

PT Acset Indonusa Tbk
Performance Update
Q3 2018

ACSET
Member of PT United Tractors Tbk

Integrated Construction Company



Disclaimer

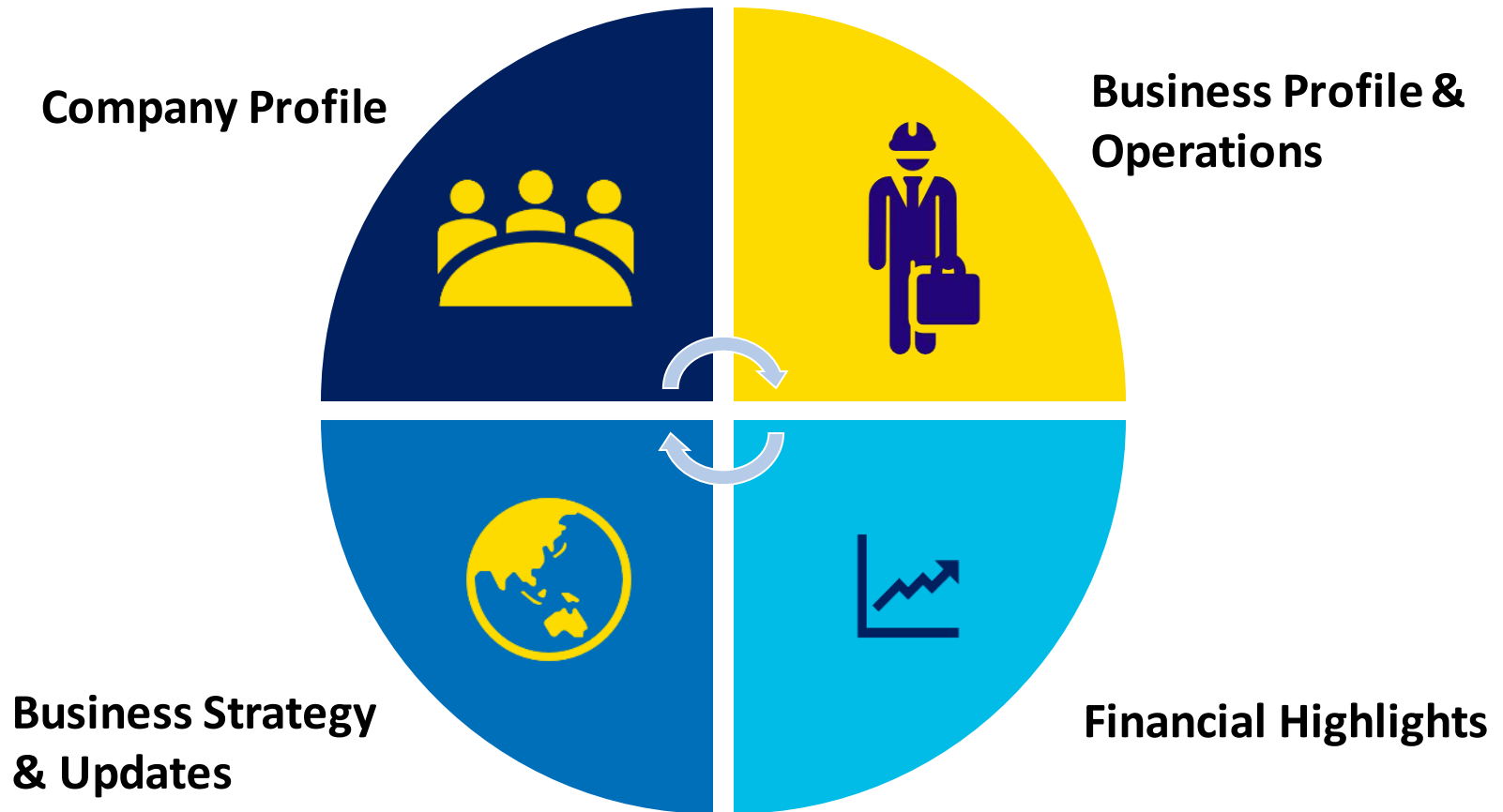
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Company Profile



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

2001 Develop first competence in structure works in Surabaya

1995 Established as PT Acset Indonusa as foundation specialist

2008 Develop competences in civil works (Tanjung Jati B Unit 3&4 Power Plant Project)

2006 Develop competences in complex high-rise structure (Pacific Place Project) and heavy marine foundation (Suramadu Bridge Project)

2012 Develop competences in Design & Build (Setiabudi Sky Garden Apartment Project)

2011 ISO 9001, OHSAS 18001 & ISO 14001 Certified

2013 Company's Initial Public Offering (listed Company in Indonesia) and develop competences in civil works for silo (the largest: Silo Gresik Tuban IV)

