




# Steps To Best Company in Concrete Industry

-  Head Office
-  Factory
-  Sales Region
-  Representative Office
-  Factory (In Progress)
-  Quarry

**PRESENTATION MATERIAL**



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# COMPANY PROFILE

# VISION, MISSION & CORE VALUE

## Vision

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**“To be the foremost company in the precast concrete product industry”**

## Mission

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- To be the market leader in precast concrete industry in Southeast Asia
- To provide excellent services to customers on the fulfillment of quality, time and price
- To apply management system and technology which can increase efficiency, consistently maintain the quality, ensure the occupational health and safety based on environmental requirement
- To continuously grow together with business partners for a mutual benefit
- To enhance employees competence and welfare

## Core Value

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**C**ommitment

**I**nnovation

**B**alance

**E**xcellence

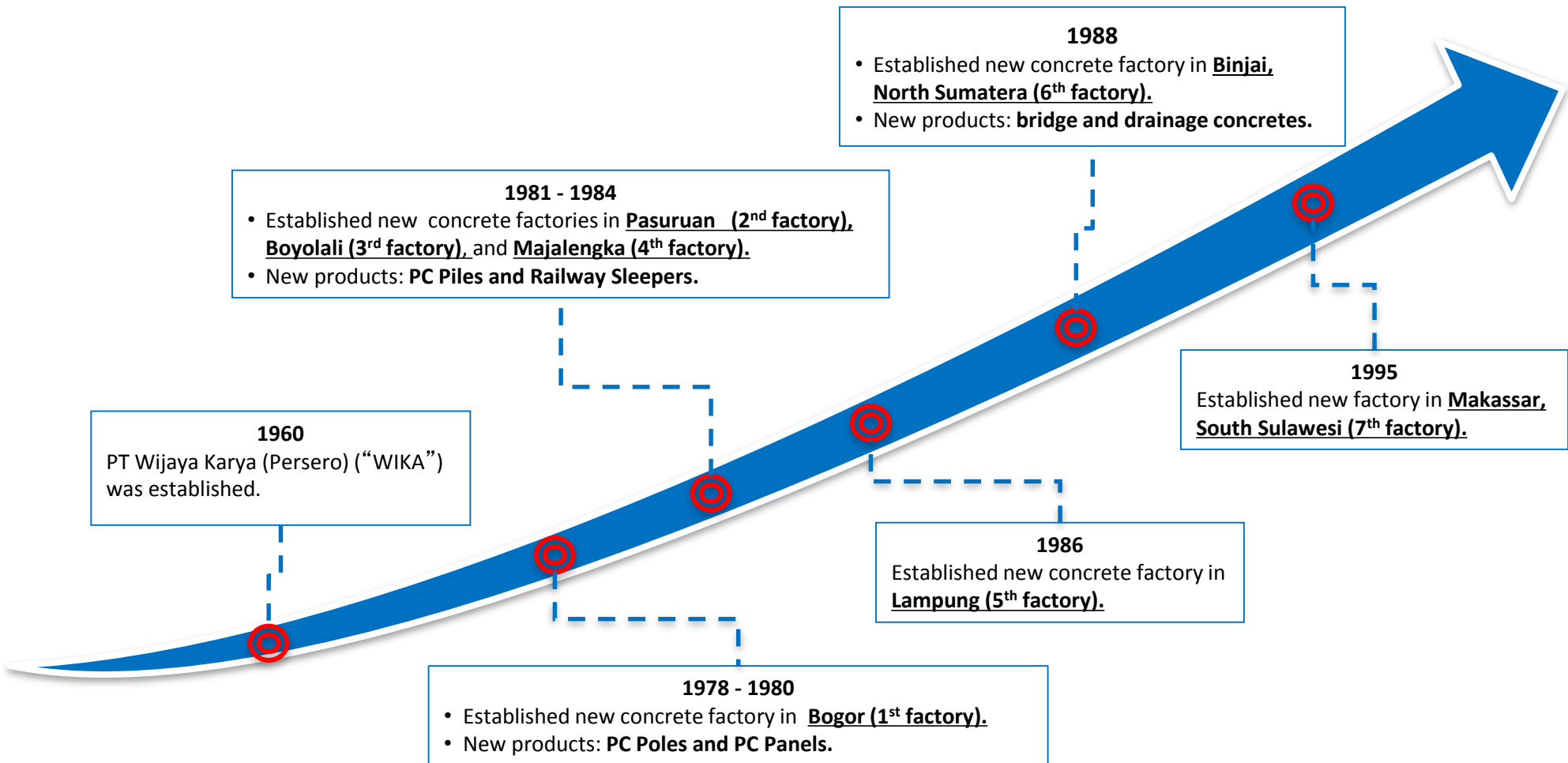
**R**elationship

**T**eamwork

**I**ntegrity

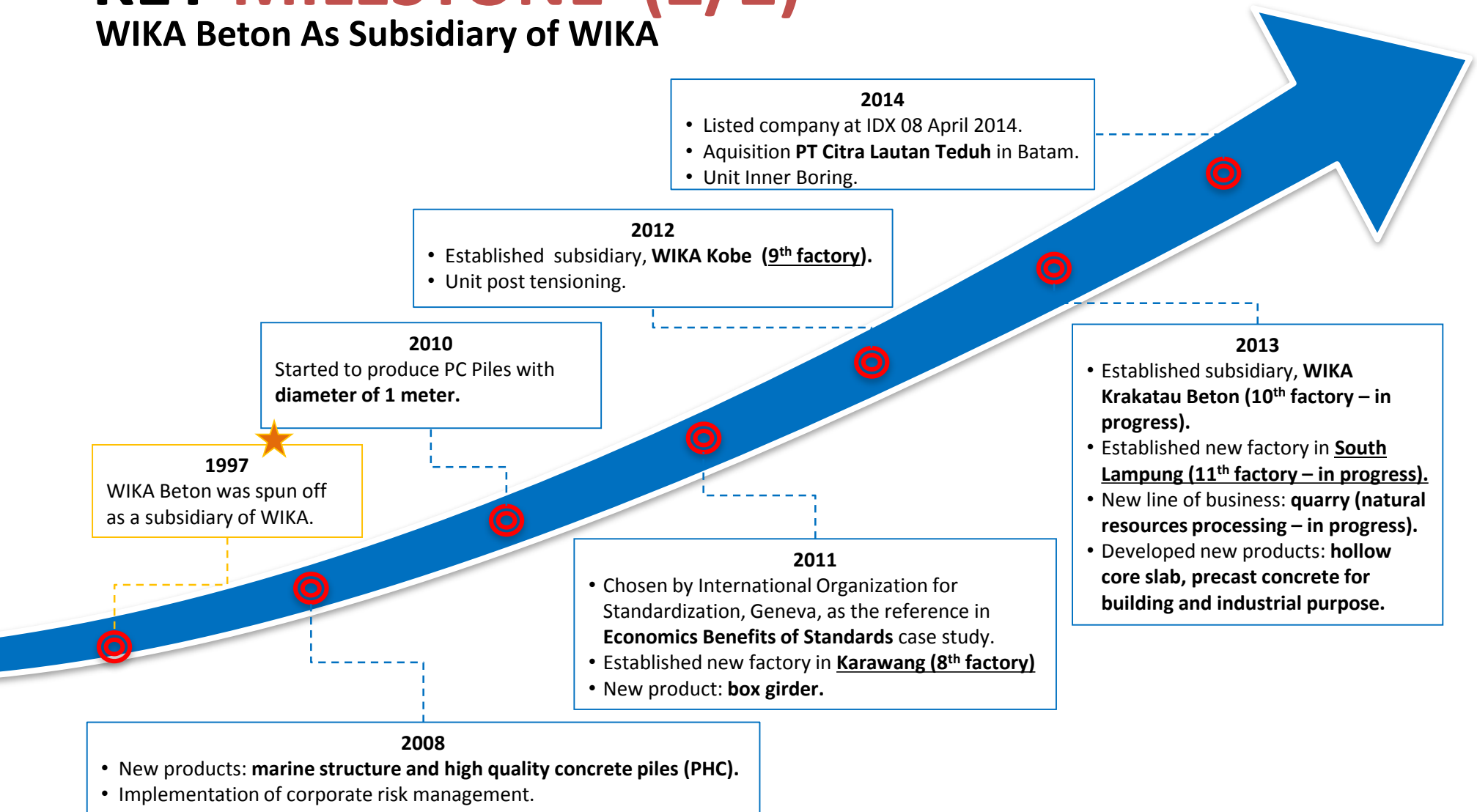
# KEY MILESTONE (1/2)

