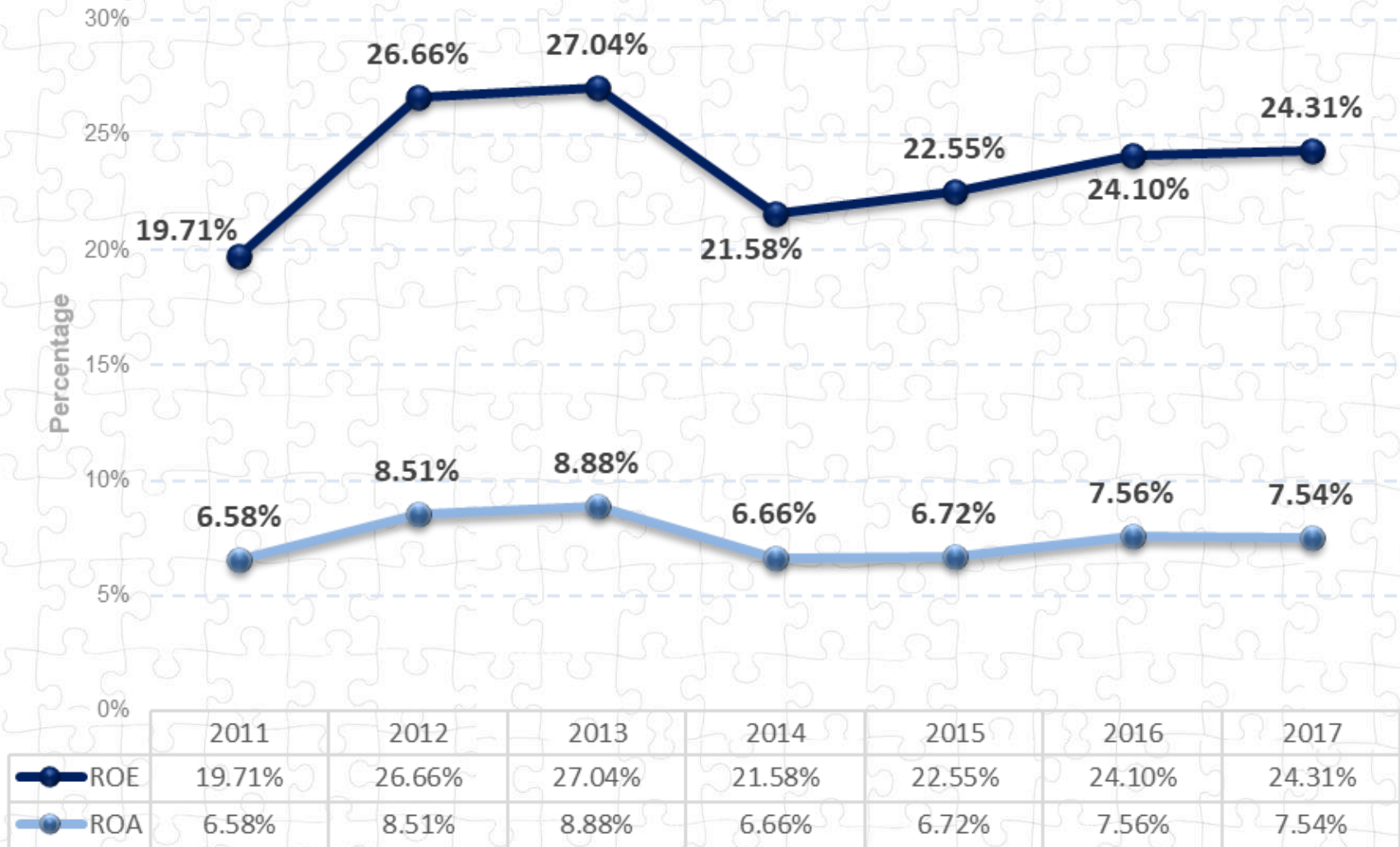


Financial Statements

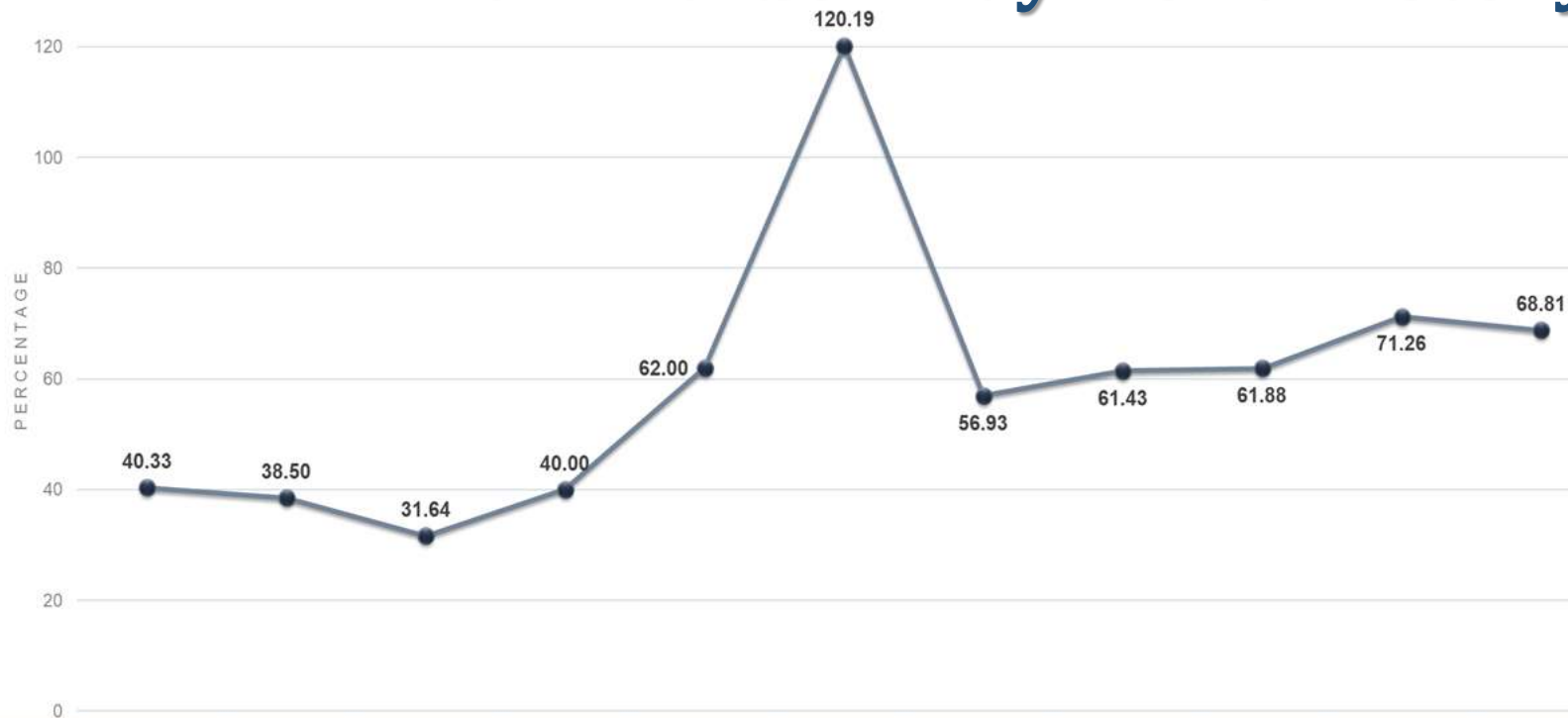
(Summary, Unaudited)

Rp Billion	FY 2017	FY 2016	Changes
Total Current Assets	2,514	2,285	10.0%
Total Non Current Assets	729	666	9.5%
Total Assets	3,243	2,951	9.9%
Total Current Liabilities	1,994	1,784	11.8%
Total Non Current Liabilities	239	224	6.7%
Total Liabilities	2,233	2,008	11.2%
Retained Earnings	660	580	13.8%
Non Controlling Interest	4	17	-76.5%
Capital Stocks and Additional	346	346	0.0%
Total Stockholders' Equity	1,010	943	7.1%
Total Liabilities and Stokholders' Equity	3,243	2,951	9.9%
Rp Billion	FY 2017	FY 2016	Changes
Revenue	2,936	2,379	23.4%
Gross Profit	440	420	4.8%
Gross Profit After JO	502	480	4.6%
Profit Before Tax	321	296	8.4%
Income Tax	90	74	21.6%
Net Profit	245	223	9.9%

