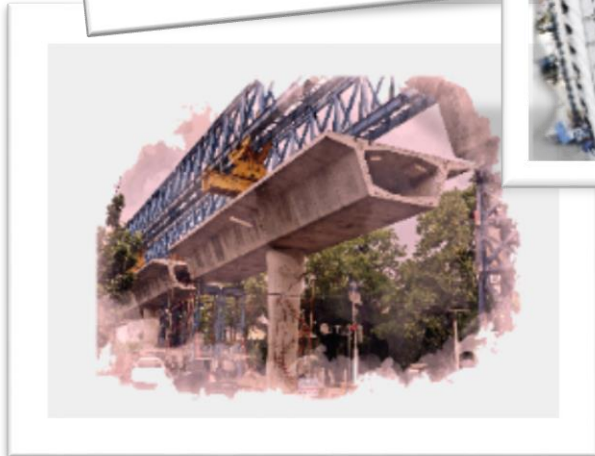
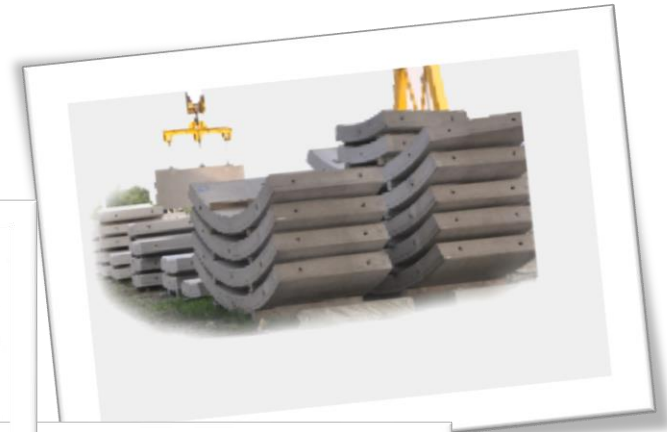


PT Wijaya Karya Beton Tbk

3Q 2016 Results



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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

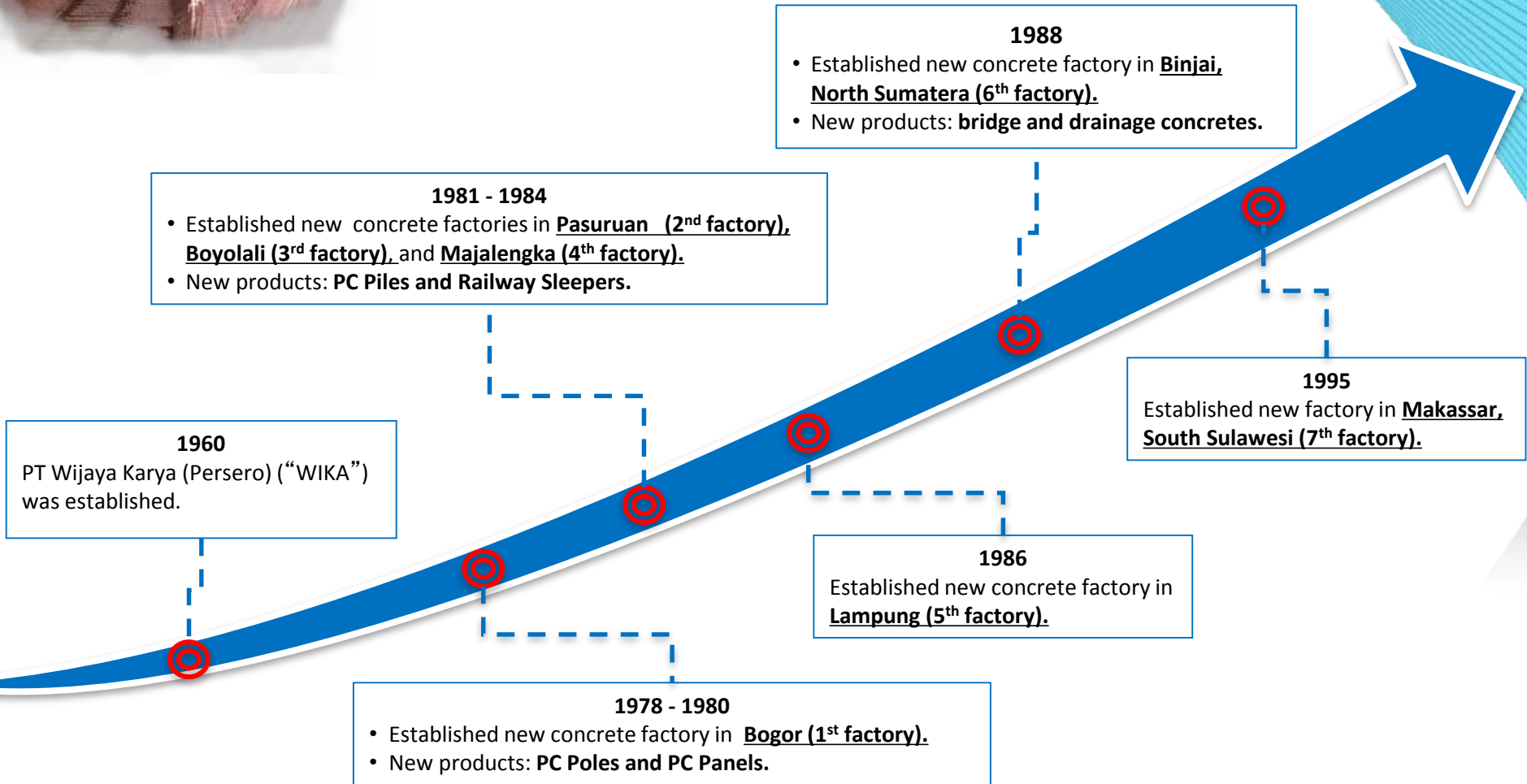
Teamwork

Integrity



KEY MILESTONE (1/2)

