

A collage of various buildings and construction projects, including modern skyscrapers, commercial buildings, and a mosque, arranged around the central text.

PT TOTAL BANGUN PERSADA Tbk

Pride & Excellence In Construction

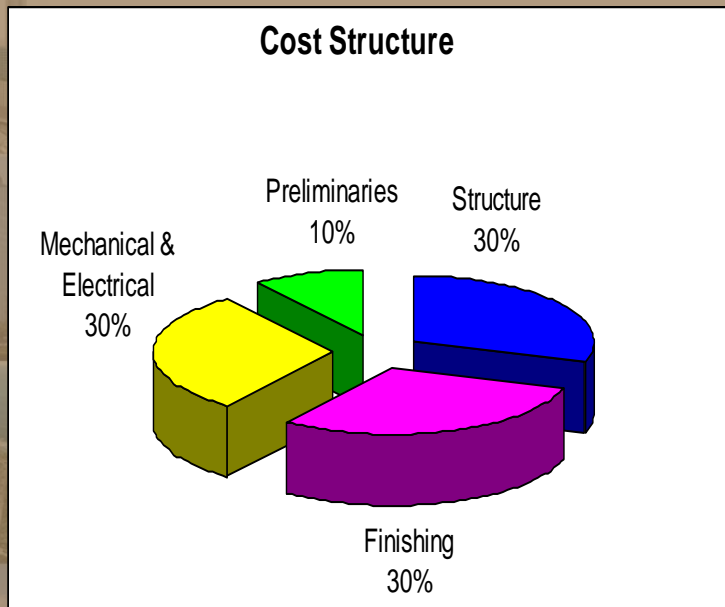


Pride and Excellence in Construction

Construction Business

- Higher entry barrier for large and high quality projects, only few companies qualified
- High fragmented (lots of contractors exist in Indonesia, but only 125 contractors are registered with AKI (Indonesian Contractors Association- as of March 2012)
- Multi Years Projects → Revenue recognition by percentage of completion phase (Indonesian Accounting Standard/ PSAK)
- Projects are individually priced

Cost Structure For Building Construction



- 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.)

PT Total Bangun Persada Tbk

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



Pride and Excellence in Construction

PT Total Bangun Persada Tbk

- Established in 1970
- Focus consistently in building construction.
- Specializes in premium building construction of more than 700 buildings, i.e. high-end commercial, apartment & condominium, offices, shopping centers, universities, hospitals, religious centers, tv station, indoor theme park, etc.
- Continuously making profits for more than 40 years in 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, net cash position.



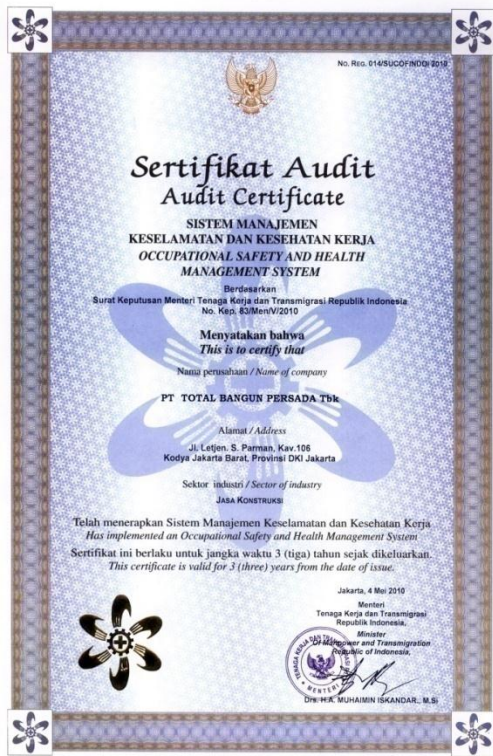
Pride and Excellence in Construction

Certifications



Pride and Excellence in Construction

Certifications & Membership



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



**GBCI Corporate
Founding Member**



Pride and Excellence in Construction

Awards Received

In November 2011, the Company received the following awards from Anugerah Business Review:



The Power of Heart CEO



**Best Operation Management
of The Year 2011- 3rd rank**



Pride and Excellence in Construction

Awards Received

The Company participated in 2011 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 in November 2011 for Building Construction category was awarded to Masjid Raya Padang in West Sumatera



Pride and Excellence in Construction

Awards Received

The Company received Indonesian Construction Award from the Minister of Public Works Department (PU) in November 2011.



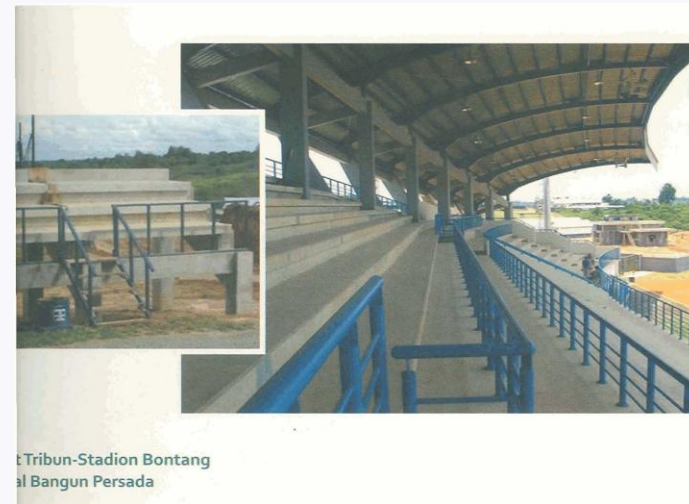
Project performance award in November 2011 for Building Construction category < 8 floors was awarded to Masjid Raya Padang in West Sumatera



Pride and Excellence in Construction

Awards Received

The Company received Indonesian Construction Award from the Minister of Public Works Department (PU) in November 2011.



Project performance award in November 2011 was also awarded to Stadion Bontang in East Kalimantan



Pride and Excellence in Construction

Awards Received

The Company received Indonesian Construction Award from the Minister of Public Works Department (PU) in November 2011.



