

PT WIJAYA KARYA BETON Tbk 2Q 2015 UPDATES



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1

COMPANY PROFILE



VISION, MISSION & CORE VALUE

Vision



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

Mission



- 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

Commitment

Innovation

Balance

Excellence

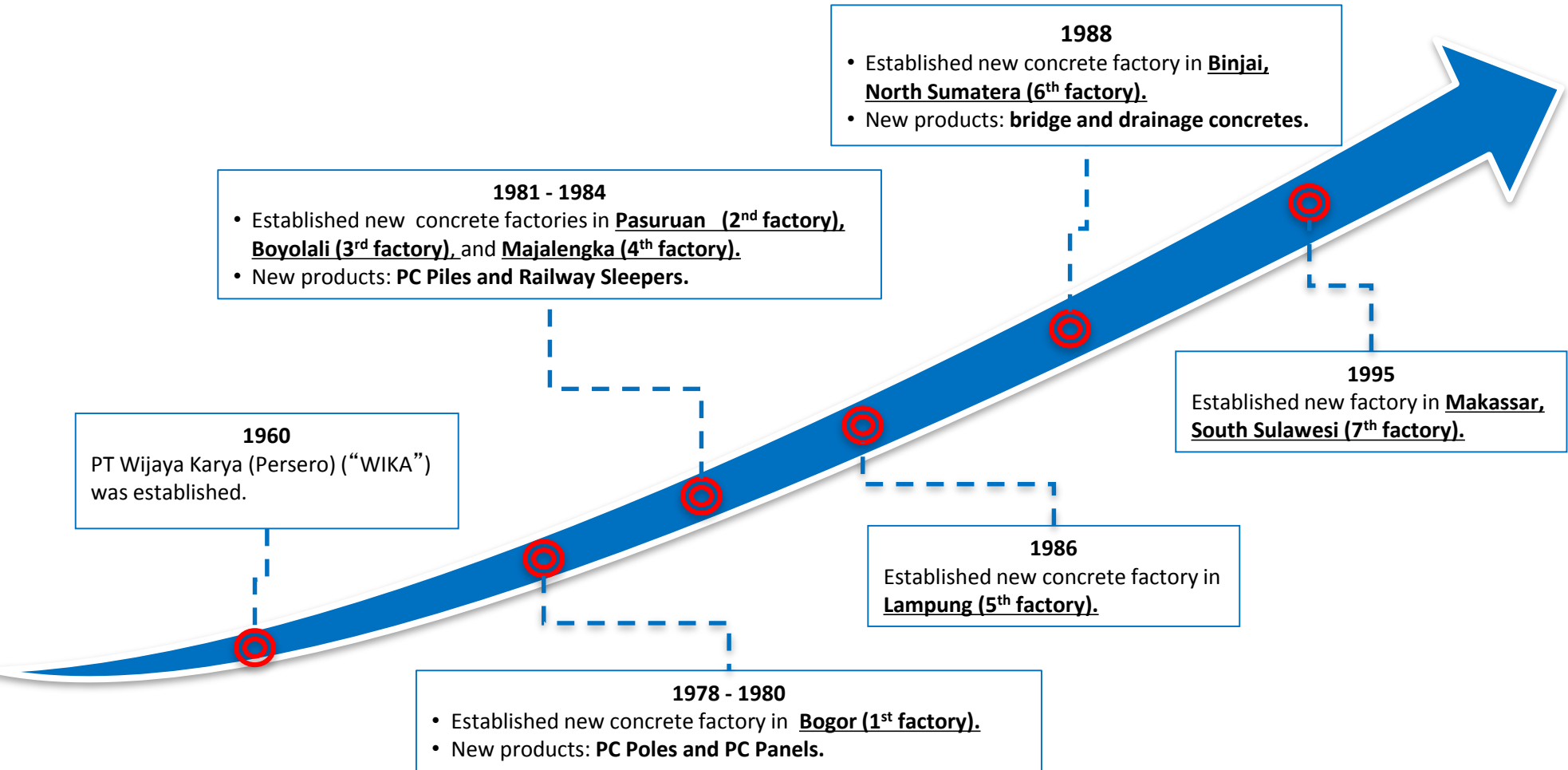
Relationship

Teamwork

Integrity

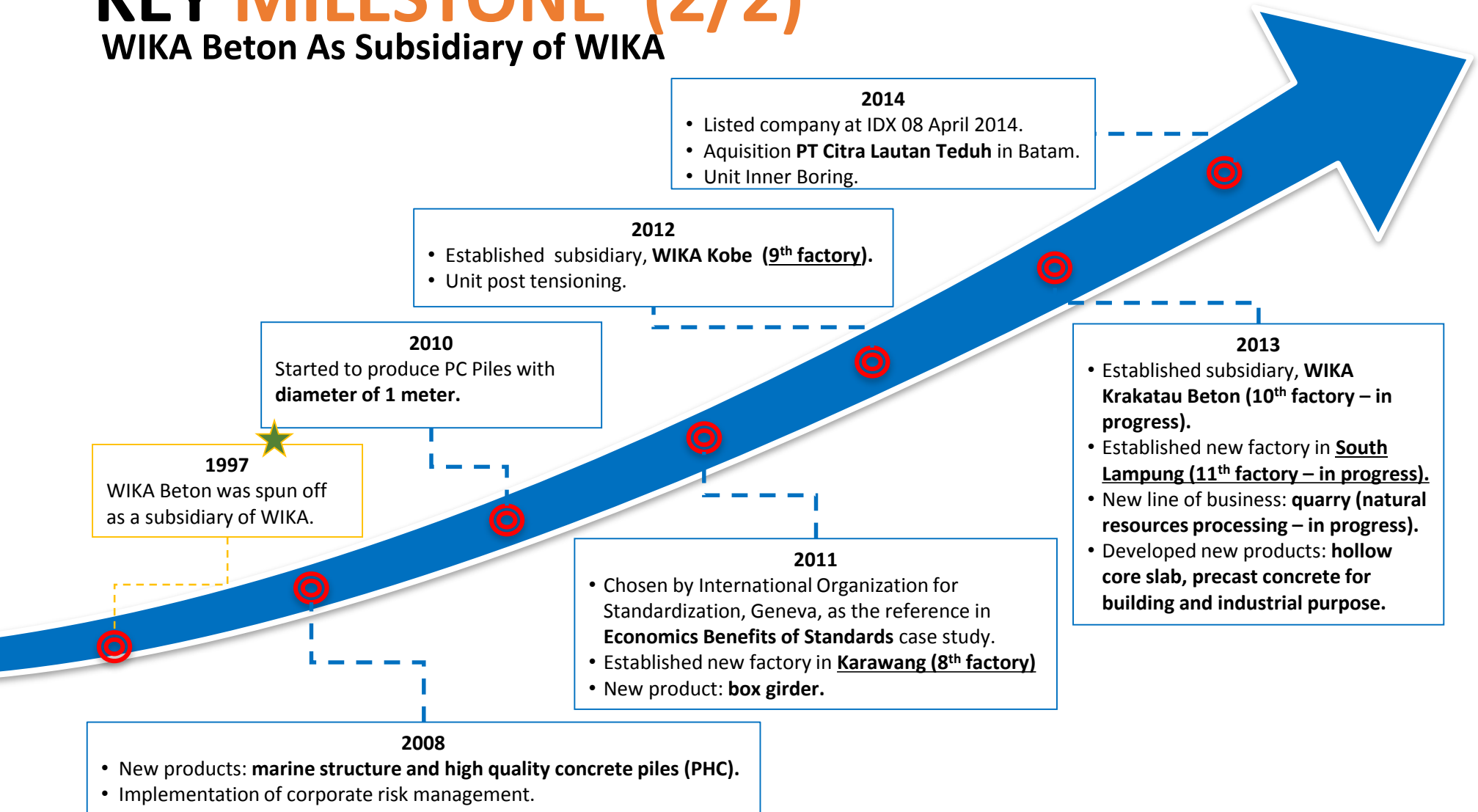
KEY MILESTONE (1/2)

