

PT Acset Indonusa Tbk Performance Update FY 2016

24 February 2017

The ACSET logo is displayed in white and yellow on a dark blue background. The letters 'A', 'C', 'E', and 'T' are white, while the 'O' is yellow. Below the logo, the text 'Member of PT United Tractors Tbk' is written in a smaller white font.

Member of *PT United Tractors Tbk*

Integrated Construction Company



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Contents



Company Profile



Indonesia's Leading Integrated Construction Company

PT Acset Indonusa Tbk (“ACSET”) is an integrated construction company, providing technical and construction services in building, civil engineering, foundation and ground engineering specialist works.

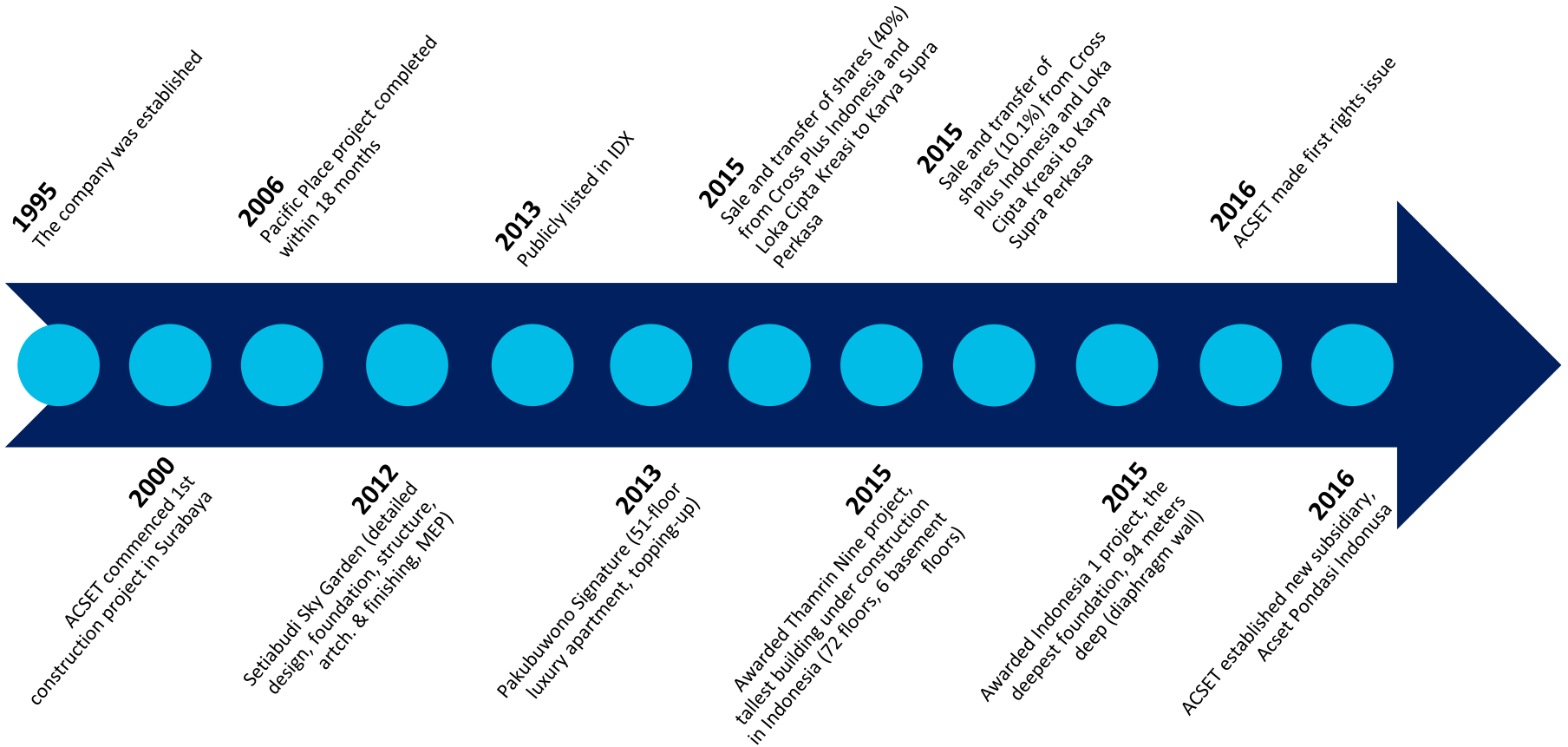
ACSET is one of the few construction groups in Indonesia with the capability to provide services that spans across the entire value chain, and even been able to diversify ACSET's business lines in high-rise controlled-demolition business and infrastructure-related works.

Our niche is in our capability to integrate the specialist works and general construction works effectively to produce the most efficient and cost effective construction; and this differentiates us from others.



Milestones

For the past 22 years, ACSET has been striving to become the pioneer in providing integrated construction solutions to its clients.



Bagian dari Grup Bisnis Terbesar di Indonesia



Automotive

Manufacture & Distribution (Market Share 50% for cars and 69% for motorcycles)



Financial Services

Banking, general and life insurance, leasing company



Heavy Equipment & Mining

CPO producer, 1million ton



Agribusiness

Concession: toll-road, clean water and port



Infrastructure, Logistics and Others



Information Technology

IT Hardware, software, consulting and document solution



Properti

Property developer and building management



UNITED TRACTORS



Construction Machinery
Market Leader (36% market shares)



