



# **PT Acset Indonusa Tbk**

## **Performance Update**

### **1H'2020**

# Disclaimer

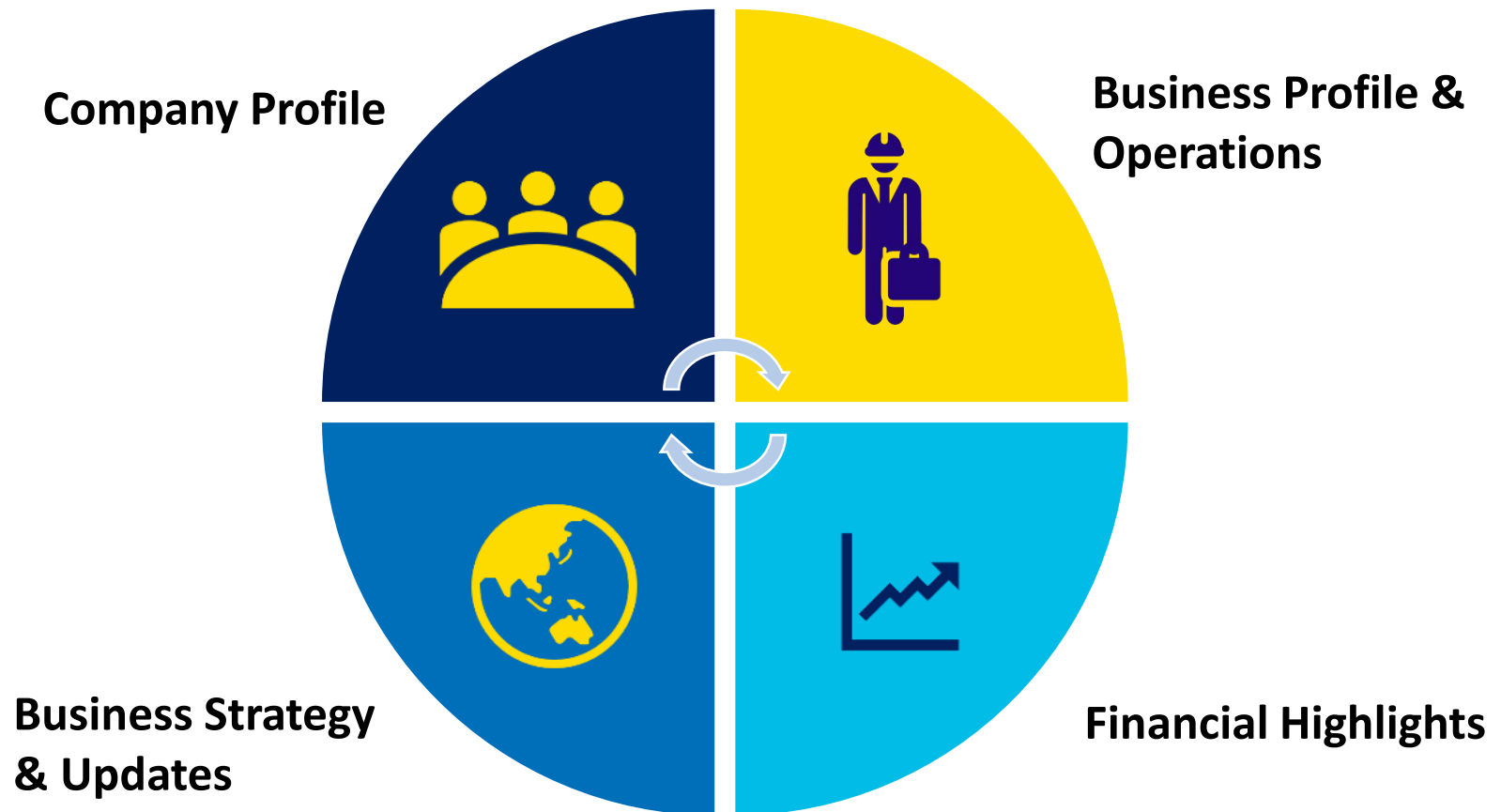
The material in this presentation has been prepared by PT Acset Indonusa Tbk (ACSET) and is general background information about ACSET activities current as at the date of this presentation and are subject to change without prior notice.

This information is given in summary form and does not purport to be complete. Information in this presentation, including forecast financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products or instruments and does not take into account your particular investment objectives, financial situation or needs. Before acting on any information you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice.

This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to ACSET business and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices. Readers are cautioned not to place undue reliance on these forward looking statements, past performance is not reliable indication of future performance. ACSET does not undertake any obligation to publicly release the result of any revisions to these forward looking statements to reflect events or circumstances after the date hereof to reflect the occurrence of unanticipated events.

We disclaim any responsibility or liability whatsoever arising which may be brought or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this report and neither ACSET and/or its affiliated companies and/or their respective employees and/or agents accepts liability for any errors, omissions, negligent or otherwise, in this report and any inaccuracy herein or omission here from which might otherwise arise.