WIKA Beton As Sub Business Unit of WIKA



# KEY MILESTONE (2/2)

## WIKA Beton As Subsidiary of WIKA



# MANAGEMENT TEAM

## Board of Commissioners



**Budi Harto**  
President Commissioner



**A. Boediono**  
Commissioner



**Nariman Prasetyo**  
Commissioner



**Tumik Kristianingsih**  
Commissioner



**Asfiah Mahdiani**  
Independent Comm.



**Priyo Suprobo**  
Independent Comm.

## Board of Directors



**Wilfred I. A. Singkali**  
President Director



**Hadian Pramudita**  
Director



**Entus Asnawi Mukhson**  
Director



**Fery Hendriyanto**  
Director

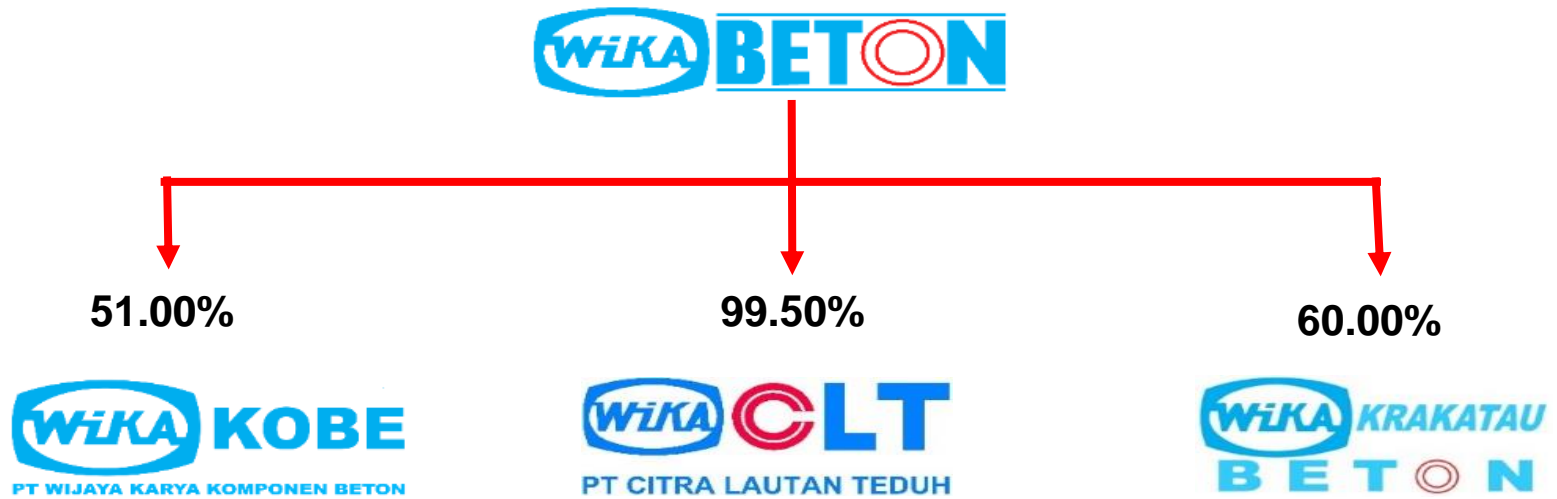


**Hari Respati**  
Director

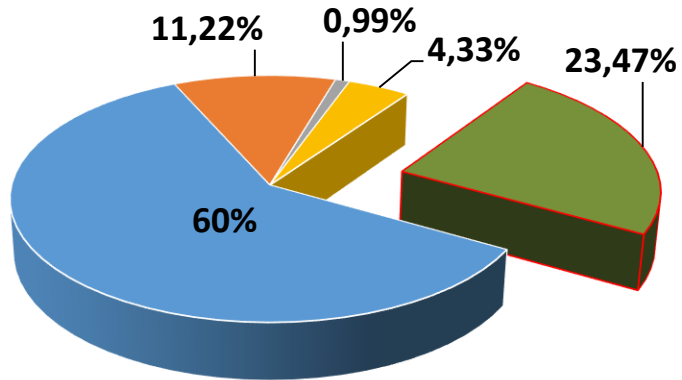


**M. Zulkarnain**  
Independent Director

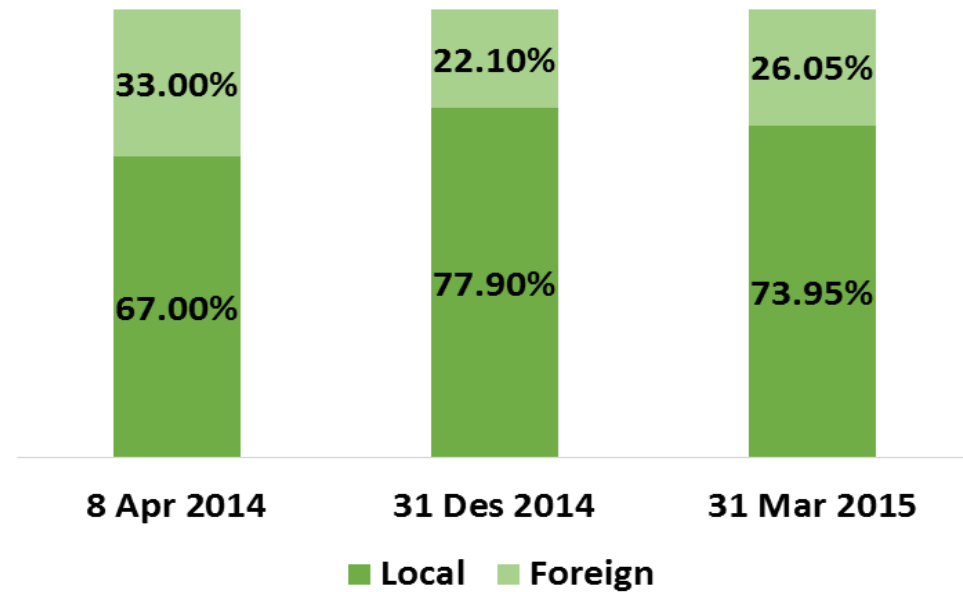
# CORPORATE STRUCTURE



# CORPORATE STRUCTURE



- PT Wijaya Karya (Persero) Tbk
- Koperasi Karya Mitra Satya
- Yayasan Wijaya Karya
- *Treasury Stock*
- Publik





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KEY INVESTMENT HIGHLIGHT

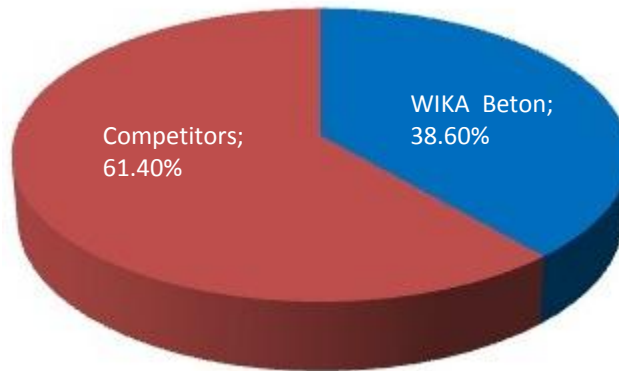
# INVESTMENT HIGHLIGHTS



# 1 The Largest Capacity and Leading Market Share to Promote Economies of Scale

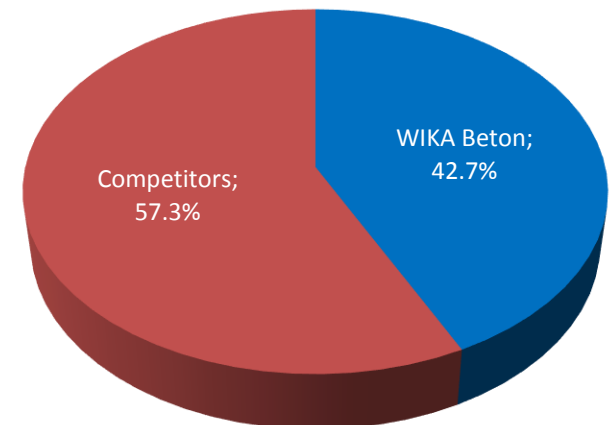
- Based on MARS report, an independent surveyor, in January 2014, there are **28 precast concrete production facilities in Indonesia** owned by 20 companies with **total production capacity of 5.2 million ton per year**. Around 89.3% of the total capacity is dominated by 9 companies.
- **WIKA Beton has the biggest production capacity with 38.6% of total production capacity in Indonesia** or equivalent of 2 million ton per year.
- **WIKA Beton's market share was estimated around 42.7% in 2013.**

Production Capacity of Indonesian  
Precast Concrete Industry



Source: MARS

Market Share of WIKA Beton Based on Sales (2013)



