

FY 2019

PT TOTAL BANGUN PERSADA Tbk

PRIDE & EXCELLENCE IN CONSTRUCTION

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

- 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 2020, shareholders comprise of:
 - Founders 67.09%
 - PT Total Inti Persada (TIP) 56.50%
 - Pinarto Sutanto 1.83%
 - Ir. Djadjang T., MSc. 8.76%
 - Local Investors 18.02%
 - Foreign Investors 14.89%

Cost Structure for Building Construction

- **Structure (30%):**

Concrete, Steel Bar, Formwork, etc.

- **Architectural (30%):**

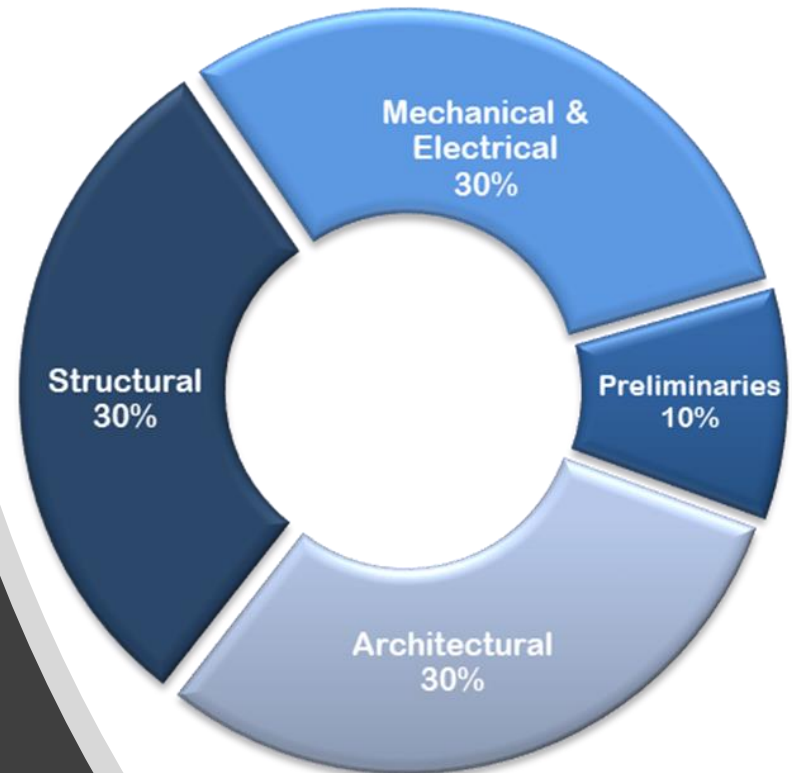
Floor Covering, Wall/Partition, Ceiling, Doors & Windows, Sanitary Ware, etc.

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

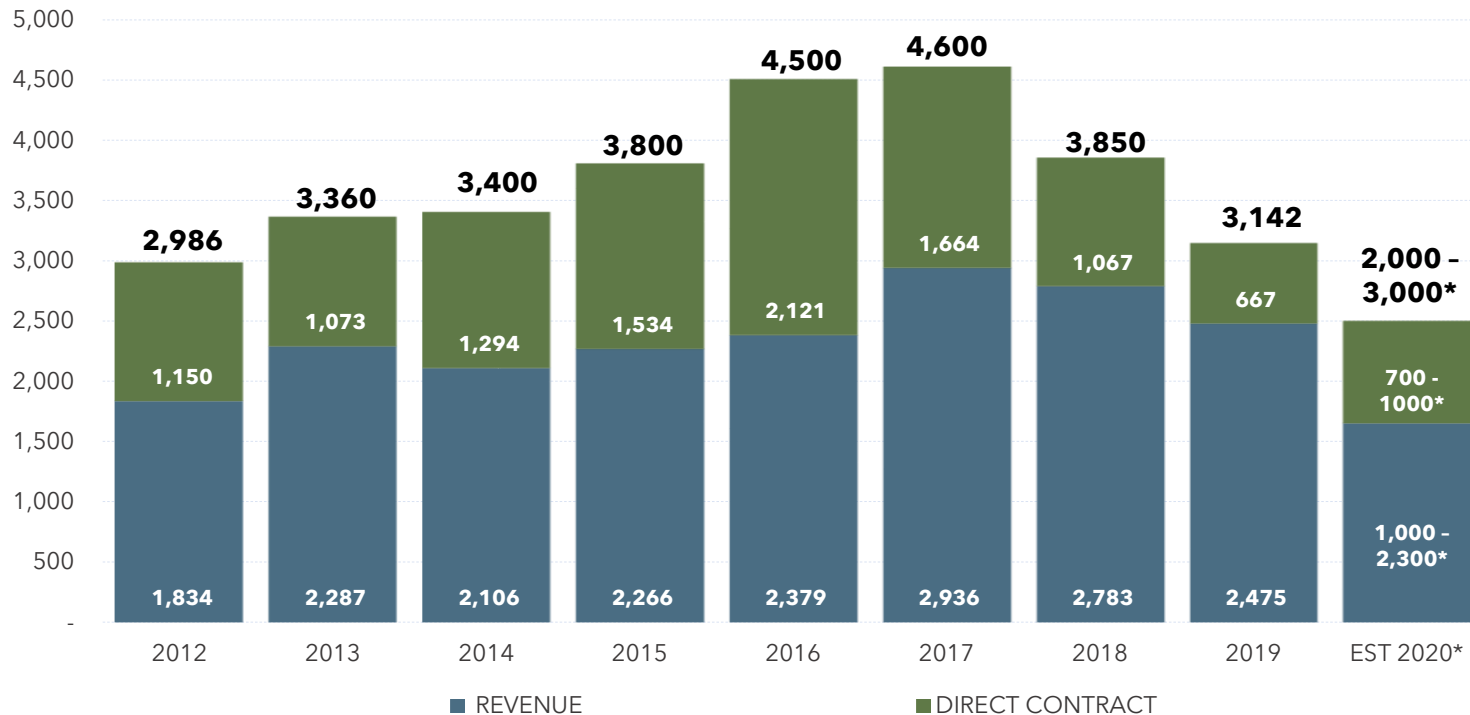
Plumbing, Fire Hydrant/Sprinkler, Elevator & Escalator, Gondola System, Electrical, Ventilation/Air Conditioning, Sound System, Fire Alarm, CCTV, Building Automation System, etc.

- **Preliminaries (10%):**

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



Revenue (Rp. Bio.)