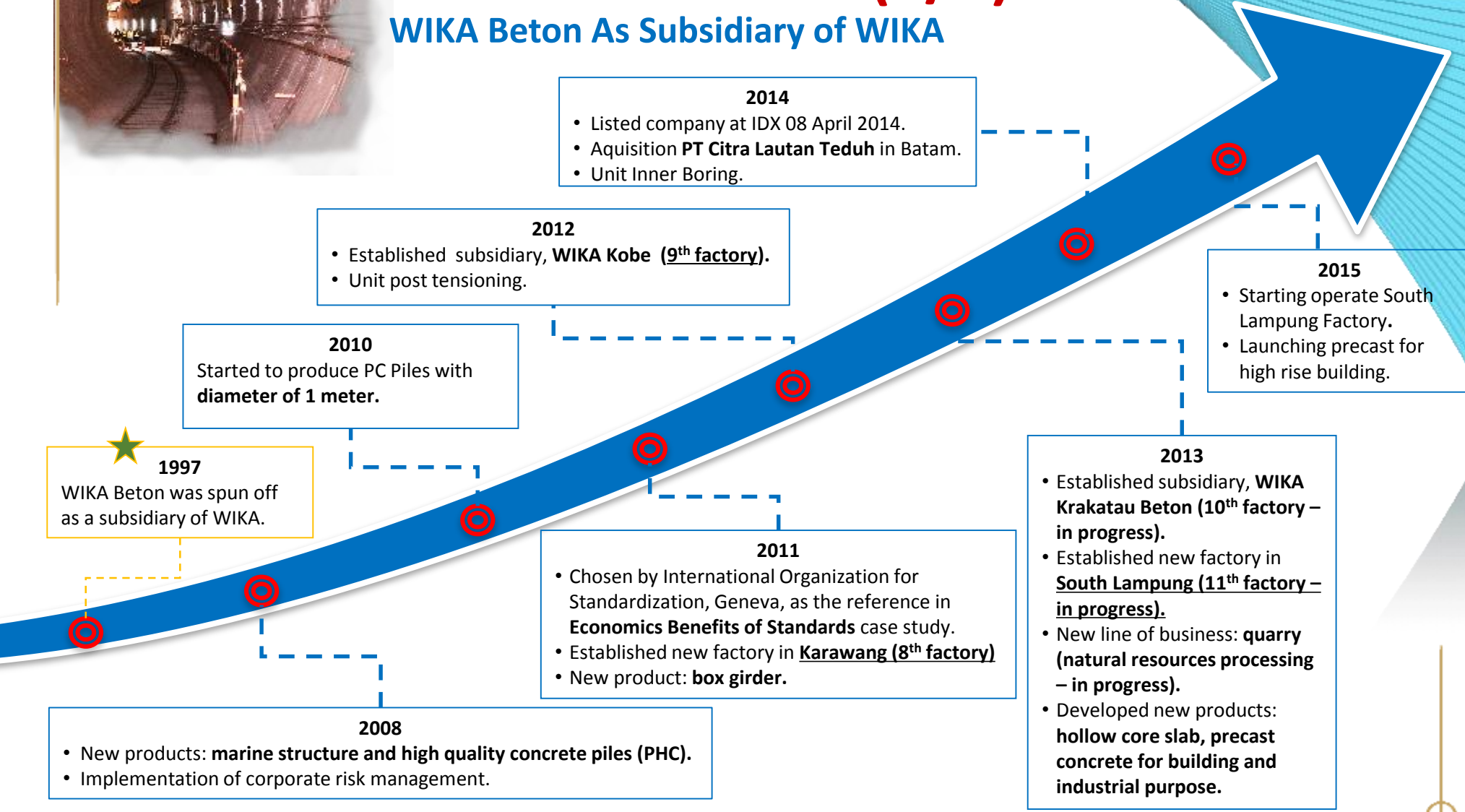
WIKA Beton As Subsidiary of WIKA





KEY MILESTONE (2/2)

WIKABETON As Subsidiary of WIKAKOBE



1997
 WIKABETON was spun off as a subsidiary of WIKAKOBE.

2010
 Started to produce PC Piles with diameter of 1 meter.

2012
 • Established subsidiary, **WIKAKOBE** (9th factory).
 • Unit post tensioning.

2014
 • Listed company at IDX 08 April 2014.
 • Acquisition **PT Citra Lautan Teduh** in Batam.
 • Unit Inner Boring.

2011
 • Chosen by International Organization for Standardization, Geneva, as the reference in **Economics Benefits of Standards** case study.
 • Established new factory in **Karawang (8th factory)**
 • New product: **box girder**.

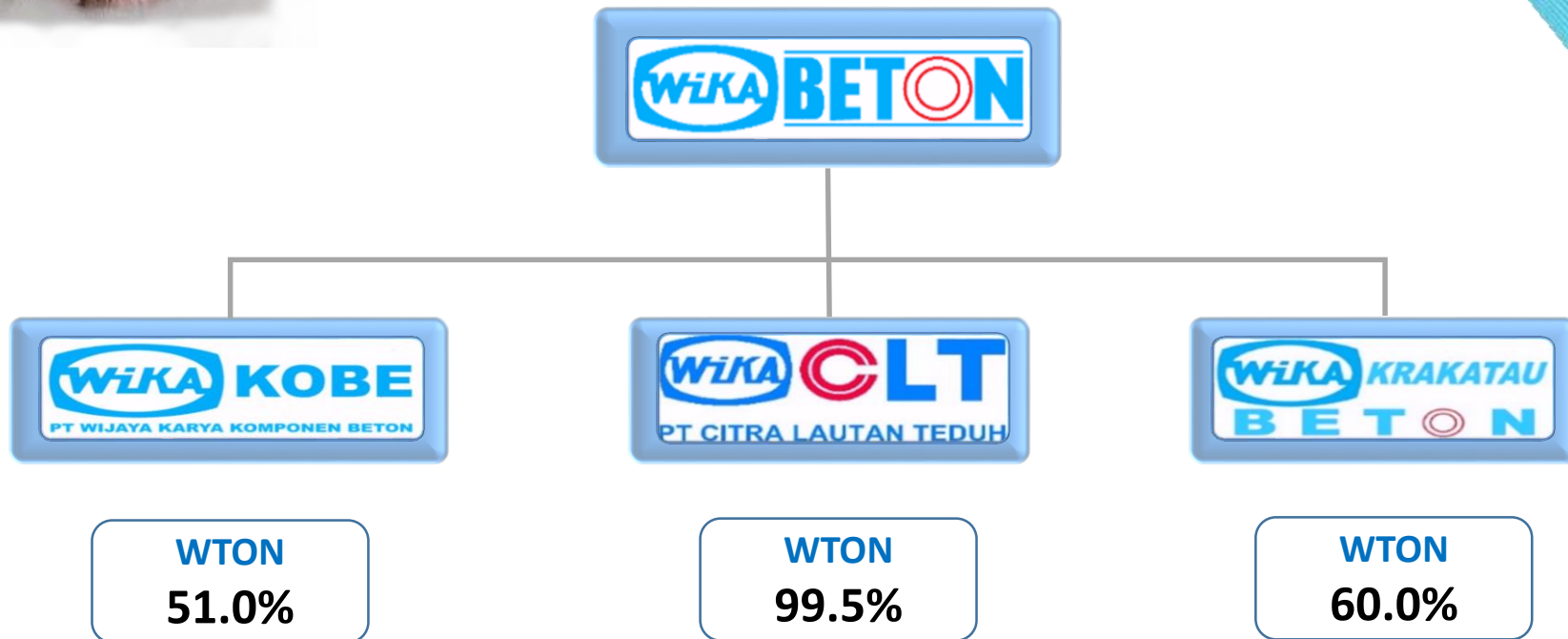
2008
 • New products: **marine structure and high quality concrete piles (PHC)**.
 • Implementation of corporate risk management.