Project performance award in November 2011 was also awarded to Aula Simfonia in Jakarta



Pride and Excellence in Construction

Awards Received



The Company received Project Management Award for Masjid Raya Padang by IAMPI (Ikatan Ahli Manajemen Proyek Indonesia) in December 2011.



Pride and Excellence in Construction

Awards Received



**Zero Accident Award
from Minister of
Public Works and
Transmigration for 1
Park Project in 2012.**



**Zero Accident Award
from Minister of
Public Works and
Transmigration for
Berau Project in East
Kalimantan in 2012.**



**Zero Accident Award
from Minister of
Public Works and
Transmigration for K
Link Project in 2012.**



Pride and Excellence in Construction

Awards Received

**HSE Compliance Award
for Headquarter from
Governor of Jakarta in
2012.**



**Zero Accident Award
from Governor of
Jakarta for K Link
Project in 2012.**



**Zero Accident Award
from Governor of
Jakarta for 1 Park
Project in 2012.**



Pride and Excellence in Construction

Awards Received



**Winner of Indocement Awards 2012:
Best Innovation In
Customer Satisfaction**



**Winner of Indocement Awards 2012:
Nominee For Best
Innovation in Green
Development**



**Winner of Indocement Awards 2012:
Nominee For Best
Innovation in Sustainable
Development**



Pride and Excellence in Construction

Awards Received



'Zero Accident' Award for Allianz Tower Project from Governor of DKI Jakarta



'Zero Accident' Award for BRI Building Project from Governor of DKI Jakarta



'Zero Accident' Award for RS Grha Kedoya Project from Governor of DKI Jakarta



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



Pride and Excellence in Construction

Past Projects



BANK MEGA TOWER



TRANS TV



PEARL GARDEN APARTMENT



THE PAKUBUWONO RESIDENCES



GADING PLUIT HOSPITAL



ITC PERMATA HIJAU



LAMIN ETAM GOVERNOR OFFICE



SANGATTA REGIONAL GOVT OFFICE



BERAU MOSQUE



ISLAMIC CENTER - SAMARINDA



POINS SQUARE



JAKARTA CITY TOWER



BONTANG STADIUM



APARTEMEN "THE REGATTA"



LIVING WORLD - SERPONG



Pride and Excellence in Construction

Past Projects



MAGELANG STADIUM – EAST JAVA



TRANS STUDIO - BANDUNG, WEST JAVA



BINUS BOARDING HOUSE - JAKARTA



SINAR MAS OFFICE - SERPONG



Pride and Excellence in Construction

Past Projects



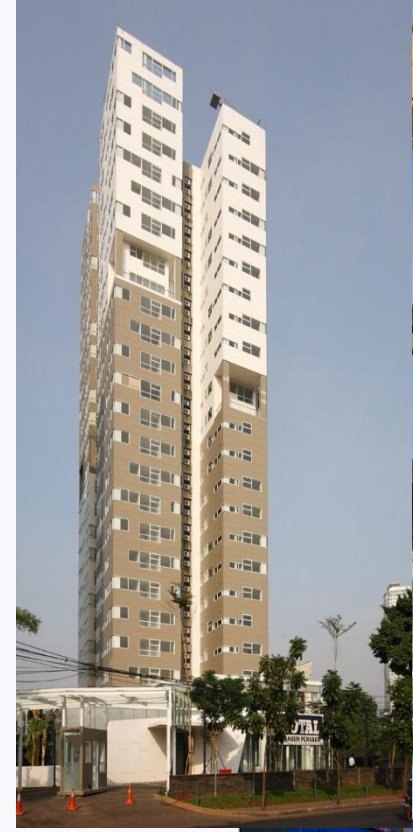
**SOVEREIGN –
JAKARTA**



**K- LINK TOWER -
JAKARTA**



**ALLIANZ TOWER-
JAKARTA**



**1 PARK -
JAKARTA**



Pride and Excellence in Construction

Past Projects



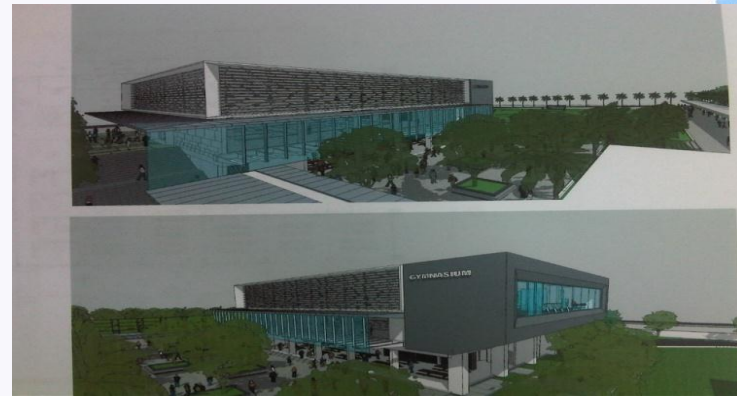
CENTRAL PARK - JAKARTA



**MULTIMEDIA NUSANTARA UNIVERSITY
- SERPONG, TANGERANG**



**BINUS SERPONG 3 - SERPONG,
TANGERANG**



**SWISS GERMAN UNIVERSITY
(SGU) - SERPONG, TANGERANG**



Pride and Excellence in Construction

Projects Under Construction



**MENARA VERDE
CONDOMINIUM –
SOUTH JAKARTA**



**JASA MEDIKA
HOSPITAL –
EAST JAVA,
SURABAYA**



**AUSTRALIAN EMBASSY –
KUNINGAN, SOUTH JAKARTA**

*Note: Photo courtesy of Denton
Corker Marshall*



Pride and Excellence in Construction

Projects Under Construction

**BERAU AIRPORT
STAGE II –
EAST KALIMANTAN**



**GREEN BAY –
NORTH JAKARTA**



Pride and Excellence in Construction

Share Performance

- The largest private construction company
- Listed at JSX on 25 July 2006
- Initial listing of 2.750.000.000 shares. Company issued Bonus shares of 660.000.000 on June 28th, 2010. Current outstanding shares are 3.410.000.000.
- As of Jan 2013, local and foreign investors comprised of 24.5% and 7.7% respectively.
- IPO price of Rp.345,-/share
- Listed on the Main Board
- Highest closing price stood at Rp.1000,- on July 25, 2007



