

“WTON”

PT Wijaya Karya Beton Tbk

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

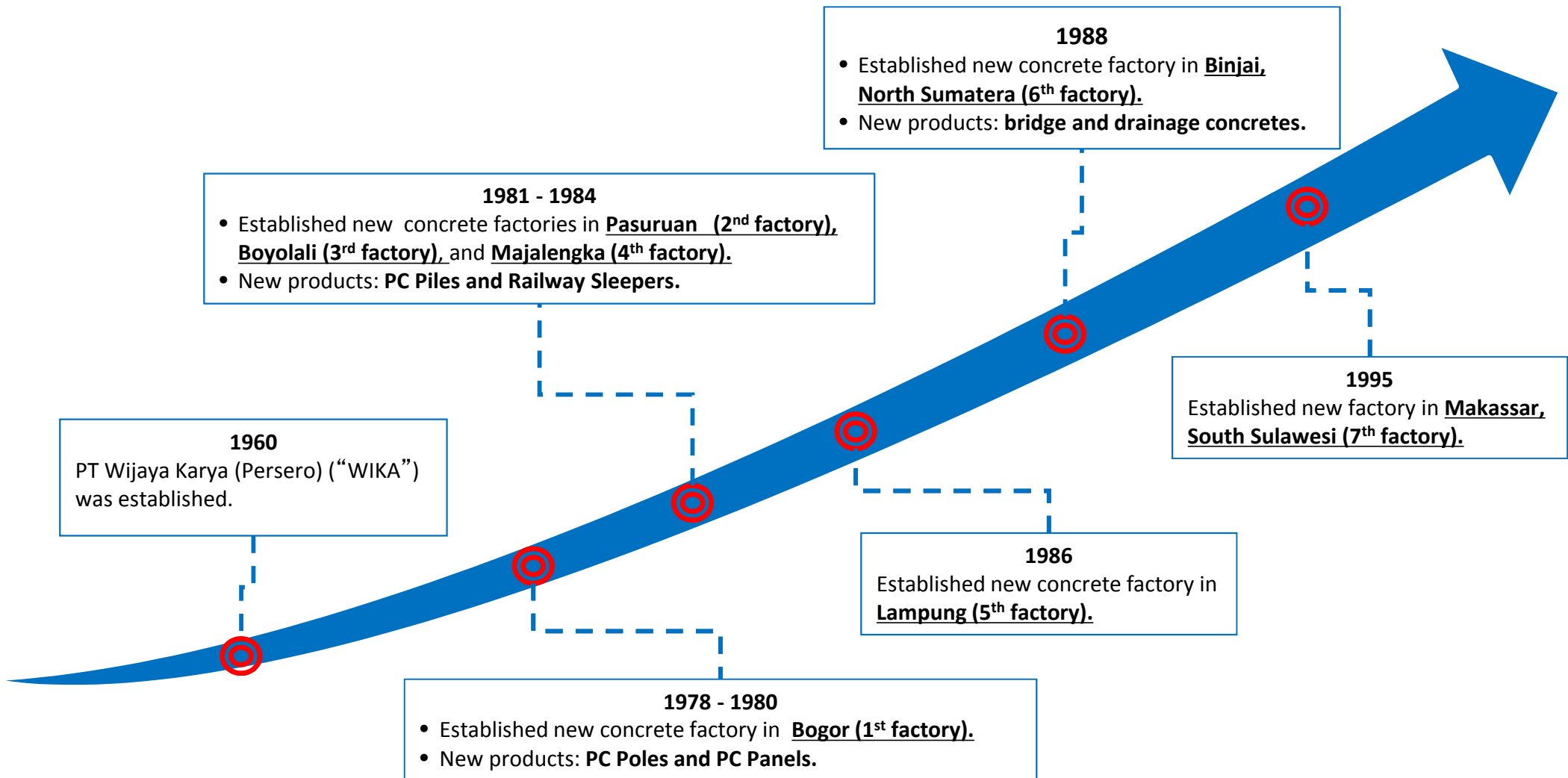
Relationship

Teamwork

Integrity

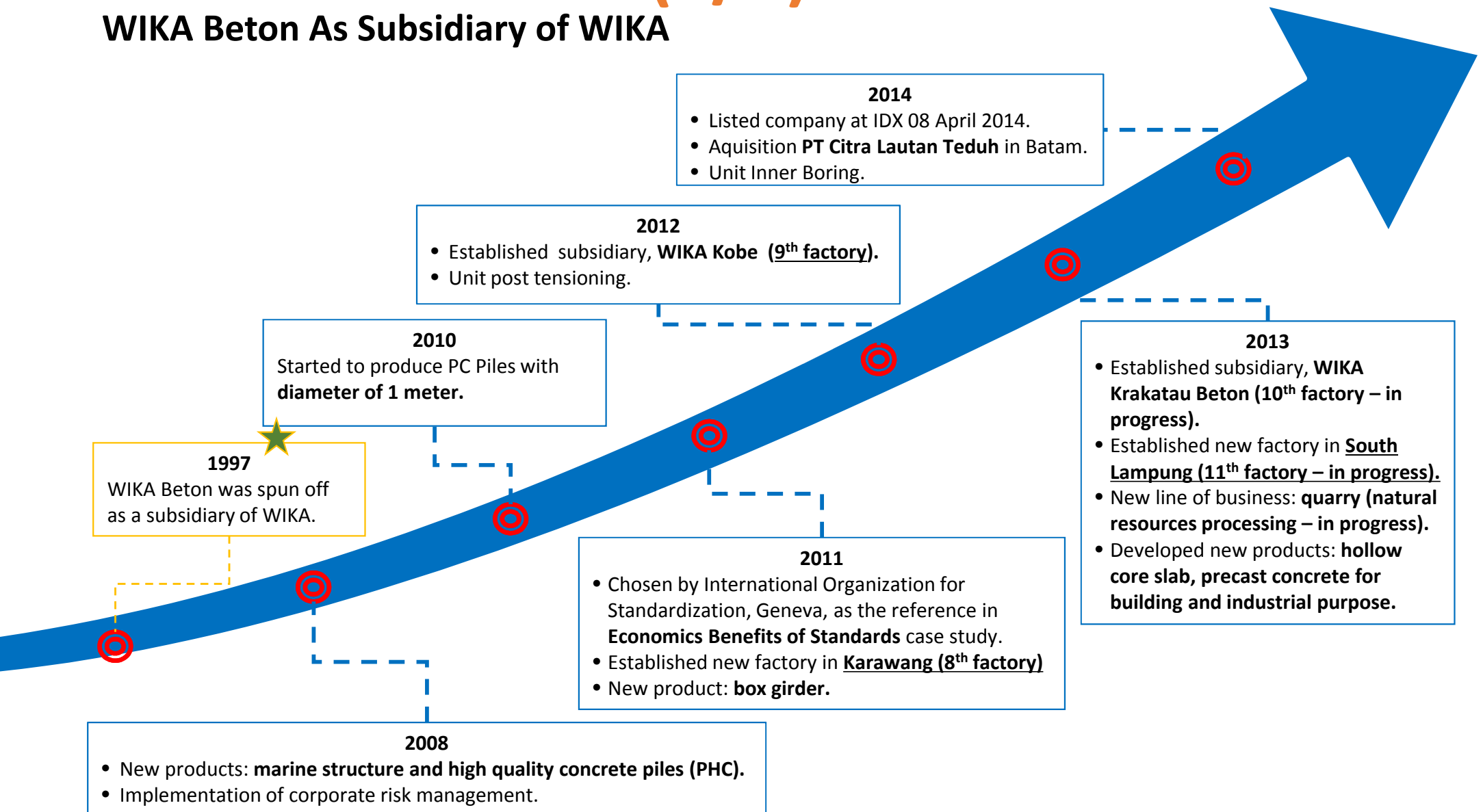
KEY MILESTONE (1/2)