2013
 • Established subsidiary, **WIKAKOBE Krakatau Beton (10th factory – in progress)**.
 • Established new factory in **South Lampung (11th factory – in progress)**.
 • New line of business: **quarry (natural resources processing – in progress)**.
 • Developed new products: **hollow core slab, precast concrete for building and industrial purpose**.

2015
 • Starting operate South Lampung Factory.
 • Launching precast for high rise building.

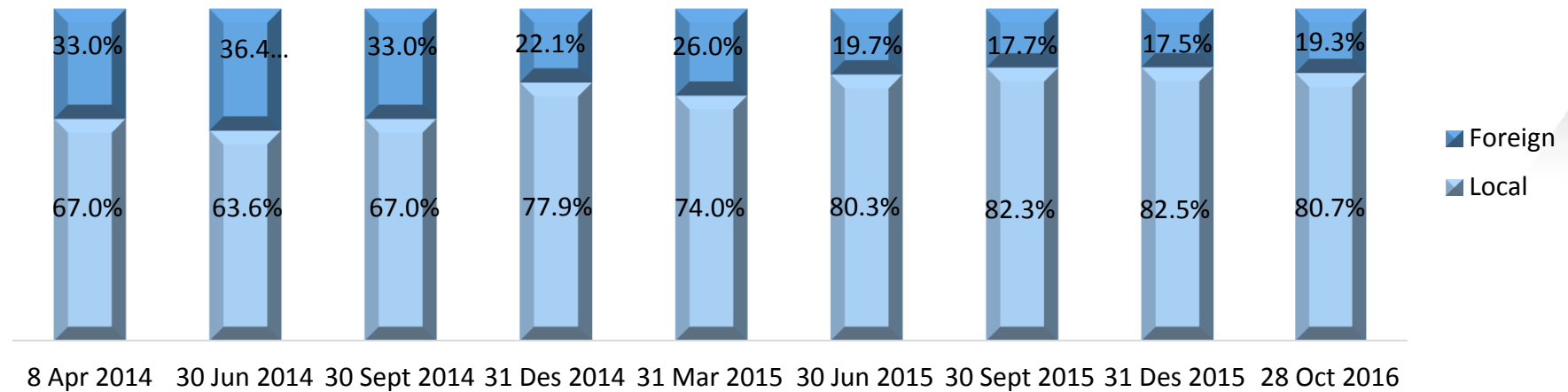
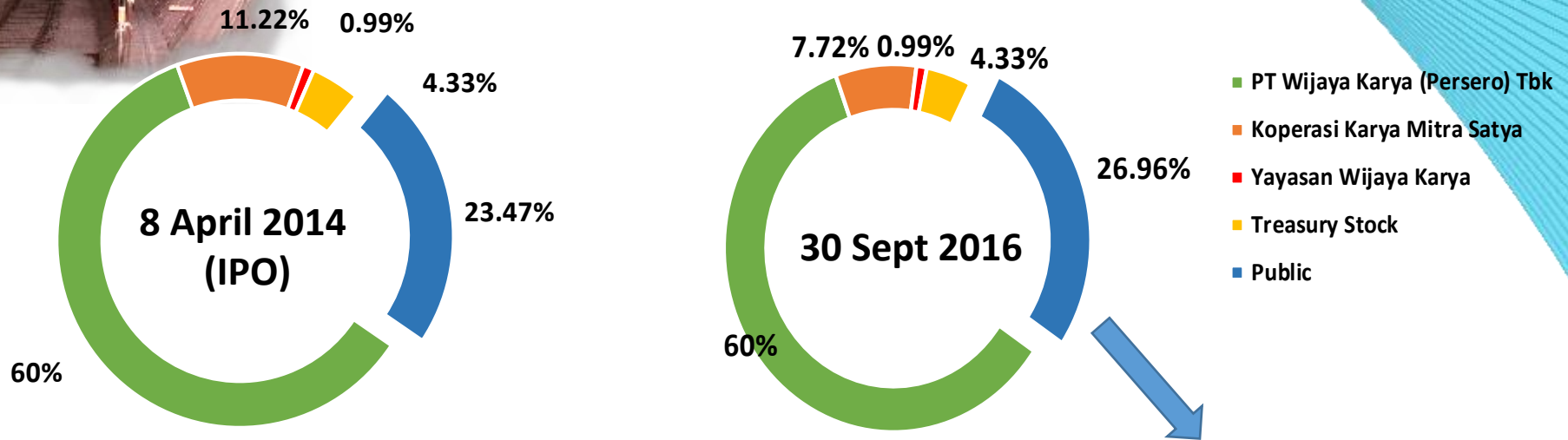


CORPORATE STRUCTURE (1/2)





CORPORATE STRUCTURE (2/2)





MANAGEMENT TEAM

Board of Commissioners

| | |
|--------------------------|---------------------------------|
| President Commissioner | Gandira Gutawa Sumapraja |
| Commissioner | A. Boediono |
| Commissioner | Muhammad Chusnufam |
| Commissioner | Tumik Kristianingsih |
| Independent Commissioner | Asfiah Mahdiani |
| Independent Commissioner | Priyo Suprobo |

Board of Directors

| | |
|----------------------|-----------------------------|
| President Director | Wilfred I.A Singkali |
| Director | Hadian Pramudita |
| Director | Entus Asnawi Mukhson |
| Director | Fery Hendriyanto |
| Director | Hari Respati |
| Independent Director | Sidiq Purnomo |



