

PT TOTAL BANGUN PERSADA Tbk  
Q4 - 2023



- Established in 1970
- Focus consistently in building construction.
- Specialize in premium building construction of more than 900 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 February 2024, shareholders comprise of:
  - Founders 68.18%
  - Local Investors 24.99%
  - Foreign Investors 6.83%





TRANS STUDIO BANDUNG - BANDUNG



LIVING WORLD - PEKANBARU



THE REGATTA - JAKARTA



UNIVERSITAS MULTI MEDIA, SERPONG-TANGERANG



GRAHA GATSU JAKARTA



GREEN OFFICE PARK 9 BSD - TANGERANG



LAVIE ALL SUITES - JAKARTA



AUSTRALIAN EMBASSY, KUNINGAN - JAKARTA. (JO PROJECT)



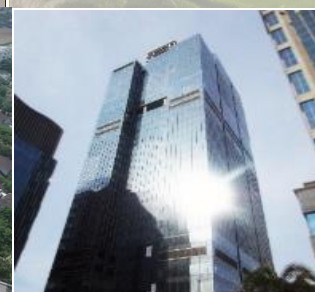
ICE (INTERNATIONAL CONVENTION EXPO), TANGERANG



VERDE II CONDOMINIUMS JAKARTA



BCA FORESTA - TANGERANG



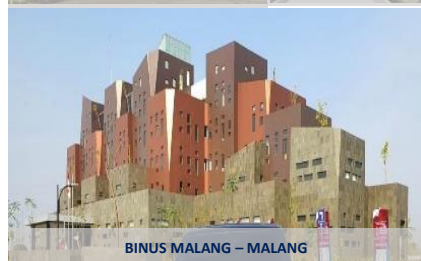
MNC MEDIA TOWER JAKARTA. (JO PROJECT)



PAKUBUWONO SPRING APARTMENT - JAKARTA



THE PAKUBUWONO RESIDENCE - JAKARTA



BINUS MALANG - MALANG



IKEA STORE 3 KOTA BARU PARAHYANGAN - BANDUNG



APARTEMEN GARDEN RESIDENCES - SAKURA GARDEN CITY JAKARTA



SASA INTI MINSEL - SULAWESI





MENARA DANAMON - JAKARTA



PIM 3 AND OFFICE TOWER - JAKARTA (JO PROJECT)



PONDOK INDAH RESIDENCE - JAKARTA



CENTRAL PARK - JAKARTA



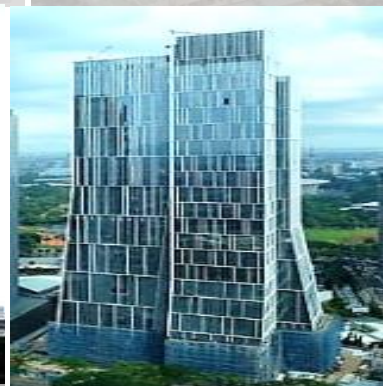
BINUS ALAM SUTERA - TANGERANG



WISMA BARITO PACIFIC 2- JAKARTA



MENARA KOMPAS - JAKARTA



SEQUIS DEVELOPMENT - JAKARTA



GREEN OFFICE PARK 1-TANGERANG



THE PAKUBUWONO MENTENG - JAKARTA



MENARA ASTRA JAKARTA. (JO PROJECT)



DASWIN OFFICE TOWER - JAKARTA. (JO PROJECT)



RAMAYANA CIPANAS





ONE TOWER- BSD CITY TANGERANG



SQ RESIDENCE - JAKARTA



PADMA HOTEL - SEMARANG



ASHLEY TANG HOTEL - JAKARTA



CAPITAL SQUARE - SURABAYA



MENARA TENDEAN – JAKARTA



VILLA SAN'TUARI - BALI



SEKOLAH KRISTEN CALVIN - JAKARTA



SCBD LOT. X JAKARTA.  
(JO PROJECT)



TAMAN PERMATA BUANA APARTMENT- JAKARTA





LIVING WORLD GRAND WISATA - BEKASI



CS HEADQUARTER - JAKARTA



THAMRIN NINE - JAKARTA



ADR - JAKARTA



SEKOLAH CIKAK LEBAK BULUS TAHAP II - JAKARTA



PLTU SUMBAGSEL - PALEMBANG



PALM COURT SERVICE APARTMENT - JAKARTA. (JO PROJECT)



Graha Asia - CIBITUNG



LIVING WORLD - KOTA WISATA



HOTEL REZ - SEMARANG



GELORA MARRIOTT HOTEL - JAKARTA





MAGGIORE JUNCTION - SERPONG



PEGAUNIHAN CUSTOM BUILD FACTORY - BATAM



KOMPLEK KELUARGA - TANGERANG



GRIYA CISSIE - JAKARTA



CITY PLAZA - GARUT



HOTEL NOVOTEL - TANGERANG



## Past Projects Handled By TPI (Subsidiary)



BUTENE - CILEGON



SENTRAL GRAIN TERMINAL 2 - CILEGON



RANTAU DEDAP LAHAT - MUARA ENIM



JAMBARAN TIUNG BIRU -  
BOJONEGORO



SUBAN COMPRESSION - BANYUASIN



MMP13 WAREHOUSE - PD UNGU



INDOFOOD - MAKASSAR



PANAS BUMI KAMOJANG -  
KAMOJANG



INDOFOOD - LAMPUNG



BIMOLI - TANJUNG PRIOK



BANGGAI AMMONIA PLANT - BANGGAI



SUMPAL COMPRESSION - BANYUASIN



PAKET 9C BCTMP & MVR - RIAU



NOK 1 BATAMINDO - BATAM



INDOFOOD - BOGASARI



## Present Projects Handled By TPI (Subsidiary)



- **Structure (30%):**

Concrete, Steel Bar, Formwork, etc.