Pride and Excellence in Construction

Final Dividend Payment History

	2007	2008	2009	2010	2011	2012
% Of Previous Year's Net Profit	40.33	38.50	31.64	40.00	62.00	120.19
Amount of Distributed Dividends (In Rp. Bn.)	41.25	20.63	5.50	20.63	50.02	150.04
Rp/Share	15.00	7.50	2.00	7.50	14.67	44.00
No. of shares eligible for dividends (In Bn.)	2.75	2.75	2.75	2.75	3.41	3.41

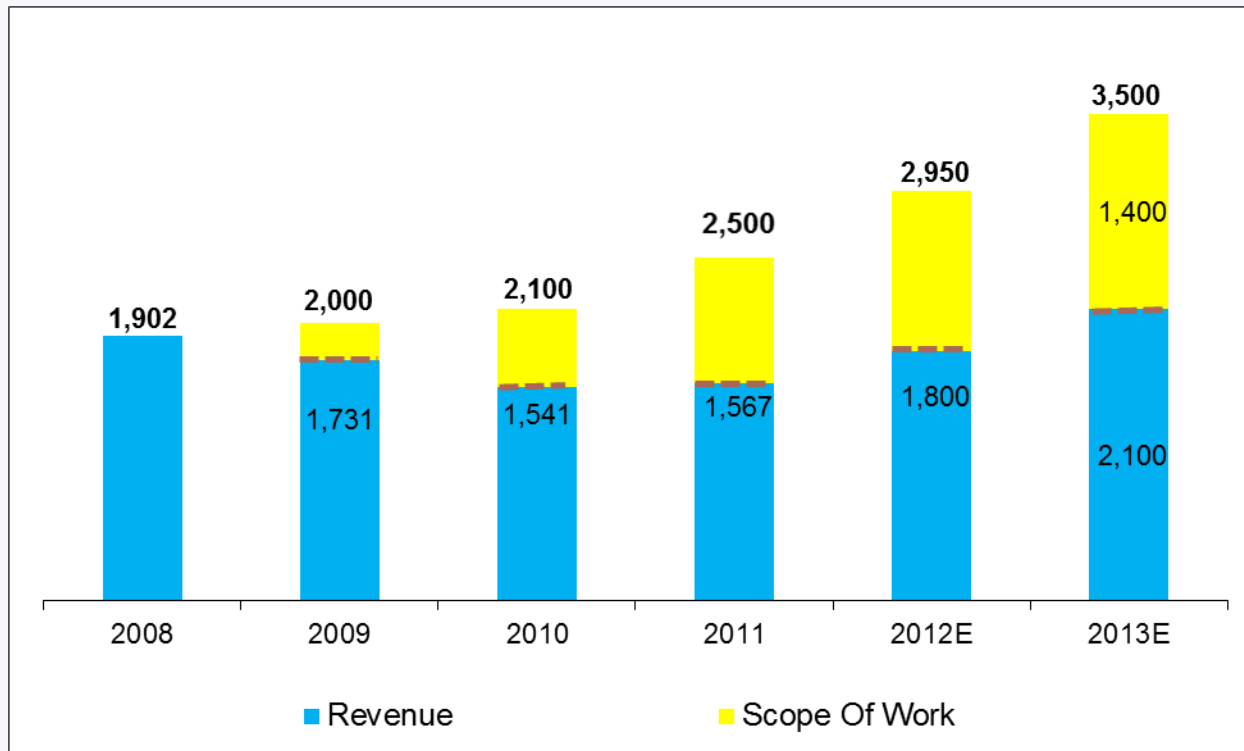
The Company distributed bonus shares amounted to 66 million shares on June 28th, 2010

For net profit between Rp50-Rp200bio, dividend payment is around 40%.

For net profit above Rp200bio, dividend payment is 50%.



Revenue (Rp. Bio.)



Scope of work is around Rp2.5trln and Rp2.95trln respectively in 2011 and 2012.



Pride and Excellence in Construction

Business Performance

Revenue Mix :

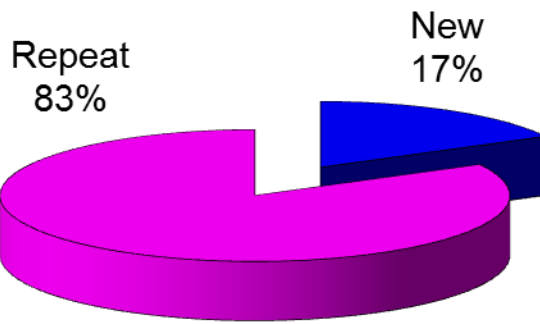
- Repeat/New Customers
- Private/Government
- Project Classification
- Project Location