COVERAGE AREA

12 FACTORIES, 1 MOBILE FACTORY, 6 SALES AREAS, 2 REPRESENTATIVE OFFICES, 3 SUBSIDIARY, 3 QUARRY



Installed Production Capacity is 2.5 million ton per year



PRODUCTION FACILITIES

| FACTORY | LAND AREA | PRODUCTION LINES |
|-------------------------|-----------------|------------------|
| North Sumatera | 5.0 Ha | 6 |
| Lampung | 6.1 Ha | 5 |
| South Lampung | 27.3 Ha | 3 |
| Bogor | 13.2 Ha | 8 |
| Karawang | 13.8 Ha | 4 |
| Majalengka | 6.5 Ha | 3 |
| Boyolali | 4.1 Ha | 6 |
| Pasuruan 1 | 6.9 Ha | 5 |
| Pasuruan 2 | 6.0 Ha | 2 |
| South Sulawesi 1 | 3.0 Ha | 3 |
| South Sulawesi 2 | 7.8 Ha | 2 |
| Quarry Cigudeg | 43.1 Ha | - |
| Quarry Donggala | 23.7 Ha | - |
| Quarry South Lampung | 42.7 Ha | - |
| PT Citra Lautan Teduh | 27.5 Ha | 2 |
| PT WIKAL Kobe | 3.5 Ha | 2 |
| PT WIKAL Krakatau Beton | 3.0 Ha | - |
| Others | 0.4 Ha | - |
| TOTAL | 243.6 Ha | 51 |

**BATCHING PLANT
46 UNIT**



CONTINUOUS INNOVATION

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

2004
The first to produce **Big PC Segmental Box Girder**.

2009
The first manufacturer to produce **PC Piles with diameter of 800mm, 1,000mm and 1,200mm.**

2014
PC Cylinder Piles with **diameter up to 2,000mm and maximum length of 60 meter.** Inner Boring System for PC Piles installation.

2016

- Launching **PC WALL with length up to 24.6 m**
- Launching **track slab for railway**

7

2007
The first **PC Sleepers** manufacturer for Turn Out (Wessel).

9

2012
Earned **PATENTS: Double Tee product and Railway Crossing.**

2015

- Launching **precast for high rise building.**

4

1989
Applied **Segmental Mouldings System** to improve efficiency and effectivity of production.

2

1984
The first to pass **PC sleepers test track.**

5

1995

- The first **precast concrete manufacturer** earned **ISO 9001 Certification.**
- Mass produced **Very High Strength Concrete K-800.**
- Started to produce **Corrugated Concrete Sheet Piles (CCSP).**
- The first manufacturer of **high pressure concrete pipe.**

3

1985
The first **precast concrete manufacturer for high rise building.**

1

1980
The first **PC Poles** manufacturer.



TYPE OF PRODUCT (1/3)



PC POLES



PC PILES



CONCRETE BRIDGE



PC WALL



TUNNEL



HOLLOW CORE SLAB



TYPE OF PRODUCT (2/3)



RAILWAY SLEEPERS



HYDRO STRUCTURE



BUILDING & HOUSING



MARINE STRUCTURE



RETAINING WALL



CYLINDER PILES



TYPE OF PRODUCT (3/3)



POST TENSION



QUARRY & CRUSHING PLANT



INNERBORE

2 INDUSTRY OVERVIEW






PEMBANGUNAN INFRASTRUKTUR JOKOWI 2015-2019




- 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

| SECTOR | STATE BUDGET ¹ | LOCAL GOVERNMENT BUDGET | STATE OWNED ENTERPRISE ² | PRIVATE LOCAL 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 |
| Percentage | 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

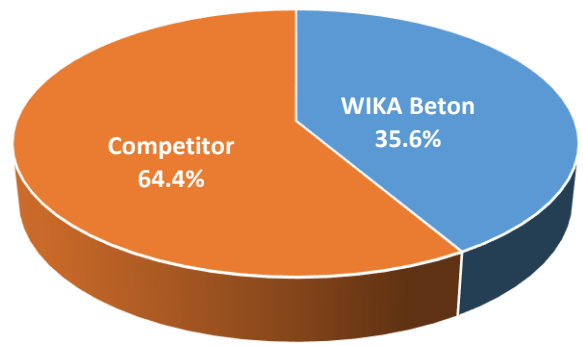




LARGEST CAPACITY and LEADING MARKET SHARE

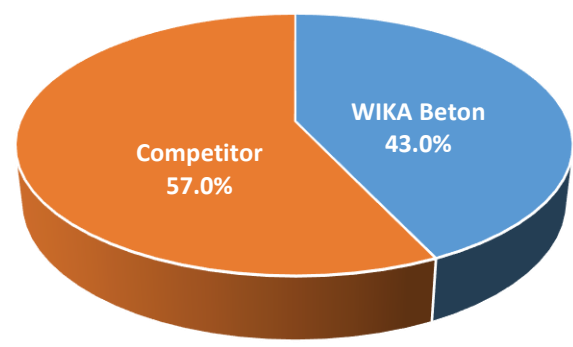
- Based on internal research, in 2015, there are **23 precast concrete production facilities in Indonesia** with **total production capacity of 6.5 million ton per year**.
- **WIKAL Beton has the biggest production capacity with 35.6% of total production capacity in Indonesia** or equivalent of 2,3 million ton per year.
- **WIKAL 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 WIKAL Beton Based on Sales (2015)