ACSET

Member of PT United Tractors Tbk

An Integrated Construction Company for Foundation, Structures, Infrastructures



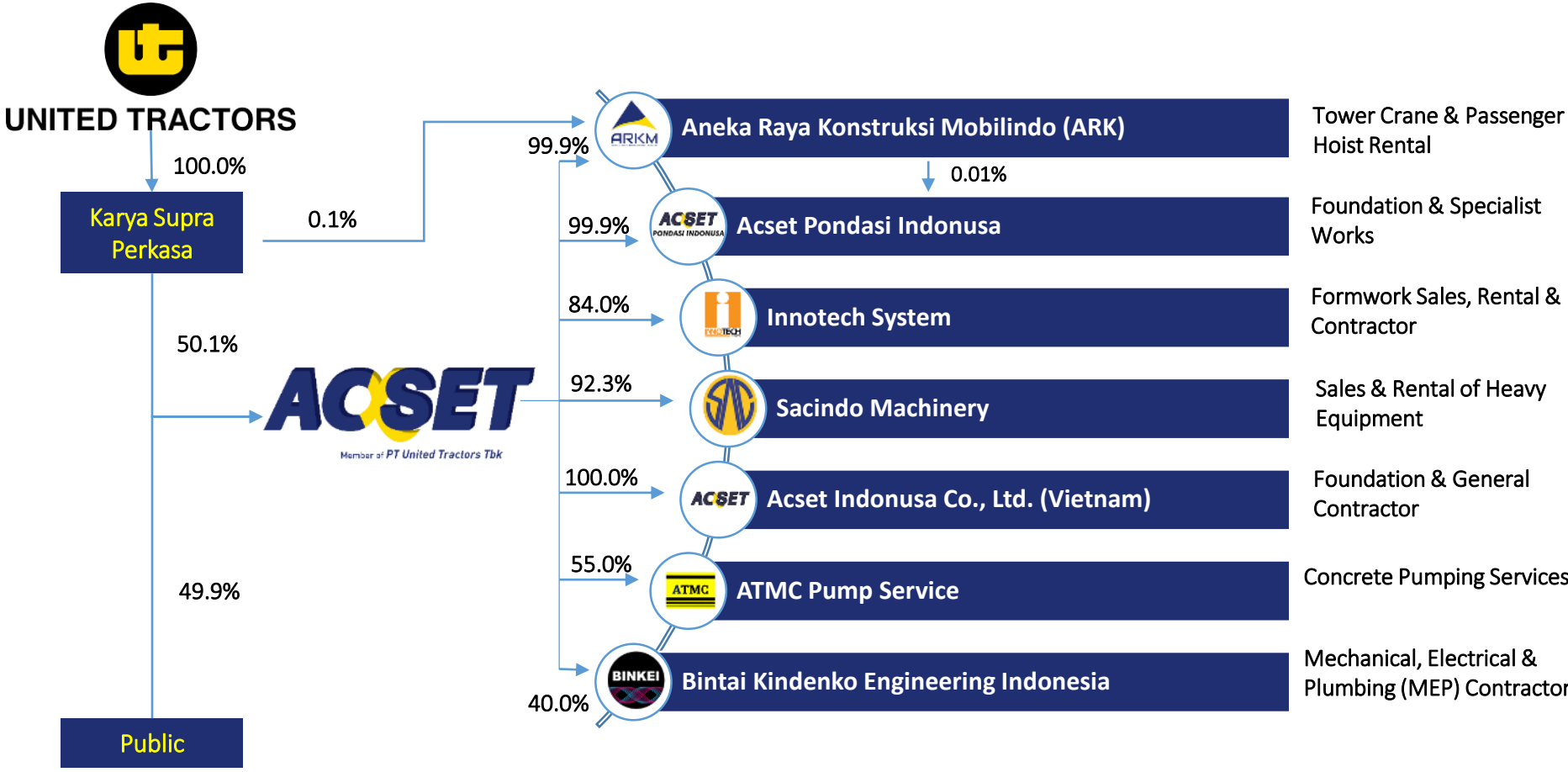
Mining Contracting
Market Leader (48% market shares)



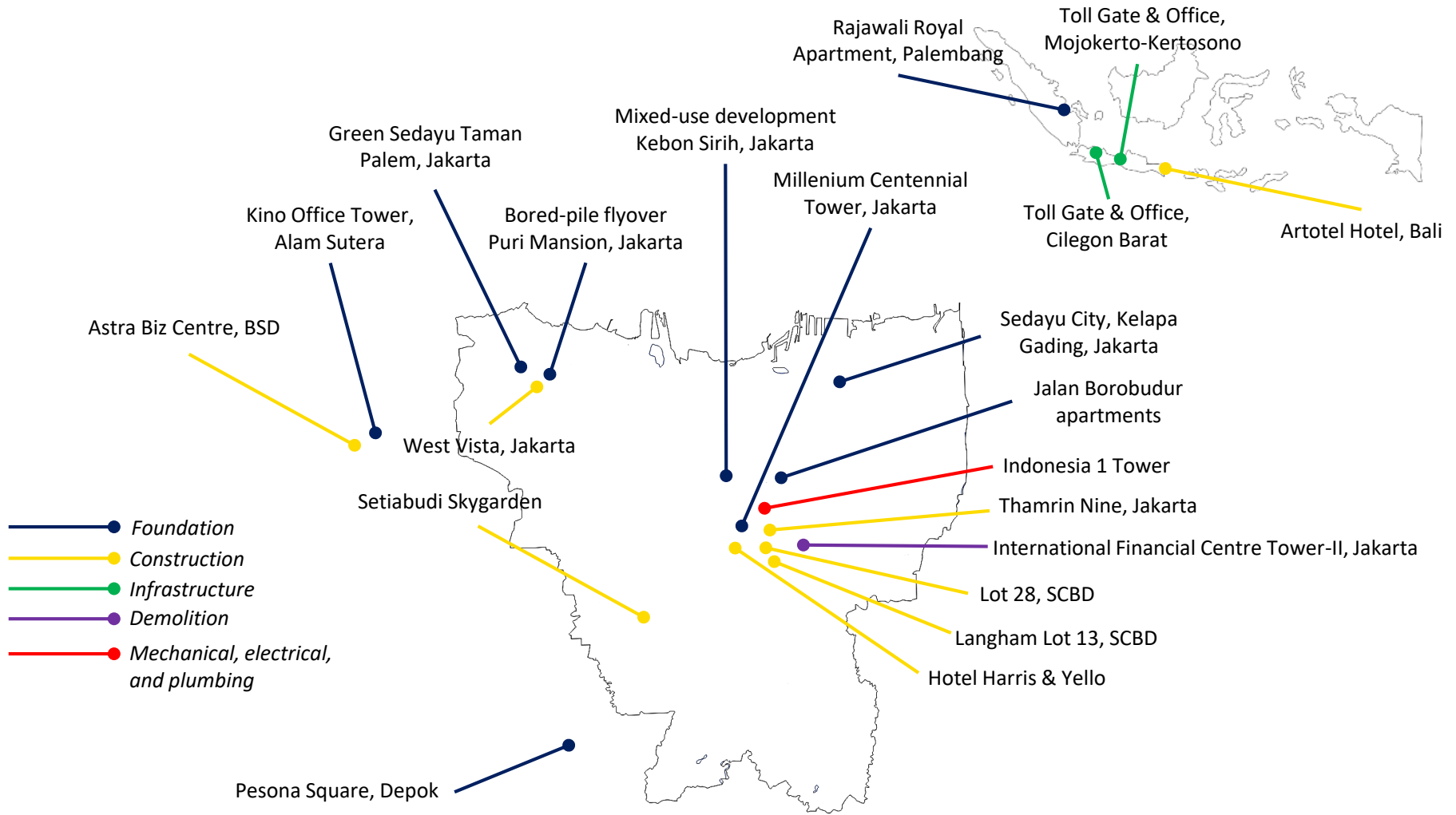
Coal Mining
Coal reserved 395 million ton