ROE & ROA

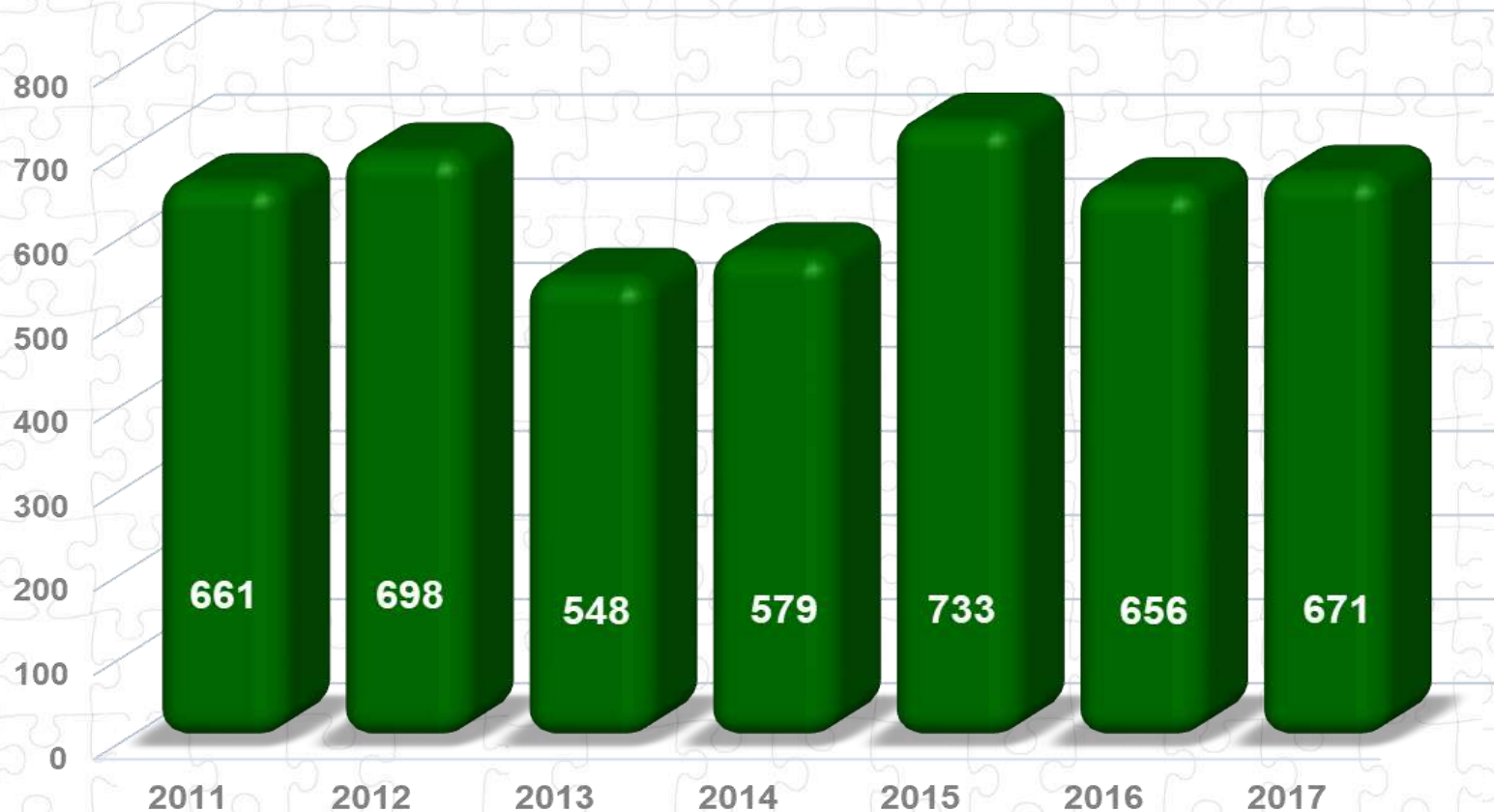


Final Dividen Payment History



	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
% Of Previous Year's Net Profit	40.33	38.50	31.64	40.00	62.00	120.19	56.93	61.43	61.88	71.26	68.81
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
Rp/Share	15.00	7.50	2.00	7.50	14.67	44.00	29.33	35.00	30.00	40.00	45.00
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