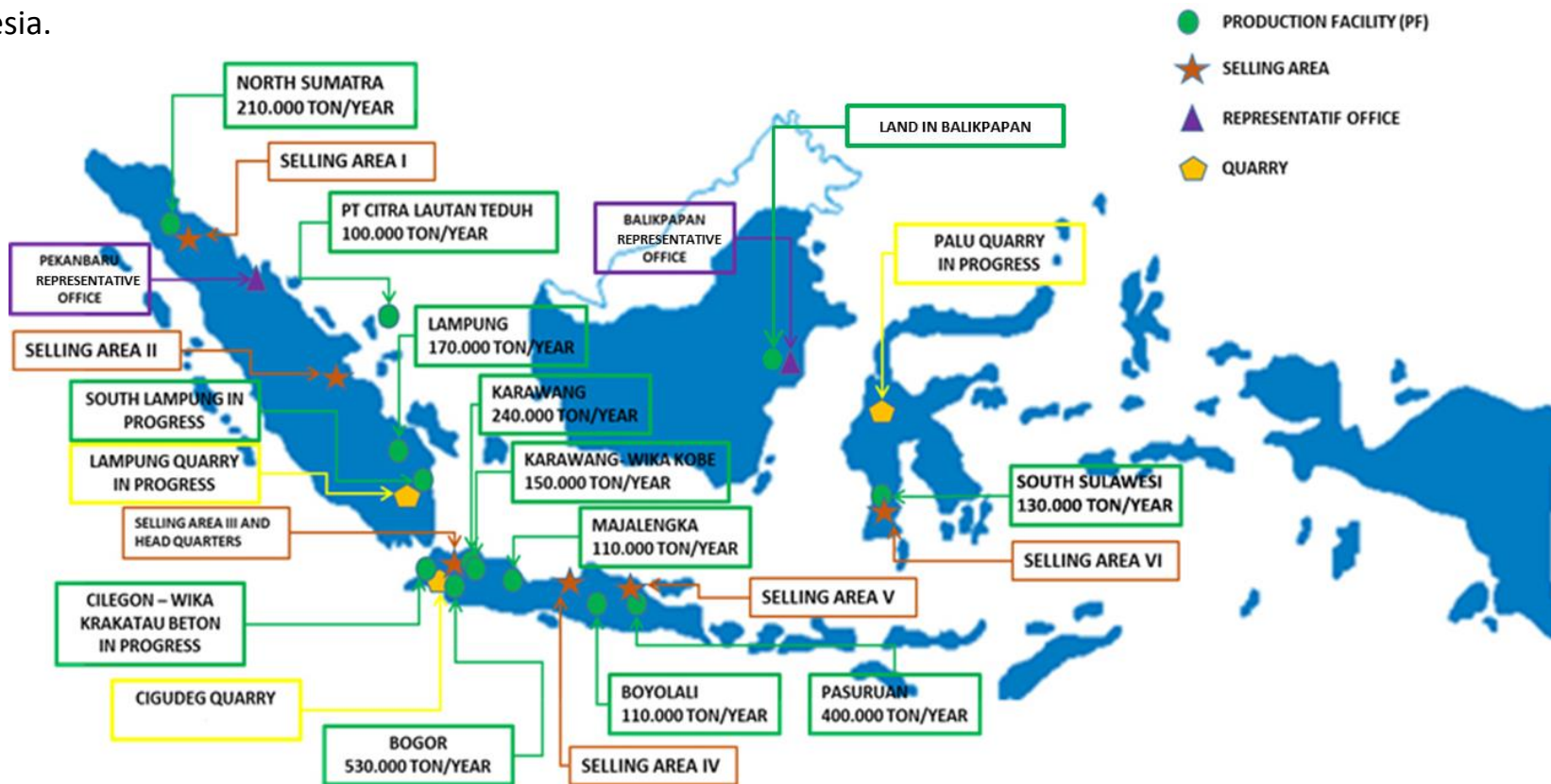
Source: BCI Asia

Wika Beton is able to **promote economies of scale** compared to its competitors due to its size.

## 2 Wide Coverage and Well Integrated Production Facilities Across Indonesia

- **Wide Coverage:** WIKA Beton will have 11 production facilities (including subsidiaries) by the end of 2014, 6 sales areas and 2 representative offices strategically located all across Indonesia.
- **Well Integrated:** 1) Complete business cycle from engineering, raw material production, fabrication, and installation (Backward and Forward Integration); 2) Flexibility in moving supporting equipment such as moulding to all production facilities in Indonesia.

WIKa Beton is able to provide **fast delivery and cheaper transportation cost** due to close proximity to customers.



## Experienced Management Team with Extensive Track Record in Precast Concrete Industry

3

Experienced  
for more  
than 20  
years in  
precast  
concrete and  
related  
industry.



**Wilfred I. A. Singkali**  
*President Director*  
31 years of experience  
in the precast industry

- President Director of the Company since 2012.
- Previously served as the Company's Director of Engineering and Production (2007 – 2012).
- Started his career with PT Wijaya Karya (Persero) Tbk as Staff of Research and Development Construction Components in 1983.



**Hadian Pramudita**  
*Director*  
27 years of experience  
in the precast industry

- Director of Marketing of the Company since 2012.
- Previously served as the Company's Marketing Manager (2008 – 2012).
- Started his career with PT Wijaya Karya (Persero) as Staff of Engineering in Division of Construction Component in 1987.



**Entus Asnawi Mukhson**  
*Director*  
26 years of experience  
in finance for  
construction

- Director of Finance and Human Resource of the Company since 2011.
- Previously served as Financial General Manager in PT Wijaya Karya (Persero) Tbk.
- Started his career with PT Wijaya Karya (Persero) Tbk as Staff of Accounting and Finance in 1988.



**Fery Hendriyanto**  
*Director*  
21 years of experience  
in the precast industry

- Director of Operation I of the Company since 2012.
- Previously served as the Company's Manager of Operation and Control (2007 – 2012).
- Started his career with PT Wijaya Karya (Persero) Tbk as Sales Engineer in Division of Concrete Products in 1993.



**Hari Respati**  
*Director*  
31 years of experience  
the construction sector

- Director of Operation Ii of the Company since 2013.
- Previously served as Construction General Manager in PT Wijaya Karya (Persero) Tbk.
- Started his career with PT Wijaya Karya (Persero) Tbk as Project Staff in Mataram (1983 – 1984).



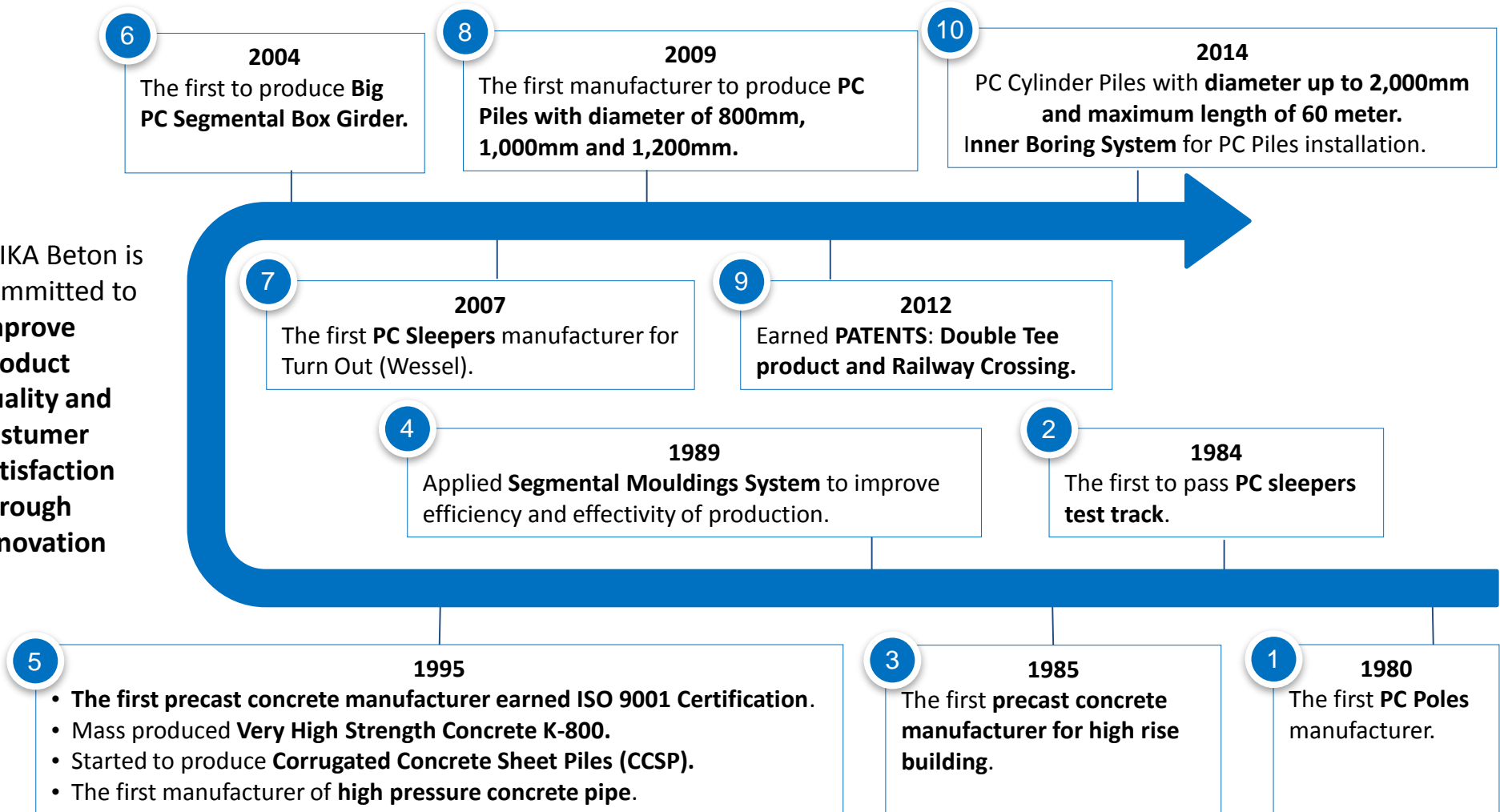
**M.Zulkarnain**  
*Independent Director*

- Independent Director of the Company since March 2014.
- Previously served as Acting Standardization Division Head PT Wijaya Karya Beton (2010).
- Started his career with PT Wijaya Karya CAB VIII Surabaya (1978 – 1979).

# 4

## Pioneer in Indonesian Precast Concrete Products with Continuous Innovation

WIKA Beton is committed to **improve product quality and customer satisfaction through innovation**



# 5 Most Complete Sets of Product in Indonesia

WIKA Beton has **the most complete sets of products** to capture the demand in precast concrete industry.