**Source: PT Astra International Tbk & PT United Tractors Tbk 2015 Annual Report*

Shareholding Structure



On-Going Projects



Management

ACSET is managed by a dedicated professional, experienced team.

BOARD OF COMMISSIONERS



GIDION HASAN
President
Commissioner



**BAMBANG
WIDJANARKO
E. S.**
President
Commissioner



**ROBERT
MULYONO**
Independent
Commissioner

BOARD OF DIRECTORS



**TAN TIAM
SENG RONNIE**
President
Director



**JEFFREY GUNADI
CHANDRAWIJAYA**
Vice President
Director



**HILARIUS
ARWANDHI**
Director



**HERJADI
BUDIMAN**
Director

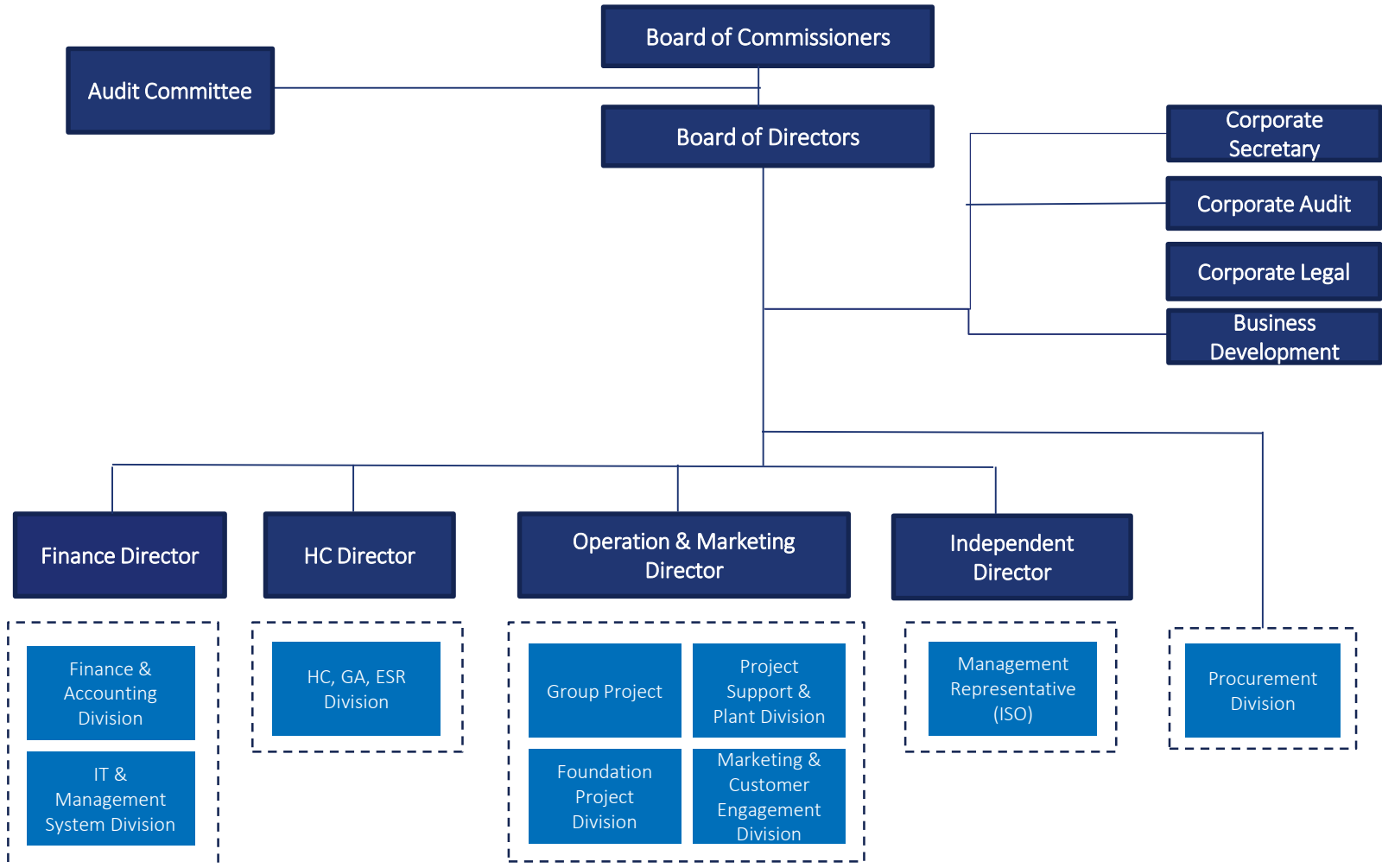


NILAWATI IRJANI
Director



WILTARSA HALIM
Independent
Director

Organizational Structure



Business Profile & Operations



Areas of Expertise

CONSTRUCTION BUSINESS

General Building Works	Civil Engineering Works	Foundation Works	Infrastructure Works	Demolition Works	Other Works
		Geotechnical Works	Toll Roads		Mechanical, Electrical & Plumbing
		Bored Piling & Diaphragm Wall	Marine Works		Construction Heavy Equipment Sales and Rental (Tower Crane/ Concrete Pump/Passenger Hoist)
		Waterproofing & Driven Piling	Power Plants		Slip Forming/ Formwork System
		Pre-Stressing/ Post- Tensioning	Bridge		