# Contents



# Company Profile

---



## *Indonesia's Leading Integrated Construction Company*

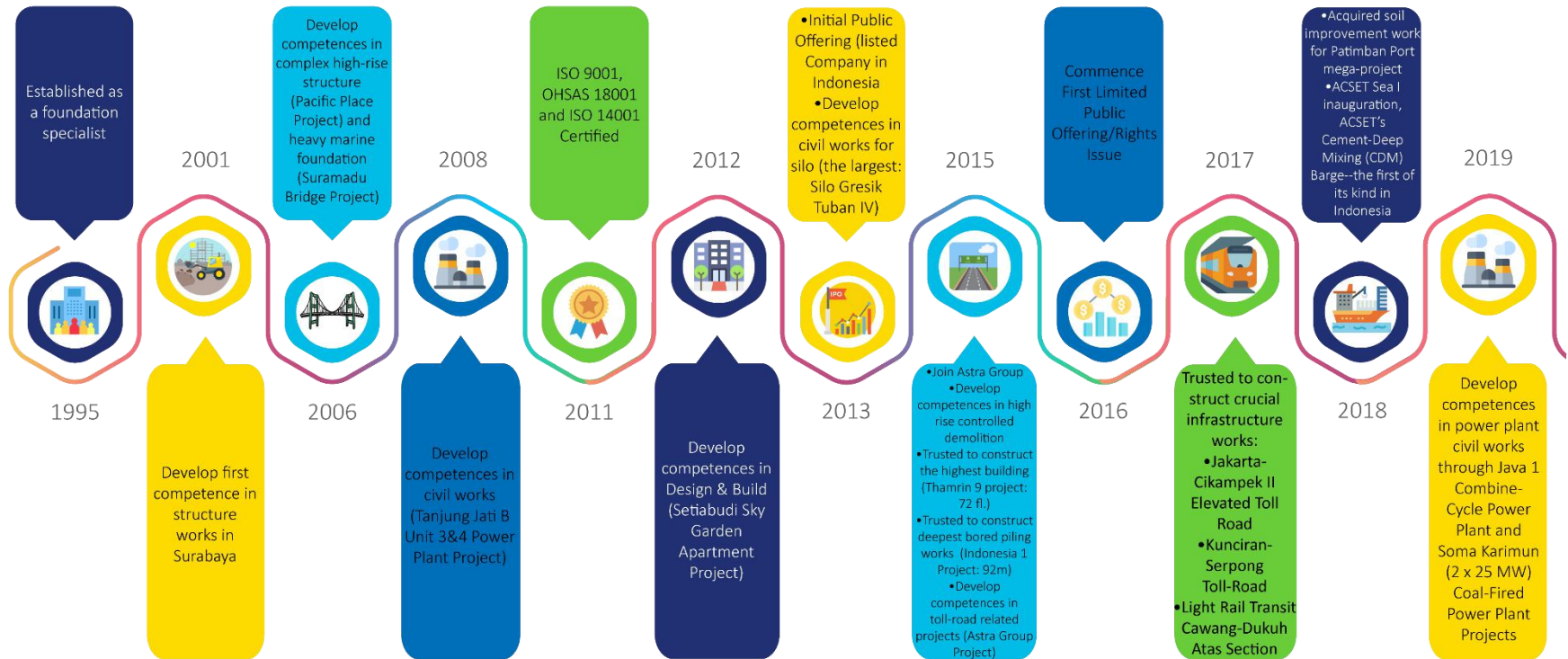
PT Acset Indonusa Tbk ("ACSET") is an integrated construction company, providing technical and construction services in foundation, building, civil engineering, infrastructure and ground engineering specialist works.



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.

# Major Milestones



# Part of Indonesia's Largest Business Group



Automotive

Manufacture & Distribution, (Market Share 52% for cars and 76% for motorcycles)



Financial Services

Banking, general and life insurance, leasing company



Heavy Equipment & Mining



Agribusiness

CPO producer, 2.3mil ton



Infrastructure, Logistics and Others

Concession: toll-road, clean water and port



Information Technology

Property developer and building management



Properti



UNITED TRACTORS



Construction Machinery  
Market Leader  
(30% market shares)



Mining Contracting  
coal production  
131mil ton



Coal Mining  
Coal Sales Volume  
8.5mil ton



Energy  
PLTU Tj. Jati 5&6,  
2 X1000MW  
(in construction)