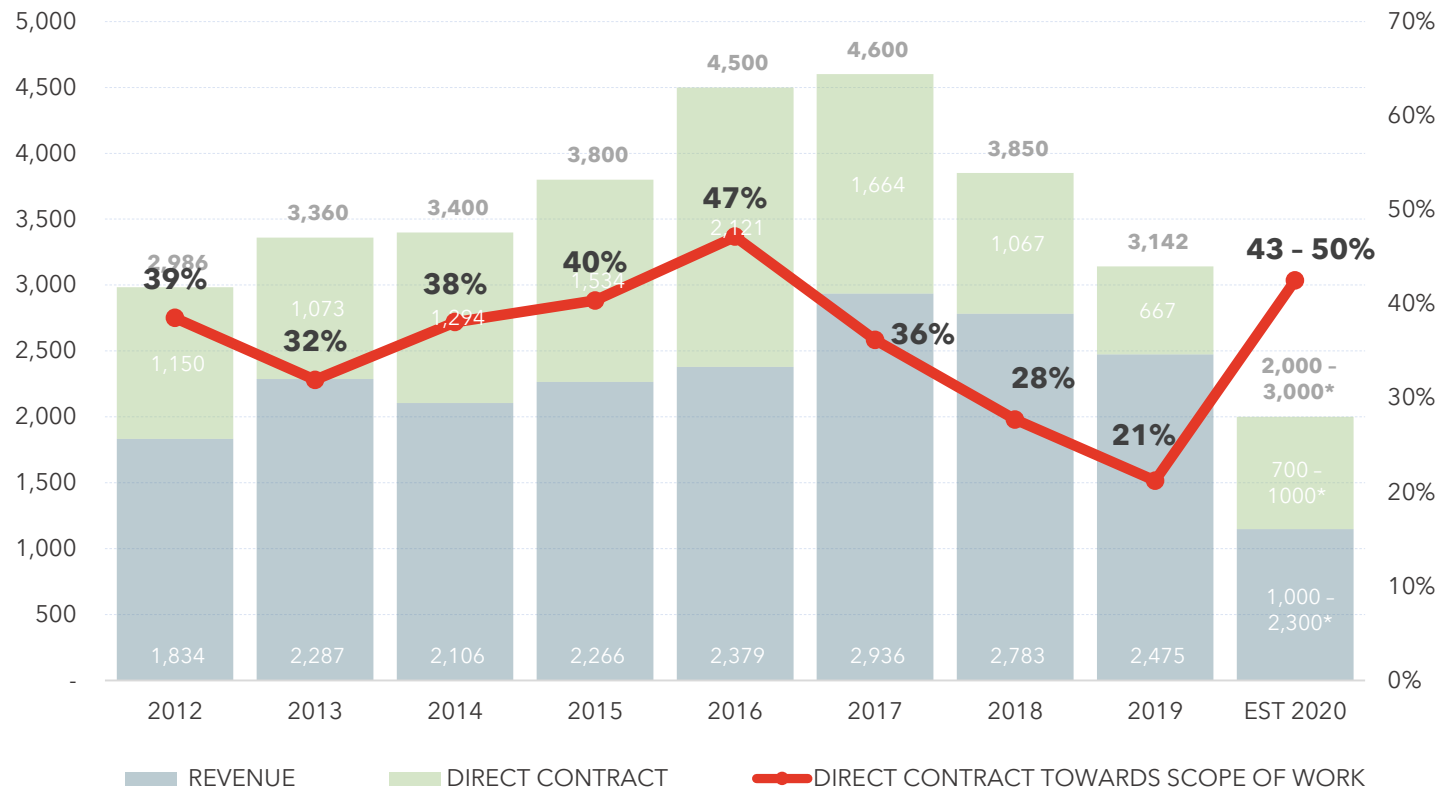


Note:

(*) The targeted numbers remain in ranges while waiting for the impacts of the COVID-19 pandemic.

- Scope of work is around Rp 3.14 Trillion in 2019 vs Rp 3.85 Trillion in 2018
(Scope of Work = Revenue TOTL + Direct Contract/ DC)
- Revenue: Rp 2.47 Trillion (FY 2019) vs. Rp 2.78 Trillion (FY 2018)

Direct Contract Portion



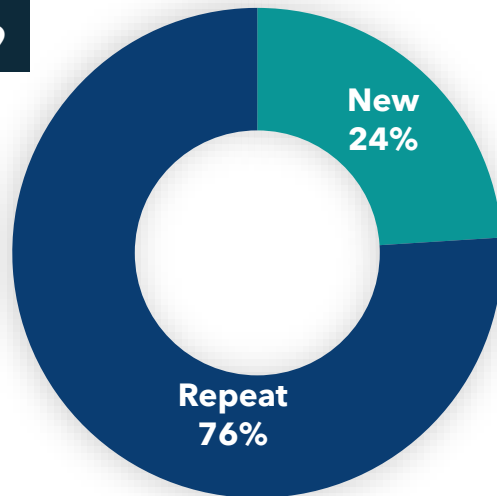
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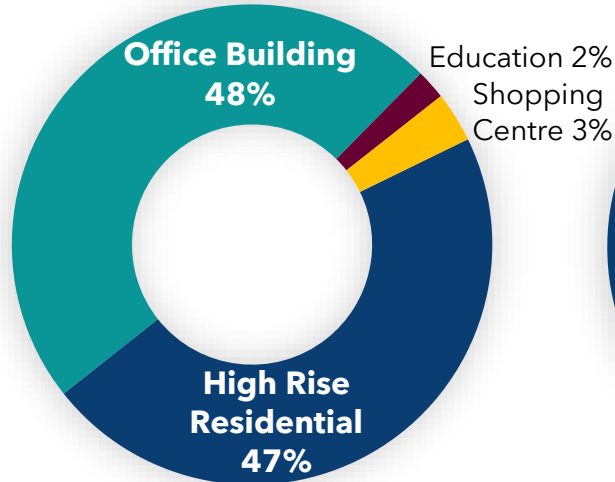
Business Performance (Revenue Mix)

