

# FY 2020



# 50<sup>TH</sup>

## GOLDEN YEAR



- 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 2021, shareholders comprise of:
  - Founders 67.14%
    - PT Total Inti Persada (TIP) 56.50%
    - Pinarto Sutanto 1.83%
    - Ir. Djadjang T., MSc. 8.81%
  - Local Investors 20.38%
  - Foreign Investors 12.48%

# Cost Structure for Building Construction

- **Structure (30%):**

Concrete, Steel Bar, Formwork, etc.

- **Architectural (30%):**

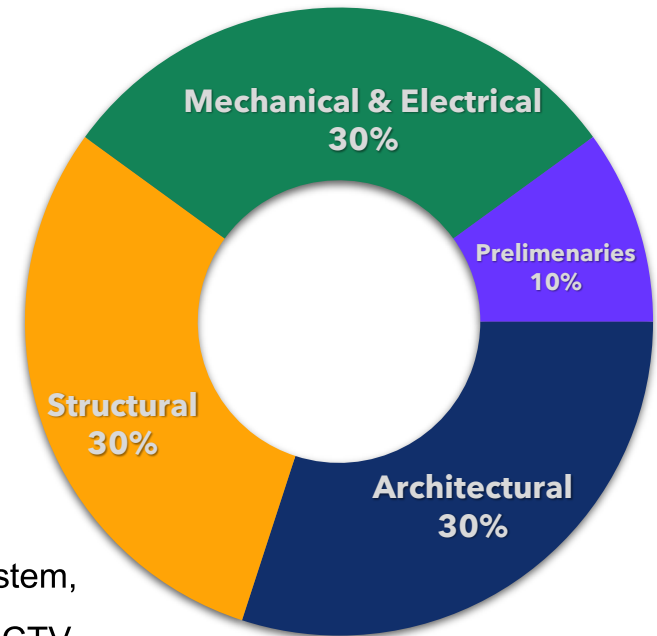
Floor Covering, Wall/Partition, Ceiling, Doors &  
Windows, Sanitary Ware, etc.