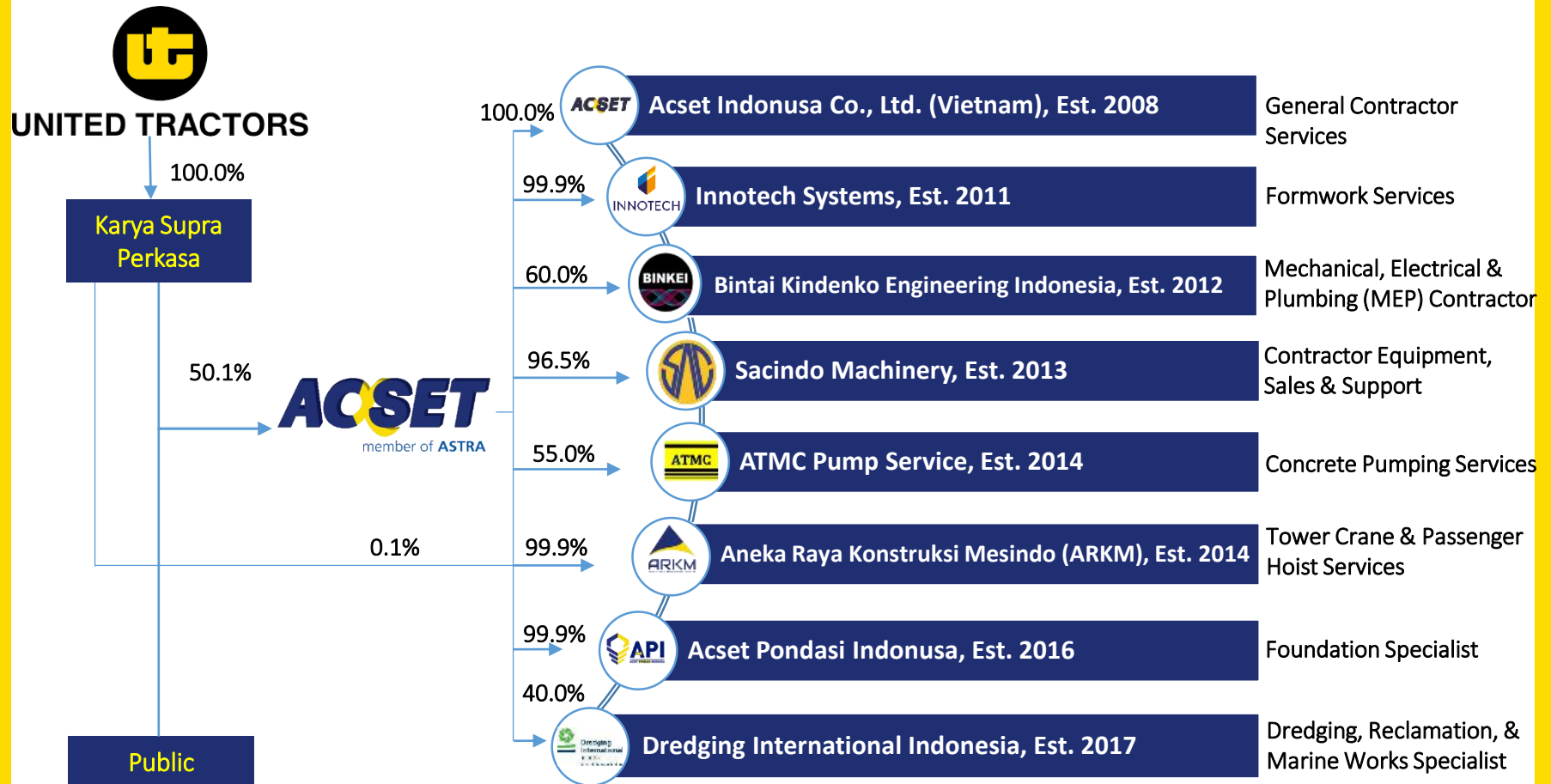


**ACSET**  
member of ASTRA

An Integrated Construction Company  
for Foundation, Structures,  
Infrastructures

