

A collage of various buildings and construction projects, including modern skyscrapers, commercial buildings, and a large stadium, arranged around the central text.

PT TOTAL BANGUN PERSADA Tbk

Pride & Excellence In Construction

FY - 2014



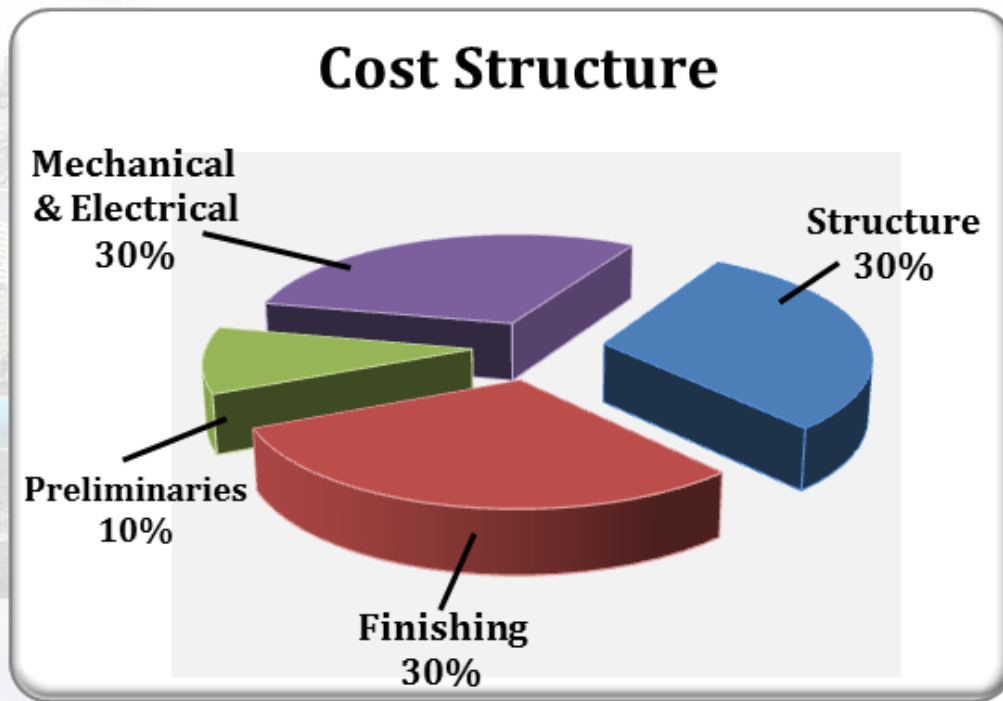
PT Total Bangun Persada Tbk

- Established in 1970
- Focus consistently in building construction.
- Specializes in premium building construction of more than 800 buildings, i.e. high-end commercial, apartment & condominium, offices, shopping centers, universities, hospitals, religious centers, TV station, indoor theme park, etc.
- Continuously making profits for more than 40 years in operation, except in 1995.
- One of Indonesia's largest building construction company, known for Integrity, Respect, Fair Dealing, Quality, Excellent Customer Service.
- Strong and prudent financial track record, healthy balance sheet, net cash position.

Construction Business

- Higher entry barrier for Large and High Quality projects, only few companies qualified
- High fragmented (many contractors exist in Indonesia, but only 139 of them are registered with AKI (Indonesian Contractors Association- as of November 3rd, 2014)
- Multi Years Projects → Revenue recognition by percentage of completion phase (Indonesian Accounting Standard/ PSAK)
- Projects are individually priced

Cost Structure For Building Construction



- **Structure (30%):**
Concrete, Steel Bar, Formwork, etc.
- **Finishing (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 (Documentation Stationary, etc.), Administration (Insurance, Bonds, etc.)

PT Total Bangun Persada Tbk

- **Pride and Excellence In Construction**
- **Differentiation**
 - ✓ **Quality Builder**
 - ✓ **Trustworthy and Reliable**
 - ✓ **Customer Oriented &**
 - ✓ **Customer Experience Excellence**
 - ✓ **International Standard Performance**
 - ✓ **Financially Sound**

Certifications



ISO 9001 : 2008

OHSAS 18001 : 2007



ISO 14001 : 2004

Certifications & Membership



This certificate, issued by the Ministry of Manpower and Transmigration of Indonesia, certifies PT. TOTAL BANGUN PERSADA, TBK for implementing an Occupational Safety and Health Management System. The certification is valid for three years from the date of issue.



This membership certificate from AKI (Asosiasi Konstruksi Indonesia) designates PT. TOTAL BANGUN PERSADA, Tbk as a Corporate Founding Member. The membership was established on August 1, 1978, and remains valid until December 31, 2014.



This certificate from the Green Building Council of Indonesia (GBCI) confirms PT. Total Bangun Persada Tbk's status as a Corporate Founding Member. The membership was confirmed in January 2010.

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

**AKI
(Indonesian
Construction
Association)**

**GBCI Corporate
Founding Member**



6



Certifications & Membership



Sertifikat Audit
Audit Certificate
SISTEM MANAJEMEN
KESELAMATAN DAN KESEHATAN KERJA
OCCUPATIONAL SAFETY AND HEALTH
MANAGEMENT SYSTEM

Berdasarkan
Surat Keputusan Menteri Tenaga Kerja dan Transmigrasi Republik Indonesia
No. 148 Tahun 2013

Menyatakan bahwa
This is to certify that

Nama perusahaan / Name of company
PT. TOTAL BANGUN PERSADA, TBK

Alamat / Address
**Jl. Letjend S. Parman Kav. 106, Jakarta Barat
Provinsi DKI Jakarta**

Sektor industri / Sector of industry
INDUSTRI JASA KONSTRUKSI

Telah menerapkan Sistem Manajemen Keselamatan dan Kesehatan Kerja
Has implemented an Occupational Safety and Health Management System
Sertifikat ini berlaku untuk jangka waktu 3 (tiga) tahun sejak dikeluarkan.
This certificate is valid for 3 (three) years from the date of issue.

Jakarta, 22 April 2013
MENTERI
TENAGA KERJA DAN TRANSMIGRASI
REPUBLIK INDONESIA
MINISTER
OF MANPOWER AND TRANSMIGRATION
REPUBLIC OF INDONESIA
Drs. H. A. MUHAMMID ISKANDAR, M.S.



ASOSIASI
KONTRAKTOR
INDONESIA

Tanda Anggota

PENGURUS ASOSIASI KONTRAKTOR INDONESIA
MENETAPKAN

PT. TOTAL BANGUN PERSADA, Tbk

BERKEDUDUKAN DI : **Jakarta**

SEBAGAI ANGGOTA : **Biasa** NO. **063/AB/VIII/78**

SEJAK TANGGAL : **1 Agustus 1978**

BERLAKU SAMPAI DENGAN
31 Desember 2014

JAKARTA, **23 Desember 2013**

Zaki Yahiya
SEKRETARIS JENDERAL

Dr. Ir. Sudarto
KETUA UMUM

KABAR ZASAND DAN INDUSTRI KONSTRUKSI (KAKI) BERKAS PENCATATAN DAN REGISTRASI (PENCAT) KAKI
KABAR ZASAND DAN INDUSTRI KONSTRUKSI (KAKI) BERKAS PENCATATAN DAN REGISTRASI (PENCAT) KAKI
KABAR ZASAND DAN INDUSTRI KONSTRUKSI (KAKI) BERKAS PENCATATAN DAN REGISTRASI (PENCAT) KAKI



KONSIL
BANGUNAN HIJAU
INDONESIA

Sertifikat Keanggotaan
Certificate Membership

Menyatakan Bahwa
This Is To Certify That

PT. Total Bangun Persada Tbk.