**FY
2019**

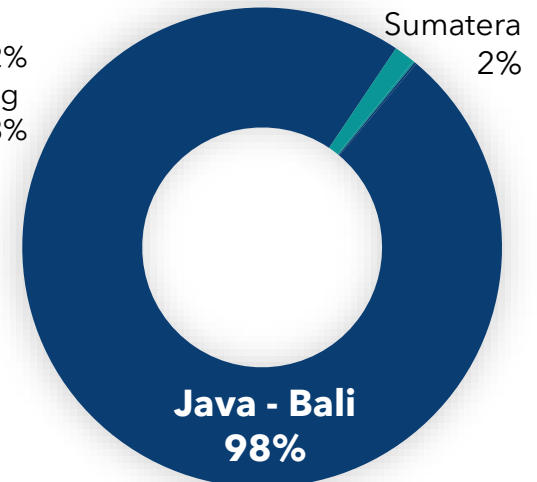
Repeat / New Customers



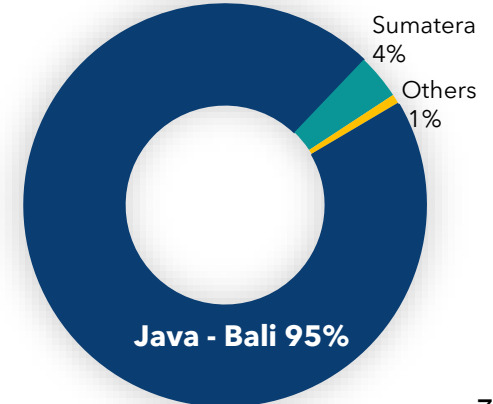
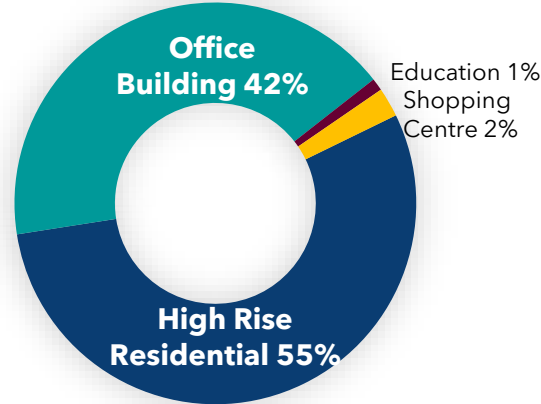
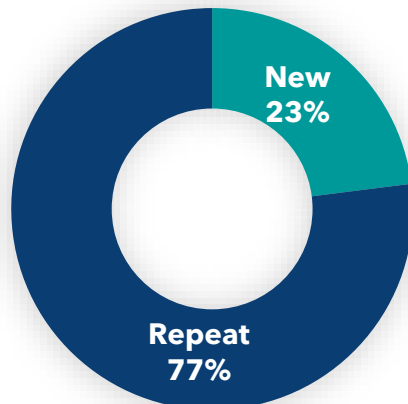
Project Classification



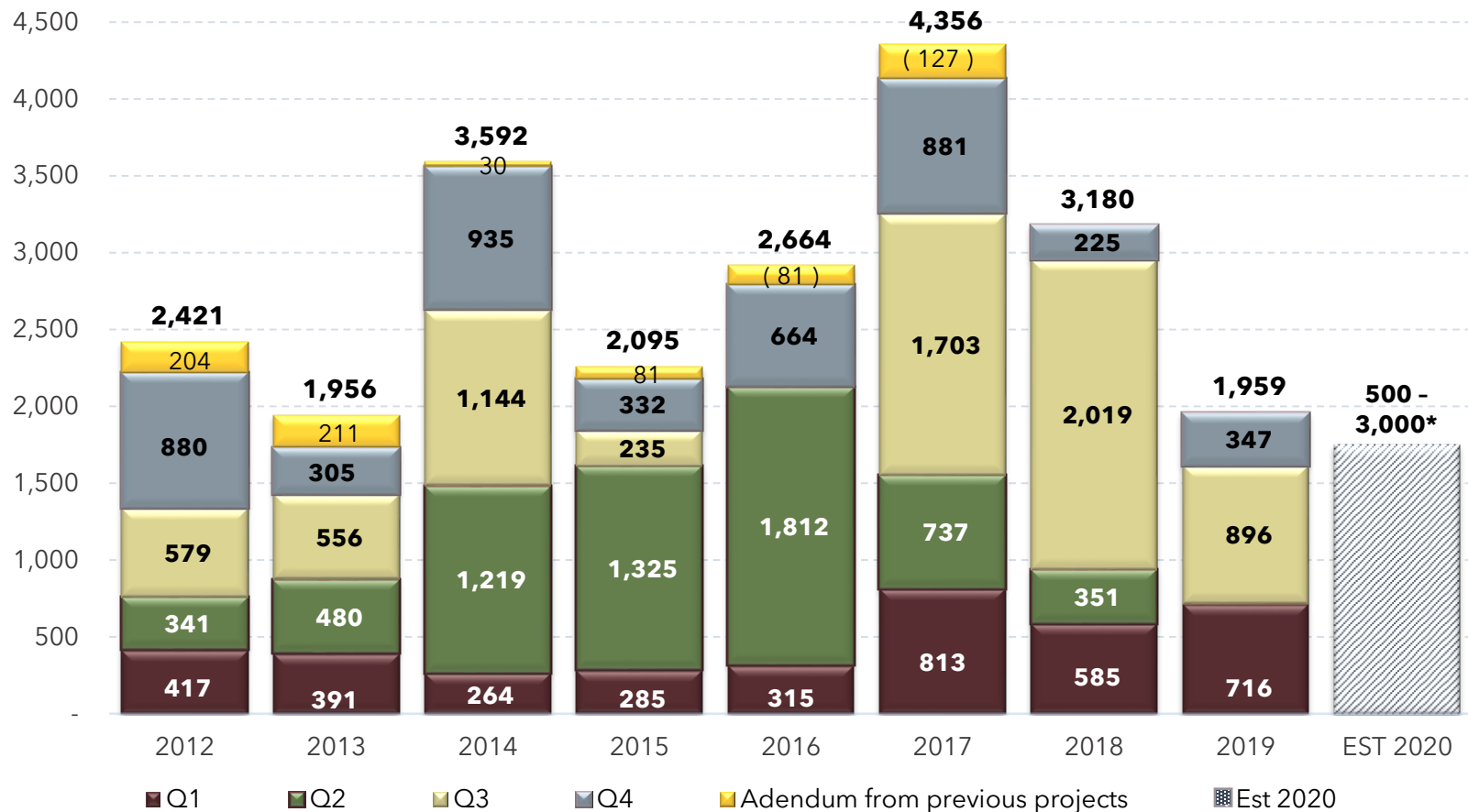
Project Location



**FY
2018**



New Signed Contracts (Rp. Bio.)