2015 Acquired by Astra Group—the biggest conglomerate in Indonesia

- 2015**
- Develop competences in high rise controlled demolition (26 floors & 18 floors)
 - Trusted to construct the highest building (Thamrin 9 project, 72 floors, 6 basements)
 - Trusted to construct deepest bored piling works (Indonesia 1 Project 92m, 7 basements)
 - Develop competences in toll-road related projects (Astra Group Project)

2016 Commenced First Limited Public Offering/*Rights Issue*

2017 Trusted to construct crucial infrastructure work (Jakarta-Cikampek II Elevated Toll Road), LRT for Cawang – Dukuh Atas Section & JORR II Toll Road: Kunciran – Serpong Section

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



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



UNITED TRACTORS



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)



Member of PT United Tractors Tbk

An Integrated Construction Company
for Foundation, Structures,
Infrastructures

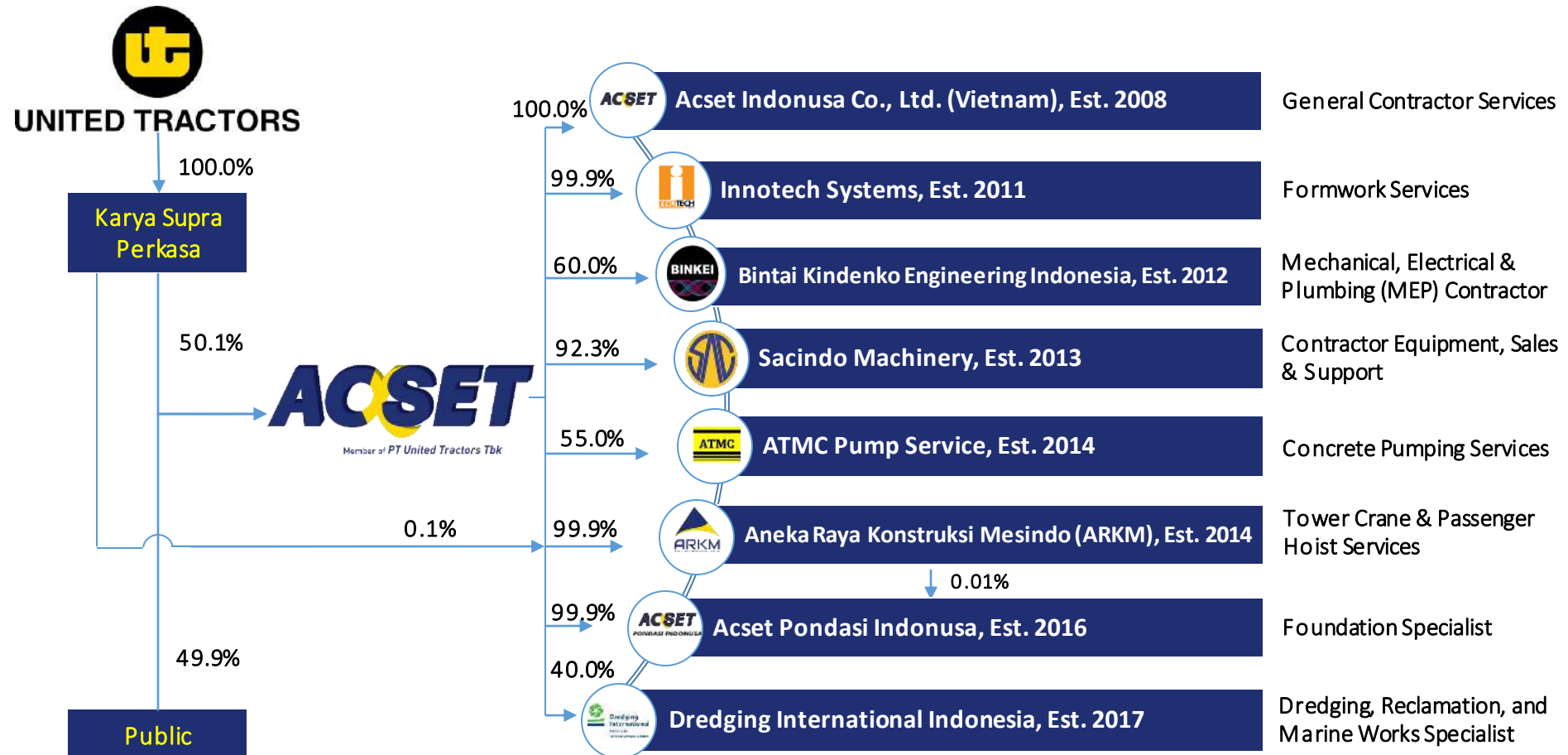
*Source: AI and UT 2017 Annual Report

*PT Astra International Tbk is publicly listed company in Indonesia with Rp298 Trillion market capitalization