Sebagai
as a

Corporate Founding Member

Dari
of

Konsil Bangunan Hijau Indonesia
Green Building Council Indonesia

Januari, 2010
January, 2010

Naning Adiwoso
Ketua
Chairperson

Dhony Rahajoe
Direktur Keanggotaan
Director of membership

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The AKI membership certificate for PT. TOTAL BANGUN PERSADA Tbk was issued on August 1, 1978, in Jakarta. The membership is categorized as 'Biasa' (Ordinary) with ID number 063/AB/VIII/78. It remains valid until December 31, 2014.



GBCI's Corporate Founding Member certificate for PT. Total Bangun Persada Tbk, dated January 2010, recognizes the company as a founding member of the Green Building Council Indonesia.

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Certifications & Membership



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BANGUNAN HIJAU
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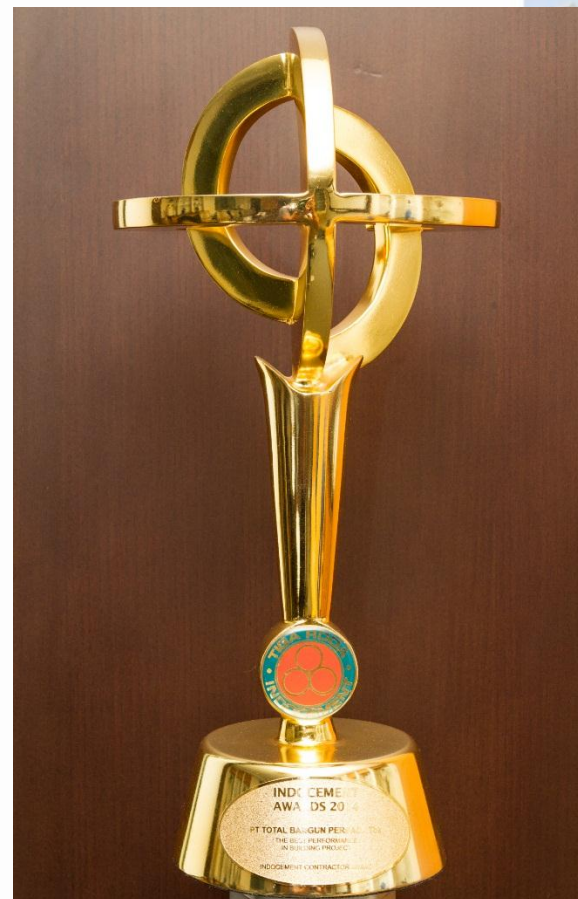


6

Awards Received



**Indocement Contractor
Award for Best Achievement
in Building Project**



**Indocement Contractor Trophy
Award for Best Achievement in
Building Project**

Awards Received

**ARA Award from
Indonesia Stock
Exchange (IDX)**



**ARA Trophy
From OJK**

**ARA Award – from
Bank Indonesia**



Awards Received




**ARA Award from
Tax Directorate
-Department of
Finance**



**ARA Award from
Financial
Service
Authority (OJK)**



**ARA Award from
Bank Indonesia**


*Pemerintah Republik Indonesia, Kementerian Pertahanan
Dinas Tenaga Kerja dan Pemangangan*

Pagam Penghargaan

Pelantikan kepada :

***Joint Operation P.T. Total Bangun Persada Tbk. -
Pt. Leighton Contractor Indonesia
(Pt. Pagar Lautan Landung)
Jl. Rantau Tedi, Jakarta Selatan***


*Berdasarkan Undang-Undang Nomor 1 Tahun 1970 tentang Kewajiban Kerja
Pada Perusahaan Dalam Kewajiban dan Kesehatan Kerja
Tingkat Peringkat 3-K3 Jakarta Tahun 2014, Menepuh Penghargaan :*

Fertit K3


*Ketara Tekh. Pelaksanaan Program Keselamatan dan Kesehatan
Kerja (K3) Tempun Rauh*

Jakarta, 19-Maret 2014

*Kepala Dinas Tenaga Kerja dan Pemangangan
Pemerintah Daerah Kabupaten Mamberamo*


KY/REK/...
DR. PRASENO, M.P.
Kep. 0303070 ENONG / 022

Bag 94/763-06/23A



*Pemerintah Pusat / Serikat Siswa Sekolah Jember
Pusat Pengajaran Kerja dan Penempatan*

Piagam Penghargaan

Diberikan kepada :


P.T. Tatal Bangun Persada Tbk.
(*Pusat Kerja Industri Jember*)
Jl. Pajene, P. Pajene No. 116, Jember Barat

*Berdasarkan Undang-Undang Nomor 1 Tahun 1950 tentang Keadilan Kerja
Pada Kehidupan Sosial Keadilan dan Keadilan Kerja
Undang-Undang No. 13 Tahun 1945, Menyerahkan Penghargaan :*

Fortis K3
*Kemauan Total, Melaksanakan Program Keadilan dan Keadilan
Kerja (K3) Dengan Baik*

Jember, 10 Maret 2014

*Kepada Pusat Pengajaran Kerja dan Penempatan
Pusat Kerja Industri Sekolah Jember*


M. Mulyono,
GUB. PR. Jember, M.P.
No. 12450710 68003 / 013

Bag 207/70 60/204



*Rencana dan Perencanaan Bersama Kantor Staf Gubernur
Provinsi Lampung Kerja dan Pembangunan*

Piagam Penghargaan

Telah diberikan kepada :

PT. Tegal Bangun Persada Tbk.
(Perusahaan Terbuka)

Jl. Lajuga, Pk. Pamanan No. 116, Jakarta Barat

Berdasarkan Undang-Undang Nomor 1 Tahun 1970 tentang Koordinasi Kerja
Batas Pelaksanaan Bidang Koordinasi dan Koordinasi Kerja
Rincian Provinsi D.K.F. Jakarta Tahun 1974, Menempatkan Penghargaan :

Fertih K.S


Karena telah melaksanakan Program Koordinasi dan Koordinasi
Kerja (K.S) Dengan Baik

Jakarta, 19 April 1974

Kepala Badan Pengkaji Kerja dan Pembangunan
Perencanaan Bersama Kantor Staf Gubernur
Provinsi Lampung


H.H. PRADANA, S.P.
No. 1282710 1280303 / 112




*Pemerintah Republik Indonesia
Kementerian Pendidikan dan Kebudayaan*

Piagam Penghargaan

Diberikan kepada :

P.T. Total Bangun Persada Tbk.
(Persah The Knowledge)
Jl. Tolga, 2. Puncak No. 106, Jakarta Barat


*Berdasarkan Meeting-Meeting, Forum / Forum 1987 tentang Kelembutan Kerja
Pada Pelaksanaan Rukun Kelembutan dan Kelembutan Kerja
Tingkat Nasional 1988 Jakarta Tahun 1988, dan Penghargaan Penghargaan ;*

Portik K3

*Karena telah melaksanakan Program Kelembutan dan Kelembutan
Kerja (K3) Temporal Baik*

Jakarta, 19-Maret 1988

*Kepada (Nama Kerja Kerja dan Nama Organisasi)
Pemerintah Republik Indonesia*


Wakil Menteri
B. H. PRASETYO, S.P., M.P.
tdg. 9386710 08003 / 02

Awards Received



Zero Accident Award from Minister of Public Works and Transmigration for Australian Embassy Project received in 2014.