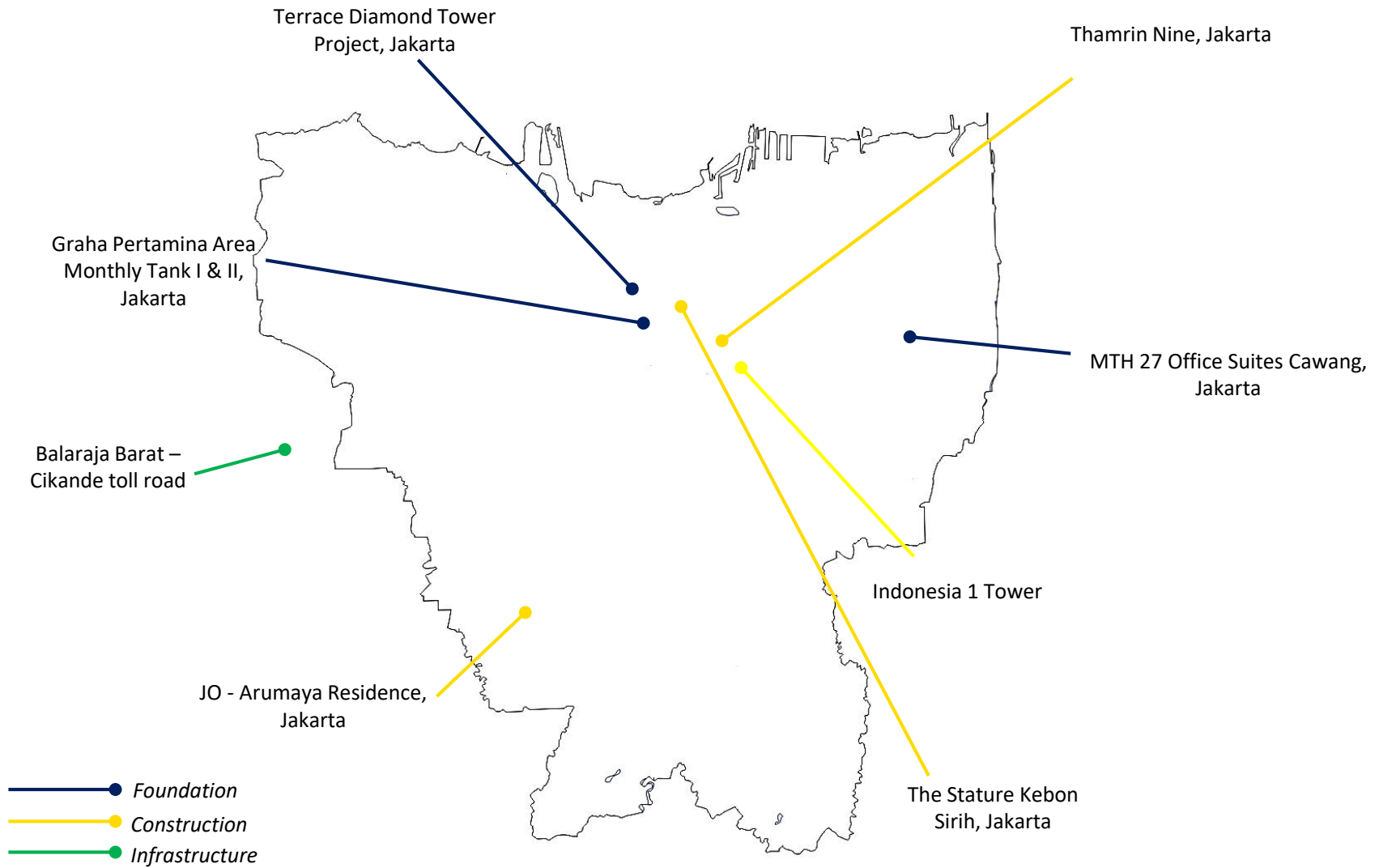
\*Source: AI & UT 2019 Annual Report

# Shareholding Structure

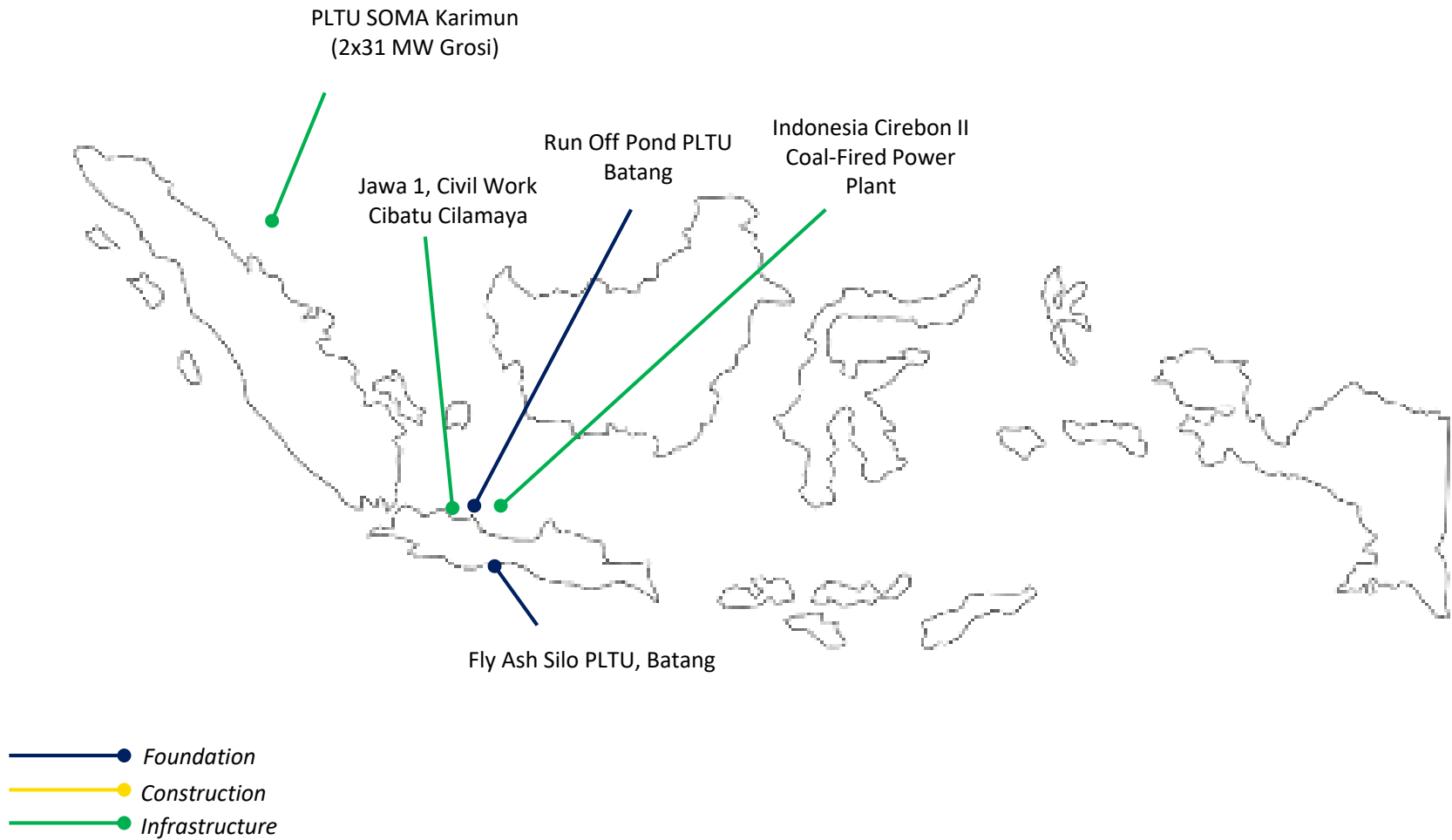




# On Going Project - 1



# On Going Project - 2



# Management

ACSET is managed by a dedicated professional, experienced team.

