



**ACSET**  
Member of PT United Tractors Tbk

## **PT ACSET INDONUSA Tbk**

**Company Presentation**

**Progress Q3 2015**

# Disclaimer

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# Agenda

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**Business Strategy & Update**



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## Company Profile

## Leading Integrated Construction Company



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

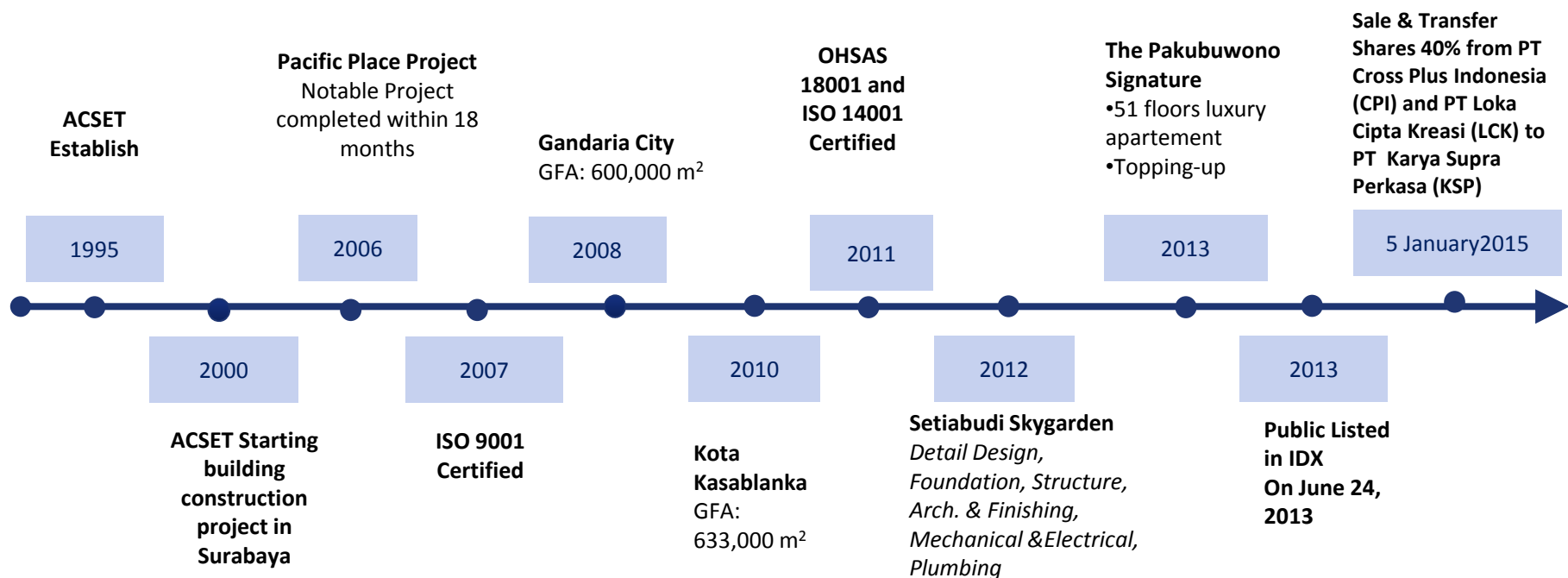
ACSET, being a diverse specialist/general construction firm; is one of the few construction groups in Indonesia with the capability to provide services that spans across the entire value chain for general and infrastructure construction projects.

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 the differentiate us from others

