

PT TOTAL BANGUN PERSADA Tbk



FY - 2022



- 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 February 2023, shareholders comprise of:
 - Founders 67.31%
 - Local Investors 23.23%
 - Foreign Investors 9.46%



TRANS STUDIO BANDUNG - BANDUNG



LIVING WORLD - PEKANBARU



THE REGATTA - JAKARTA



UNIVERSITAS MULTI MEDIA, SERPONG-TANGERANG



BUTTERFLY BY ASHLEY - JAKARTA



BCA FORESTA - TANGERANG



GRAHA GATSU
JAKARTA



LAVIE ALL SUITES - JAKARTA



VERDE II CONDOMINIUMS
JAKARTA



PAKUBUWONO SPRING APARTMENT
- JAKARTA



MNC MEDIA TOWER JAKARTA.
(JO PROJECT)



HOTEL MERCURE - BSD
CITY



1 PARK AVENUE - JAKARTA



GREEN OFFICE PARK 9 BSD - TANGERANG



ARKADIA OFFICE - JAKARTA



RUMAH SAKIT GRHA MM2100
CIKARANG BARAT



AUSTRALIAN EMBASSY, KUNINGAN -
JAKARTA. (JO PROJECT)



BINUS SCHOOL - SEMARANG



ICE (INTERNATIONAL CONVENTION EXPO), TANGERANG



BINUS MALANG - MALANG



GRAHA PARAMITA II, BINTARO



THE PAKUBUWONO RESIDENCE - JAKARTA



KAMPUS POLITEKNIK MANUFATUR
ASTRA- BEKASI



MENARA DANAMON - JAKARTA



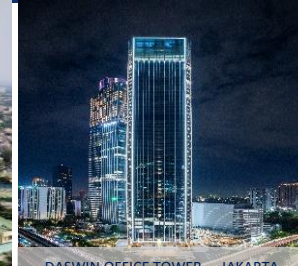
SCBD LOT. X JAKARTA.
(JO PROJECT)



PIM 3 AND OFFICE TOWER - JAKARTA (JO PROJECT)



PONDOK INDAH RESIDENCE - JAKARTA



DASWIN OFFICE TOWER - JAKARTA
(JO PROJECT)



SEQUIS DEVELOPMENT -
JAKARTA



BINUS ALAM SUTERA -
TANGERANG



WISMA BARITO PACIFIC 2-
JAKARTA



THE BREEZE - TANGERANG



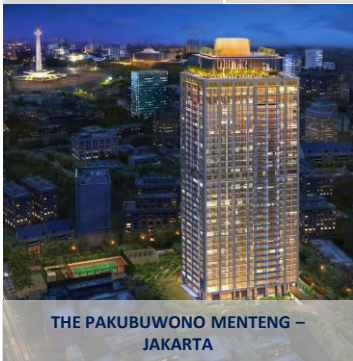
MENARA KOMPAS - JAKARTA



ISLAMIC CENTER - SAMARINDA



MENARA TENDEAN -
JAKARTA



THE PAKUBUWONO MENTENG -
JAKARTA



RAMAYANA CIPANAS



MENARA ASTRA JAKARTA. (JO
PROJECT)



IKEA STORE 3 KOTA BARU PARAHİYANGAN - BANDUNG



CHITALAND TOWER - JAKARTA



Projects Under Construction



LIVING WORLD GRAND WISATA - BEKASI



VILLA SAN'TUARI - BALI



THAMRIN NINE - JAKARTA



SQ RESIDENCE - JAKARTA



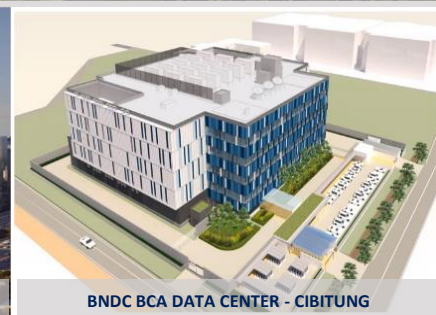
SEKOLAH CIKLABUL - JAKARTA



PLTU SUMBAGSEL - PALEMBANG



PALM COURT SERVICE APARTMENT - JAKARTA. (JO PROJECT)



BND BCA DATA CENTER - CIBITUNG



LIVING WORLD - KOTA WISATA



HOTEL REZ - SEMARANG



KOMPLEK KELUARGA - TANGERANG



ADR - JAKARTA



MAGGIORE JUNCTION - SERPONG



TAMAN PERMATA BUANA APARTMENT - JAKARTA



RENOVASI PALEMBANG INDAH MALL - PALEMBANG



SEKOLAH KRISTEN CALVIN - JAKARTA



CS HEADQUARTER - JAKARTA



CAPITAL SQUARE - SURABAYA



CITY PLAZA - GARUT

Past Projects Handled By TPI (Subsidiary)



BUTENE - CILEGON



SENTRAL GRAIN TERMINAL 2 - CILEGON



RANTAU DEDAP LAHAT – MUARA ENIM



JAMBARAN TIUNG BIRU -
BOJONEGORO



SUBAN COMPRESSION - BANYUASIN



MMP13 WAREHOUSE – PD UNGU



INDOFOOD - MAKASSAR



PANAS BUMI KAMOJANG -
KAMOJANG



INDOFOOD - LAMPUNG



BIMOLI – TANJUNG PRIOK



BANGGAI AMMONIA PLANT - BANGGAI



SUMPAL COMPRESSION - BANYUASIN



PAKET 9C BCTMP & MVR - RIAU



NOK 1 BATAMINDO - BATAM



INDOFOOD - BOGASARI

Present Projects Handled By TPI (Subsidiary)



- **Structure (30%):**

Concrete, Steel Bar, Formwork, etc.