## BOARD OF COMMISSIONERS

**FRANS KESUMA**  
President Commissioner

**IWAN HADIANTORO**  
Commissioner

**TAN TIAM SENG RONNIE**  
Commissioner

**TJANDRAWATI WAAS**  
Independent Commissioner

**WILTARSA HALIM**  
Independent Commissioner

## BOARD OF DIRECTORS

**IDOT SUPRIADI**  
President Director

**HILARIUS ARWANDHI**  
Director

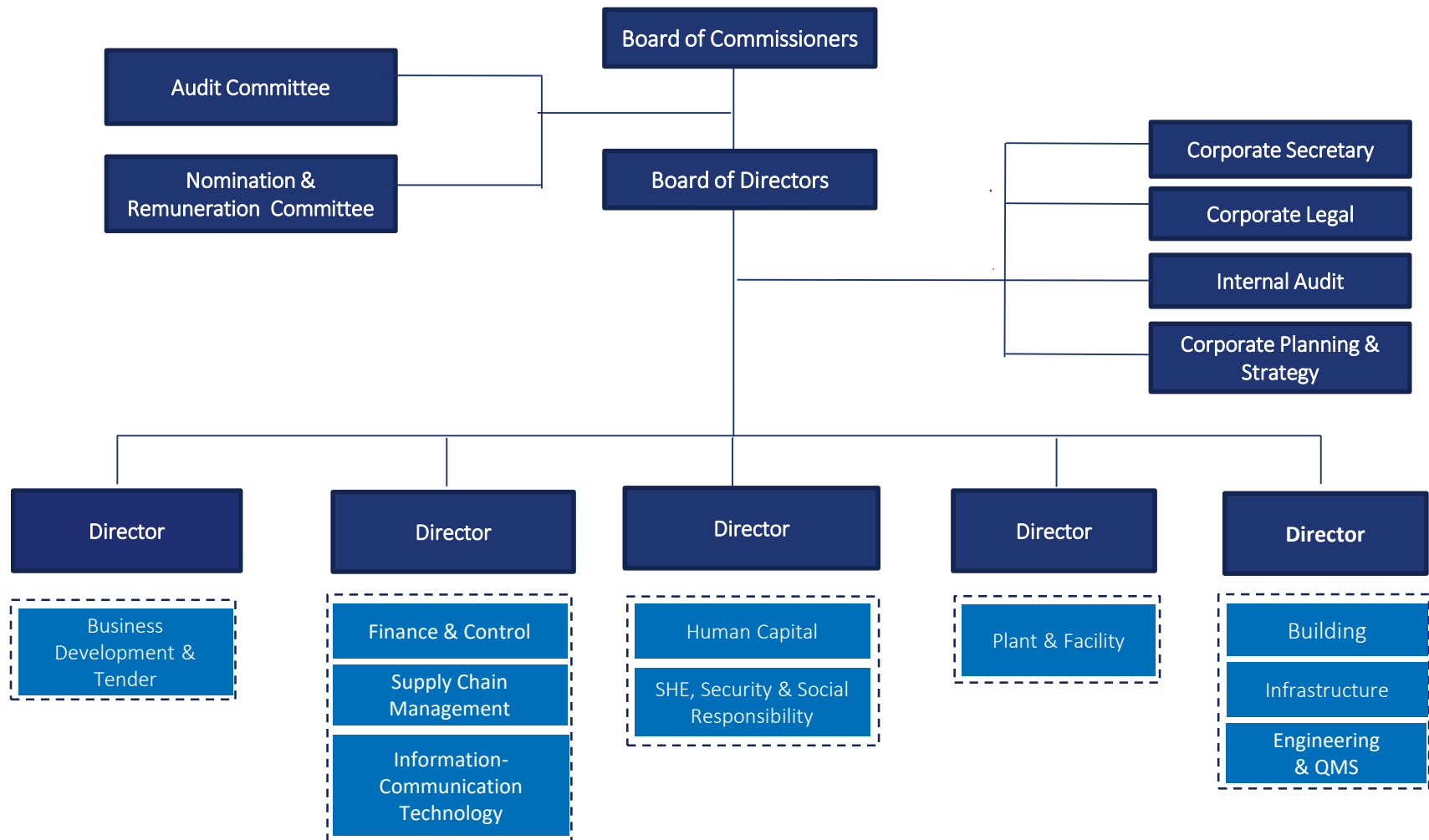
**ELLYJAWATI**  
Director

**YOHANES EKA PRAYUDA**  
Director

**DJOKO PRABOWO**  
Director

As of AGMS 2020 decision, 08 Juni 2020

# Organizational Structure



# Business Profile & Operations

---



# Areas of Expertise

## Demolition Works



## Foundation Works



## General Building Works



## Infrastructure Works



## Marine Works



MAIN EXPERTISE

Controlled-demolition with minimal impact to project surroundings

- Geotechnical Works
- Bored Pilling & Diaphragm Wall
- Waterproofing & Driven Pilling
- Pre-Stressing/Post-Tensioning

High rise and complex building structure

Civil engineering related works that include but not limited to:

- Toll Roads
- Power Plants

- Underwater foundation
- Dredging
- Reclamation

SUPPORTING

Subsidiary complementing expertise include:

- Mechanical, Electrical & Plumbing Works
- Construction Heavy Equipment Sales and Rental (Tower Crane/ Concrete Pump/Passenger Hoist)
- Slip Forming/Formwork System

ACSET



# Demolition Works

CIMB Niaga & Sequis Office Building, Jakarta





# Bored Piling & Diaphragm Wall



Indonesia 1 Project

Thamrin Nine Project





# General Building Works

Residence 8 Project



Centennial Tower Project





# Infrastructure Works

Construction of Toll Gate, Cilegon Barat



Construction of Additional Transaction Line, Balaraja Timur



Construction off Toll Gate and Building Kertosono – Mojokerto Toll Road



Construction off Toll Gate and Building Kertosono – Mojokerto Toll Road



# Infrastructure Works

LRT Jakarta, Cawang – Dukuh Atas Section



Jakarta – Cikampek Elevated Toll – Road, 36.4 KM Length





# Marine Works

**Approach Bridge Suramadu (Drilling for Bore Pile and Concreting with Tremie)**



**Approach Bridge Suramadu (Drilling for Bore Pile and Concreting with Tremie)**



**Approach Bridge Suramadu (Drilling for Borep Pile and Concreting with Tremie)**



# Soil Improvement Works

ACSET Sea 1 (Cement Deep Mixing Barge)



