

PT TOTAL BANGUN PERSADA Tbk

Pride & Excellence in Construction



FY - 2015

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.

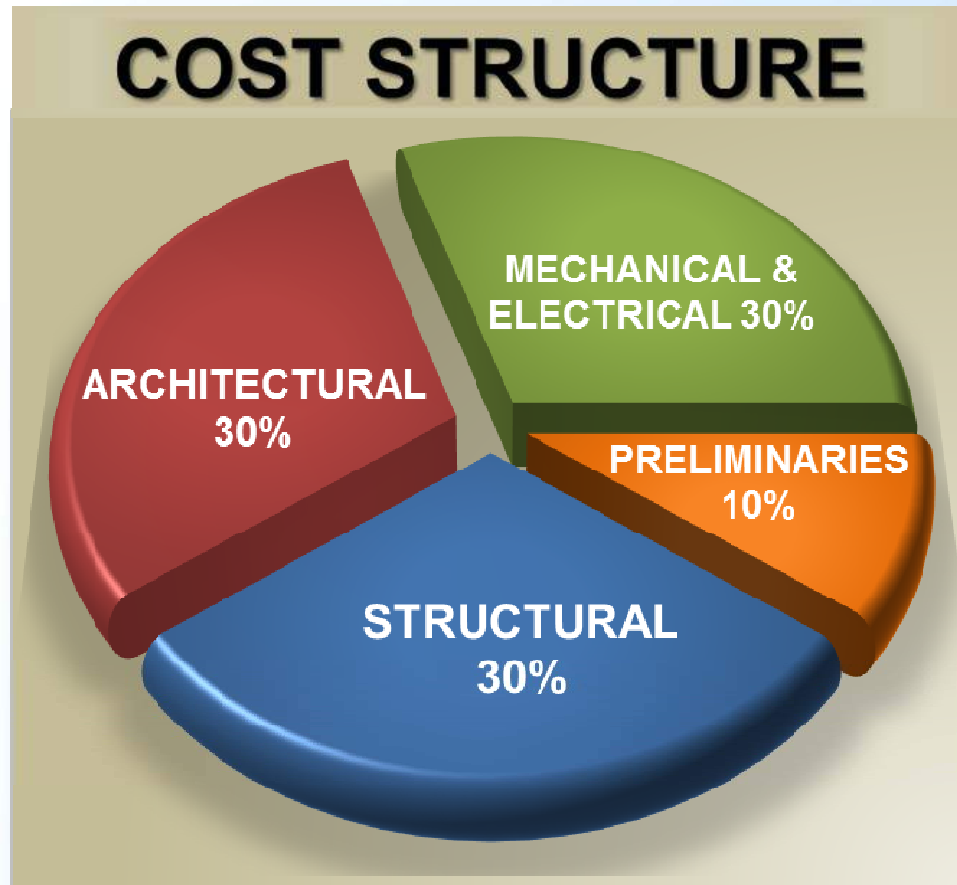
PT Total Bangun Persada Tbk

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

Share Performance

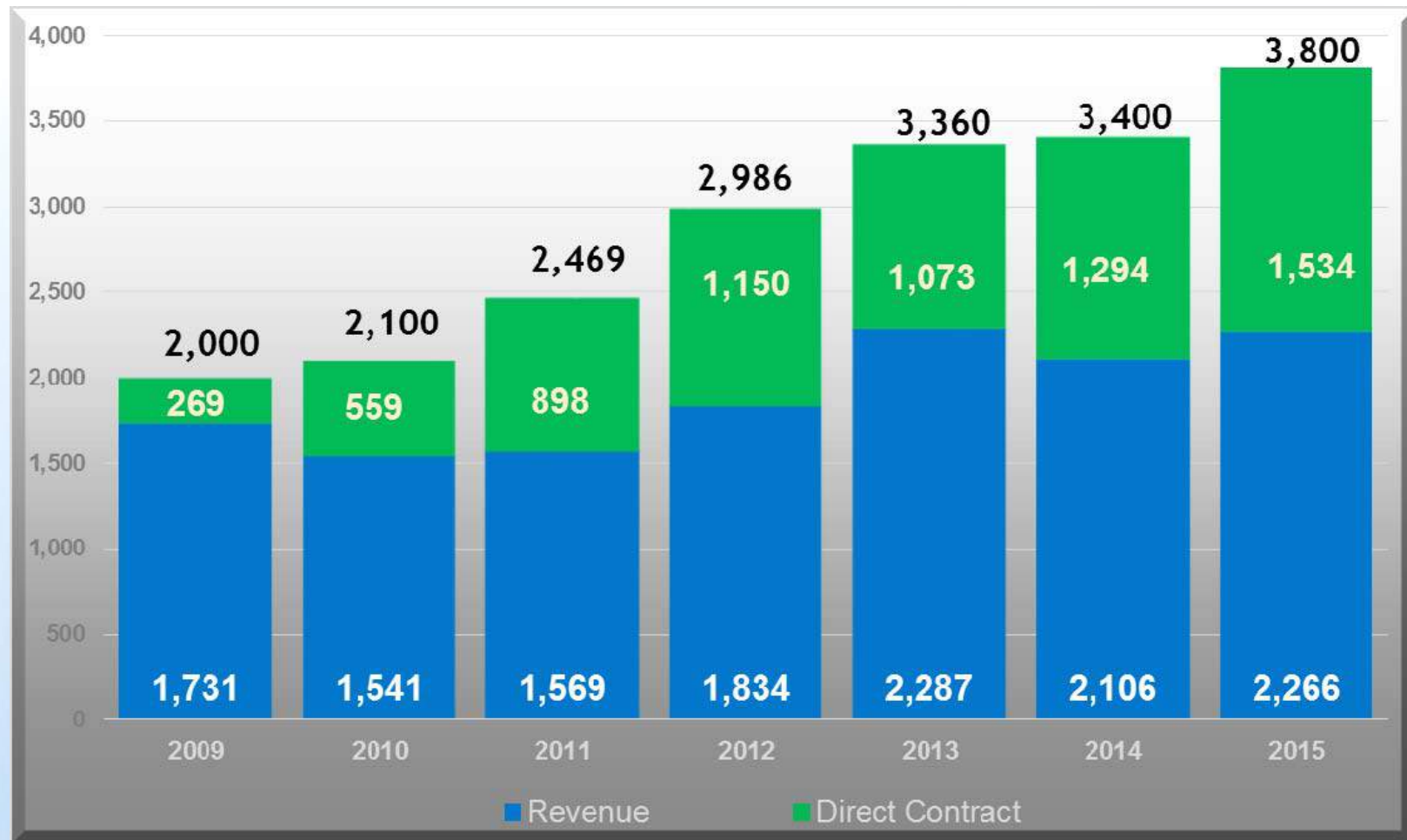
- Listed at IDX on 25 July 2006
- Initial listing of 2.75 billion shares. The Company issued Bonus shares of 660 million on June 28th, 2010. Current outstanding shares are 3.41 billion.
- IPO price of Rp.345,-/share and listed on the Main Board
- As of March 2016, local and foreign investors comprised of 25.59% & 8.07% respectively.
- Founders (66.34%) - as of March 2016:
 - *PT Total Inti Persada (TIP) 56.50%*
 - *Pinarto Sutanto 1.83%*
 - *Widodo 0.01%*
 - *Ir. Djadjang T., MSc. 8.00%*