WIKA Beton As Sub Business Unit of WIKKA

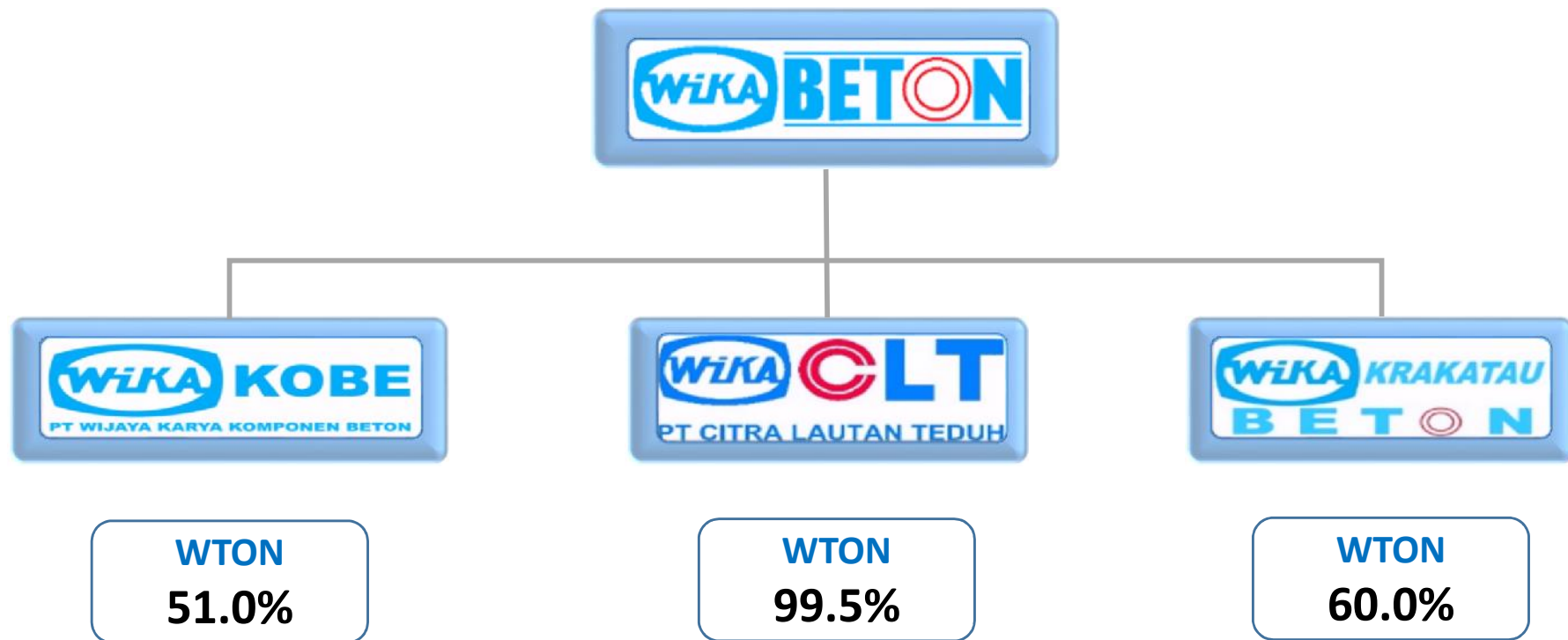


KEY MILESTONE (2/2)

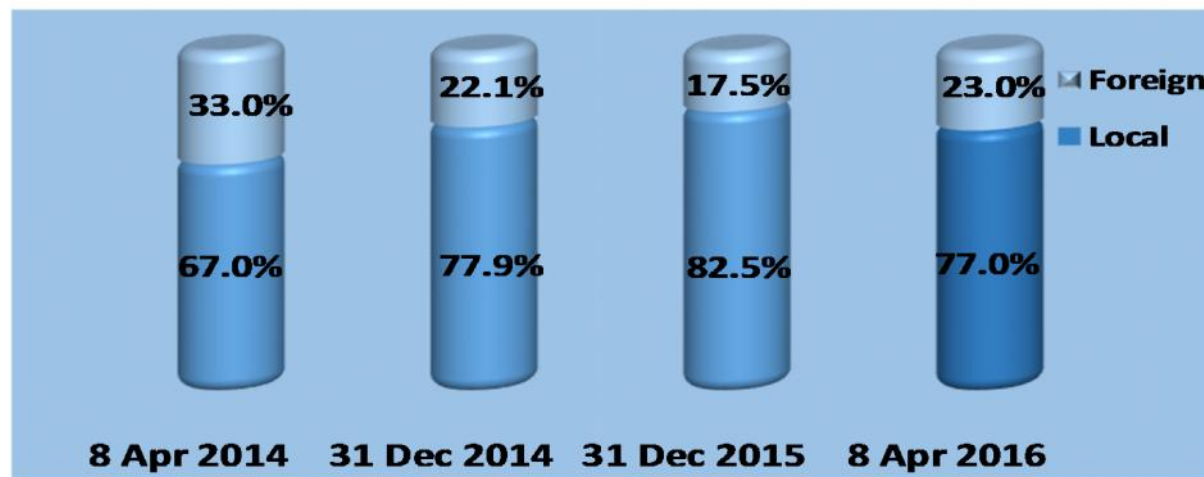
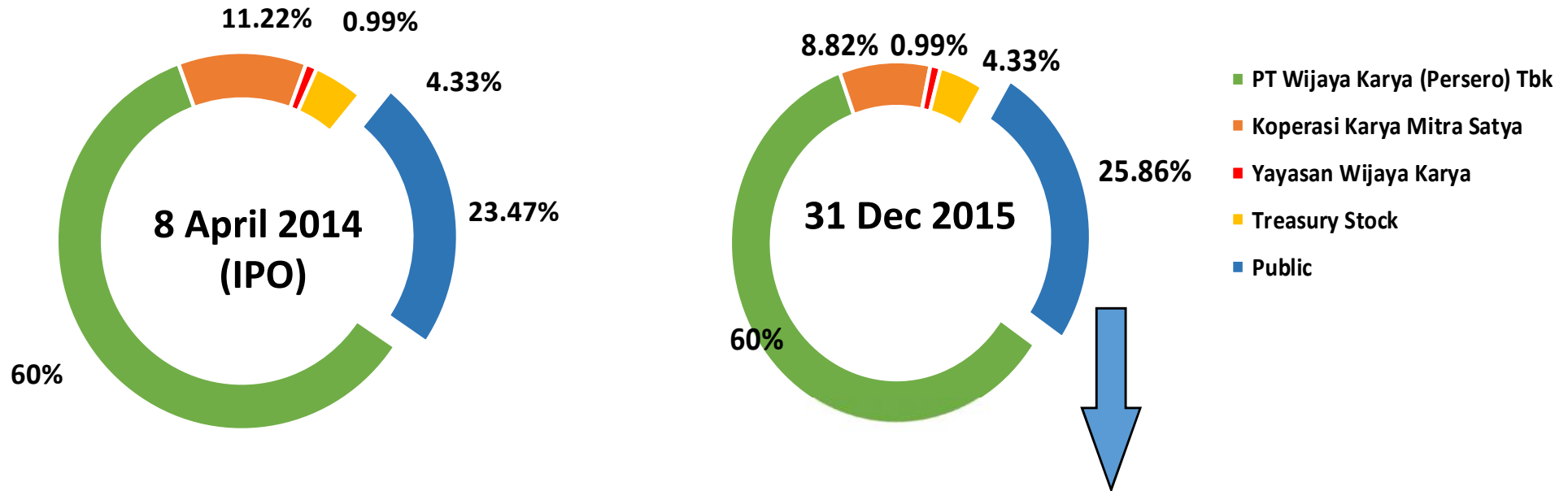
WIKABETON As Subsidiary of WIKABETON



CORPORATE STRUCTURE (1/2)



CORPORATE STRUCTURE (2/2)