# Slipforming & Formwork System



Silo of PT Semen Indonesia Tuban IV

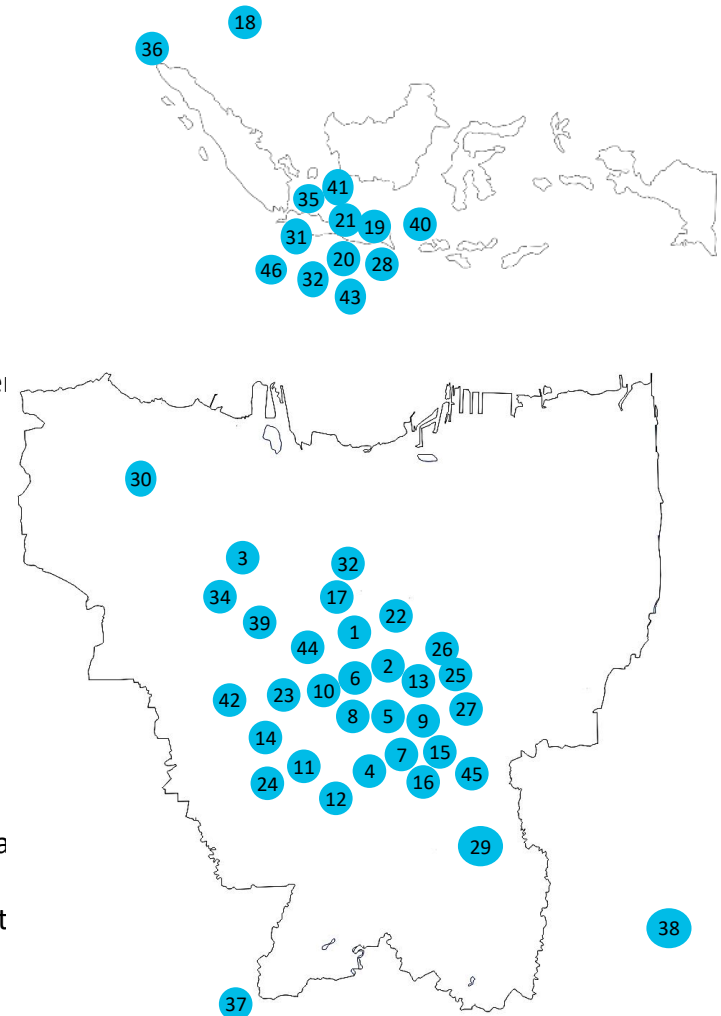


Silo of Bosowa Mataram



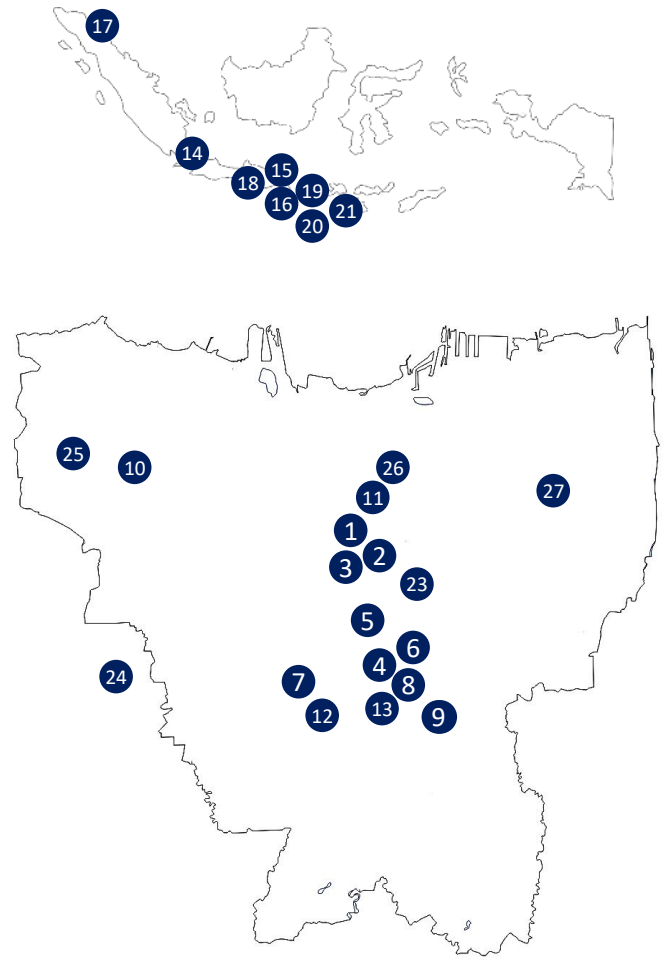
# Project Portfolio: Foundation Projects

1. Indonesia 1, Jakarta
2. Millenium Centennial Tower, Jakarta
3. Taman Anggrek Residences, Jakarta
4. Mangkuluhur City, Jakarta
5. SBCD Lot 10, Jakarta
6. Thamrin Nine (phase I-II), Jakarta
7. St. Regis, Jakarta
8. Bahana Office Tower, Jakarta
9. District 8 Senopati, Jakarta
10. Sahid Sudirman Center, Jakarta
11. Botanica Residences, Jakarta
12. Pakubuwono House, Pakubuwono Signature, and Pakubuwono House, Jakarta
13. Ciputra World, Jakarta
14. Gandaria City, Jakarta
15. Pacific Place, Jakarta
16. Plaza Sudirman, Jakarta
17. Pasar Tanah Abang (blocks A and B), Jakarta
18. Estella Residential Development Project, Ho Chi Minh City, Vietnam
19. Approach bridge of Suramadu Bridge, East Java
20. Plaza Ambarukmo, Yogyakarta
21. Soil Improvement Work (Central Java Project), Batang
22. Mixed-use Development Kebon Sirih, Jakarta
23. Menara Tendean
24. Bored Pile Toll Depok - Antasari
25. LRT Cawang - Bekasi Timur
26. LRT Cawang - Dukuh Atas
27. LRT Cawang - Cibubur
28. PLTU Jepara Bored Pile
29. Graha Pertamina
30. Pelayanan Kesehatan Penerbangan
31. Terminal Peti Kemas
32. Wiperti – Contiguous
33. Tol Parigi Serpong (Kunser)
34. Puri Mansion Apartement Flyover
35. Mayapada Hospital Bandung
36. Terminal Peti Kemas Belawan
37. PEC Bayer ( PT Bayer Indonesia)
38. JKT3- New construction Project , Cibitung
39. Jakarta International College, Jakarta
40. SILO PLTU Jepara, Tanjung Jati
41. Kereta Cepat Jakarta – Bandung
42. JO - Arumaya Residence Jakarta
43. Tj Jati Jawa 4 (Power Plant)
44. Skysuites Mega Kuningan, Jakarta
45. ABC Apartemen (Autograph)
46. Patimban Port, Soil Improvement Works, Subang