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.)

Revenue (Rp. Bio.)



- Scope of work is around Rp 3.8 Trillion in 2015 and Rp 3.4 Trillion for 2014
- Revenue: Rp 2.266 Trillion (2015) Vs. Rp 2.106 Trillion (2014)

Business Performance

Revenue Mix :

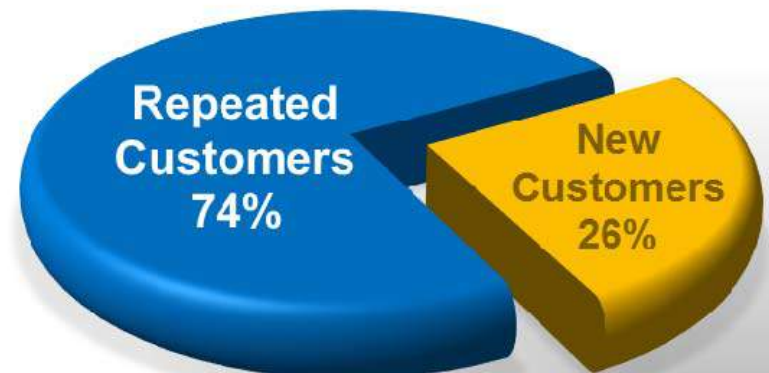
- Repeat / New Customers
- Private / Government
- Project Classification
- Project Location