### 3. BRIDGE CONCRETE



I-Girder, U girder, Box girder, Voided slab, Concrete diaphragm, Half slab and Double Tee

### 7. MARINE STRUCTURE CONCRETE



Product to support dock and offshore projects such as jetty, bridge, and breakwater structures.

### 4. RAILWAY SLEEPERS



KA-Clips, DE-Clips, Pandrol, E-Clips, and Vossloch.

### 8. BUILDING AND HOUSING PRODUCT



Precast walls, columns, beams, stairs and other structural and architectural components.

### 1. PRE-STRESSED CONCRETE POLES (PC POLES)



Electrical PC poles, transmission electrical PC poles, telecommunication PC poles, lighting PC poles and netting PC poles.

### 5. RETAINING WALL CONCRETE (SHEET PILES)



Corrugated concrete (CCSP) and Flat sheet piles (FCSP).

### 9. OTHER PRECAST CONCRETE



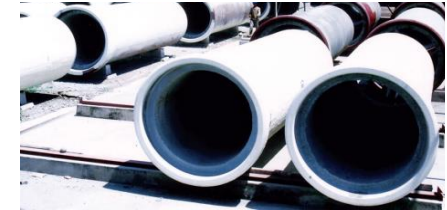
Pipe racks for oil companies, water storage and water-cooling towers for power plants.

### 2. PRE-STRESSED CONCRETE PILES (PC PILES)



PC Piles Spun & Square (spinning method) and PC Piles Square & Triangle (vibration method).

### 6. HYDRO STRUCTURE CONCRETE (PC PIPES)

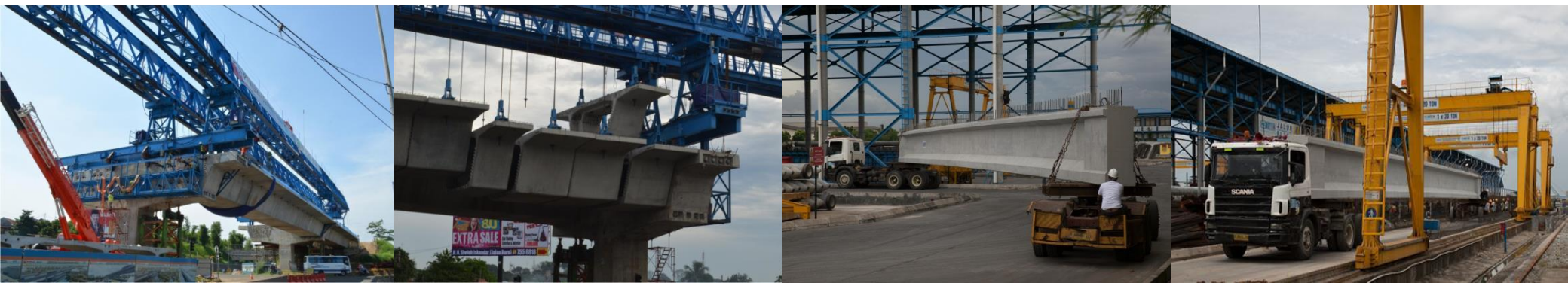


Core Type prestressed concrete pipes (PC pipes) and Reinforced Concrete Pipes (RC Pipes).

### 10. ENGINEERING SERVICES



Technical advice, recommendations, product installations, delivery and tensioning systems.



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## a. INDUSTRY OVERVIEW

# PEMBANGUNAN INFRASTRUKTUR JOKOWI 2015-2019

LOKASI 15 BANDARA DAN 24 PELABUHAN



- Jalan baru **2.650 Km**
- Jalan tol **1.000 Km**
- Pemeliharaan jalan **46.770 Km**



- Pembangunan Jalur **KA 3.258 Km** di Jawa, Sumatera, Sulawesi dan Kalimantan terdiri dari: KA Antar kota 2.159 Km, KA Perkotaan 1.099 Km



- Pembangunan **15 Bandara baru**
- Pengadaan **20 Pesawat Perintis**
- Pengembangan Bandara untuk pelayanan **Cargo Udara di 6 Lokasi**



- Pembangunan Pelabuhan Penyeberangan di **60 Lokasi**
- Pengadaan **Kapal penyeberangan perintis sebanyak 50 unit**



- Pembangunan **24 Pelabuhan baru**
- Pengadaan **26 Kapal Barang Perintis**
- Pengadaan **2 Kapal Ternak**
- Pengadaan **500 unit Kapal rakyat**



- Pembangunan **BRT di 29 kota**
- Pembangunan angkutan massal cepat di kawasan perkotaan (**6 Kota metropolitan, 17 Kota besar**)

SUMBER: BAPPENAS / INFOGRAFIS: ANDHIKA AKBARYANSYAH/DETIKCOM

# INFRASTRUCTURE INVESTMENT REQUIREMENT 2015-2019

Infrastructure Investment Requirement (RPJMN) 2015-2019 (Rp trillion)						
Sector	Full Scenario (100%)	Partial Scenario(75%)		Basic Scenario(50%)		
		Needs	% of Full Scenario	Needs	% of Full Scenario	
Road	1274	851	67%	637	50%	
Railway	278	222	80%	140	50%	
Mass Transportation	166	115	69%	75	45%	
Sea Transportation	563	424	75%	282	50%	
Ferry and ASDP	91	80	88%	60	66%	
Air Transportation	182	165	91%	100	55%	
Electricity	1,080	762	71%	714	66%	
Energy and Gas	535	420	79%	268	50%	
Water Resources	1,091	845	77%	645	59%	
Clean Water and Sewage	666	450	68%	330	50%	
Public Housing	384	247	64%	180	47%	
Information and Communication Technology	242	200	83%	130	54%	
<b>Total</b>	<b>6,552</b>	<b>4,781</b>		<b>3,561</b>		

Investment Requirement(priority) **5,452**



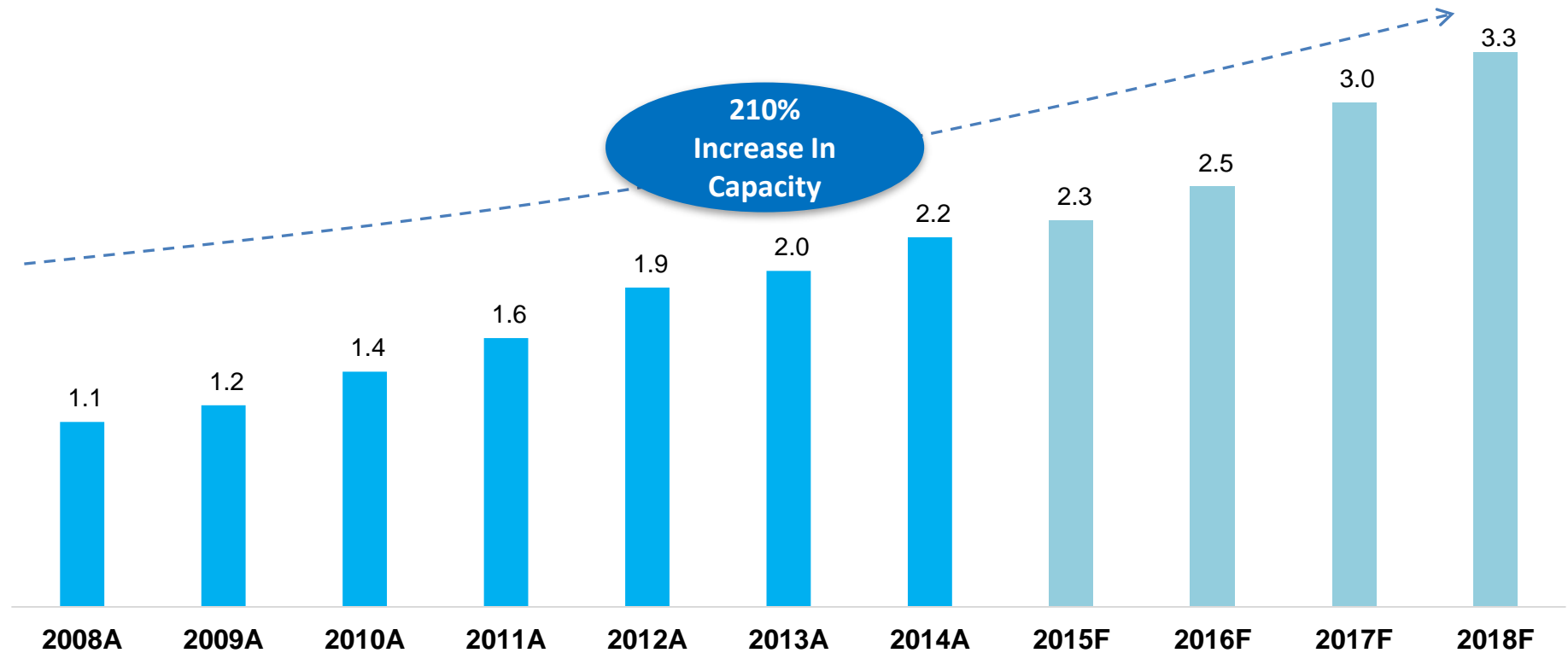
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## b. BUSINESS OVERVIEW

# PRODUCTION CAPACITY 2008 - 2018

- Currently, WIKA Beton’s installed production capacity is approximately 2,2 million ton per year.
- WIKA Beton’s installed production capacity is expected to grow 210% from 2008 – 2018.

