



PT TOTAL BANGUN PERSADA Tbk

Pride & Excellence in Construction

FY – 2016



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

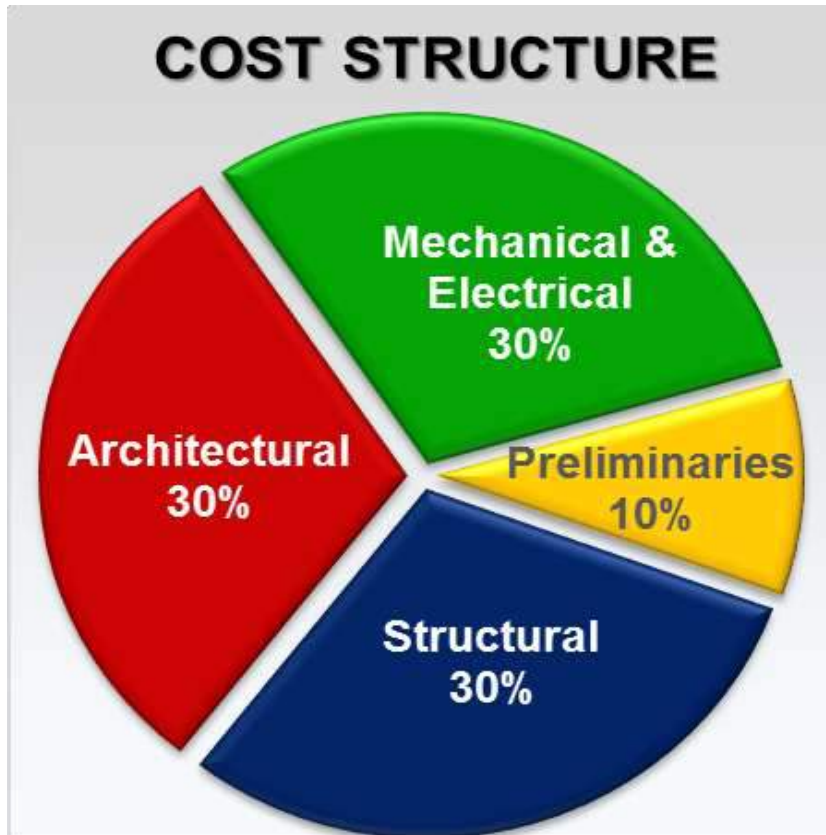


Share Performance

- 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 February 2017, shareholders comprise of:
 - Founders 66.35%
 - *PT Total Inti Persada (TIP) 56.50%*
 - *Pinarto Sutanto 1.83%*
 - *Widodo 0.01%*
 - *Ir. Djadjang T., MSc. 8.01%*
 - Local Investors 23.47%
 - Foreign Investors 10.18%



Cost Structure for Building Construction



•Structure (30%):

Concrete, Steel Bar, Formwork, etc.

•Architectural (30%):

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

•Mechanical & Electrical (30%):

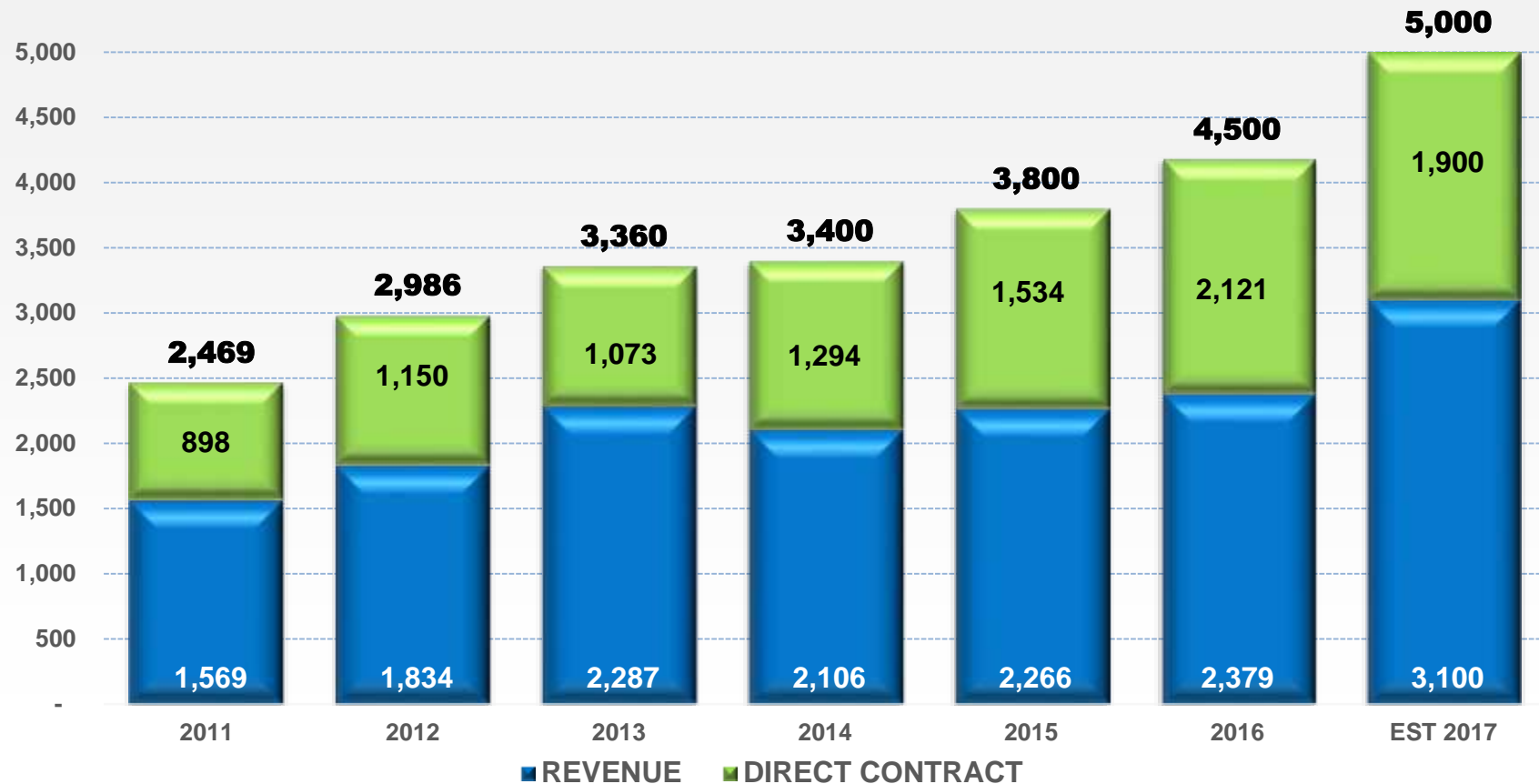
Plumbing, Fire Hydrant/Sprinkler, Elevator & Escalator, Gondola System, Electrical, Ventilation/Air Conditioning, Sound System, Fire Alarm, CCTV, Building Automation System, etc.