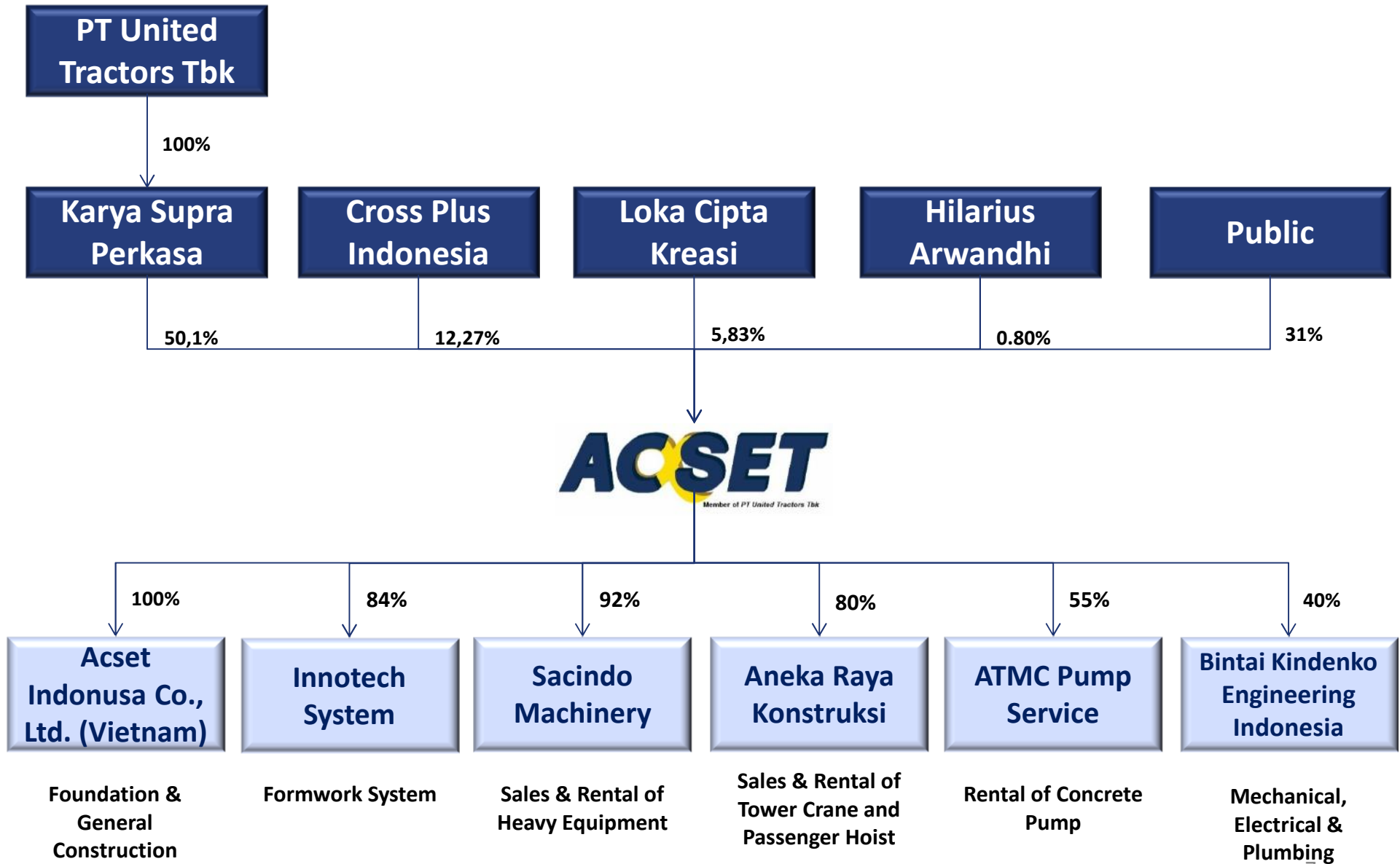
# Milestones



For the Past 18 Years, ACSET has Strived to Become the Pioneer in Providing Integrated Construction Solution to Its Clients



# Shareholder Structure



# Ongoing Main Project

## Foundation

**Indonesia 1  
Tower  
Jakarta**

**Thamrin Nine  
Jakarta**

**Apartement at  
Jl Borobudur  
Jakarta**

**Millenium  
Centennial  
Jakarta**

## Demolition

**CIMB Niaga Plaza & Sequis Plaza**

## Infrastructure

**Toll Gate & Toll  
Office Mojokerto  
Barat and Penompo  
Mojokerto -  
Kertosono**

**Toll Gate & Toll  
Office  
Cilegon Barat**

## Construction

**Setiabudi  
Sky Garden  
Jakarta**

**Lot 28  
Jakarta**

**Langham  
Lot 13  
Jakarta**

**Centennial  
Tower  
Jakarta**

**Hotel  
Harris &  
Yello  
Jakarta**

**Thamrin Nine  
Jakarta**

**West Vista  
Jakarta**

**Alila  
Seminyak**

**Astra Biz  
Centre  
BSD**

**Artotel  
Hotel  
Bali**



# Management Team

ACSET is Managed by Dedicated Professional Team

## Board of Commissioners



**Gidion Hasan,**  
*President Commissioner*



**Bambang Widjanarko E S,**  
*Commissioner*



**Andi Anzhar Cakra Wijaya,**  
*Commissioner*



**Robert Mulyono,**  
*Independent Commissioner*

## Board of Directors



**Tan Tiam Seng Ronnie,**  
*President Director*



**Jeffrey Gunadi Chandrawijaya,**  
*Vice President Director*



**Hilarius Arwandhi,**  
*Director*



**Lukas Iwan Setiadi,**  
*Director*



**Herjadi Budiman,**  
*Director*



**Wiltarsa Halim,**  
*Independent Director*

# Management Team

ACSET is Managed by Dedicated Professional Team

## Board of Commissioners



**Gidion Hasan,**  
*President  
Commissioner*

Indonesian Citizen, age 43. Graduated in Bachelor degree in Finance from Rogers State University, Oklahoma, United States in 1994. Prior to joining Astra, served as the Manager of Corporate Finance of Salim Group. Joined Astra Group in 1999 in the Corporate Planning and Investor Relations Division. Appointed as Vice President Director of United Tractors since April 2013 and currently also serves as Director of Finance, Administration and Business Development in United Tractors since 2006 and as Directors and Commissioners of several subsidiaries of PT United Tractors Tbk such as the President Commissioner of PT Tuah Tungga Agung and Duta Nurcahya, PT Pamapersada Nusantara, Vice President Commissioner of PT Traktor Nusantara and as well as Commissioner PT United Tractors Pandu Engineering



**Bambang Widjanarko E S,**  
*Commissioner*

Indonesian Citizen, age 55. He studied Agriculture Engineering at Bogor Institute of Agriculture and later completed his study in Economics from University of Indonesia. He joined Astra in 1982 as Information Technology staff member who continued to be the Vice President of Human Resource and Information Technology at PT Astra International Tbk from 1999 to 2003. He served as the Managing Director at PT Astra Graphia Tbk which was responsible for Information Technology Solution Business Group (AGIT) and later served as the Vice President Director of PT United Tractors Tbk from 2007 to 2011. He was also appointed as Director of PT Astra International Tbk since April 2014, President Commissioner of PT Astra Graphia Tbk., PT Serasi Autoraya (TRAC) and PT Astratel Nusantara, Commissioner of PT Marga Mandala Sakti and PT Sedaya Multi Investama.