Installed Production Capacity (Million Ton per Year)



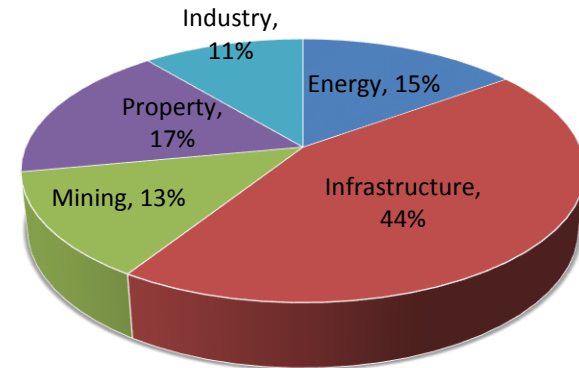
# CUSTOMERS' PROFILE

- Based on line of business, **Infrastructure sector contributed 44% of total WIKA Beton's revenue** in 2014.
- Based on customers' ownership, **private – local companies contributed 68% of total WIKA Beton's revenue** in 2014, followed by State Owned Enterprise with 28%.
- Contribution from WIKA in 2013 was 6%.

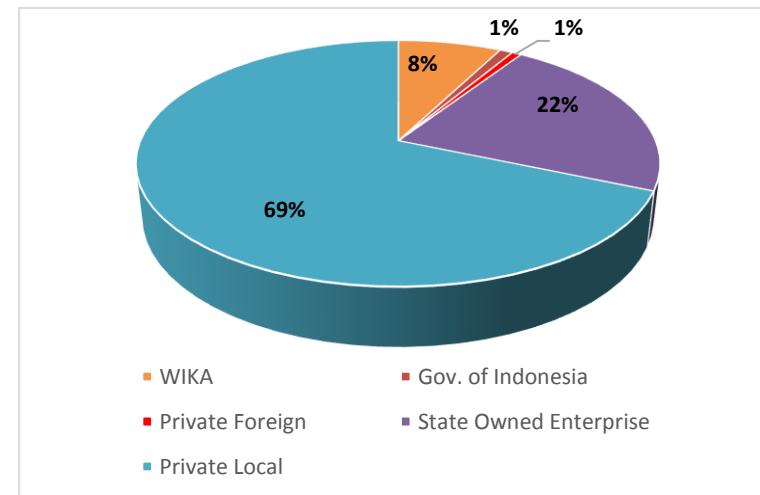
## Top 10 Buyers 2014

No	Customer	Contribution
1.	PT Wijaya Karya (Persero) Tbk	8%
2.	PT Perusahaan Listrik Negara (Persero)	4%
3.	PT Waskita Karya (Persero)	4%
4.	PT Hutama Karya (Persero)	4%
5.	PT Pembangunan Perumahan (Persero) Tbk	4%
6.	PT Energi Sejahtera Mas	4%
7.	PT D & C Engineering	3%
8.	PT Multi Artha Pratama	2%
9.	PT Kawahapejaya Indonesia	2%
10.	PT Sinar Menara Deli	2%

**Customers' Profile Based on Line of Business in 2014 (Percentage of Revenue)**



**Customers' Profile Based on Ownership in 2014 (Percentage of Revenue)**



# LANDMARK PROJECTS

## BRIDGE & ROAD

**Pasupati Bridge (2004)**



**Cikubang – Cipularang Bridge (2006)**



**Suramadu Bridge (2008)**



**East West Motorway Project – ALGERIA (2011)**



## BRIDGE & ROAD (cont' d)

**Double Track Cirebon – Kroya (2012)**



**Bali Tollroad (2013)**



**Overpass Kamp. Melayu – Tanah Abang (2014)**



## POWER PLANT

**Power Plant - Semen Tonasa (2010)**



**PLTU Cirebon (2011)**



## PORT

**Malayahati - Aceh (2006)  
Decorient//BAM – Dutch\***

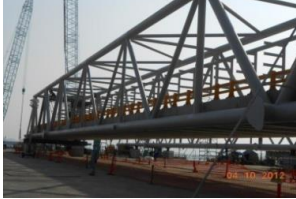


## OIL & GAS

**Drajat Cooling Tower – Garut (2005)  
Thiess\***



**Gorgon Project – BARROW, AUSTRALIA (2012)  
Saipem SA\***



**Pipe Rack RFCC for Oil – Cilacap (2013)  
GS – Korea\***



\*International Customer



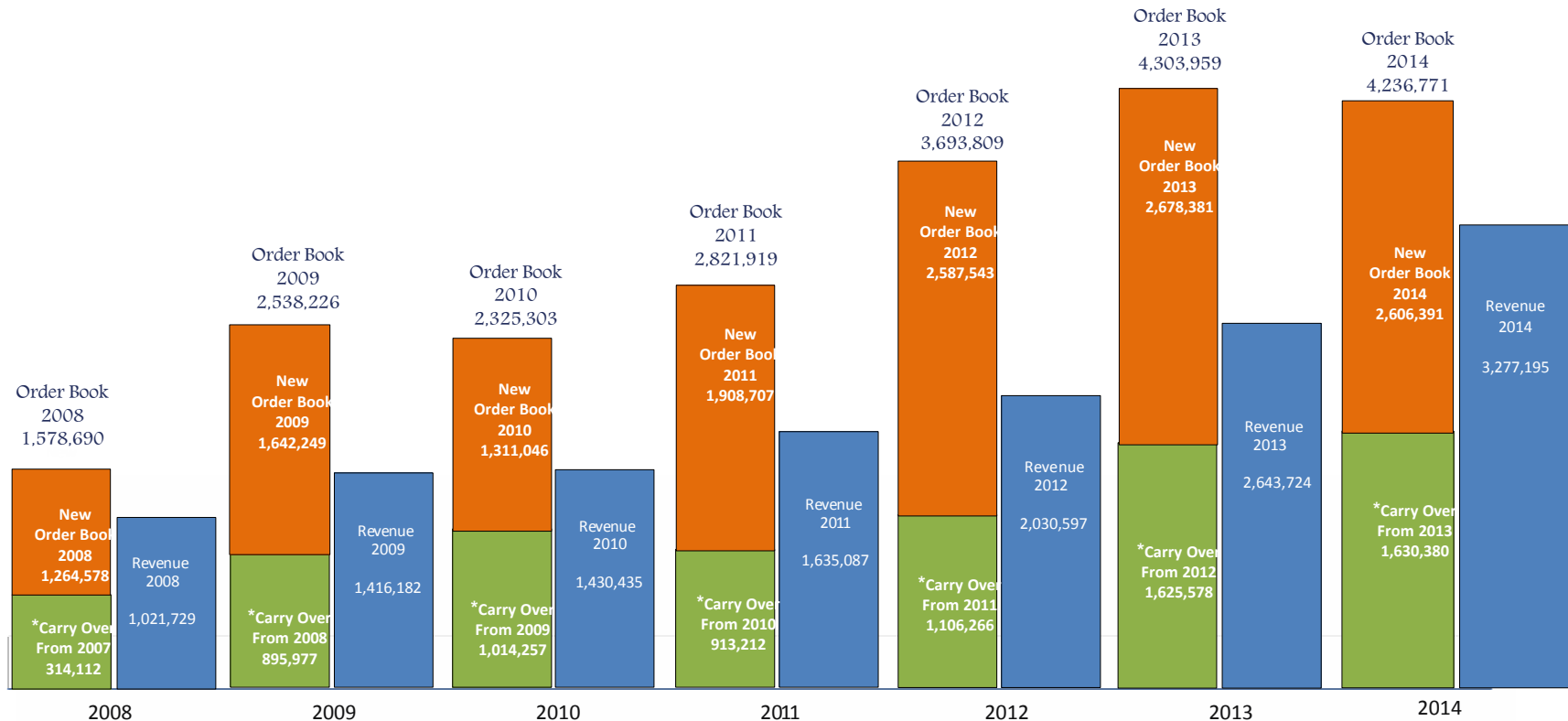
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# FINANCIAL HIGHLIGHT

# ORDER BOOK & REVENUE

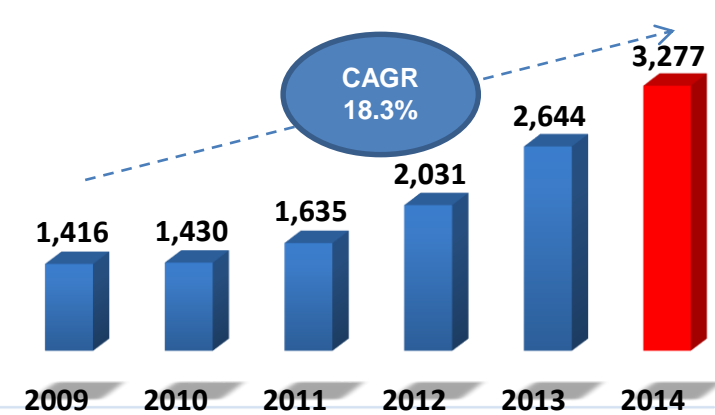
- Total order book is calculated through **addition of new order book and carry over from previous year.**
- Carry over from previous year **may guarantee the amount of revenue** generated in the following year.
- Wika Beton has **safely secured revenue of IDR 1.63 trillion in 2014** only from carry over from 2013.