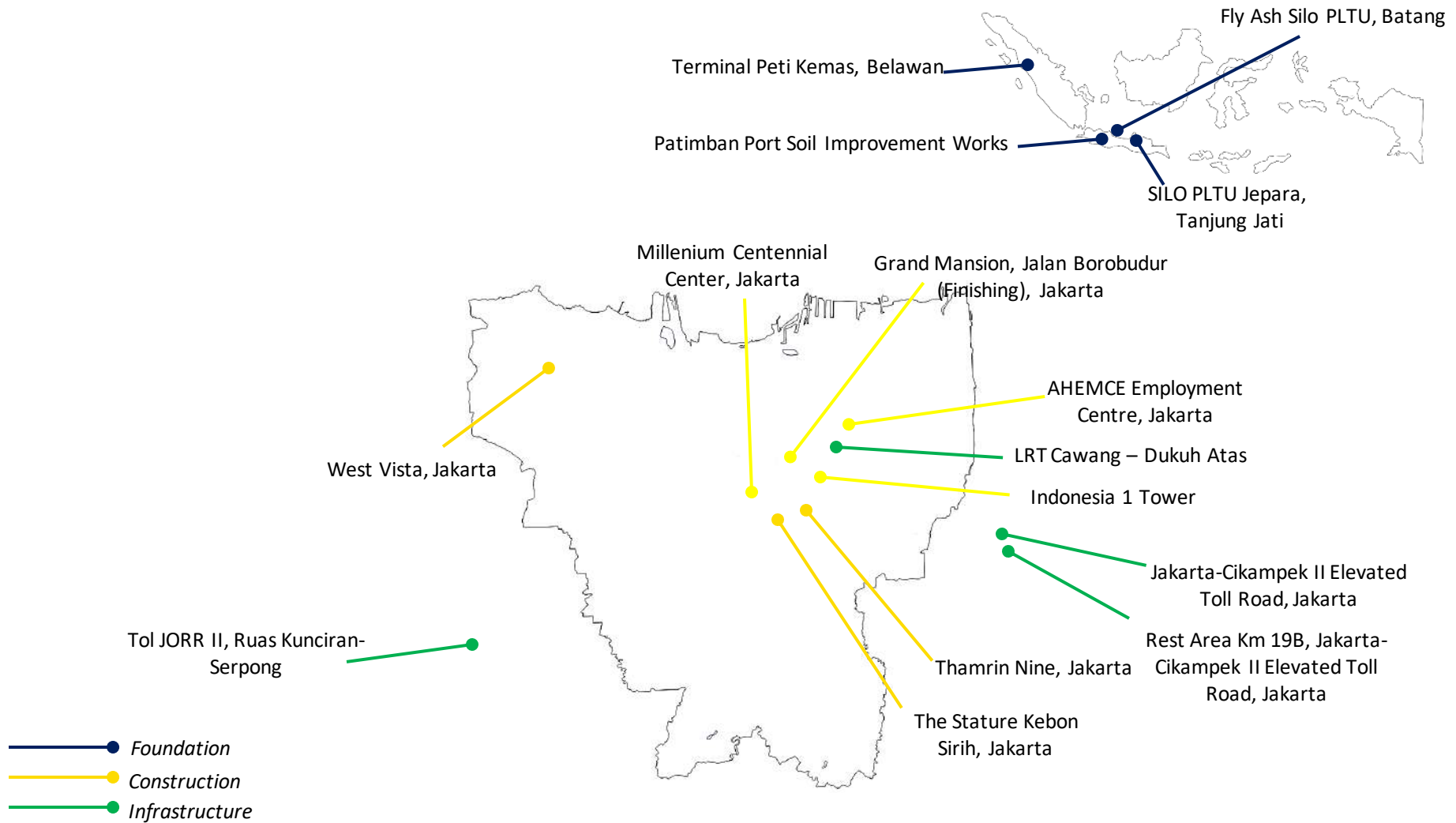
*PT United Tractors Tbk is publicly listed company in Indonesia with Rp123 Trillion market capitalization

*PT Acset Indonusa Tbk is publicly listed company in Indonesia with Rp1,3 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