•Preliminaries (10%):

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



Revenue (Rp. Bio.)

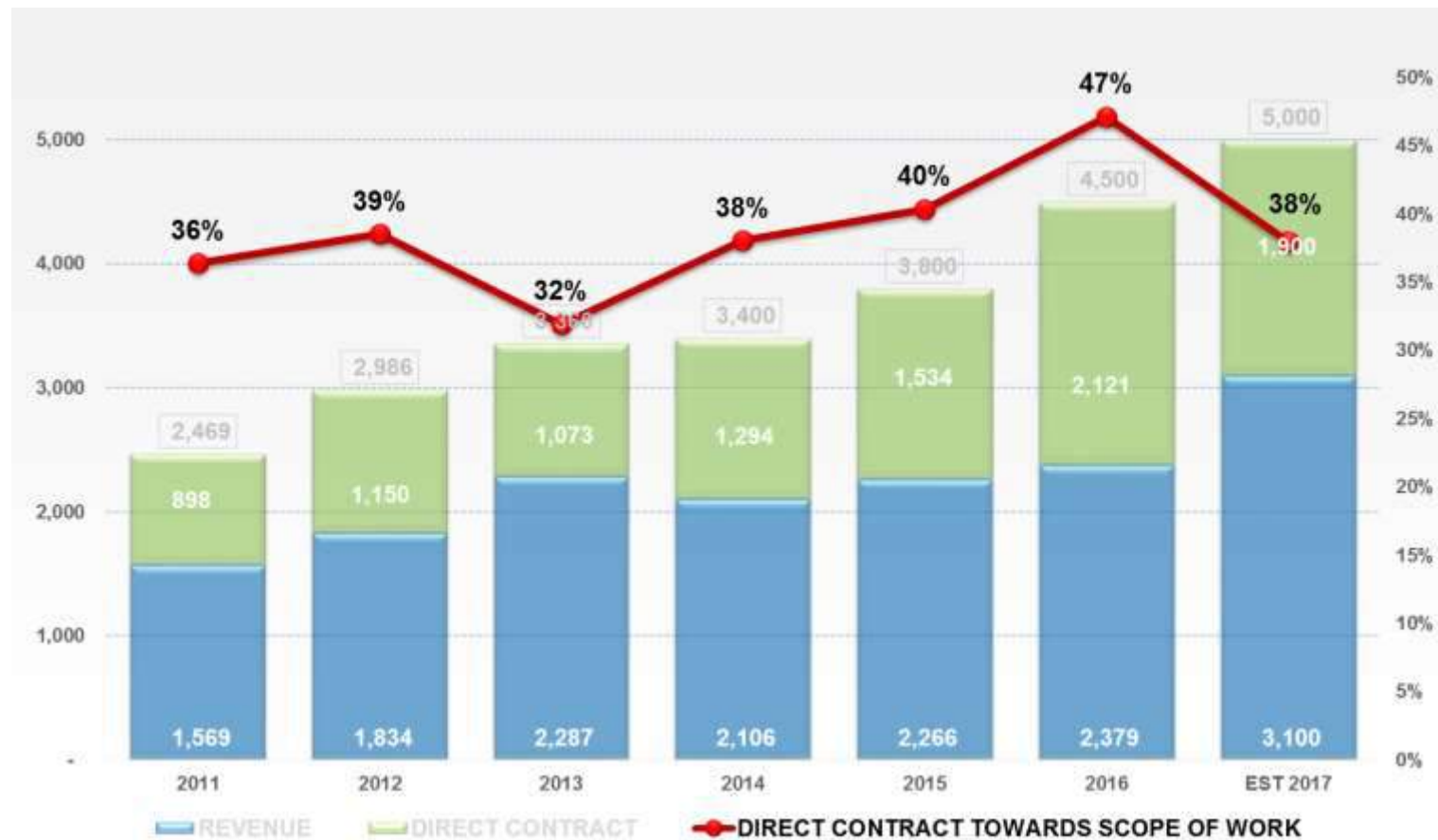


- Scope of work is around Rp 4.5 Trillion in 2016 and Rp 3.8 Trillion for 2015
(Scope of Work = Revenue TOTL + Direct Contract/ DC)
- Revenue: Rp 2.4 Trillion (FY-2016) Vs. Rp 2.3 Trillion (FY-2015)

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Direct Contract Portions



Revenue depends on the agreement between TOTAL with Owners and Subcontractors. If most of the work settled directly between owners and subcontractors (Direct Contract), the value of new signed contract will decrease in turn lowering revenue received.

TOTAL is responsible for the management and coordination of the overall project as the Main Contractor.



Revenue Mix :

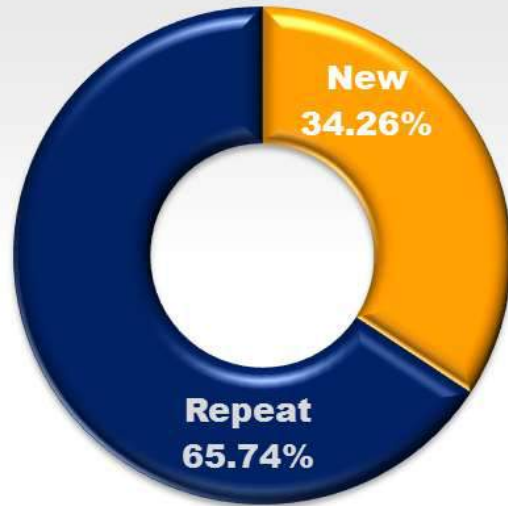
- Repeat / New Customers
- Private / Government
- Project Classification
- Project Location