Note:

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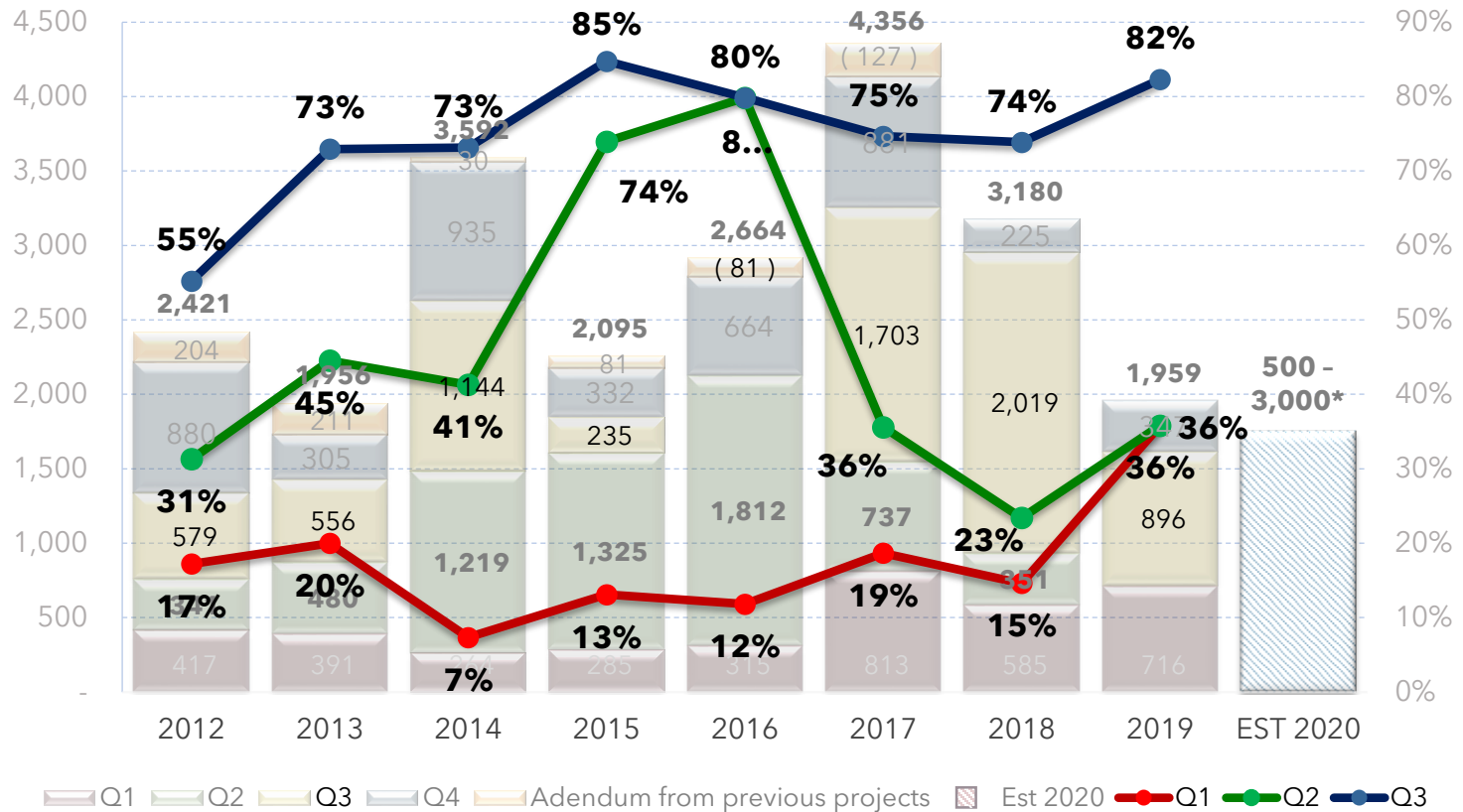
As of FY 2019

New Signed Contract has reached Rp 1.96 Trillion or around 98% of the Company's Rp 2.00 Trillion target.

As of April 2020

New Signed Contract has reached Rp 169.2 Billion or around 33.8% of the Company's Rp 500 Billion target.

New Signed Contracts (Rp. Bio.)



Note:

(*) The targeted numbers remain in ranges while waiting for the impacts of the COVID-19 pandemic.

Backlog Estimation (Rp. Mio.)

OUTSTANDING WORKS (OW)	Outstanding Works	Revenue 2018 (Audited)	Carry over to 2019	Revenue 2019 (Audited)	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	23,741	39,720	39,720	-	-	-
New project signed in 2016	1,262,039	728,817	533,222	497,680	35,542	35,542	-	-	-
Amendment in 2017 from previous projects	147,005	126,956	20,049	6,610	13,439	13,439	-	-	-
New project signed in 2017	3,087,109	886,701	2,200,408	785,120	1,415,288	936,749	478,539	181,725	296,814
Amendment in 2018 from previous projects	(138,763)	(31,985)	(106,778)	(78,835)	(27,943)	(27,943)	-	-	-
New project signed in 2018	2,834,503	441,522	2,392,981	611,919	1,781,062	530,284	1,250,778	461,468	789,310
Amendment in 2019 from previous projects	(473,702)	-	(473,702)	111,799	(585,501)	(592,171)	6,670	5,693	977
New project signed in 2019	1,934,006	-	1,934,006	218,029	1,715,977	1,153,750	562,227	495,227	67,000
Total Outstanding Works	9,142,627								
Revenue 2018 - Audited		2,578,980							
Carry Over to 2019			6,563,647						
Revenue 2019 - Audited				2,176,063					
Carry Over to 2020					4,387,584				
Revenue 2020 - Estimated						2,089,370			
Carry Over to 2021							2,298,214		
Revenue 2021 - Estimated								1,144,113	
Carry Over to 2022									1,154,101

Revenue Estimation 2020 : Rp 1.00 - 2.30 Trillion * Net Profit Estimation 2020 : Rp 50 - 175 Billion *

New Signed Contract Estimation 2020: Rp 500 Billion - 3.00 Trillion *

Note:

(*) The targeted numbers remain in ranges while waiting for the impacts of the COVID-19 pandemic.

Backlog JO Estimation (Rp. Mio.)