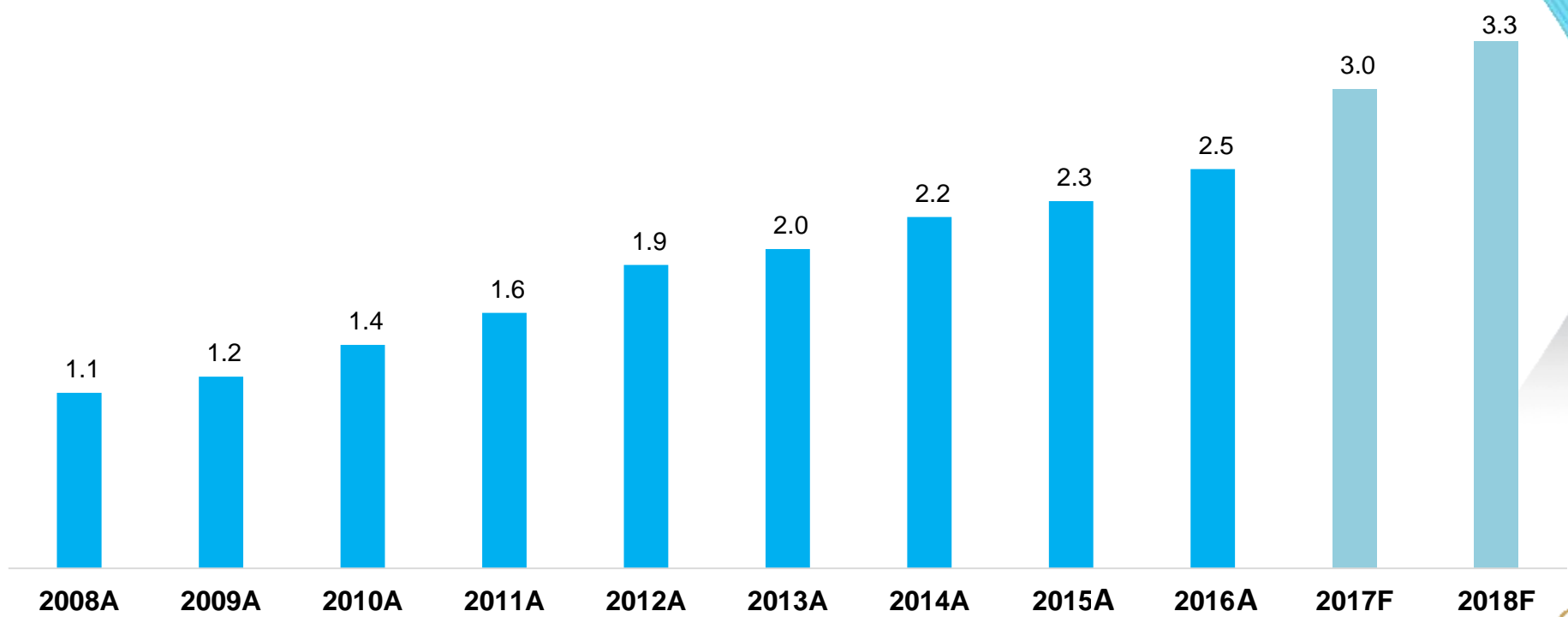
Source : Internal Research of PT Wijaya Karya Beton Tbk



PRODUCTION CAPACITY 2008 - 2018

- Currently, WIKA Beton's installed production capacity is approximately 2,5 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)





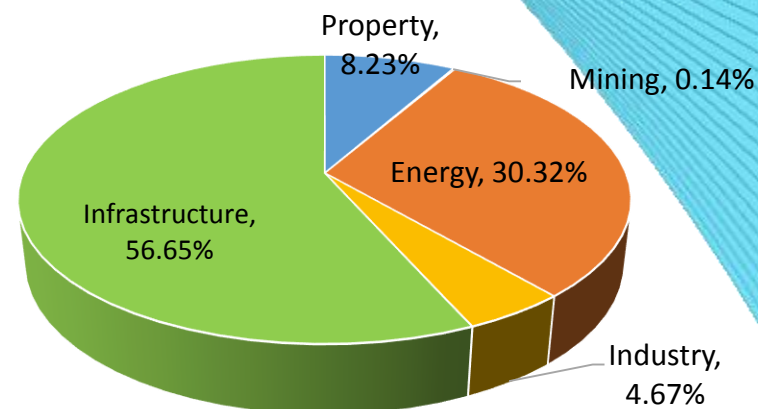
CUSTOMERS' PROFILE

- Based on line of business, Infrastructure sector contributed 49% of total WIKAL Beton's revenue in 2015.
- Based on customers' ownership, private – local companies contributed 56.7% of total WIKAL Beton's revenue in 2015, followed by State Owned Enterprise with 25.1%.
- Contribution from WIKAL in 2015 was 12.4%.

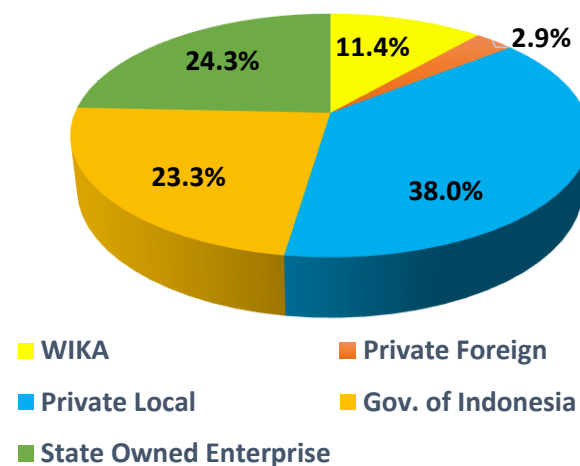
Top 10 Buyers 3Q 2016

| No | Customer | Contribution |
|----|--|--------------|
| 1 | PT Perusahaan Listrik Negara (Persero) | 15.7% |
| 2 | WIKAL Group | 11.4% |
| 3 | Balai Teknik Perekretaapian | 7.6% |
| 4 | PT Adhi Karya (Persero) Tbk | 3.5% |
| 5 | PT Sinohydro Corp Ltd | 2.9% |
| 6 | PT Pembangunan Perumahan (Persero) Tbk | 2.6% |
| 7 | PT Hutama Karya (Persero) | 2.4% |
| 8 | HK-Sumitomo-Mitsui JO | 2.3% |
| 9 | Yayasan St.Carolus | 2.2% |
| 10 | WIKAL SHIMIZU OBAYASHI JAYA JO | 2.1% |

Customers' Profile Based on Line of Business in 3Q 2016 (Percentage of New Contract)



Customers' Profile Based on Ownership in 3Q 2016 (Percentage of Revenue)