Preserving Cash to Stay Afloat



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

RP Billion	2011	2012	2013	2014	2015	2016	2017	<i>EST</i> 2018
Revenue	1,569	1,834	2,287	2,106	2,266	2,379	2,936	3,100
Value of Work Done or Scope of Work	2,500	3,000	3,360	3,400	3,800	4,500	4,600	5,000
Net Profit	124	176	195	165	191	223	245	250
New Signed Contracts	2,195	2,421	1,956	3,570	2,177	2,791	3,424	4,000
Scope of Work for New Signed Contracts	3,500	3,200	2,700	5,800	3,000	4,500	6,000	5,400

Capital Expenditure (Capex)

Year	Rp	Alocation	Realization
2017	100 Billion	Subsidiary investement, project equipments, IT equipments and softwares, land purchase for workshop etc.	Capex usage up to FY 2017 is around Rp 88 Billion
2018	50 Billion	Project equipments, Building renovation, IT equipments and softwares, etc.	--

CENTRAL PARK - JAKARTA



THE REGATTA



Past Projects



LIVING WORLD - PEKAN BARU, RIAU



CITY TOWER JAKARTA



THE PAKUBUWONO RESIDENCE



MULTIMEDIA NUSANTARA UNIVERSITY
SERPONG, TANGERANG



BINUS BOARDING HOUSE JAKARTA



ISLAMIC CENTER - SAMARINDA



SINAR MAS OFFICE , SERPONG



TRANS STUDIO - BANDUNG



BINUS SERPONG 3 - SERPONG, TANGERANG



BANK MEGA TOWER

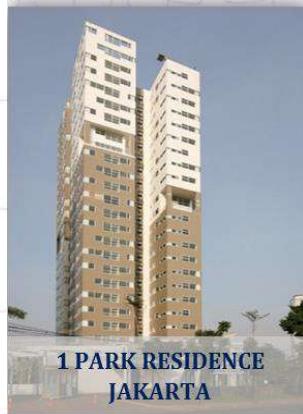
Past Projects



**BINUS ALAM SUTERA
TANGERANG**



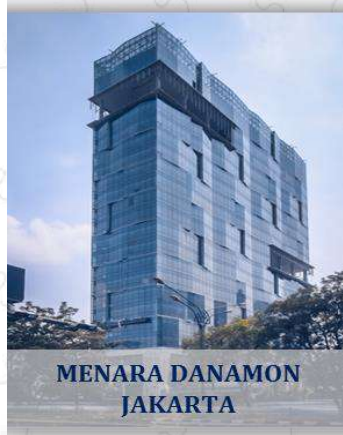
**ALLIANZ TOWER
JAKARTA**



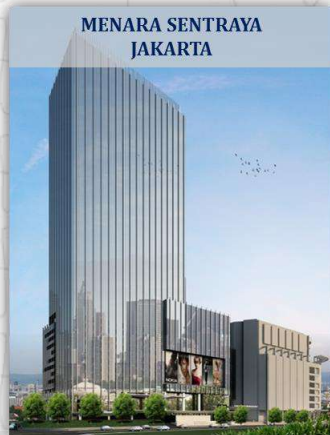
**1 PARK RESIDENCE
JAKARTA**



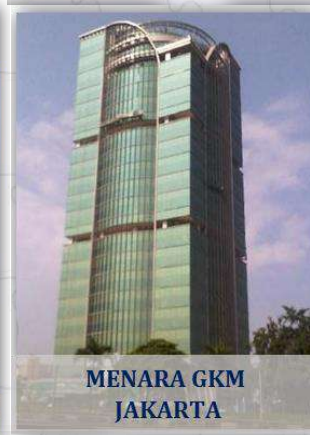
**AUSTRALIAN EMBASSY, KUNINGAN - JAKARTA
JO with PT Leighton Construction Indonesia**