- **Architectural (30%):**

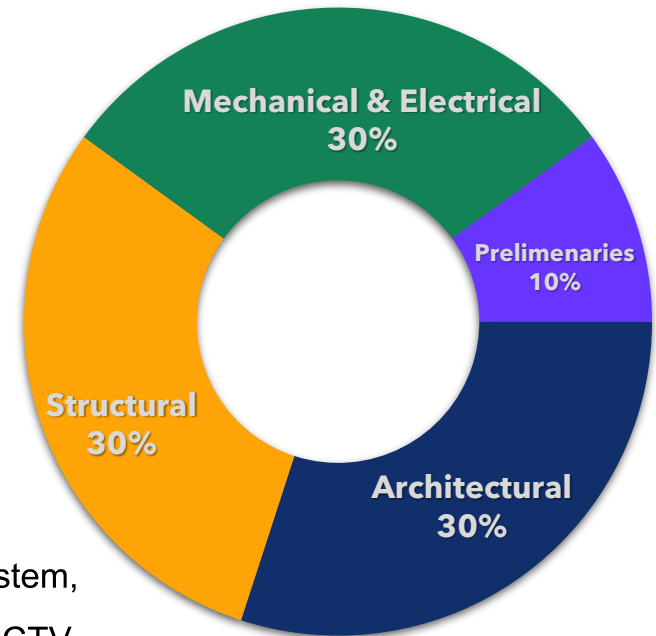
Floor Covering, Wall/Partition, Ceiling, Doors &
Windows, Sanitary Ware, etc.

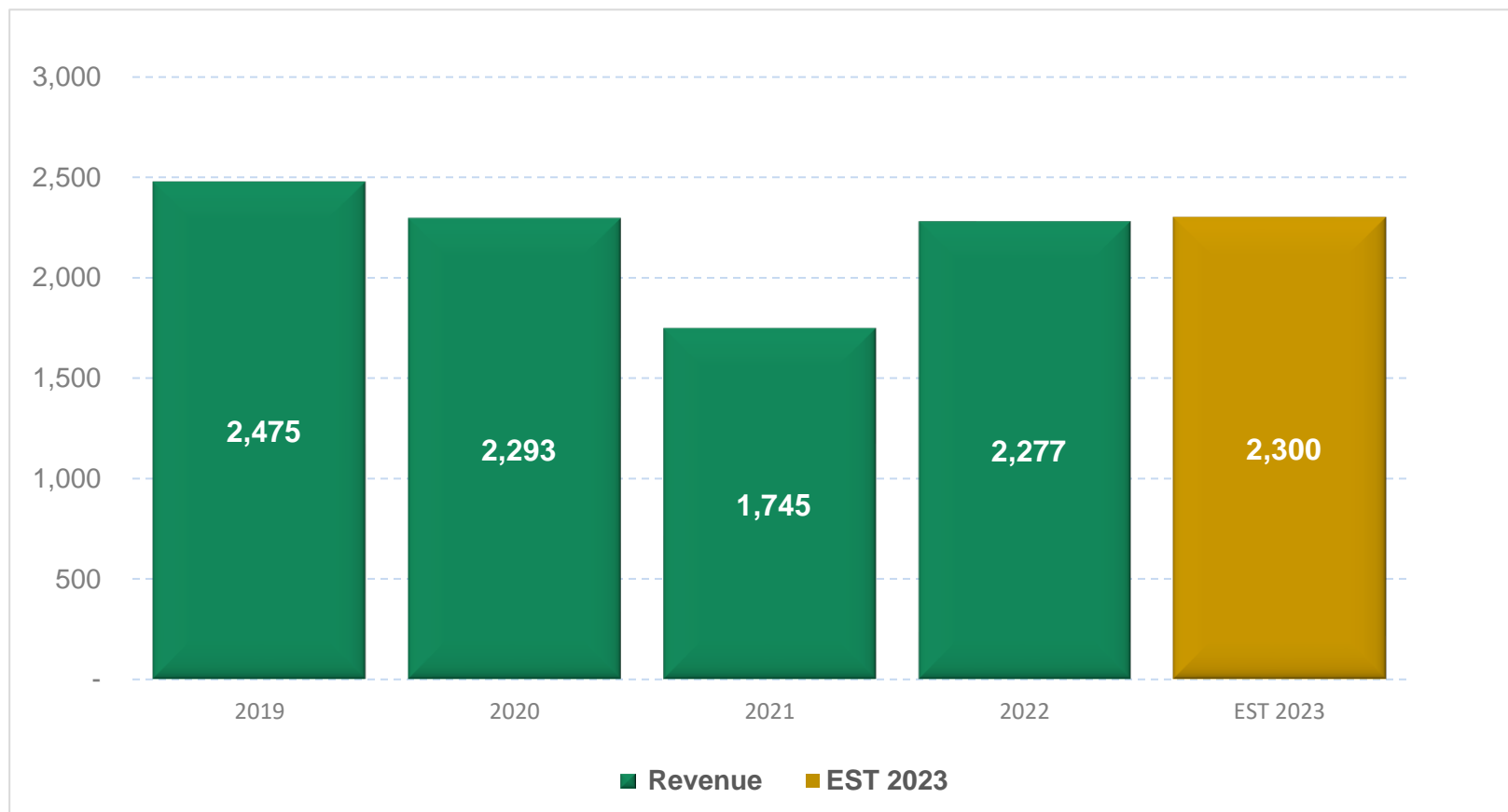
- **Mechanical & Electrical (30%):**

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.)

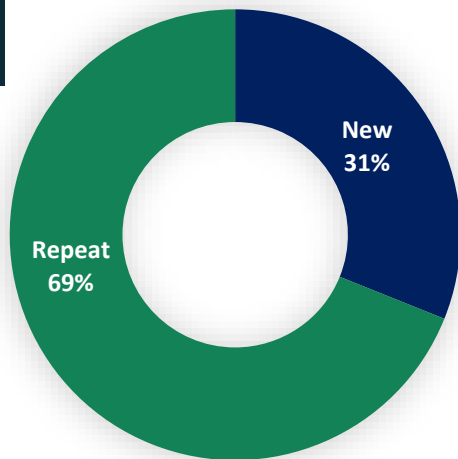




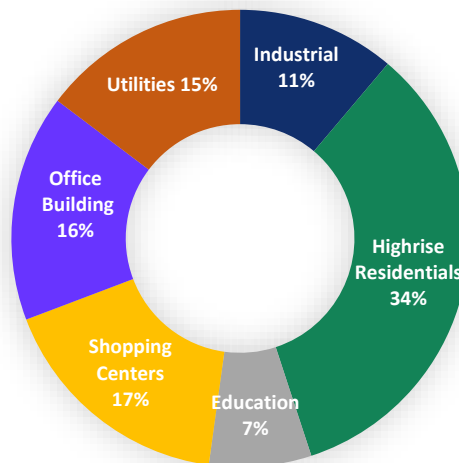
- Revenue: Rp 2.28 Trillion (Q4-2022) vs. Rp 1.75 Trillion (Q4-2021)