WIKA Beton As Sub Business Unit of WIKA

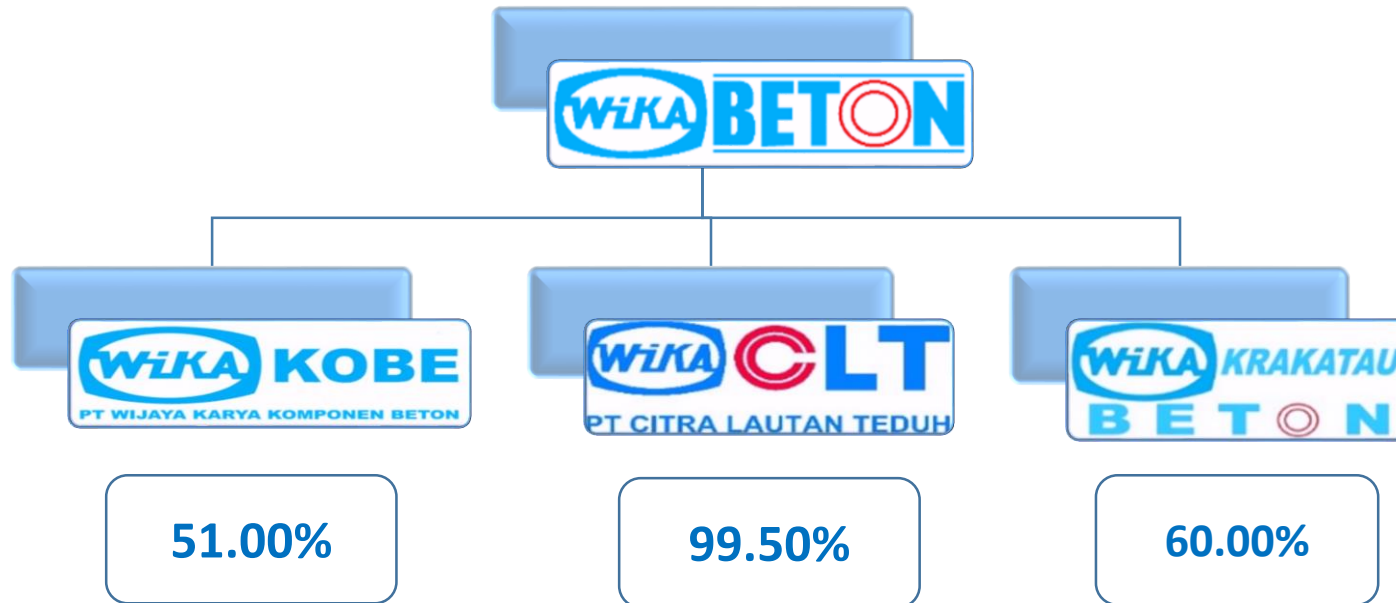


KEY MILESTONE (2/2)

WIKA Beton As Subsidiary of WIKA



CORPORATE STRUCTURE (1/2)



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

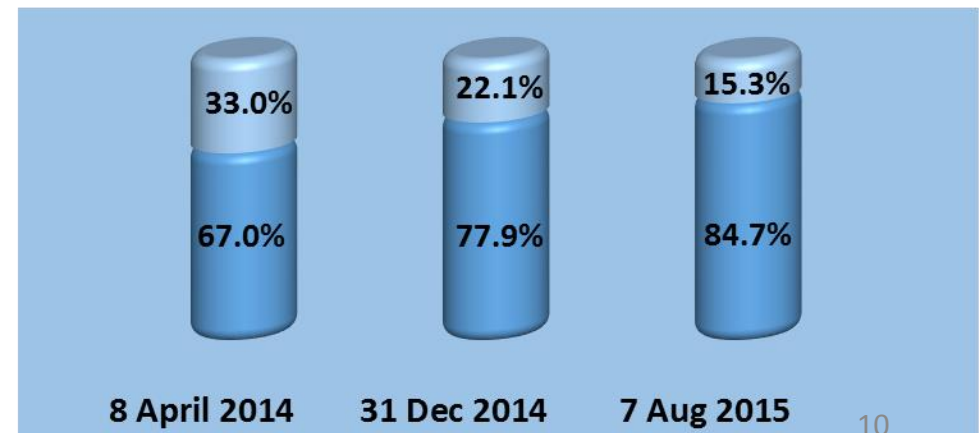
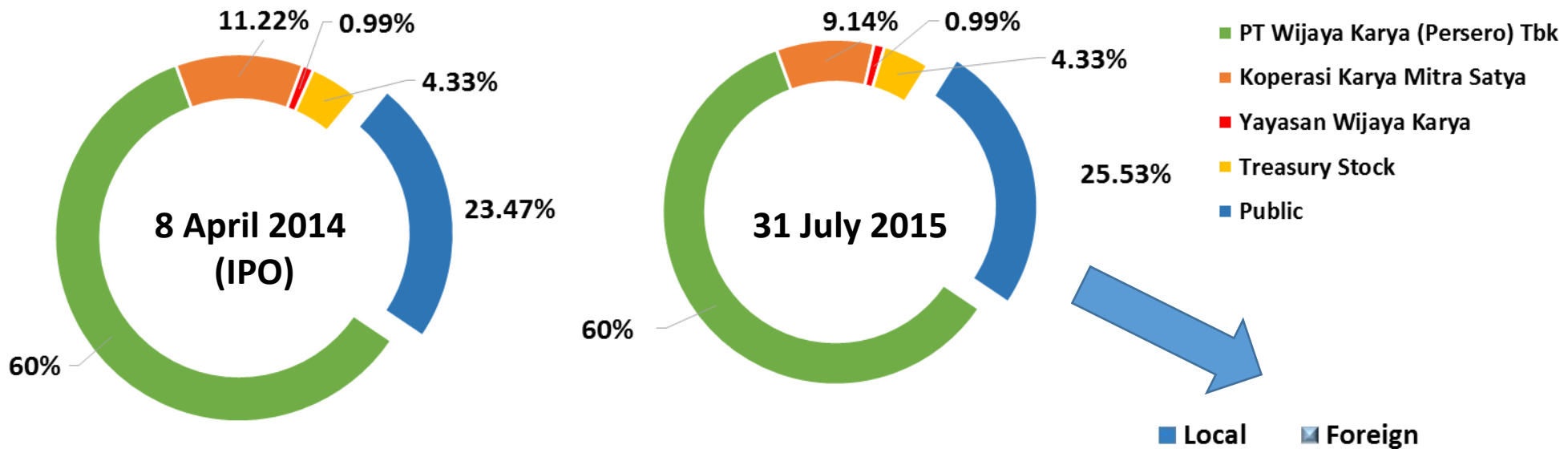