**MENARA DANAMON
JAKARTA**



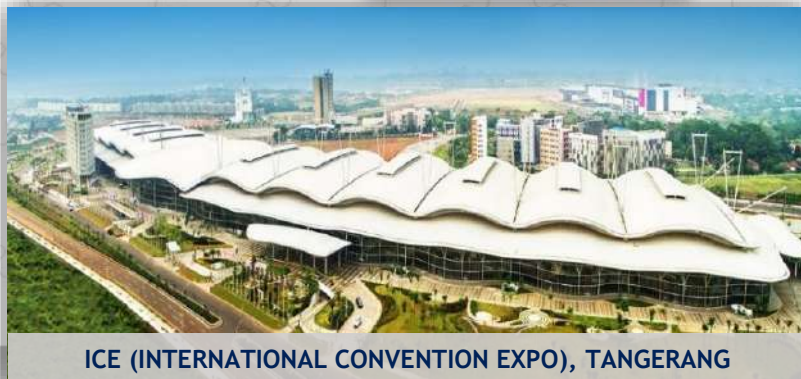
**MENARA SENTRAYA
JAKARTA**



**MENARA GKM
JAKARTA**



BINUS ALAM SUTRA (PHASE II)



ICE (INTERNATIONAL CONVENTION EXPO), TANGERANG



**THE BREEZE
BSD CITY - SERPONG TANGERANG**



**MULTIMEDIA NUSANTARA
UNIVERSITY - TANGERANG
(FASE 3)**

Past Projects



**MENARA KOMPAS -
JAKARTA**



**GEDUNG PRIMA SEJAHTERA
ALAM SUTERA**



**K-LINK TOWER
JAKARTA**



**SOVEREIGN PLAZA
SOVEREIGN JAKARTA**



THE TOWER - JAKARTA



GREEN OFFICE PARK 9 BSD - TANGERANG



THE ANVAYA BEACH RESORT - BALI



**BINUS ALAM SUTERA TAHAP 2-
TANGERANG**



LIVING PLAZA - BALIKPAPAN- KALIMANTAN



**CINEMAXX THEATER THE BREEZE -
TANGERANG**



MIDTOWN HOTEL SAMARINDA-KALIMANTAN

Projects Under Construction



**VERDE II CONDOMINIUMS
JAKARTA**



**RUMAH SAKIT GRHA MM2100
CIKARANG BARAT**



**PAKUBUWONO SPRING
APARTEMEN - JAKARTA**



**MILLENIUM VILLAGE-
LIPPO KARAWACI**



SEQUIS DEVELOPMENT- JAKARTA



1 PARK AVENUE - JAKARTA



**ARKADIA OFFICE TOWER A -
JAKARTA**



LAVIE ALL SUITES - JAKARTA



PONDOK INDAH RESIDENCE - JAKARTA

Projects Under Construction



**ARKADIA OFFICE TOWER G -
JAKARTA**



**WISMA BARITO
PACIFIC 2- JAKARTA**



**THAMRIN NINE -
JAKARTA**



**ORANGE COUNTY CITY CENTRE
RESIDENTIAL CIKARANG**



**TAMAN PERMATA BUANA
APARTMENT- JAKARTA**



**CHITALAND
TOWER - JAKARTA**



GREEN OFFICE PARK 1-TANGERANG



**POTATO HEAD HOTEL SEMINYAK -
BALI**



**GRAHA GATSU
JAKARTA**

New Projects



MENARA TENDEAN – JAKARTA

Joint Operation (JO) Projects



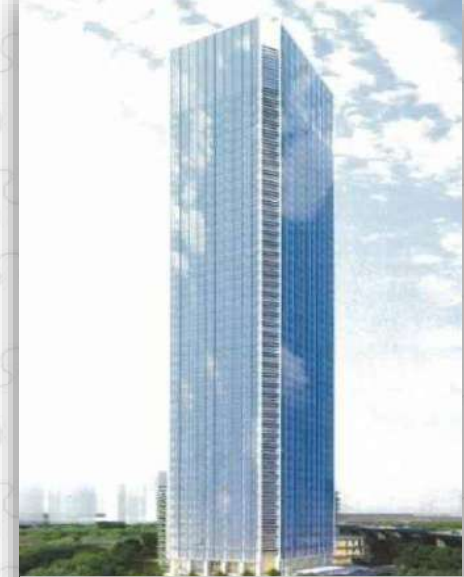
**MENARA ASTRA PROJECT
JAKARTA
JO with SHIMIZU CORP.**