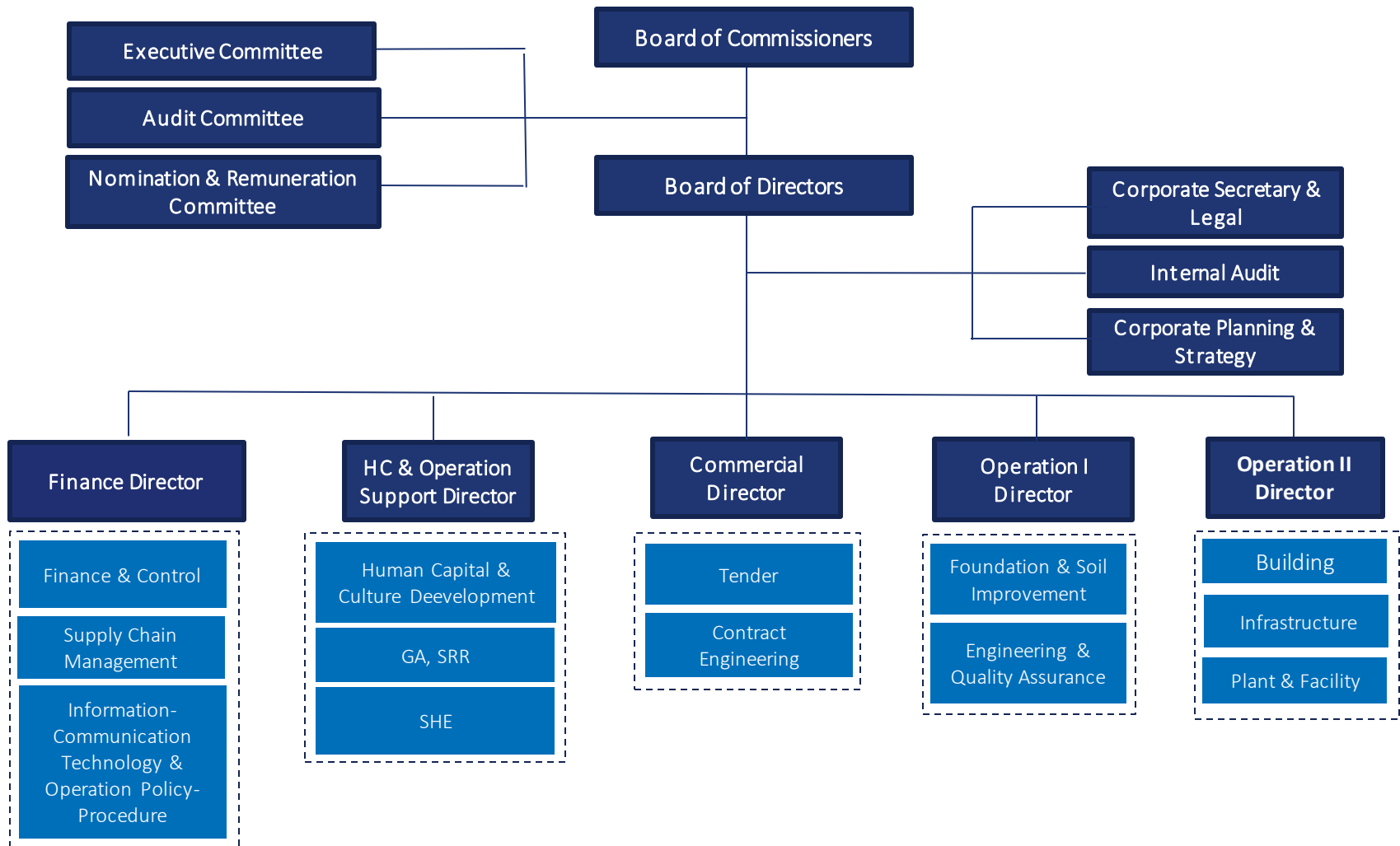
ELLYJAWATI
Director



**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

- Inter-island bridges
- 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



Kertosono – Mojokerto Toll Road



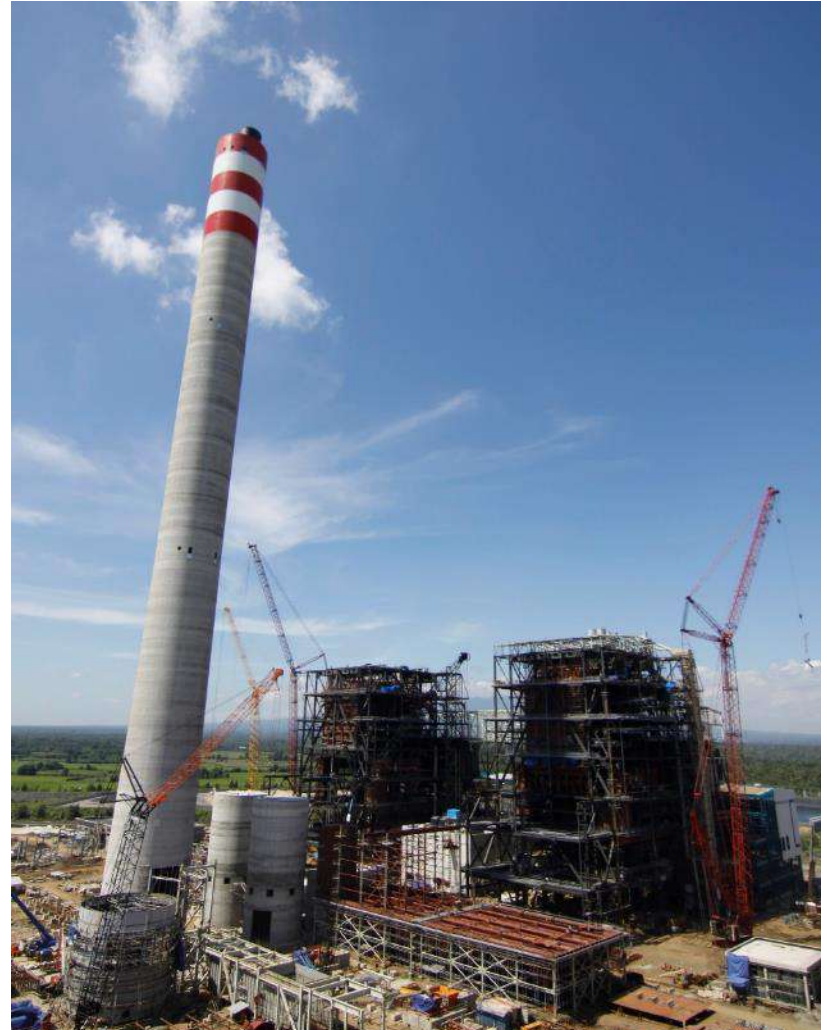
Infrastructure Works (2)