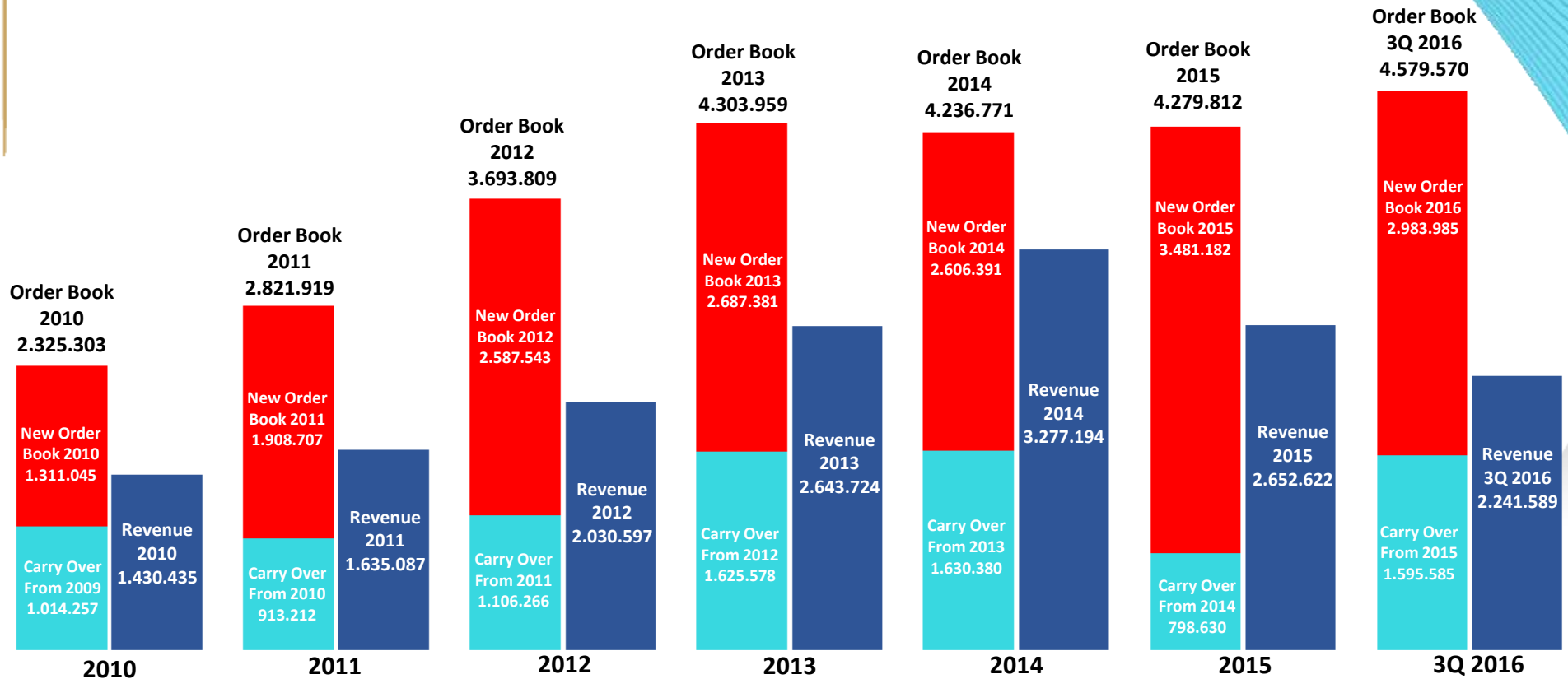


4 FINANCIAL HIGHLIGHT



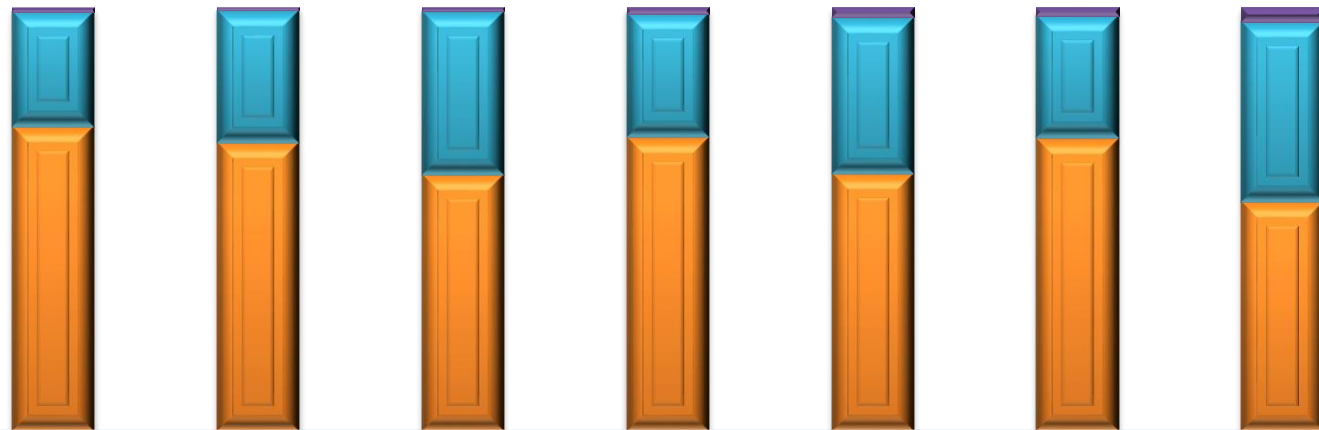
ORDER BOOK & REVENUE

Total Order Book Vs. Revenue (IDR Million)





REVENUE CONTRIBUTION



| | 2011 | 2012 | 2013 | 2014 | 2015 | 3Q 2015 | 3Q 2016 |
|-------------------------|------|------|------|------|------|---------|---------|
| Services | 1% | 1% | 1% | 2% | 2% | 2% | 3% |
| Non Centrifugal Product | 27% | 31% | 39% | 29% | 37% | 29% | 42% |
| Centrifugal Product | 72% | 68% | 60% | 69% | 61% | 69% | 54% |

■ Centrifugal Product
 ■ Non Centrifugal Product
 ■ Services



USAGE IPO PROCEED

| No | Subject | Budget Allocation | Progress on 30 Sept 16 |
|----------|--|-------------------|------------------------|
| A | BUSINESS EXPANSION (85%) | | |
| | 1 Processing of natural materials quarry in Cigudeg, Donggala, Boyolali and South Lampung. | 11% | 83.67% |
| | 2 Development of New Factories in South Lampung, Pasuruan, and Kalimantan. | 34% | 82.35% |
| | 3 Capacity expansion of existing factories at the factories in North Sumatra Factory, Lampung, Bogor, Karawang, Majalengka, Boyolali, South Sulawesi and mould Products. | 27% | 87.08% |
| | 4 The services business development such as purchase of inner boring pile equipment and addition of post tensioning equipment. | 13% | 89.18% |
| | 5 The establishment of mould maker | 0% | 0% |
| B | WORKING CAPITAL (15%) Additional Working Capital | 15% | 100.00% |
| | | 100% | |