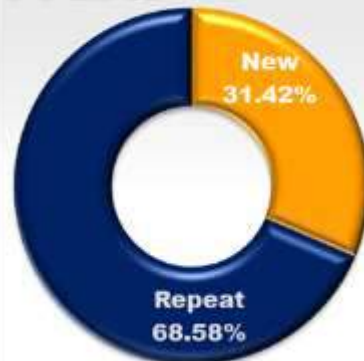
Business Performance

Repeat / New Customers

FY 2016



FY 2015

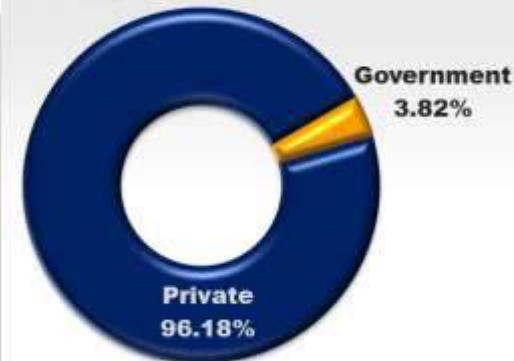


Private / Government

FY 2016



FY 2015

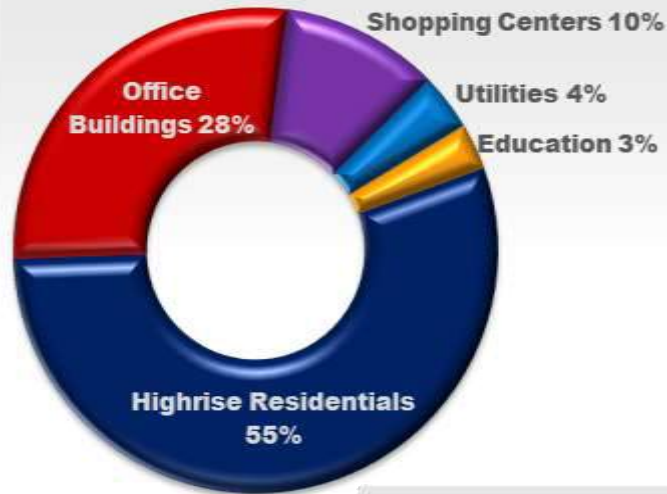


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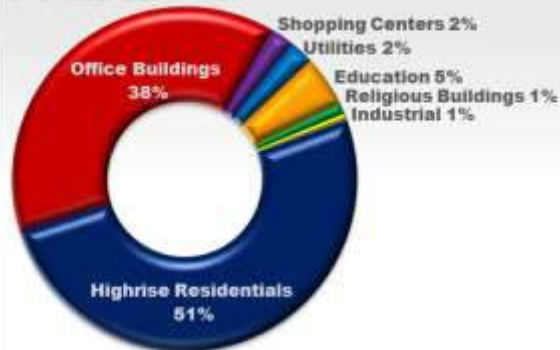