Zero Accident Award from Minister of Public Works and Transmigration for Talavera Suite Project received in 2014.



Zero Accident Award from Minister of Public Works and Transmigration for The Hermitage Project received in 2014.



Zero Accident Award from Minister of Public Works and Transmigration for Harper Hotel Legian Bali Project received in 2014.

Past Projects



**BANK MEGA
TOWER**



**ISLAMIC CENTER -
SAMARINDA**



**APARTEMEN
"THE REGATTA"**



**LIVING WORLD
SERPONG**



**JAKARTA
CITY TOWER**



**MAGELANG STADIUM -
CENTRAL JAVA**



**THE PAKUBUWONO
RESIDENCE**



**TRANS STUDIO - BANDUNG,
WEST JAVA**



**BINUS BOARDING HOUSE
JAKARTA**



SINAR MAS OFFICE - SERPONG



Past Projects



**SOVEREIGN
JAKARTA**



**K- LINK TOWER
JAKARTA**



**ALLIANZ TOWER
JAKARTA**

Past Projects



**BINUS ALAM SUTERA
SERPONG, TANGERANG**



**MENARA GKM
SOUTH JAKARTA**



**1 PARK RESIDENCE
JAKARTA**

Past Projects



CENTRAL PARK - JAKARTA



**MULTIMEDIA NUSANTARA UNIVERSITY
SERPONG, TANGERANG**



**BINUS SERPONG 3
SERPONG, TANGERANG**



Projects Under Construction



IIE (INDONESIA INTERNATIONAL EXPO)
SERPONG, TANGERANG

Projects Under Construction



MENARA DANAMON -JAKARTA



**MENARA SENTRAYA
SOUTH JAKARTA**



Projects Under Construction



**THE TOWER
SOUTH JAKARTA**

New Projects



PONDOK INDAH RESIDENCE



New Projects



MENARA KOMPAS



THE ANVAYA HOTEL BALI

New Projects



1 PARK AVENUE - JAKARTA



SEQUIS DEVELOPMENT

Joint Operation Projects



**Menara Astra Project
JAKARTA – JO with Shimizu
Corporation (TOTL 40%)**



**MNC Media Tower Project
JAKARTA – JO with Shimizu
Corporation (TOTL 40%)**

Joint Operation Projects



Grade A Office at SCBD Lot. X – JAKARTA
JO with PT Takenaka Indonesia
(TOTL 45%)



AUSTRALIAN EMBASSY –
KUNINGAN, SOUTH JAKARTA - JO with PT
Leighton Construction Indonesia
(TOTL 30%)

*Note: Photo Courtesy of
Denton Corker Marshall*



Share Performance

- The largest private building construction company in Indonesia
- Listed at IDX on July 25, 2006
- Initial listing of 2.750.000.000 shares. Company issued Bonus shares of 660.000.000 on June 28th, 2010. Current outstanding shares are 3.410.000.000.
- As of February 2015, local and foreign investors comprised of 25.18% & 8.56% respectively.
- Founders (66.27%) - as of February 2015:
 - PT Total Inti Persada (TIP) 56.5%,*
 - Pinarto Sutanto 1.83%,*
 - Widodo 0.04%,*
 - Ir. Djadjang T., MSc. 7.90%*
- IPO price of Rp.345,-/share, listed on the Main Board
- Included in Kompas 100 index (August 2014 – January 2015)
- Included in Pefindo25 index (February 2015 – July 2015)
- Included in MSCI Indonesia Index (May 15th, 2013)
- Voted as Top 50 Best Indonesian Company in 2013 by Forbes Indonesia (ranked 17 out of 50).
- Awarded 2nd place in the category of “*Listed Private Non-Financial*” for the “*Annual Report Award 2013*” (October 16, 2014)