Repeat / New Customers

REVENUE FY- 2015



REVENUE FY - 2014

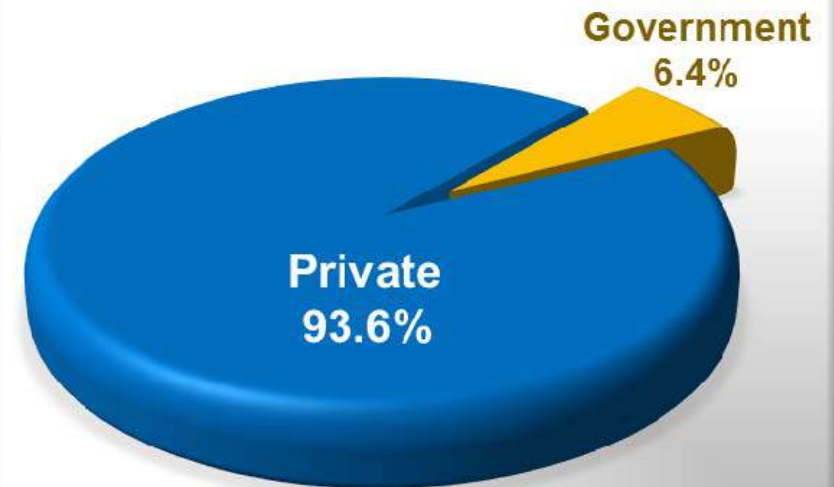


Private / Government

REVENUE FY- 2015

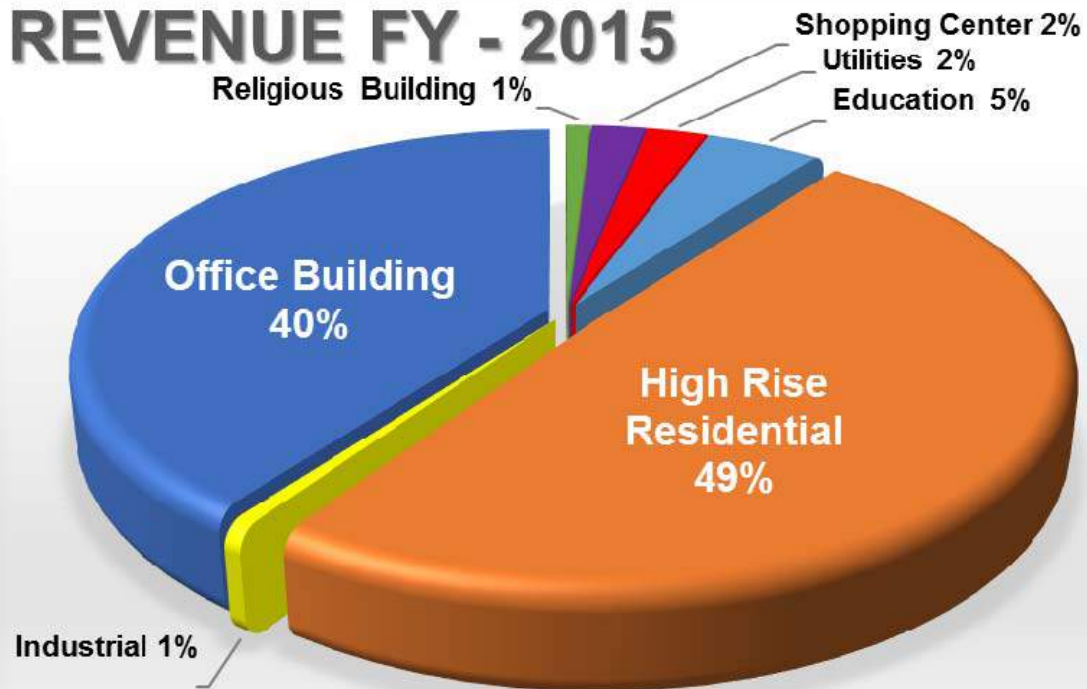


REVENUE FY - 2014

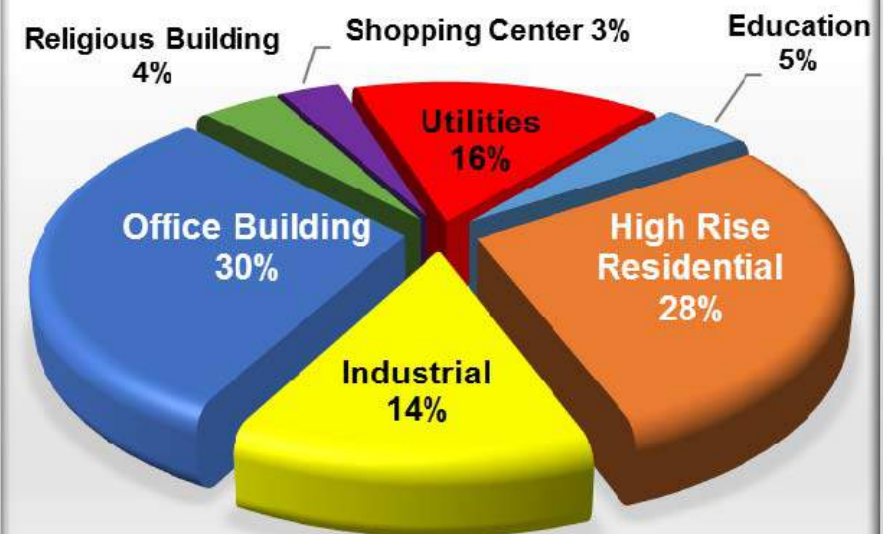


Project Classification

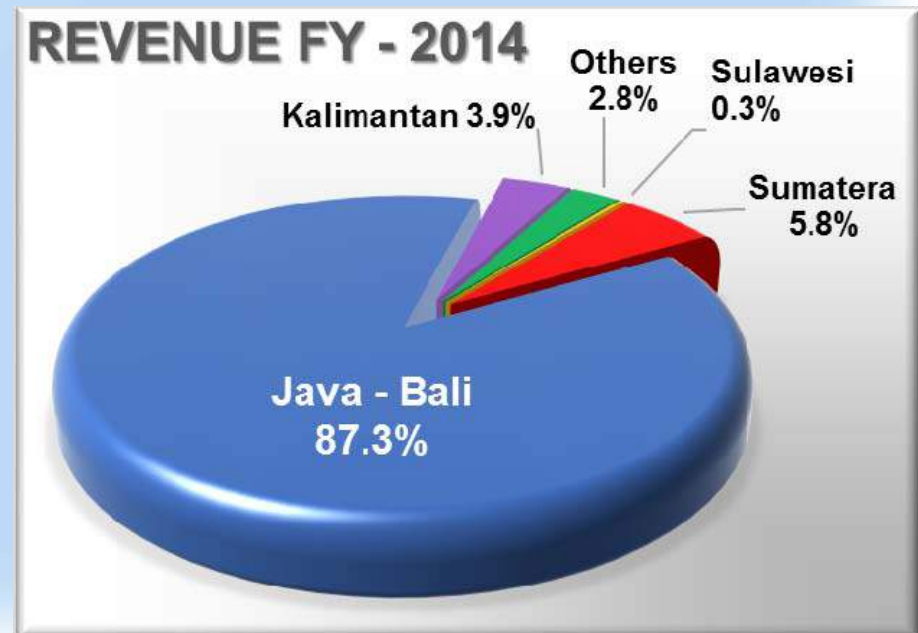
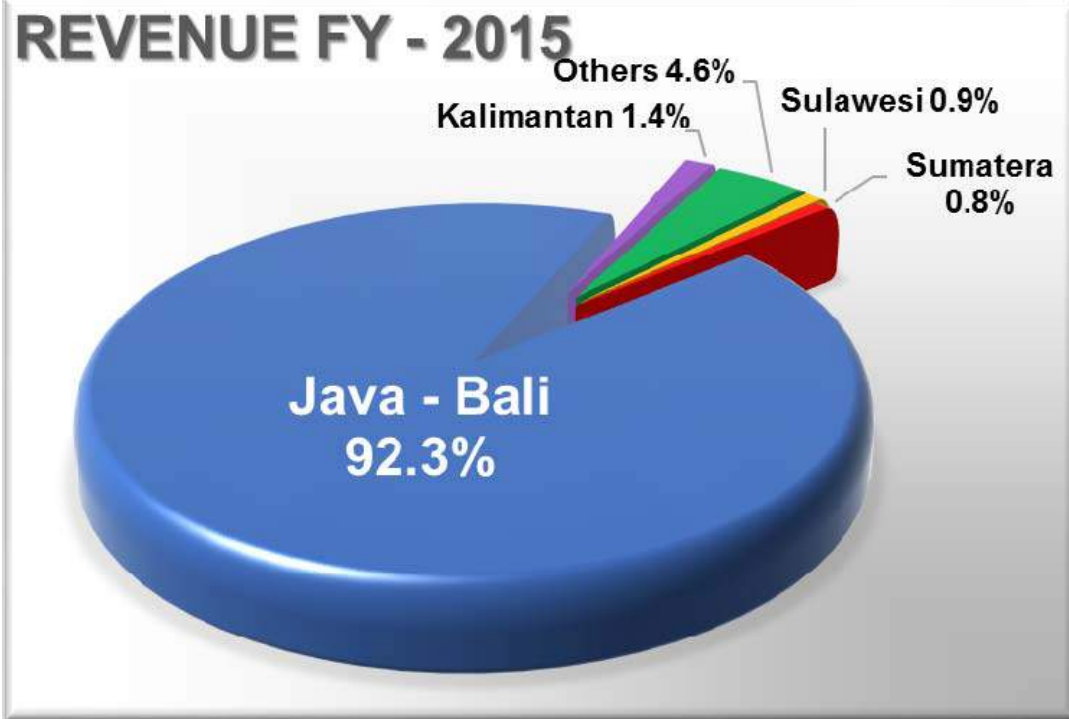
REVENUE FY - 2015