Repeat / New Customers

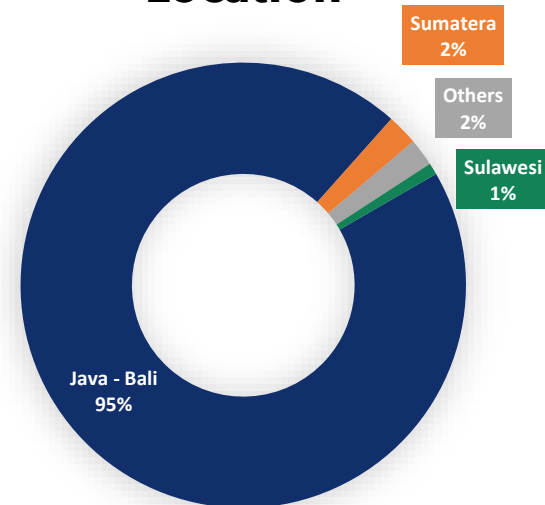
**Q4
2022**



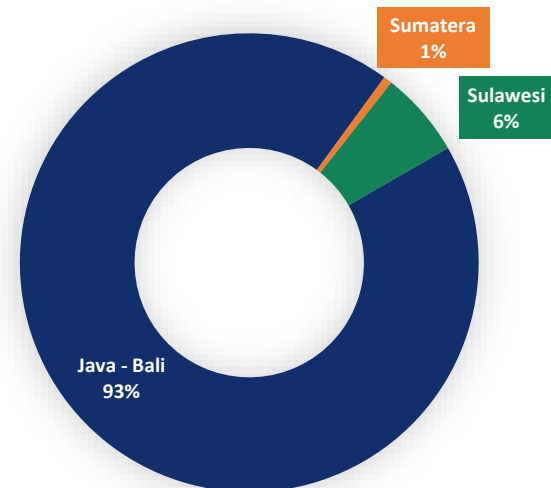
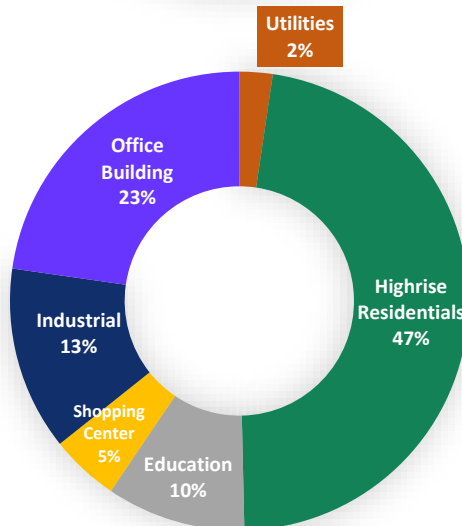
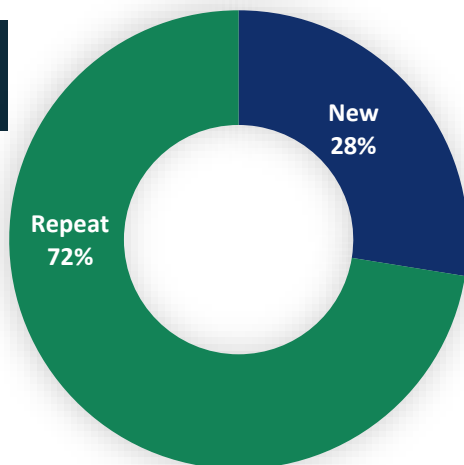
Project Classification