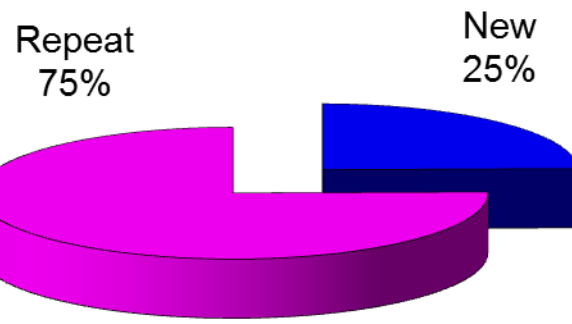
Pride and Excellence in Construction

Repeat/New Customers

Revenue 3Q-11

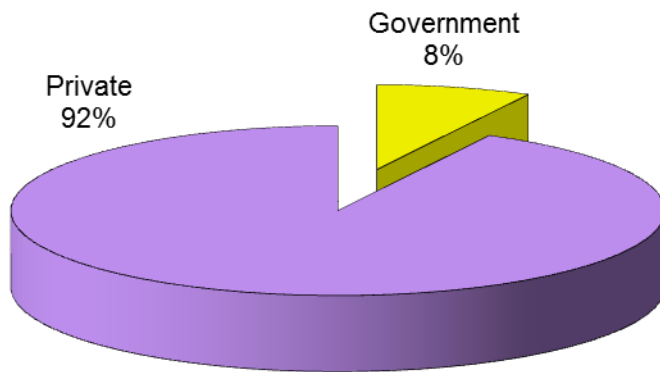


Revenue 3Q-12

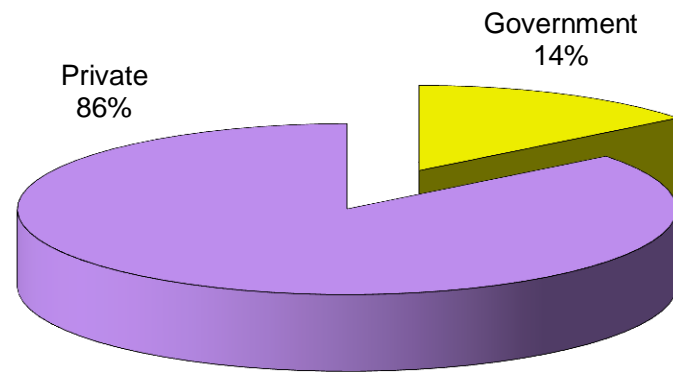


Private/Government

Revenue 3Q-11

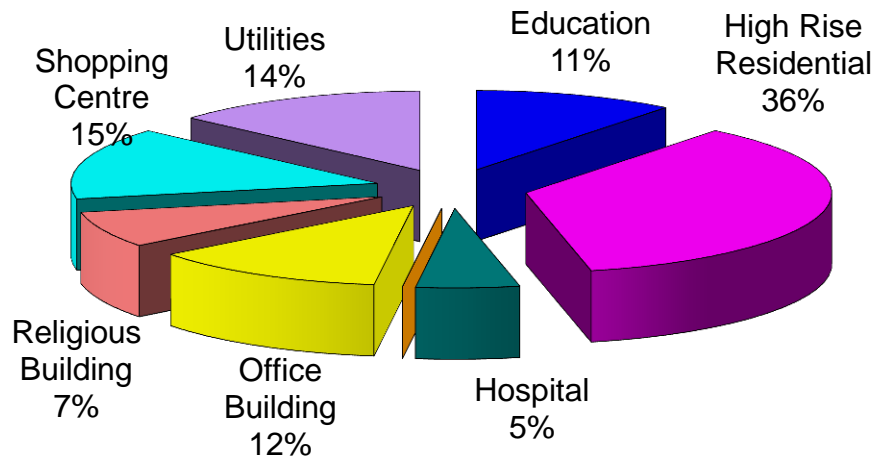


Revenue 3Q-12

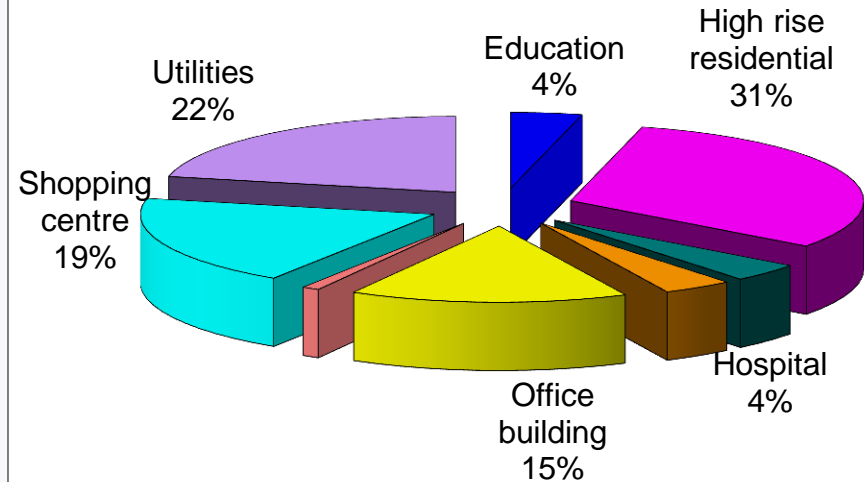


Project Classification

Revenue 3Q-11

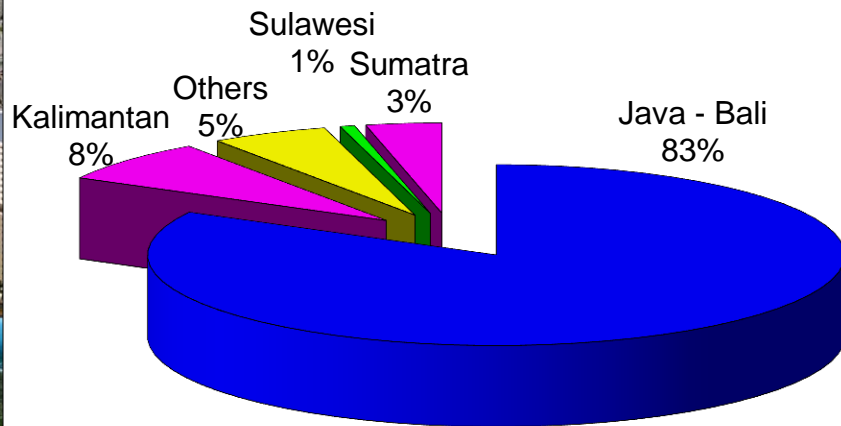


Revenue 3Q-12

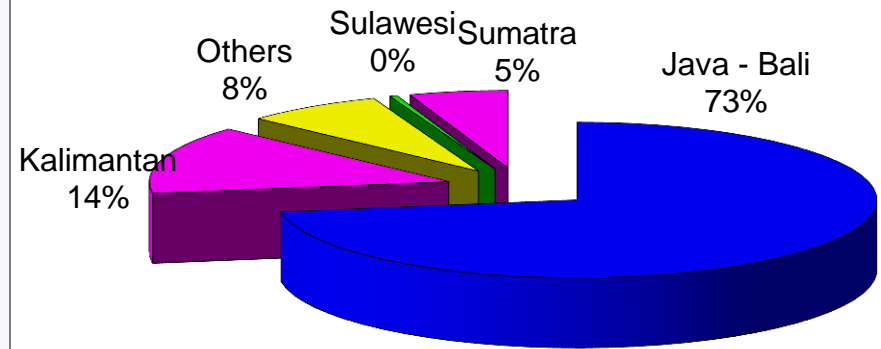


Project Location

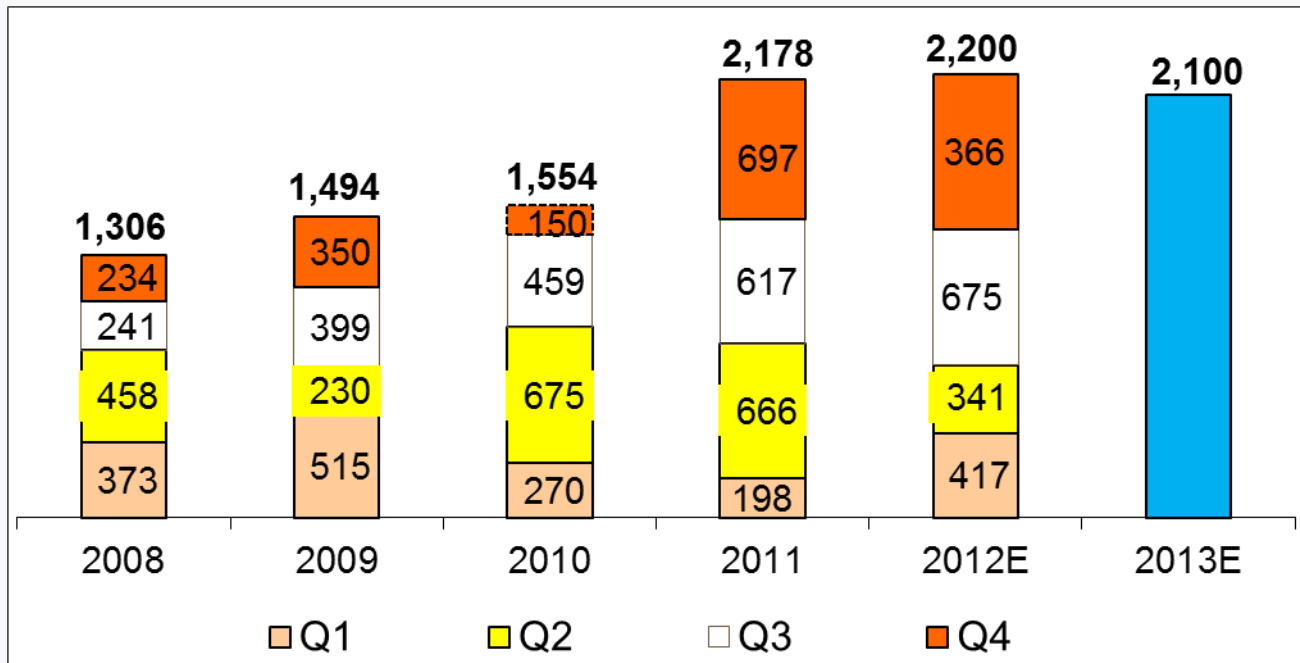
Revenue 3Q-11



Revenue 3Q-12



New Signed Contracts (Rp. Bio.)



New Signed Contracts (NSC) in 2011 of Rp2.2 trln is equal to Rp3.5 trln scope of work.

New Signed Contracts (NSC) in 2012E of Rp2.2 trln is equal to Rp3.5 trln scope of work.

Backlog's Estimate (As of Dec 31, 2012 - Rp. Mio.)

*** = Excludes Projects signed after December 2012**

New Projects secured in Q4-2011 are among others: Marriott Hotel Bali (Rp165bio), Holiday Inn Hotel Bali (Rp88bio), Convention Hall Samarinda, East Kalimantan (Rp219bio). All contract value include 10% PPN.

New Projects secured in 2012 are among others: Berau Airport Stage II in East Kalimantan, Trans Hotel Bandung 2, PLTU Keban Agung Lahat in South Sumatera, Hermitage Service Apartment in Menteng, Ramayana (in Lampung, Cilegon, Sorong, Parung, Klender, Cibinong, Cibadak), Bank Panin, Office Building: Tuboscope Building Imeco, Talavera Suite, Menara Sentraya, Industrial building: Gudang Garam in Gempol, East Java, Neo Hotel Legian, Masjid Agung Sangatta 3. As of Oct12, new signed contracts are around Rp1.55trln (Ramayana Tasikmalaya, Pekalongan, Bogor).



Pride and Excellence in Construction

Projects Prospect (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.

