

PT TOTAL BANGUN PERSADA Tbk

Investors Summit

Ritz Carlton Pacific Place, 10-11th November 2010



1

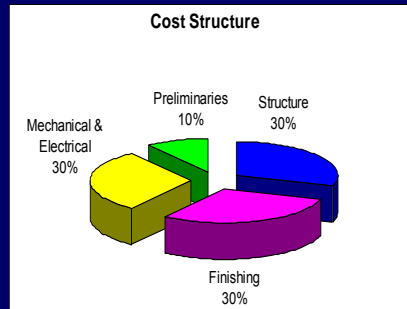
Construction Business In General

- Premium pricing brings value to customers
 - Customer satisfaction, free hassle
 - Quality
 - Timely delivery
- Higher entry barrier for large and high quality projects, only few companies qualified
- High fragmented (98,000 contractors exist in Indonesia, 1% of contractors contribute 60% of market revenue, but only 125 contractors are registered with AKI, with 15 companies being the largest)
- Multi Years Projects → Revenue recognition by percentage of completion phase (Indonesian Accounting Standard/ PSAK)
- Projects are individually priced



2

Cost Structure

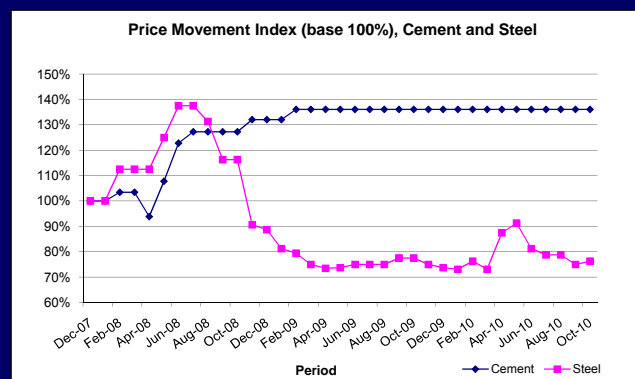


- Structure (30%):
 - Concrete, Steel Bar, Formwork, etc.
- Finishing (30%):
 - Floor Covering, Wall/Partition, Ceiling, Doors & Windows, Sanitair, etc.
- Mechanical & Electrical (30%):
 - Plumbing, Fire Hydrant/Sprinkler, Elevator & Escalator, Gondola System, Electrical, Ventilation/Air Conditioning, Sound System, Fire Alarm, CCTV, Building Automation System, etc.
- Preliminaries (10%):
 - Staff, Plants & Equipments, Site Supporting Facilities, General (Documentation Stationary, etc.), Administration (Insurance, Bonds, etc.)



3

Price Trend of Cement & Steel



•Nationwide, cement consumption in 2010 is expected to increase by 5%-10% from 42.3mln ton last year.



4

PT TOTAL BANGUN PERSADA Tbk

Pride and Excellence in Construction

- Established in 1970
- Focus consistently in building construction.
- Specializes in premium building construction, i.e. high-end commercial, apartment & condominium, offices, shopping centers, universities, hospitals, religious centers, tv station, etc.
- Continuously making profits during the whole 40 years operation, except in 1995.
- One of Indonesia's largest building construction company, known for integrity, respect, fair dealing, quality, excellent customer service.
- Strong and prudent financial track record, healthy balance sheet, no bank loan.



5

Certifications



6

Certification



SMKK3:1996 Occupational Safety & Health Management System

The National Standard of Occupational Safety and Health is codified in a Regulation of the Ministry of Labor, No. 05/Men/1996, concerning occupational safety and health management system.