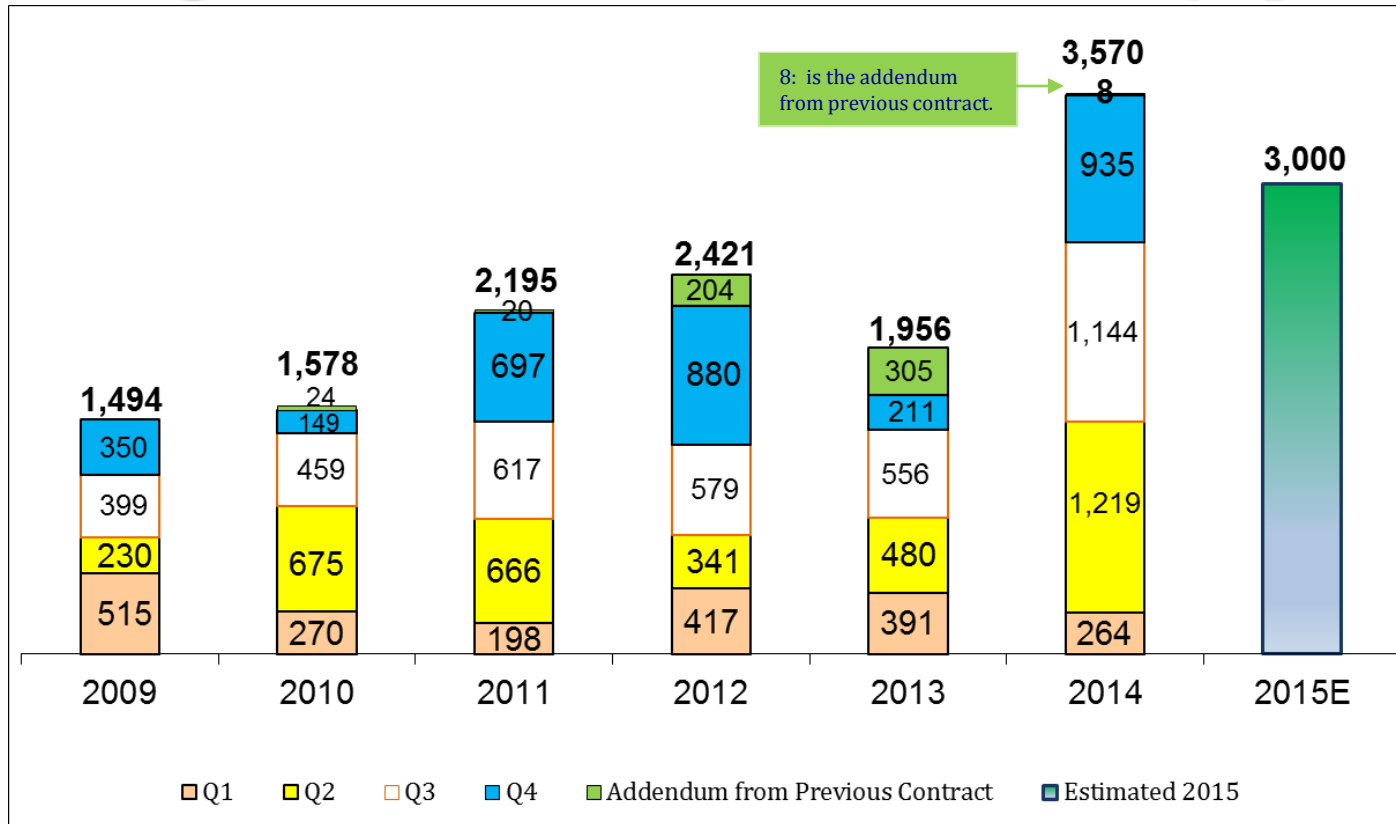
Final Dividend Payment History

	2007	2008	2009	2010	2011	2012	2013	2014
% Of Previous Year's Net Profit	40.33	38.50	31.64	40.00	62.00	120.19	56.93	61.43
Amount of Distributed Dividends (In Rp. Bn.)	41.25	20.63	5.50	20.63	50.02	150.04	100.00	119.35
Rp/Share	15.00	7.50	2.00	7.50	14.67	44.00	29.33	35.00
No. of shares elligible for dividends (In Bn.)	2.75	2.75	2.75	2.75	3.41	3.41	3.41	3.41

For net profit between Rp 50 - Rp 200 bio, dividend payment is around 40%.

For net profit above Rp 200 bio, dividend payment is 50%.

New Signed Contracts - Non JO (Rp. Bio.)



As of December 2014 :

- New Signed Contract for the JO projects is Rp 6.2 trillion. TOTL's portion is Rp 2.7 trillion, which consist of three JO office projects (MNC Media Tower project, Menara Astra and Grade A Office at SCBD Lot. X).
- Total New Signed Contracts for JO and Non-JO are Rp 6.2 trillion which exceed the target of 2014 Rp 5 trillion (Rp 2.6 trillion JO projects (TOTL's portion) and Rp 2.4 trillion Non JO projects)

Backlog's Estimate

As of December 31st, 2014 (Rp. Mio.)

OUTSTANDING WORKS (OW)	Outstanding	Revenue	Carry over	Revenue	Carry over	Estimated	Carry over	Estimated	Carry over
	Works	2014	to 2015	2015	to 2016	Revenue	to 2017	Revenue	to 2018
		(Audited)		(Unaudited)		2016		2017	
OW Project from previous years	109,347	97,298	12,049	12,049	-	-	-	-	-
Amendment in 2012 from previous projects	16,672	16,672	-	0	(0)	-	(0)	-	(0)
New project signed in 2012	823,978	752,705	71,273	71,273	-	-	-	-	-
Amendment in 2013 from previous projects	216,954	100,709	116,245	116,245	-	-	-	-	-
New project signed in 2013	1,208,894	800,046	408,848	249,967	158,881	158,881	-	-	-
Amendment in 2014 from previous projects	30,592	(75,337)	105,929	105,929	-	-	-	-	-
New project signed in 2014	3,561,732	361,963	3,199,769	1,195,323	2,004,446	1,428,848	575,598	575,598	-
Amendment in 2015 from previous projects	26,692	-	26,692	26,692	0	-	0	-	0
New project signed in 2015	-	-	-	-	-	-	-	-	-
Total Outstanding Works	5,994,861								
Revenue 2014 - Audited		2,054,056							
Carry Over to 2015			3,940,805						
Revenue 2015 - Estimated				1,777,478					
Carry Over to 2016					2,163,327				
Revenue 2016 - Estimated						1,587,729			
Carry Over to 2017							575,598		
Revenue 2017 - Estimated								575,598	
Carry Over to 2018									0

Estimated Revenue in 2015 : Rp 2.3 trillion

Estimated Net Profit in 2015 : Rp 190 billion

Estimated New Signed Contract in 2015 : Rp 3 trillion

Projects Prospect (Pipelines)

As of December 2014,

Exclude VAT

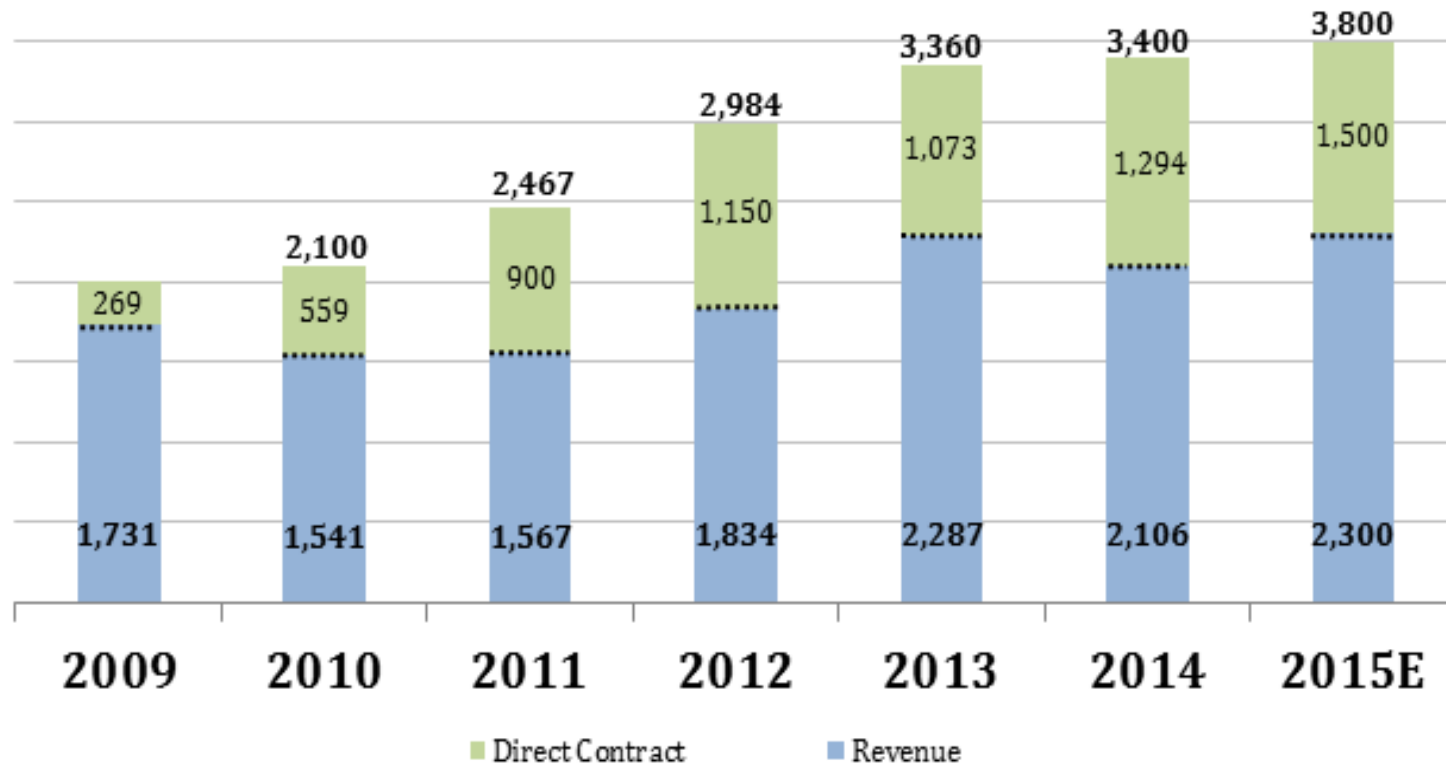
- At this moment, the company has not been awarded with these projects as the projects are in the tender stage. Management is still in the process of obtaining the work but decision has not been made. Contract Value is for estimation only, final figures may vary.