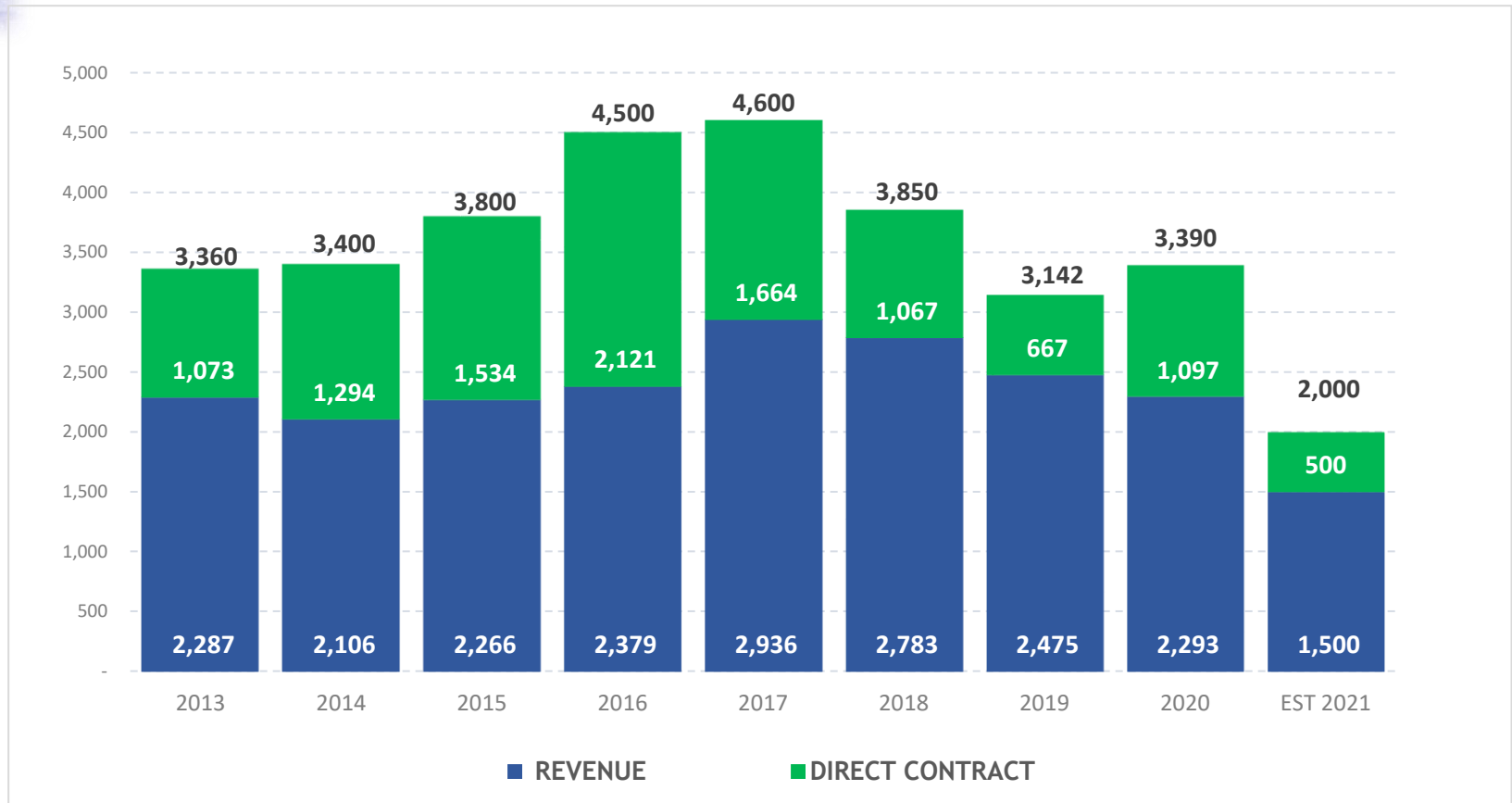
- **Mechanical & Electrical (30%):**

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

- **Preliminaries (10%):**

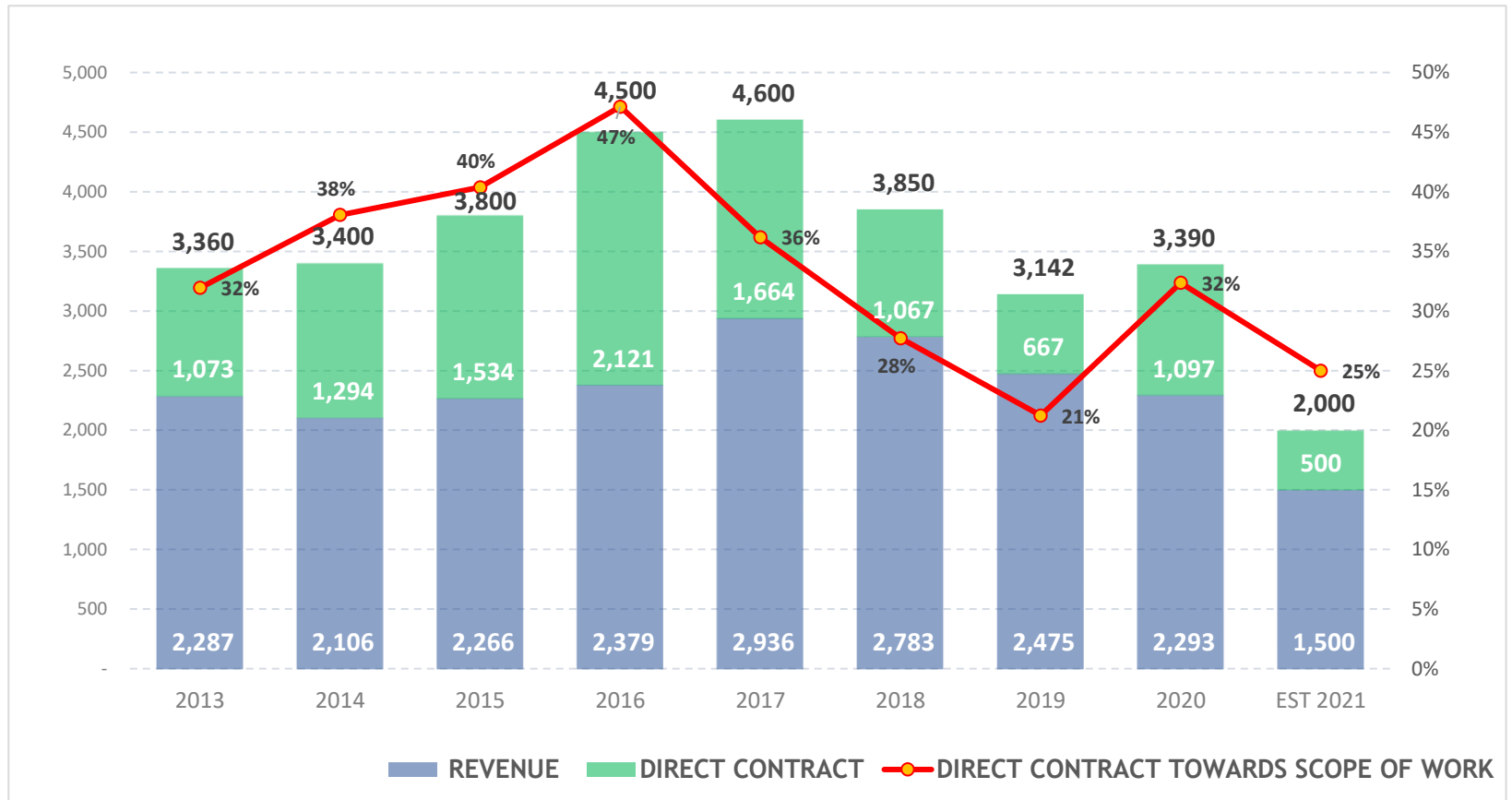
Staff, Plants & Equipment, Site Supporting Facilities, General Equipment/ Supplies (Documentation, Stationary, etc.), Administration (Insurance, Bonds, etc.)





- Scope of work is around Rp 3.39 Trillion in 2020 vs Rp 3.14 Trillion in 2019  
( Scope of Work = Revenue TOTL + Direct Contract/ DC)
- Revenue: Rp 2,29 Trillion (Q4 2020) vs. Rp 2,47 Trillion (Q4 2019)

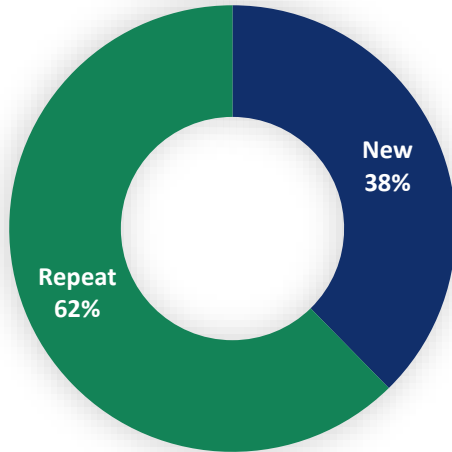
## Direct Contract Portion



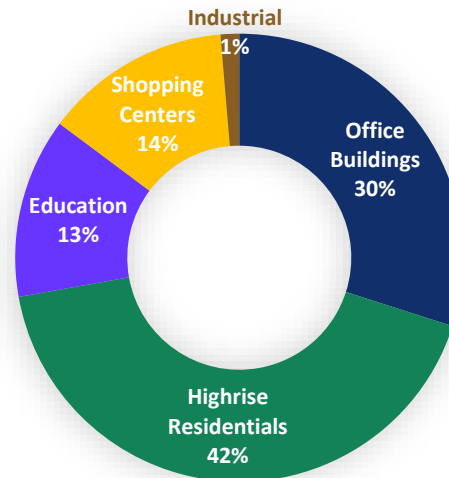
# Business Performance (Revenue Mix)

**Q4  
2020**

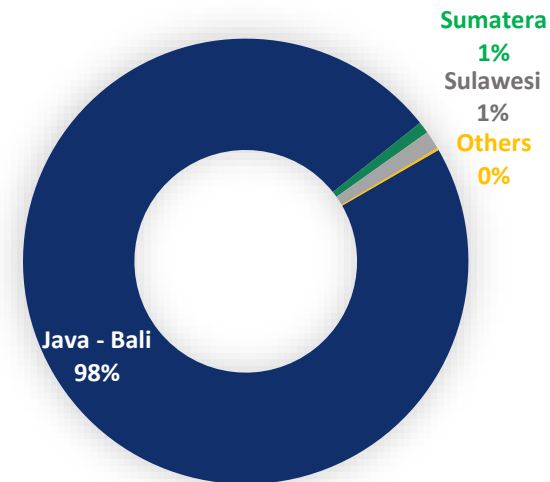
## Repeat / New Customers



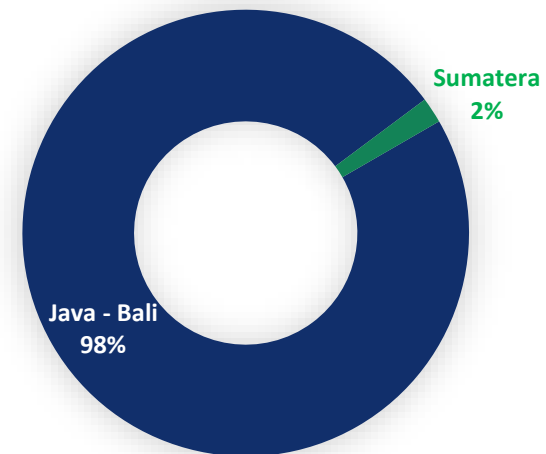
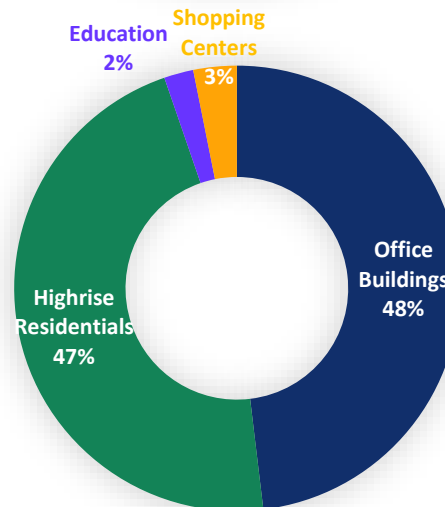
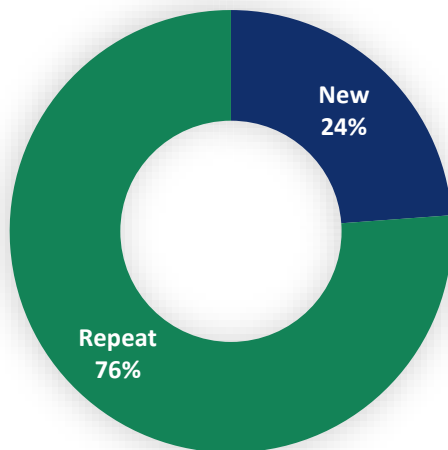
## Project Classification