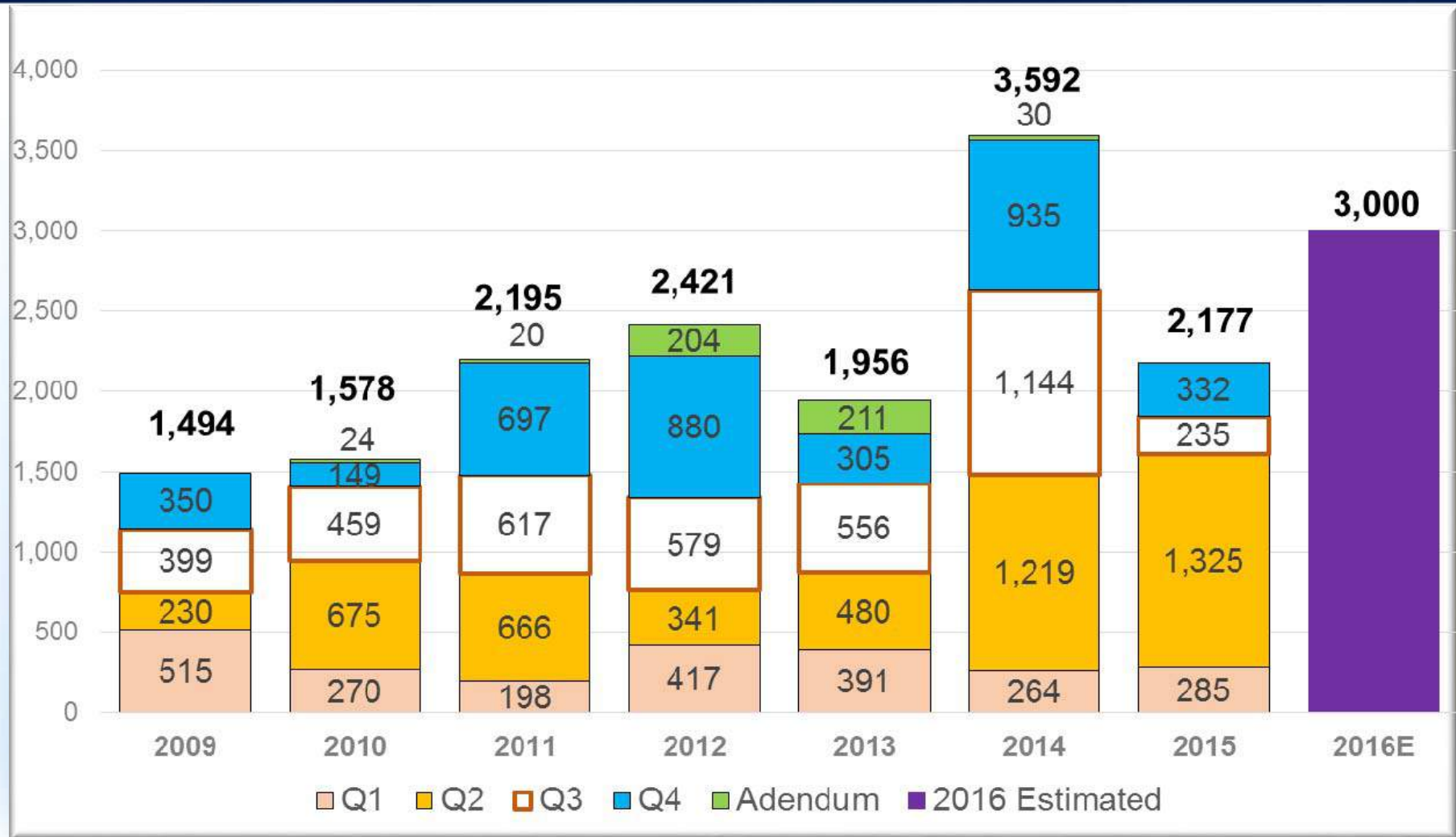
REVENUE FY - 2014



Project Location



New Signed Contracts (Rp. Bio.)



As of December 2015 :

- ❑ New Signed Contract is Rp 2.2 Trillion (Binus Alam Sutra (Phase-II), Green Office Park 9 BSD, Pakubuwono Spring Apartment, LaVie Apartment, Living Plaza Balikpapan , Cinemaxx, etc).

Backlog Estimation (Rp. Mio.) as of March 2016

OUTSTANDING WORKS (OW)	Outstanding Works	Revenue 2015 (Audited)	Carry over to 2016	Revenue 2016 (Unaudited)	Carry over to 2017	Estimated Revenue 2017	Carry over to 2018	Estimated Revenue 2018	Carry over to 2019
OW Project from previous years	12,049	12,049	-	-	-	-	-	-	-
New project signed in 2012	71,273	71,273	-	-	-	-	-	-	-
Amendment in 2013 from previous project	116,245	98,665	17,580	17,580	-	-	-	-	-
New project signed in 2013	408,848	352,673	56,175	56,175	-	-	-	-	-
Amendment in 2014 from previous project	105,929	54,943	50,986	50,986	-	-	-	-	-
New project signed in 2014	3,199,769	1,111,902	2,087,867	1,202,355	885,512	885,512	-	-	-
Amendment in 2015 from previous project	(81,856)	61,212	(143,068)	(149,739)	6,671	6,671	-	-	-
New project signed in 2015	2,176,616	431,198	1,745,418	857,788	887,630	556,201	331,429	331,429	-
Amendment in 2016 from previous project	114,965		114,965	99,349	15,616	8,923	6,693	6,693	-
New project signed in 2016	234,318		234,318	164,773	69,545	69,545	-	-	-
Total Outstanding Works	6,358,156								
Revenue 2015 - Audited		2,193,915							
Carry Over to 2016			4,164,241						
Revenue 2015 - Audited				2,299,267					
Carry Over to 2016					1,864,974				
Revenue 2016 - Estimated						1,526,852			
Carry Over to 2017							338,122		
Revenue 2017 - Estimated								338,122	
Carry Over to 2018									0

Estimated Revenue in 2016 : Rp 2.6 Trillion

Estimated Net Profit in 2016 : Rp 210 Billion

Estimated New Signed Contract in 2016: Rp 3 Trillion

Projects Prospects (Pipelines)

As February of 2016

- 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.