**Total Order Book Vs. Revenue (IDR Million)**

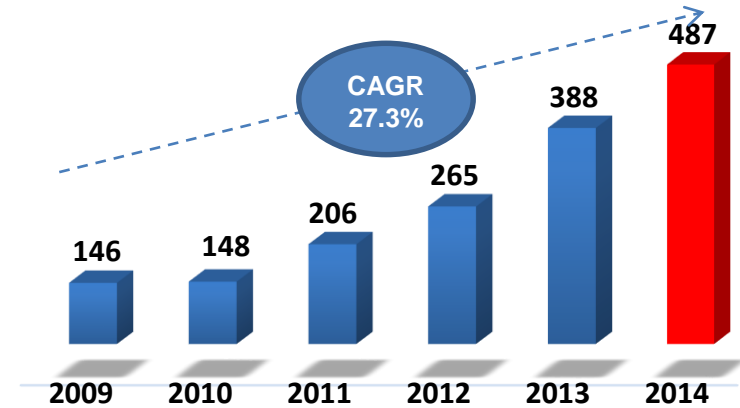


# SUMMARY OF INCOME STATEMENT

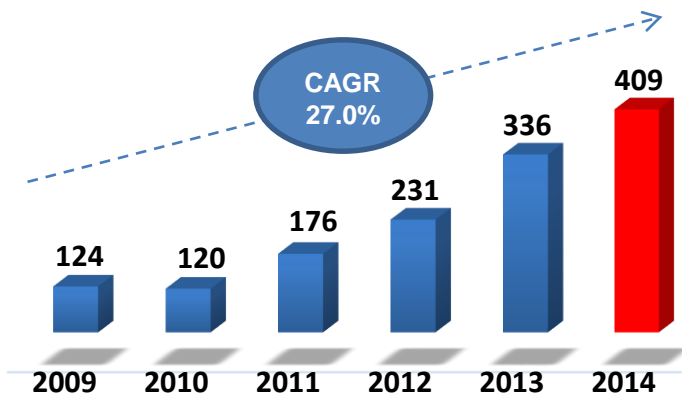
Revenue (IDR Bn)



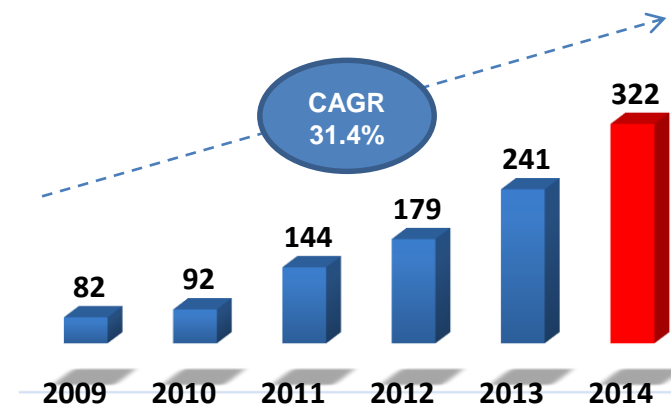
Gross Profit (IDR Bn)



Operating Profit (IDR Bn)



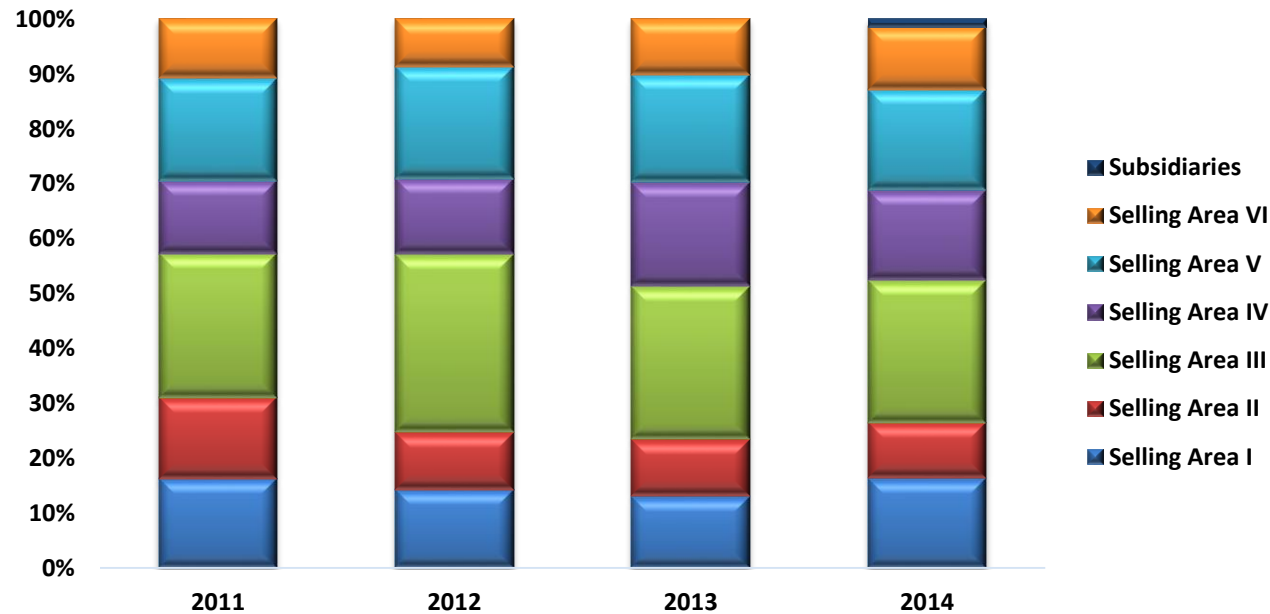
Net Profit (IDR Bn)



# REVENUE CONTRIBUTION

- Selling area III DKI Jakarta has the largest contribution to revenue on average around 26% followed by Selling Area V East Java with around 20% from 2011 – 2014.
- PC Piles dominated the revenue on average around 54% followed by Bridge Concrete from 2011 – 2014.

Revenue Contribution Based on Selling Area



Source: Audited Financial Statement

# INCOME STATEMENT, Full Year 2012-2014

	FY 2012		FY 2013		FY 2014	
	Real	%AV	Real	%AV	Real	%AV
NEW CONTRACT	-		-		2,606.4	
REVENUE	2,030.6	100.0%	2,643.7	100.0%	3,277.2	100.0%
% yoy			30.2%		24.0%	
COST OF SALES	(1,765.1)	-86.9%	(2,255.7)	-85.3%	(2,790.1)	-85.1%
Gross Profit Margin	265.5	13.1%	388.0	14.7%	487.1	14.9%
OPERATING EXPENSE	34.2	1.7%	51.8	2.0%	78.2	2.4%
Operating Profit Margin	231.3	11.4%	336.2	12.7%	408.9	12.5%
OTHER INCOME (EXPENSE)	2.4	0.1%	(7.7)	-0.3%	2.6	0.1%
Earning Before Tax	233.7	11.5%	328.5	12.4%	411.5	12.6%
INCOME TAX	(54.3)	-2.7%	(87.3)	-3.3%	(89.1)	-2.7%
Earning After Tax	179.4	8.8%	241.2	9.1%	322.4	9.8%
% yoy			34.4%		33.7%	

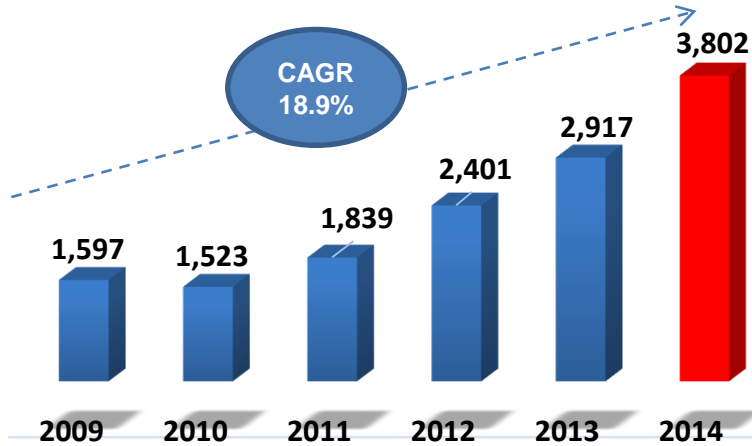
# USAGE IPO PROCEED

No	Subject	Budget Allocation	Progress as of 31 Dec 2014
<b>A</b>	<b>BUSINESS EXPANSION (85%)</b>		
	1 Processing of natural materials quarry in Cigudeg, Donggala, Boyolali and South Lampung.	12%	46,1%
	2 Development of New Factories in South Lampung, Pasuruan, and Kalimantan.	34%	37,6%
	3 Capacity expansion of existing factories at the factories in North Sumatra Factory, Lampung, Bogor, Karawang, Majalengka, Boyolali, South Sulawesi and mould Products.	18%	39,3%
	4 The services business development such as purchase of inner boring pile equipment and addition of post tensioning equipment.	18%	47,4%
	5 The establishment of mould maker	3%	0,0%
<b>B</b>	<b>WORKING CAPITAL (15%)</b>		
	Additional Working Capital	15%	100,0%
		100%	