# Management Team

ACSET is Managed by Dedicated Professional Team

## Board of Commissioners



**Andi Anzhar Cakra Wijaya,**  
*Commissioner*

Indonesian Citizen, 44 years old. Previously has held positions as Director of PT Satya Mandiri Lestari (1992-1993), President Director of PT Ahapacivica Putratama (1994-2001), President Director of PT Balinusa Sukses Pratama (1998-2004) and as Commissioner of PT Acset Indonusa Tbk (2013 – 2015). Currently, he holds certain positions as President Director of PT Cakra Karya Bersama (1998-present), President Director of PT Cakra Griya Pratama (1999-present), Chairman of Ibnu Hadjar Foundation (2000-present), Patron of Andi Anzhar Foundation (2008-present), President Director in PT Gowa Makassar Tourism Development Tbk (2008-present), President Commissioner of PT Bogor Bangun Sarana (2010-present), and President Director of PT Bara Prima Mandiri (2012-present).



**Robert Mulyono,**  
*Independent  
Commissioner*

Indonesian Citizen, 67 years old. Graduated in Civil Engineering of Gadjah Mada University, 1975. He was appointed as Operational Director II of PT Hutama Karya (1993-1998), Ad-Interim President Director of PT Hutama Karya (1998-1999), President Director of PT Hutama Karya (1999-2002), President Director of PT Nindya Karya (2002-2008) and as Commissioner of PT Acset Indonusa Tbk (2013 – 2014).

# Management Team



ACSET is Managed by Dedicated Professional Team

## Board of Directors



**Tan Tiam Seng Ronnie,**  
*President Director*

Singapore Citizens, age 56. Graduated of Diploma in Building from Singapore (1978), Diploma in Sales and Marketing, Marketing Institute of Singapore (1983) and Diploma in Marketing from Chatered Institute of Marketing, United Kingdom (1988). He was appointed as Executive Director in High Ground Sdn Bhd, Kuala Lumpur (1983-1985), Development & Country Head in Indonesia for L&M Group PLC, Singapore (1986-1989), General Manager (Overseas) Bored Piling (Pte) Ltd, Singapore (1990-1993), Managing Director of PT Acset Construction (Pte) Ltd, Singapore (1993-1995), and President Commissioner of PT Acset Indonusa (2005-2012). Currently he holds position as President Director of PT Acset Indonusa Tbk since 2013.



**Jeffrey Gunadi  
Chandrawijaya,**  
*Vice President Director*

Indonesian Citizen, age 41. Graduated in Bachelor of Economic, University of Atmajaya Catholic, Jakarta, 1995 and Master of Business in Finance, University of Technology Sydney, Australia, 1998. Starting his career in PT Bank Lippo Tbk in 1996 and joined with Astra Group in 1998 and has been resulting several position, such as *Analyst of Strategic Support & Organization Development* Division of PT Astra International Tbk (1998), *Head of Finance Administration & Human Resource Support of Corporate Information Technology* Division of PT Astra International Tbk (1998–2000), *Head of Finance Administration & Human Resource Support of Information Technology Solution (IT Solution)* Division of PT Astra Graphia Tbk (2000–2001), *Head of Finance & Organization Development of Finance & Organization Development* Division of PT Astra International Tbk – AstraWorld (2001-2006), *Head of Investment* of PT Asuransi Astra Buana (2008-2009), *Finance & Invesment Director* of Dana Pensiun Astra (2010). Currently he holds several potitions as *Chief of Corporate Finance, Accounting & Procurement* of PT United Tractors Tbk (since 2010) and as Commissioner in several subsidiaries of PT United Tractors Tbk, such as PT United Tractros Semen Gresik (UTSG) (since 2014), PT Duta Sejahtera (since 2014) and PT Duta Nurcahya (since 2014).

# Management Team

ACSET is Managed by Dedicated Professional Team

## Board of Directors



**Hilarius Arwandhi,**  
*Director*

Indonesian Citizens, age 53. Graduated in Civil Engineering, from University of Maranatha, Bandung, 1986. Starting his career in PT Pilar Utama Nusantara in 1987 and PT Elemen Indonusa (1988 – 1991) and currently hold several positions such as President Director of PT ATMC Pump Services, President Director of PT Dinamik Struktural Sistem, Director of PT Acset Indonusa Tbk, Director of PT Aneka Raya Konstruksi Mesindo, Director of PT Bintai Kindeko Engineering Indonesia, Director of PT Loka Cipta Kreasi, Commissioner of PT Innotech Systems and Commissioner of PT Alfa Stilindo.



**Lukas Iwan Setiadi,**  
*Director*

Indonesian Citizen, age 49. Graduated in Civil Engineering, University of Parahyangan, Bandung, 1988 and Magister Management of IPPM, Jakarta, 1995. Joined with Astra Group since 1990, starting his career in PT Sumalindo Lestari Jaya, Tbk. Since 1996 held several position in Group Astra: in 1996 as a Manager Corporate Planning of PT Astra International Tbk, in 2004 as General Manager Treasury & Finance of PT Astra International Tbk, and as Director in Astra Group, Director of Dana Pensiun Astra (2010-2011), Director of PT Multi Prima Universal (2012) and the latest as Finance Director of PT United Tractors Pandu Engineering (2013-2014).