Project Classifications

FY 2016

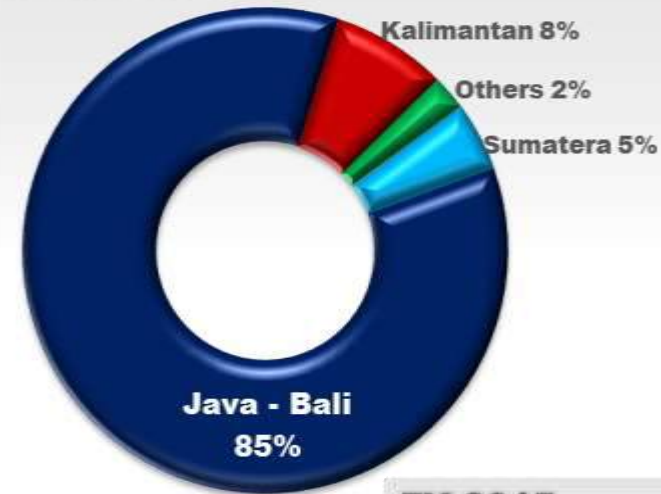


FY 2015

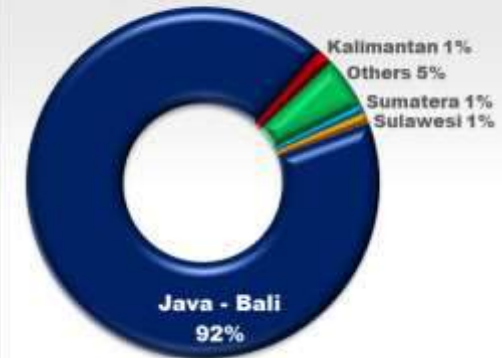


Project Location

FY 2016



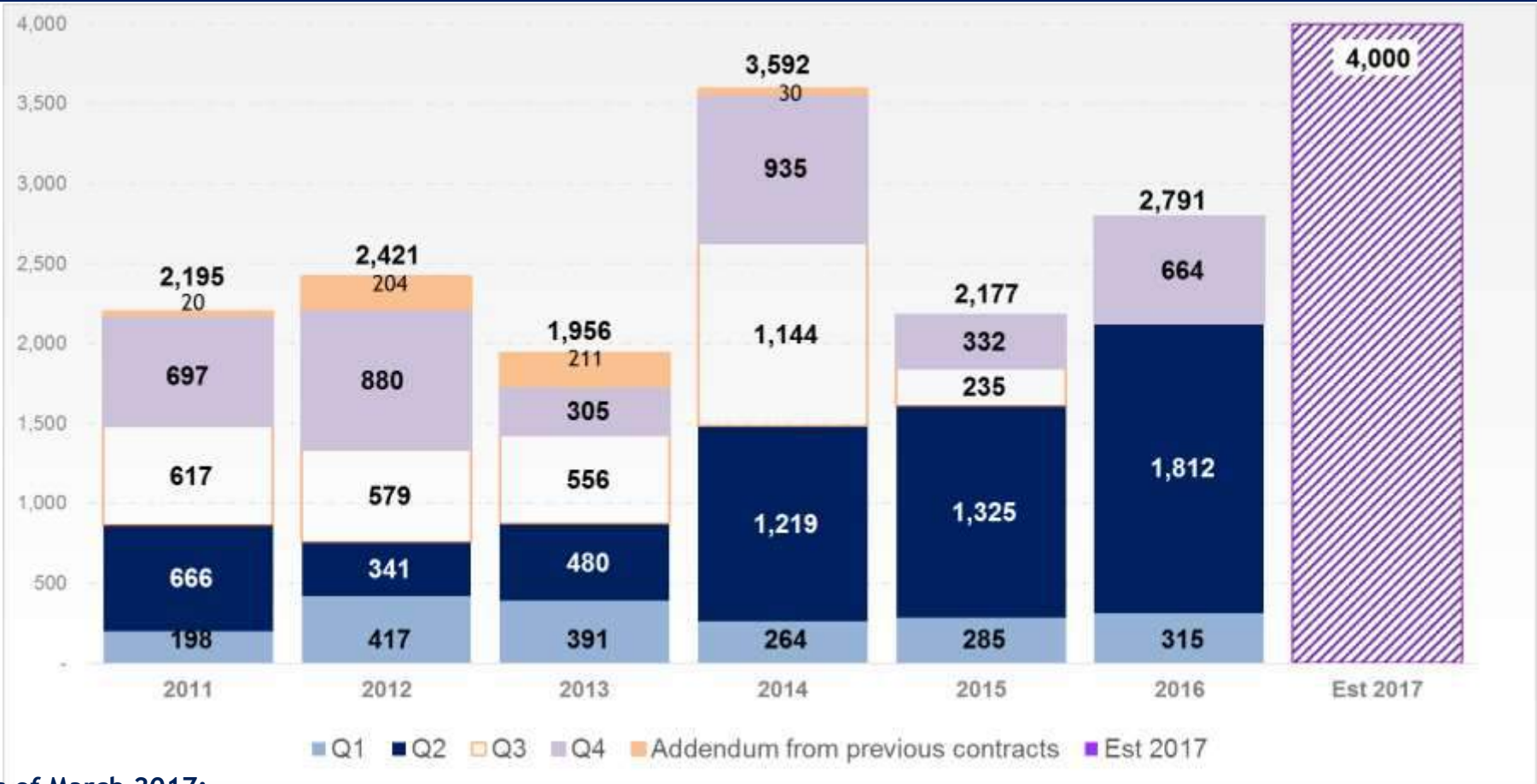
FY 2015



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New Signed Contracts (Rp. Bio.)



As of March 2017:

Total New Signed Contract has reached 796 billion or 20% of the estimated target of 4 Trillion. The projects include: Lippo Cikarang Orange County City Centre Residential, Verde 2- Jakarta, Arcadia Office Park Tower, Rumah Sakit GRHA MM2100- West Cikarang, Ramayana Cikupa, Thamrin Nine- Jakarta, GOP 3- BSD, etc.

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New Signed Contracts (Rp. Bio.)



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Backlog Estimation (Rp. Bio.)

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 projects	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 projects	105,929	54,943	50,986	50,986	-	-	-	-	-
New project signed in 2014	3,199,769	1,111,902	2,087,867	1,151,085	936,782	936,782	-	-	-
Amendment in 2015 from previous projects	(81,856)	61,212	(143,068)	(112,708)	(30,360)	(30,360)	-	-	-
New project signed in 2015	2,176,616	431,198	1,745,418	934,843	810,575	479,145	331,430	331,430	-
Amendment in 2016 from previous projects	(116,523)		(116,523)	(116,523)	-	-	-	-	-
New project signed in 2016	2,640,243		2,640,243	322,595	2,317,648	1,278,436	1,039,212	695,509	343,703
Total Outstanding Works	8,532,593								
Revenue 2015 - Audited		2,193,915							
Carry Over to 2016			6,338,678						
Revenue 2016 - Estimated				2,304,033					
Carry Over to 2017					4,034,645				
Revenue 2017 - Estimated						2,664,003			
Carry Over to 2018							1,370,642		
Revenue 2018 - Estimated								1,026,939	
Carry Over to 2019									343,703

Estimated Revenue in 2017 : Rp 3.1 Trillion

Estimated Net Profit in 2016 : Rp 250 Billion

Estimated New Signed Contract in 2017: Rp 4 Trillion



Backlog Estimation (Rp. Bio.)

As of December 2016

OUTSTANDING WORKS (OW)	Contract Value	TOTL Portion	Revenue up to 2014	Outstanding Works	Revenue 2015	Carry Over to 2016	Revenue 2016 (Estimated)	Carry Over to 2017 (Estimated)	Estimated Revenue 2017	Carry Over to 2018
OW Project from previous years	10,612,798	4,069,058	621,652	3,447,405	969,115	2,478,290	1,589,148	889,142	889,142	
Total Outstanding				3,447,405						
Revenue 2015					969,115					
Carry over to 2016						2,478,290				
Revenue 2016 - (Estimated)							1,589,148			
Carry Over to 2017								889,142		
Revenue 2017 (Estimated)									889,142	
Carry Over to 2018										-

JO Projects as of 2016 are as follows:

- Menara Astra Project -Jakarta. JO with Shimizu Corporation
- MNC Media Tower Project -Jakarta. JO with Shimizu Corporation
- Grade A Office at SCBD Lot. X - Jakarta. JO with PT Takenaka Indonesia
- JIExpo Convention Centre & Theatre - Jakarta. JO with PT Balfour Beatty Sakti Indonesia



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.