General Building Works



Civil Engineering Works



Bored Piling & Diaphragm Wall



Infrastructure Works



Marine Works



Slipforming & Formwork System

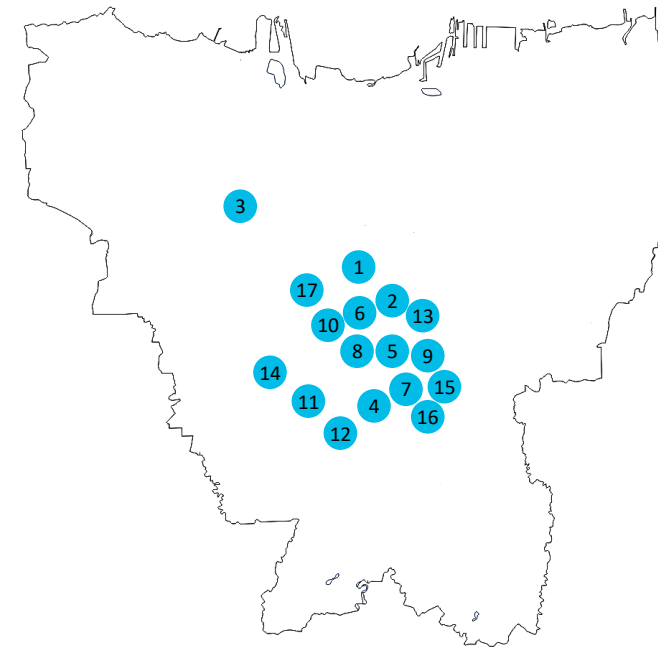
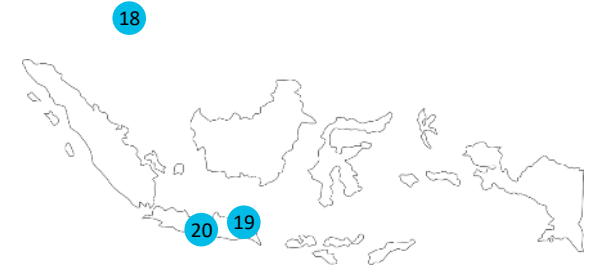


Demolition Works



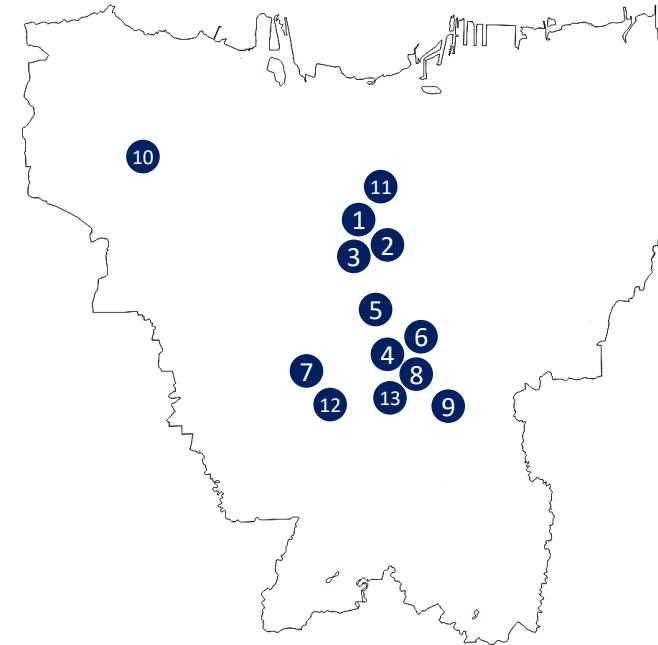
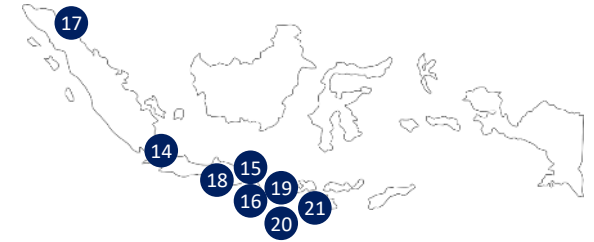
Current Project Portfolio: Foundation Projects

- | | |
|--|--|
| 1. Indonesia 1, Jakarta | 12. Pakuwono House, Pakuwono Signature, and Pakuwono House, Jakarta |
| 2. Millenium Centennial Tower, Jakarta | |
| 3. Taman Angrek Residences, Jakarta | 13. Ciputra World, Jakarta |
| 4. Mangkuluhur City, Jakarta | 14. Gandaria City, Jakarta |
| 5. SBCD Lot 10, Jakarta | 15. Pacific Place, Jakarta |
| 6. Thamrin Nine (phase I-II), Jakarta | 16. Plaza Sudirman, Jakarta |
| 7. St. Regis, Jakarta | 17. Pasar Tanah Abang (blocks A and B), Jakarta |
| 8. Bahana Office Tower, Jakarta | 18. Estella Residential Development Project, Ho Chi Minh City, Vietnam |
| 9. District 8 Senopati, Jakarta | 19. Approach bridge of Suramadu Bridge, East Java |
| 10. Sahid Sudirman Center, Jakarta | 20. Plaza Ambarukmo, Yogyakarta |
| 11. Botanica Residences, Jakarta | |