- **Architectural (30%):**

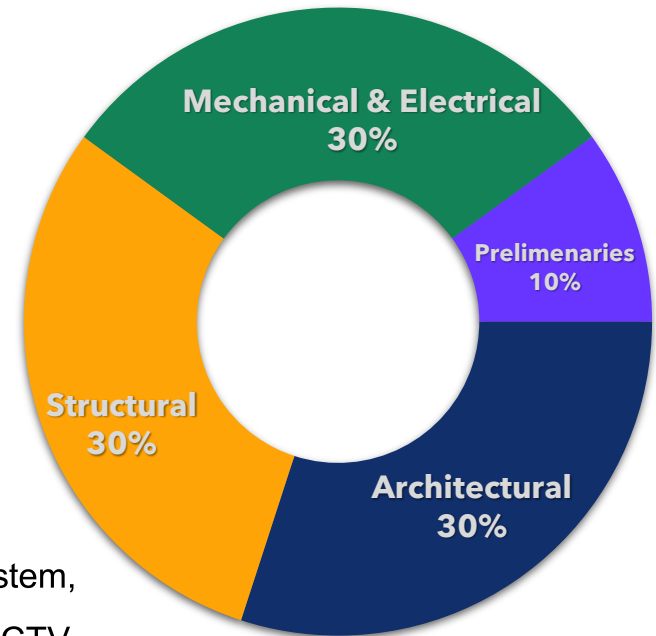
Floor Covering, Wall/Partition, Ceiling, Doors & Windows, Sanitary Ware, etc.

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

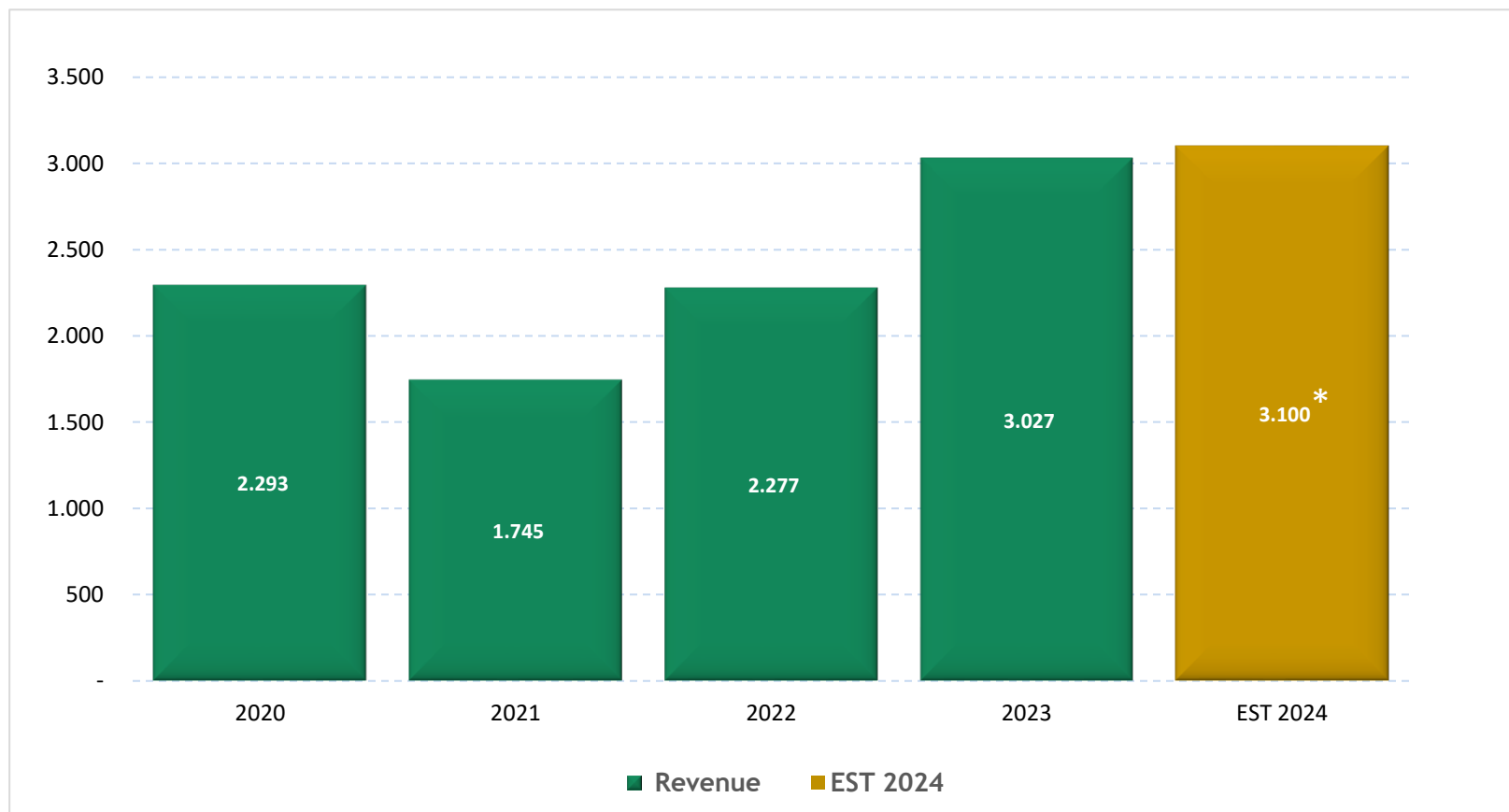
Plumbing, Fire Hydrant/Sprinkler, Elevator & Escalator, Gondola System, Electrical, Ventilation/Air Conditioning, Sound System, Fire Alarm, CCTV, Building Automation System, etc.