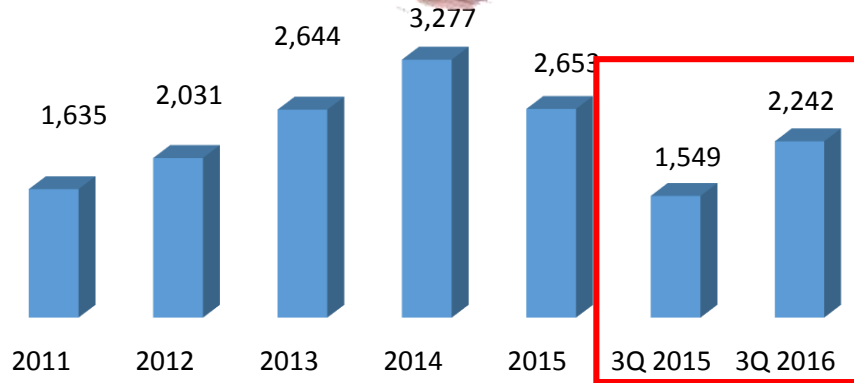
Total Usage of IPO Proceed until 30 Sept 2016 :

87.3%

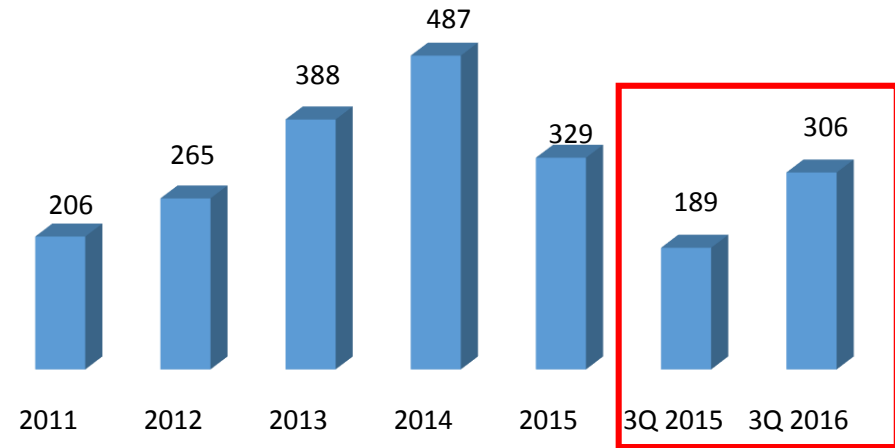
SUMMARY OF INCOME STATEMENT



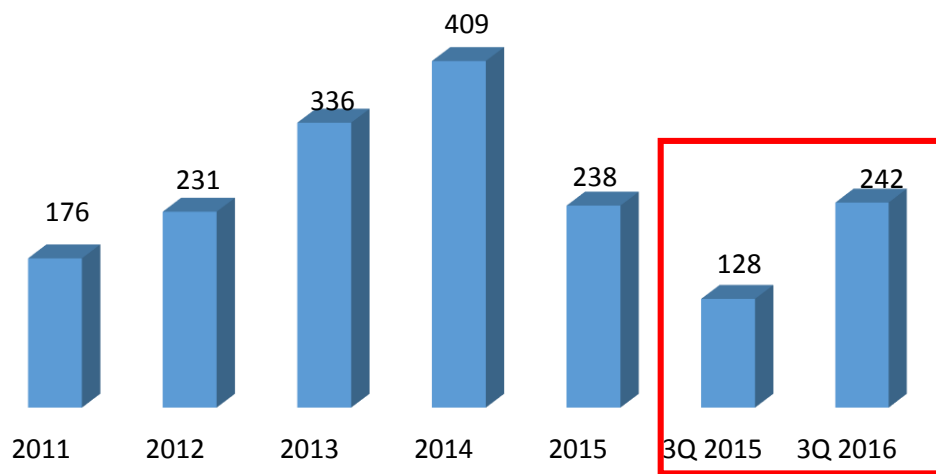
Revenue (IDR bn)



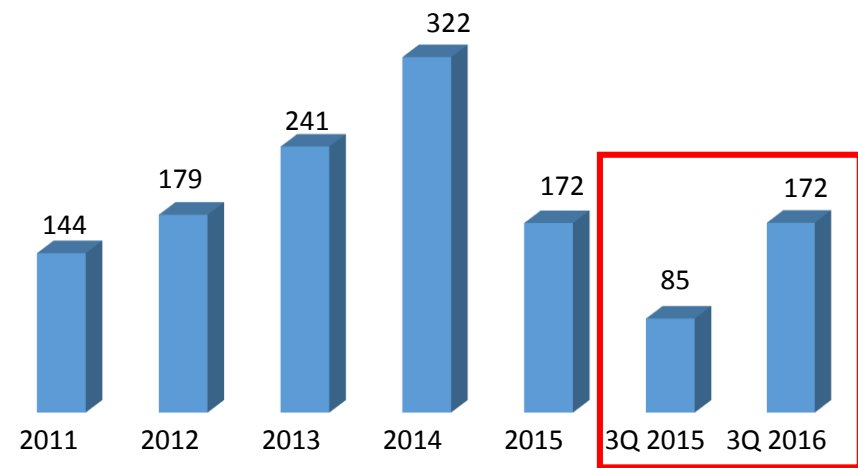
Gross Profit (IDR bn)



Operating Profit (IDR bn)



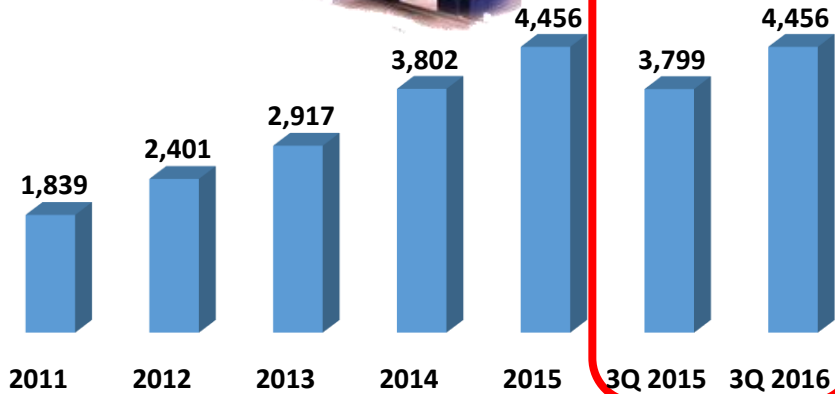
Net Profit (IDR bn)



