

PT Acset Indonusa Tbk  
**Performance Update**  
Q1 2018



Integrated Construction Company



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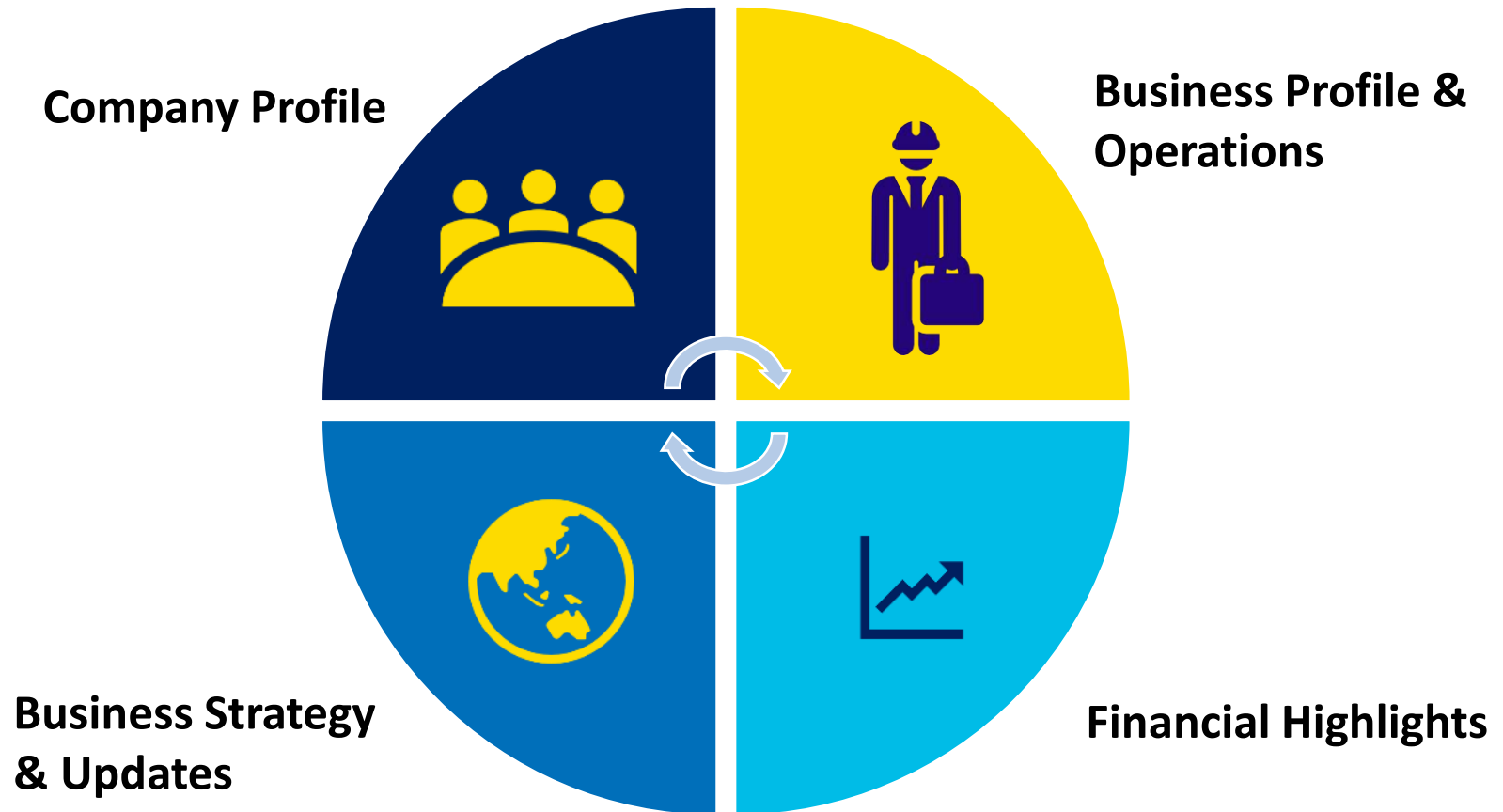
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# Contents