Hari Respati
Director



M. Zulkarnain
Independent Director

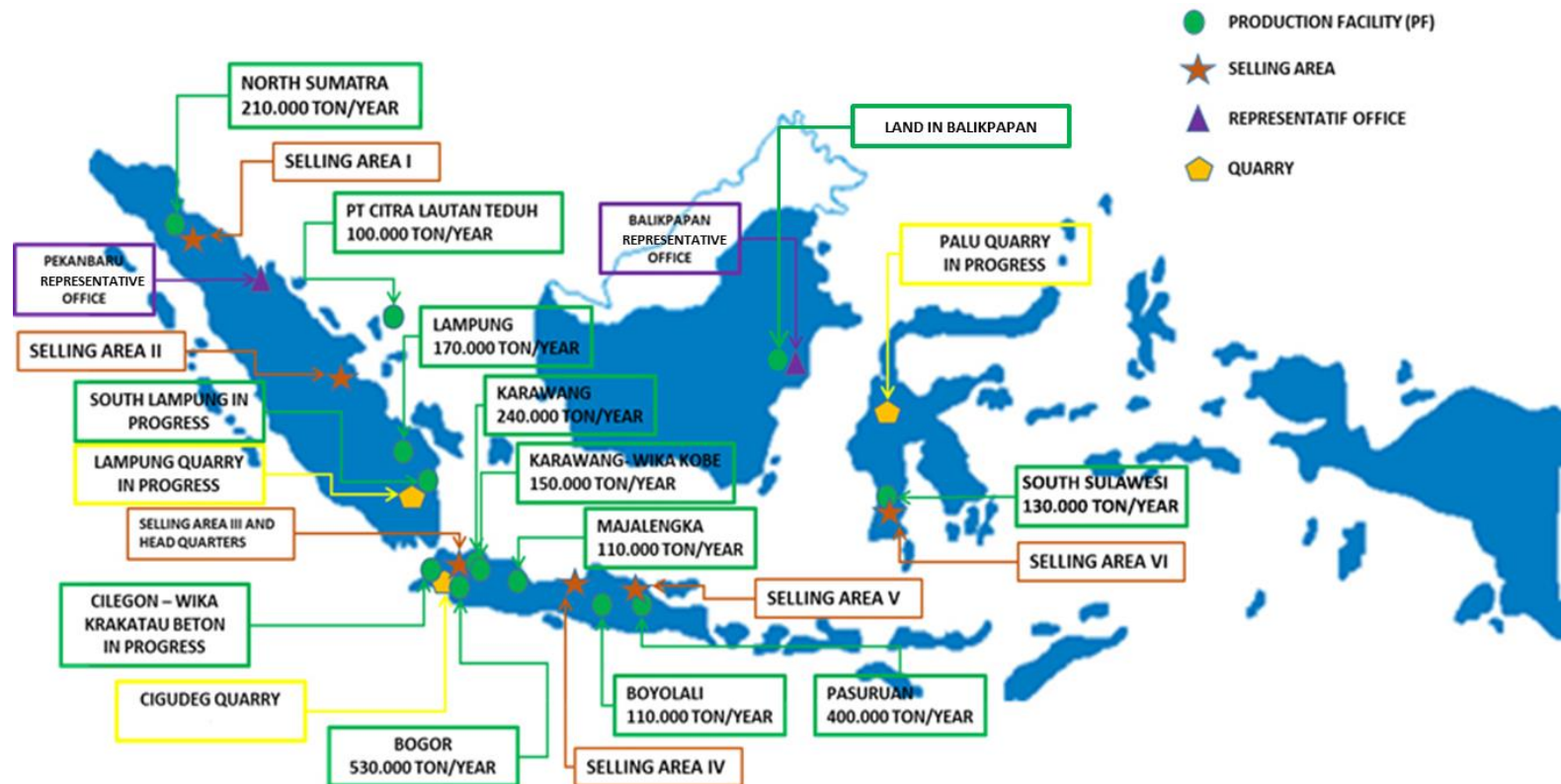
CORPORATE STRUCTURE (2/2)



COVERAGE AREA

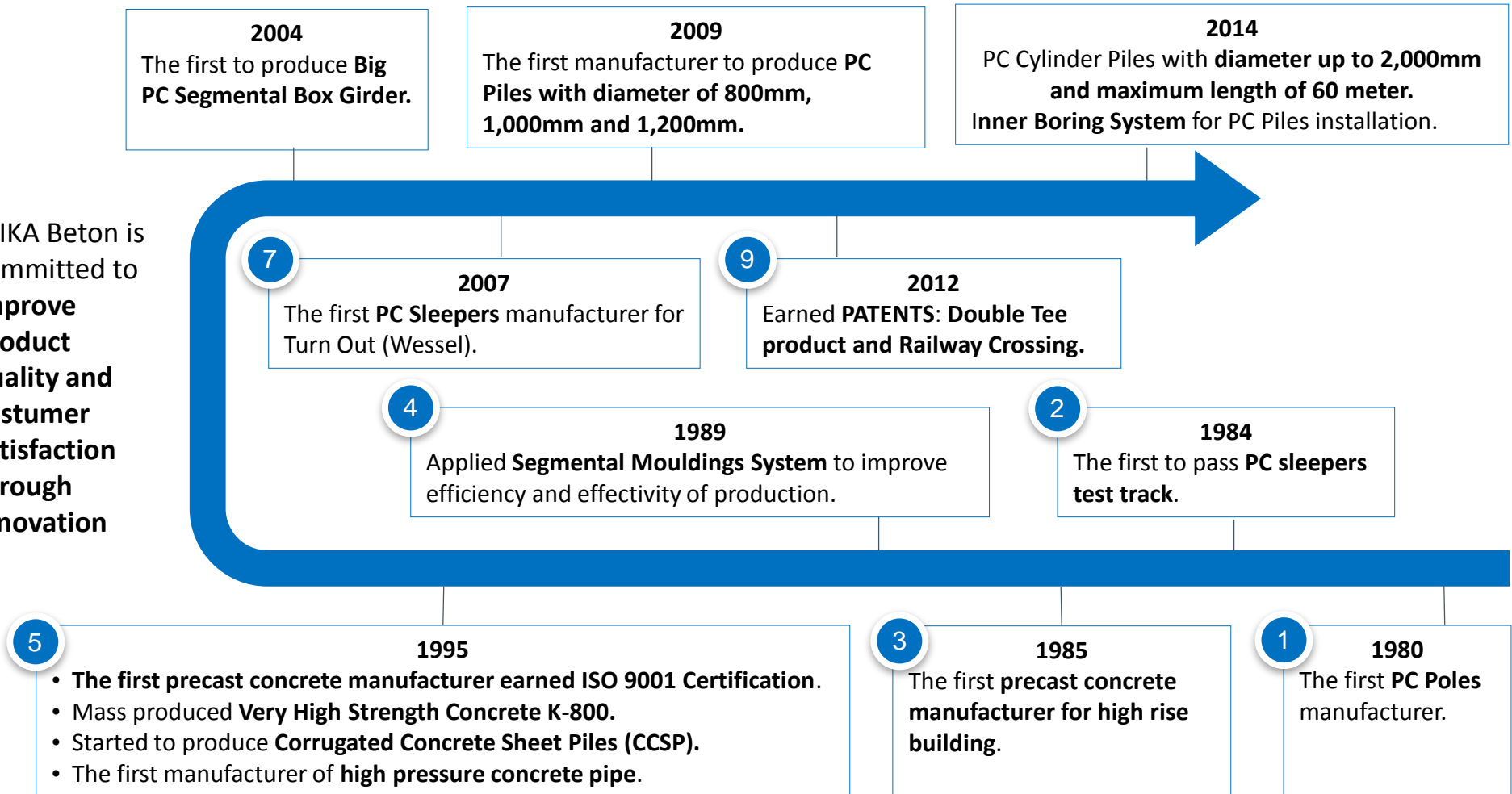
- **Wide Coverage:** Wika Beton will have 12 production facilities (including subsidiaries) by June 2015, 6 sales areas and 2 representative offices strategically located all across Indonesia.
- **Well Integrated:** 1) Complete business cycle from engineering, raw material production, fabrication, and 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.