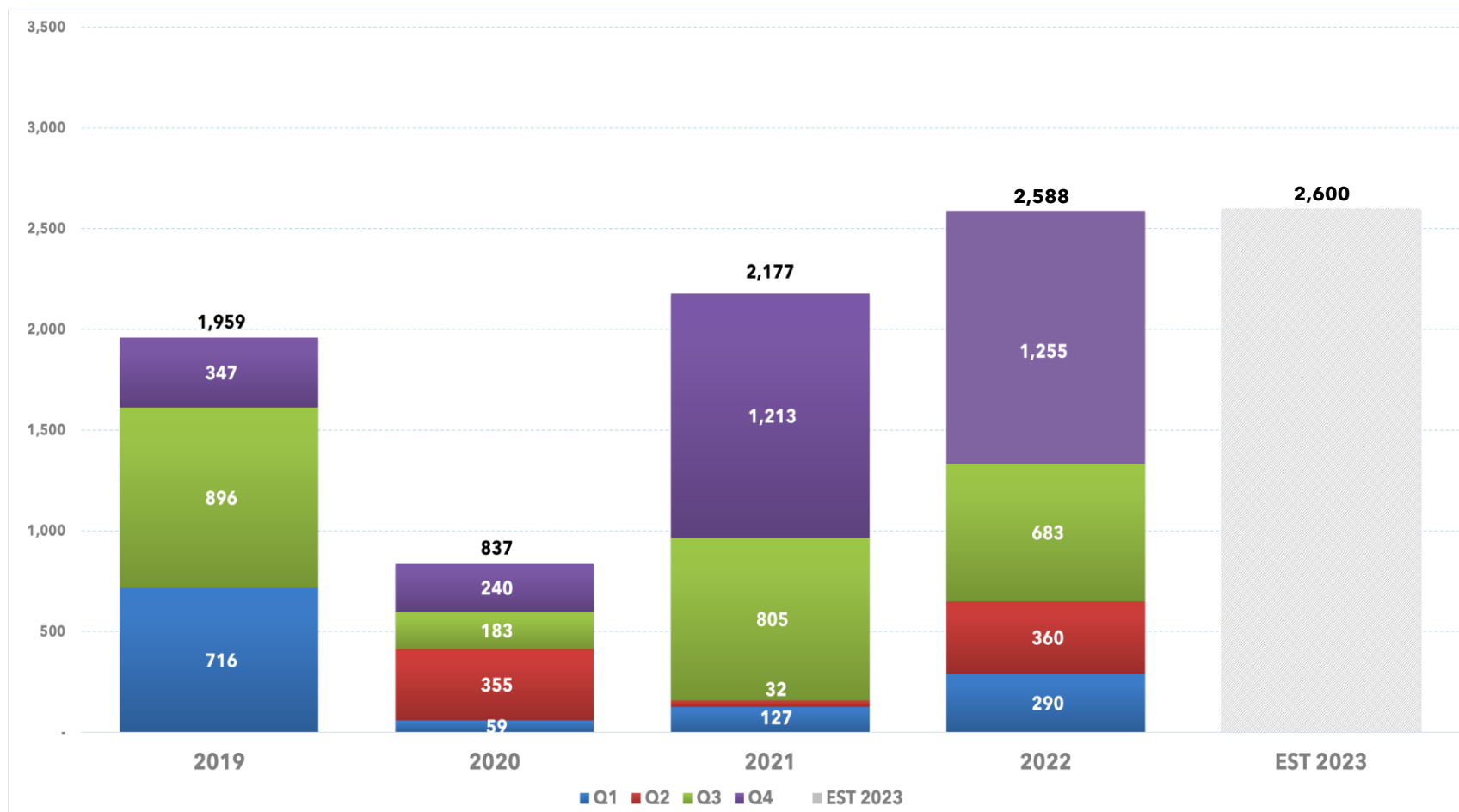


Project Location



**Q4
2021**





As of FY-2022

New Signed Contract has reached Rp 2.59 Trillion

As of March 2023

New Signed Contract has reached Rp 456 Billion

OUTSTANDING WORKS (OW)	Outstanding Works	Actual Rev 2021 (Audited)	Carry over to 2022	Revenue 2022 (Audited)	Carry over to 2023	Estimated Revenue 2023	Carry over to 2024	Estimated Revenue 2024	Carry over to 2025
OW Project from previous years	2,289,560	1,394,634	894,926	683,859	211,067	211,067	-	-	-
New project signed in 2021	1,404,075	148,957	1,255,118	1,053,583	201,535	201,535	-	-	-
Amendment in 2022 from previous projects	(160,000)	-	(160,000)	(106,807)	(53,193)	(53,193)	-	-	-
New project signed in 2022	1,924,210	-	1,924,210	372,221	1,551,989	998,600	553,389	488,990	64,399
Total Outstanding Works	5,457,845								
Revenue 2021 - Audited		1,543,591							
Carry Over to 2022			3,914,254						
Revenue 2022 - Audited				2,002,856					
Carry Over to 2023					1,911,398				
Revenue 2023 - Estimated						1,358,009			
Carry Over to 2024							553,389		
Revenue 2024 - Estimated								488,990	
Carry Over to 2025									64,399

Revenue Estimation 2023 : Rp 2.30 Trillion Net Profit Estimation 2023 : Rp 95 Billion

New Signed Contract Estimation 2023: Rp 2.60 Trillion

OUTSTANDING WORKS (OW)	Outstanding Works	Actual Rev 2021	Carry over to 2022	Revenue 2022	Carry over to 2023	Estimated Revenue 2023	Carry over to 2024	Estimated Revenue 2024	Carry over to 2025
OW Project from previous years	405,845	65,748	340,097	-	340,097	-	340,097	-	340,097
New project signed in 2021	362,831	-	362,831	66,410	296,421	135,325	161,096	146,221	14,875
New project signed in 2022	365,260	-	365,260	18,263	346,997	127,841	219,156	182,630	36,526
Total Outstanding Works	1,133,936								
Revenue 2021		65,748							
Carry Over to 2022			1,068,188						
Revenue 2022 - Estimated				84,673					
Carry Over to 2023					983,515				
Revenue 2023 - Estimated						263,166			
Carry Over to 2024							720,349		
Revenue 2024 - Estimated								328,851	
Carry Over to 2025									391,498

JO Projects in 2022 are as follows:

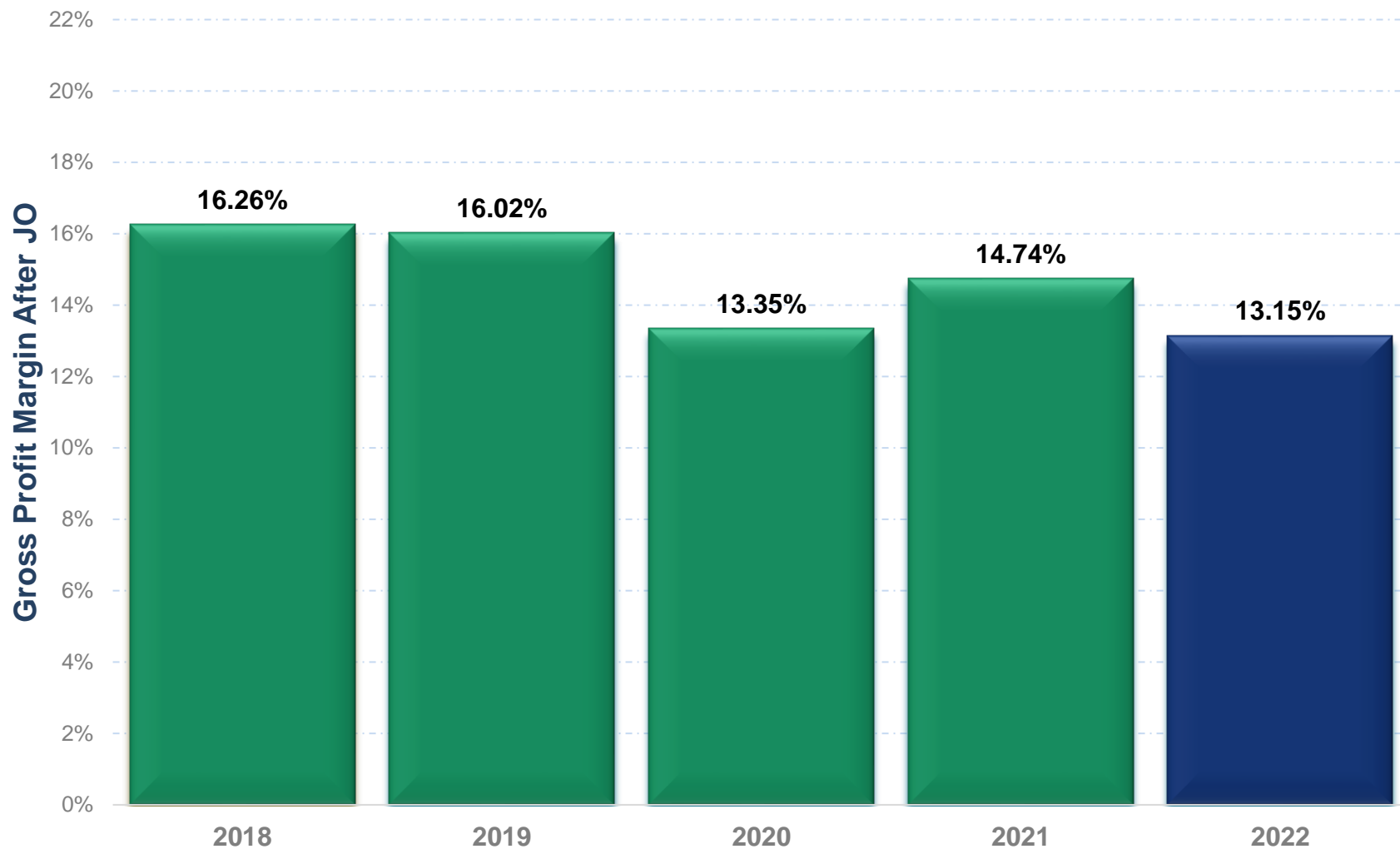
- The Haven Lagoi Bay – Bintan (non active)
- Palm Court Service Apartment – Jakarta
- ADR – Jakarta

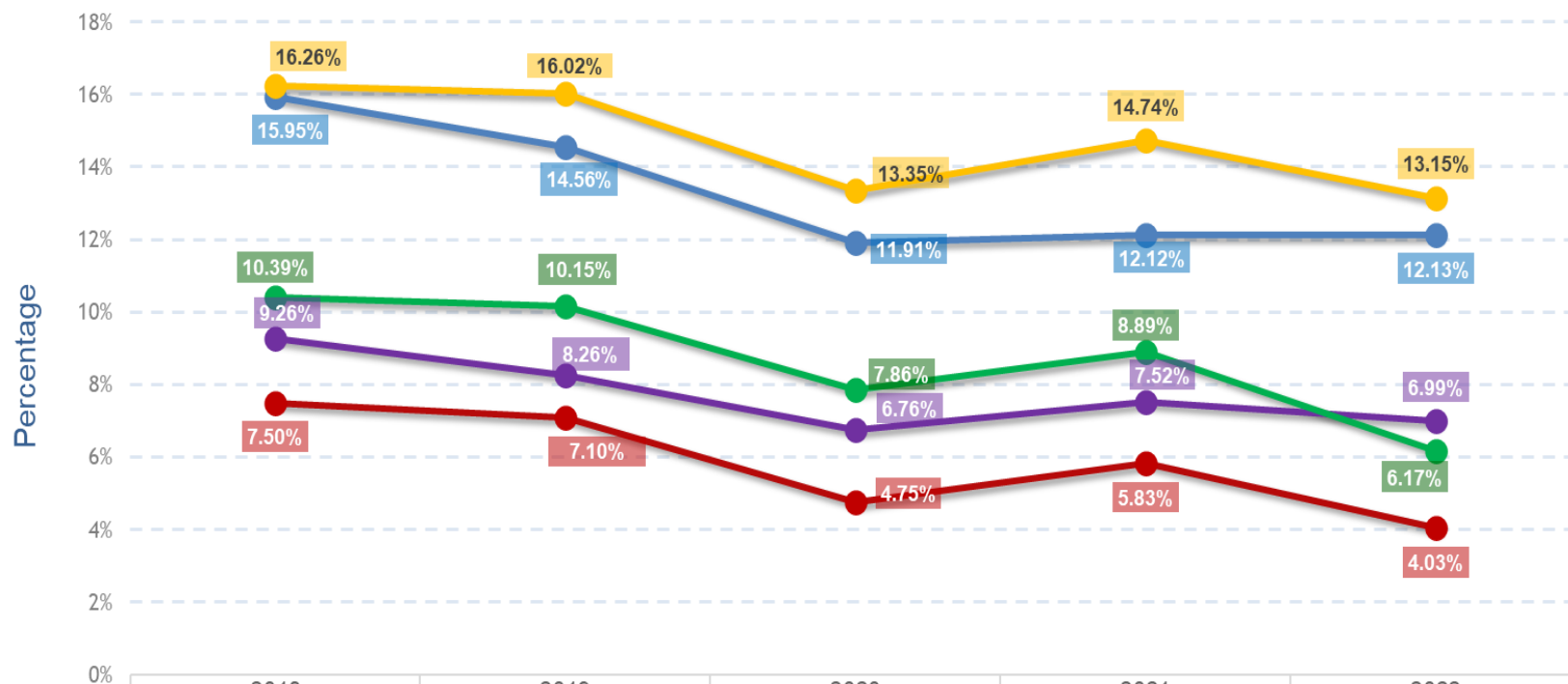
OUTSTANDING WORKS (OW)	Outstanding Works	Actual Rev 2021 (Audited)	Carry over to 2022	Revenue 2022 (Audited)	Carry over to 2023	Estimated Revenue 2023	Carry over to 2024	Estimated Revenue 2024	Carry over to 2025
OW Project from previous years	132,292	128,913	3,379	3,379	-	-	-	-	-
New project signed in 2021	403,307	51,794	351,513	180,568	170,945	170,945	-	-	-
Addendum in 2021	(117)	(117)	-	-	-	-	-	-	-
Amendment in 2022 from previous projects	3,439		3,439	2,951	488	488	-	-	-
New project signed in 2022	298,753		298,753	48,578	250,175	129,358	120,817	120,817	-
Total Outstanding Works	837,674								
Revenue 2021 - Audited		180,590							
Carry Over to 2022			657,084						
Revenue 2022 - Audited				235,476					
Carry Over to 2023					421,608				
Revenue 2023 - Estimated						300,791			
Carry Over to 2024							120,817		
Revenue 2024 - Estimated								120,817	
Carry Over to 2025									-