As of March 2017

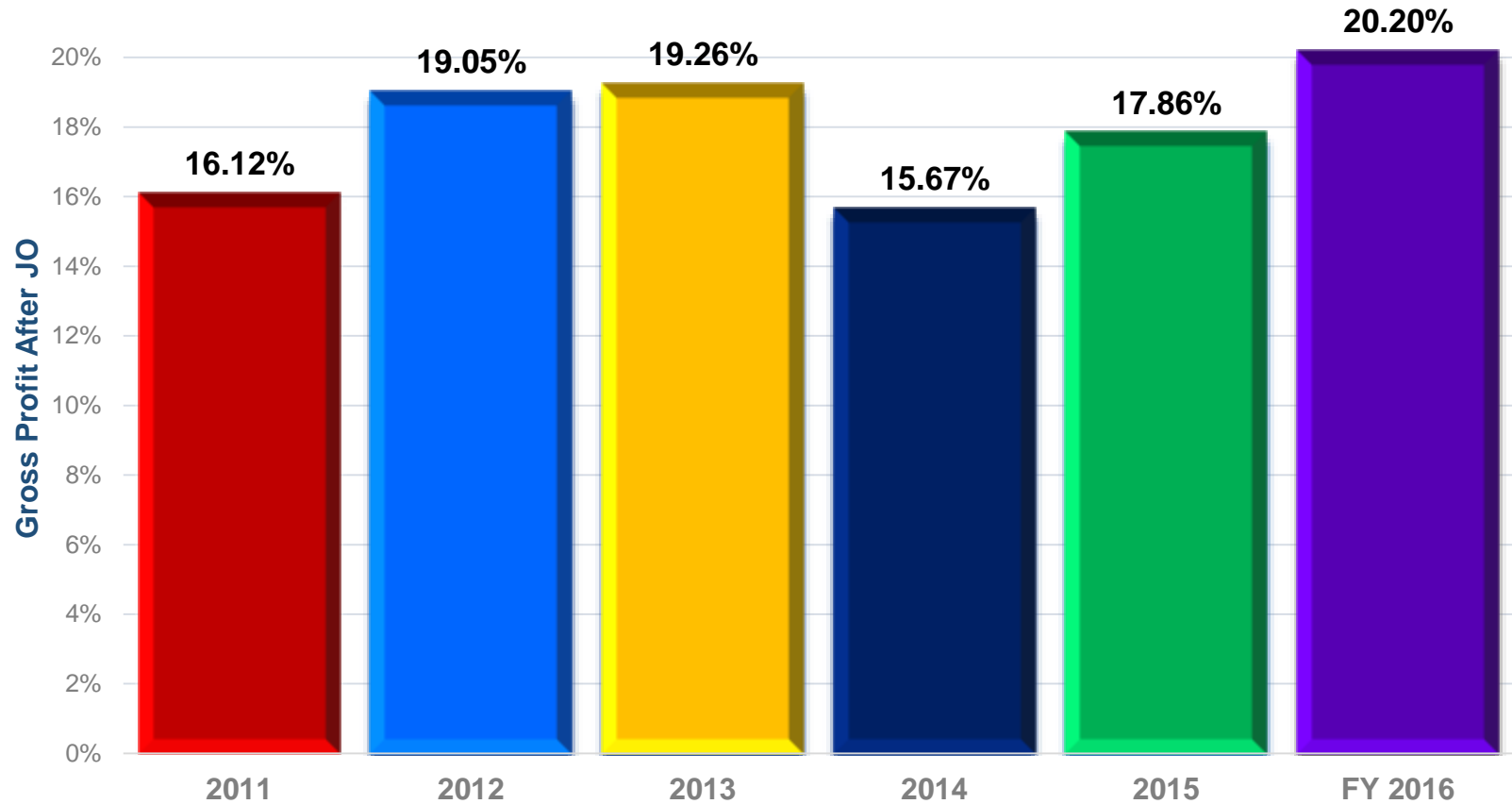
SECTOR	TOTAL (RP Trillion)	Percentage (%)
Highrise Residentials	5.3	45%
Office	3.0	25%
Hotel	1.1	10%
Mixed Used	1.7	14%
Shopping Center	0.7	6%
Religious Building	0.3	0%
T O T A L	12.10	100%

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

All of the above pipeline projects are private projects.



Gross Profit Margin (%)