## Project Location

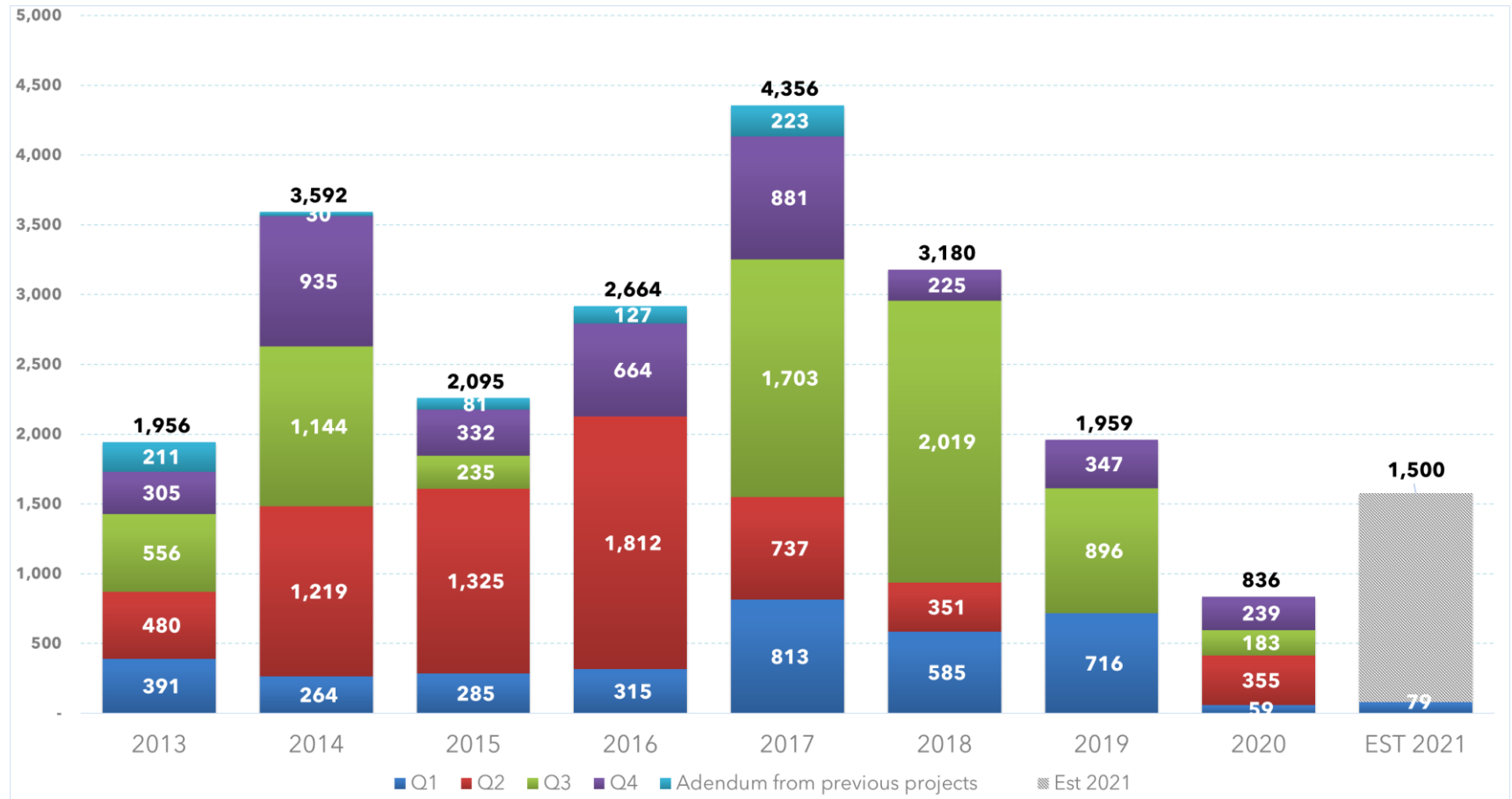


**Q4  
2019**





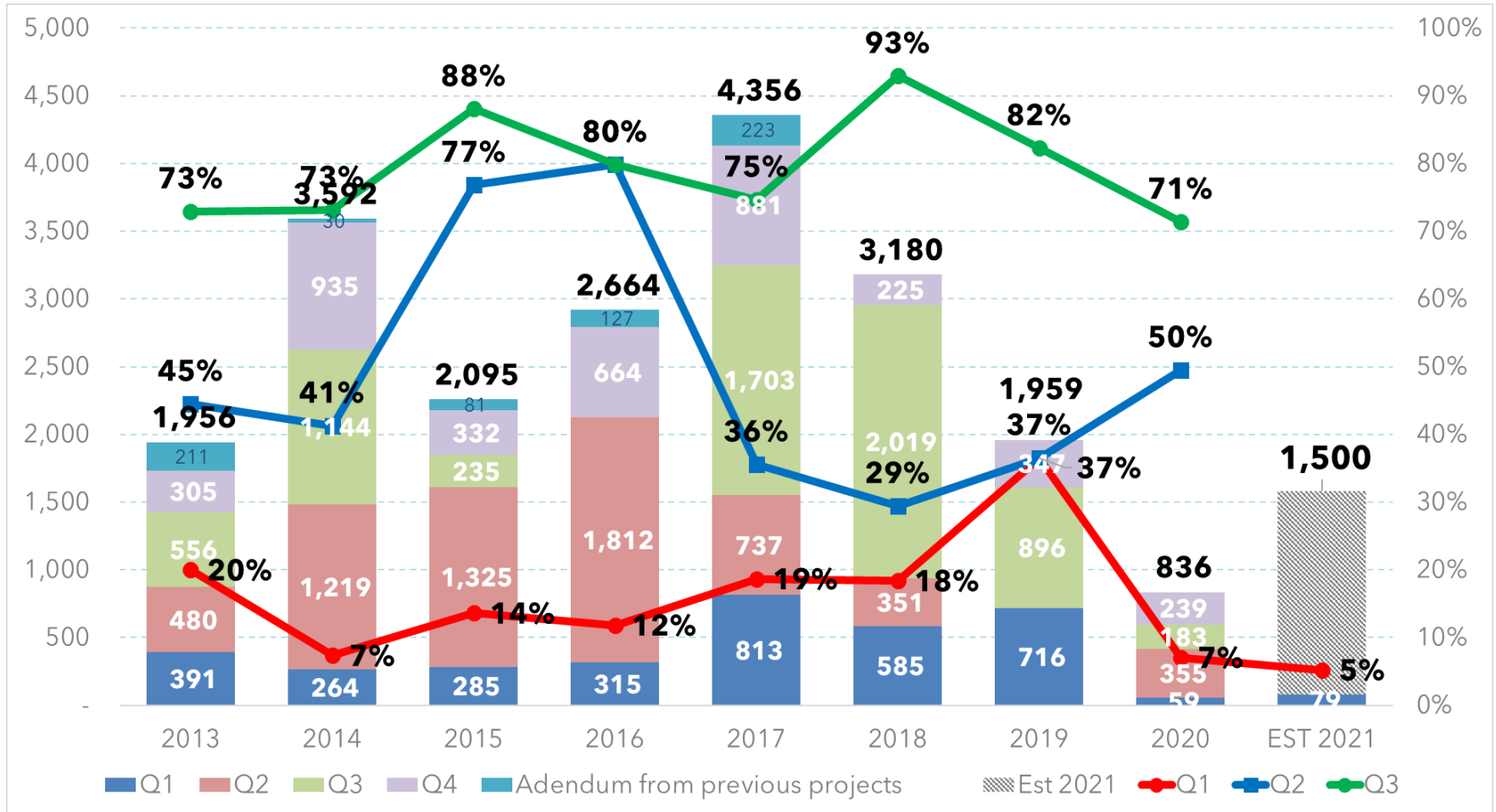
## New Signed Contracts (Rp. Bio.)