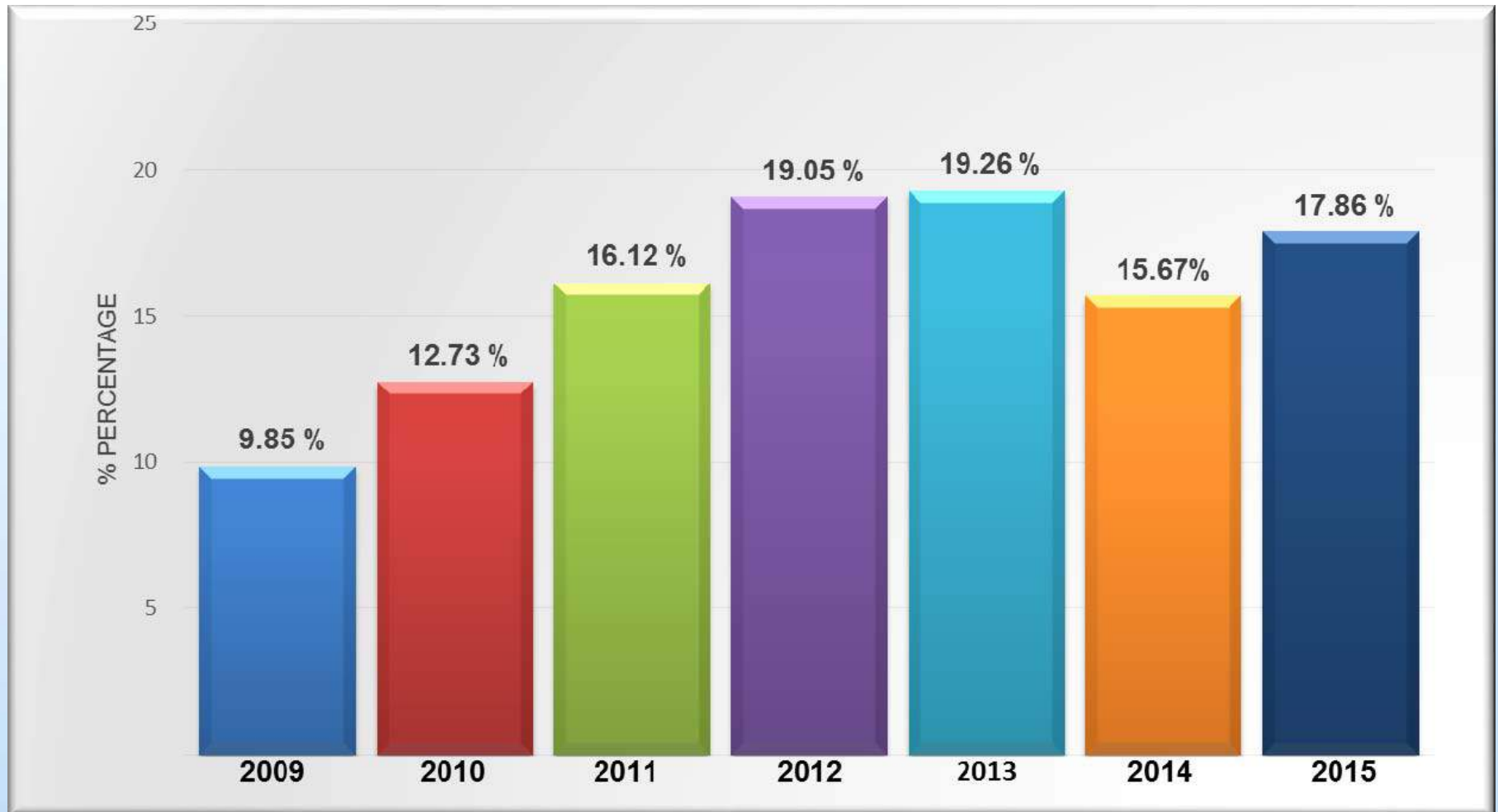
- Pipelines are very dynamic and they can change from time to time.

Exclude VAT

NO	SECTOR	CONTRACT VALUE ESTIMATION (IDR BIO)
1	High Rise Residential	3,000
2	Office	280
3	Hotel	870
4	Education	170
5	Hospital	158
6	Others	343
	TOTAL	4,821

All of the above pipeline projects are private projects.

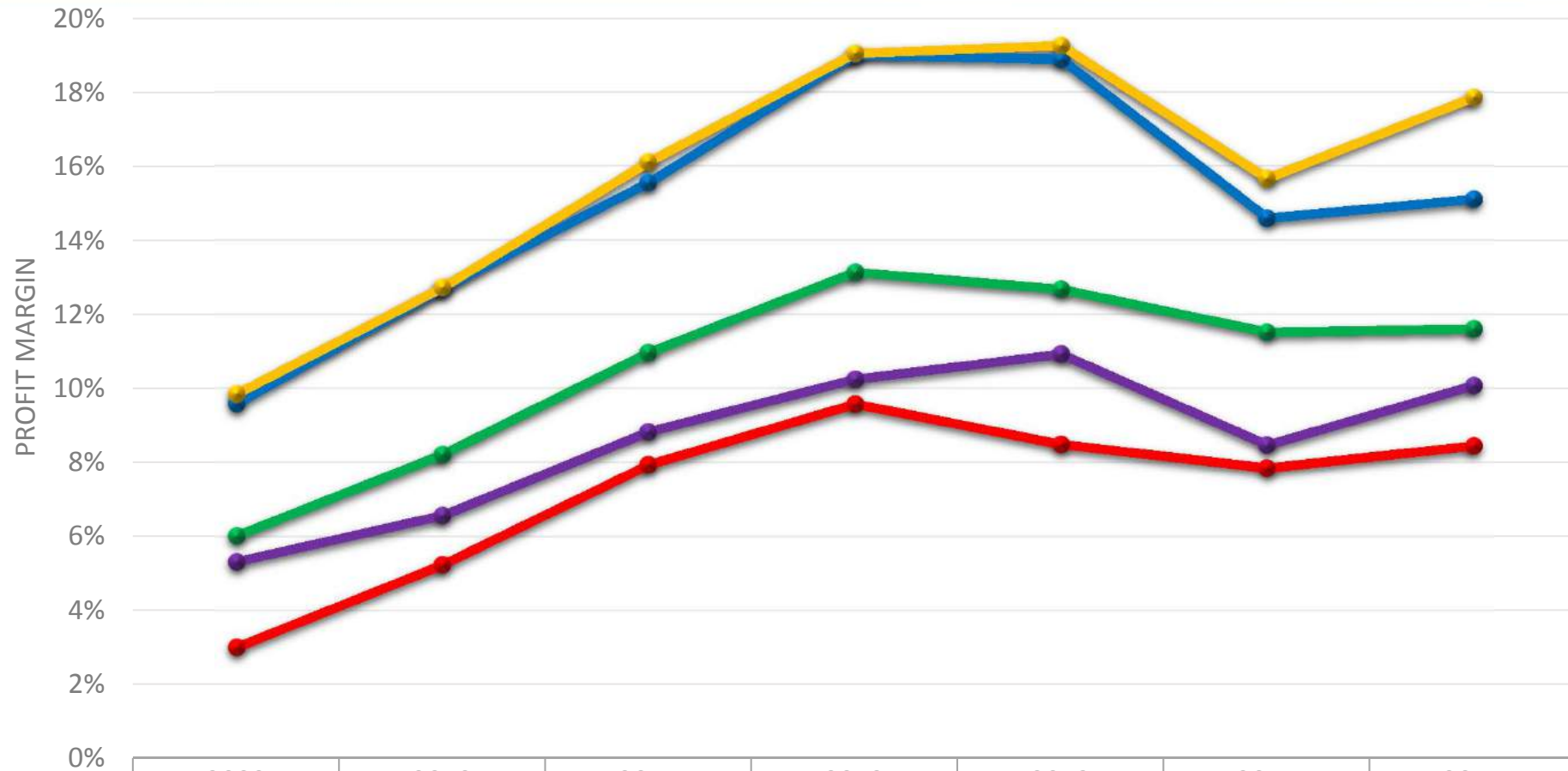
Gross Profit Margin (%)