- 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 2023	
Sector	%
Office	31%
Hotel	19%
Mix Used	16%
Shopping Center	14%
Industrial	10%
Others	5%
Apartment	3%
Education	2%
Total Rp Trillion	6.5

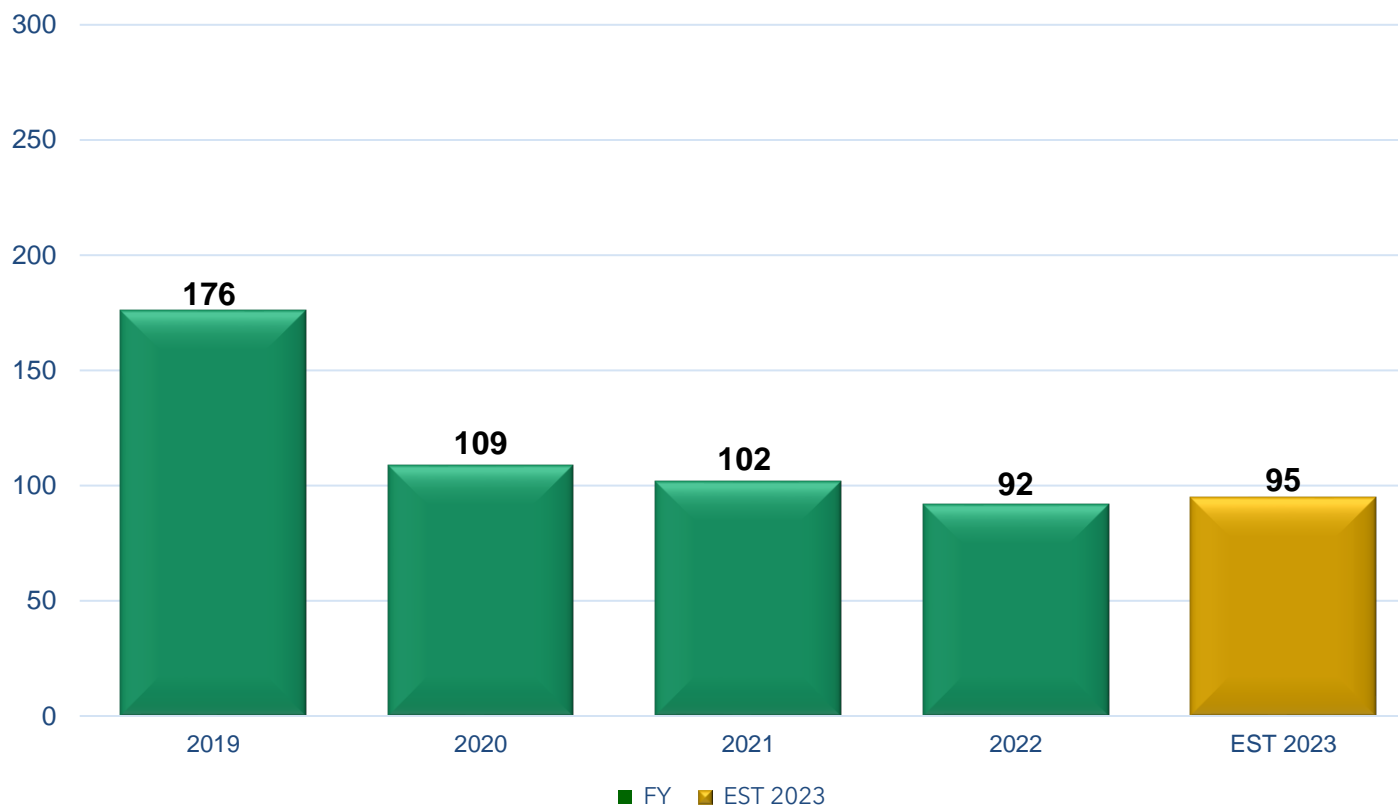
All of the above pipeline projects are Private projects.