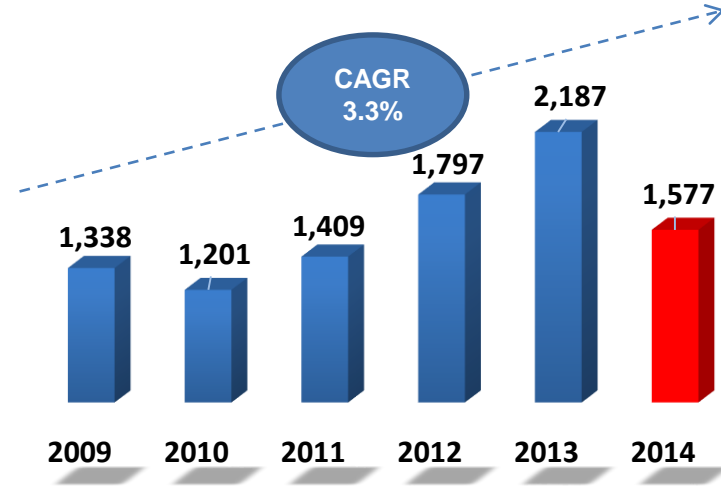
**Total Usage of IPO Proceed as of 31 Dec 2014 : 48,9%**

# SUMMARY OF CONSOLIDATED BALANCE SHEET

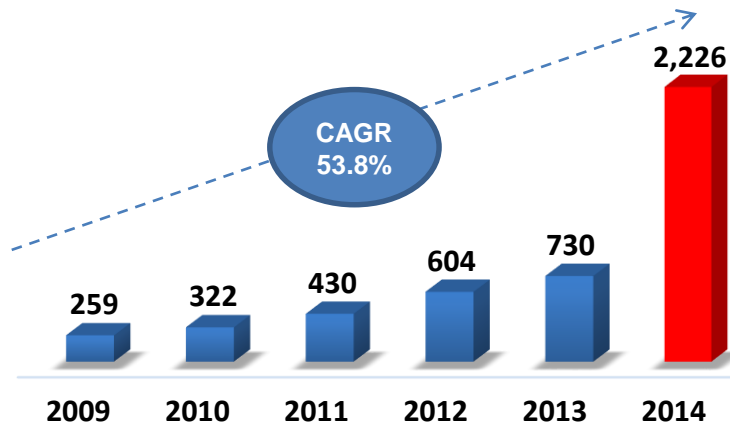
Assets (IDR Bn)



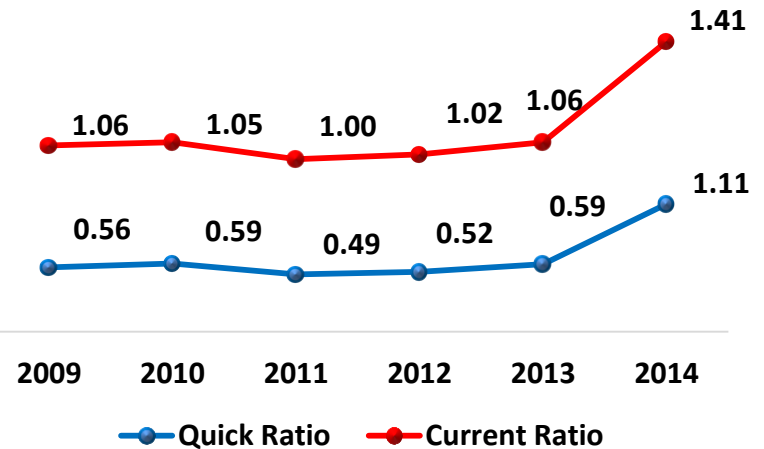
Liabilities (IDR Bn)



Equity (IDR Bn)

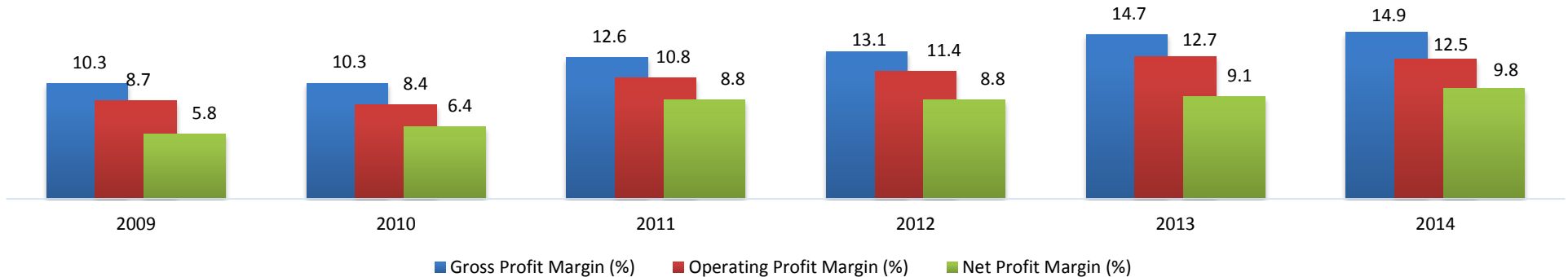


Current Ratio (x) & Quick Ratio (x)