- **Preliminaries (10%):**

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







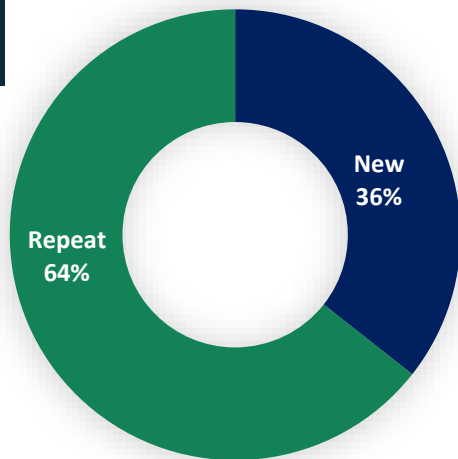
- Revenue: Rp 3.03 Trillion (FY 2023) vs. Rp 2.28 Trillion (FY 2022)

Note:

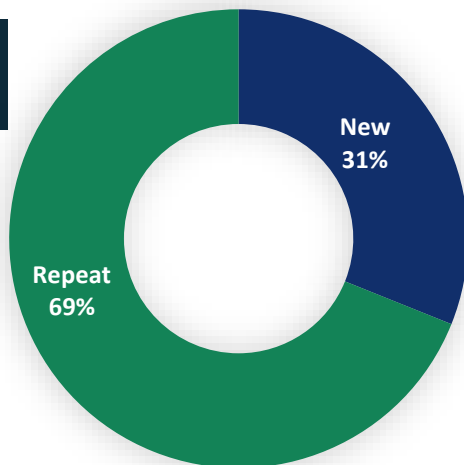
(\*) = Revision.

## Repeat / New Customers

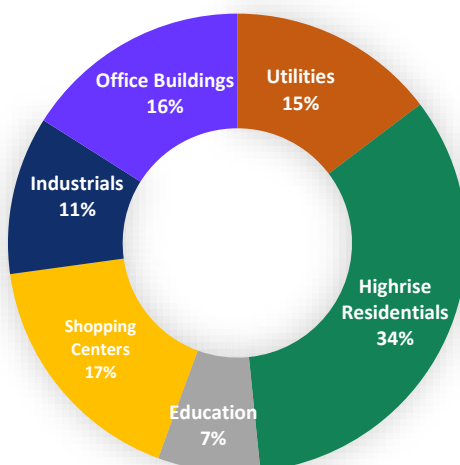
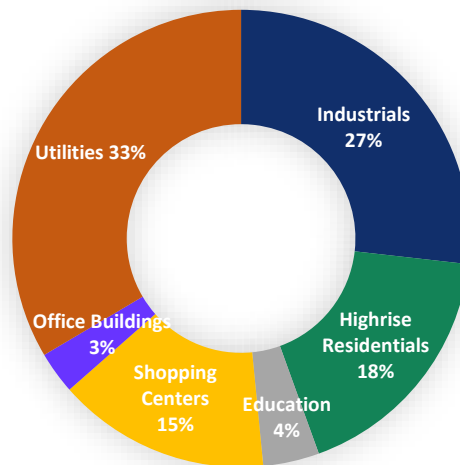
**FY  
2023**



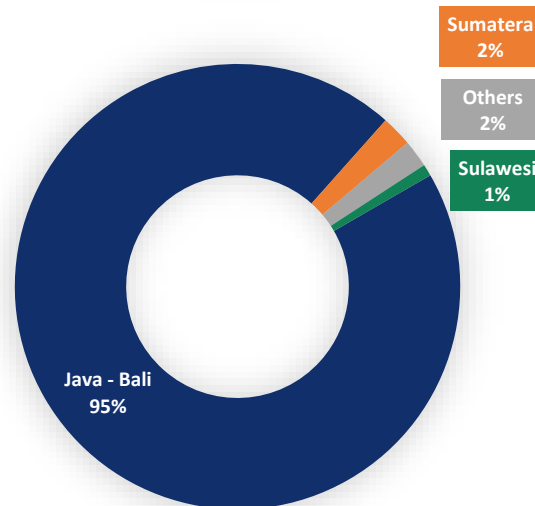
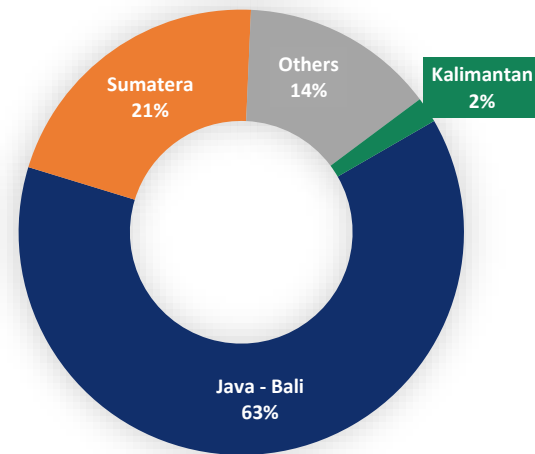
**FY  
2022**