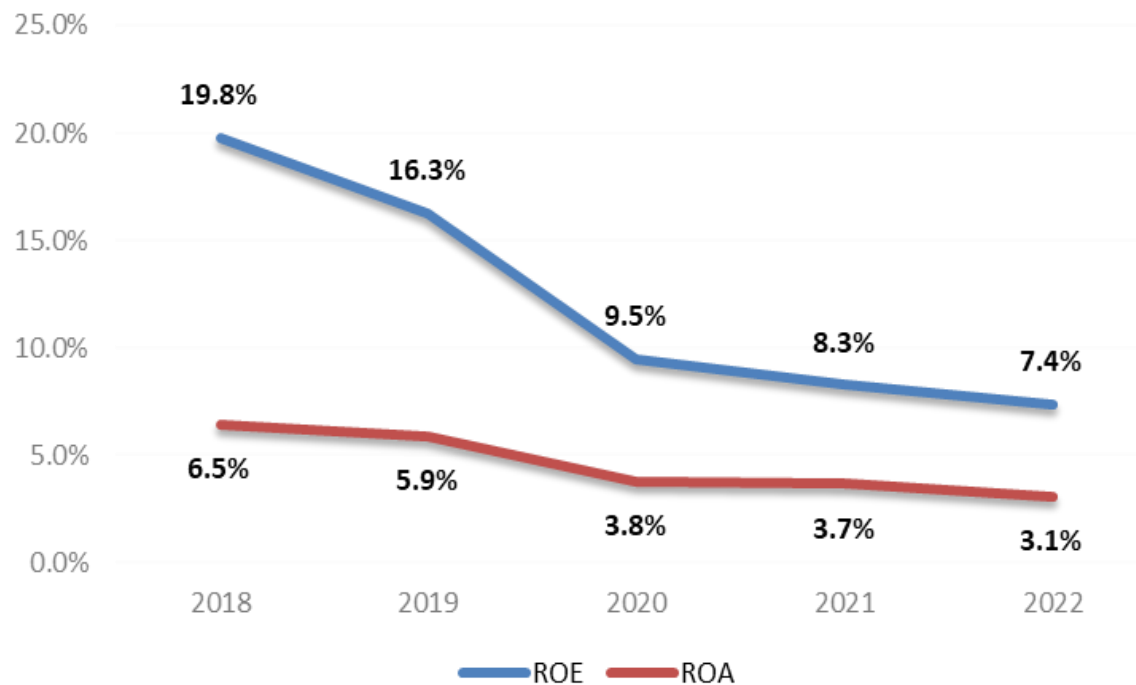
	2018	2019	2020	2021	2022
— Gross Profit	15.95%	14.56%	11.91%	12.12%	12.13%
— Gross Profit After JO	16.26%	16.02%	13.35%	14.74%	13.15%
— Operating Profit	9.26%	8.26%	6.76%	7.52%	6.99%
— Pretax Profit	10.39%	10.15%	7.86%	8.89%	6.17%
— Net Profit	7.50%	7.10%	4.75%	5.83%	4.03%

Net Profit

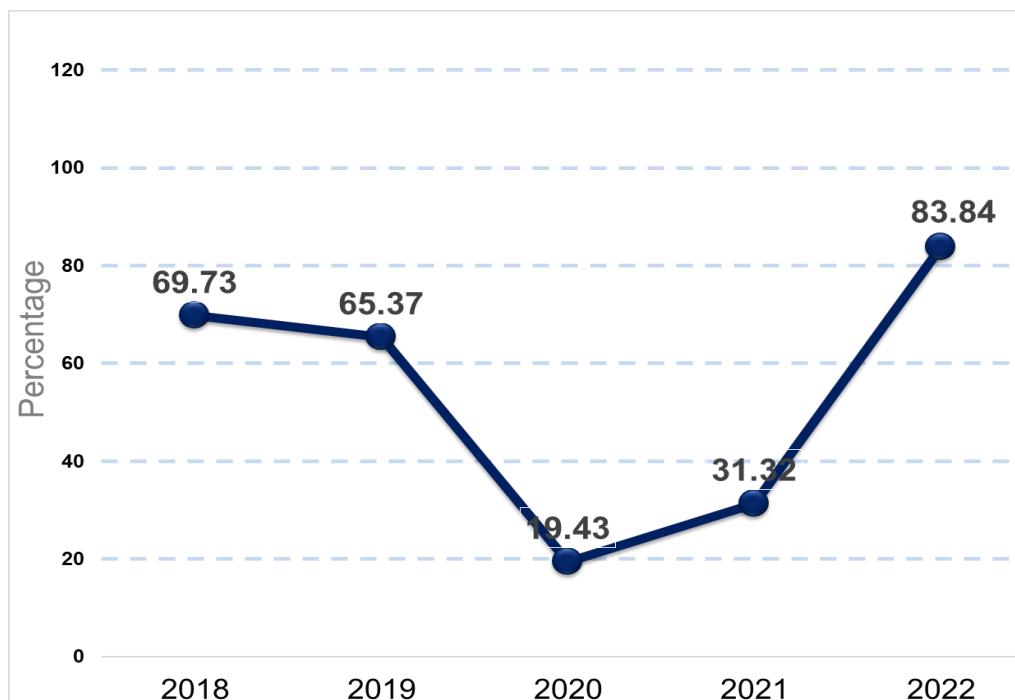


Rp Billion	FY – 2022	FY – 2021	Changes
Total Current Assets	2.323	2.051	13%
Total Non-Current Assets	668	676	-1%
Total Assets	2.990	2.727	10%
Total Current Liabilities	1.564	1.295	21%
Total Non-Current Liabilities	186	200	-7%
Total Liabilities	1.750	1.495	17%
Retained Earnings	897	889	-2%
Non-Controlling Interest	(3)	(3)	0%
Capital Stocks and Additional	346	346	0%
Total Stockholders' Equity	1.240	1.232	-2%
Total Liabilities and Stokholders' Equity	2.990	2.727	10%