CONTINUOUS INNOVATION

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



2

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%	
Total	6,552	4,781		3,561		

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

3

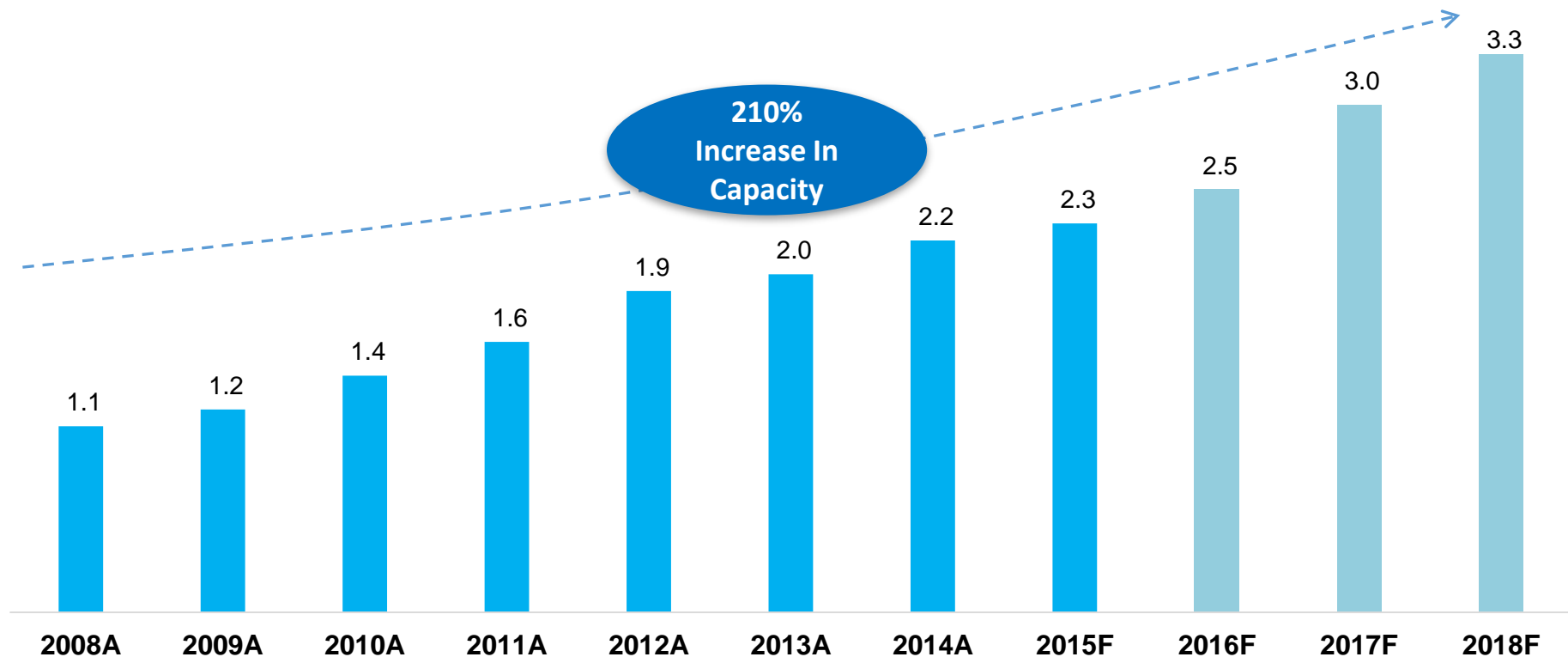
BUSINESS OVERVIEW



PRODUCTION CAPACITY 2008 - 2018

- Currently, Wika Beton's installed production capacity is approximately 2,3 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)



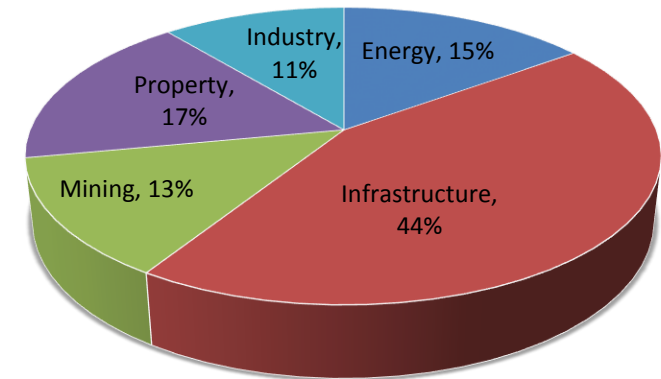
CUSTOMERS' PROFILE

- 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 2014 was 8%.

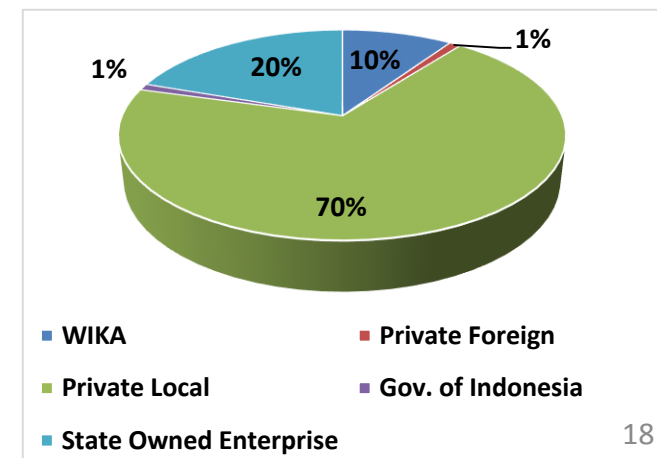
Top 10 Buyers 2Q 2015

No	Customer	Contribution
1.	PT Wijaya Karya (Persero) Tbk	10%
2.	PT OKI P&P Mills	8%
3.	PT Energi Sejahtera Mas	8%
4.	PT Perusahaan Listrik Negara (Persero)	8%
5.	PT Utama Karya (Persero)	4%
6.	PT Nusa Raya Cipta	3%
7.	PT Holcim Indonesia	3%
8.	PT Multi Artha Pratama	2%
9.	CHEC- CSECE - HK JO	2%
10.	PT Nindya Karya	1%

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



Customers' Profile Based on Ownership in 2Q 2015
(Percentage of Revenue)