# Management Team

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## Board of Directors



**Herjadi Budiman,**  
*Director*

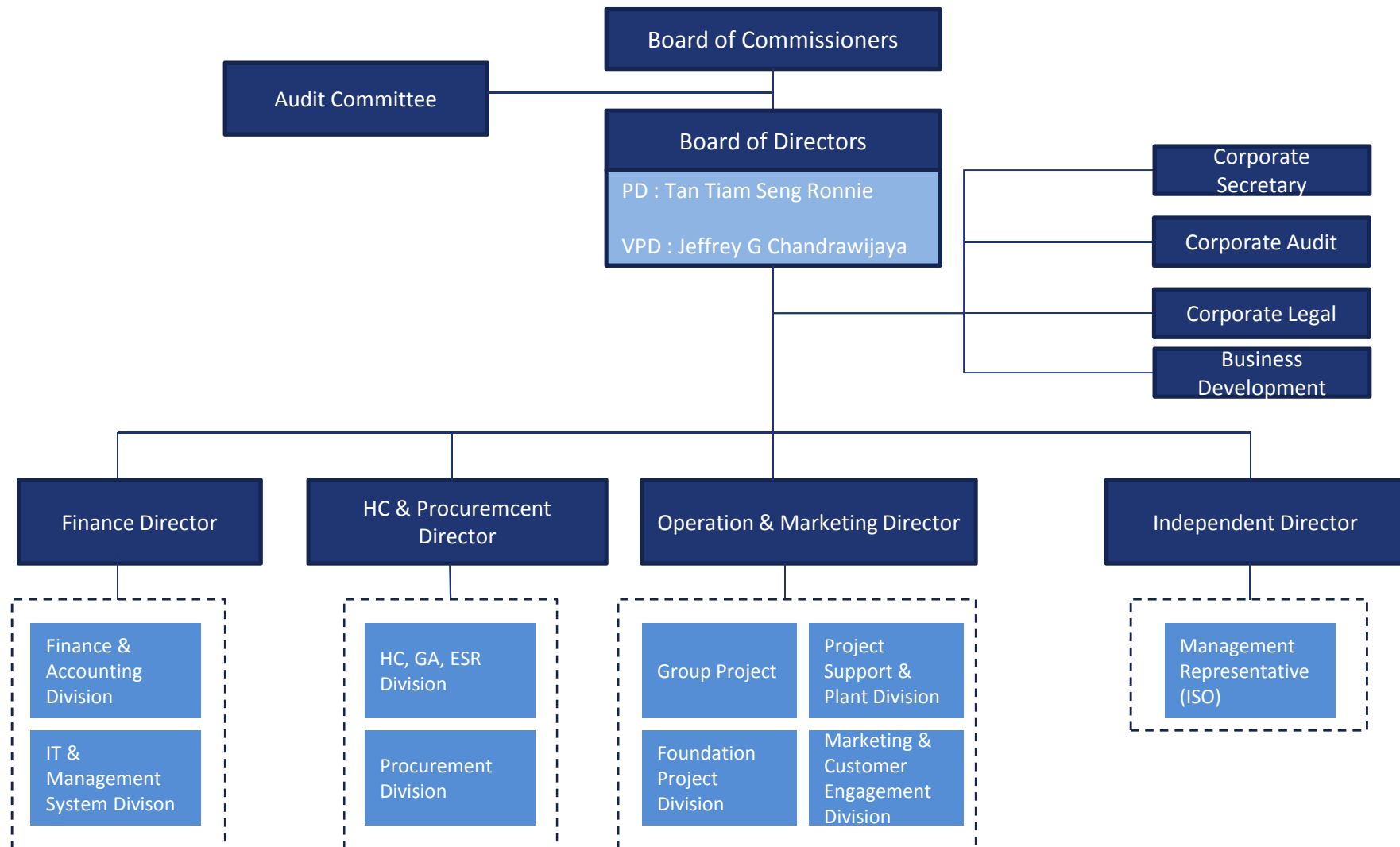
Indonesian Citizen, age 44. Graduated in 1995 with a Bachelor degree of Environmental Engineering from Institute Technology Bandung, Bandung, Indonesia. Starting his career in PT United Tractors Tbk since 2000. In 2009, appointed as Head of Corporate Environment, Social Responsibility, Security and General Affairs of PT United Tractors Tbk. He was also appointed as Commissioner of PT Bahtera Harapan Lestari (since 2010) and President Commissioner of PT Mitra Bakti United Tractors (since 2014).



**Wiltarsa Halim,**  
*Independent Director*

Indonesian Citizen, age 66. Graduated in Bachelor of Engineering from Akademi Teknik Nasional (now Institut Sains dan Teknologi Nasional) in 1973, majoring in Mechanical Engineering. He participated in Executive Program on Corporate Management – AOTS (JAPAN) in 1988, Manufacturing Management – The SANNO Institute of Management (JAPAN) in 1990, and Astra Executive Program in 1991. He first joined in PT United Tractors Tbk in 1973 as staff and then appointed as Manager (1978-1986), Finance Director of PT Komatsu Indonesia 1986-1991, Managing Director of PT Traktor Nusantara and PT Swadaya Harapan Nusantara (1991- 1993), Finance & Administration Director of PT Astra Daihatsu Motor (1993-2008). Currently he is member of Audit Committee of PT Astra Inetrnationa Tbk (since 2012), Independent Commissioner and the Head of Audit Committee of PT Federal International Finance as well as member of Audit Committee of PT Astra Honda Motor since 2008

# Structure Organization





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## Business Profile and Operations