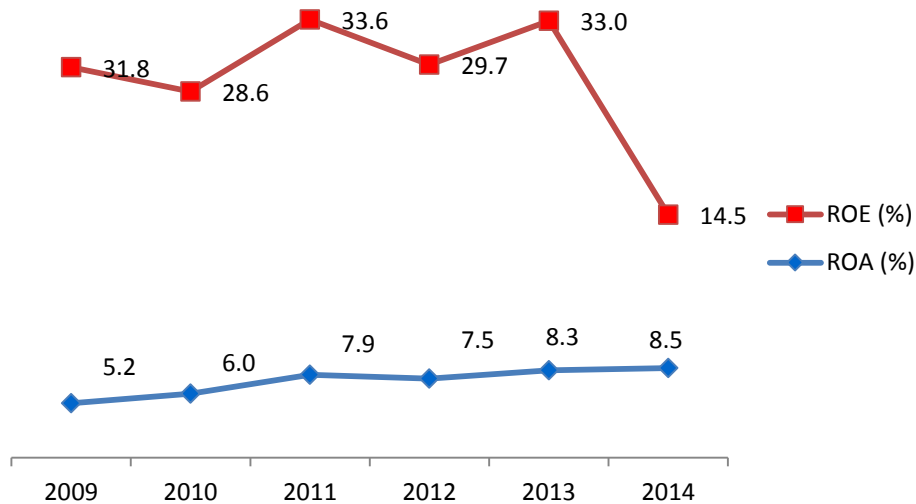


# FINANCIAL RATIO AND PROFITABILITY

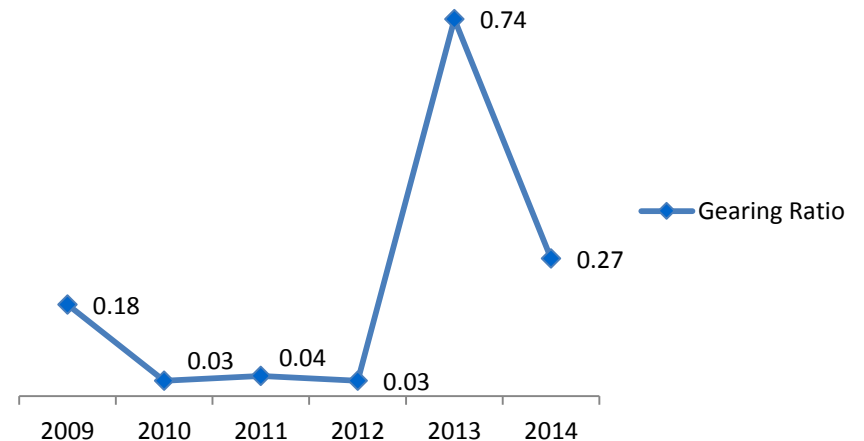
## Profit Margin



## Return on Asset (ROA) and Return on Equity (ROE)



## Gearing Ratio (Equity)





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# COMPANY UPDATES

# COMPANY UPDATES

## A. QUARRY CIGUDEG – JAWA BARAT

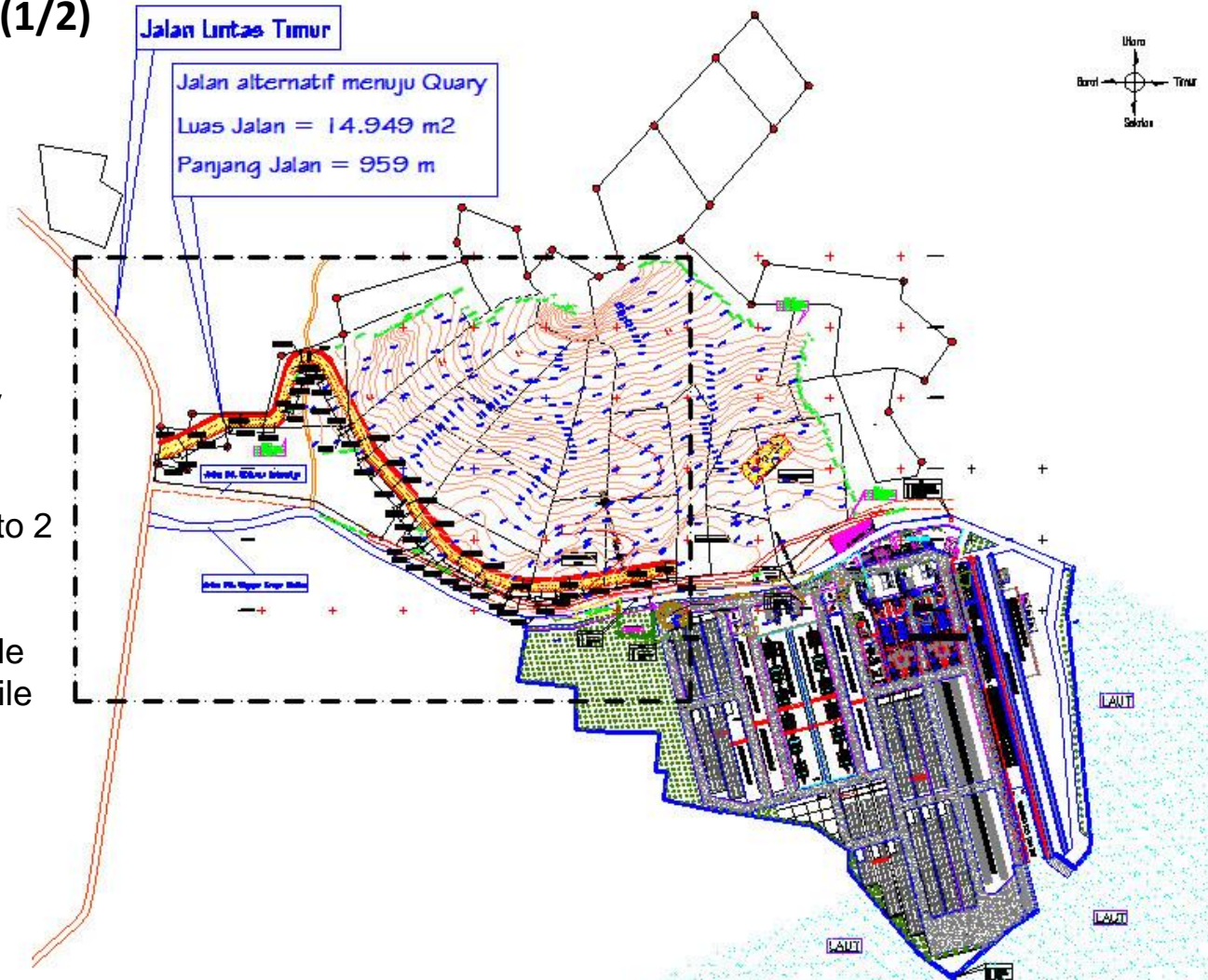
- Land area 36,7 Ha
- Project's working time 6 months
- Prod Capacity 350 ton per hour
- Starting operation on 29 Jan 2015
- Initial Investment : Rp 113bn



# COMPANY UPDATES

## B. SOUTH LAMPUNG FACTORY (1/2)

- Land area 67 Ha
  - Quarry 41 Ha
  - Plant Area 26 Ha
- Project Progress :
  - Cut & fill 95%
  - Machinery Instalation & Jetty expansion in progress
- Production : Cylinder Pile dia up to 2 meters, Lenght up to 100 meters.
- 1<sup>st</sup> phase : 2 Plant for Cylinder Pile
- 2<sup>nd</sup> phase : 2 Plant for Cylinder Pile



# COMPANY UPDATES

## B. SOUTH LAMPUNG FACTORY (2/2)



# COMPANY UPDATES

## C. SOME OF ON GOING PROJECT (1/2)



**Gold Coast Apartment and Golf Island Project in PIK**



**Agung Sedayu Group Reclamation Project**



**PT OKI Pulp & Papers Mill Project in Sei Baung OKI**

# COMPANY UPDATES

## C. SOME OF ON GOING PROJECT (2/2)



**Dompok Bridge Project at Kepulauan Riau**



**Oleochemical Factory Project at Dumai, Riau**



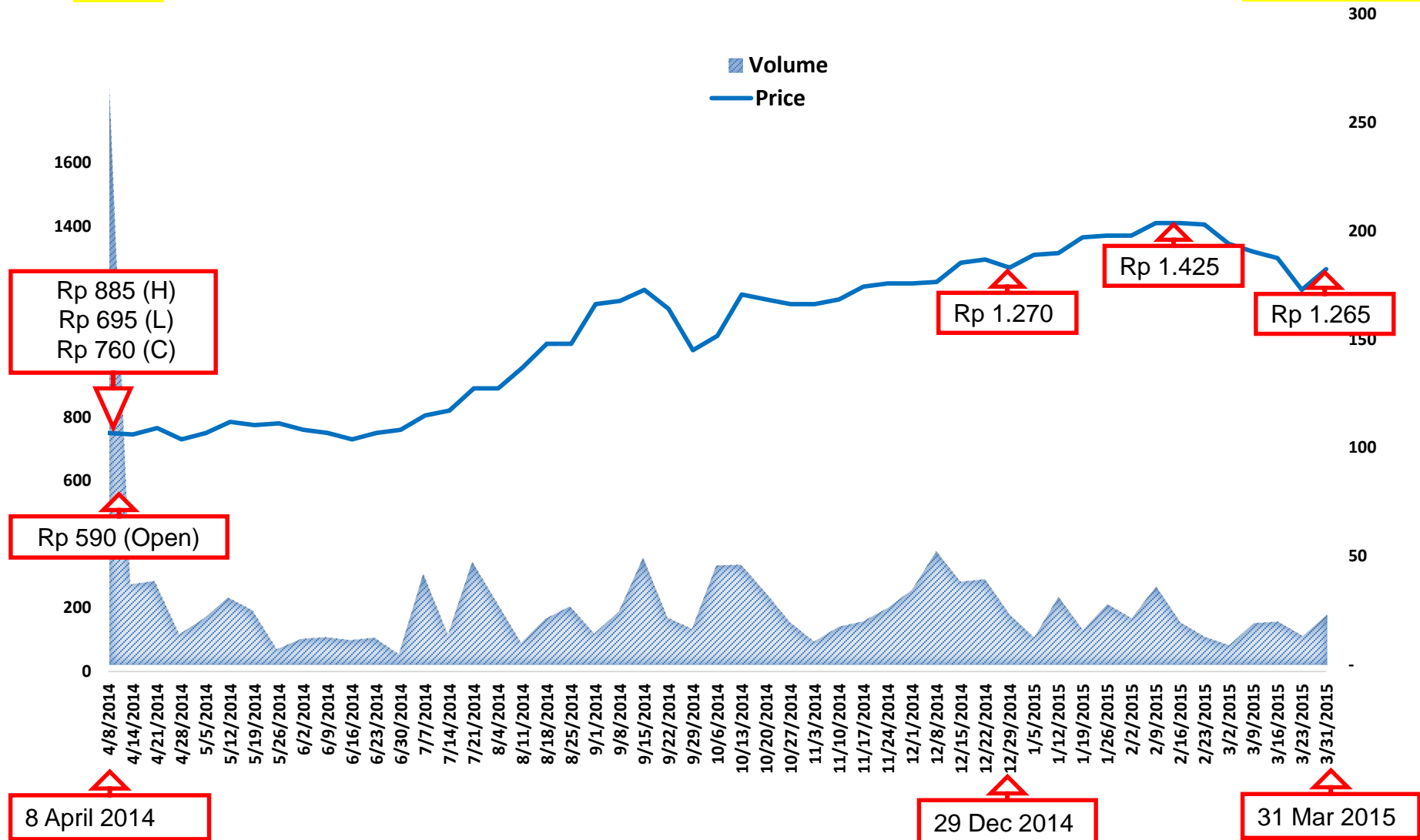
# ANALYST REPORT

No	Analyst	Company	Target Price (Rp)	Maintain	Report Date
1	Martha Christina	Phillip Capital Securities	1,420	Buy	2 Apr 2015
2	Theodorus ArielKristian	Lautandhana Securindo	1,450	Buy	19 Mar 2015
3	Joko Sogie	Danareksa Sekuritas	1,350	Hold	10 Mar 2015
4	Deidy Wijaya	DBS Vickers Securities Indonesia	1,600	Buy	26 Jan 2015
5	Maxi Liesaputra	Sucorinvest Central Gani	1,550	Buy	19 Jan 2015
6	Arief Budiman	Ciptadana Securities	1,725	Buy	16 Jan 2015
7	Handoko Wijoyo	Mandiri Sekuritas	1,600	Buy	6 Jan 2015
8	Rachel Tan	Credit Suisse Malaysia	1,345	Buy	27 Nov 2014
9	Dian Octiana	Buana Capital Securities	1,120	Hold	22 Oct 2014
10	Yualdo Tirtakencana Yudoprawiro	RHB-OSK Securities	1,260	Buy	20 Oct 2014
11	Danny Eugene	Mega Capital Indonesia	1,300	Buy	18 Sep 2014

# STOCK PERFORMANCE

Price

Volume (mn)



# AWARDS & ACHIEVEMENT (1/2)



SMK3



SNI



Thiess



WTON as part of Morgan Stanley Capital Index (MSCI) started on 07 Nov 2014



Audit Certificate



ISO 9001:2008

# AWARDS & ACHIEVEMENT (2/2)



**Best IPO Deal of The Year 2014 in Southeast Asia dan Best IPO of The Year 2014 in Southeast Asia For Retail Investors dari Alpha Southeast Asia**



**Best Employers 2015 by AON Hewitt Indonesia**



**Investor Award 2015 by Investor Magazine**



**Fastest Growing Issuer 2015 - Cement Category by Warta Ekonomi Indonesia Magazine**

# COMPANY NEWS

## CSR Program – Kutanegara, Karawang, West Java



WIKABeton planted 13,851 Seeds in 2014



Sanitary facilities for public

## CSR Program – Scholarship and Education Program



WIKABeton goes to campus - ITB



WIKABeton goes to campus - UNSRI



END OF PRESENTATION

## **PT WIJAYA KARYA BETON Tbk**

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