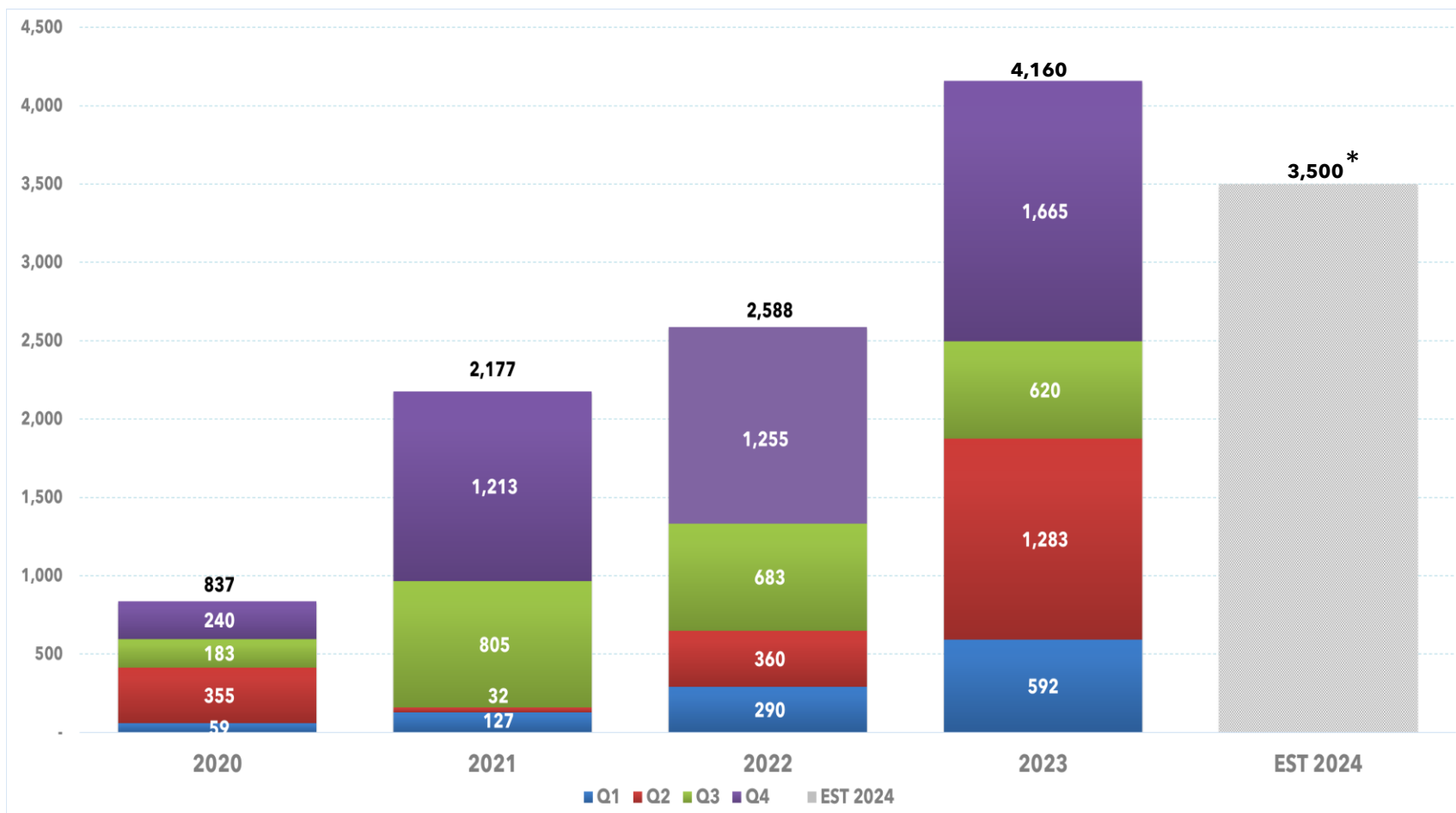
## Project Classification



## Project Location







**As of FY 2023:** New Signed Contract has reached Rp 4,160 Billion

**As of Q1 2024:** New Signed Contract has reached Rp 1,613 Billion

Note:

(\*) = Revision.

OUTSTANDING WORKS (OW)	Outstanding Works	Actual Rev 2023 (Audited)	Carry over to 2024	Revenue 2024 (Unaudited)	Carry over to 2025	Estimated Revenue 2025	Carry over to 2026	Estimated Revenue 2026	Carry over to 2027
OW Project from previous years	211,066	208,623	2,443	2,443	-	-	-	-	-
New project signed in 2021	201,535	181,631	19,904	(34,991)	54,895	-	54,895	-	54,895
Amendment in 2022 from previous projects	(53,193)	(57,566)	4,373	4,373	-	-	-	-	-
New project signed in 2022	1,551,989	1,183,481	368,508	361,489	7,019	-	7,019	-	7,019
Amendment in 2023 from previous projects	39,728	11,244	28,484	37,828	(9,344)	-	(9,344)	-	(9,344)
New project signed in 2023	3,375,203	829,559	2,545,644	1,696,796	848,848	687,345	161,503	153,580	7,923
Amendment in 2024 from previous projects	3,396	-	3,396	3,396	-	-	-	-	-
New project signed in 2024	324,519	-	324,519	216,119	108,400	108,400	-	-	-
<b>Total Outstanding Works</b>	<b>5,654,243</b>								
<b>Revenue 2023 - Audited</b>		<b>2,356,972</b>							
<b>Carry Over to 2024</b>			<b>3,297,271</b>						
<b>Revenue 2024 - Unaudited</b>				<b>2,287,453</b>					
<b>Carry Over to 2025</b>					<b>1,009,818</b>				
<b>Revenue 2025 - Estimated</b>						<b>795,745</b>			
<b>Carry Over to 2026</b>							<b>214,073</b>		
<b>Revenue 2026 - Estimated</b>								<b>153,580</b>	
<b>Carry Over to 2027</b>									<b>60,493</b>