GP Margin from Scope of Work is estimated at 10%

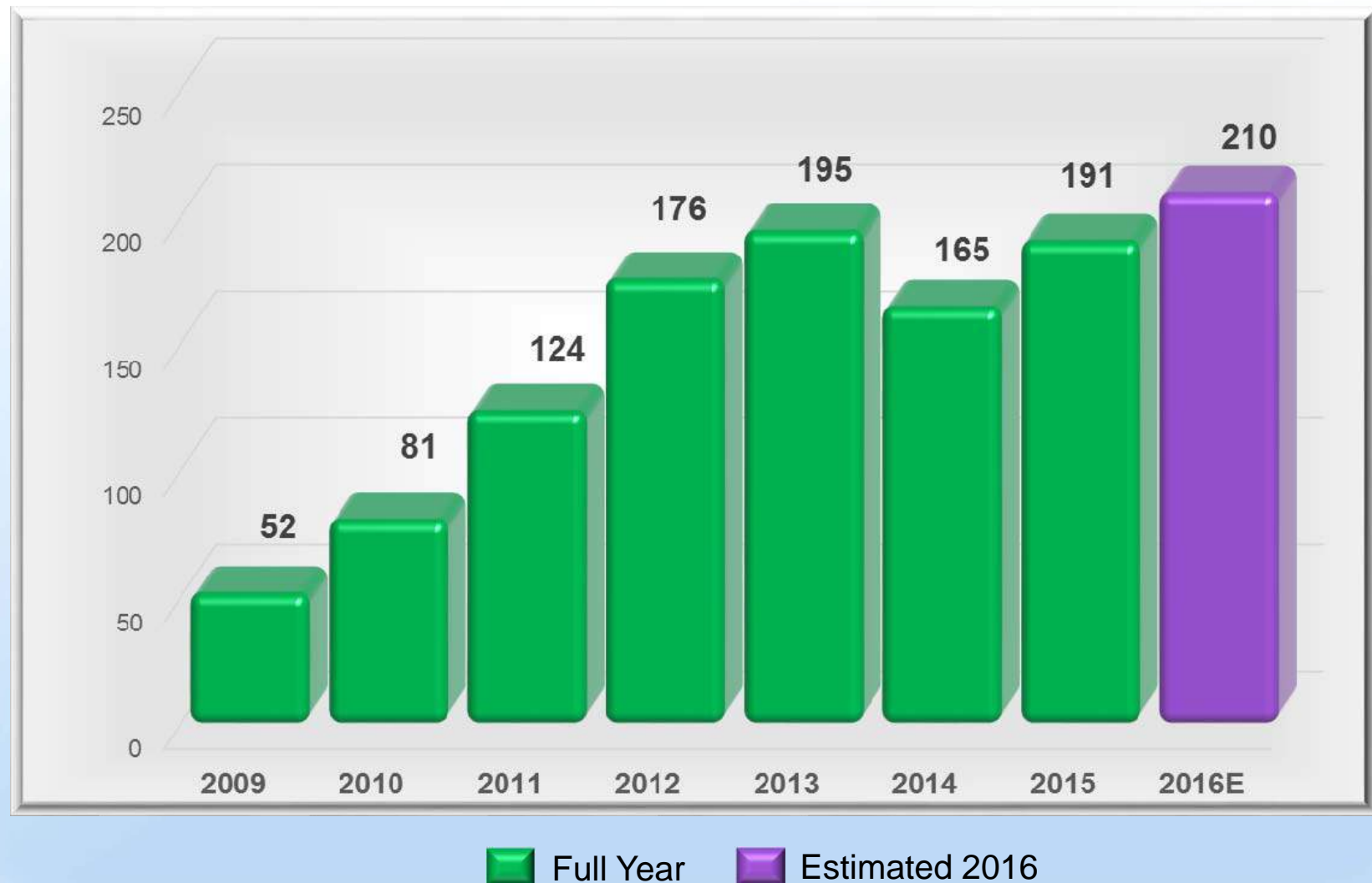
NP Margin from Scope of Work is estimated at 5%

Profit Margin



	2009	2010	2011	2012	2013	2014	2015
Gross Profit	9.59%	12.71%	15.56%	19.01%	18.89%	14.60%	15.11%
Gross Profit After JO	9.85%	12.73%	16.12%	19.05%	19.26%	15.67%	17.86%
Operating Profit	5.32%	6.57%	8.83%	10.25%	10.93%	8.47%	10.08%
Pretax Profit	6.02%	8.22%	10.97%	13.14%	12.68%	11.52%	11.61%
Net Profit	3.01%	5.24%	7.94%	9.58%	8.49%	7.85%	8.45%

Net Profit (Rp. Bio.)