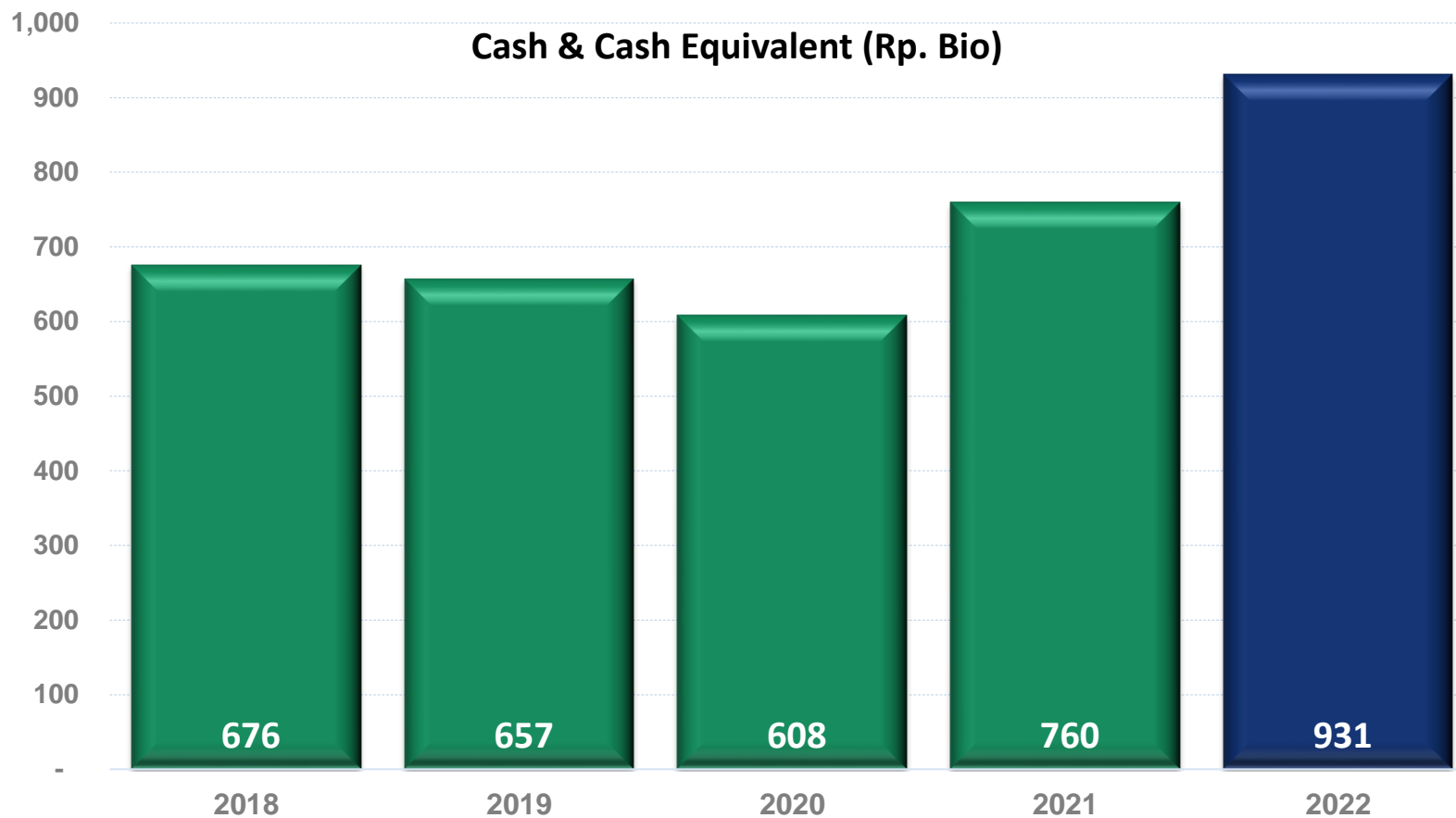
Rp Billion	FY – 2022	FY – 2021	Changes
Revenue	2.277	1.745	30%
Gross Profit	276	211	31%
Gross Profit After JO	299	257	16%
Profit Before Tax	93	103	-10%
Income Tax	2	1	7%
Net Profit	92	102	-10%



	2018	2019	2020	2021	2022
ROE	19.8%	16.3%	9.5%	8.3%	7.4%
ROA	6.5%	5.9%	3.8%	3.7%	3.1%



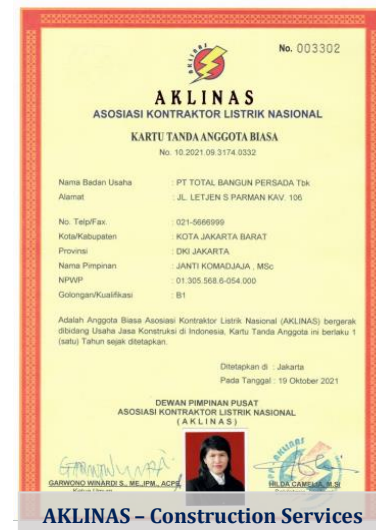
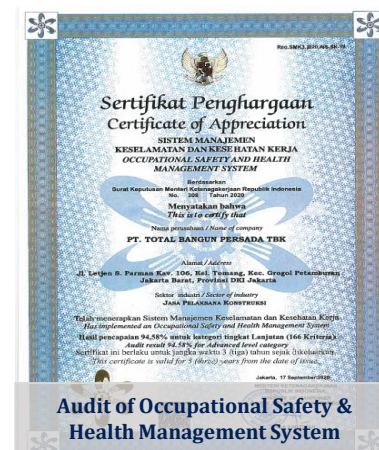
	2018	2019	2020	2021	2022
% of Previous Year's Net Profit	69.73	65.37	19.43	31.32	83.84
Amount of Distributed Dividends (In Rp. Bn.)	170.50	136.40	34.10	34.10	85.25
Rp/Share	50.00	40.00	10.00	10.00	25.00
No. of Shares Eligible For Dividends (in Bn.)	3.41	3.41	3.41	3.41	3.41



- Prudent cash management & cash position at all time
- Working capital through internally generated cash
- Preservation against liquidity problem

Rp Billion	2020	2021	2022	EST 2023	EST 2024
Revenue	2,293	1,745	2,277	2,300	2,500
Net Profit	109	102	92	95	100
New Signed Contracts	836	2,177	2,588	2,600	2,900

Tahun	Modal (Rp)	Alokasi	Realisasi
2022	3 billion	Project equipments, IT Equipments & Softwares.	Capex usage as of Q4-2022 is around Rp 4.91 Billion
2023	3 billion	Project equipments, IT Equipments & Softwares.	N/A



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



5th Indonesia Sales & Marketing Award 2022



Indonesia Information Technology Award-IV-2022

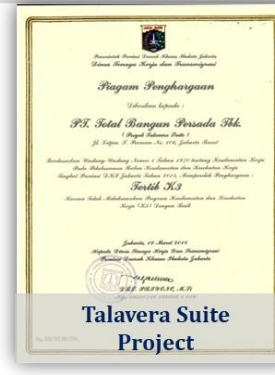
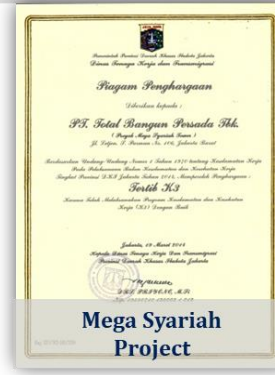


Wisma Barito Pasific II Project



The Environmental, Social & Governance (ESG) Awards 2020

Occupational Health, Safety and Environment Awards



Zero Accident Award from Minister of Public Works and Transmigration



THANK YOU



corsec@totalbp.com