Tanjung Jati Power Plant Unit 3 & 4



Toll Gate of Kertosono - Mojokerto Toll Road



Tanjung Jati Power Plant Unit 3 & 4

Marine Works



Approach Bridge Suramadu



Approach Bridge Suramadu



Approach Bridge Suramadu

Slipforming & Formwork System



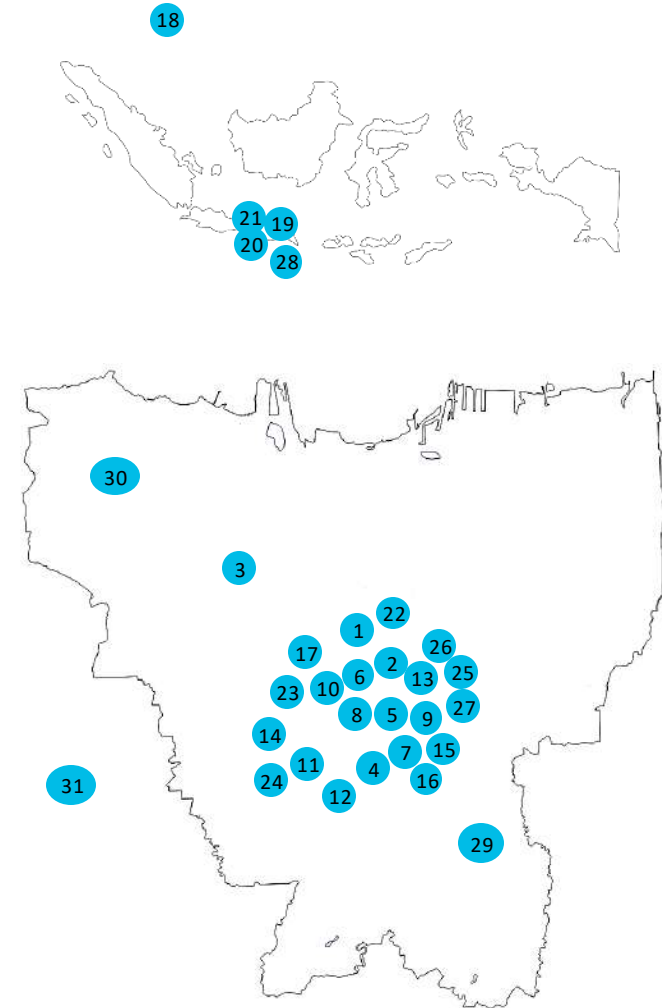
Silo of PT Semen Indonesia Tuban IV



Silo of Bosowa Mataram

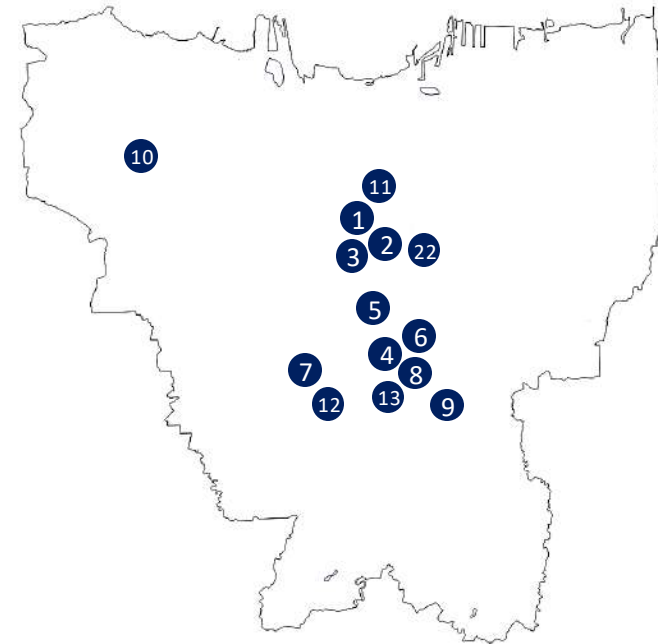
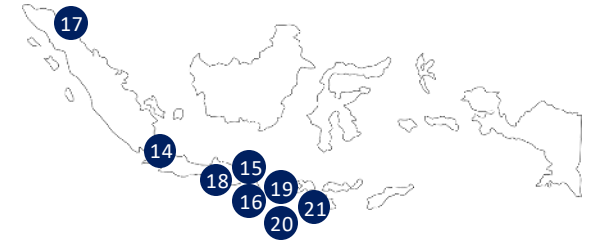
Project Portfolio: Foundation Projects

- | | |
|---|--|
| 1. Indonesia 1, Jakarta | Bridge, East Java |
| 2. Millenium Centennial Tower, Jakarta | 20. Plaza Ambarukmo, Yogyakarta |
| 3. Taman Anggrek Residences, Jakarta | 21. Soil Improvement Work (Central Java Project), Batang |
| 4. Mangkuluhur City, Jakarta | 22. Mixed-use Development Kebon Sirih, Jakarta |
| 5. SBCD Lot 10, Jakarta | 23. Menara Tendean |
| 6. Thamrin Nine (phase I-II), Jakarta | 24. Bored Pile Toll Depok - Antasari |
| 7. St. Regis, Jakarta | 25. LRT Cawang - Bekasi Timur |
| 8. Bahana Office Tower, Jakarta | 26. LRT Cawang - Dukuh Atas |
| 9. District 8 Senopati, Jakarta | 27. LRT Cawang – Cibubur |
| 10. Sahid Sudirman Center, Jakarta | 28. PLTU Jepara Bored Pile |
| 11. Botanica Residences, Jakarta | 29. Graha Pertamina |
| 12. Pakubuwono House, Pakubuwono Signature, and Pakubuwono House, Jakarta | 30. Pelayanan Kesehatan Penerbangan |
| 13. Ciputra World, Jakarta | 31. Tol JORR II, Ruas Kunciran – Serpong |
| 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 | |



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.



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. LRT Cawang Dukuh Atas
18. Rest Area Km 19 B

Current Project Portfolio: Demolition Projects

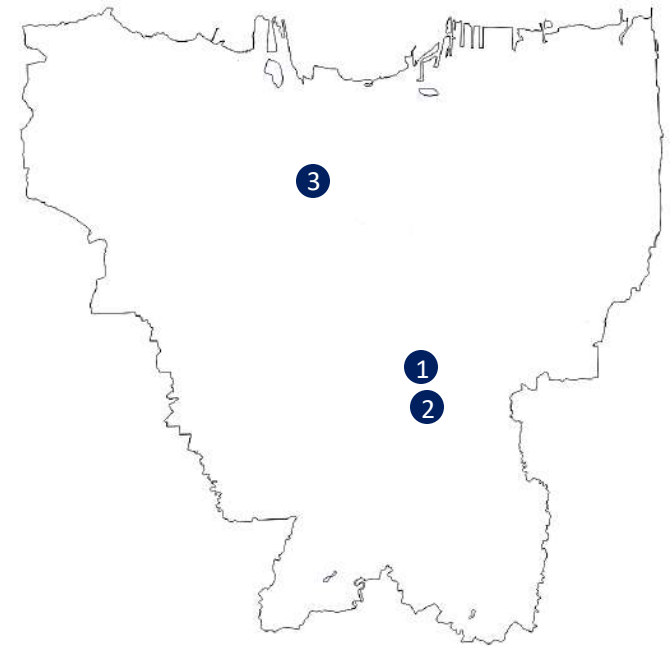
1. CIMB Niaga & Sequis Office Building, Jakarta
2. International Financial Center Tower II Car Park, Jakarta