# Company Profile



## *Indonesia's Leading Integrated Construction Company*

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

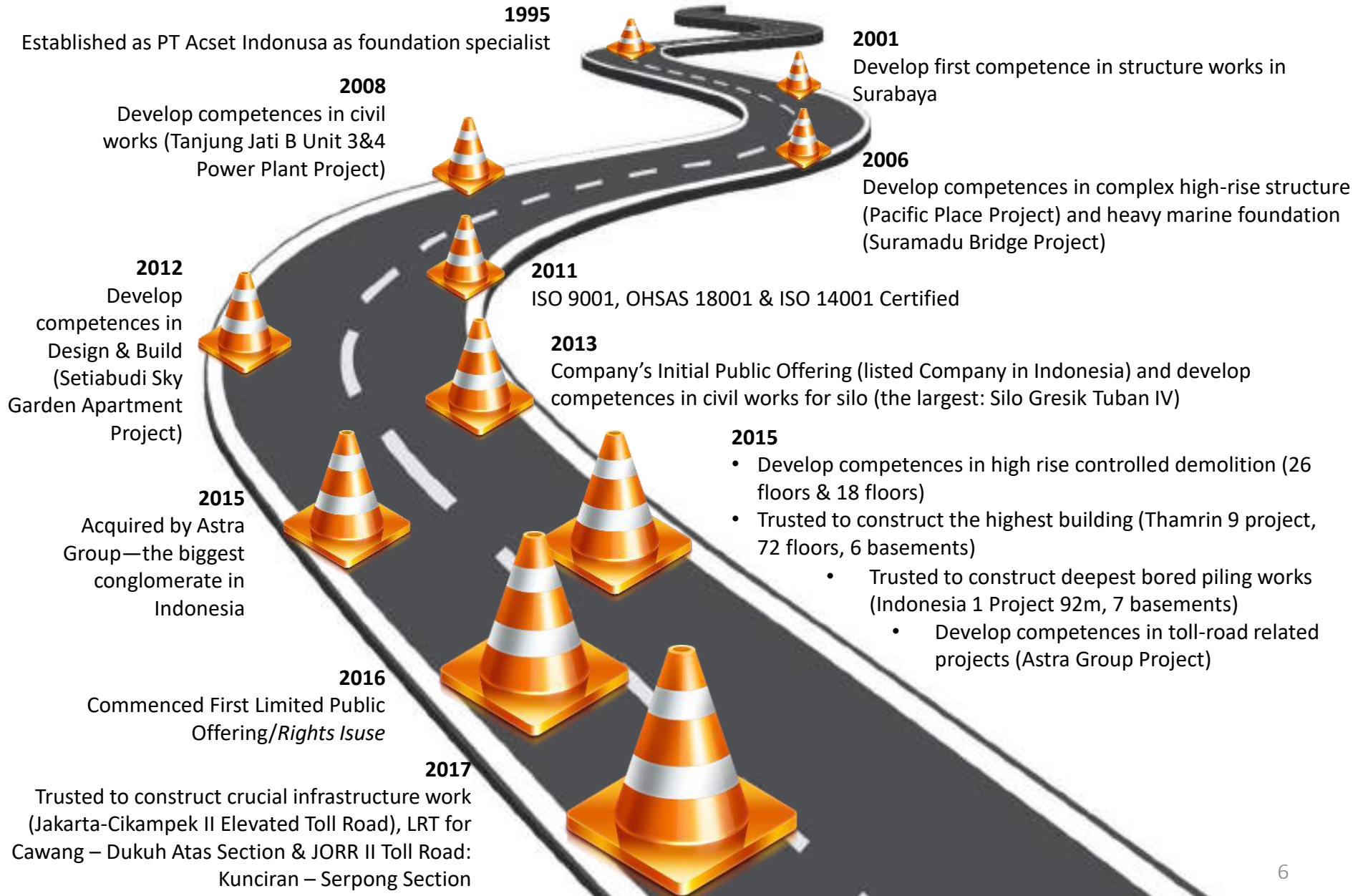
ACSET is one of the few construction groups in Indonesia with the capability to provide services that spans across the entire value chain, and even been able to diversify ACSET's business lines in high-rise controlled-demolition business and infrastructure-related works.

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 54% for cars and 75% for motorcycles)



Financial Services

Banking, general and life insurance, leasing company



Heavy Equipment & Mining



UNITED TRACTORS



Agribusiness

CPO producer, 1.63mio ton



Infrastructure, Logistics and Others

Concession: toll-road, sea port and logistics



Information Technology

IT Hardware, software, consulting and document solution



Properti

Property developer and building management



Construction Machinery  
Market Leader  
(35% market shares)



Mining Contracting  
Market Leader (49% market shares)