OUTSTANDING WORKS (OW)	Outstanding Works	Revenue 2018	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	100,417	82,914	17,503	17,503	-	-	-		-
New project signed in 2017	724,891	117,454	607,437	332,395	275,042	259,244	15,798	23	15,775
Amendment in 2018 from previous projects	(27,248)	(27,248)	-	-	-	-	-		-
New project signed in 2018	346,097	-	346,097	6,000	340,097	6,000	334,097	127,008	207,089
Amendment in 2019 from previous projects	10,633	-	10,633	6,310	4,323	4,323	-	-	-
New project signed in 2019			-	-	-		-		-
Total Outstanding Works	1,154,790								
Revenue 2018		173,120							
Carry Over to 2019			981,670						
Revenue 2019 - Estimated				362,208					
Carry Over to 2020					619,462				
Revenue 2020 - Estimated						269,567			
Carry Over to 2021							349,895		
Revenue 2021 - Estimated								127,031	
Carry Over to 2022									222,864

JO Projects in 2020 are as follows:

- 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.

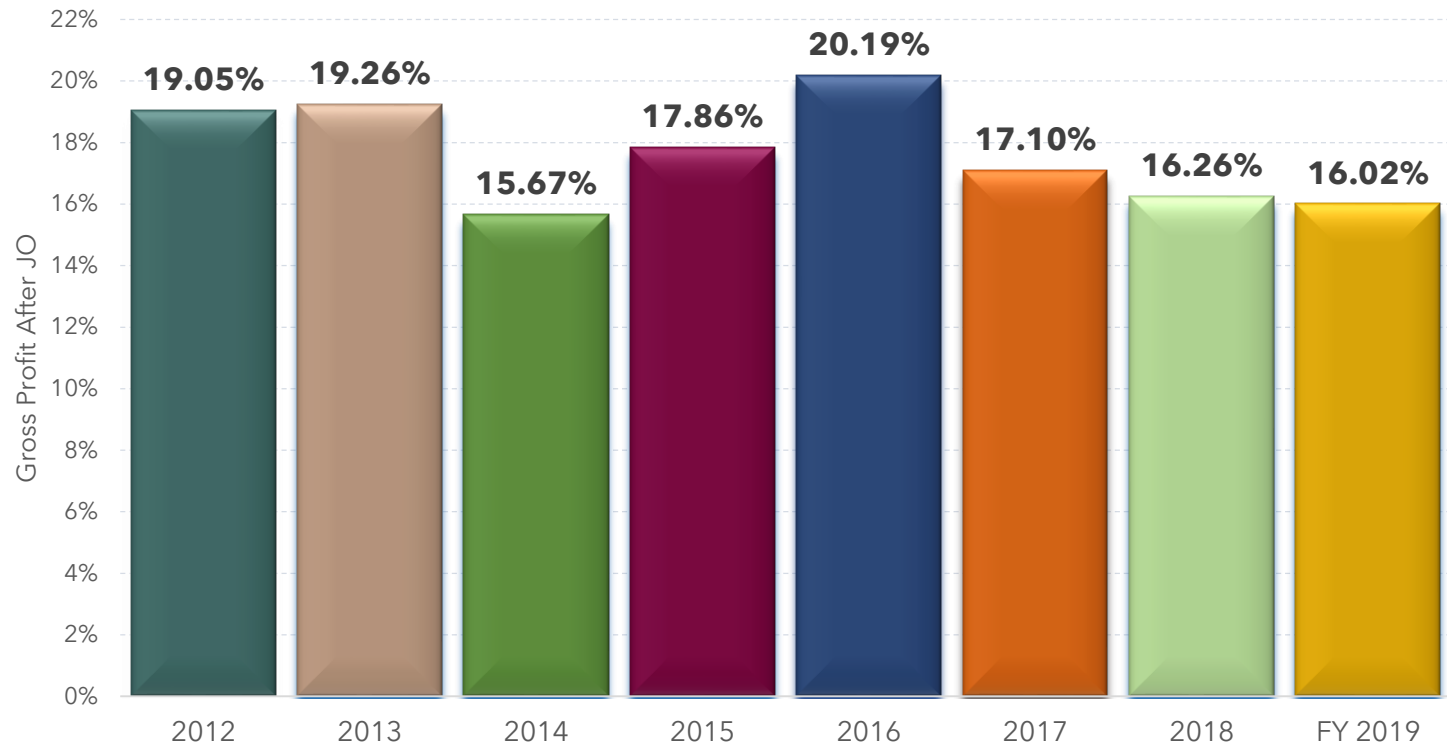
As of April 2020

SECTOR	PERCENTAGE
Apartment	38%
Hotel	8%
Mixed Used	54%
Total Rp 6,13 Trillion	

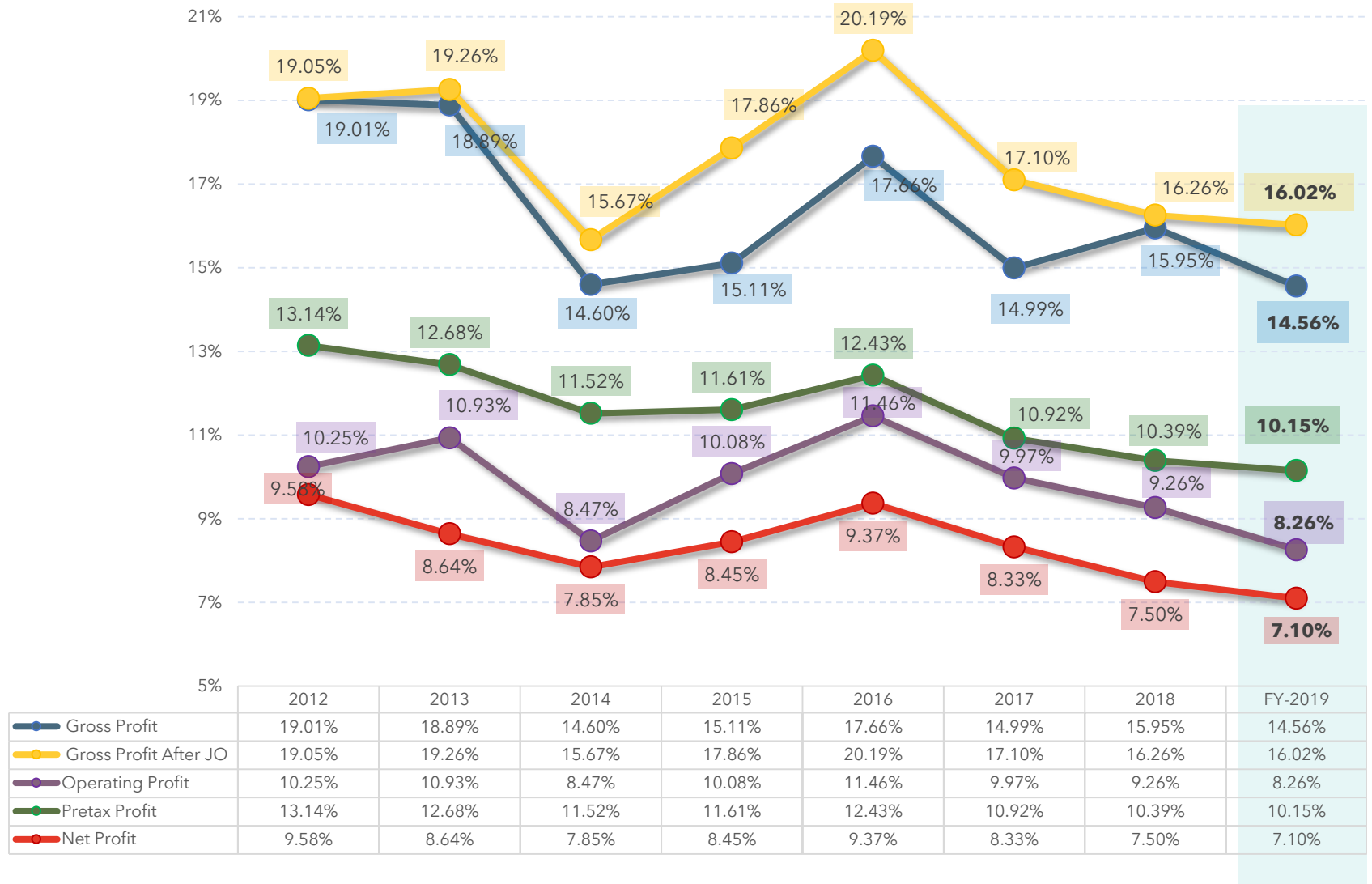
All of the above pipeline projects are:

- Private projects
- Consists of 39% of Repeated Customers and 61% of New Customers.

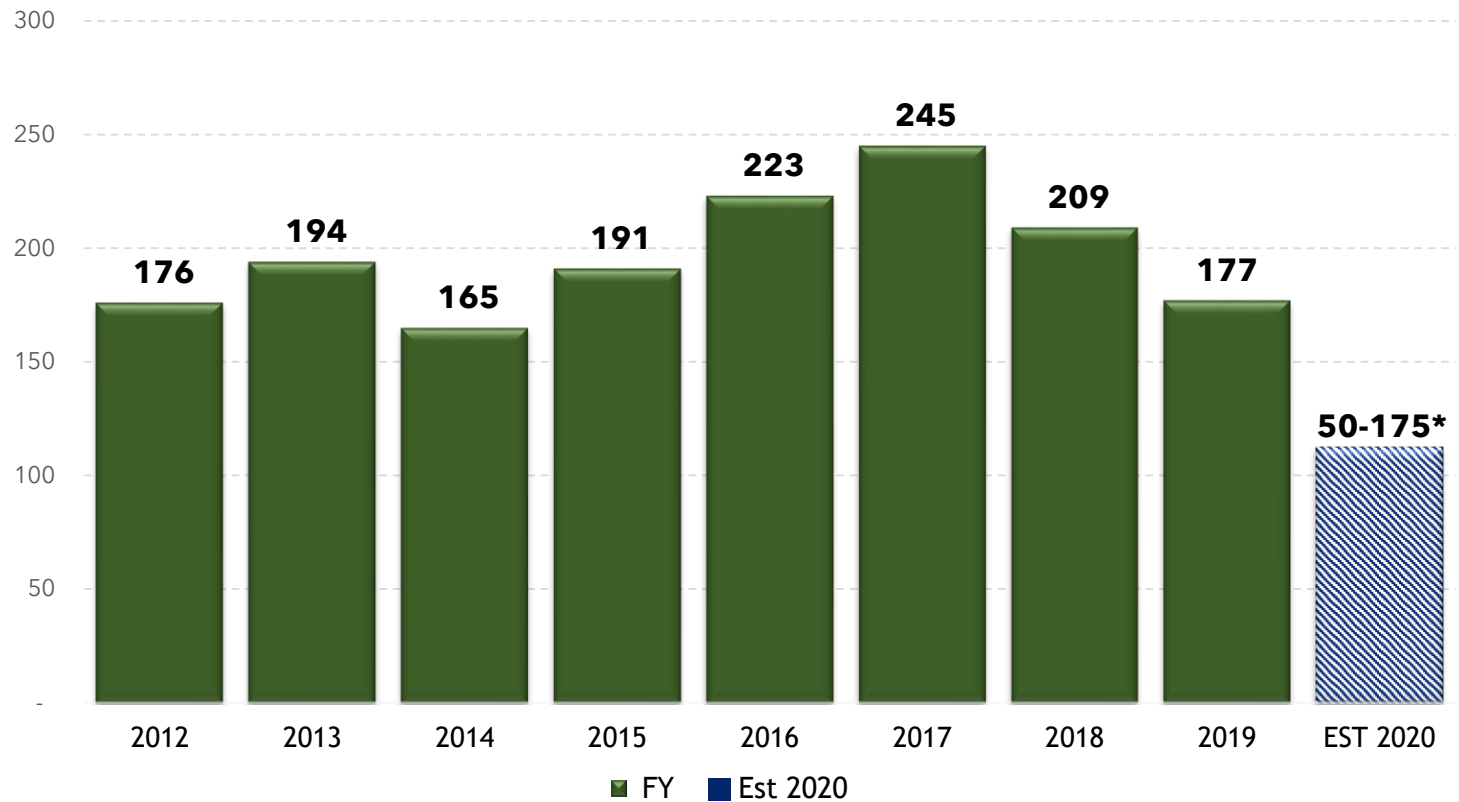
Gross Profit Margin After JO (%)



Profit Margin



Net Profit (Rp. Bio.)