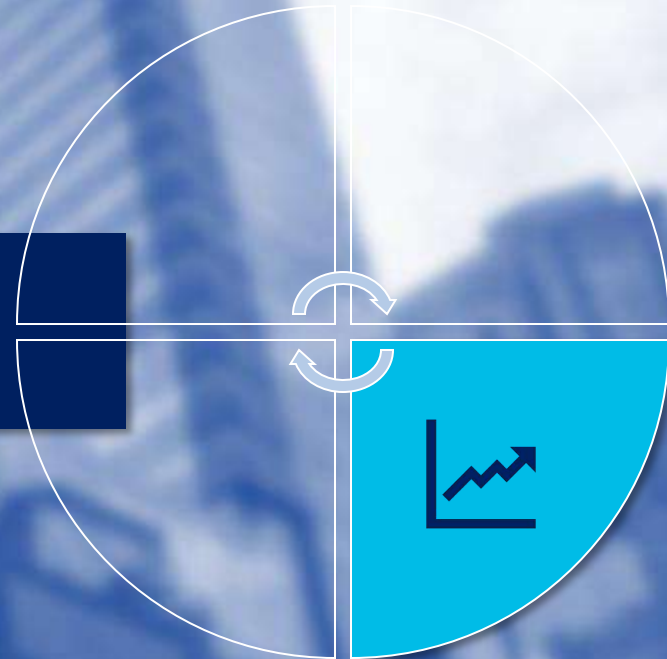
Current Project Portfolio: MEP Projects

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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