Revenue Estimation 2024 : Rp 3.10 Trillion\*

Net Profit Estimation 2024 : Rp 175 Billion\*

New Signed Contract Estimation 2024: Rp 3.50 Trillion\*



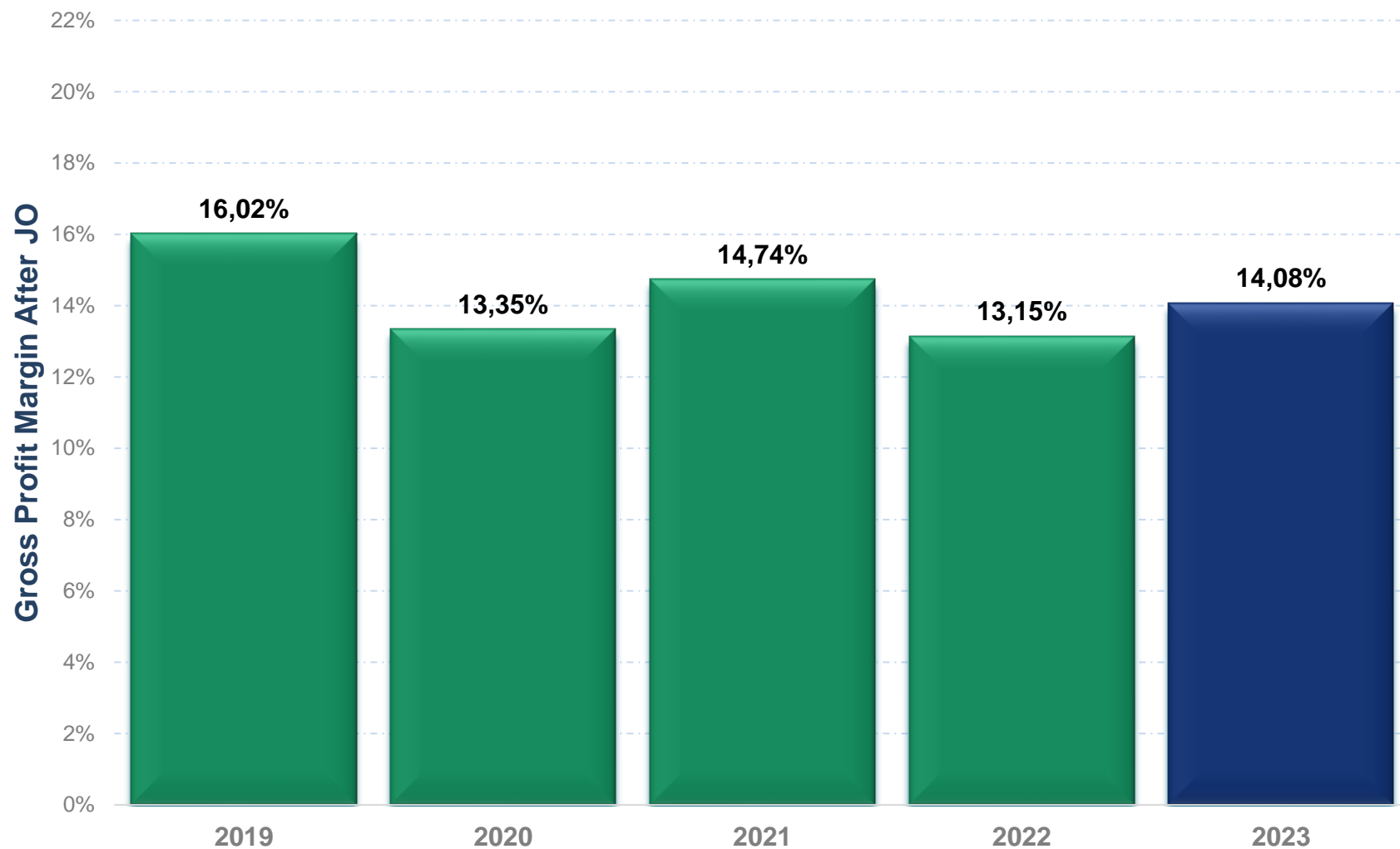
# Backlog TPI Estimation (Rp. Mio.)

OUTSTANDING WORKS (OW)	Outstanding Works	Actual Rev 2023 (Audited)	Carry over to 2024	Revenue 2024 (Unaudited)	Carry over to 2025	Estimated Revenue 2025	Carry over to 2026	Estimated Revenue 2026	Carry over to 2027
New project signed in 2021	170,945	170,012	933	933	0	-	0	-	0
Amendment in 2022 from previous projects	488	488	-	-	-	-	-	-	-
New project signed in 2022	250,175	178,611	71,564	71,564	0	-	0	-	0
Amendment in 2023 from previous projects	6,473	6,473	-	-	-	-	-	-	-
New project signed in 2023	448,013	268,887	179,126	179,126	-	-	-	(0)	0
<b>Total Outstanding Works</b>	<b>876,094</b>								
<b>Revenue 2023 - Audited</b>		<b>624,471</b>							
<b>Carry Over to 2024</b>			<b>251,623</b>						
<b>Revenue 2024 - Unaudited</b>				<b>251,623</b>					
<b>Carry Over to 2025</b>					<b>0</b>				
<b>Revenue 2025 - Estimated</b>						<b>-</b>			
<b>Carry Over to 2026</b>							<b>0</b>		
<b>Revenue 2026 - Estimated</b>								<b>(0)</b>	
<b>Carry Over to 2027</b>									<b>0</b>

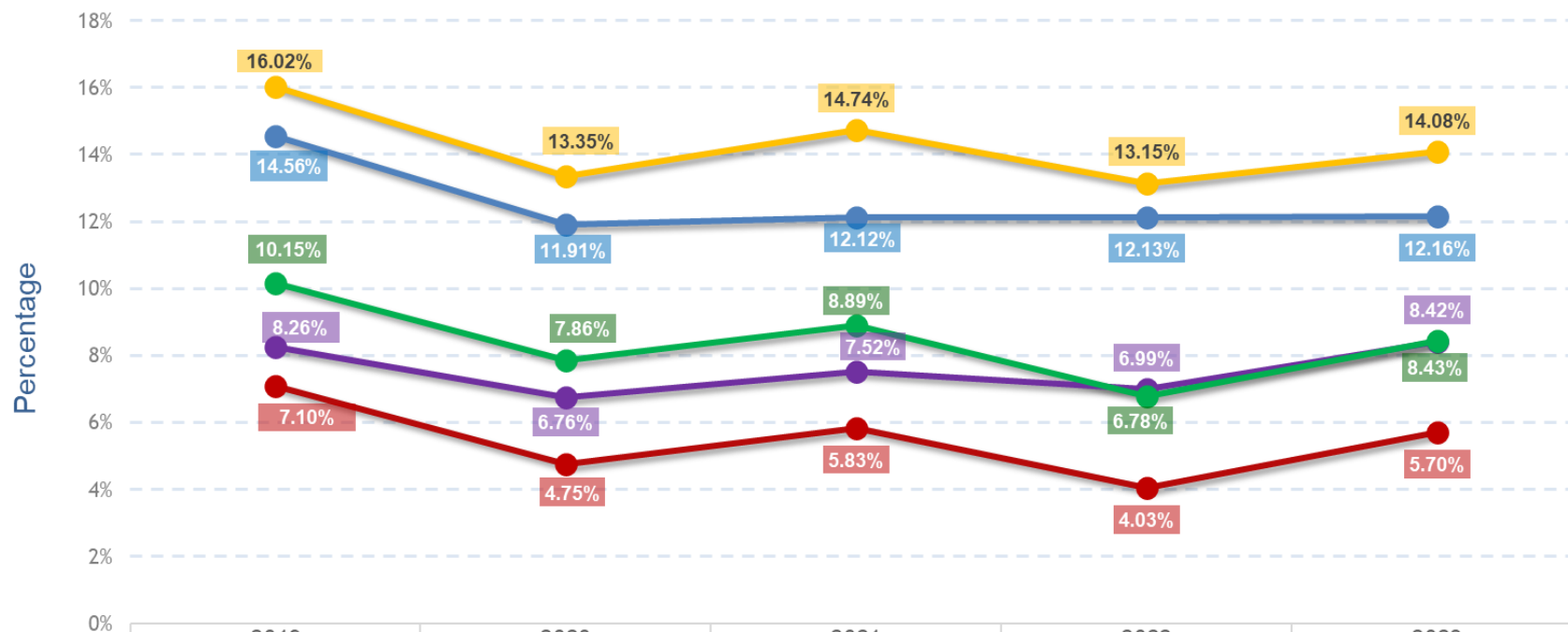
- At this moment, the company has not been awarded with these projects as the projects are in the tender stage. Management is still in the process of obtaining the work but decision has not been made. Contract Value is for estimation only, final figures may vary.
- Pipelines are very dynamic and they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