Note:

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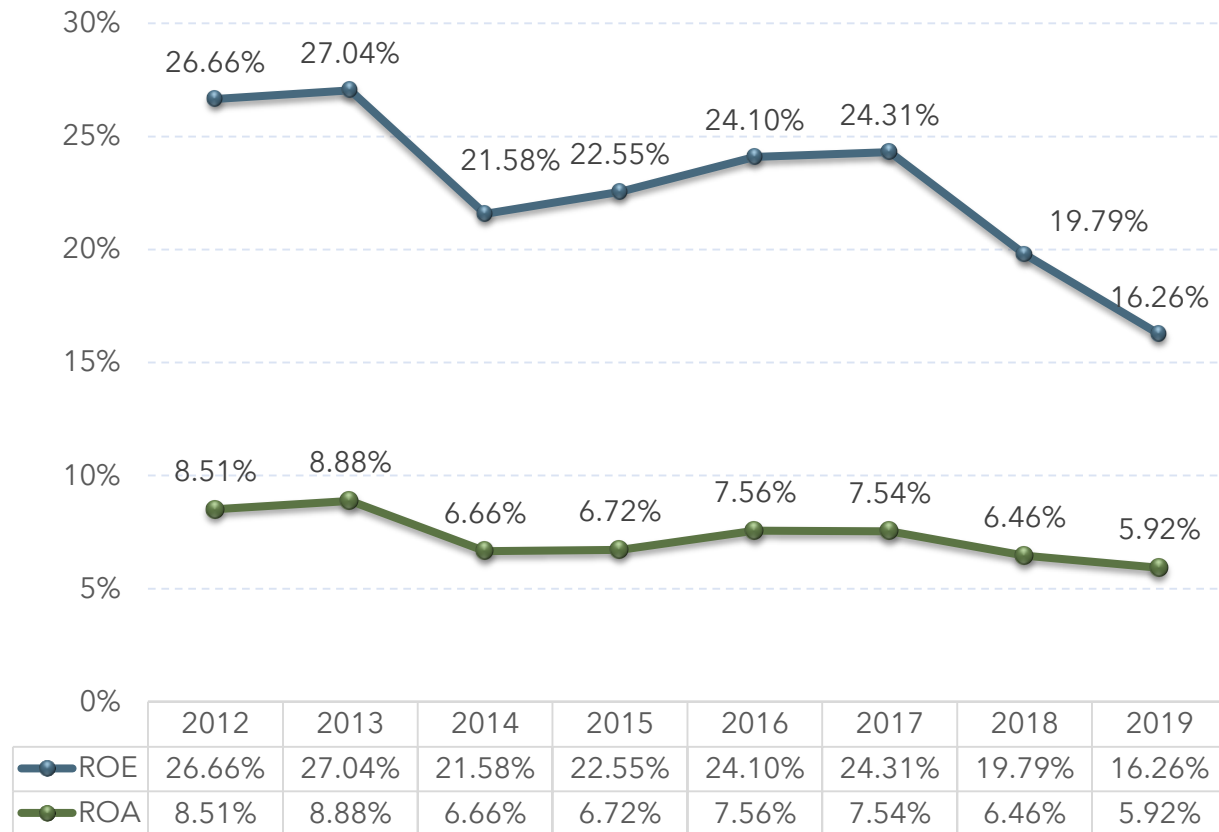
Financial Statements

(Summary, Audited)

Rp Billion	FY - 2019	FY - 2018	Changes
Total Current Assets	2,283	2,670	-14%
Total Non Current Assets	680	558	22%
Total Assets	2,963	3,228	-8%
Total Current Liabilities	1,605	1,945	-17%
Total Non Current Liabilities	281	231	22%
Total Liabilities	1,886	2,176	-13%
Retained Earnings	733	708	4%
Non Controlling Interest	(2)	(2)	0%
Capital Stocks and Additional	346	346	0%
Total Stockholders' Equity	1,077	1,052	2%
Total Liabilities and Stokholders' Equity	2,963	3,228	-8%

Rp Billion	FY - 2019	FY - 2018	Changes
Revenue	2,475	2,783	-11%
Gross Profit	360	444	-19%
Gross Profit After JO	396	452	-12%
Profit Before Tax	251	289	-13%
Income Tax	76	84	-10%
Net Profit	175	205	-15%

ROE & ROA

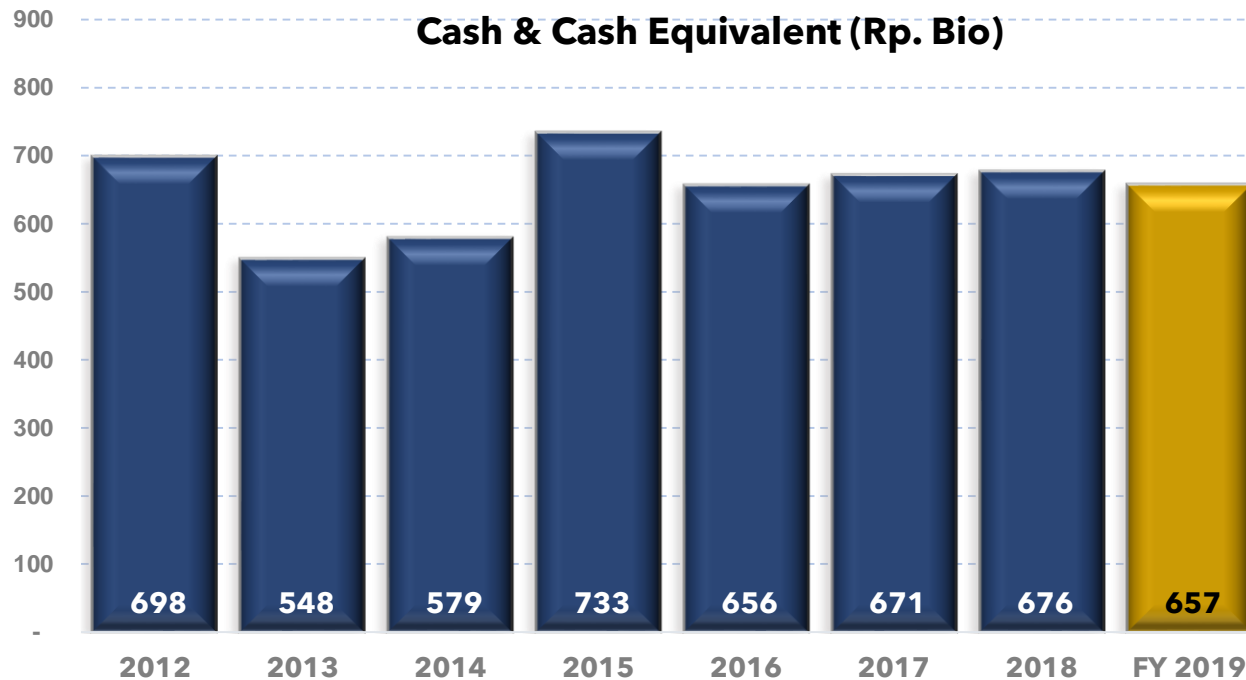


Final Dividen Payment History



	2012	2013	2014	2015	2016	2017	2018	2019
% Of Previous Year's Net Profit	120.19	56.93	61.43	62.50	71.30	68.81	69.73	65.37
Amount of Distributed Dividends (In Rp. Bn.)	150.04	100.00	119.35	102.30	136.40	153.45	170.50	136.40
Rp/Share	44.00	29.33	35.00	30.00	40.00	45.00	50.00	40.00
No. of shares elligible for dividends (In Bn.)	3.41	3.41	3.41	3.41	3.41	3.41	3.41	3.41