FINANCIAL STATEMENTS

(Summary, Unaudited)

IDR Billion	FY 2015	FY 2014	Changes
Total Current Assets	2,236	2,023	11%
Total Non Current Assets	610	461	32%
Total Assets	2,846	2,484	15%
Total Current Liabilities	1,777	1,558	14%
Total Non Current Liabilities	203	158	28%
Total Liabilities	1,980	1,716	15%
Retained Earnings	505	416	22%
Non Controlling Interest	17	2	800%
Capital Stocks & Additional	344	350	0%
Total Stockholders' Equity	866	768	13%
Total Liabilities and Stockholders' Equity	2,846	2,484	15%

IDR Billion	FY 2015	FY 2014	Changes
Revenue	2,266	2,106	8%
Gross Profit	342	308	11%
Gross Profit After Joint Operations	405	330	23%
Profit Before Tax	263	242	9%
Income Tax	72	77	-6%
Net Profit	191	165	16%

ROE and ROA

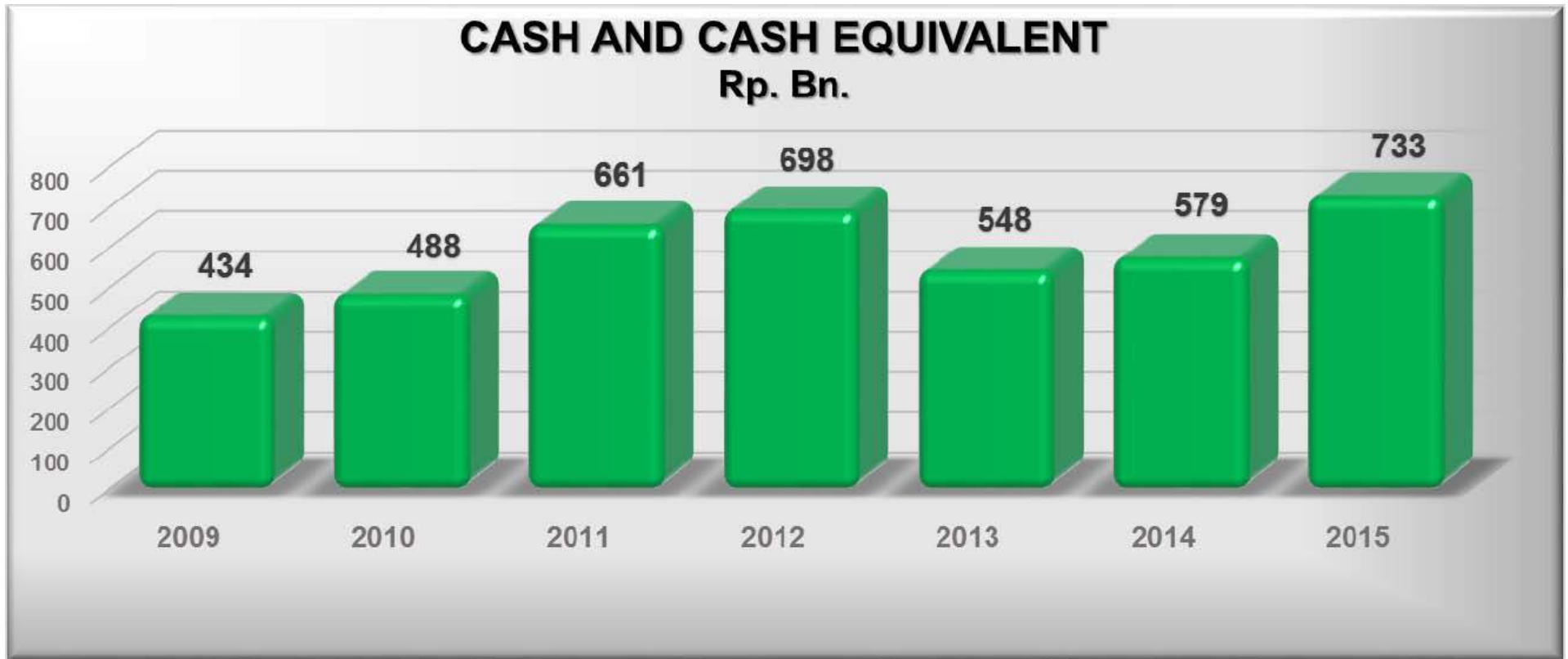
	2009	2010	2011	2012	2013	2014	2015
ROE	10.58%	14.46%	19.71%	26.66%	25.80%	21.58%	22.55%
ROA	4.03%	5.08%	6.58%	8.51%	8.73%	6.66%	6.72%

Final Dividend Payment History

	2007	2008	2009	2010	2011	2012	2013	2014	2015
% Of Previous Year's Net Profit	40.33	38.50	31.64	40.00	62.00	120.19	56.93	61.43	62.50
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
Rp/Share	15.00	7.50	2.00	7.50	14.67	44.00	29.33	35.00	30.00
No. of shares eligible for dividends (In Bn.)	2.75	2.75	2.75	2.75	3.41	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 around 50%.

Preserving Cash to Stay Afloat



- ❖ 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 cash, the Company has Rp +/- 65 bio of liquid traded bonds (Government and Corporate)

IDR Billion	2011	2012	2013	2014	2015	2016 Est
Revenue (Excluding JO Projects)	1,569	1,834	2,287	2,106	2,266	2,600
Value of Work Done or Scope of Work	2,500	3,000	3,360	3,400	3,800	4,400
Net Profit (Including JO Projects)	124	176	195	165	191	210
New Signed Contracts (Non - JO)	2,195	2,421	1,956	3,570	2,177	3,000
Scope of Work for New Signed Contracts	3,500	3,200	2,700	5,800	3,000	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 expenditure for 2015: Rp 154 Bio to buy 1 floor at GKM Tower, Land Investment in BSD, purchases of projects equipment, IT equipment and software, office renovation, etc.

- Allocation for 2016 Capex: Rp 150 bio, which will be used for office renovation, project equipment, IT equipments, IT Software, BSD land purchase settlements, etc.