Coal Mining  
Coal reserved 386mil ton



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



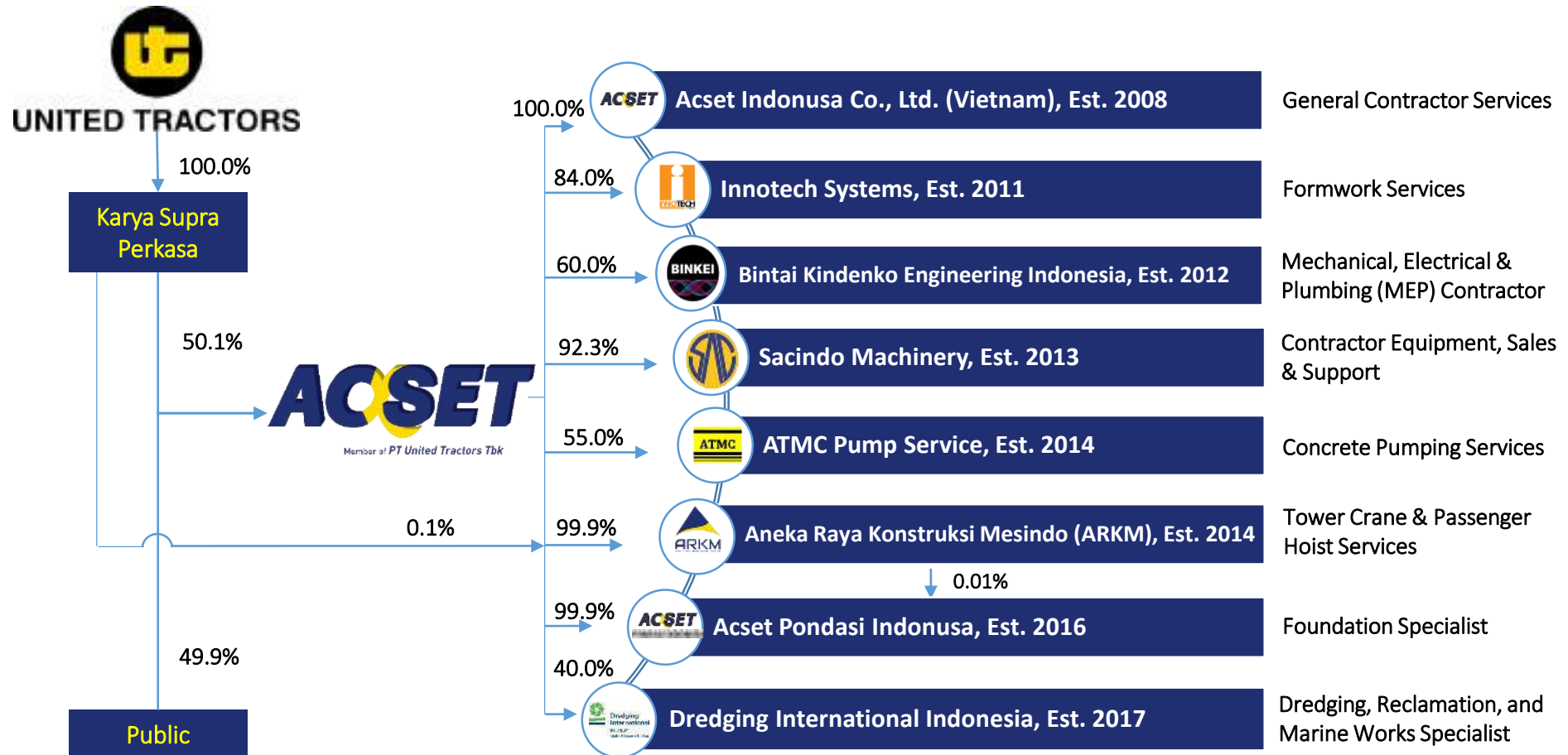
\*Source: AI and UT 2017 Annual Report

\*PT Astra International Tbk is publicly listed company in Indonesia with Rp336 Trillion market capitalization

\*PT United Tractors Tbk is publicly listed company in Indonesia with Rp132 Trillion market capitalization