### As of March 2021

New Signed Contract has reached Rp 78.54 billion

## New Signed Contracts (Rp. Bio.)



## Backlog Estimation (Rp. Mio.)

OUTSTANDING WORKS (OW)	Outstanding Works	Revenue 2019 (Audited)	Carry over to 2020	Revenue 2020 (Unaudited)	Carry over to 2021	Estimated Revenue 2021	Carry over to 2022	Estimated Revenue 2022	Carry over to 2023
OW Project from previous years	2,817,140	1,313,151	1,503,989	1,246,046	257,943	79,855	178,088	178,088	-
Amendment in 2018 from previous projects	(106,778)	(78,835)	(27,943)	(35,250)	7,307	7,307	-	-	-
New project signed in 2018	2,392,981	611,919	1,781,062	480,405	1,300,657	434,757	865,900	432,950	432,950
Amendment in 2019 from previous projects	(473,702)	111,799	(585,501)	(585,501)	-	-	-	-	-
New project signed in 2019	1,934,006	218,029	1,715,977	1,119,060	596,917	323,046	273,871	268,000	5,871
Amendment in 2020 from previous projects	(306,786)	-	(306,786)	(398,374)	91,588	82,737	8,851	4,868	3,983
New project signed in 2020	835,062	-	835,062	135,376	699,686	384,096	315,590	258,465	57,125
<b>Total Outstanding Works</b>	<b>7,091,923</b>								
<b>Revenue 2019 - Audited</b>		<b>2,176,063</b>							
<b>Carry Over to 2020</b>			<b>4,915,860</b>						
<b>Revenue 2020 - Unaudited</b>				<b>1,961,762</b>					
<b>Carry Over to 2021</b>					<b>2,954,098</b>				
<b>Revenue 2021 - Estimated</b>						<b>1,311,798</b>			
<b>Carry Over to 2022</b>							<b>1,642,300</b>		
<b>Revenue 2022 - Estimated</b>								<b>1,142,371</b>	
<b>Carry Over to 2023</b>									<b>499,929</b>

Revenue Estimation 2021 : Rp 1.50 Trillion      Net Profit Estimation 2021 : Rp 75 Billion

New Signed Contract Estimation 2021: Rp 1.50 Trillion

## Backlog JO Estimation (Rp. Mio.)

OUTSTANDING WORKS (OW)	Outstanding Works	Revenue 2019	Carry over to 2020	Estimated Revenue 2020	Carry over to 2021	Estimated Revenue 2021	Carry over to 2022	Estimated Revenue 2022	Carry over to 2023
OW Project from previous years	17,503	17,503	-	-	-	-	-	-	-
New project signed in 2017	607,438	332,395	275,043	230,677	44,366	44,366	-	-	-
Amendment in 2018 from previous projects	-	-	-	-	-	-	-	-	-
New project signed in 2018	346,097	6,000	340,097	-	340,097	-	340,097	-	340,097
Amendment in 2019 from previous projects	10,633	6,310	4,323	3,346	977	977	-	-	-
Amendment in 2020 from previous projects	(41,459)	-	(41,459)	(41,526)	67	67	-	-	-
<b>Total Outstanding Works</b>	<b>940,212</b>								
<b>Revenue 2019</b>		<b>362,208</b>							
<b>Carry Over to 2020</b>			<b>578,004</b>						
<b>Revenue 2020 - Estimated</b>				<b>192,497</b>					
<b>Carry Over to 2021</b>					<b>385,507</b>				
<b>Revenue 2021 - Estimated</b>						<b>45,410</b>			
<b>Carry Over to 2022</b>							<b>340,097</b>		
<b>Revenue 2022 - Estimated</b>								<b>-</b>	
<b>Carry Over to 2023</b>									<b>340,097</b>

JO Projects in 2021 are as follows:

- PIM 3 and Office Tower – Jakarta.
- Daswin Office Tower – Jakarta.
- The Haven Lagoi Bay – Bintan (non aktif).