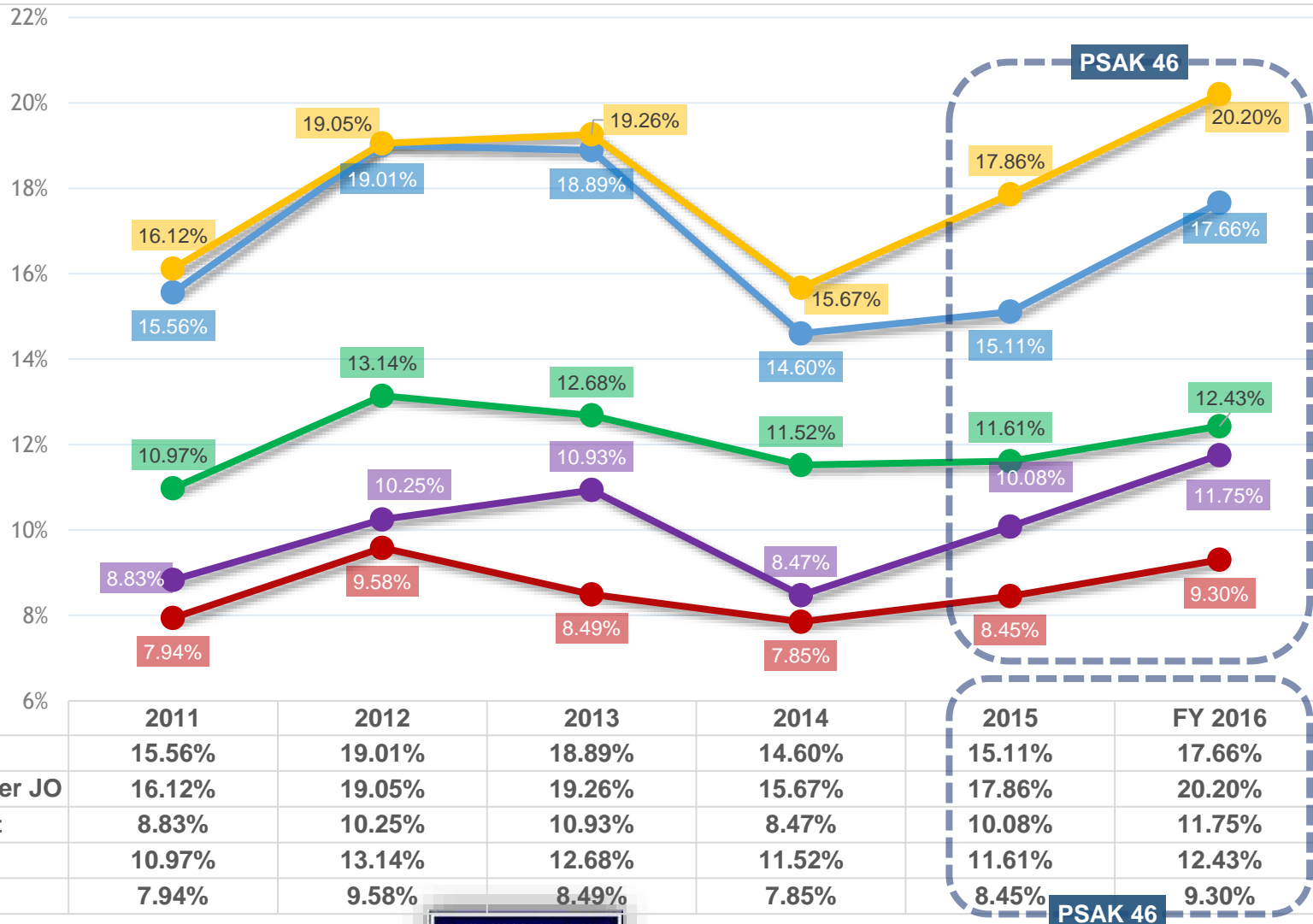


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Profit Margin

PERCENTAGE

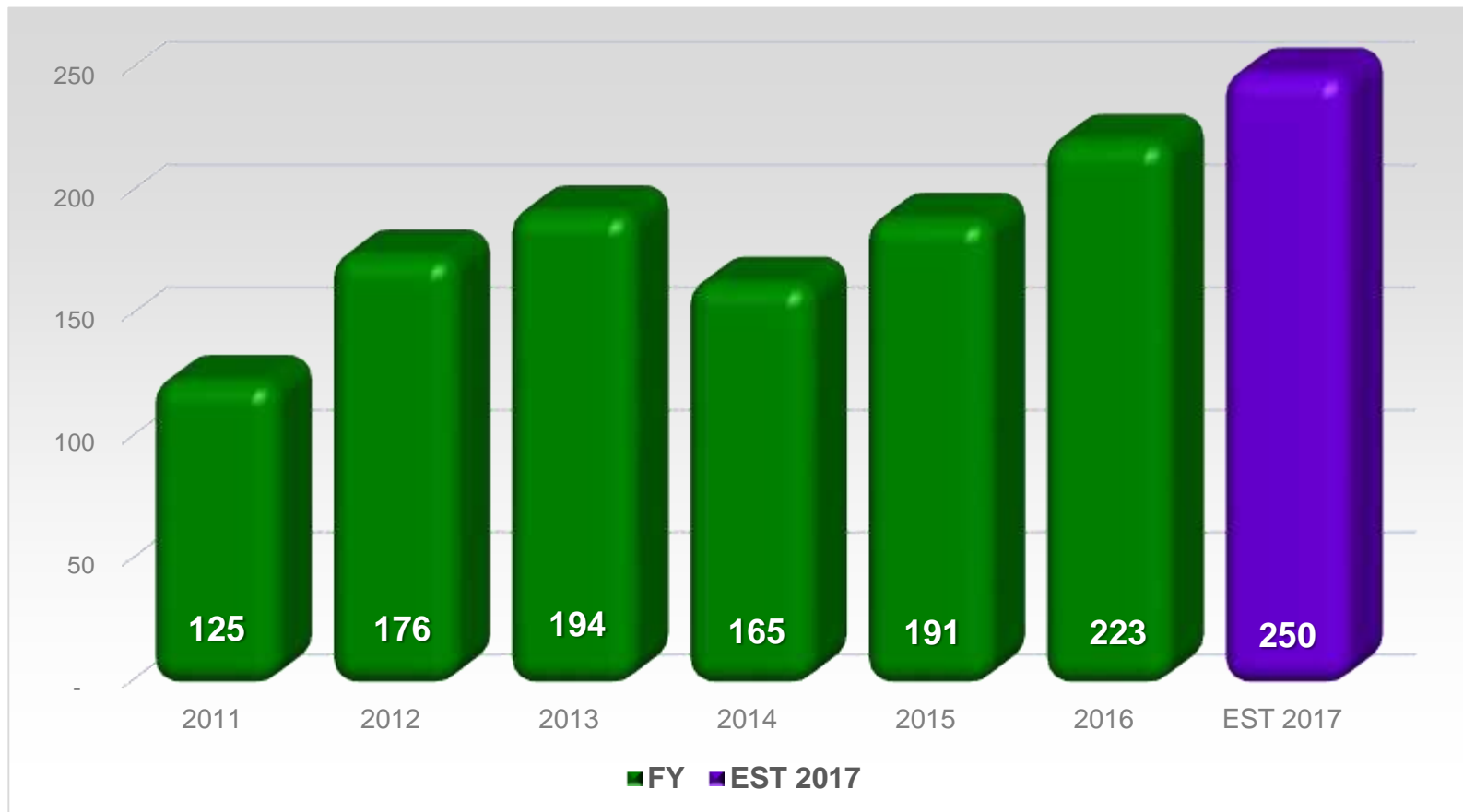


	2011	2012	2013	2014	2015	FY 2016
Gross Profit	15.56%	19.01%	18.89%	14.60%	15.11%	17.66%
Gross Profit After JO	16.12%	19.05%	19.26%	15.67%	17.86%	20.20%
Operating Profit	8.83%	10.25%	10.93%	8.47%	10.08%	11.75%
Pretax Profit	10.97%	13.14%	12.68%	11.52%	11.61%	12.43%
Net Profit	7.94%	9.58%	8.49%	7.85%	8.45%	9.30%

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Net Profit (Rp. Bio.)



TOTAL
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FINANCIAL STATEMENTS (Summary, Unaudited)

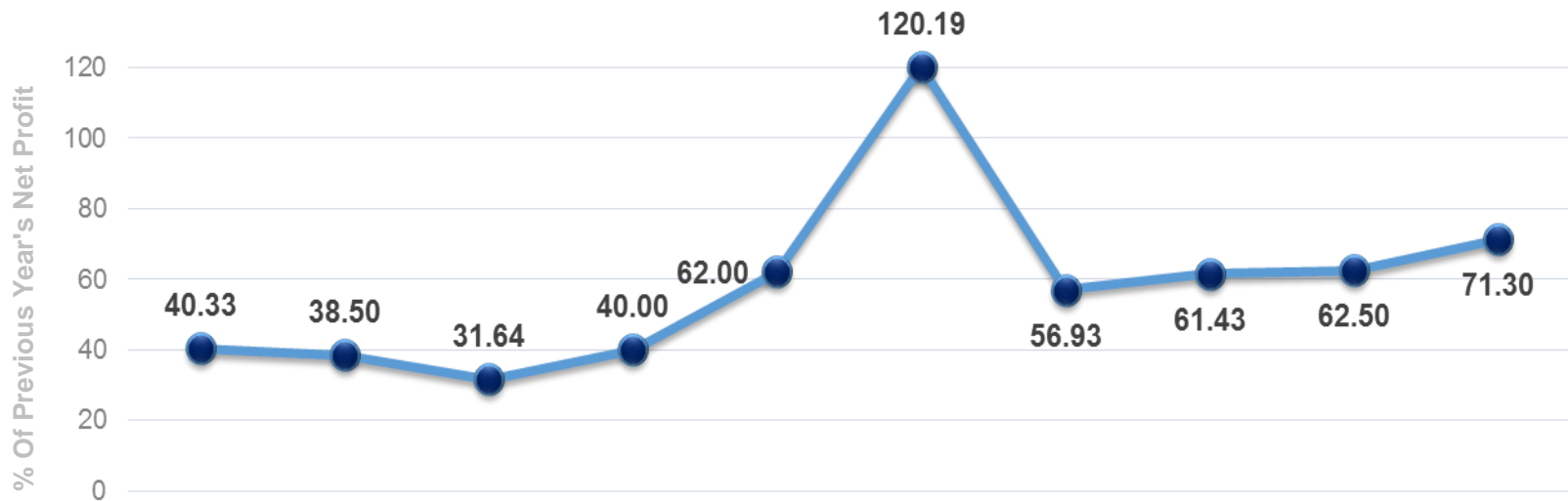
Rp Billion	FY 2016	FY 2015	Changes
Total Current Assets	2,285	2,236	2%
Total Non Current Assets	666	610	9%
Total Assets	2,951	2,846	4%
Total Current Liabilities	1,784	1,777	0%
Total Non Current Liabilities	224	203	10%
Total Liabilities	2,008	1,980	1%
Retained Earnings	579	504	15%
Non Controlling Interest	17	18	-6%
Capital Stocks and Additional	346	345	0%
Total Stockholders' Equity	943	866	9%
Total Liabilities and Stokholders' Equity	2,951	2,846	4%
Rp Billion	FY 2016	FY 2015	Changes
Revenue	2,379	2,266	5%
Gross Profit	420	342	23%
Gross Profit After JO	480	405	19%
Profit Before Tax	296	263	13%
Income Tax	74	72	3%
Net Profit	223	191	17%