Current Project Portfolio: Structural Projects

1. Indonesia 1, Jakarta
2. Millenium Centennial Tower, Jakarta
3. Thamrin Nine, Jakarta
4. District 8 Mixed-Use and Langham Tower Development, Jakarta
5. Equity Tower, Jakarta
6. Kota Kasablanka (phase I-II), Jakarta
7. Gandaria City, Jakarta
8. Pacific Place, Jakarta
9. New British Embassy, Jakarta
10. West Vista Apartment, Jakarta
11. Hotel Harris and Yello, Jakarta
12. Pakuwono Signature and Pakuwono House, Jakarta
13. Residence 8 @ Senopati Office and Apartment, Jakarta
14. Astra Business Centre, Tangerang
15. BG Junction Supermall Pakuwon, Surabaya
16. Supermall PTC Pakuwon Indah, Surabaya
17. Sun Plaza, Medan
18. Tunjungan Plaza IV, Surabaya
19. Artotel Sanur, Bali
20. TS Suites Hotel and Mall Town Square, Bali
21. Alila Seminyak Resort, Bali



Current Project Portfolio: Civil & Infrastructure



1. Tanjung Priok Access Road (phase II), Jakarta
2. Blending silo of PT Semen Gresik Rembang, Central Java
3. Silo, Packer, and Pen Building of PT Semen Indonesia, East Kalimantan
4. Port and packing plant, Pontianak
5. Silo of PT Semen Indonesia Tuban II and IV, East Java
6. Silo of Semen Banjarmasin, South Kalimantan
7. Silo of Bosowa Mataram, West Nusa Tenggara
8. Silo of PT Semen Gresik Banyuwangi, East Java
9. BP Conveyor 604, East Java
10. Foundation construction of PT Semen Gresik, East Java
11. Tanjung Jati B Power Plant expansion project (2 x 660 MW), units 304, Central Java
12. Construction of toll gate and transaction line, Balaraja Timur and Cilegon Barat, Banten
13. Construction of toll gate and office building of Kertosono-Mojokerto toll road, East Java
14. Construction work for additional rows of Manyaran-Jatingaleh toll road, Central Java
15. Construction of Semarang-Solo toll road (phase I), Semarang-Bawen row (sect. II), Central Java

Current Project Portfolio: Demolition Projects

1. CIMB Niaga & Sequis Office Building, Jakarta
2. International Financial Center Tower II Car Park, Jakarta

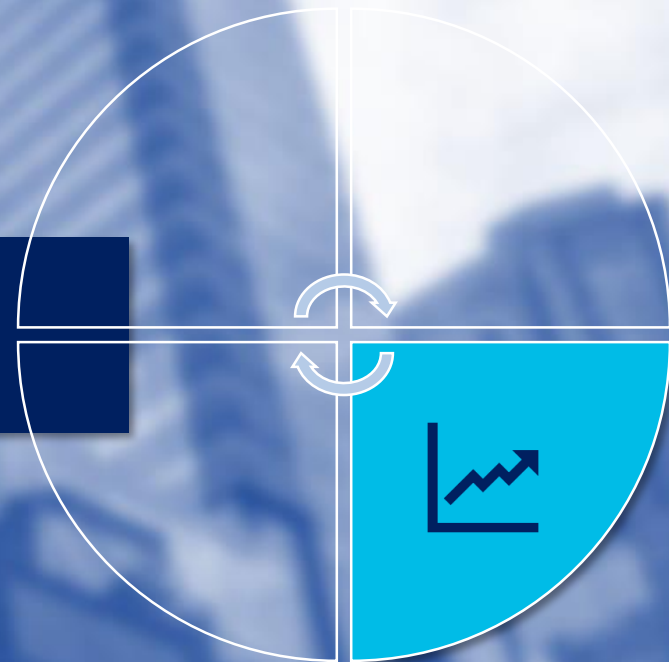


Current Project Portfolio: MEP Projects

1. Mixed – Use Development Indonesia 1, Jakarta
2. Jakarta MRT Project – 4 stations (Bundaran Senayan, Istora Senayan, Bendungan Hilir and Setiabudi)

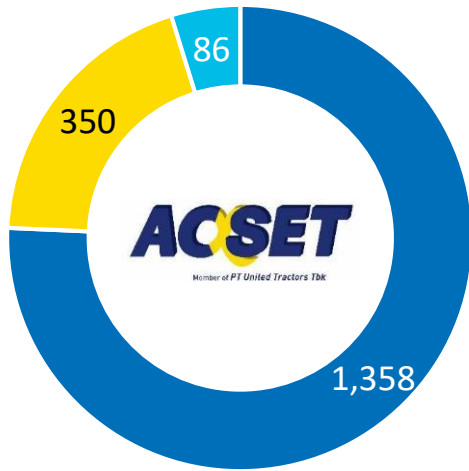


Financial Highlights



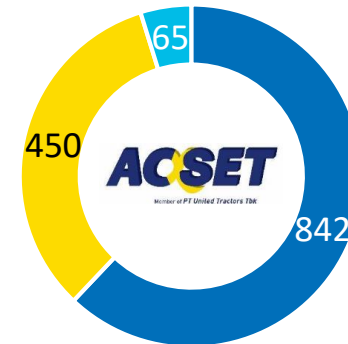
Revenue by Sector, 2015-2016

ACSET's Revenue by Sector, FY 2016 (in IDR billion)