- Pipelines are very dynamic and they can change from time to time.

No.	SECTOR	Est. Contract Value (IDR Bio.)
1	Apartment	5,200
2	Office	550
3	Hotel	200
4	University	180
5	Shopping Center	100
Total		6,230

All of the above pipeline projects are private projects.

Revenue (Rp. Bio.)



- ❖ Scope of work is around Rp 3.400T and Rp 3.360T in 2014 and 2013
- ❖ Revenue: Rp 2,106 bio (2014) Vs Rp 2,287 bio (2013)

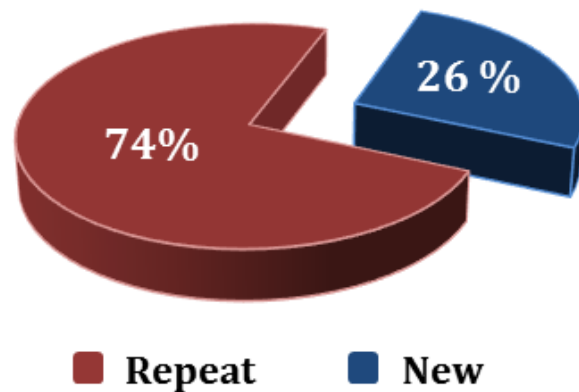
Business Performance

Revenue Mix :

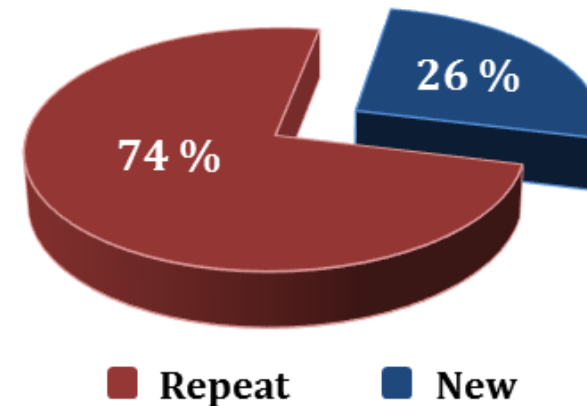
- Repeat/New Customers
- Private/Government
- Project Classification
- Project Location