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

As of February 2013,
Exclude VAT

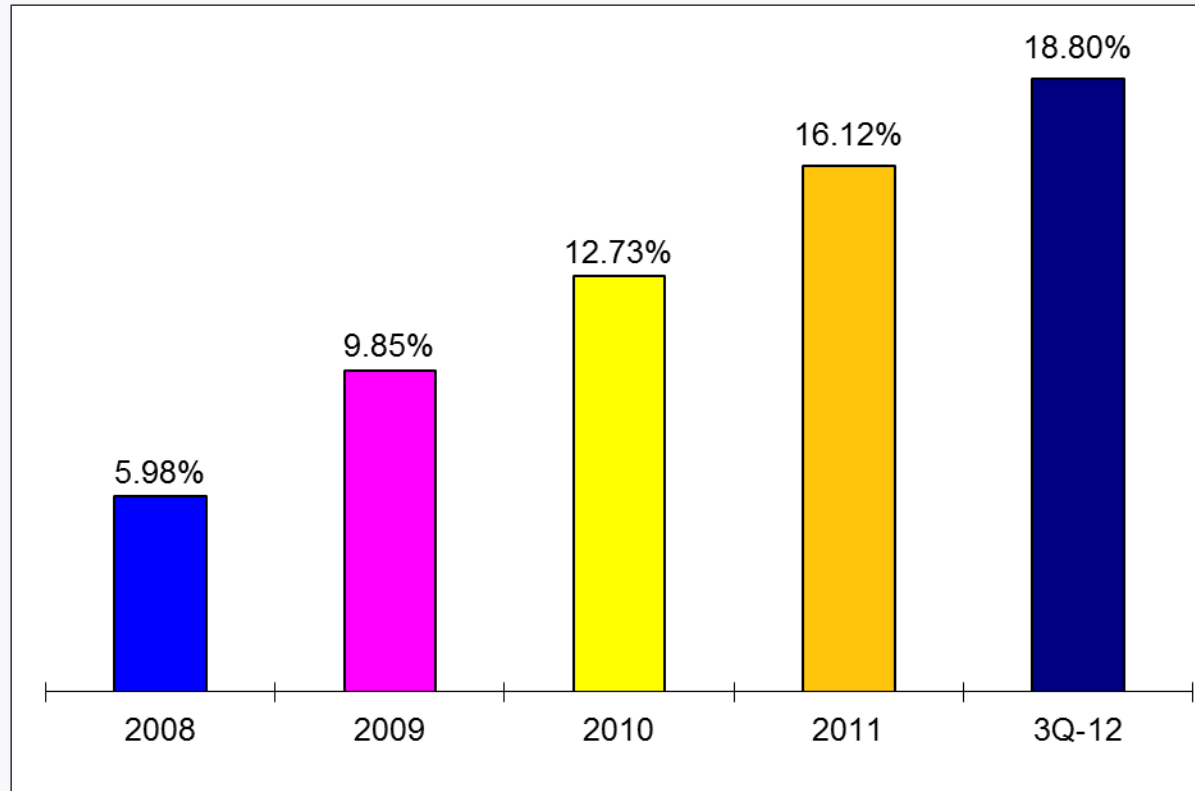
No.	SECTOR	Est. Contract Value (IDR bio)
1	Office Building	4,000
2	Utilities	90
3	Religious Building	120
4	Shopping Centre	90
5	Hotel	100
	SUM	4,400

All of the above
pipeline projects are
private projects.