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

COVERAGE AREA

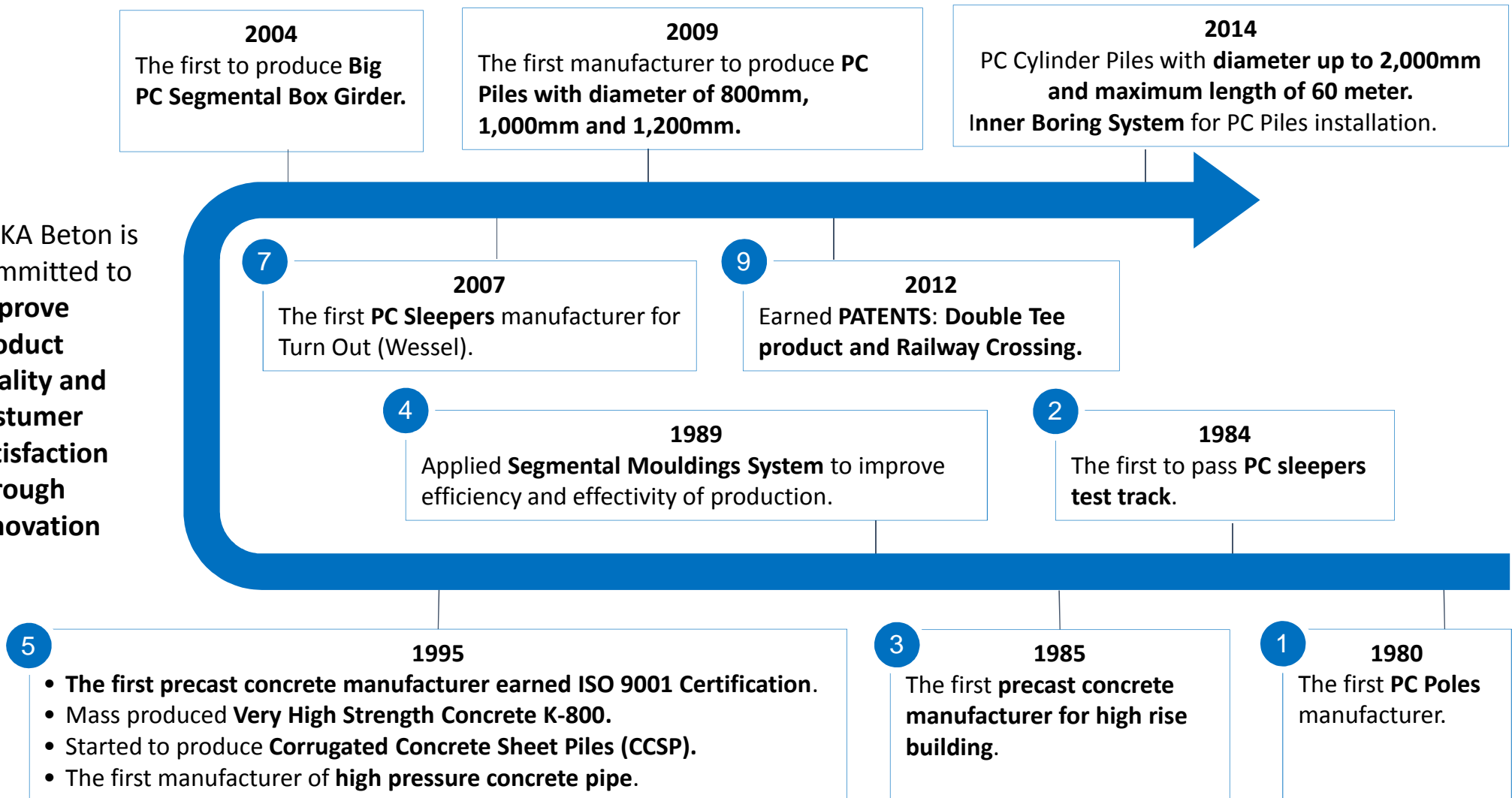
- **Wide Coverage:** Wika Beton will have 12 production facilities (including subsidiaries) by Dec 2015, 6 sales areas and 2 representative offices strategically located all across Indonesia.
- **Well Integrated:** 1) Complete business cycle from engineering, raw material production, fabrication, and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

INFRASTRUCTURE INVESTMENT REQUIREMENT 2015-2019

Sector	APBN ¹	APBD	BUMN ²	Swasta ³	Total
Road	340.0	200.0	65.0	200.0	805.0
Railway	150.0	-	11.0	122.0	283.0
Sea Transportation ⁴	498.0	-	238.2	163.8	900.0
Air Transportation	85.0	5.0	50.0	25.0	165.0
Land (Include ASDP)	50.0	-	10.0	-	60.0
City Transportation ⁵	90.0	15.0	5.0	5.0	115.0
Electricity ⁶	100.0	-	445.0	435.0	980.0
Energy (gas)	3.6	-	151.5	351.5	506.6
Information and Communication Technology	12.5	15.3	27.0	223.0	277.8
Water Resources	275.5	68.0	7.0	50.0	400.5
Clean Water and Sewage	227.0	198.0	44.0	30.0	499.0
Public Housing	384.0	44.0	12.5	87.0	527.5
TOTAL INFRASTRUCTURE	2,215.6	545.3	1,066.2	1,692.3	5,519.4
Persentase	40.14%	9.88%	19.32%	30.66%	100.00%

- 1) Supporting funding from Central Government.
- 2) Supporting funding and investment from State Owned Enterprise.
- 3) Maximum contribution private sector to accelerate infrastructure development cooperation between government and private including business to business scheme.
- 4) Including sea toll component and routine expenditure.
- 5) Allocation for railways and road based for city transportation.
- 6) Funding ability PT PLN max Rp250tn, need support investment from government.

Source : Bappenas (National Planning Bureau) , January 2015

3

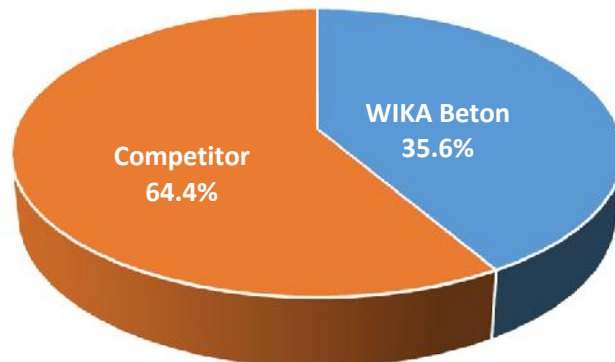
BUSINESS OVERVIEW



LARGEST CAPACITY and LEADING MARKET SHARE

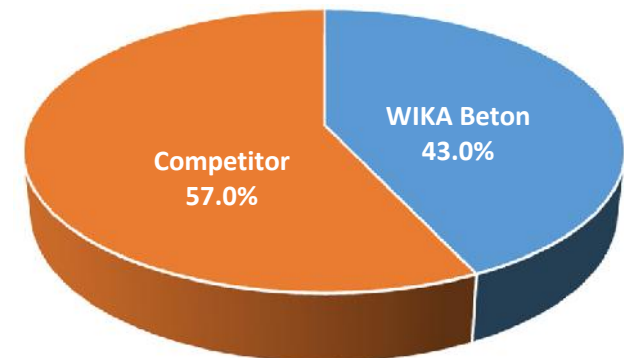
- Based on internal research, in 2015, there are **23 precast concrete production facilities in Indonesia** with **total production capacity of 6.5 million ton per year**.
- **WIKA Beton has the biggest production capacity with 35.6% of total production capacity in Indonesia** or equivalent of 2,3 million ton per year.
- **WIKA Beton's market share was estimated around 43.0% in 2015.**

Production Capacity of Indonesian
Precast Concrete Industry (2015)



Source : Internal Research of PT Wijaya Karya Beton Tbk

Market Share of WIKA Beton Based on Sales (2015)