# Area of Services

## ACSET 's Expertise

### CONSTRUCTION BUSINESS

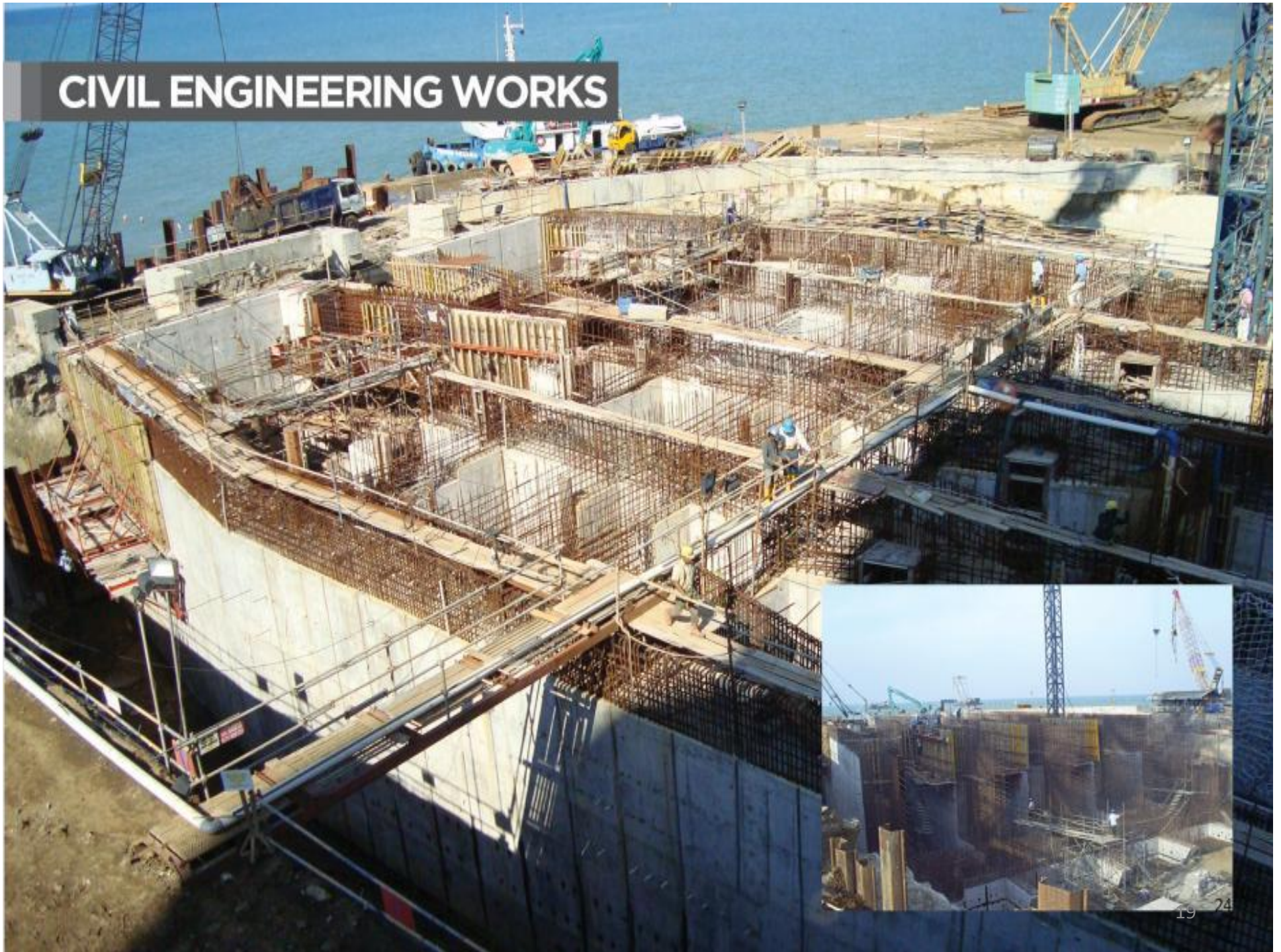
General Building Works	Bored Piling (BP)	Geotechnical Works	Construction Equipment Sales and Rental (Tower Crane/ Concrete Pump/ Crane
Civil Engineering Works	Diaphragm Wall (DW)	Marine Works	Mechanical, Electrical & Plumbing
	Driven Piling	Slip Forming/ Formwork System	
		Waterproofing	
		Pre-Stressing/ Post- Tensioning	

## GENERAL BUILDING WORKS





# CIVIL ENGINEERING WORKS





# BORED PILING



# DIAPHRAGM WALL





## DRIVEN PILING



PEMANGGARAN PIPA  
PROJECT BI GEDUNG "D"  
JAKARTA

## STRUTTING WORKS



## GEOTECHNICAL WORKS





# MARINE WORKS

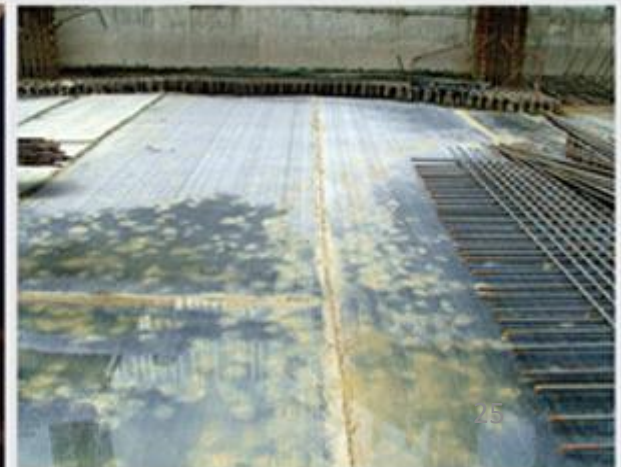




# SLIPFORMING & FORMWORK SYSTEM



## WATERPROOFING WORKS





## PRESTRESSING/POST-TENSIONING



# Project Portfolio

## Selected Construction Projects

### Jakarta

1. Pacific Place
2. Gandaria City
3. Equity Tower
4. Residence 8@Senopati
5. The Pakubuwono Signature, The Pakubuwono House & Town House
6. Kota Kasablanka
7. New British Embassy
8. Menara Satrio Office Tower
9. Setiabudi Sky Garden
10. District 8 Senopati
11. Centennial Tower
12. Hotel Harris Hayam Wuruk