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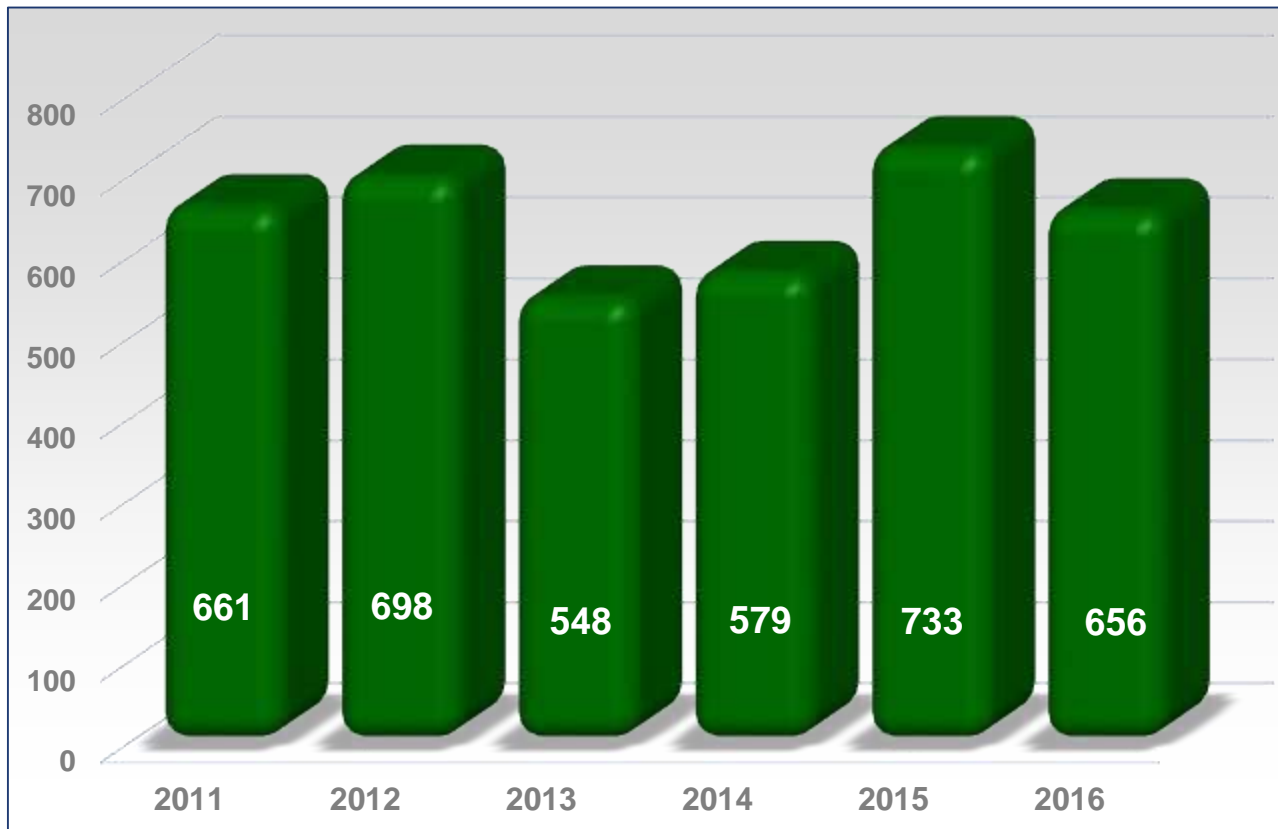
Final Dividend Payment History



	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
% Of Previous Year's Net Profit	40.33	38.50	31.64	40.00	62.00	120.19	56.93	61.43	62.50	71.30
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	136,40
Rp/Share	15.00	7.50	2.00	7.50	14.67	44.00	29.33	35.00	30.00	40.00
No. of shares elligible for dividends (In Bn.)	2.75	2.75	2.75	2.75	3.41	3.41	3.41	3.41	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	2011	2012	2013	2014	2015	2016	EST 2017
Revenue (Excluding JO Projects)	1,569	1,834	2,287	2,106	2,266	2,379	3,100
Value of Work Done or Scope of Work	2,500	3,000	3,360	3,400	3,800	4,500	5,000
Net Profit (Including JO Projects)	124	176	195	165	191	223	250
New Signed Contracts	2,195	2,421	1,956	3,570	2,177	2,791	4,000
Scope of Work for New Signed Contracts	3,500	3,200	2,700	5,800	3,000	3,750	5,400



Capital Expenditure (*Capex*)

Year	Rp	Alocation	Realization
2016	150 Billion	Office renovation, project equipments, IT equipments, IT Softwares, BSD land purchase settlements, etc.	Capex usage for FY 2016 is around Rp 113 Bio.
2017	100 Billion	Subsidiary investement, project equipments, IT equipments and softwares, etc.	-



Past Projects

MULTIMEDIA NUSANTARA UNIVERSITY
SERPONG, TANGERANG



CENTRAL PARK - JAKARTA



BINUS BOARDING HOUSE JAKARTA



BANK MEGA TOWER



THE PAKUBUWONO RESIDENCE



CITY TOWER JAKARTA



ISLAMIC CENTER - SAMARINDA



SINAR MAS OFFICE, SERPONG



THE REGATTA



TRANS STUDIO - BANDUNG



BINUS SERPONG 3 - SERPONG, TANGERANG



TOTAL
BANGUN PERSADA



Past Projects



**ALLIANZ TOWER
JAKARTA**



**SOVEREIGN PLAZA
SOVEREIGN JAKARTA**



**1 PARK RESIDENCE
JAKARTA**



BINUS ALAM SUTRA (PHASE II)