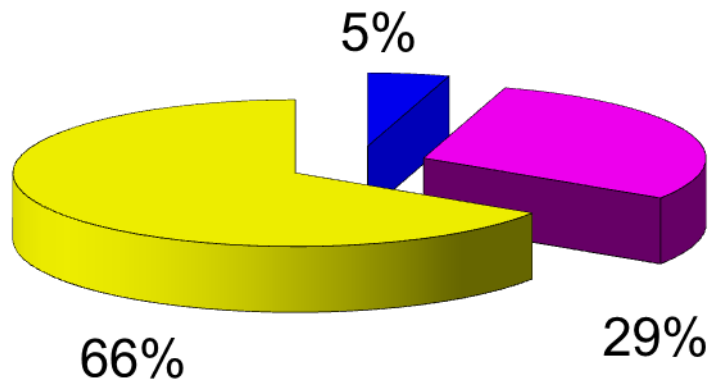
Pride and Excellence in Construction

Gross Profit Margin, %



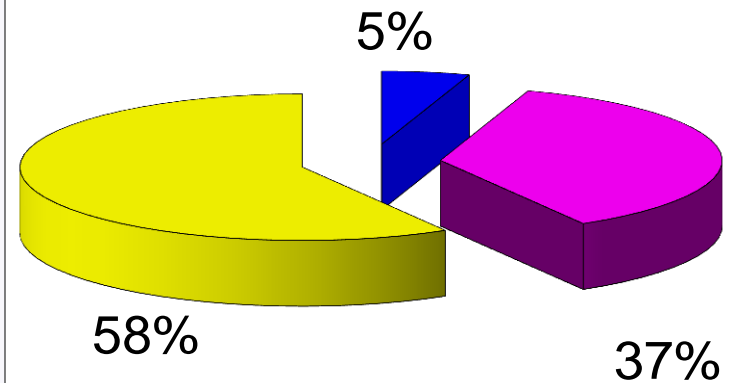
Gross Profit Composition

3Q-2011



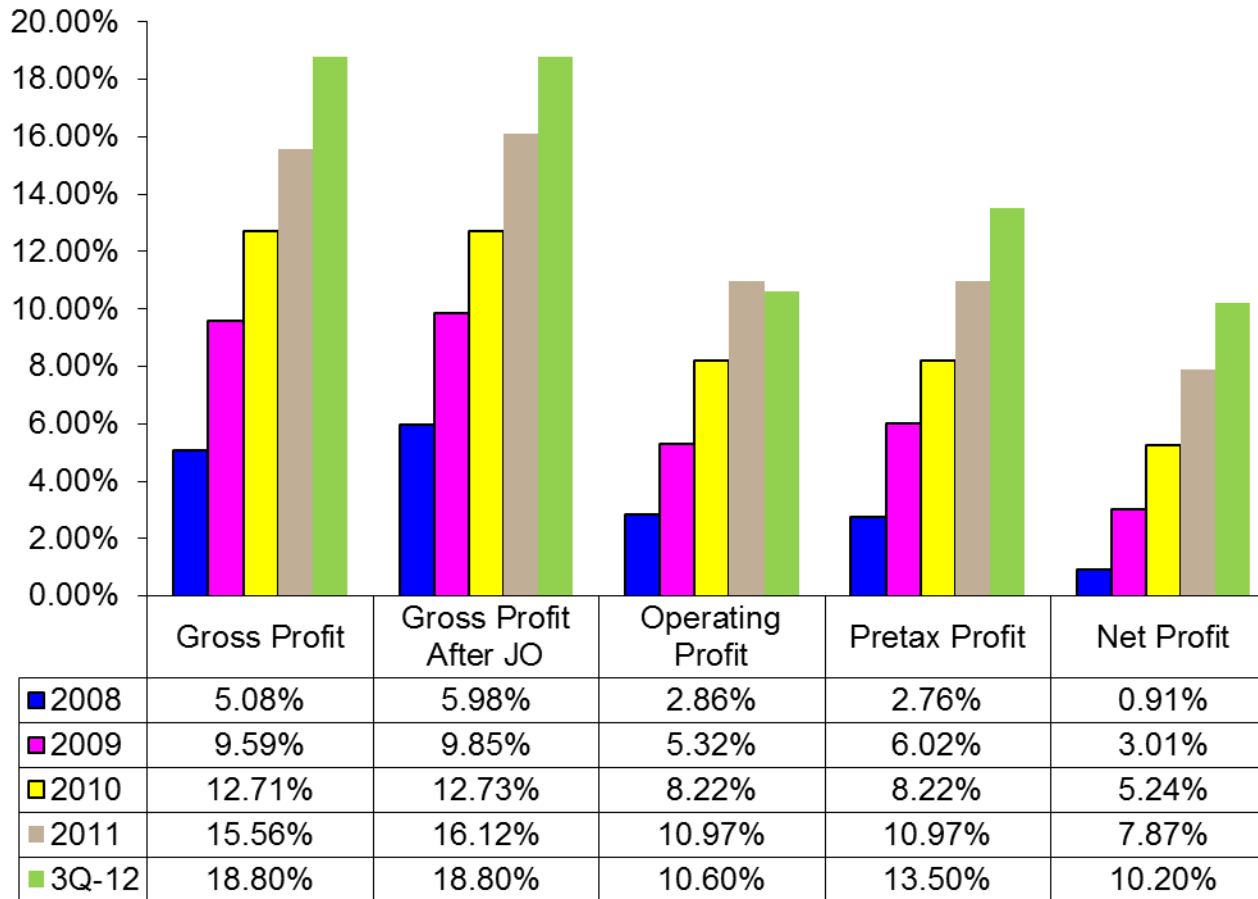
- GP ≤ 4%
- 4% > GP ≤ 10 %
- GP > 10 %

3Q-2012



- GP ≤ 4%
- 4% > GP ≤ 10 %
- GP > 10 %

Profit Margin

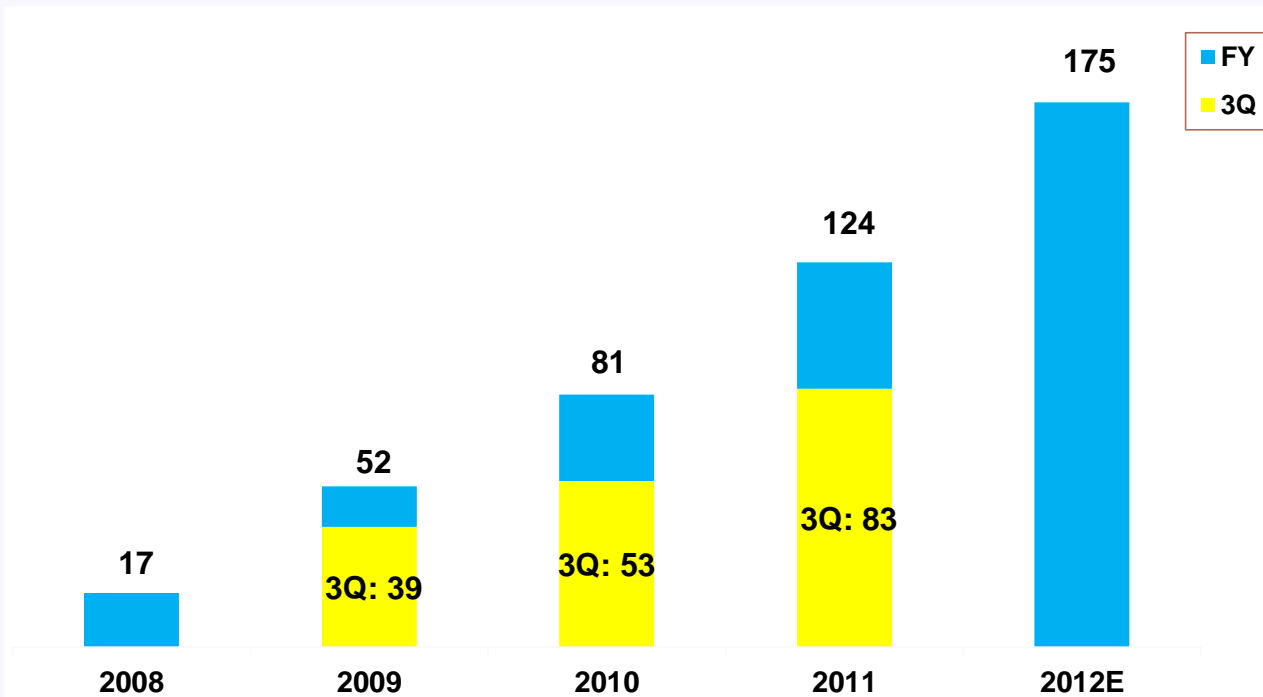


Net Profit's Growth Target is 15%YoY



Pride and Excellence in Construction

Net Profit (Rp. Bio.)