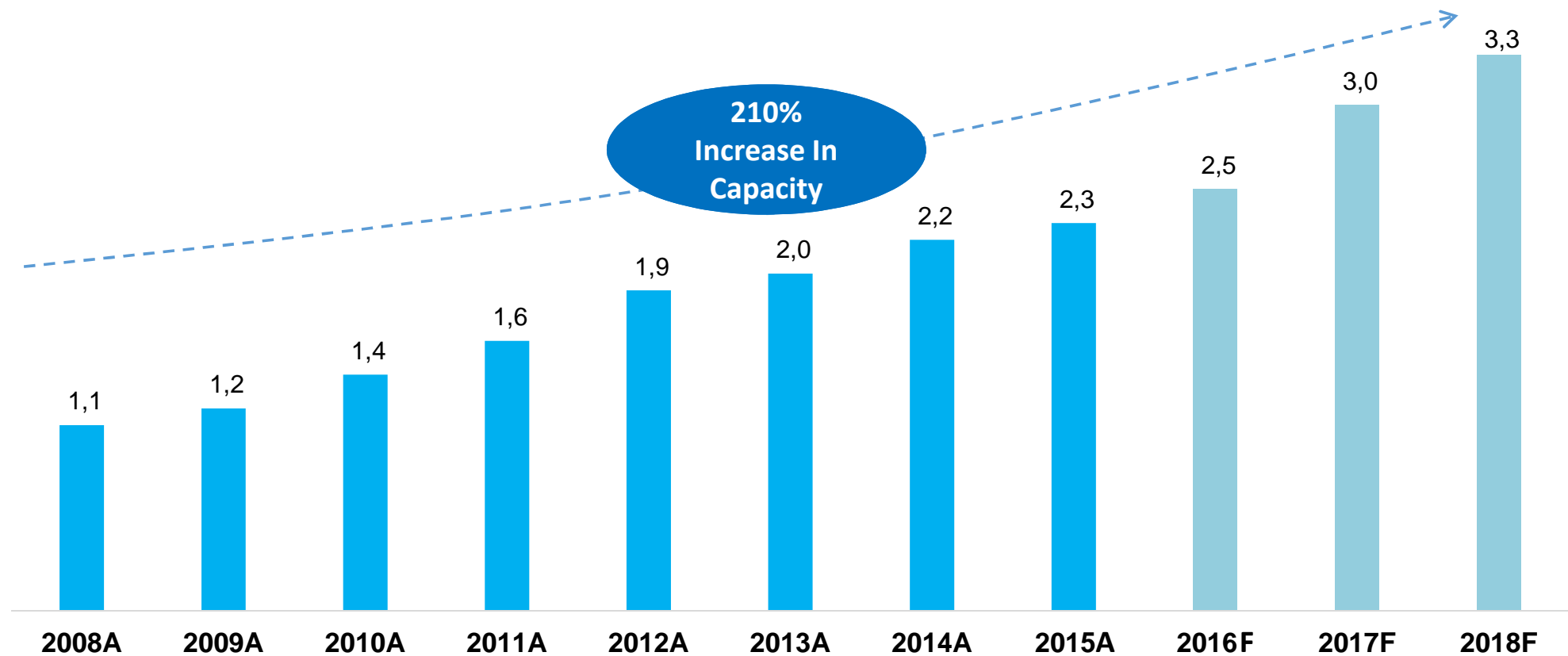


Source : Internal Research of PT Wijaya Karya Beton Tbk

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)



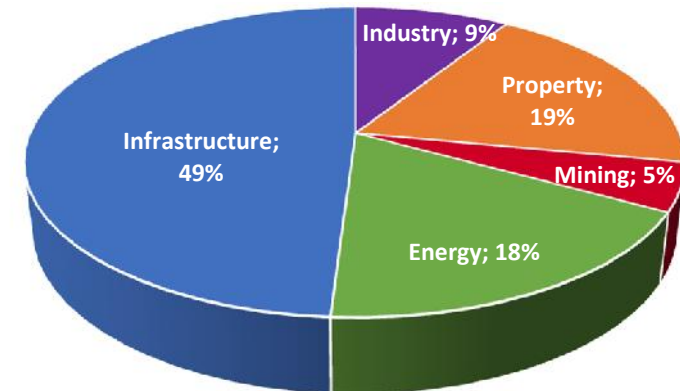
CUSTOMERS' PROFILE

- Based on line of business, **Infrastructure sector contributed 49% of total WIKA Beton's revenue** in 2015.
- Based on customers' ownership, **private – local companies contributed 56.7% of total WIKA Beton's revenue** in 2015, followed by State Owned Enterprise with 25.1%.
- Contribution from WIKA in 2014 was 8%.

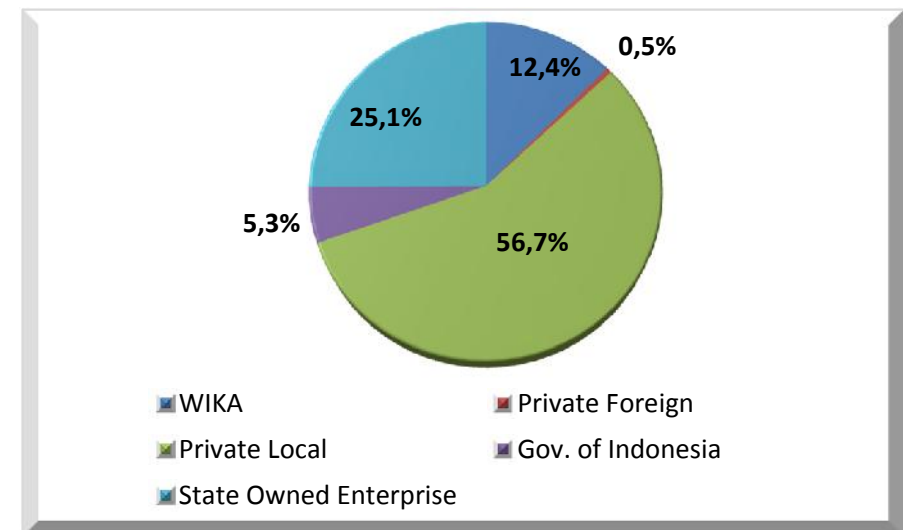
Top 10 Buyers 2015

No	Customer	Contribution
1.	PT Wijaya Karya (Persero) Tbk	12.4%
2.	PT Perusahaan Listrik Negara (Persero)	10.0%
3.	Balai Teknik Perkotaan	3.4%
4.	PT Hutama Karya (Persero)	3.2%
5.	PT OKI P&P Mills	3.1%
6.	PT Energi Sejahtera Mas	2.8%
7.	PT Waskita Karya (Persero) Tbk	2.7%
8.	Satker Perkeretaapian	1.8%
9.	PT Multi Artha Pratama	1.6%
10.	PT Adhi Karya (Persero)Tbk	1.2%

Customers' Profile Based on Line of Business in 2015
(Percentage of Revenue)