Repeat/New Customers

Revenue FY - 2013

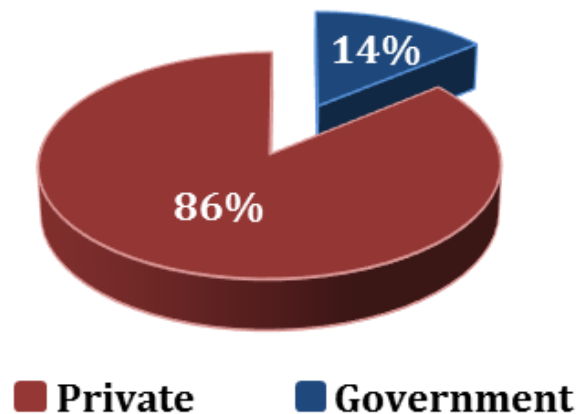


Revenue FY - 2014

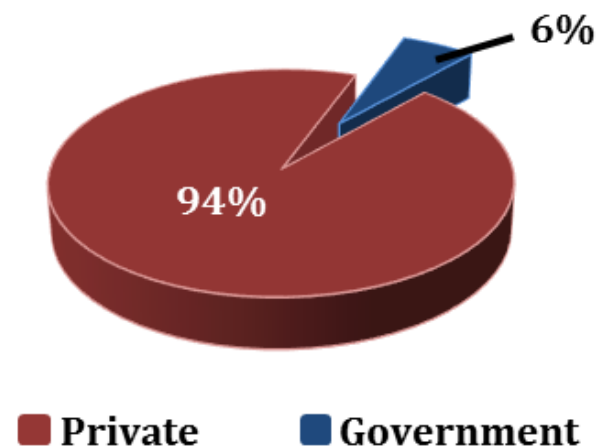


Private/Government

Revenue FY - 2013

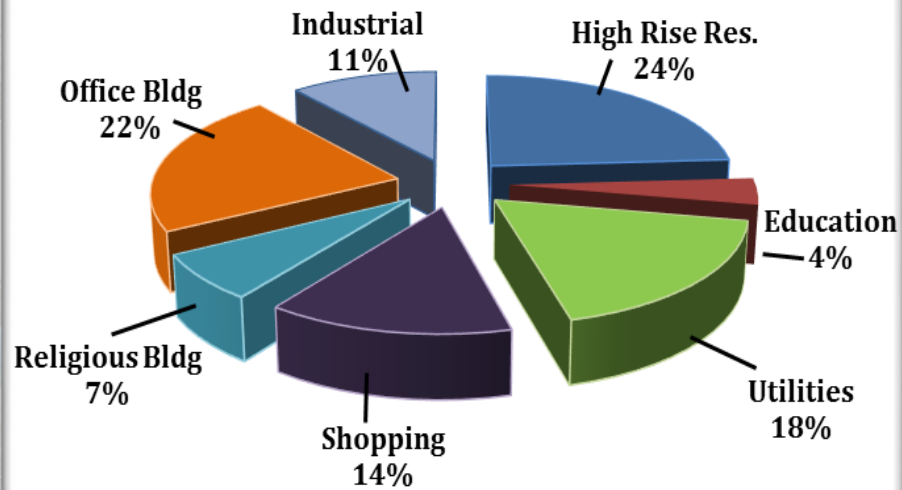


Revenue FY - 2014

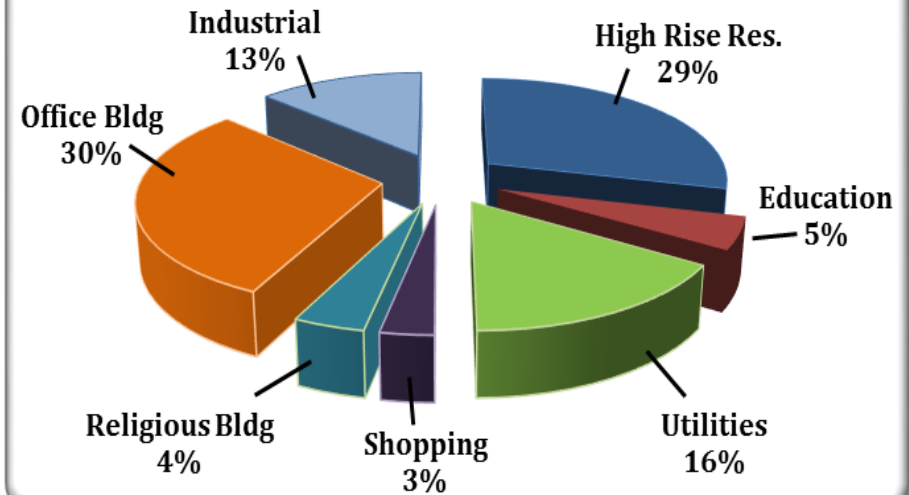


Project Classification

Revenue FY - 2013

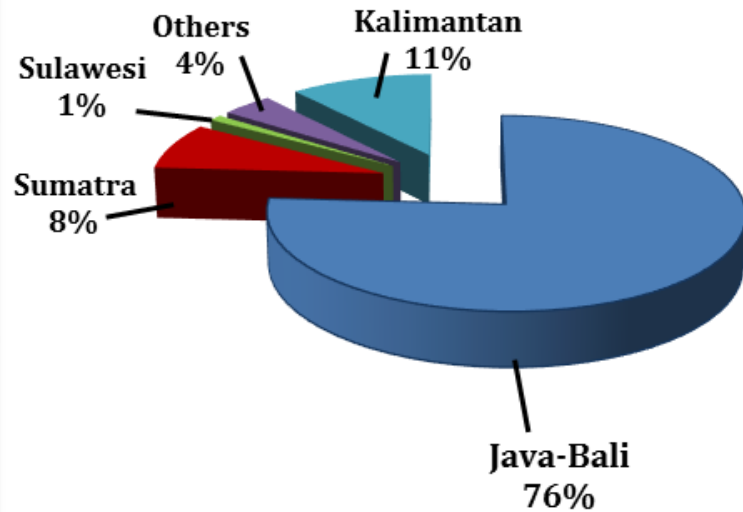


Revenue FY - 2014

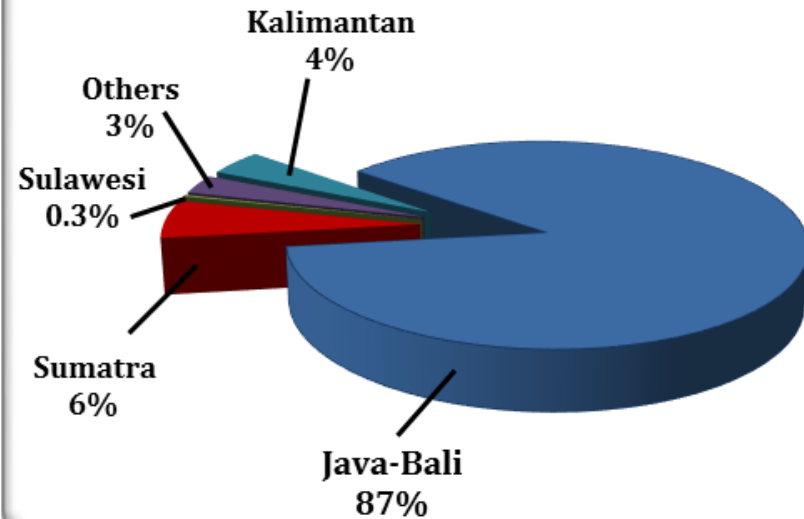


Project Location

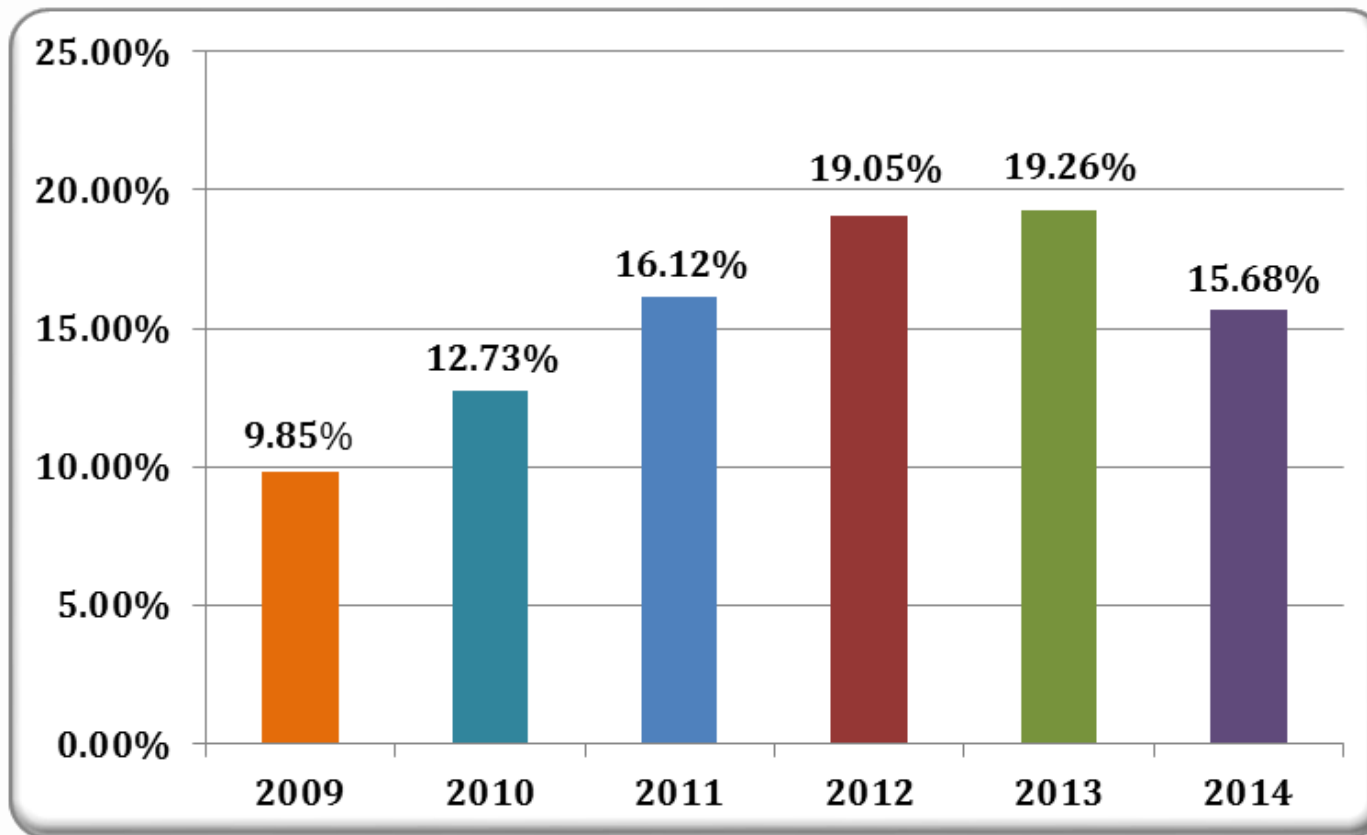
Revenue FY - 2013



Revenue FY - 2014