Although Net Profit's Growth Target is 15%YoY, we always beat the target since 2008.

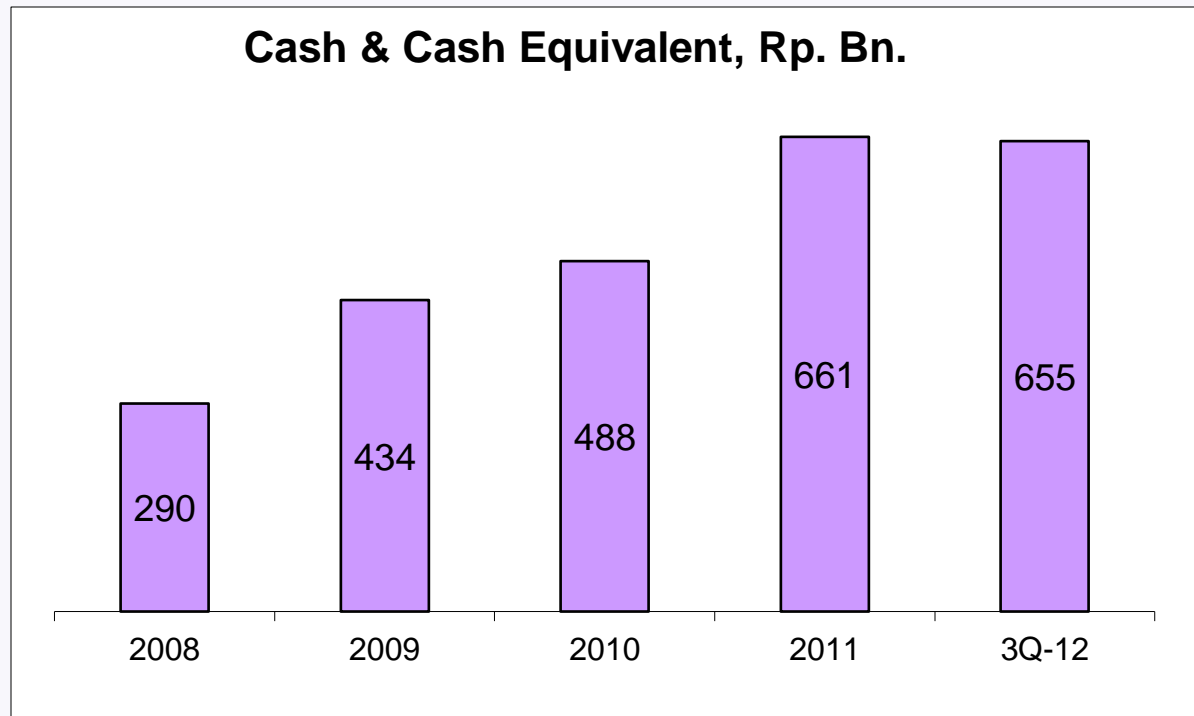


Pride and Excellence in Construction

ROE and ROA

	2008	2009	2010	2011	2012E
ROE	3.90%	10.58%	14.46%	19.71%	25.66%
ROA	1.30%	4.03%	5.07%	6.51%	8.14%

Preserving Cash To Stay Afloat



- Prudent cash management & cash position at all time
- Improving collection management
- No bank-loan
- Working capital through internally generated cash
- Preservation against liquidity problem, other business opportunities.



Pride and Excellence in Construction

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 Rp100bio, originated from internal cash. Net profit margin of TPD is around 10%-15%.**
- **The first project is a condotel in Tanjung Benoa, Bali. The mock up unit could be seen in Grand Indonesia, Jakarta. Construction is estimated to be completed by 1H-2013.**
- **The second project is GKM Tower-an office building with 'green concept' at T.B. Simatupang, South Jakarta. GKM Tower consists of 22 stories and 3 basements with land area of +/- 5,000m² , building area of +/-28,000m² (for sale 14,900m²). Groundbreaking took place on December 19, 2011, while construction is estimated to be completed by 1H-2013.**



Pride and Excellence in Construction

Subsidiary

- **PT Total Bangun Persada Tbk (Company) founded a subsidiary named PT Total Persada Indonesia (TPI) in October 2012, with construction services for EPC of powerplant and industrial building for oil and gas (civil work only) as its main business. TPI is 99% owned by the Company. Initial investment to set up the Company is Rp25bio, originated from internal cash.**
- **The difference between TPI and its holding company is that the holding company (PT Total Bangun Persada Tbk) will focus mainly on premium high rise building and light industrial buildings, while TPI (PT Total Persada Indonesia) will focus on civil work for heavy industrial building (oil and gas), as well as EPC projects.**
- **TPI is expected to contribute revenue and net profit to the holding company in 2013.**



Pride and Excellence in Construction

Plan For 2013

- Prudent cash management
- Implement *GCG (Good Corporate Governance)*
- *Research and Development* are continuously strengthened
- Implement *Customers Experience Excellence Program*
- Review business process
- Strengthen m-TOTAL culture & skill through TCI (*TOTAL Construction Institute*) program



Pride and Excellence in Construction

Estimate

IDR Billion	2010	2011	2012 Est	2013 Est
Revenue	1,541	1,569	1,800	2,100
Value of Work Done or Scope Of Work	2,100	2,500	2,950	3,200
Net Profit	81	124	175	210
New Sign Contract	1,554	1,800	2,200	2,100
Scope of Work for New Sign Contract		3,500	3,500	3,500

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).
- The emphasis should be more on bottom line rather than revenue. Value of work done or scope of work is expected to grow around 10%-15%YoY.
- Net Profit growth target is around 15%YoY.
- Capex for 2011: Rp15bio (equipment, IT infrastructure, headquarter renovation, etc.)
- Capex for 2012 & 2013: Rp20bio/year (projects equipment, IT equipment, workshop renovation, IT Software, etc.)



Pride and Excellence in Construction

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



Pride and Excellence in Construction