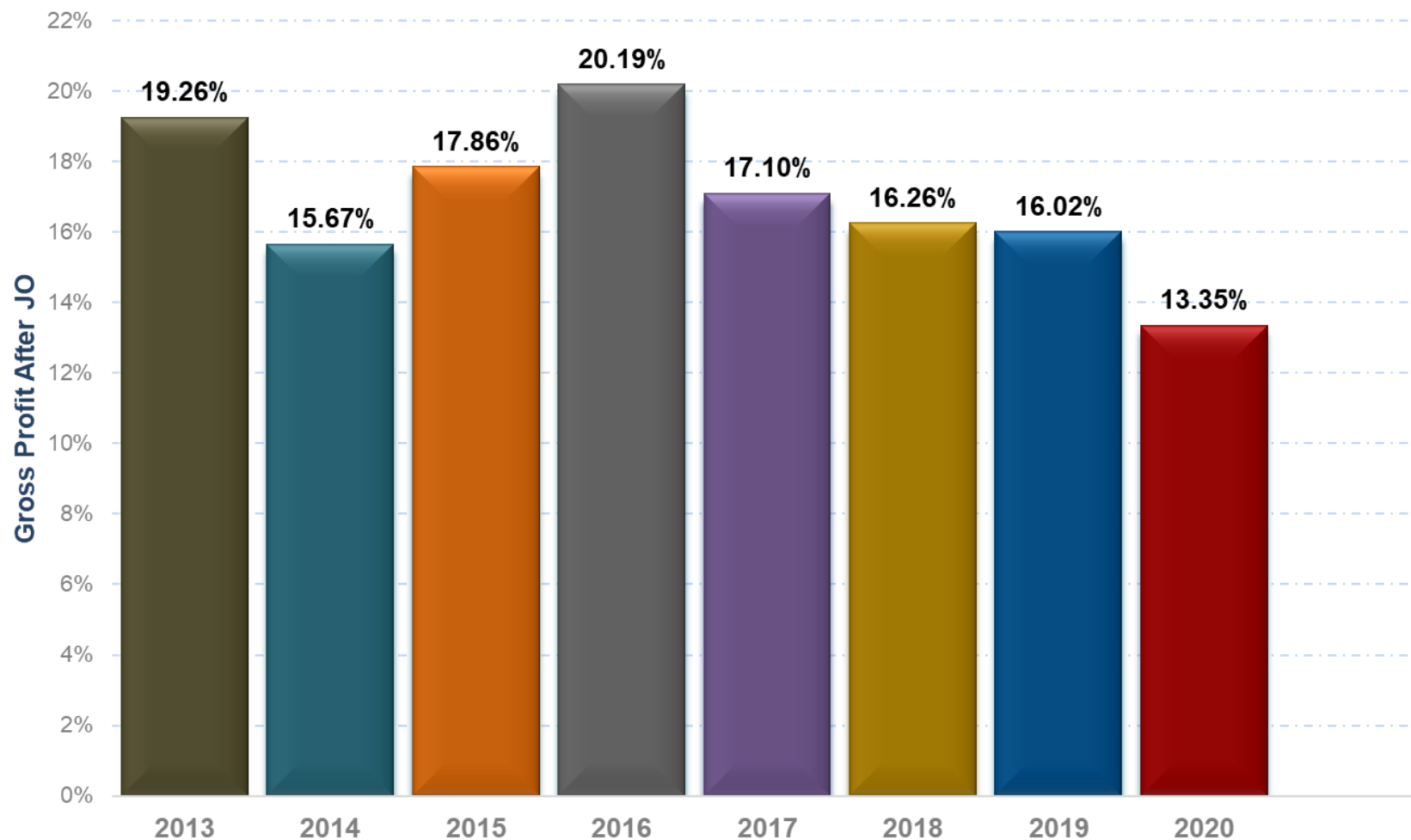
- At this moment, the company has not been awarded with these projects as the projects are in the tender stage. Management is still in the process of obtaining the work but decision has not been made. Contract Value is for estimation only, final figures may vary.
- Pipelines are very dynamic and they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

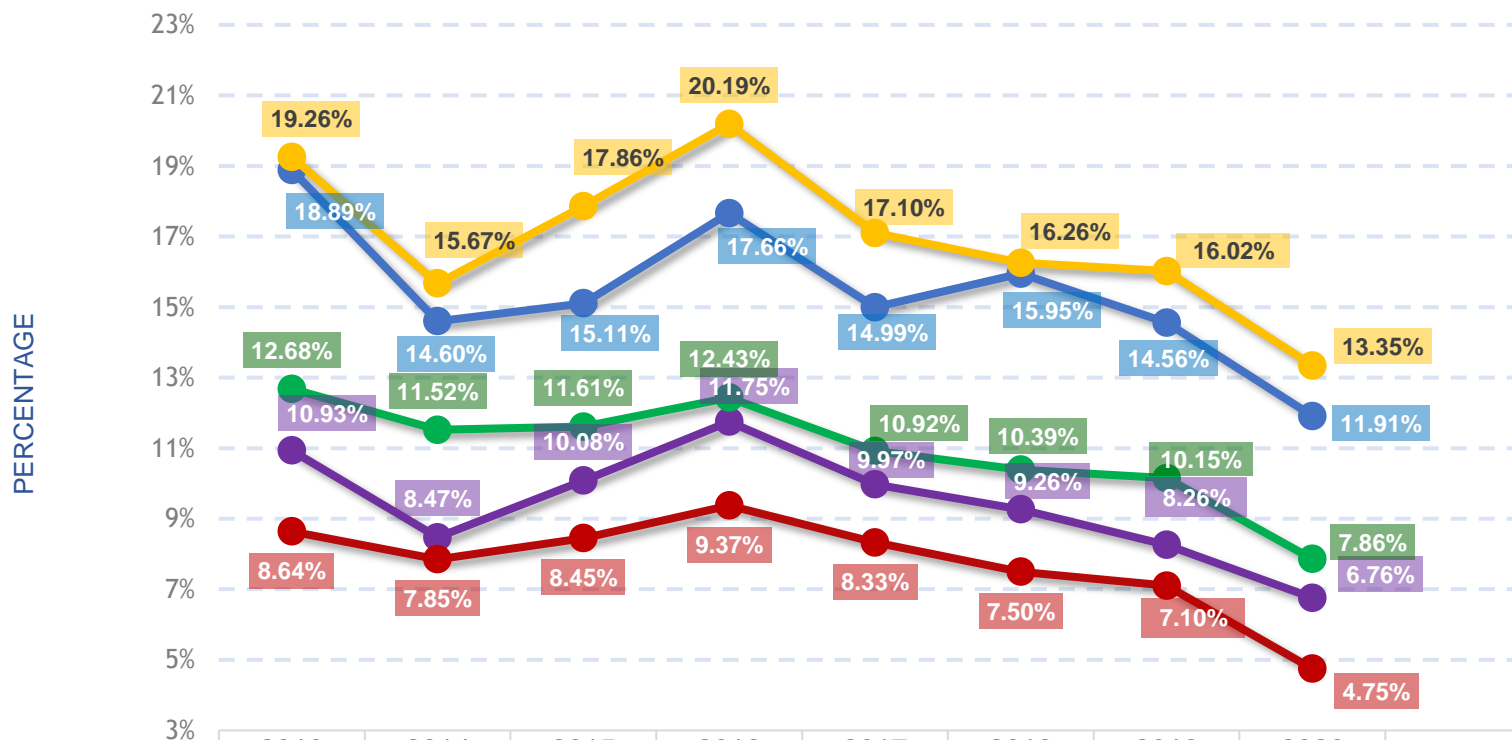
as of March 2021	
Sector	%
Apartment	62%
Shopping Center	22%
Industrial	8%
Hotel	3%
Office Building	3%
Mix Used	2%
<b>Total Rp. Trillion</b>	<b>6,57</b>

All of the above pipeline projects are:

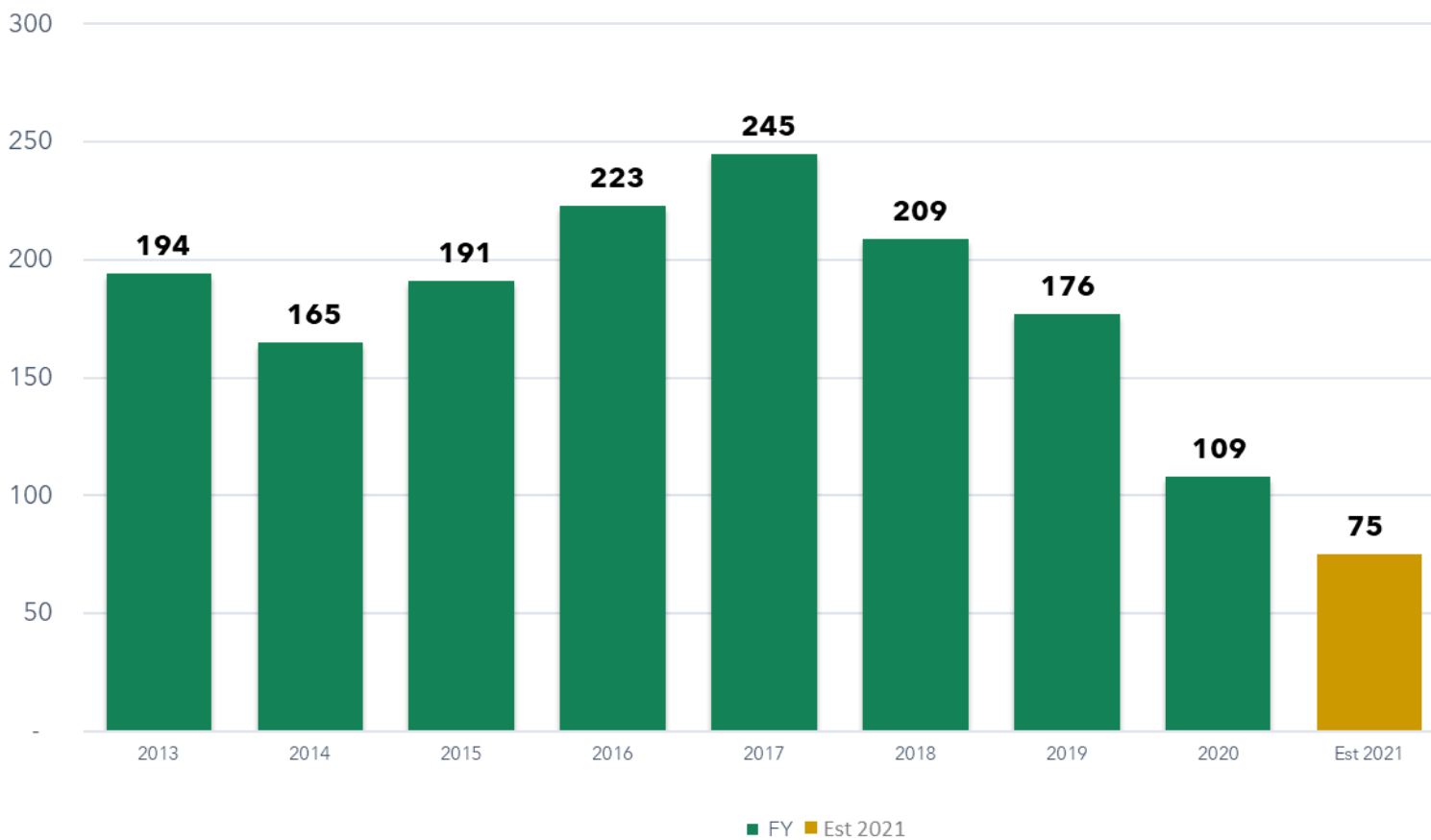
- Private projects
- Consists of 60% of Repeated Customers and 40% of New Customers.

## Gross Profit Margin After JO ( % )





	2013	2014	2015	2016	2017	2018	2019	2020	
— Gross Profit	18.89%	14.60%	15.11%	17.66%	14.99%	15.95%	14.56%	11.91%	
— Gross Profit After JO	19.26%	15.67%	17.86%	20.19%	17.10%	16.26%	16.02%	13.35%	
— Operating Profit	10.93%	8.47%	10.08%	11.75%	9.97%	9.26%	8.26%	6.76%	
— Pretax Profit	12.68%	11.52%	11.61%	12.43%	10.92%	10.39%	10.15%	7.86%	
— Net Profit	8.64%	7.85%	8.45%	9.37%	8.33%	7.50%	7.10%	4.75%	