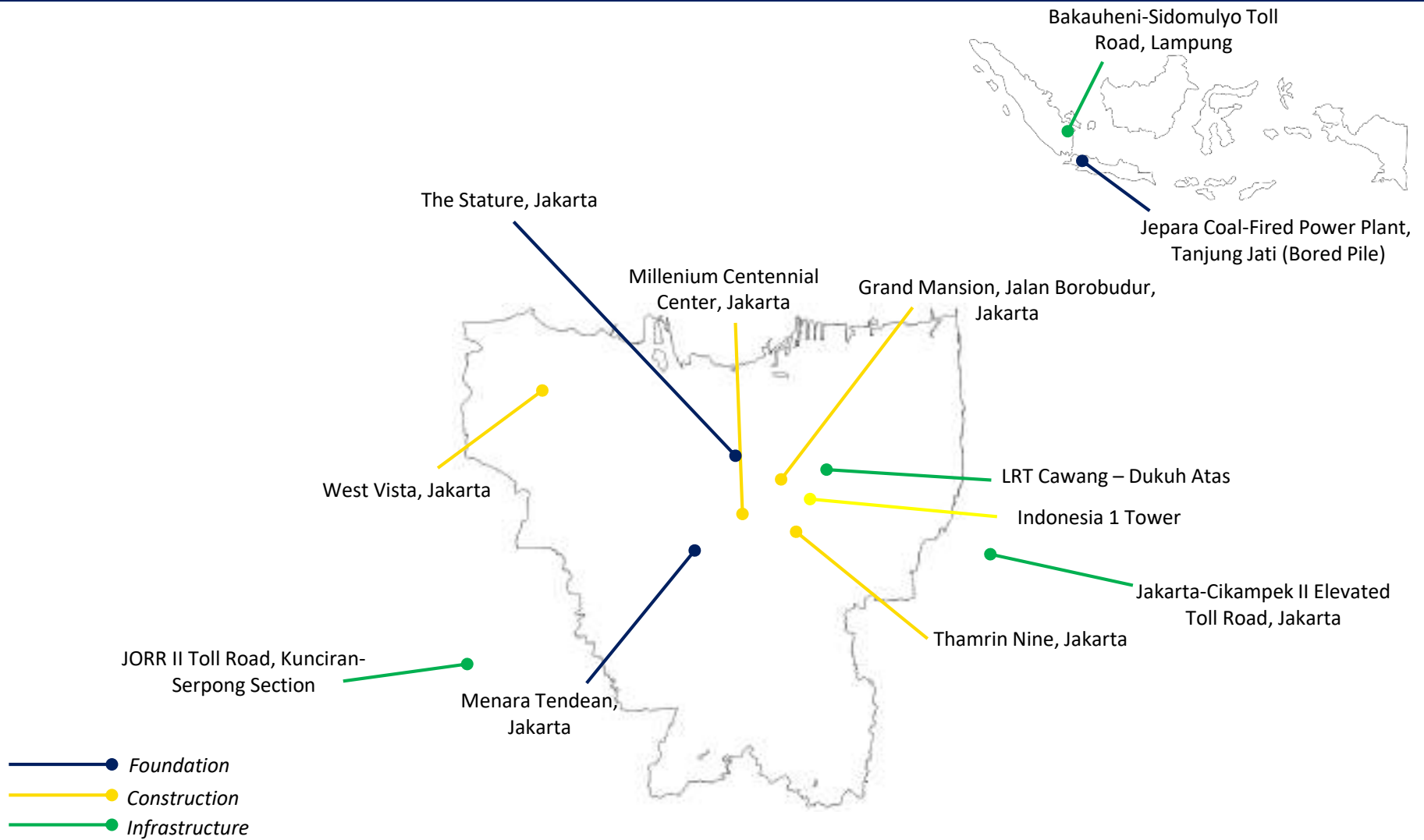
\*PT Acset Indonusa Tbk is publicly listed company in Indonesia with Rp1,7 Trillion market capitalization

# Shareholding Structure





# On-Going Projects



# Management

ACSET is managed by a dedicated professional, experienced team.