### Surabaya

1. Supermall Pakuwon Indah & PTC Surabaya
2. BG Junction
3. Plaza Tunjungan IV
4. Imperial Family Club

### Other Areas

1. TS Suites Hotel Mall (Bali)
2. Alila Hotel, Seminyak (Bali)
3. Sun Plaza (Medan)
4. The Estella High-Rise Residential Development (Vietnam)
5. Tanjung Jati B Power Plant Expansion Project



# Project Portfolio (cont.)

## Selected Foundation Projects

### Jakarta

1. Ciputra World
2. Pacific Place
3. Tanjung Priok Access Road E2A
4. BII Plaza
5. Bank Indonesia Building "D"
6. Menara Sahid
7. Graha Niaga II, Jakarta
8. Plaza Asia & Sudirman Mansion
9. Pasar Tanah Abang Blok A & B
10. Smesco Promotion & Convention Center
11. The St. Regis
12. Menara Satrio Office Tower
13. Plaza Sudirman
14. Gandaria City
15. 18 Office Park
16. The Pakubuwono Signature, House & Town House
17. District 8 Office Tower
18. Bahana Office Tower
19. T- Tower Jakarta
20. ST Regis, Jakarta
21. The Tower Jakarta
22. SCBD Lot 10 Jakarta
23. Mangkukur Jakarta
24. TCC Batavia Tower 2 Jakarta
25. Gayanti City Jakarta
26. Taman Anggrek Residence

### Surabaya

1. Wisma Dharmala
2. Surabaya Madura Approach Bridge

### Other Areas

1. Coal Fired Power Plant in Rembang (Central Java)
2. Tanjung Jati B Coal Power Plant
3. Estella Residential Development (Vietnam)
4. Sun Plaza (Medan)
5. Plaza Ambarukmo (Yogyakarta)
6. Margo City (Depok)
7. Medan Focal Point (Medan)
8. Semen Andalas (Aceh)



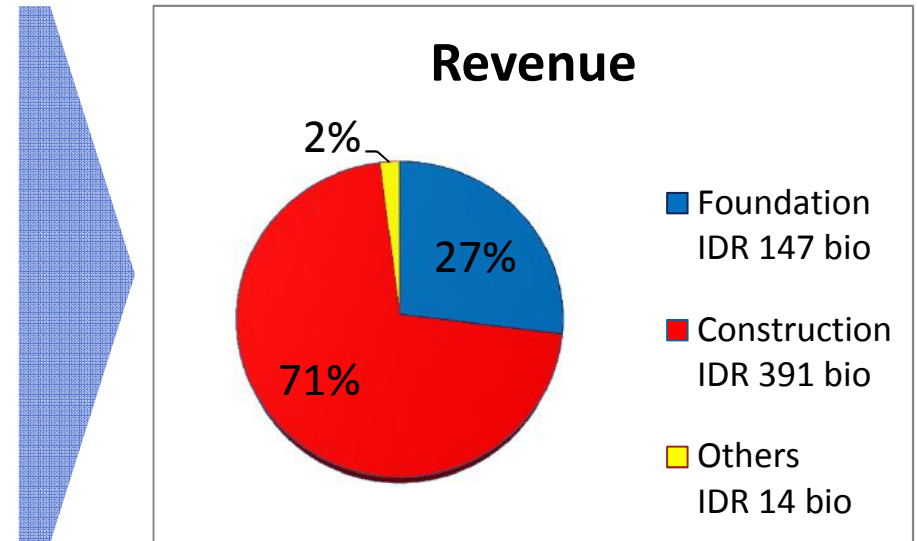
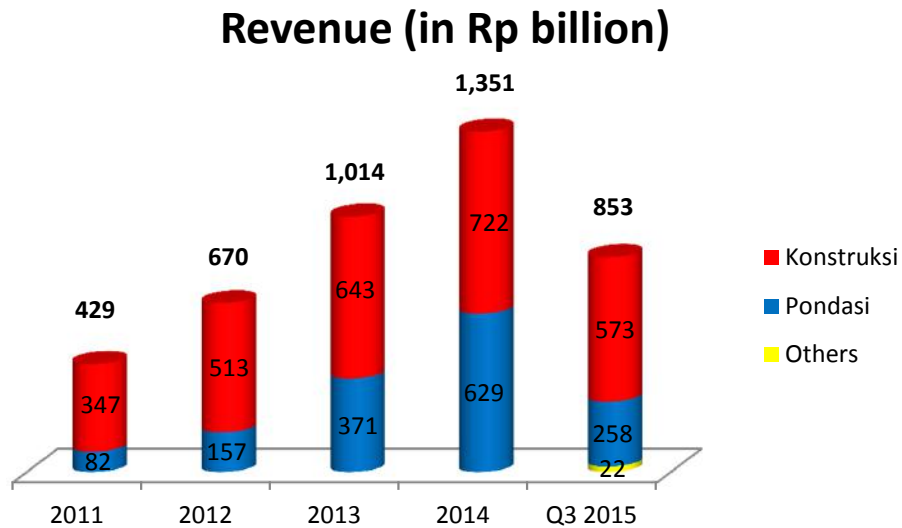