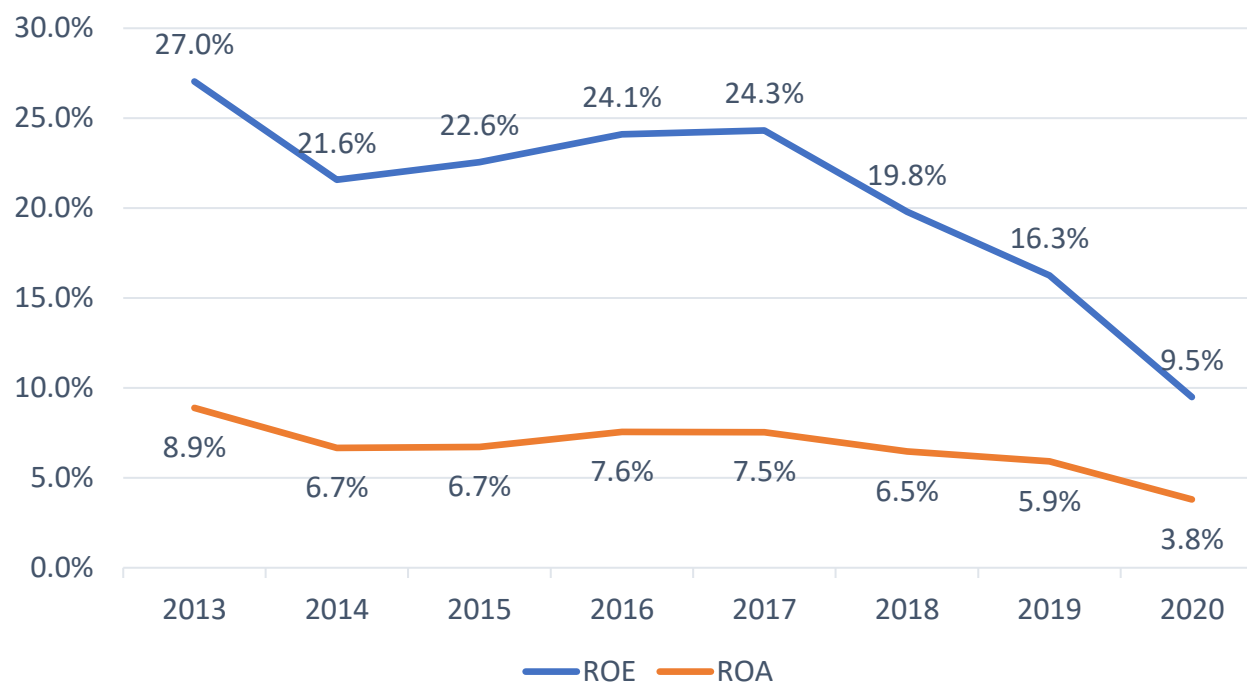


## Financial Statements (Summary)

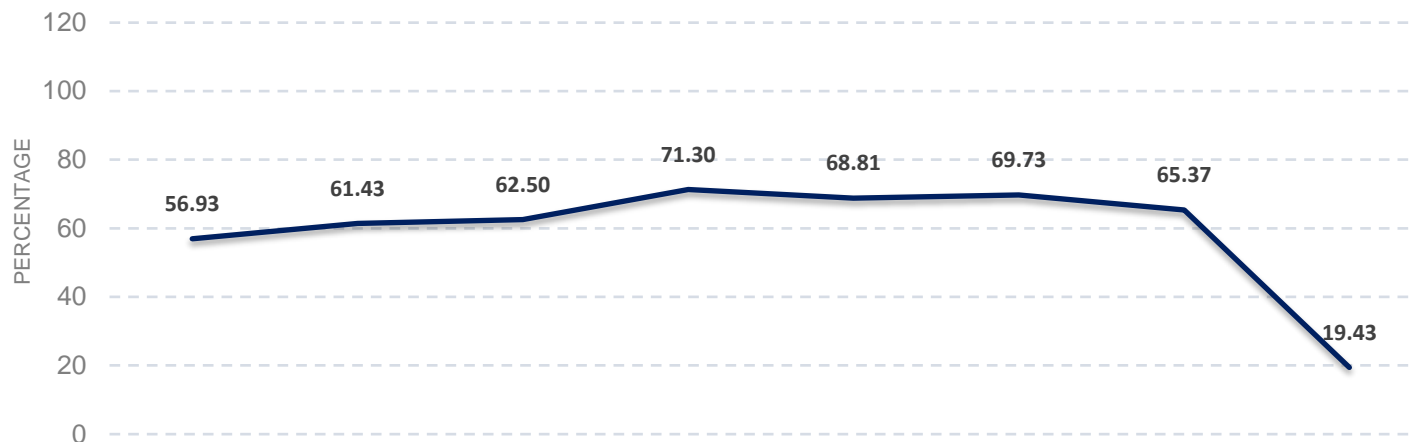
Rp Billion	FY - 2020	FY - 2019	Changes
Total Current Assets	2,202	2,283	-4%
Total Non Current Assets	687	680	1%
Total Assets	2,889	2,963	-2%
Total Current Liabilities	1,477	1,605	-8%
Total Non Current Liabilities	273	281	-3%
Total Liabilities	1,750	1,886	-7%
Retained Earnings	796	733	9%
Non Controlling Interest	-3	-2	-50%
Capital Stocks and Additional	346	346	0%
Total Stockholders' Equity	1,139	1,077	6%
Total Liabilities and Stokholders' Equity	2,889	2,963	-2%

Rp Billion	FY - 2020	FY - 2019	Changes
Revenue	2,293	2,475	-7%
Gross Profit	273	360	-24%
Gross Profit After JO	306	396	-23%
Profit Before Tax	180	251	-28%
Income Tax	72	76	-5%
Net Profit	109	176	-38%

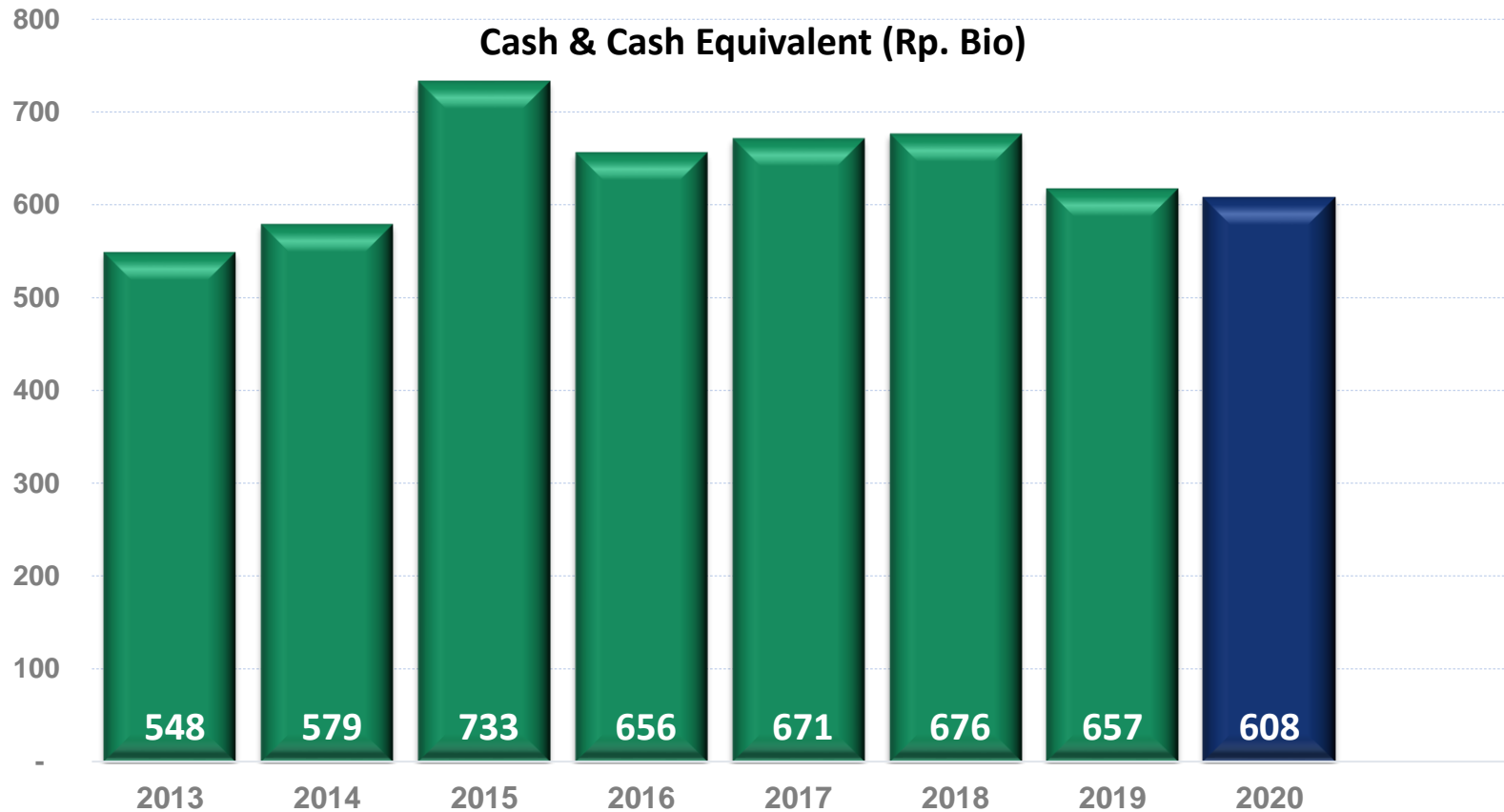
Chart Title



## Final Dividen Payment History



	2013	2014	2015	2016	2017	2018	2019	2020
% Of Previous Year's Net Profit	56.93	61.43	62.50	71.30	68.81	69.73	65.37	19.43
Amount of Distributed Dividends (In Rp. Bn.)	100.00	119.35	102.30	136.40	153.45	170.50	136.40	34.10
Rp/Share	29.33	35.00	30.00	40.00	45.00	50.00	40.00	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



- 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	EST 2021
<b>Revenue</b>	1,834	2,287	2,106	2,266	2,379	2,936	2,783	2,475	2,293	1,500*
<b>Value of Work Done or Scope of Work</b>	3,000	3,360	3,400	3,800	4,500	4,600	3,850	3,142	3,390	2,000
<b>Net Profit</b>	176	194	165	191	223	245	209	176	109	75
<b>New Signed Contracts</b>	2,421	1,956	3,570	2,177	2,791	4,133	3,179	1,959	836	1,500*
<b>Scope of Work for New Signed Contracts</b>	3,200	2,700	5,800	3,000	4,500	5,400	3,800	2,605	1,386	2,000

Note:

( \*) = Revision.