## BOARD OF COMMISSIONERS



**GIDION HASAN**  
President  
Commissioner



**IWAN  
HADIAANTORO**  
Commissioner



**TJANDRAWATI  
WAAS**  
Independent  
Commissioner

## BOARD OF DIRECTORS



**JEFFREY GUNADI  
CHANDRAWIJAYA**  
President  
Director



**TAN TIAM SENG  
RONNIE**  
Vice President  
Director



**HILARIUS  
ARWANDHI**  
Director



**YOHANES EKA  
PRAYUDA**  
Director



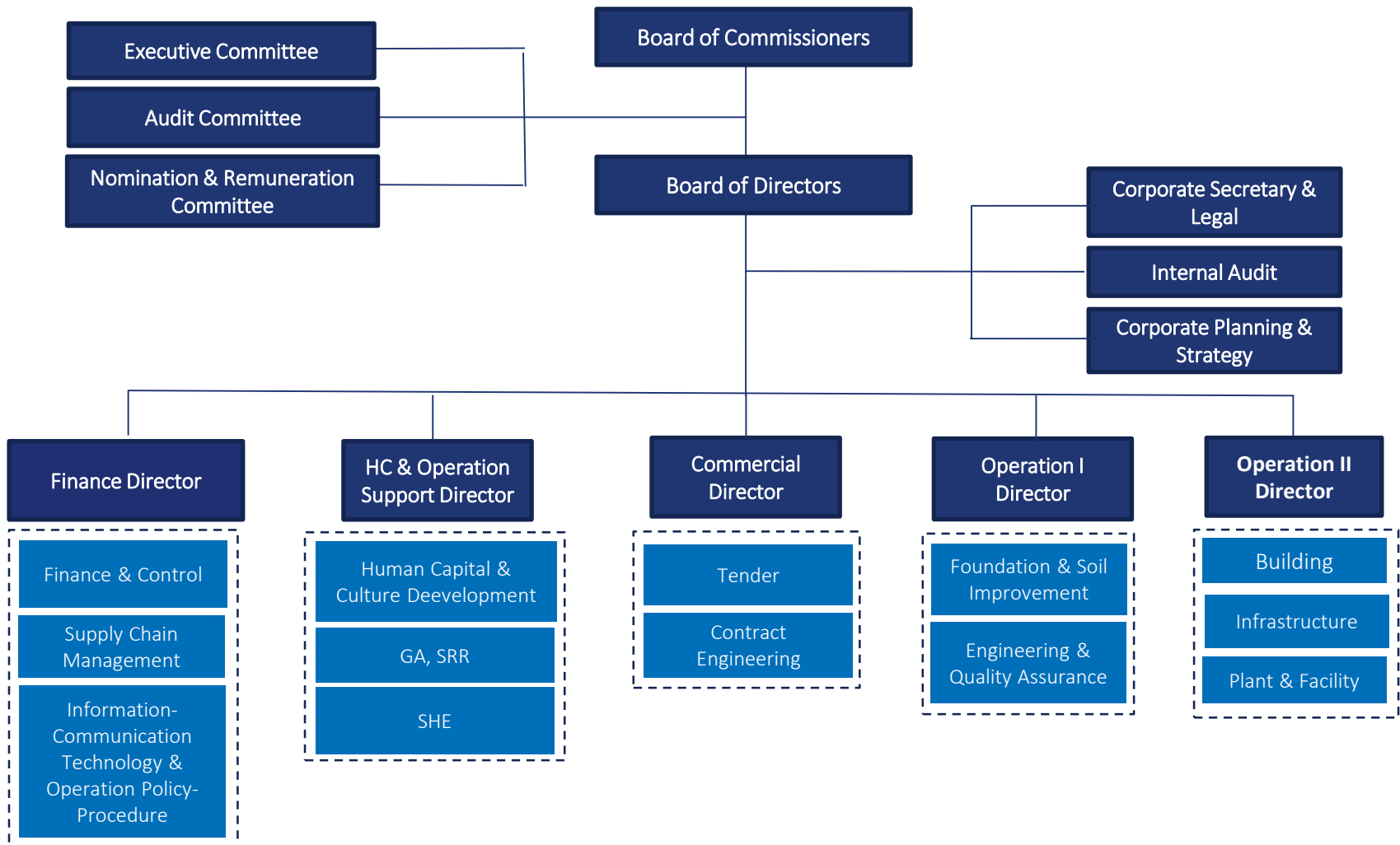
**ELLYJAWATI**  
Director



**DJOKO  
PRABOWO**  
Independent  
Director

As of AGMS 2017 decision, 11 April 2018

# Organizational Structure



As of 12 April 2018

# 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



ACSET  
PONDASI INDONESIA





# 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



Kertosono – Mojokerto Toll Road



Jakarta-Cikampek II Elevated Toll-Road





# Infrastructure Works (2)



Tanjung Jati Power Plant Unit 3 & 4



JORR II Toll-Road: Kunciran-Serpong Toll Road



Tanjung Jati Power Plant Unit 3 & 4



# Marine Works



Approach Bridge Suramadu



Approach Bridge Suramadu



Approach Bridge Suramadu

# Slipforming & Formwork System



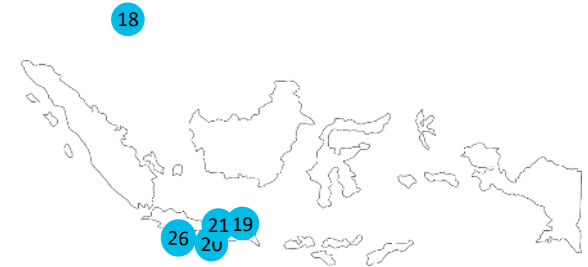