7

Awards Received

The Company participated in 2009 Construction Project Performance Competition, held by the Public Works Department and the National Construction Services Development Board (LPJK), and received the following awards:



Project performance award for Building Construction category



First Place Winner: Regatta Apartment Project
Construction category: buildings > 15 floors with multiple functions



8

Awards Received



Second Place Winner: The Peak Jakarta Apartment Project
Construction category: buildings > 15 floors with multiple functions



Third Place Winner: Riau Library Project
Construction category: buildings < 15 floors with multiple functions and high complexity



9

Awards Received



Winner of Indocement Awards 2010



2010 Award from Indonesian Contractors Association:
Pioneer of Commercial Building



10

Awards Received



'Zero Accident' Award
for Regatta Project from
Governor of DKI Jakarta

K3 Award From East
Kutai Regency for "zero
accident" achievement



Best Contractor Award
For K3 Throughout
East Kutai Regency



11

PAST PROJECTS



MENARA BANK MEGA



THE PEAK



PEARL GARDEN



THE PAKUBUWONO
RESIDENCES



GADING PLUIT HOSPITAL



GEDUNG TRANS TV



KANTOR GUBERNUR
LAMIN ETAM



KANTOR BUPATI
SANGATTA



MASJID BERAU



ISLAMIC CENTER - SAMARINDA



GEDUNG PERPUSTAKAAN JAKARTA CITY TOWER
RIAUI



STADION BONTANG



APARTEMEN
"THE REGATTA"



KEMANG VILLAGE-JAKARTA



12

Projects Under Construction



CENTRAL PARK - JAKARTA



MASJID RAYA - PADANG



GRHA KEDOYA HOSPITAL –
WEST JAKARTA



LIVING WORLD - SERPONG, TANGERANG



BINUS SERPONG 3 – SERPONG, TANGERANG



13

Projects Under Construction



SOVEREIGN – SOUTH JAKARTA



K- LINK TOWER - SOUTH JAKARTA



ALLIANZ TOWER – SOUTH JAKARTA



14

Projects Under Construction



STADION MAGELANG – EAST JAVA



BANDARA BERAU – EAST KALIMANTAN



15

Projects Under Construction



TRANS STUDIO BANDUNG - WEST JAVA



16

Projects Under Construction



GREEN BAY – NORTH JAKARTA



17

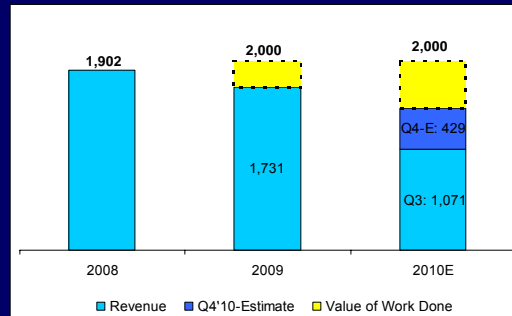
Performance In The Market

- The largest private construction company
- Listing on 25 July 2006 at the JSX
- Initial listing of 2.750.000.000 shares. Company issued Bonus shares of 660.000.000. Current outstanding shares 3.410.000.000.
- As of October 2010, local and foreign investors comprised of 23.7% and 7.7% respectively.
- IPO price of Rp.345,-/share
- Listed on the Main Board, included in Kompas 100
- Highest closing price stood at Rp.1000,- on July 25, 2007



18

Revenue, Rp. Bio.



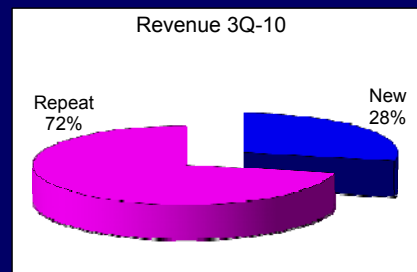
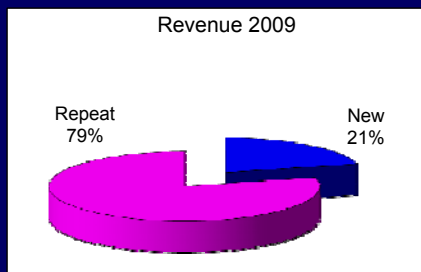
Although revenue target for 2010 is Rp1.500 bio, the value of work done is around 30%-50% of revenue.