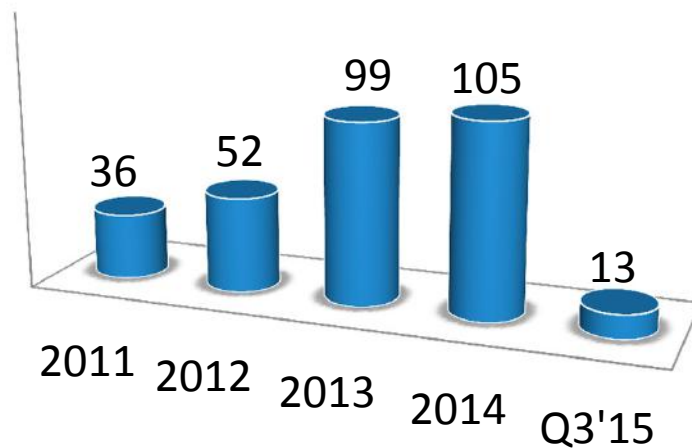
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## Financial Highlights

# Revenue & Net Income



## Net Income (in Rp billion)



**Remains focus in its core competence**

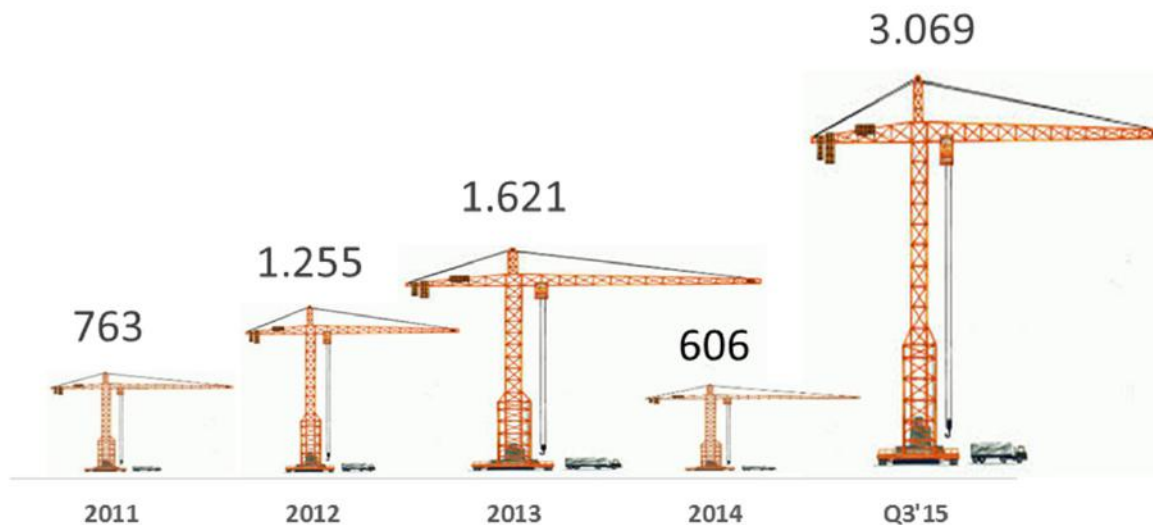


# Financial Highlight

In Rp Billion	2011	2012	2013	2014	9M15
<b>Net Revenue</b>	<b>429.063</b>	<b>669.906</b>	<b>1.014.502</b>	<b>1.350.908</b>	<b>852.516</b>
Gross Profit	80.424	115.548	207.686	248.939	139.644
<i>Gross ProfitMargin</i>	18,7%	17,2%	20,5%	18,4%	16,4%
Operating Profit	49.812	75.163	152.919	176.710	77.318
<i>Operating Profit Margin</i>	11,6%	11,2%	15,1%	13,1%	9,1%
<b>Net Income</b>	<b>36.486</b>	<b>52.249</b>	<b>99.358</b>	<b>104.690</b>	<b>12.979</b>
Net Income per share (in full amount)	73	104	199	209	26
Total Assets	359.091	754.771	1.298.358	1.473.649	1.732.828
Total Equity	165.541	218.211	560.443	645.117	637.619

# New Contract 2015

## New Contracts (in billion rupiah)



New Contracts until September 30, 2015 amounting IDR 3,1 T, with composition as follows :

- Construction : 80%
- Foundation : 18%
- Infrastructure : 2%

New Notable Contracts as of Sept 30, 2015 as follows :

- Thamrin Nine
- West Vista
- Indonesia 1
- Millenium Centennial
- Astra Biz Centre
- Toll Gate and Office Gate at Mojokerto Kertosono and Cilegon Barat





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## Business Strategy

# Strong Foundation (over 20 years of experience)

Our competitive advantage differentiate us from our competitors



The only company in Indonesia capable of undertaking from deepest foundation & basement to high rise buildings (Integrated)