# 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. Pakubuwono Signature and Pakubuwono 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
22. Grand Mansion Borobudur, Jakarta.
23. Setiabudi Sky Garden
24. New Plant Surya Cipta PT IPPI
25. West vista
26. Grand Mansion, Jalan Borobudur (Finishing), Jakarta
27. AHMCE Employment Centre, Jakarta





# 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
16. Terbanggi Besar-Kayu Agung Toll Road, Lampung
17. Bakaheuni – Sidomulyo toll road, Lampung
18. Tol JORR II, Kunciran – Serpong
19. LRT Cawang – Dukuh Atas
20. Rest Area Km 19B, Jakarta-Cikampek II Elevated Toll Road, Jakarta
21. Jakarta-Cikampek II Elevated Toll Road, Jakarta



# Project Portfolio: Demolition Projects

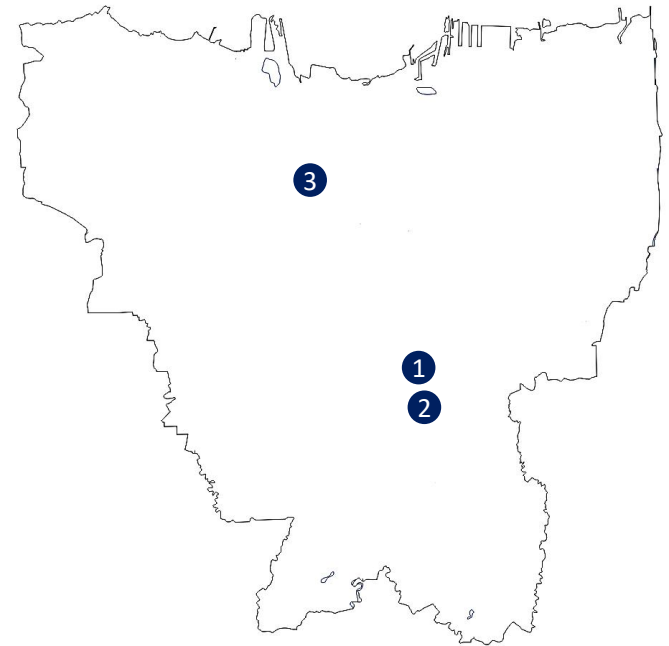
1. CIMB Niaga & Sequis Office Building, Jakarta
2. International Financial Center Tower II Car Park, Jakarta



# Project Portfolio: MEP Projects

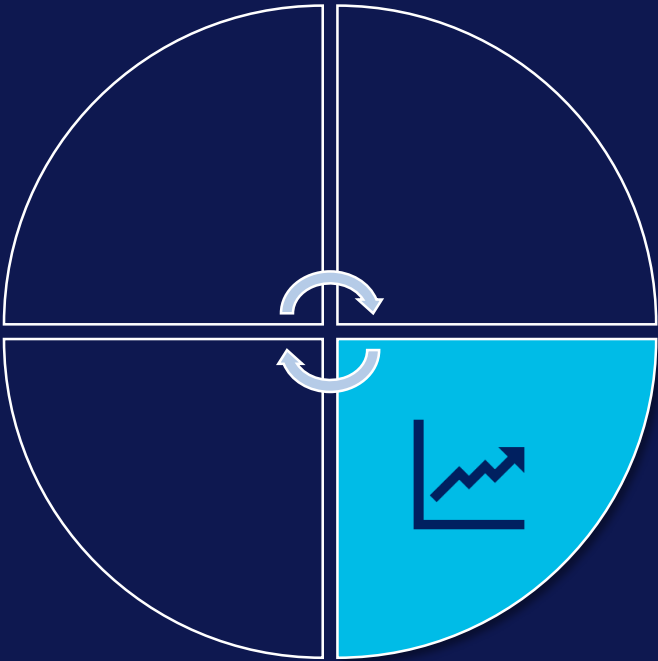
4

1. Mixed–Use Development Indonesia 1, Jakarta
2. Jakarta MRT Project – 4 stations (Bundaran Senayan, Istora Senayan, Bendungan Hilir and Setiabudi)
3. Hotel Harris & Yello, Jakarta
4. Bintan Residence