19

Revenue Mix

Repeat/New Customers



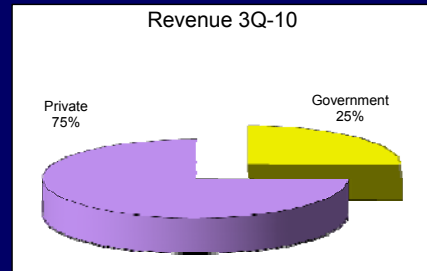
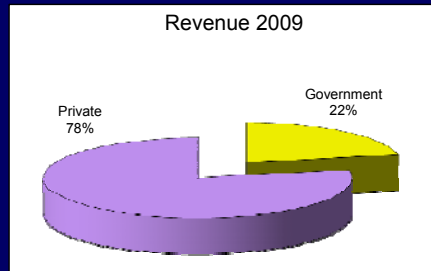
Around 77% of Company's revenue came from repeat customers (2005-2009)



20

Revenue Mix

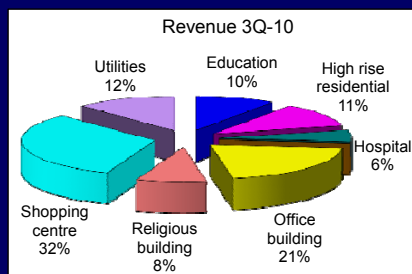
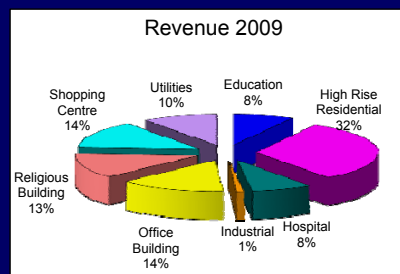
Private/Government



21

Revenue Mix

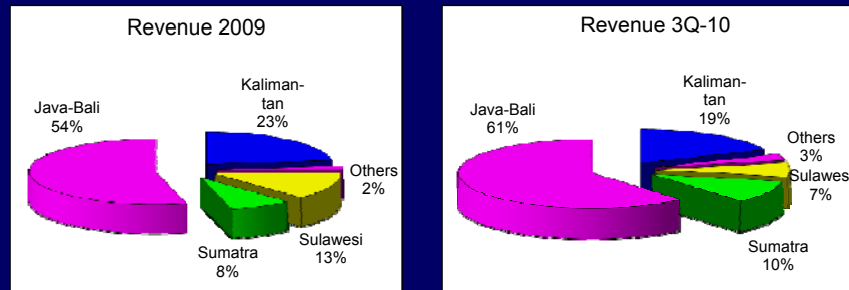
Project Classification



22

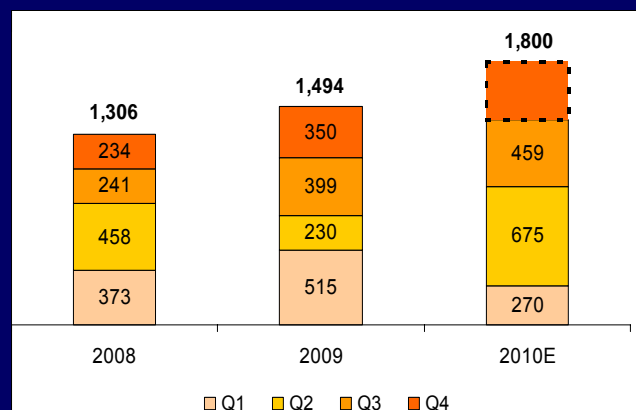
Revenue Mix

Project Location



23

Newly Signed Contracts (IDR Bio)



24

Backlog

As Of October 31, 2010
(In Million Rupiah)