Over 18 Years of Experience



One of the Leading Building, Foundation and Diaphragm Wall Specialist Contractor



Brand Recognition in prestigious and high-end projects with wide clients- based



Experienced & Dedicated Management Team



Capability in Handling a wide spectrum of projects

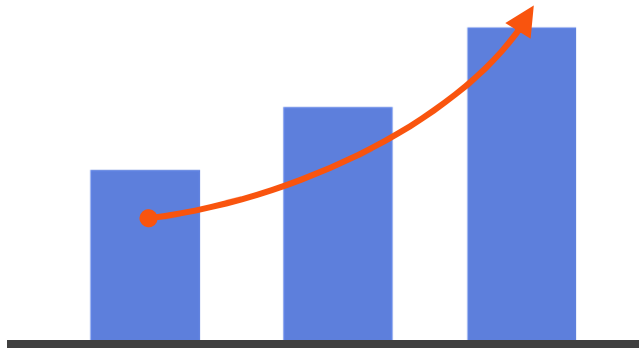


Currently being member of UT and Astra Group



# Main Strategy

## Sustainable Expansion



- ✓ Invest in construction equipment & machinery to support the growth, expansion and profitability in our core business
- ✓ Expanding our supporting business :
  - Rental of construction equipment & machineries
  - Formwork supply & sub contracting business
  - Mechanical, electrical & plumbing works
  - Supply on construction materials
- ✓ Expanding thru Joint operation and/or Strategic alliance with multinational companies
- ✓ Synergy with UT and Astra Group

## Establish Premium Brand Awareness

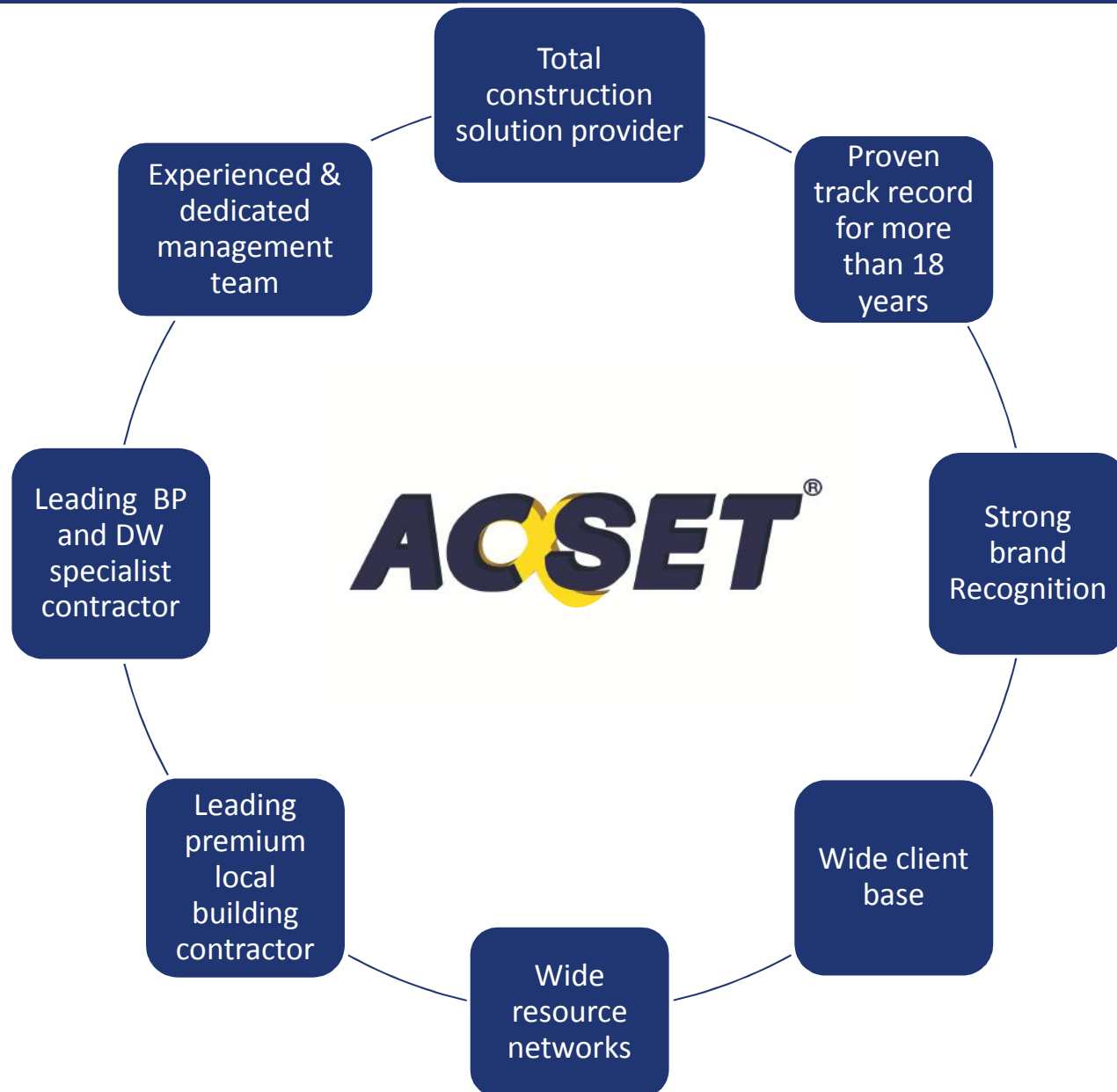
### PREMIUM PROJECT

- ✓ Focus on premium building projects and infrastructure
- ✓ Invest in latest technology, Human capital, continuous training and work improvement

## Selective Market Segment



# Key Investment Highlights



**An Integrated Construction Company**



**BUILDING TRUST & PARTNERSHIP**



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