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



4

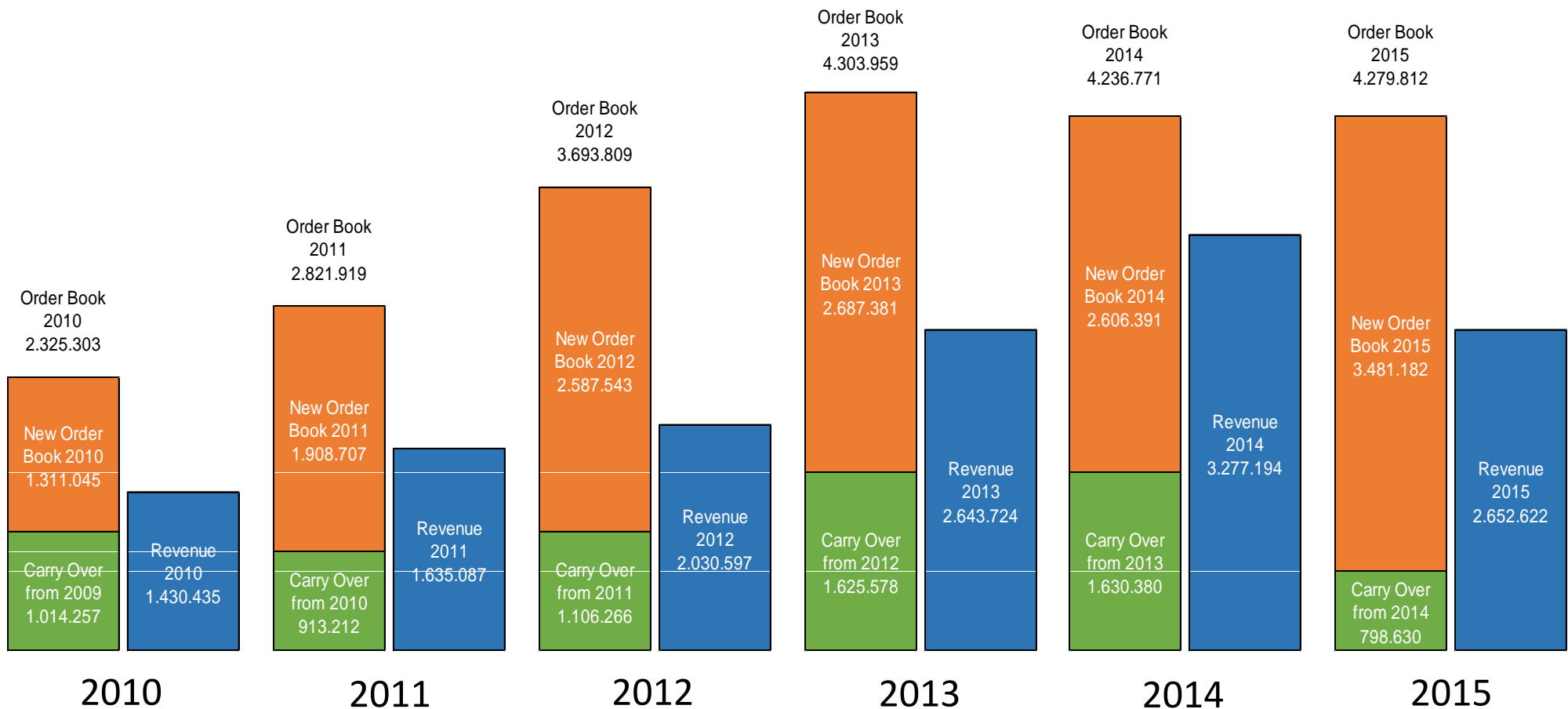
FINANCIAL HIGHLIGHT



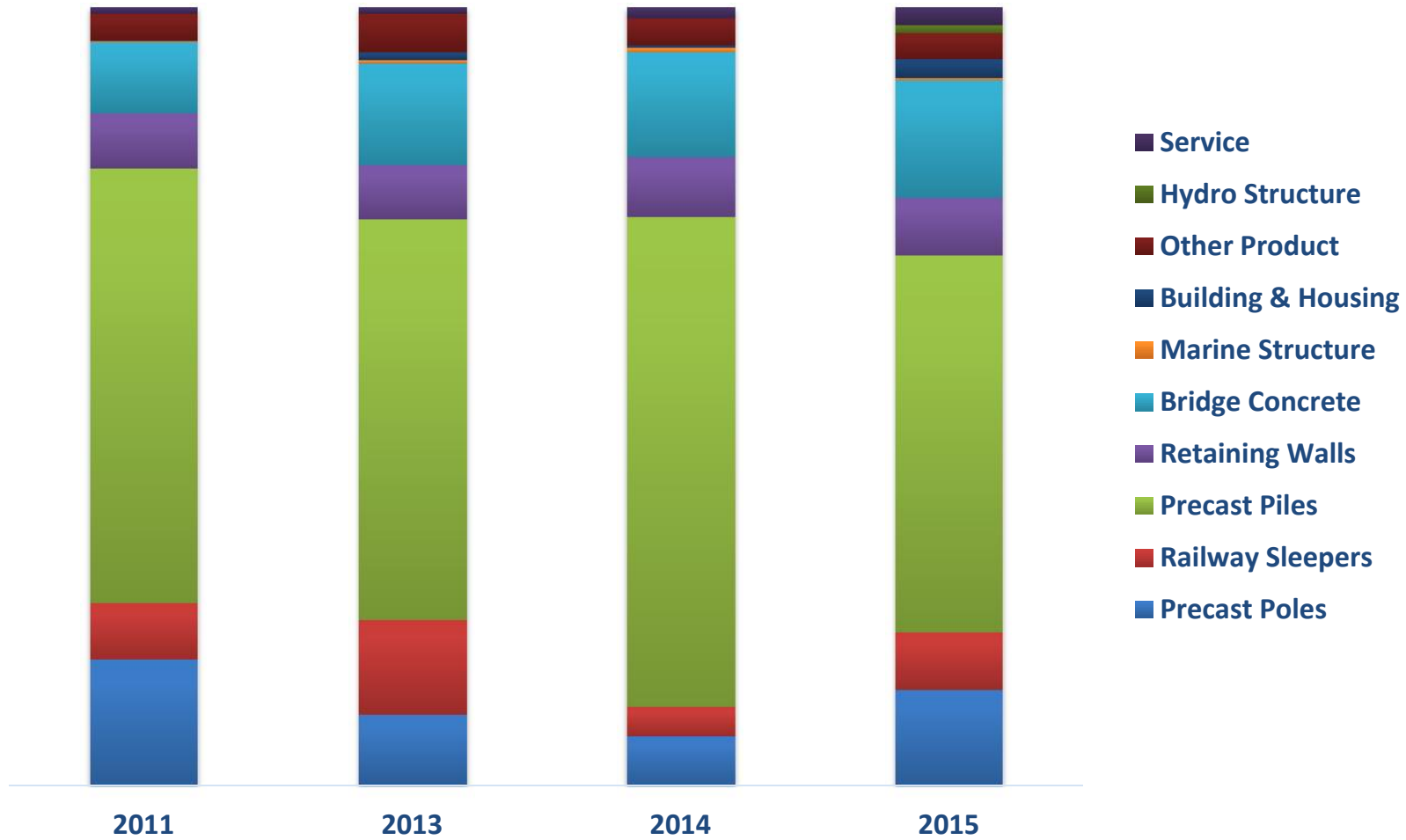
ORDER BOOK & REVENUE

- 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

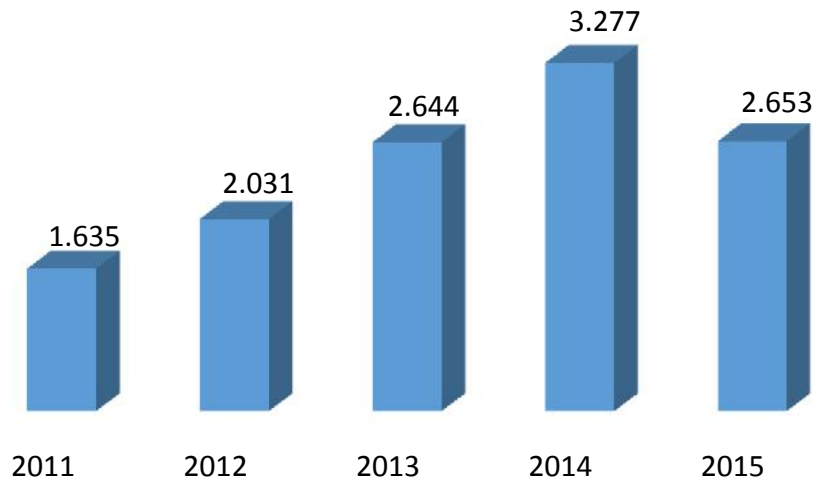
No	Subject	Budget Allocation	Progress per 31 Dec 15
A	BUSINESS EXPANSION (85%)		
	1 Processing of natural materials quarry in Cigudeg, Donggala, Boyolali and South Lampung.	12%	74,31%
	2 Development of New Factories in South Lampung, Pasuruan, and Kalimantan.	34%	57,32%
	3 Capacity expansion of existing factories at the factories in North Sumatra Factory, Lampung, Bogor, Karawang, Majalengka, Boyolali, South Sulawesi and mould Products.	18%	86,80%
	4 The services business development such as purchase of inner boring pile equipment and addition of post tensioning equipment.	18%	64,49%
	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 31 Dec 2015 :