OUTSTANDING WORKS (OW)	Outstanding Works	Revenue 2009 (audited)	Carry over to 2010	Estimated Revenue 2010	Carry over to 2011
OW Project obtained as of 2007	1,060,518	602,223	458,295	458,295	(0)
OW Project signed in 2008	683,976	421,907	262,068	262,068	0
OW Project signed in 2009	1,146,090	697,996	448,094	378,619	69,475
Amendment in 2010 from previous projects	(130,218)	-	(130,218)	(128,684)	(1,534)
New project signed in 2010- As Of September 2010	1,405,179	-	1,405,179	481,037	924,142
Total Outstanding Works	4,165,544				
Revenue 2009 - Audited		1,722,126			
Carry Over to 2010			2,443,418		
Revenue 2010 - Estimated *				1,451,336	
Carry Over to 2011					992,082

* = Excluding Projects Signed After September 2010



25

Projects Prospect (*Pipeline*)

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 October 2010 , Exclude VAT

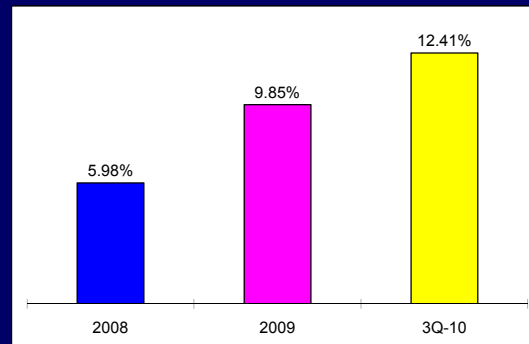
No.	SECTOR	Est. Contract Value (IDR bio)
1	High Rise Residential	2,160
2	Office Building	570
3	Education	180
4	Utilities	135
5	Hospital	100
6	Religious Building	170
7	Shopping Centre	80
8	Hotel	55
	SUM	3,450

Around 79% of the above projects are private projects.



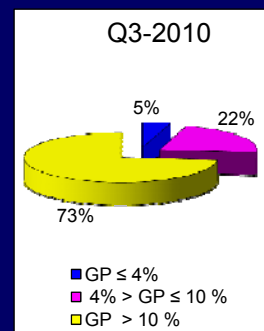
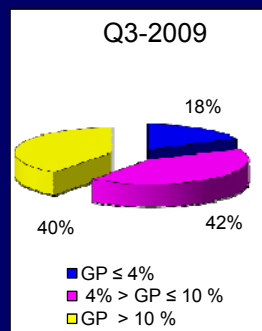
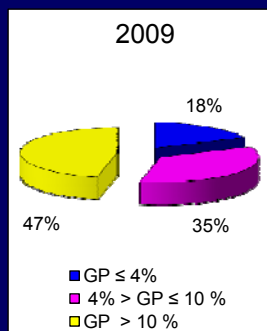
26