■ Construction Sector ■ Foundation Sector ■ Others

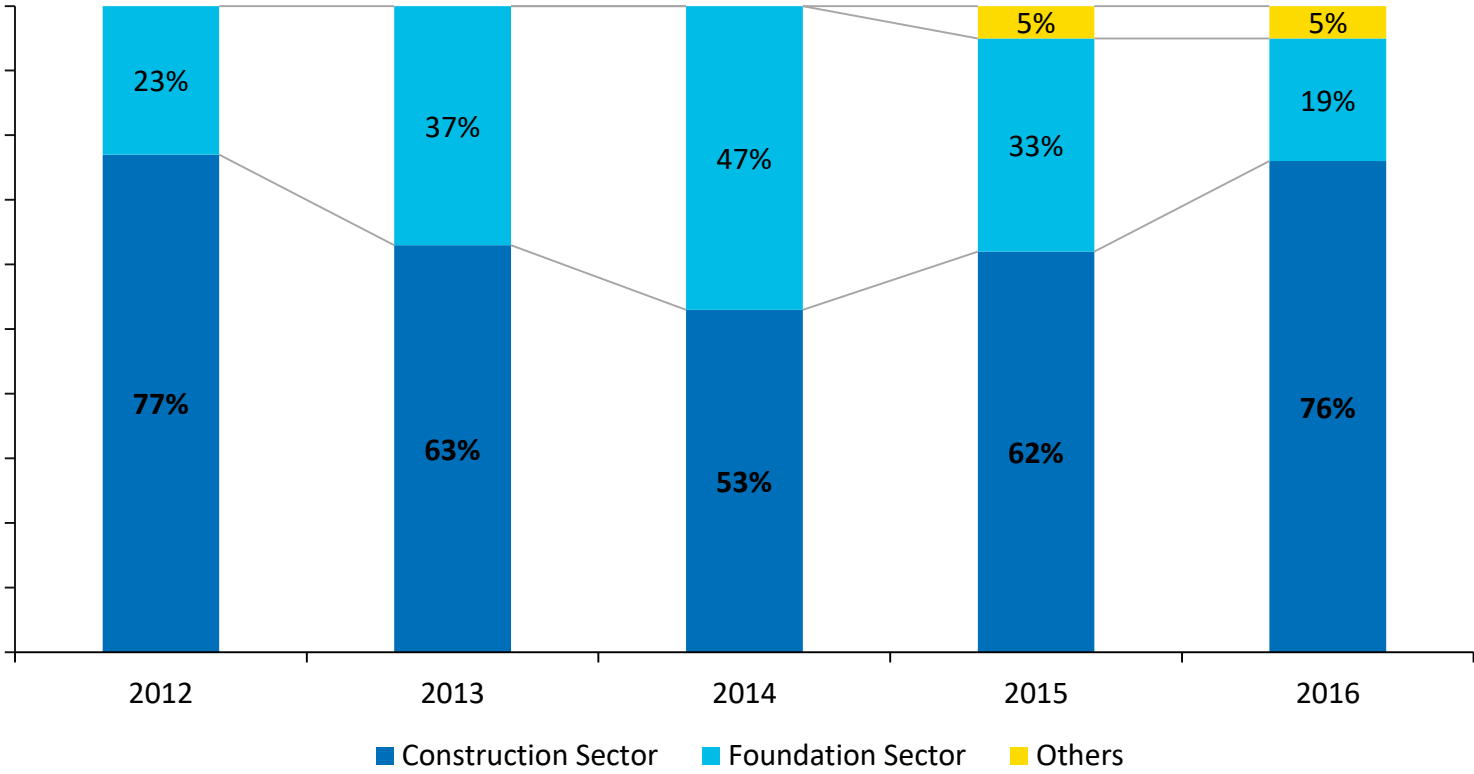
ACSET's Revenue by Sector, FY 2015 (in IDR billion)



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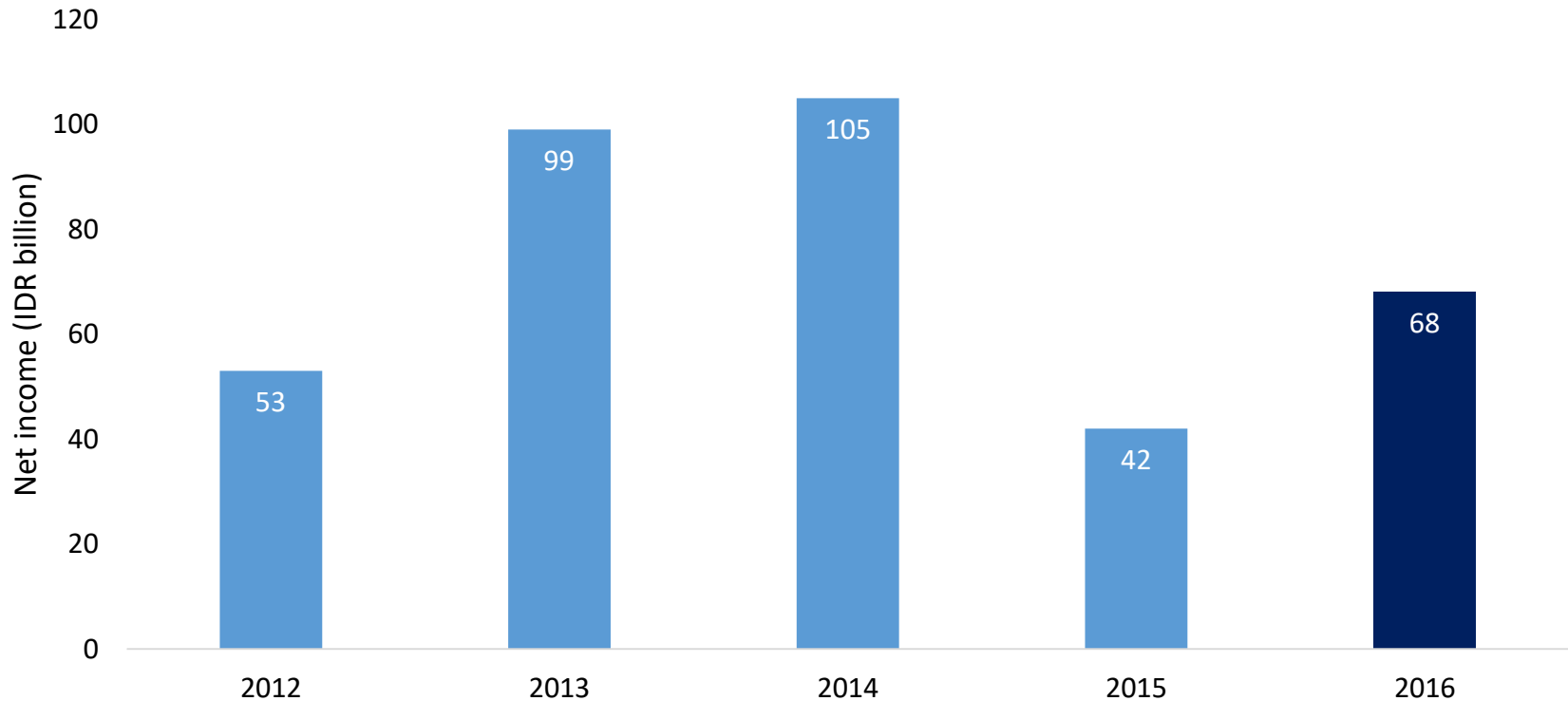
Annual Revenue by Sector, 2012-2016