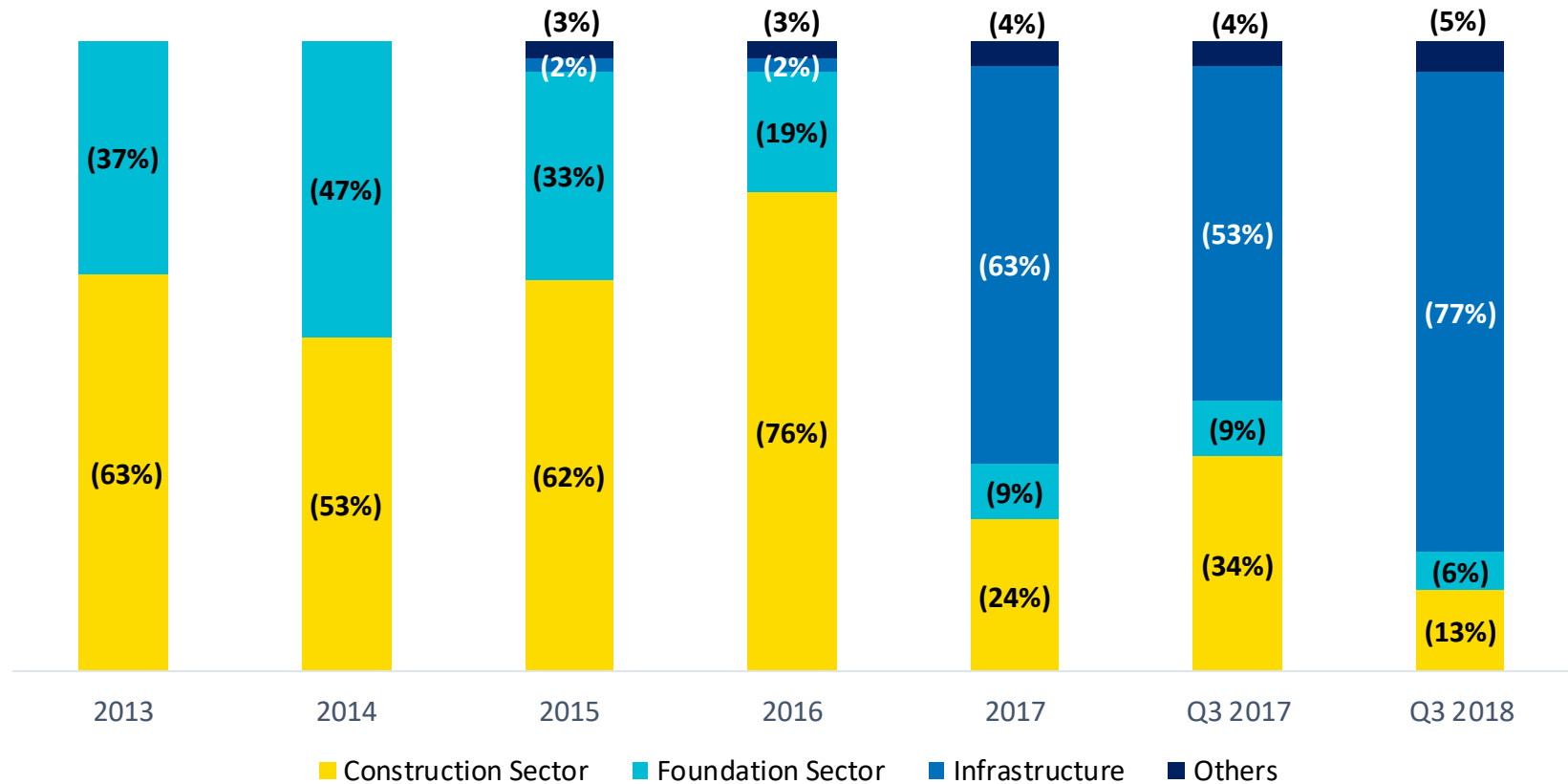


Financial Highlights



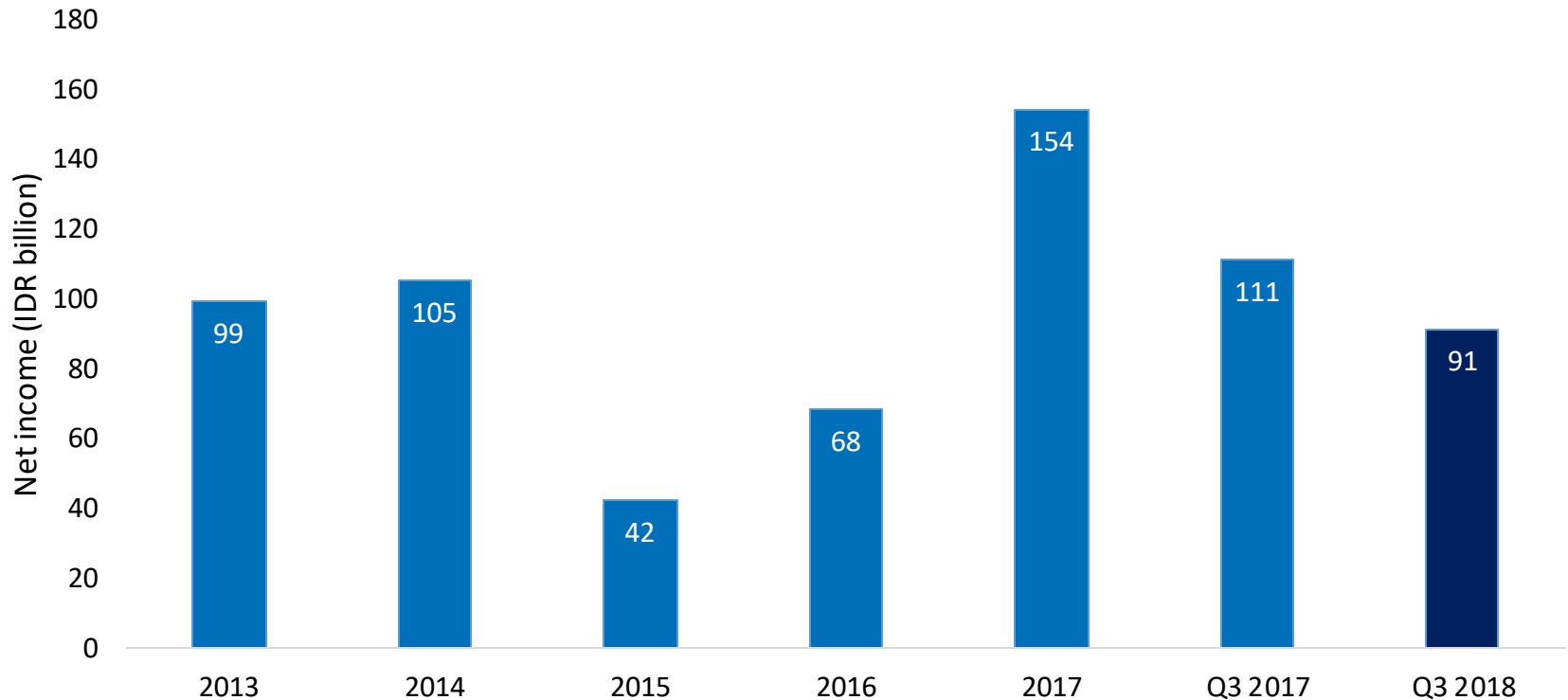
Annual Revenue by Sector, 2013-Q3'2018

2013-Q3'2018
(in % breakdown)



Net Income, 2013-Q3'2018

Net Income, 2013-Q3'2018 (in IDR billion)



Financial Highlights, 2013–Q3'2018

<i>In IDR million</i>	2013	2014	2015	2016	2017	Q3'2017	Q3 '2018
Net revenue	1,014,502	1,350,908	1,356,868	1,794,002	3,026,989	1,945,104	2,733,732
Gross profit	207,686	248,939	224,374	279,639	465,900	318,900	527,504
<i>Gross profit margin</i>	20.5%	18.4%	16.5%	15.6%	15.4%	16.4%	19.3%
Operating profit	152,919	176,710	130,915	182,096	310,722	216,759	391,523
<i>Operating profit margin</i>	15.1%	13.1%	9.6%	10.2%	10.3 %	11.1 %	14.3%
Net income	99,358	104,690	41,917	68,329	154,245	111,275	91,238
Net income/share (full amt.)	199	209	84	111	220	159	130
Total assets	1,298,358	1,473,649	1,929,498	2,503,171	5,306,479	4,739,560	7,853,236
Total equity	560,443	645,117	664,859	1,301,225	1,437,127	1,397,511	1,512,454

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 23 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**



Building Trust and Partnership

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