Silo of PT Semen Indonesia Tuban IV



Silo of Bosowa Mataram

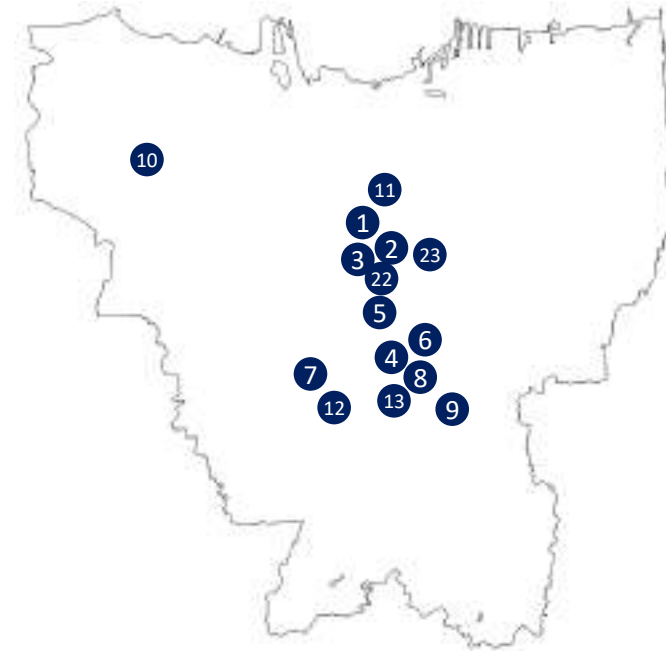
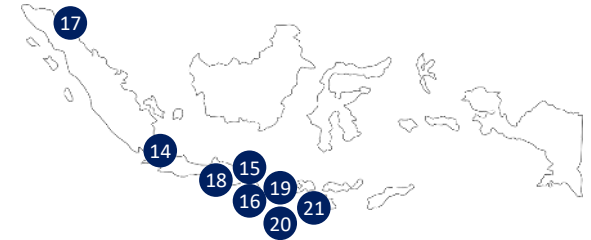
# Current Project Portfolio: Foundation Projects

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. PLTU Jeparu, Bored Pile – Tanjung Jati
27. LRT Cawang - Dukuh Atas
28. LRT Cawang – Cibubur



# 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. 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. Millenium Centennial Center, Jakarta
23. Grand Mansion Borobudur, Jakarta



# 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
16. Jakarta-Cikampek II Elevated Toll Road, Jakarta
17. Terbanggi Besar-Kayu Agung Toll Road, Lampung
18. Bakauheni-Sidomulyo Toll Road, Lampung
19. LRT Cawang – Dukuh Atas
20. Toll Road Kunciran - Serpong



# Current Project Portfolio: Demolition Projects

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



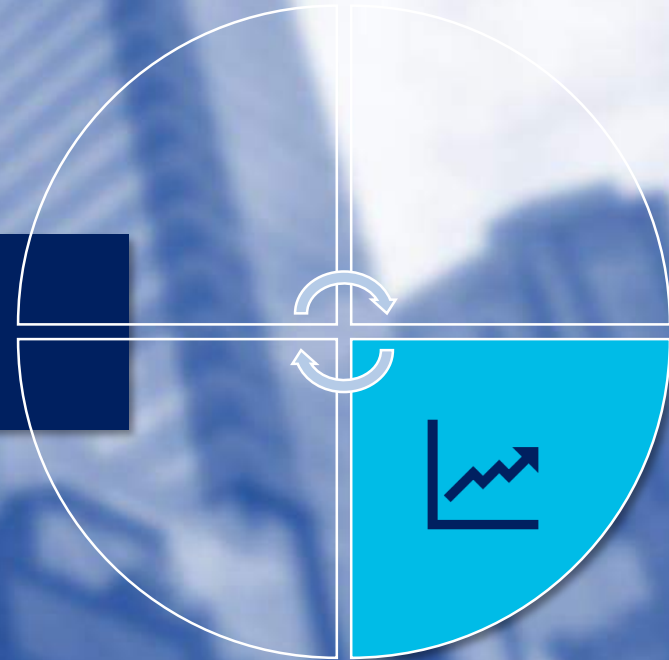
# Current Project Portfolio: MEP Projects

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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