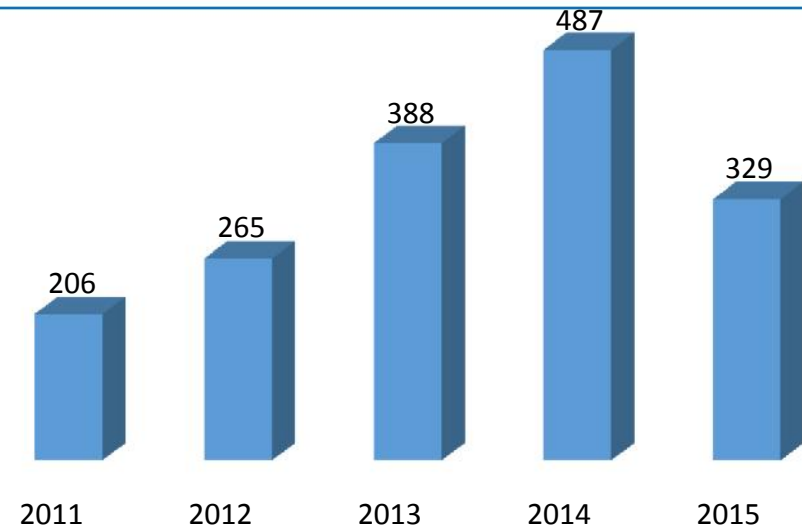
70,7%

SUMMARY OF INCOME STATEMENT

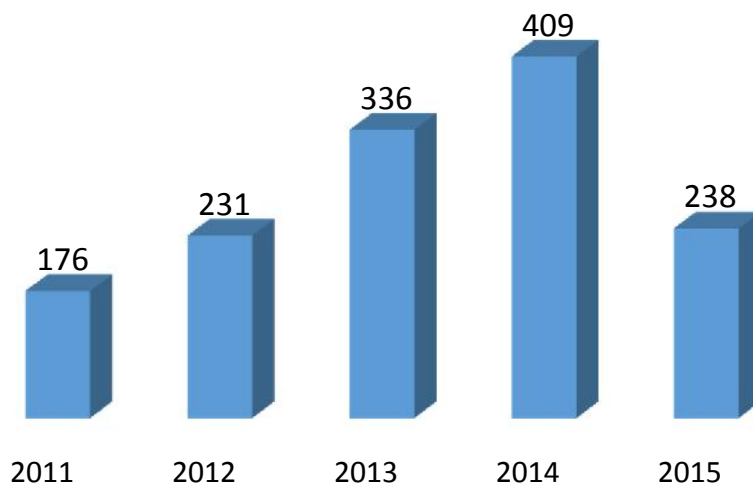
Revenue (IDR bn)



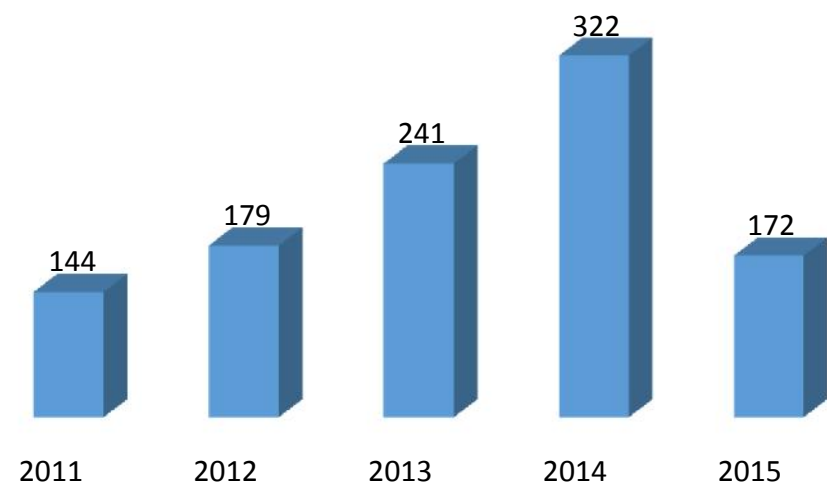
Gross Profit (IDR bn)



Operating Profit (IDR bn)

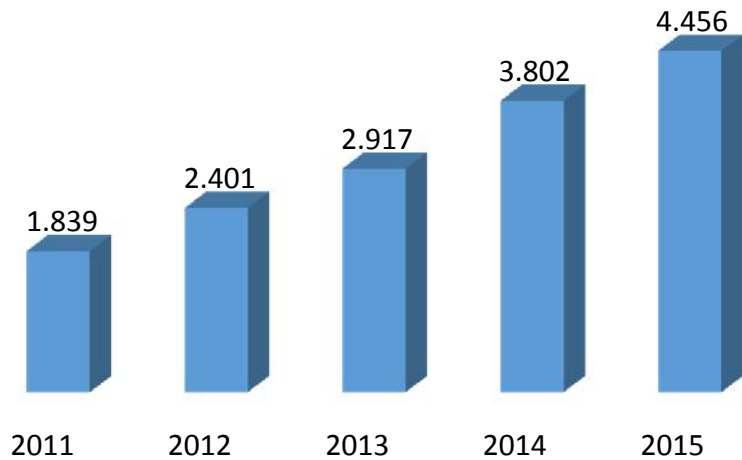


Net Profit (IDR bn)

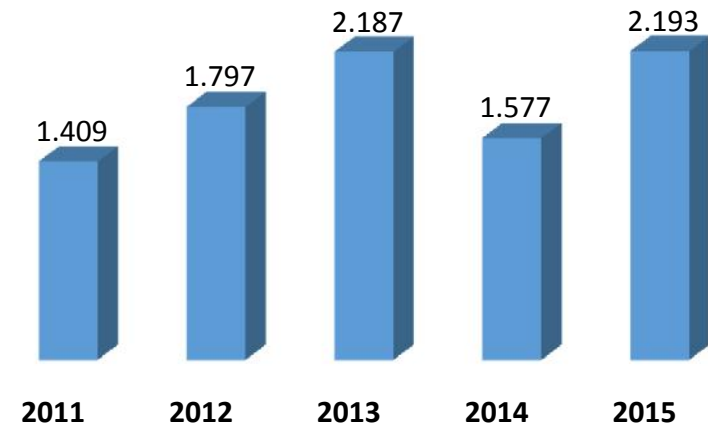


SUMMARY OF CONSOLIDATED BALANCE SHEET

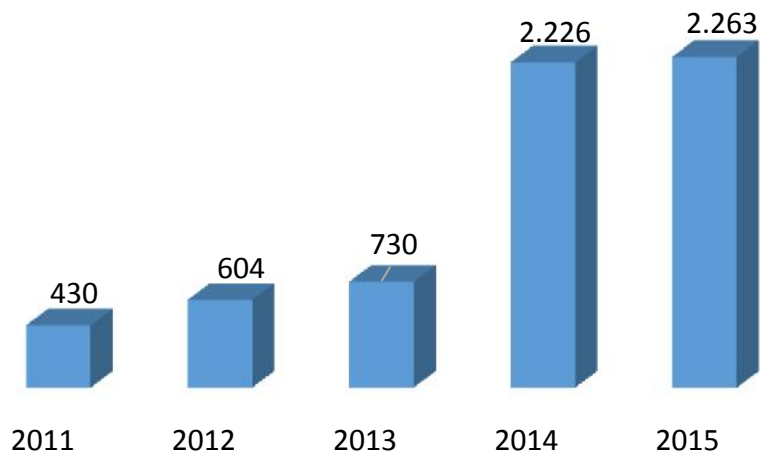
Assets (IDR bn)