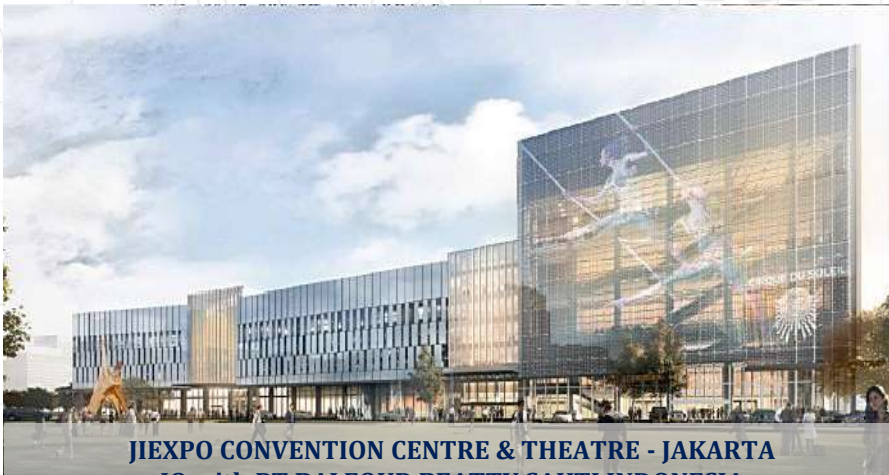
**MNC MEDIA TOWER PROJECT
JAKARTA
JO with SHIMIZU CORP.**



**GRADE A OFFICE AT SCBD
LOT. X JAKARTA JO with PT
TAKENAKA INDONESIA**



**DASWIN OFFICE TOWER –
JAKARTA
JO with Shimizu Corporation**



**JIEXPO CONVENTION CENTRE & THEATRE - JAKARTA
JO with PT BALFOUR BEATTY SAKTI INDONESIA**



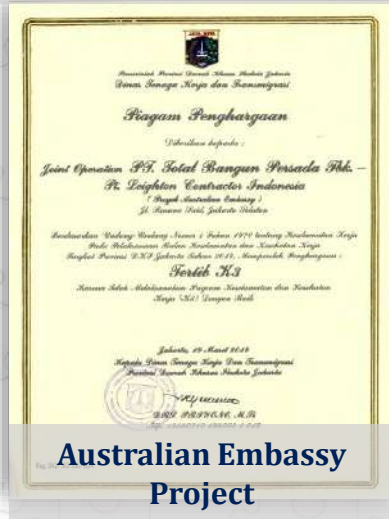
**PIM 3 AND OFFICE TOWER – JAKARTA
JO with PT. Berca Buana Sakti**

Awards Received



Awards Received

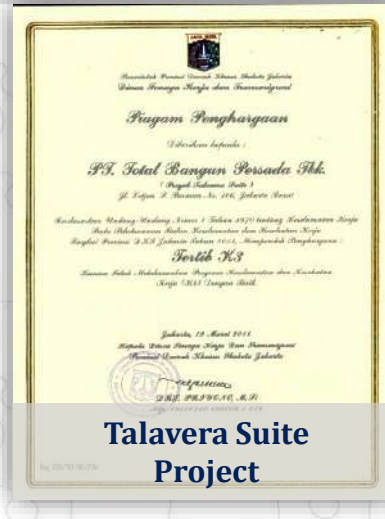
Occupational Health, Safety and Environment Awards



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

Plan for 2018

- *Focus primarily in quality for High Rise Building*
- *Increase productivity through competence and technology development*
- *Carry out next stages of GCG implementations*
- Enterprise Risk Management & Enterprise Resource Planning (ERM & ERP)



THANK YOU
corsec@totalbp.com