Year	Rp	Alocation	Realization
2021	3 billion	Project equipments, IT Equipments & Softwares.	Capex usage as of Q4-2020 is around Rp <b>5.1</b> billion.



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# Past Projects



**MENARA DANAMON - JAKARTA**

**SCBD LOT. X JAKARTA. (PROYEK KSO)**

**LIVING WORLD – PEKANBARU**

**THE REGATTA - JAKARTA**

**UNIVERSITAS MULTI MEDIA, SERPONG-TANGERANG**

**BINUS SERPONG 3 - TANGERANG**

**PONDOK INDAH RESIDENCE – JAKARTA**

**BINUS ALAM SUTERA - TANGERANG**

**SEQUIS DEVELOPMENT – JAKARTA**

**GRAHA GATSU JAKARTA**

**MENARA SENTRAYA - JAKARTA**

**LAVIE ALL SUITES - JAKARTA**

**VERDE II CONDOMINIUMS JAKARTA**

**PAKUBUWONO SPRING APARTMENT - JAKARTA**

**MENARA KOMPAS - JAKARTA**

**MNC MEDIA TOWER JAKARTA. (PROYEK KSO)**

**MENARA ASTRA JAKARTA. (PROYEK KSO)**

**HOTEL MERCURE – BSD CITY**

**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. (PROYEK KSO 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**

**ISLAMIC CENTER – SAMARINDA**

**GREEN OFFICE PARK 1-TANGERANG**

**1 PARK AVENUE - JAKARTA**

**CINEMAXX THEATER THE BREEZE – TANGERANG**

**IKEA STORE 3 KOTA BARU PARAHYANGAN - BANDUNG**

**MENARA TENDEAN – JAKARTA**

**CHITALAND TOWER - JAKARTA**



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# Projects Under Construction



One Tower - BSD City Tangerang



Gedung Innopharm - BSD



KAMPUS POLITEKNIK MANUFAKTUR ASTRA- BEKASI



RAMAYANA CIPANAS



THE SMITH - ALAM SUTERA



BINUS School - Semarang



TAMAN PERMATA BUANA APARTMENT- JAKARTA



APARTEMEN GARDEN RESIDENCES - SAKURA GARDEN CITY JAKARTA



WISMA BARITO PACIFIC 2- JAKARTA



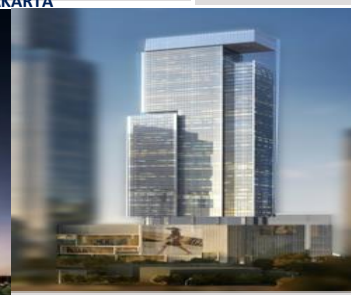
GRAHA PARAMITA II, BINTARO



TRANS ICON - SURABAYA



THE PAKUBUWONO MENTENG - JAKARTA



THAMRIN NINE - JAKARTA



SQ Residence - Jakarta



PADMA HOTEL - SEMARANG



Sasa Inti Minsel - Minahasa Selatan



## Joint Operation (JO) Projects



THE HAVEN LAGOI BAY - BINTAN

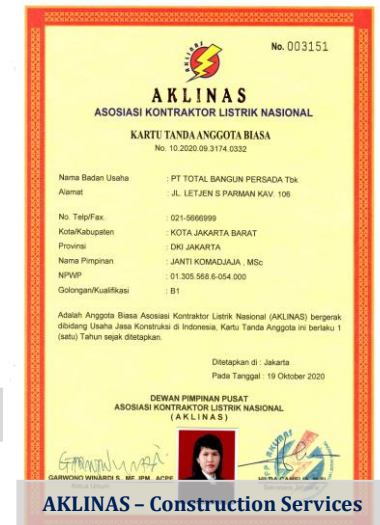


PIM 3 AND OFFICE TOWER – JAKARTA



DASWIN OFFICE TOWER – JAKARTA.

# Certifications & Memberships



Indonesia Contractor Association

Green Building Council Indonesia  
Corporate Founding Member

SBUJK – Construction Services

AKLINAS – Construction Services





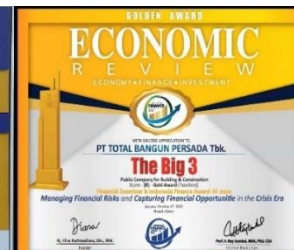
Penghargaan Director Safety Performance untuk Bapak Handoyo Rusli dalam Indonesia Construction Safety Awards (ICSA) 2020



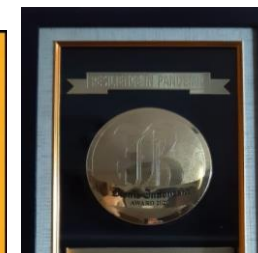
Safety Innovation Award 2020  
"eyeCARE APD & Identity Detector"



The Best Indonesia Corporate Secretary & Corporate Communication 2020



THE BIG 3 - Indonesia Finance Award-III-2020

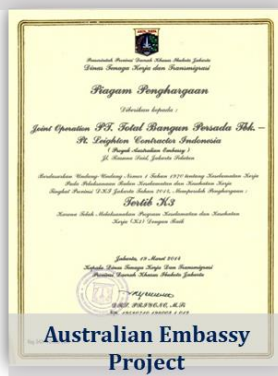


The Best Public Companies-The Building Construction sector  
Bisnis Indonesia Award 2020



The Environmental, Social & Governance (ESG) Awards 2020

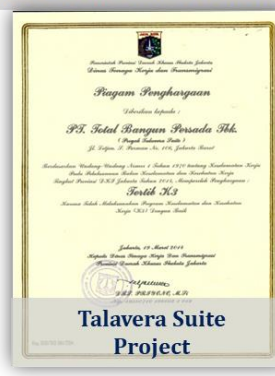
## Occupational Health, Safety and Environment Awards



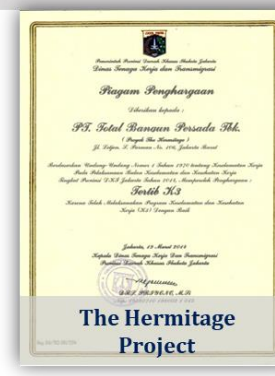
Australian Embassy Project



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

- **Enhance technology & people competencies**
- **Carry out next stages of Enterprise Resource Planning (ERP)**
- **ERM for Subsidiaries**
- **Costing Review**

# THANK YOU



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## GOLDEN YEAR

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