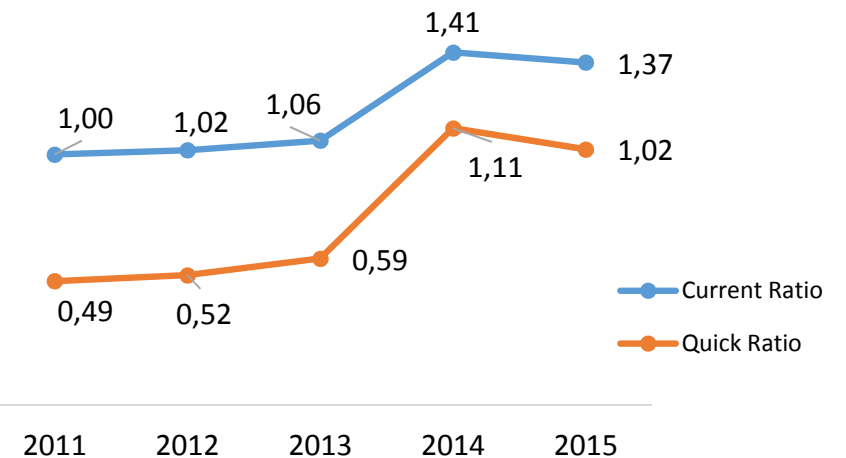
Liabilities (IDR bn)



Equity (IDR bn)



Current Ratio (x) & Quick Ratio (x)



STATEMENTS OF CONSOLIDATED CASH FLOWS

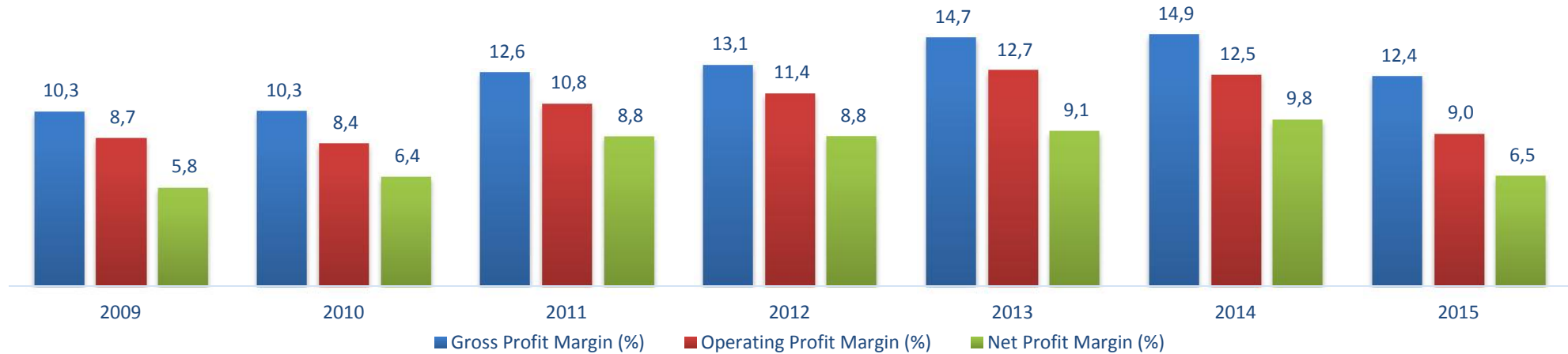
(IDR Million)

Description	2011	2012	2013	2014	2015
Operating Activities	135,160	293,848	123,764	192,010	458,415
Investing Activities	(162,239)	(174,250)	(454,305)	(790,214)	(472,119)
Financing Activities	(34,141)	(4,999)	403,249	1,186,279	(201,140)
Cash and cash equivalent at the Beginning Period	286,940	225,720	340,319	450,399	1,038,475
Cash and cash equivalent at the End Period	225,720	340,319	413,027	1,038,475	823,631

**) Cash Balance at beginning period 2014 was Rp413.027mn + Rp37.373mn (cash from acquisition PT Citra Lautan Teduh) = Rp450.399mn*

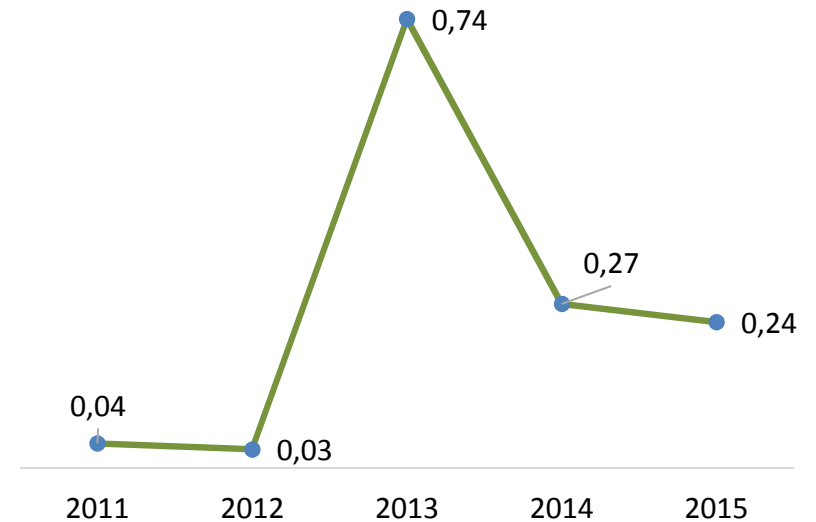
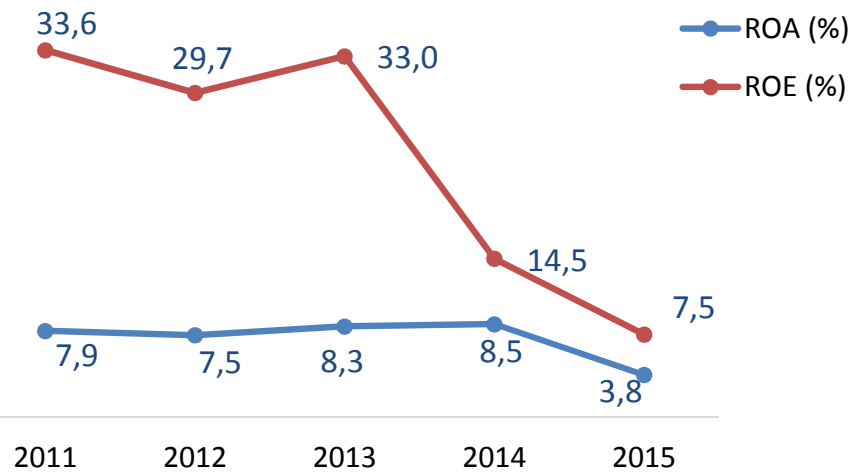
FINANCIAL RATIO AND PROFITABILITY

Profit Margin



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

Gearing Ratio (Equity)