<b>As of April 2024</b>	
<b>Sector</b>	<b>%</b>
Apartment	22%
Mixed Use	20%
Data Center	17%
Office	12%
Industrial	9%
Hotel	8%
Shopping Center	7%
Others	6%
<b>Total Rp Trillion</b>	<b>10.30</b>

All of the above pipeline projects are Private projects.

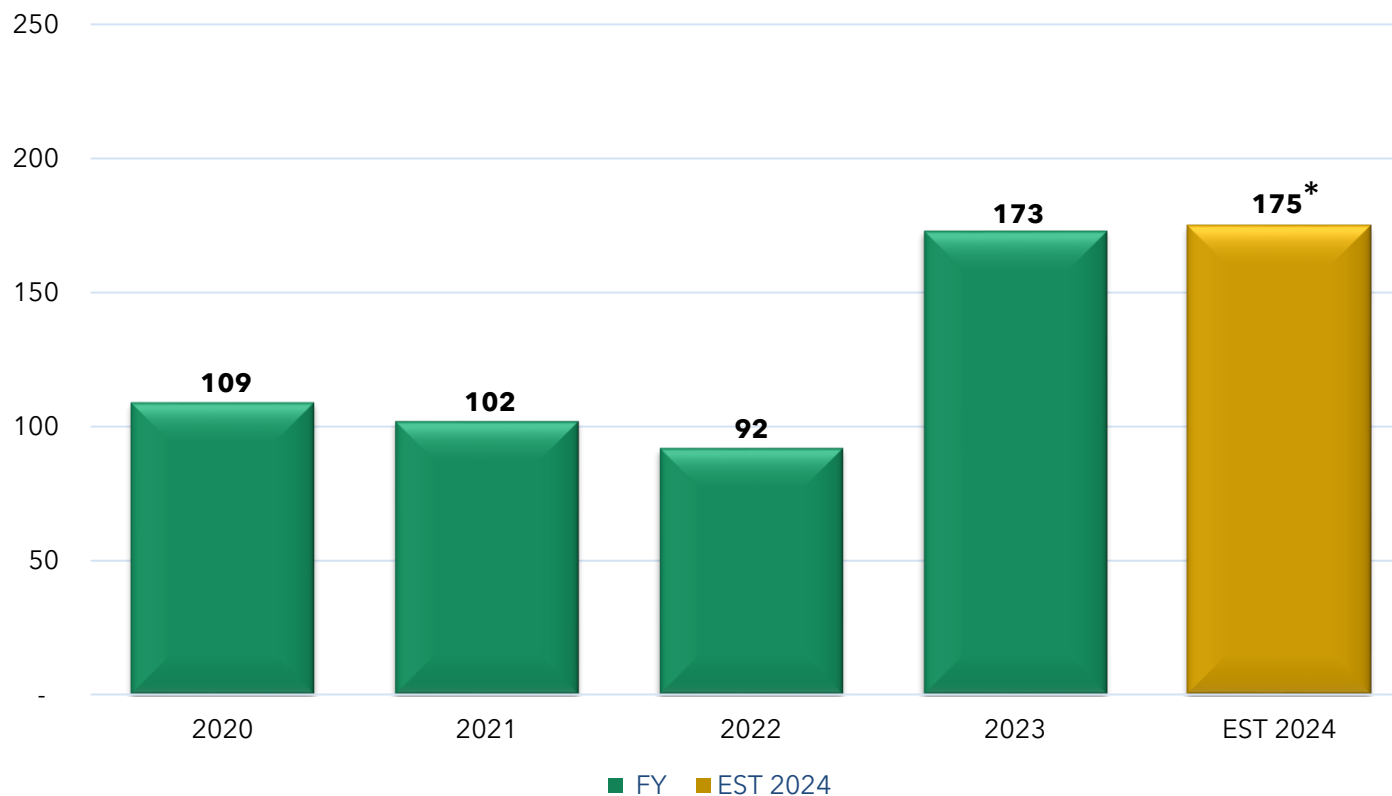






	2019	2020	2021	2022	2023
— Gross Profit	14.56%	11.91%	12.12%	12.13%	12.16%
— Gross Profit After JO	16.02%	13.35%	14.74%	13.15%	14.08%
— Operating Profit	8.26%	6.76%	7.52%	6.99%	8.42%
— Pretax Profit	10.15%	7.86%	8.89%	6.78%	8.43%
— Net Profit	7.10%	4.75%	5.83%	4.03%	5.70%