**MENARA DANAMON
JAKARTA**



**K-LINK TOWER
JAKARTA**



**BINUS ALAM SUTERA
TANGERANG**



**AUSTRALIAN EMBASSY, KUNINGAN - JAKARTA
JO with PT Leighton Construction Indonesia**



**MENARA GKM
JAKARTA**



ICE (INTERNATIONAL CONVENTION EXPO), TANGERANG



**The Breeze
BSD City - Serpong Tangerang**

**TOTAL
BANGUN PERSADA**



Past Projects



Midtown Hotel Samarinda
- Kalimantan



The Tower - Jakarta



Australian Embassy - Jakarta



Green Office Park 9 BSD -
Tangerang



The Anvaya Beach Resort - Bali



Cinemaxx Theater The Breeze -
Tangerang



Menara Kompas - Jakarta



BINUS Alam Sutera Tahap 2- Tangerang



Projects Under Construction



1 PARK AVENUE - JAKARTA



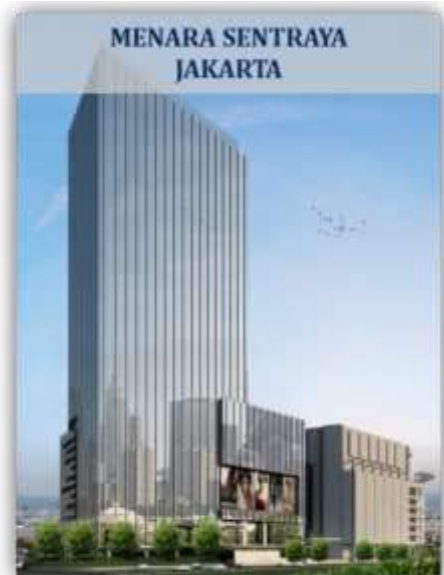
PONDOK INDAH RESIDENCE - JAKARTA



SEQUIS DEVELOPMENT- JAKARTA



**GEDUNG PRIMA SEJAHTERA
ALAM SUTERA**



**MENARA SENTRAYA
JAKARTA**

TOTAL
BANGUN PERSADA



Projects Under Construction



Living Plaza – Balikpapan- Kalimantan



Living World – Pekanbaru, Riau



Pakubuwono Spring Apartement - Jakarta



Lavie All Suites - Jakarta

TOTAL
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Projects Under Construction



**Orange County City Centre
Residential Cikarang
Tower E & F (Phase 1)**



**Millenium Village- Lippo Karawaci
(Phase 1)**



**GRAHA GATSU
JAKARTA**



**VERDE II CONDOMINIUMS
JAKARTA**



Projects Under Construction



**Multimedia Nusantara University –
Tangerang
(Phase 3)**



Arkadia Office Tower A - Jakarta



**Rumah Sakit GRHA MM2100
West Cikarang**



**Orange County City Centre Residential
Cikarang Tower C & D (Phase 1)**



Arkadia Office Tower G - Jakarta

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New Projects



Green Office Park 3-Tangerang



Thamrin Nine - Jakarta

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Joint Operation (JO) Projects



Menara Astra Project Jakarta
JO with Shimizu Corporation



MNC Media Tower Project
Jakarta
JO with Shimizu Corporation



Grade A Office at SCBD
Lot. X Jakarta
JO with PT Takenaka Indonesia



JIExpo Convention Centre & Theatre - Jakarta
JO with PT Balfour Beatty Sakti Indonesia

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Certifications & Memberships



ISO 9001 : 2008



OHSAS 18001 : 2007



ISO 14001 : 2004



Audit Certificate of Occupational
Safety and Health Management System



AKI (Indonesian
Construction Association)



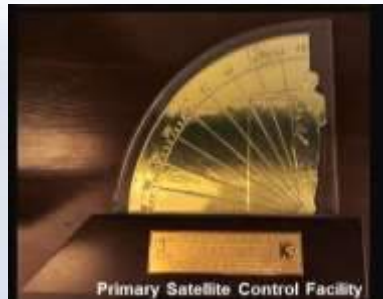
GBCI Corporate Founding
Member



Awards Received



TOP Private Company of Infrastructure on Building & Construction



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



TOP ASEAN Infrastructure



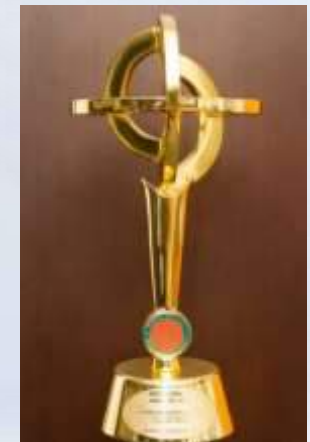
ARA Trophy from OJK



Indocement Contractor Award for Best Achievement in Building Project



The Indonesia Public Listed Company Award III

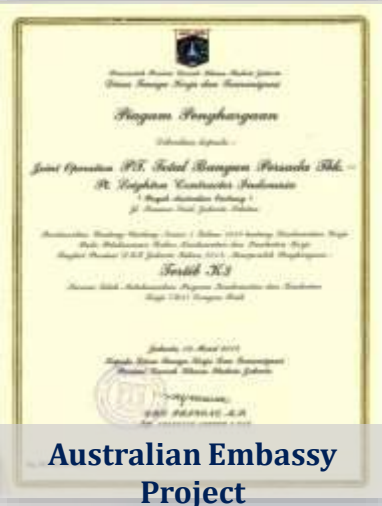


Indocement Trophy Best Achievement in Building Project



Awards Received

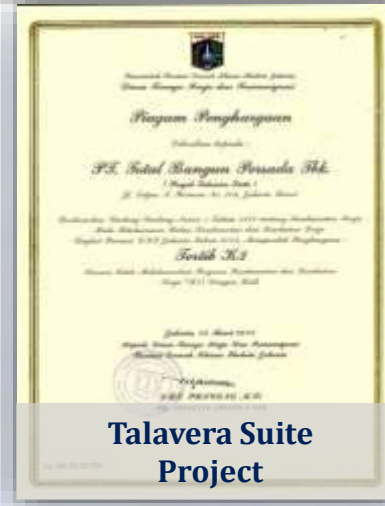
Occupational Health, Safety and Environment Awards



**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**





PT Total Persada Development (TPD)



PT Total Persada Indonesia



PT Total Pola Persada



PT Total Pola Formwork



- *Focus primarily in quality for High Rise Building*
- *Prioritize quality and safety in construction*
- *Increase productivity through competence and technology*
- *Next stages of GCG implementation*





THANK YOU

corsec@totalbp.com