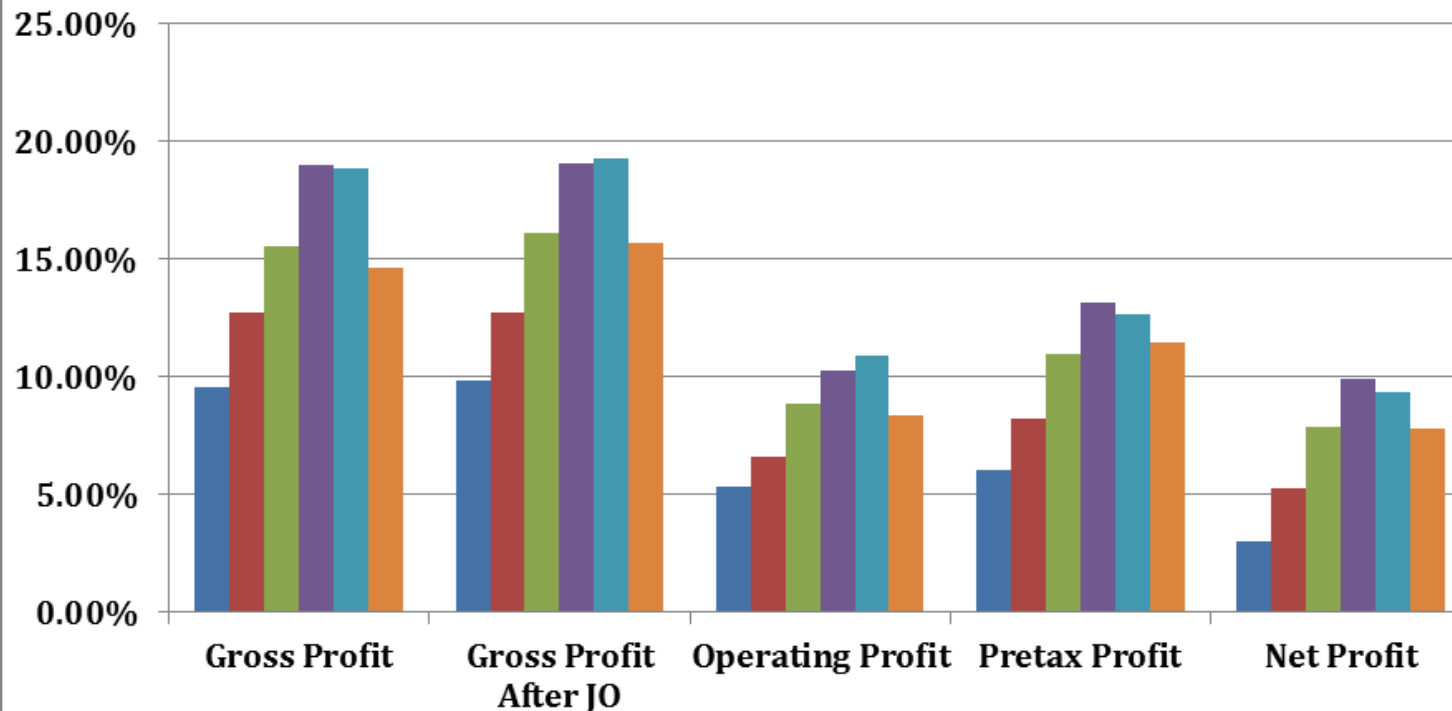
Gross Profit Margin After Joint Operations (%)



GP Margin from Scope of Work is estimated at 10%

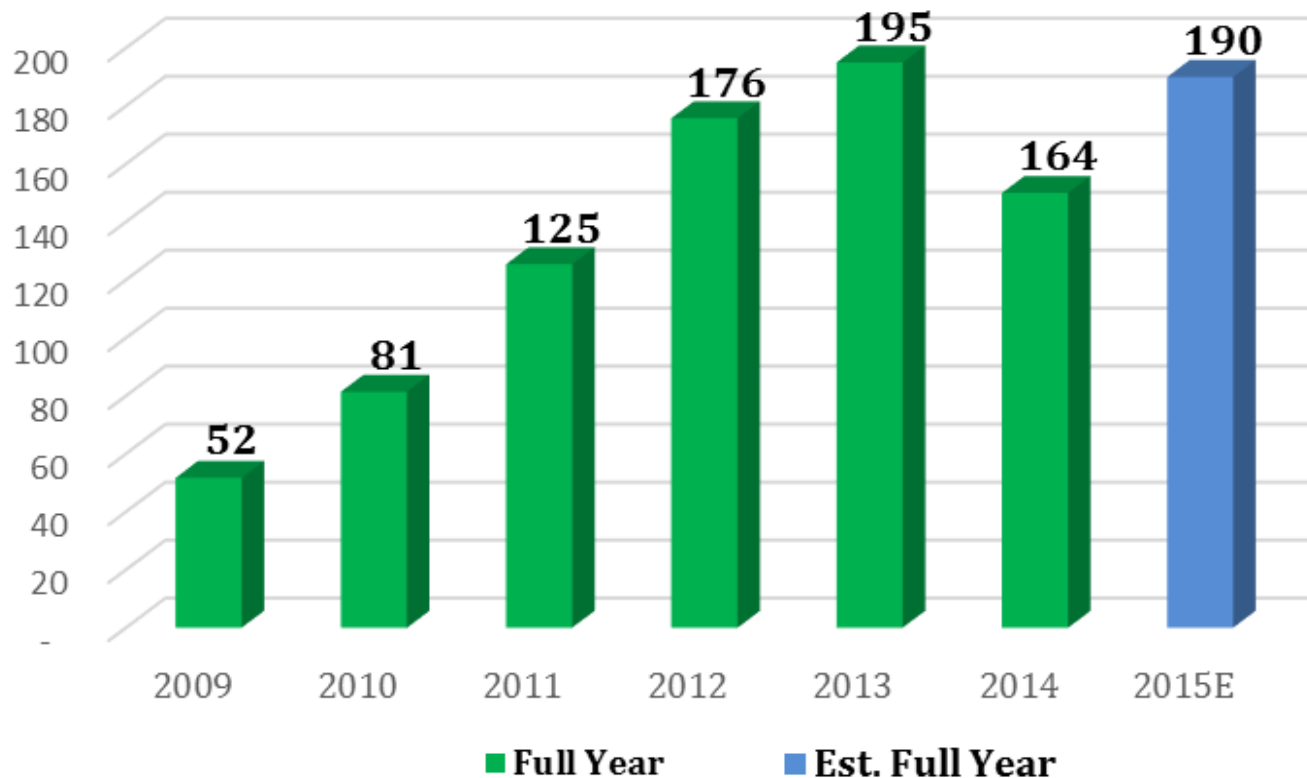
NP Margin from Scope of Work is estimated at 5%

Profit Margin



	Gross Profit	Gross Profit After JO	Operating Profit	Pretax Profit	Net Profit
2009	9.59%	9.85%	5.32%	6.02%	3.01%
2010	12.71%	12.73%	6.57%	8.22%	5.24%
2011	15.56%	16.12%	8.83%	10.97%	7.95%
2012	19.01%	19.05%	10.25%	13.14%	9.58%
2013	18.89%	19.26%	10.93%	12.68%	8.49%
2014	14.60%	15.68%	8.39%	11.45%	7.77%

Net Profit (Rp. Bio.)