## Net Profit

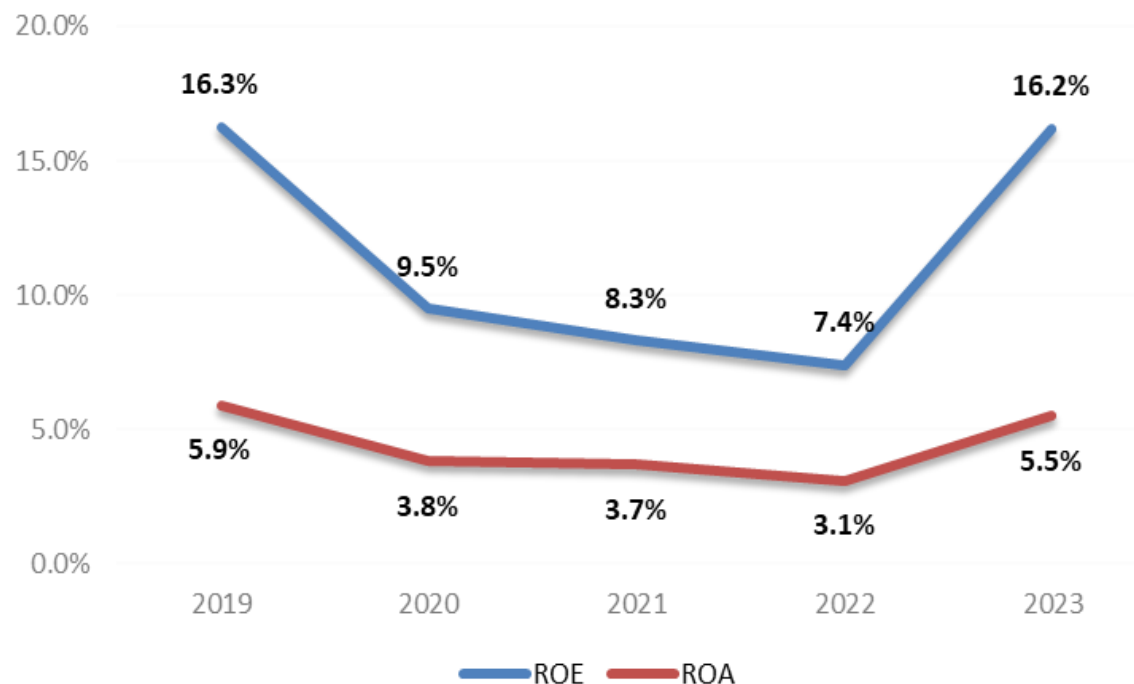


Note:  
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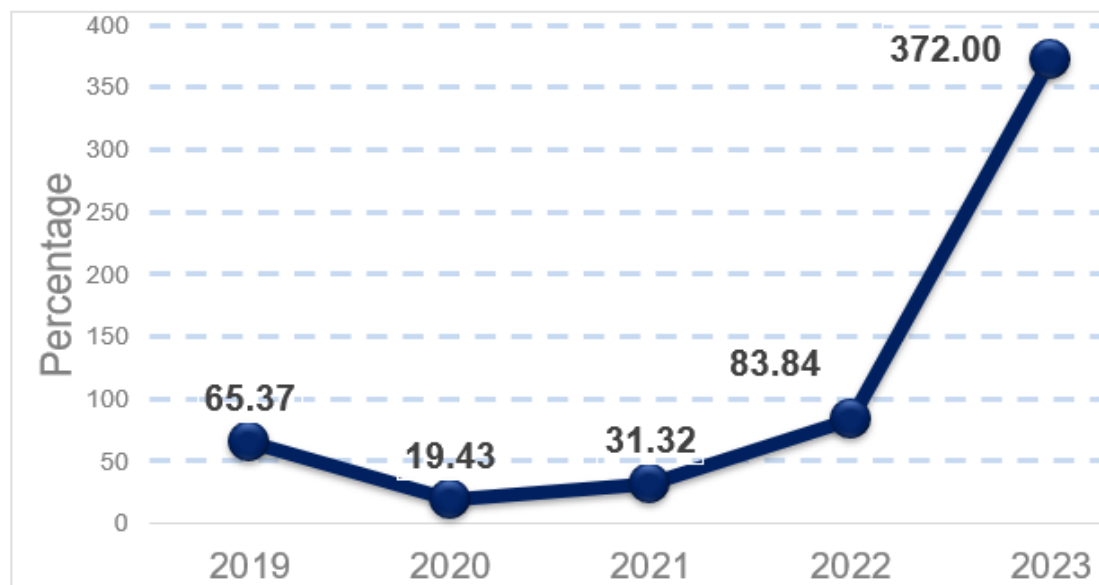
Rp Billion	FY – 2023	FY – 2022	Changes
Total Current Assets	2,505	2,323	8%
Total Non-Current Assets	628	668	-6%
Total Assets	3,133	2,990	5%
Total Current Liabilities	1,884	1,564	20%
Total Non-Current Liabilities	182	186	-3%
Total Liabilities	2,066	1,750	18%
Retained Earnings	724	897	-19%
Non-Controlling Interest	(3)	(3)	-1%
Capital Stocks and Additional	346	346	0%
Total Stockholders' Equity	1,067	1,240	-14%
Total Liabilities and Stokholders' Equity	3,133	2,990	5%

Rp Billion	FY – 2023	FY – 2022	Changes
Revenue	3,027	2,277	33%
Gross Profit	368	276	33%
Gross Profit After JO	426	299	42%
Profit Before Tax	176	93	88%
Income Tax	3	2	88%
Net Profit	173	92	88%