4

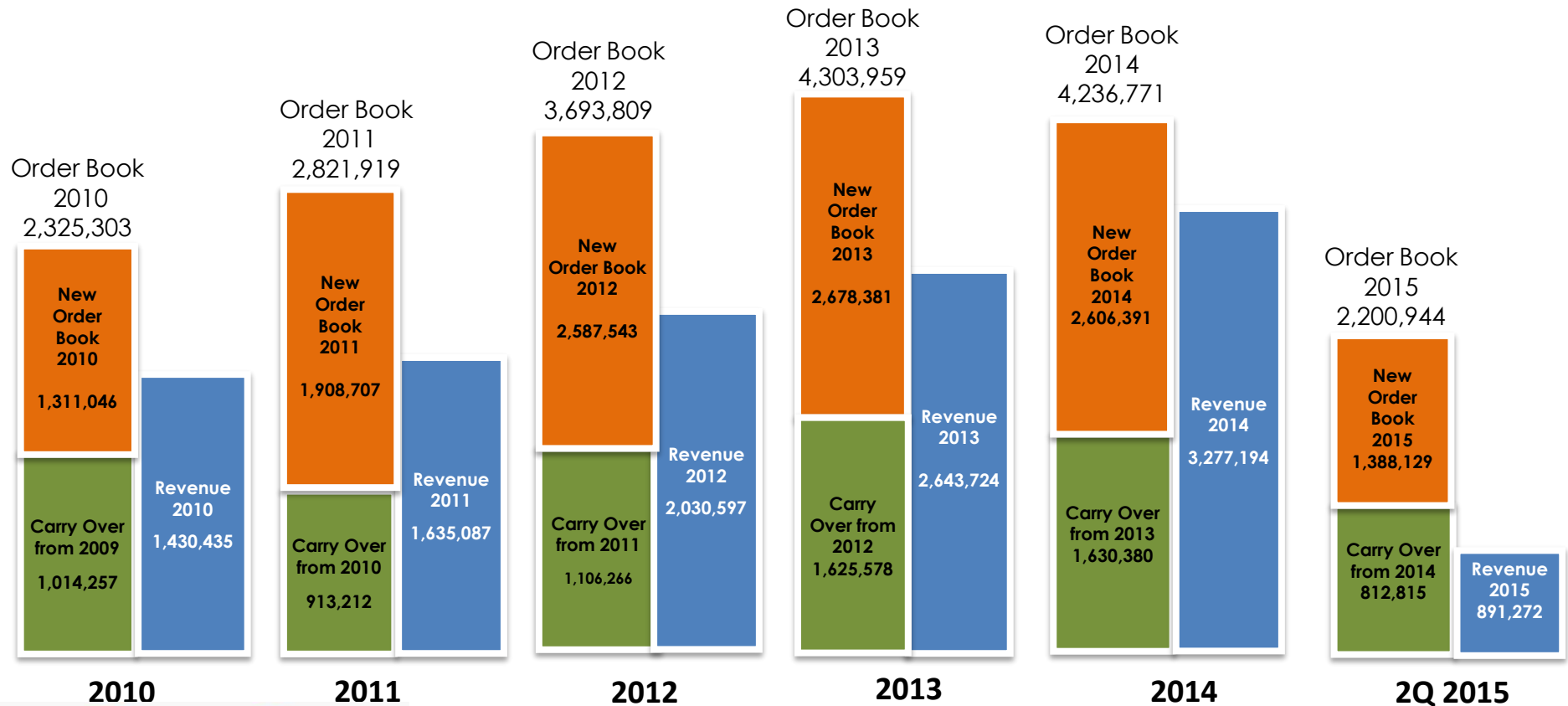
FINANCIAL HIGHLIGHT



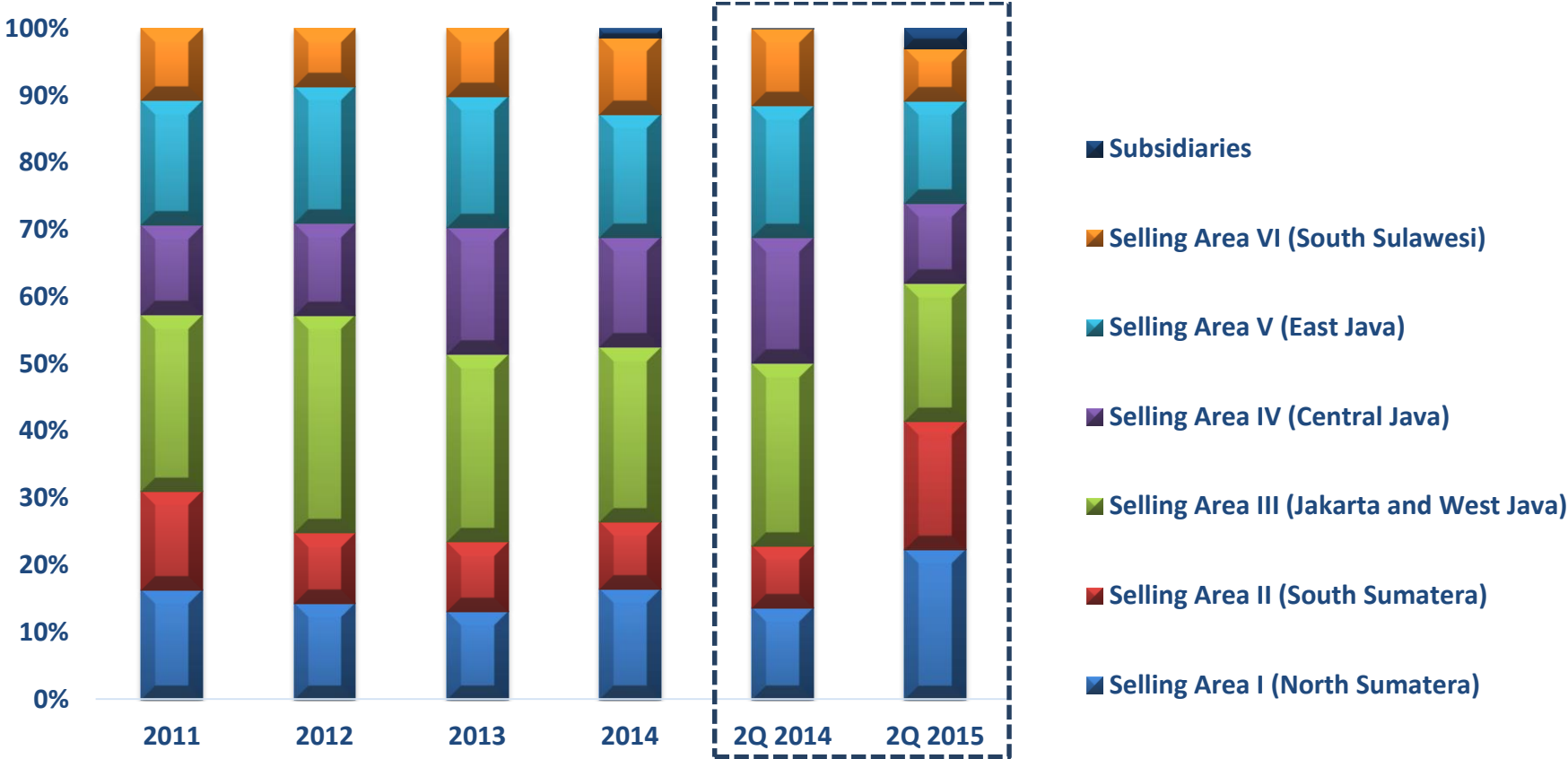
ORDER BOOK & REVENUE

- 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.