Past Projects



Past Projects

SOVEREIGN- JAKARTA



1 PARK RESIDENCE - JAKARTA



**BINUS ALAM SUTERA
SERPONG, TANGERANG**



**K-LINK TOWER
JAKARTA**



MENARA DANAMON – JAKARTA



ALLIANZ TOWER JAKARTA



MENARA GKM – JAKARTA

Past Projects



CENTRAL PARK - JAKARTA



**MULTIMEDIA NUSANTARA UNIVERSITY
SERPONG, TANGERANG**



BINUS SERPONG 3 - SERPONG, TANGERANG

Past Projects



ICE (INTERNATIONAL CONVENTION EXPO)
SERPONG, TANGERANG

Past Projects



THE BREEZE
BSD City – Serpong Tangerang

Past Projects



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

Projects Under Construction



1 PARK AVENUE - JAKARTA



**MENARA SENTRAYA
JAKARTA**



SEQUIS DEVELOPMENT

Projects Under Construction



**THE TOWER
SOUTH JAKARTA**



**PONDOK INDAH RESIDENCE
SOUTH JAKARTA**

Under Construction



Under Construction



New Projects

GREEN OFFICE PARK 9



BINUS ALAM SUTRA
(PHASE II)



New Projects



**Pakubuwono Spring Apartment
Jakarta**



**La Vie Apartment
Jakarta**

New Projects



Living Plaza- Balikpapan



Midtown Hotel – Samarinda



**Cinemaxx Theatre The Breeze
BSD City**

Joint Operation (JO) Projects



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



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



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

Certifications



ISO 9001 : 2008



OHSAS 18001 : 2007



ISO 14001 : 2004

Certifications & Memberships



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



**AKI (Indonesian
Construction
Association)**



**GBCI Corporate
Founding Member**

Awards Received



TOP Private Company of Infrastructure on Building & Construction 2015



TOP ASEAN Infrastructure 2015



Primary Satellite Control Facility



The Tower- Jakarta

The Ministry of Public Works and Public Housing of Republic Indonesia Best Awards on Construction Project Performance in the framework of Indonesia's Constructions 2015

Awards Received



**ARA Trophy
From OJK
2014**



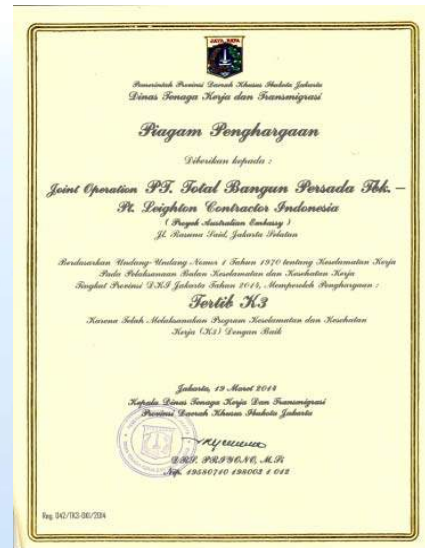
**Indocement Contractor Award
for Best Achievement in
Building Project 2014**



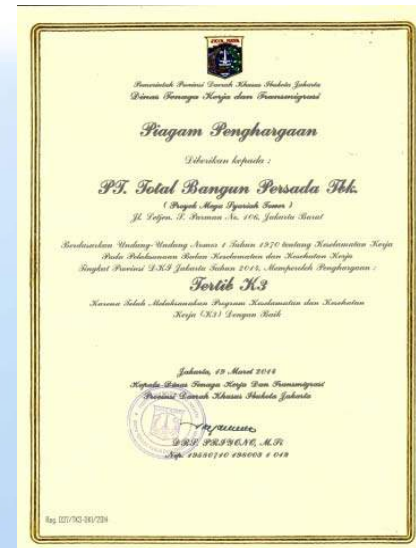
**Indocement Trophy for
Best Achievement in
Building Project**

Awards Received

**K3 Award for
Australian Embassy Project
March 2014**



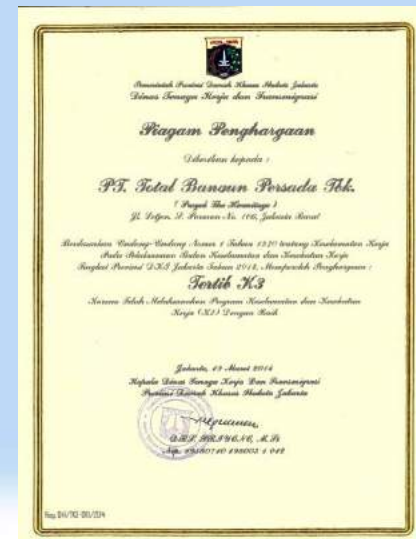
K3 Award for Mega Syariah Project March 2014



K3 Award for Talavera Suite Project Maret 2014



K3 Award for The Hermitage Project March 2014



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.



Subsidiaries

PT Total Persada Development (TPD) :

- Its main business is Property
- 99% owned by TOTL
- Initial investment to set up the Company is Rp 100 bio.
- TPD's Project is The GKM Tower project, a "Green Concept" office building located at T.B. Simpatupang, South Jakarta. GKM Tower consists of 22 Stories and 3 Basements



PT Total Persada Indonesia (TPI) :

- ❖ TPI's main business is Procurement & Construction services for industrial buildings
- ❖ 99% owned by TOTL
- ❖ Initial investment to set up the Company is Rp 25 bio.



Joint Venture Companies

PT Total Pola Persada (TPP) :



- ❖ TPP is a Joint Venture company between TOTL and PT Pola Intiperkasa
- ❖ It's main business is as a Formwork equipment supplier
- ❖ TOTL is the Majority Shareholder(60%). Initial investment to set up the Company is Rp 35 bio.
- ❖ Currently providing service only to TOTAL's Projects

PT Total Pola Formwork (TPF) :



- ❖ TPF is a Joint Venture company between TOTL and PT Pola Intiperkasa
- ❖ Its main business is Formwork Installation
- ❖ TOTL is the Majority Shareholder (60%). Initial investment to set up the Company is Rp 5 bio.
- ❖ Currently providing service only to TOTAL's Projects

Plan for 2016

- *Focus primarily in quality for High Rise Building*
- *Prioritize quality and safety in construction*
- *The company's key success factor is Innovation and Commitment*



THANK YOU