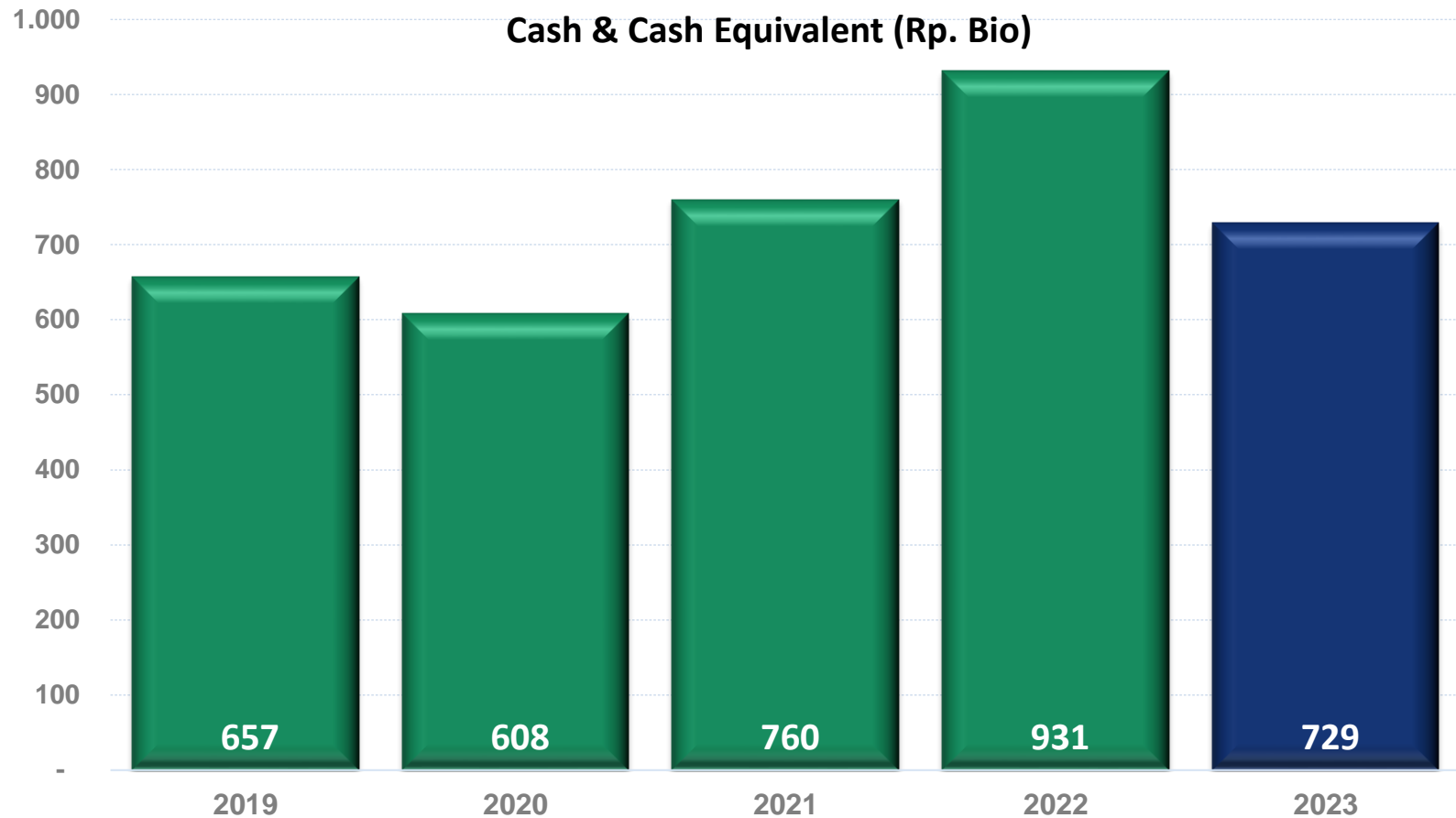


	2019	2020	2021	2022	2023
ROE	16.3%	9.5%	8.3%	7.4%	16.2%
ROA	5.9%	3.8%	3.7%	3.1%	5.5%





	2019	2020	2021	2022	2023
% of Previous Year's Net Profit	65.37	19.43	31.32	83.84	372.00
Amount of Distributed Dividends (in Rp. Bio)	136.40	34.10	34.10	85.25	341.00
Rp/Share	40.00	10.00	10.00	25.00	100.00
No. of Shares Eligible for Dividends (in Rp. Bio)	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	2020	2021	2022	2023	EST 2024
<b>Revenue</b>	2,293	1,745	2,277	3,027	3,100*
<b>Net Profit</b>	109	102	92	173	175*
<b>New Signed Contracts</b>	836	2,177	2,588	4,163	3,500*

Note:

(\*) = Revision.

<b>Tahun</b>	<b>Modal (Rp)</b>	<b>Alokasi</b>	<b>Realisasi</b>
2023	3 billion	Project equipments, IT Equipments & Softwares.	Capex usage as of Q4-2023 is around Rp 10.02 Billion
2024	10 billion	Project equipments, IT Equipments & Softwares.	N/A



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Indonesia Contractor Association



Green Building Council Indonesia  
Corporate Founding Member



SBUJK – Construction Services



AKLINAS – Construction Services



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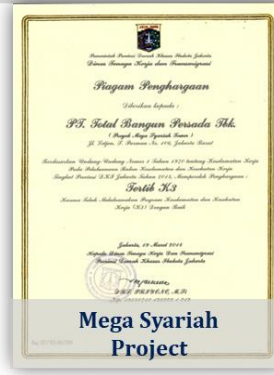


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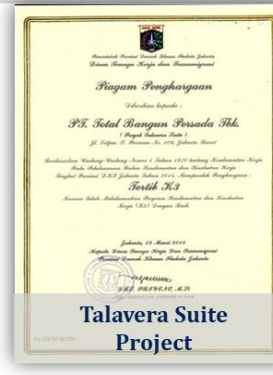
## Occupational Health, Safety and Environment Awards



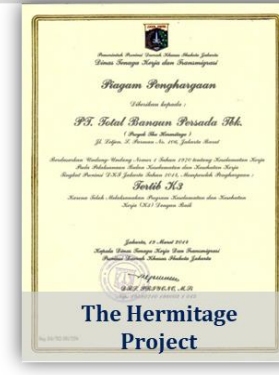
**Australian Embassy Project**



**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**



THANK YOU  
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