Gross Profit Margin, %



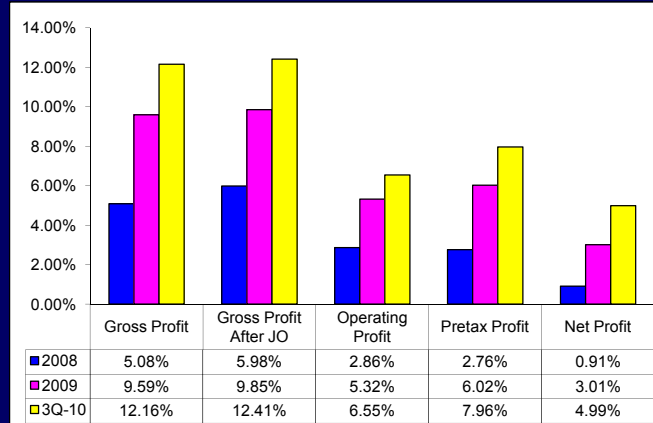
27

Gross Profit Composition



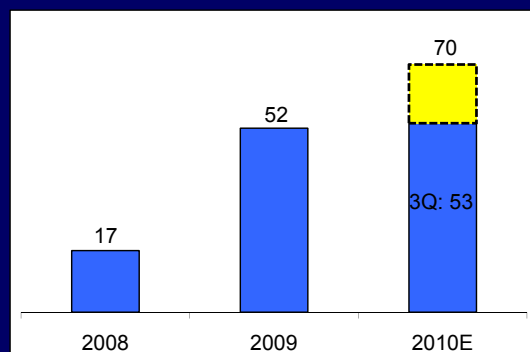
28

Profit



29

Net Profit, IDR bio



Our previous Net Profit estimate for 2010 is Rp. 62 bio.



30

ROE and ROA

	2008	2009	2010E
ROE	3.90%	10.58%	12.85%
ROA	1.30%	4.03%	4.84%



31

Balance Sheet Summary 3Q-10, Unaudited

IDR Billion	2008	2009	3Q-10
Total Current Assets	1,160	1,118	1,280
Total Non Current Assets	178	172	174
Total Assets	1,338	1,290	1,455
Total Current Liabilities	826	726	803
Total Non Current Liabilities	67	72	79
Total Liabilities	892	798	882
Minority Interests	-	-	42
Total Stockholders' Equity	445	492	531
Total Liabilities and Stockholders' Equity	1,338	1,290	1,455



32

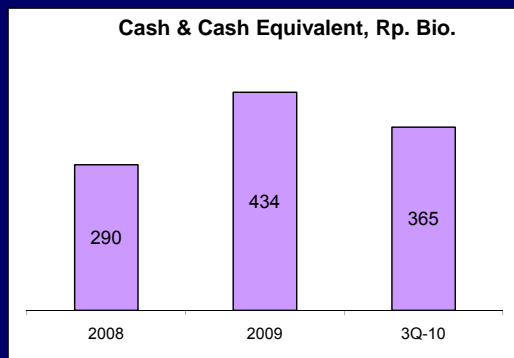
P&L Summary 3Q-10, Unaudited

IDR Billion	3Q-09 Unaudited	3Q-10 Unaudited
Revenue	1,355	1,071
Gross Profit	124	130
Gross Profit After Joint Operation	125	133
Operating Expenses	55	63
Operating Profit	71	70
Other Income (Loss)	8	15
Income Tax	-40	-32
Net Profit	39	53



33

Preserving Cash To Stay Afloat



- Prudent cash management & cash position at all time
- Improving collection management
- No bank-loan
- Stand by credit facility amounted to Rp76 bio
- Working capital through internally generated cash
- Preservation against liquidity problem, other business opportunities.



34

Subsidiary

- PT Total Bangun Persada Tbk (Company) founded a subsidiary named PT Total Persada Development (TPD) with property as its main business.
- TPD is 99% owned by the Company. Initial investment to set up the Company is Rp50bio, originated from internal cash.
- The first project is a condotel in Tanjung Benoa, Bali, which is currently in valuation and design stage.
- The mock up unit could be seen in Grand Indonesia Jakarta currently. Presales of the units has just started, while construction is estimated to take around 18 months, starting March 2011.
- TPD is expected to contribute net profit of Rp8-10 bio in 2011 for the Company.



35

Estimate

IDR Billion	3Q-2010	2010 Est	2011 Est
Revenue	1,071	1,500	1,700
Net Profit (PT Total Bangun Persada Tbk)	53	70	80
Profit From Property (PT Total Persada Development-Subsidiary)	-	-	8-10
New Sign Contract	1,405	1,800	1,800

Note:

- Value of Work Done is around 30%-50% larger than Revenue and larger than New Sign Contract.
- Revenue and Net Profit growth target is around 15%YoY.



36

Summary

- Quality is our main priority
- Remain focus in construction of high quality building
- Human Resources reflect “*m-TOTAL*” character
- *Innovation and Commitment* is the success key factor
- Seek opportunity prudently



37