5

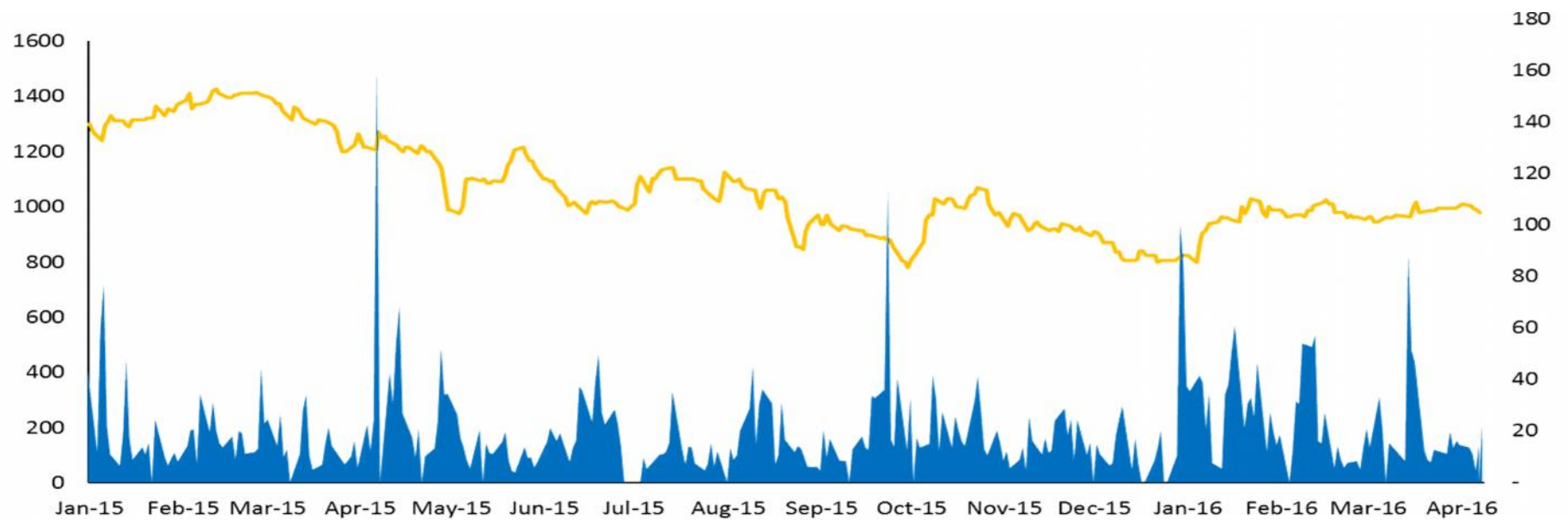
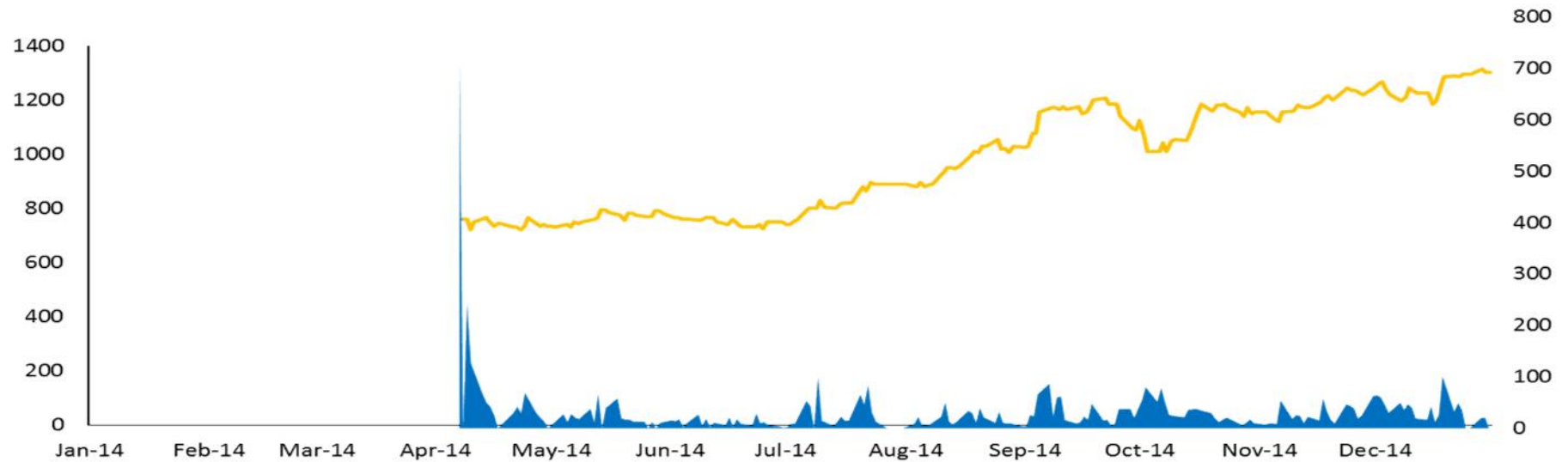
COMPANY UPDATES



ANALYST REPORT

No	Analyst	Company	Target Price (IDR)	Maintain	Date
1	Bryan Sjahputra	Sinarmas Sekuritas	1,225	Buy	18 Feb 2016
2	Ari Jahja	Credit Suisse	1,135	Buy	15 Feb 2016
3	Theodorus ArielKristian	Lautandhana Securindo	1,050	Neutral	18 Jan 2016
4	Martha Christina	Phillip Capital Securities	980	Hold	8 Jan 2016
5	Bob Setiadi	Bahana Sekuritas	1,100	Buy	5 Jan 2016
6	Maria Renata	UOB Kayhian	1,000	Hold	20 Oct 2015
7	Arief Budiman	Ciptadana Securities	1,050	Hold	30 Jul 2015
8	Joko Sogie	Danareksa Sekuritas	1,350	Hold	4 Mei 2015
9	Deidy Wijaya	DBS Vickers Securities Indonesia	1,600	Buy	26 Jan 2015

STOCK PERFORMANCE



COMPANY UPDATES

A. NEW MOBILE FACTORY – NORTH SUMATERA



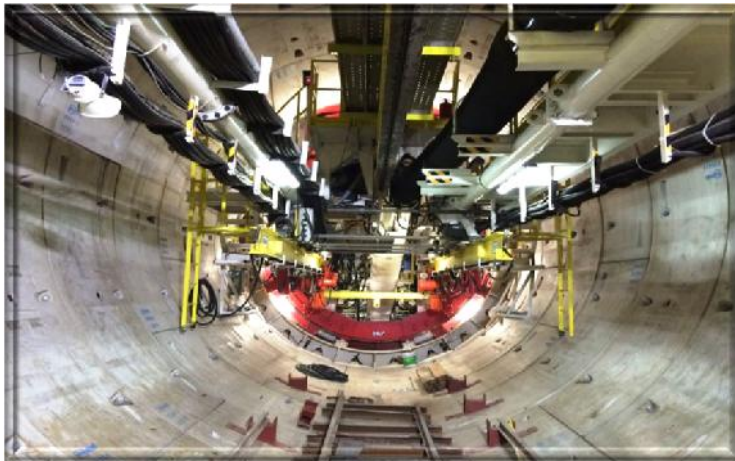
COMPANY UPDATES

B. KAVLING 2 PROJECT – CAWANG JAKARTA



COMPANY UPDATES

C. MRT PROJECT



COMPANY UPDATES

D. TRANS SULAWESI RAILWAY PROJECT



COMPANY UPDATES

E. JLNT SESKOAL PROJECT



COMPANY UPDATES

F. CISUMDAWU PROJECT, WEST JAVA



COMPANY UPDATES

G. SOEKARNO HATTA AIRPORT ACCESS PROJECT, JAKARTA



COMPANY UPDATES

H. TELUK LAMONG PROJECT, EAST JAVA



COMPANY UPDATES

I. QUARRY CIGUDEG – WEST JAVA

- 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

K. SOUTH LAMPUNG FACTORY (2/2)



COMPANY UPDATES

L. ANNUAL GENERAL MEETING OF SHAREHOLDERS



AWARDS & ACHIEVEMENT (1/2)



**Investor Award 2015
From Investor Magazine**



**Best Annual Report Award 2014
from Otoritas Jasa Keuangan**



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



**Fastest Growing Issuer 2015 -
Cement Category
from
Majalah Warta Ekonomi
Indonesia**



**Best Employers 2015
from 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

1st rank Indonesia Annual Report Award 2014 for Listed Non Financial Company

One of 3 best Indonesian small cap Companies 2014 from FORBES



END OF PRESENTATION

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