Total Order Book Vs. Revenue (IDR Million)



REVENUE CONTRIBUTION



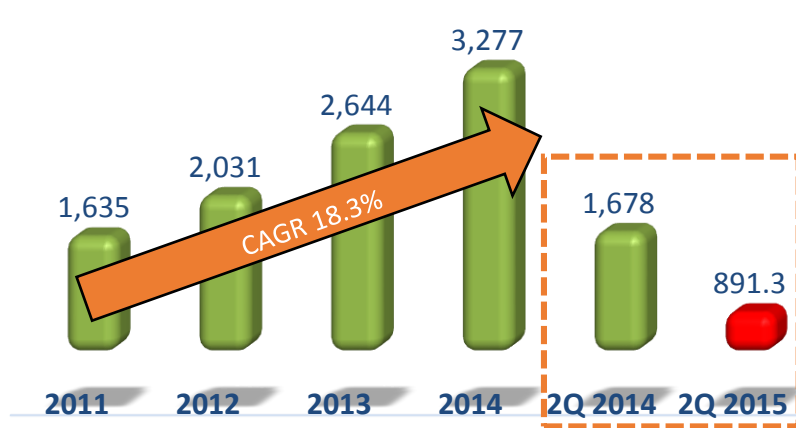
USAGE IPO PROCEED

No	Subject	Budget Allocation	Progress on 30 Jun 15
A	BUSINESS EXPANSION (85%)		
	1 Processing of natural materials quarry in Cigudeg, Donggala, Boyolali and South Lampung.	12%	72.31%
	2 Development of New Factories in South Lampung, Pasuruan, and Kalimantan.	34%	55.98%
	3 Capacity expansion of existing factories at the factories in North Sumatra Factory, Lampung, Bogor, Karawang, Majalengka, Boyolali, South Sulawesi and mould Products.	18%	54.29%
	4 The services business development such as purchase of inner boring pile equipment and addition of post tensioning equipment.	18%	51.20%
5 The establishment of mould maker	3%	0.00%	
B	WORKING CAPITAL (15%) Additional Working Capital	15%	100.00%
		100%	

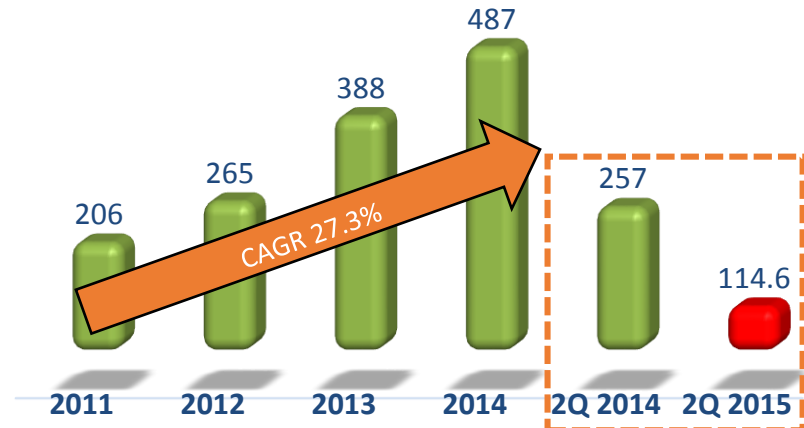
Total Usage of IPO Proceed until 30 Jun 2015 : 61.7%

SUMMARY OF INCOME STATEMENT

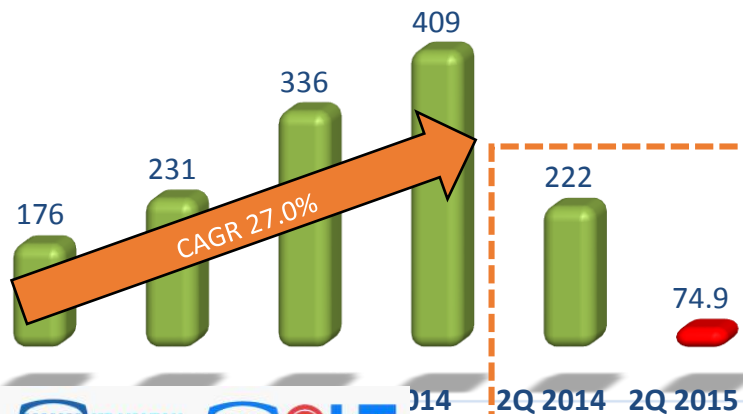
Revenue (IDR Bn)



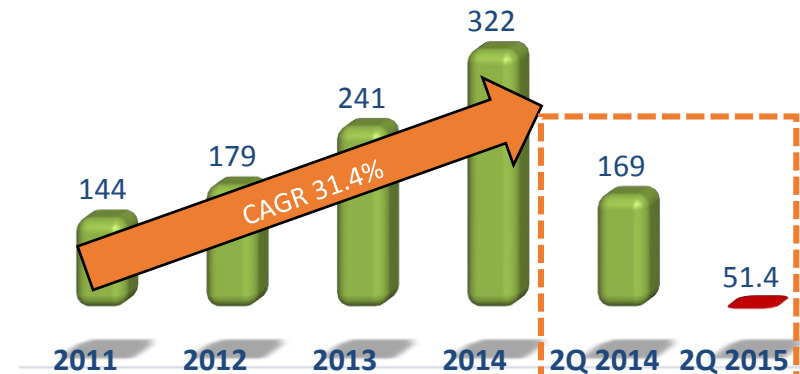
Gross Profit (IDR Bn)



Operating Profit (IDR Bn)

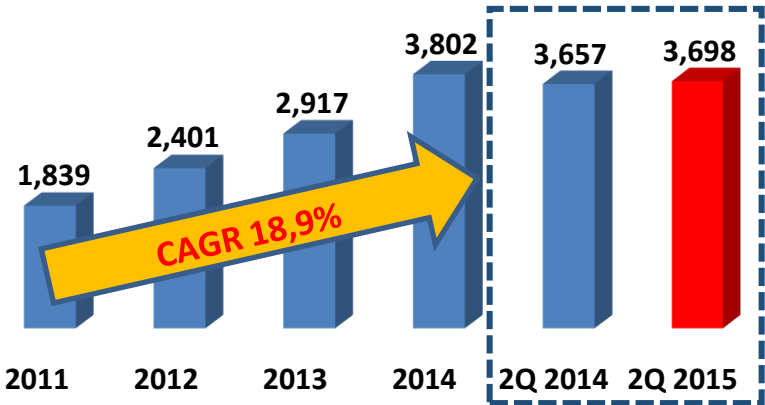


Net Profit (IDR Bn)

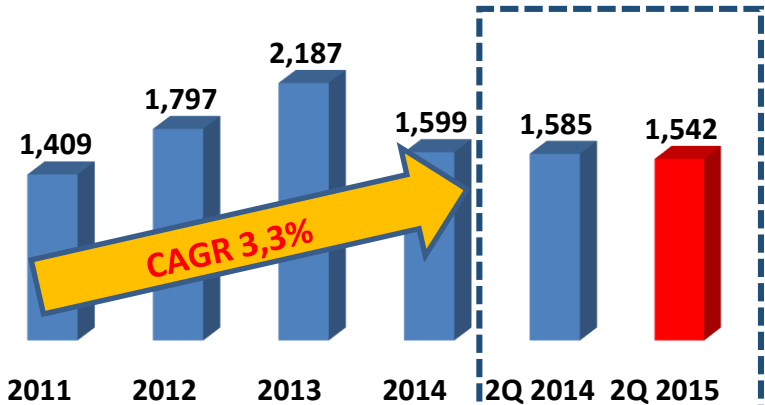


SUMMARY OF CONSOLIDATED BALANCE SHEET

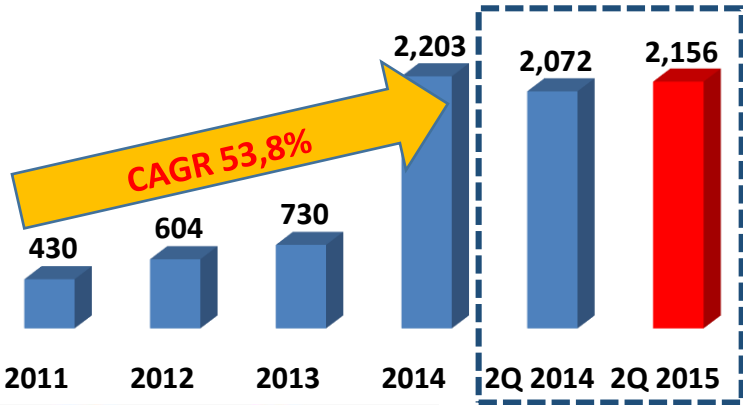
Assets (IDR Bn)