ACSET's Annual Revenue by Sector, 2012-2016 (in % breakdown)



Net Income, 2012-2016

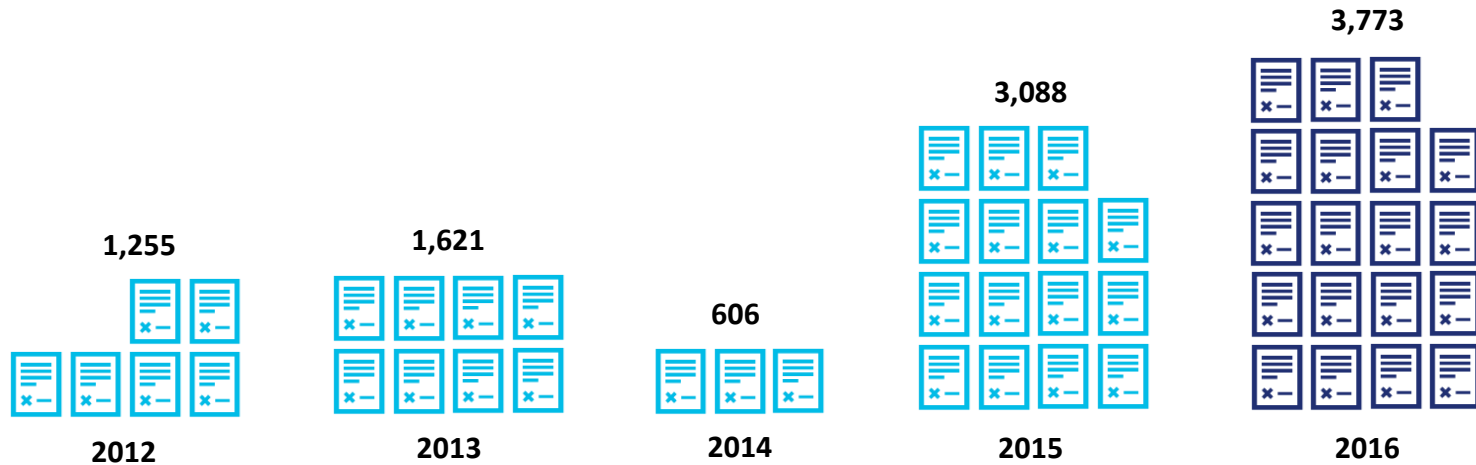
Full-Year Net Income, 2012-2016 (in IDR billion)



Financial Highlights, FY 2012-2016

<i>In IDR million</i>	2012	2013	2014	2015	2016
Net revenue	669,906	1,014,502	1,350,908	1,356,868	1,794,002
Gross profit	115,548	207,686	248,939	224,374	279,639
<i>Gross profit margin</i>	17.2%	20.5%	18.4%	16.5%	15.6%
Operating profit	75,163	152,919	176,710	130,915	182,096
<i>Operating profit margin</i>	11.2%	15.1%	13.1%	9.6%	10.2%
Net income	52,249	99,358	104,690	41,917	68,329
Net income/share (full amt.)	104	199	209	84	111
Total assets	754,771	1,298,358	1,473,649	1,929,498	2,503,171
Total equity	218,211	560,443	645,117	664,859	1,301,225

New Contracts 2012-2016

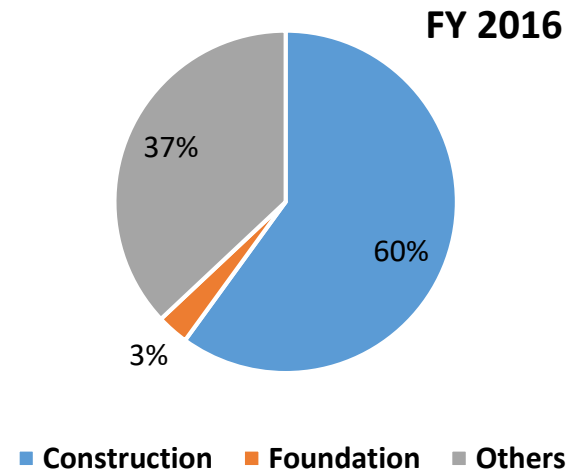


Notable New Contracts, 2016 as follows:

- **Indonesia 1**
- **Millennium Centennial Center**
- **Mixed – Use Development Indonesia 1 - MEP**

Others:

- **Sedayu City**
- **Kino Office Tower**
- **Grand Mansion Borobudur Apartment**
- **Rajawali Royal Apartment**



Business Strategy & Updates



Our Strong Foundation

Our competitive advantages set us apart from our competitors.