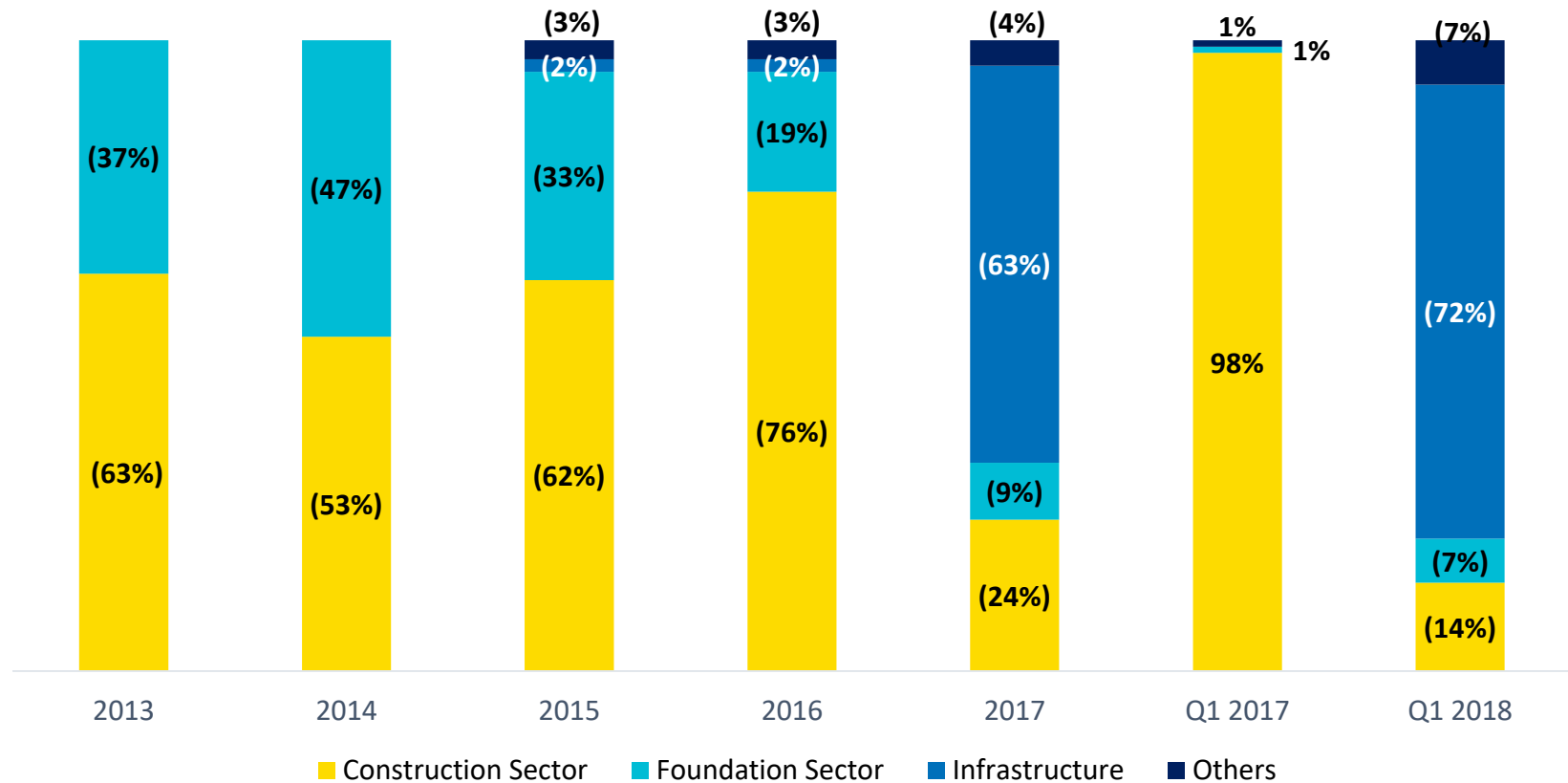


# Financial Highlights



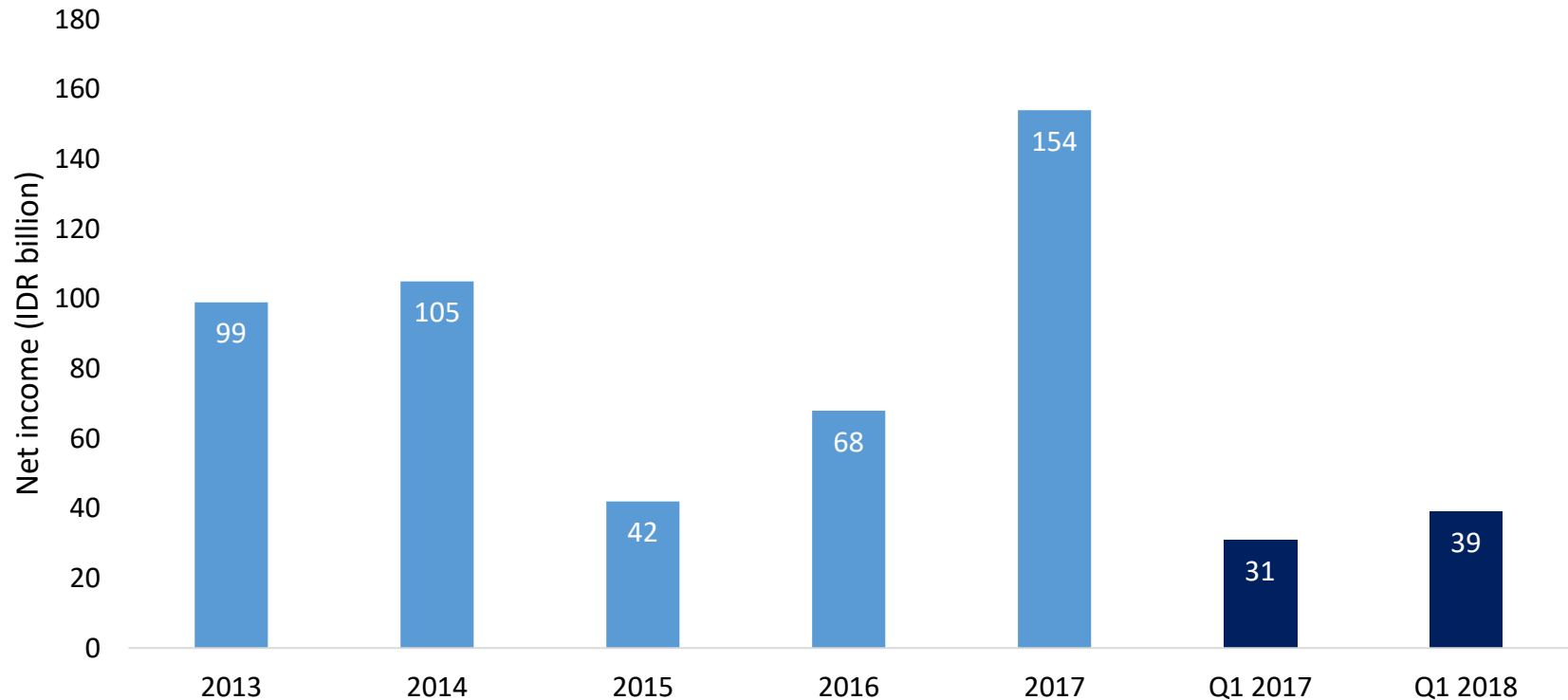
# Annual Revenue by Sector, 2013-Q1'2018

2013-Q1'2018  
(in % breakdown)



# Net Income, 2013-Q1'2018

## Net Income, 2013-Q1'2018 (in IDR billion)





# Financial Highlights, 2013–Q1'2018

<i>In IDR million</i>	2013	2014	2015	2016	2017	Q1'2017	Q1'2018
<b>Net revenue</b>	<b>1,014,502</b>	<b>1,350,908</b>	<b>1,356,868</b>	<b>1,794,002</b>	<b>3,026,989</b>	<b>506,221</b>	<b>733,726</b>
Gross profit	207,686	248,939	224,374	279,639	465,900	78,244	145,110
<i>Gross profit margin</i>	20.5%	18.4%	16.5%	15.6%	15.4%	15.4%	19.8%
Operating profit	152,919	176,710	130,915	182,096	310,722	51,759	97,003
<i>Operating profit margin</i>	15.1%	13.1%	9.6%	10.2%	10.3%	10.2%	13.2%
<b>Net income</b>	<b>99,358</b>	<b>104,690</b>	<b>41,917</b>	<b>68,329</b>	<b>154,245</b>	<b>30,617</b>	<b>38,927</b>
Net income/share (full amt.)	199	209	84	111	220	44	56
<b>Total assets</b>	<b>1,298,358</b>	<b>1,473,649</b>	<b>1,929,498</b>	<b>2,503,171</b>	<b>5,306,479</b>	<b>2,798,186</b>	<b>6,234,457</b>
<b>Total equity</b>	<b>560,443</b>	<b>645,117</b>	<b>664,859</b>	<b>1,301,225</b>	<b>1,437,127</b>	<b>1,331,546</b>	<b>1,475,758</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 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



# Business Strategy

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



**Intensification** in infrastructure sector, e.g. toll roads, seaports, airports, and power plants



Diversify in **soil-improvement** and **marine works**



Strengthen **competences** and **value chain**, building **strategic alliance** in and outside **Astra Group network**, actively seek for **new opportunities** and **compete fairly**



# Building Trust and Partnership

PT Acset Indonusa Tbk.  
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Indonesia  
[www.acset.co](http://www.acset.co)

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