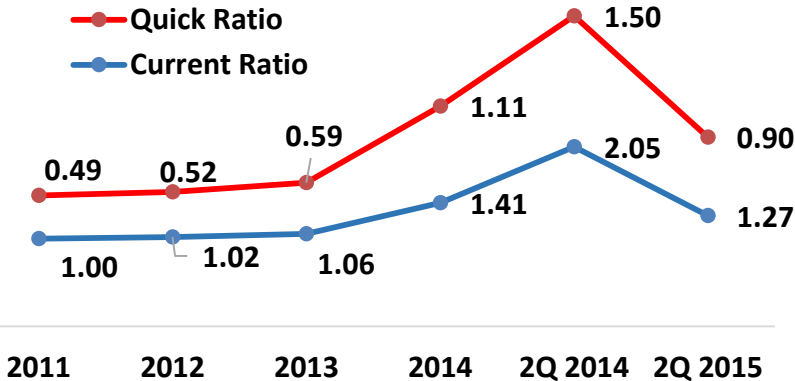
Liabilities (IDR Bn)



Equity (IDR Bn)



Current Ratio (x) & Quick Ratio (x)

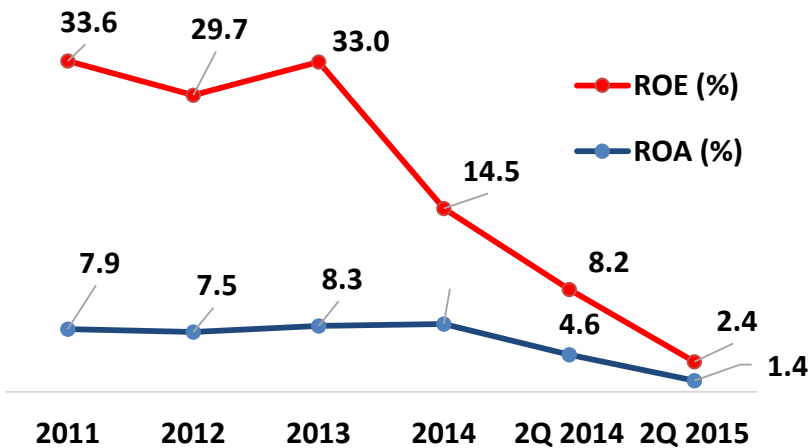


FINANCIAL RATIO AND PROFITABILITY

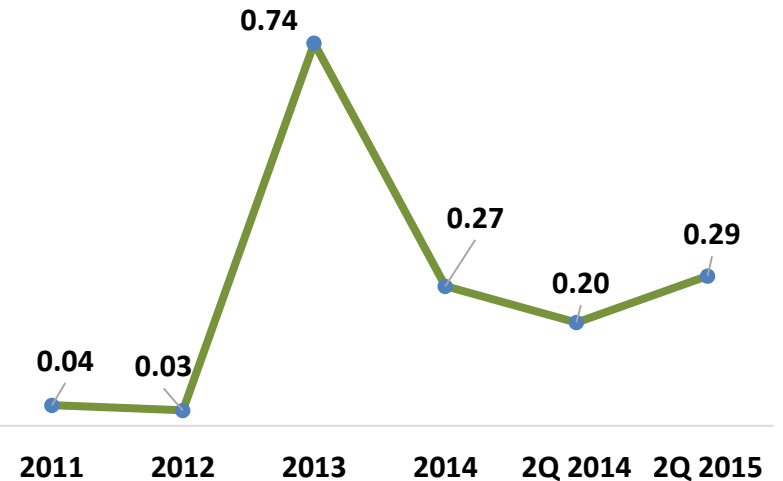
Profit Margin



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



Gearing Ratio (Equity)



5

COMPANY UPDATES



COMPANY UPDATES

A. KAV 2 PROJECT – CAWANG JAKARTA



COMPANY UPDATES

B. QUARRY CIGUDEG – JAWA BARAT

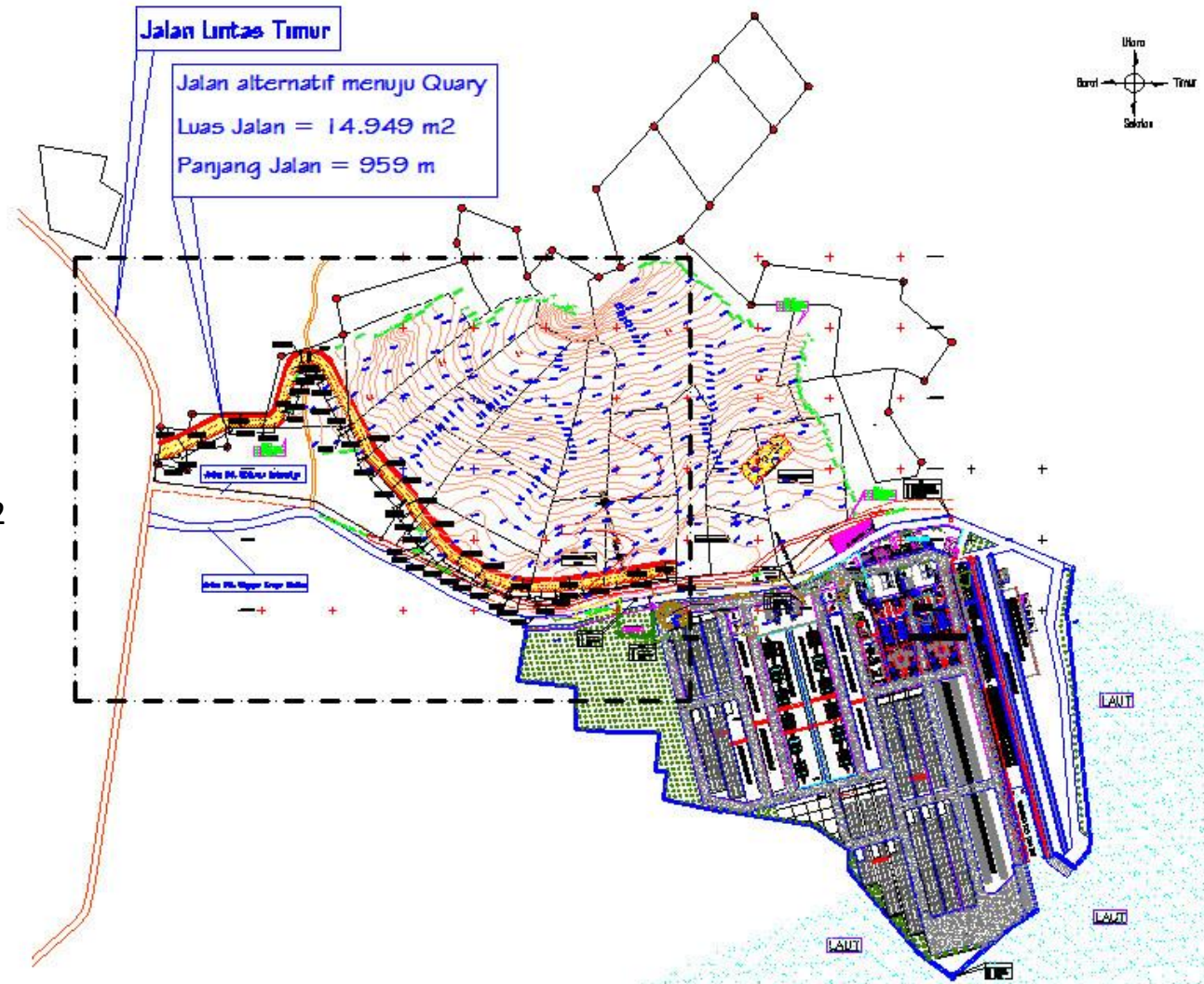
- Land area 36,7 Ha
- Project's working time 6 months
- Prod Capacity 350 ton per hour
- Starting operation on 29 Jan 2015
- Initial Investment : Rp 113bn