Integrated

- The only construction company in Indonesia capable of undertaking works from deepest foundation and basement to high-rise structures (integrated)

Experience

- More than 22 years of experience

Competitive

- One of the leading building, foundation, and diaphragm wall specialist contractors in Indonesia

Branding

- Brand recognition in prestigious and high-end projects with wide client base

Management

- Experienced and dedicated management team

Wide range of capabilities

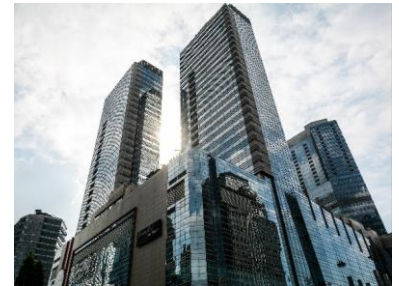
- Capable in handling a wide spectrum of projects

Leveraging network

- Leverage our nation-wide network through being a member of United Tractors and Astra Group

Strong Financial Capability

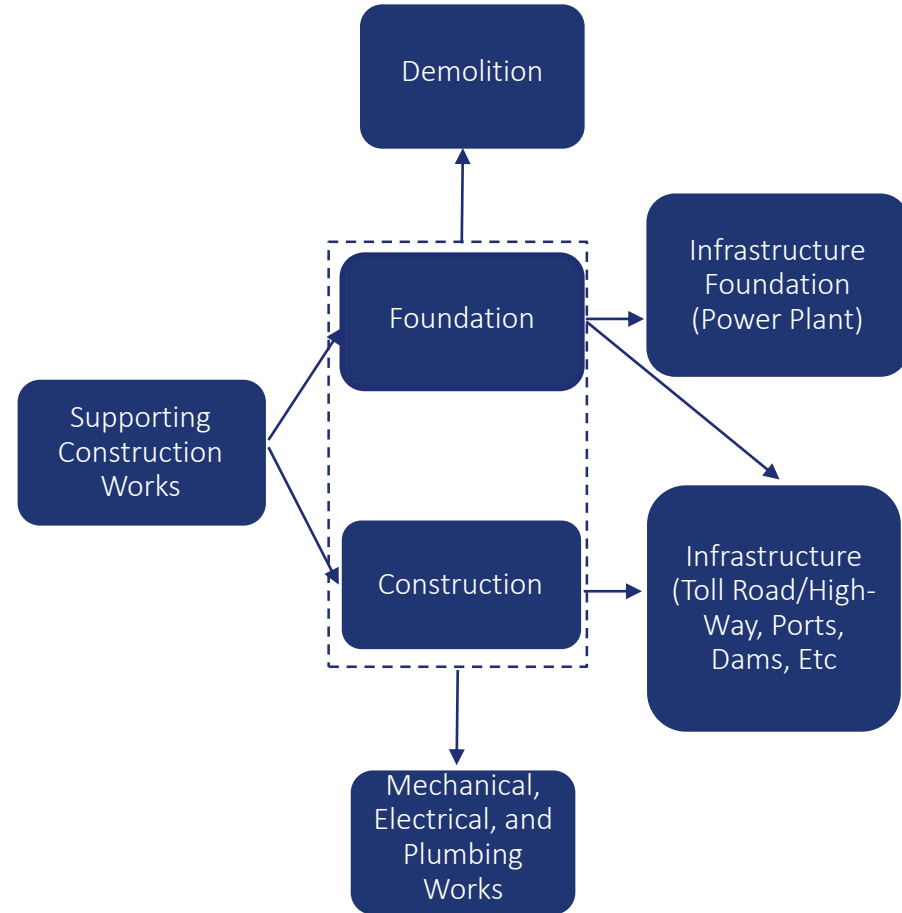
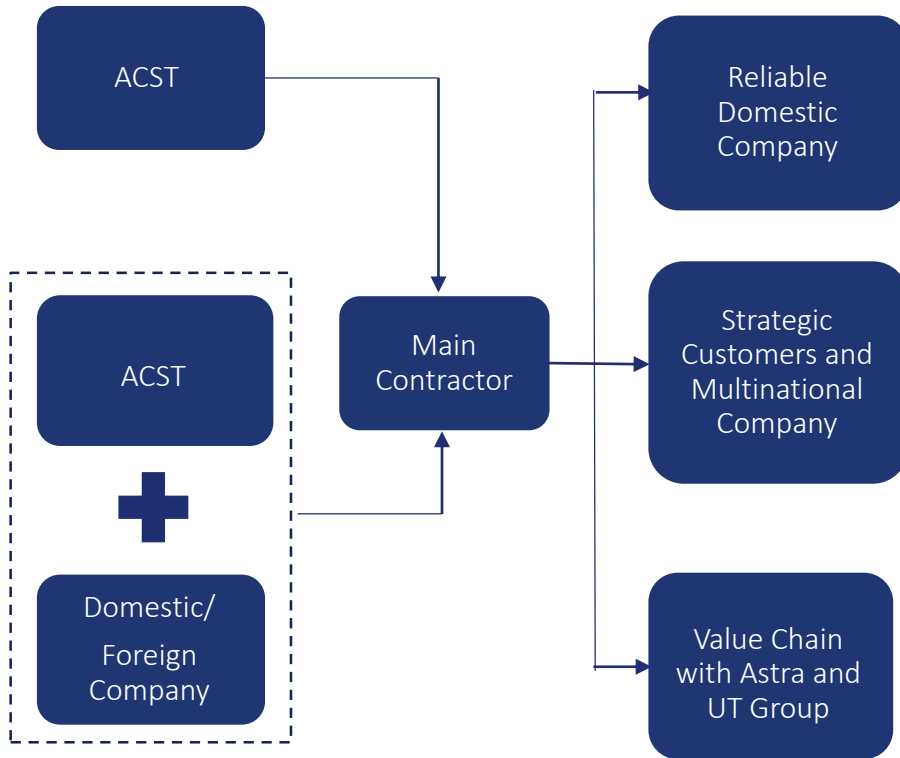
- Backed up by robust financial capability as a member of United Tractors and Astra Group



Group Business Strategy

Company or Joint Operation

Customers



Building Trust and Partnership

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Indonesia
www.acset.co

ACSET is a publicly listed company in the Indonesia Stock Exchange (IDX: ACST).