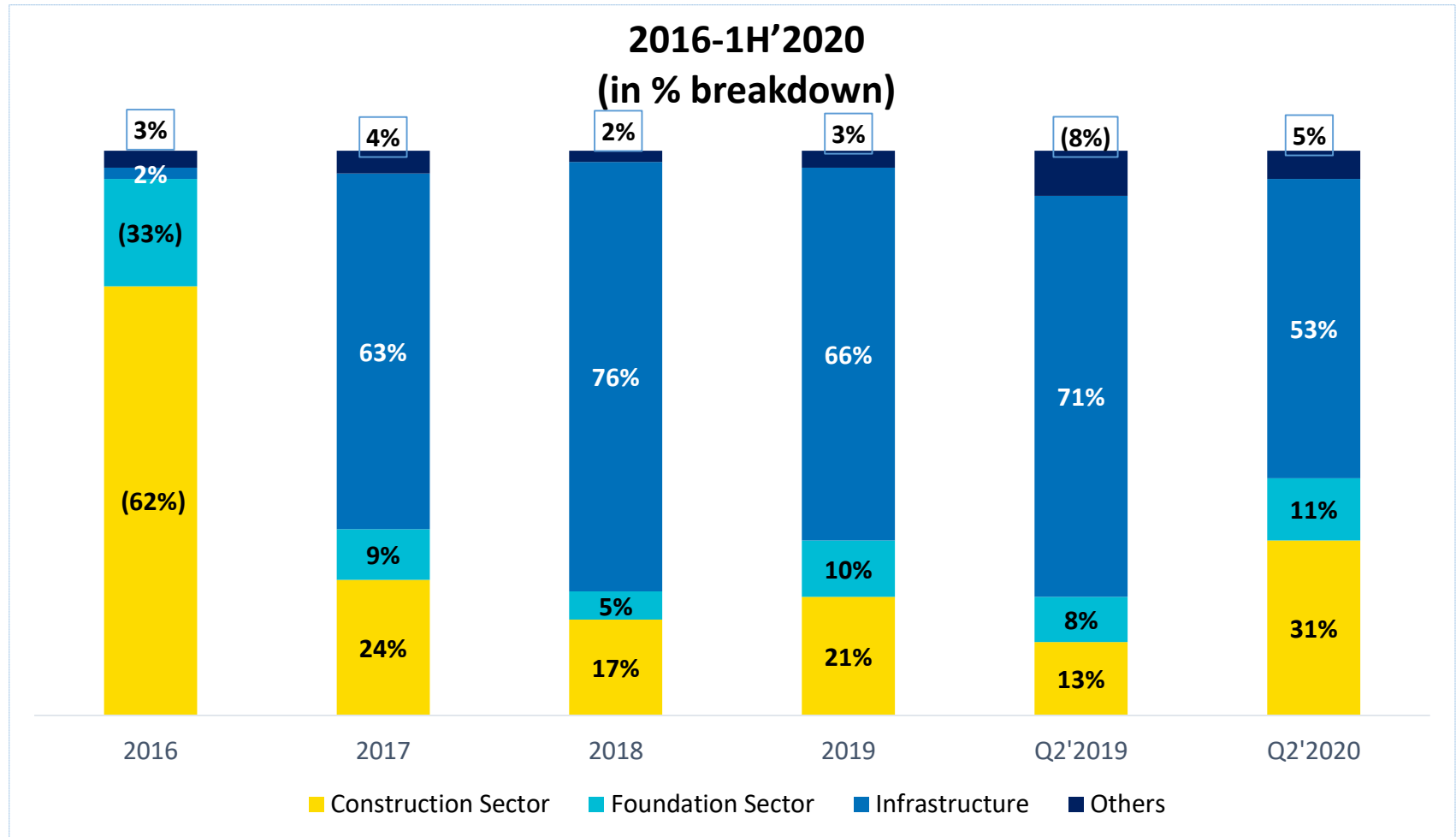


# Financial Highlights

---



# Annual Revenue by Sector, 2016 – 1H'2020



# Financial Highlights, 2016 – 1H'2020

<i>in IDR Million</i>	2016	2017	2018	2019	1H'2019	1H'2020
<b>Net Revenue</b>	<b>1,794,002</b>	<b>3,026,989</b>	<b>3,725,296</b>	3,947,173	1,546,362	748,745
Gross Profit	279,639	465,900	699,287	(99,808)	(18,378)	40,751
<i>Gross Profit Margin</i>	15.6%	15.4%	18.8%	-2.5%	-1%	5.4%
Operating Profit	182,096	310,722	497,768	(430,375)	(130,948)	(39,723)
<i>Operating Profit Margin</i>	10.2%	10.3%	13.4%	-10.9%	-8.5%	-5.3%
<b>Net Income</b>	<b>68,329</b>	<b>154,245</b>	<b>18,285</b>	(1,136,236)	(404,430)	(252,195)
Net income/share (full amt.)	111	220	238	(140)	(578)	(360)
<b>Total Assets</b>	<b>2,503,171</b>	<b>5,306,479</b>	<b>8,936,391</b>	<b>10,446,519</b>	<b>10,721,996</b>	<b>4,165,404</b>
<b>Total Equity</b>	<b>1,301,225</b>	<b>1,437,127</b>	<b>1,426,793</b>	<b>286,476</b>	<b>1,020,293</b>	<b>36,418</b>

# 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 25 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

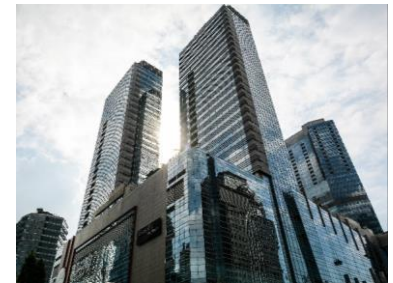
- Capable in handling a wide spectrum of projects

## 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





# Business Strategy

Put forward **safety** and **quality principles** as **differentiation factors** of the Company



**Diversification to infrastructure and soil-improvement works**



Establish **strategic alliance** both with **Astra Group network** and **external parties**



Strengthen **competences** and **value chain**, actively seek for **new opportunities** and **compete in fairly**



**We Build Trust &  
Partnership**

**Thank You**