COMPANY UPDATES

C. 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.
- 1st phase : 2 Plant for Cylinder Pile
- 2nd phase : 2 Plant for Cylinder Pile



COMPANY UPDATES

C. SOUTH LAMPUNG FACTORY (2/2)



COMPANY UPDATES

D. PRODUCT FOR MRT PROJECT



ANALYST REPORT

No	Analyst	Company	Target Price (Rp)	Maintain	Report Date
1	Aditya Sastrawinata	Mandiri Sekuritas Aug 2015
2	Martha Christina	Phillip Capital Securities	1,120	Hold	3 Aug 2015
3	Bob Setiadi	Bahana Sekuritas	965	Hold	30 Juli 2015
4	Arief Budiman	Ciptadana Securities	1,050	Hold	30 Jul 2015
5	Maria Renata	UOB Kayhian	1,095	Buy	5 Jun 2015
6	Theodorus ArielKristian	Lautandhana Securindo	1,500	Buy	15 Mei 2015
7	Joko Sogie	Danareksa Sekuritas	1,350	Hold	4 Mei 2015
8	Deidy Wijaya	DBS Vickers Securities Indonesia	1,600	Buy	26 Jan 2015
9	Rachel Tan	Credit Suisse Malaysia	1,345	Buy	27 Nov 2014

AWARDS & ACHIEVEMENT (1/2)



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



Investor Award 2015 by Investor Magazine



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



Best Employers 2015 by AON Hewitt Indonesia

AWARDS & ACHIEVEMENT (2/2)



Rating History :

July 2013 _{id}A⁺/Stable

July 2014 _{id}A⁺/Stable

July 2015 _{id}A⁺/Stable
for corporate and MTN



August 2015 – January 2016



August 2015 – January 2016



Morgan Stanley Capital Index
Started on 07 Nov 2014 - now

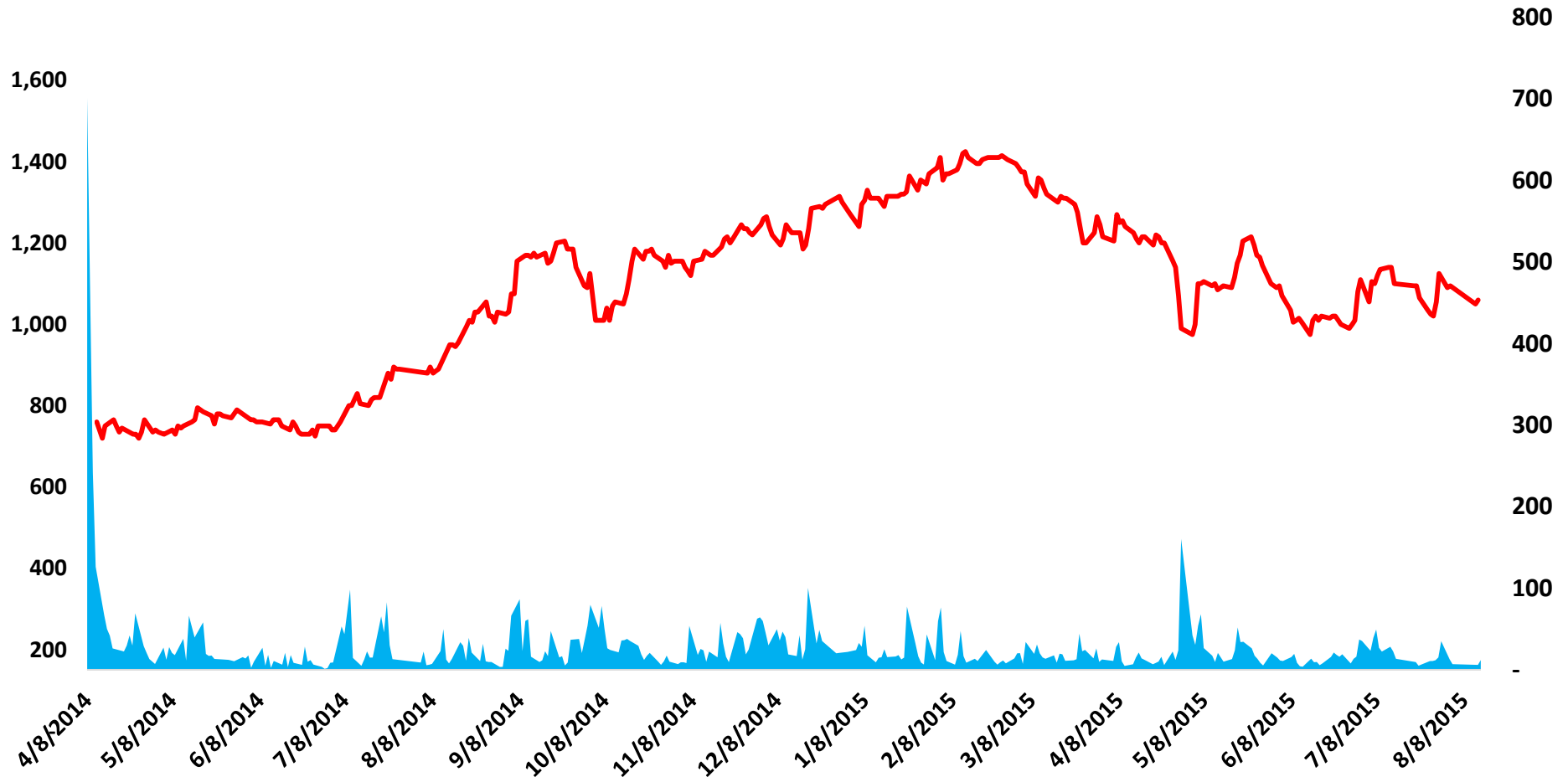


Mei 2015 – October 2015

STOCK PERFORMANCE

PRICE

VOLUME





END OF PRESENTATION

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Pondok Gede-Bekasi 17411

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marketing@wika-beton.co.id