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	2012	2013	2014	2015	2016	2017	2018	2019	EST 2020
Revenue	1,834	2,287	2,106	2,266	2,379	2,936	2,783	2,475	1,000 - 2,300*
Value of Work Done or Scope of Work	3,000	3,360	3,400	3,800	4,400	5,000	3,850	3,142	2,000 - 3,000*
Net Profit	176	195	165	191	223	245	209	177	50 - 175*
New Signed Contracts	2,421	1,956	3,570	2,177	2,791	4,133	3,179	1,959	500 - 3,000*
Scope of Work for New Signed Contracts	3,200	2,700	5,800	3,000	4,500	5,400	3,800	2,605	600 - 4,000*

Note:

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Capital Expenditure (Capex)

Year	Rp	Alocation	Realization
2019	30 billion	Project equipments, IT Equipments & Softwares, etc.	Capex usage as of FY 2019 is around 56.67 billion.
2020	10 billion	Project equipments, IT Equipments & Softwares.	--

Past Projects



Projects Under Construction



HOTEL BENCOOLEN - BENGKULU



POTATO HEAD HOTEL SEMINYAK - BALI



ORANGE COUNTY CITY CENTRE RESIDENTIAL
CIKARANG



WISMA BARITO PACIFIC 2- JAKARTA



MENARA TENDEAN - JAKARTA



TAMAN PERMATA BUANA APARTMENT-
JAKARTA



THAMRIN NINE - JAKARTA



THE SMITH - ALAM SUTERA



THE PAKUBUWONO
MENTENG - JAKARTA



BCA FORRESTA - BSD,
TANGERANG



TRANS ICON - SURABAYA



CHITALAND TOWER -
JAKARTA

New Project



KAMPUS POLITEKNIK MANUFAKTUR ASTRA- BEKASI



VILLA DESA KATAMAMA, BALI



RAMAYANA CIPANAS



RENOVASI POINS SQUARE - JAKARTA



GRAHA PARAMITA II, BINTARO



SURABAYA FUTURE EDUCATION CENTER - SURABAYA



APARTEMEN GARDEN RESIDENCES –
SAKURA GARDEN CITY JAKARTA



PADMA HOTEL - SEMARANG



IKEA STORE 3 KOTA BARU PARAHİYANGAN - BANDUNG

Joint Operation (JO) Projects



THE HAVEN LAGOI BAY - BINTAN



PIM 3 AND OFFICE TOWER – JAKARTA



DASWIN OFFICE TOWER – JAKARTA.



 Certificate 037100264

 The independent of

PT Total Bangun Persada Tbk.

 J. Jagals & Partners Ltd. 10001 11001, Indonesia

 for the implementation of the standard of

ISO 9001:2008

 for the following area:

 Design, Build and Installation of Pipelines, Refining,

 Building Services and Civil Engineering Works

 The certificate is valid from 15 June 2014 until 15 June 2017 and

 remains valid as long as conformity is maintained with

 the standard with surveillance visits every 12

 months & Certificate renewal every 3 years

 15 June 2014

 15 June 2017

 15 June 2020

 15 June 2023

 15 June 2026

 15 June 2029

 15 June 2032

 15 June 2035

 15 June 2038

 15 June 2041

 15 June 2044

 15 June 2047

 15 June 2050

 15 June 2053

 15 June 2056

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 15 June



Audit Certificate of Occupational Safety and Health Management System

AKI (Indonesian Construction Association)

**Green Building Council Indonesia
Corporate Founding Member**

Awards Received 2019



Indonesia CSR Award-III-2019



The Best of The Best For Public Company
Indonesia CSR Award-III-2019



Indonesia Corporate Secretary & Corporate Communication Award-IV-2019



THE BEST Indonesia Public Company - 2019



Indonesia Finance Award- II- 2019



Indonesia Sales & Marketing Award 2019



The Asian Banker Business Achievement Awards 2019 – The Banker's Choice Awards



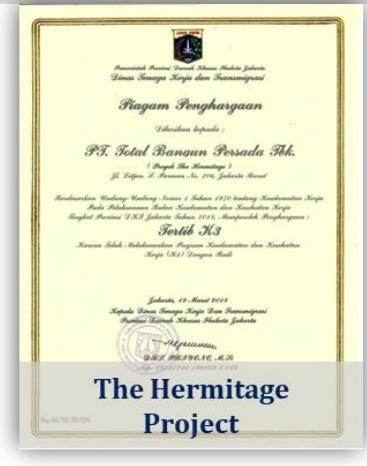
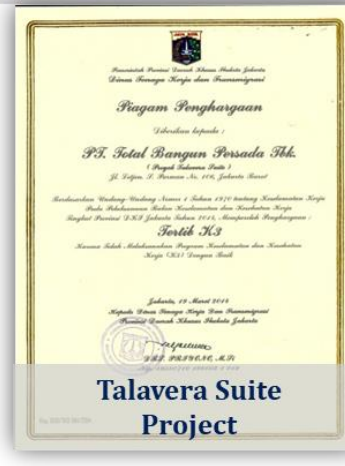
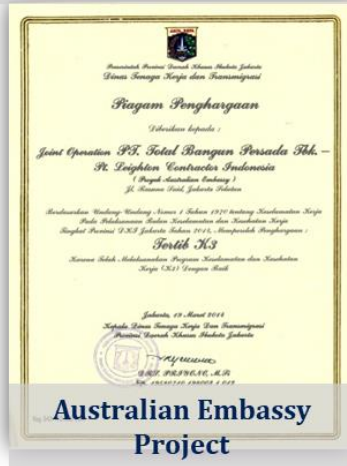
Indonesia Human Capital Award-V-2019



Indonesia Good Corporate Governance Award 2019

Project Awards

Occupational Health, Safety and Environment Awards



Zero Accident Award from Minister of Public Works and Transmigration



Plan for 2020

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

THANK YOU