Balance Sheet, Income Statement (Summary, Audited)

BALANCE SHEET SUMMARY

IDR Billion	2014	2013	Changes
Total Current Assets	2,023	1,936	4%
Total Non Current Assets	461	290	59%
Total Assets	2,484	2,226	12%
Total Current Liabilities	1,558	1,225	27%
Total Non Current Liabilities	127	182	-30%
Total Liabilities	1,685	1,407	20%
Retained Earnings - Unappropriated	393	358	10%
Non Controlling Interest	2	66	-97%
Total Stockholders' Equity	799	819	-2%
Total Liabilities and Stockholders' Equity	2,484	2,226	12%

INCOME STATEMENT SUMMARY

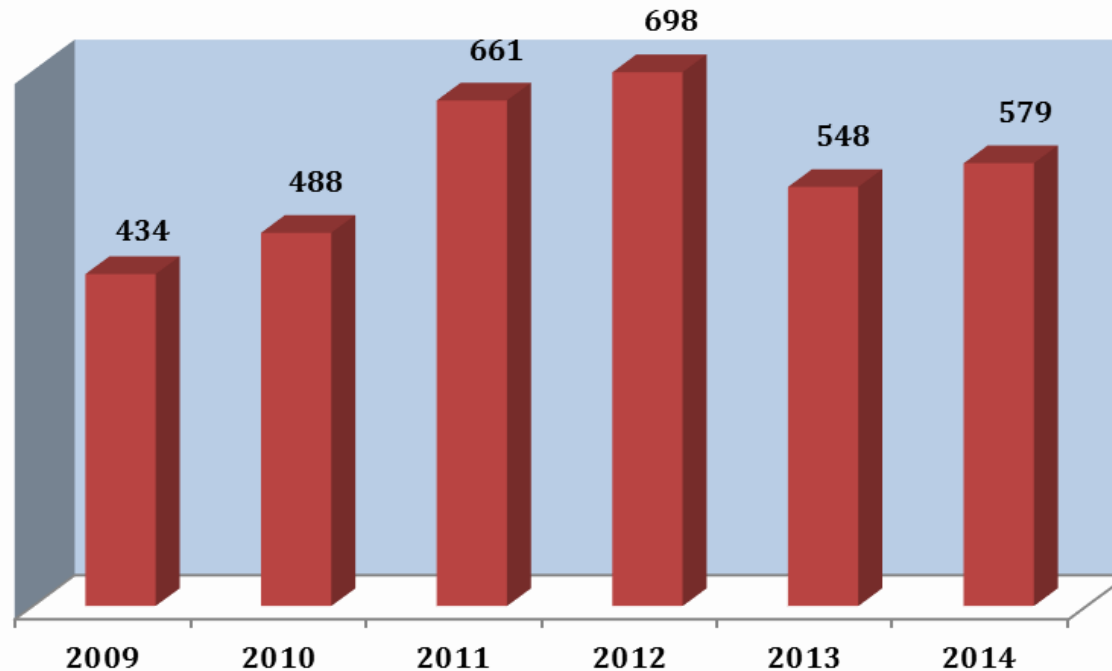
IDR Billion	2014	2013	Changes
Revenue	2,106	2,287	-8%
Gross Profit	307	431	-29%
Gross Profit After Joint Operations	330	441	-25%
Profit Before Tax	241	290	-17%
Income Tax	77	77	0%
Net Profit- Owners of Parent Entity	164	194	-15%

ROE and ROA

	2009	2010	2011	2012	2013	2014
ROE	10.58%	14.46%	19.71%	26.66%	25.80%	20.52%
ROA	4.03%	5.08%	6.58%	8.51%	8.73%	6.59%

Preserving Cash To Stay Afloat

Cash & Cash Equivalent, Rp. Bn.



Prudent cash management & cash position at all time

Improving collection management

Working capital through internally generated cash

Preservation against liquidity problem, other business opportunities.

Beside the cash, the Company has Rp +/-70 bio of liquid traded bonds (Government and Corporate)

Subsidiary

PT Total Bangun Persada Tbk (Company) founded a subsidiary named PT Total Persada Development (TPD) with property as its main business. TPD is 99% owned by the Company. Initial investment to set up the Company is Rp 100 bio, originated from internal cash. Net profit margin of TPD is around 10%-15%.

The GKM Tower project, is an office building with 'green concept' at T.B. Simatupang, South Jakarta. GKM Tower consists of 22 stories and 3 basements with land area of +/- 5,000m², building area of +/- 28,000m² (for sale 14,900m²). Groundbreaking took place on December 19, 2011, which is now completed.

Subsidiary

PT Total Bangun Persada Tbk (Company) founded a subsidiary named PT Total Persada Indonesia (TPI) in October 2012, with construction services for PC of power plant and industrial building for oil and gas (civil work only) as its main business. TPI is 99% owned by the Company. Initial investment to set up the Company is Rp 25 bio, originated from internal cash.

The difference between TPI and its holding company is that the holding company (PT Total Bangun Persada Tbk) will focus mainly on premium high rise building and light industrial buildings, while TPI (PT Total Persada Indonesia) will focus on civil work for heavy industrial building (oil and gas).

Estimate

IDR Billion	2011	2012	2013	2014	2015 Est
Revenue (Excluding JO Projects)	1,569	1,834	2,287	2,106	2,300
Value of Work Done or Scope Of Work	2,500	3,000	3,360	3,400	3,800
Net Profit (Including JO Projects)	124	176	195	164	190
New Sign Contract (Non - JO)	2,195	2,421	1,956	3,570	3,000
Scope of Work for New Sign Contract	3,500	3,200	2,700	5,800	4,500

Note:

•Revenue depends on the agreement between owners, subcontractors and TOTAL. If most of the work arranged directly between owners and subcontractors (direct contract), the value of new signed contract, thus, revenue will be minimal. However TOTAL is responsible for the management and coordination of the overall project (main contractor).

•Capex for 2015: Rp 100 bio to buy 1 floor at GKM Tower, purchase of land, investment of Formwork Subsidiary Companies and for purchase of projects equipment, IT equipment, office renovation, IT Software, etc.

Plan For 2015

- Prudent cash management
- Implement & Stabilize *GCG (Good Corporate Governance)*
- *Research and Development* are continuously strengthened
- Following the International Standard
- Increasing Innovation by Optimizing the use of technology
- Implement *Customers Experience Excellence Program*
- Implement CSR more effectively
- Strengthen m-TOTAL culture & skills through TCI (*TOTAL Construction Institute*) program

Summary

- Quality is our main priority
- Remain focus in construction of High Rise Quality building
- *Human Resources reflect “m-TOTAL character”*
- Innovation and Commitment is the key success factor
- International Quality Projects Recognition