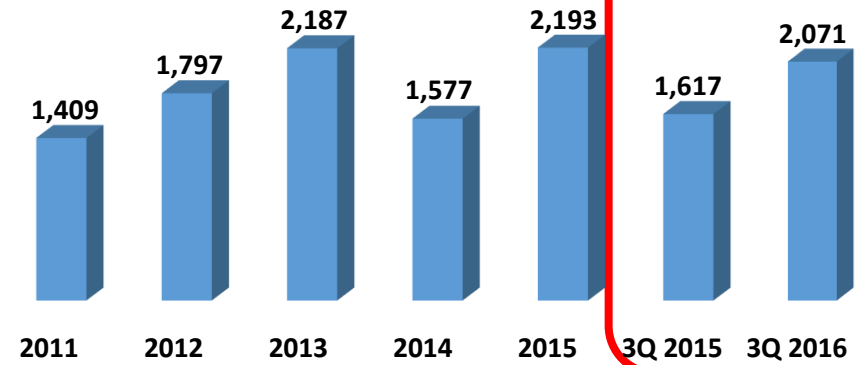
SUMMARY OF BALANCE SHEET



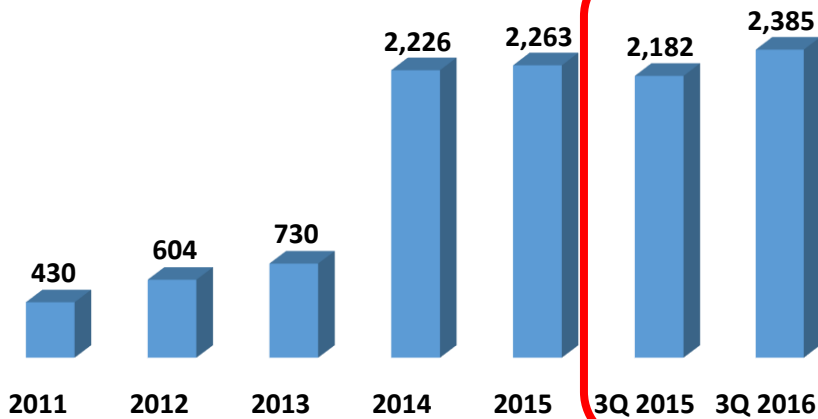
Assets (IDR bn)



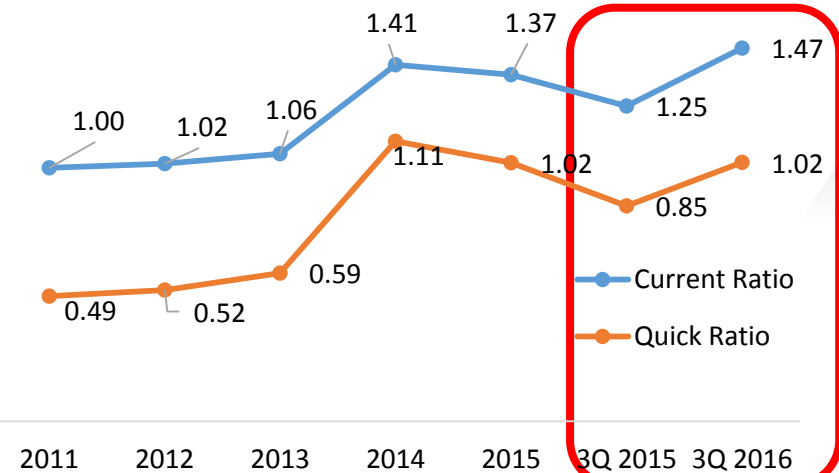
Liabilities (IDR bn)



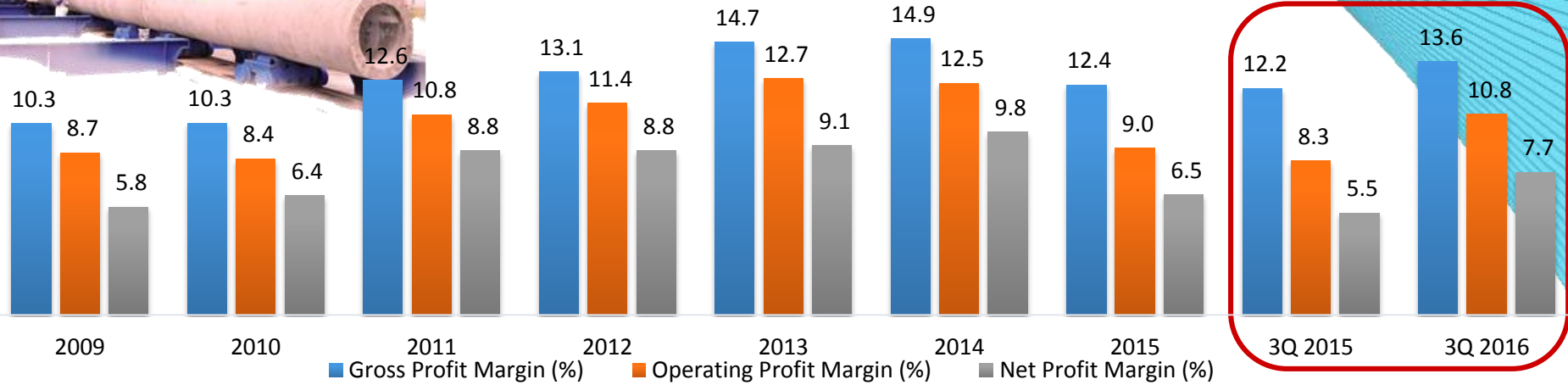
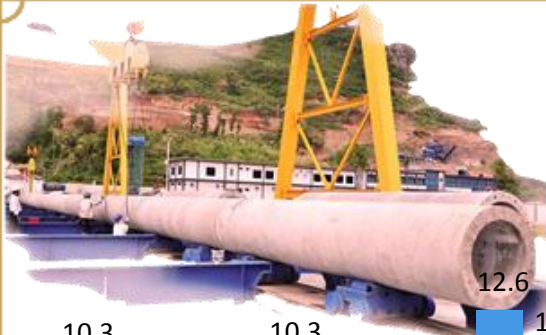
Equity (IDR bn)



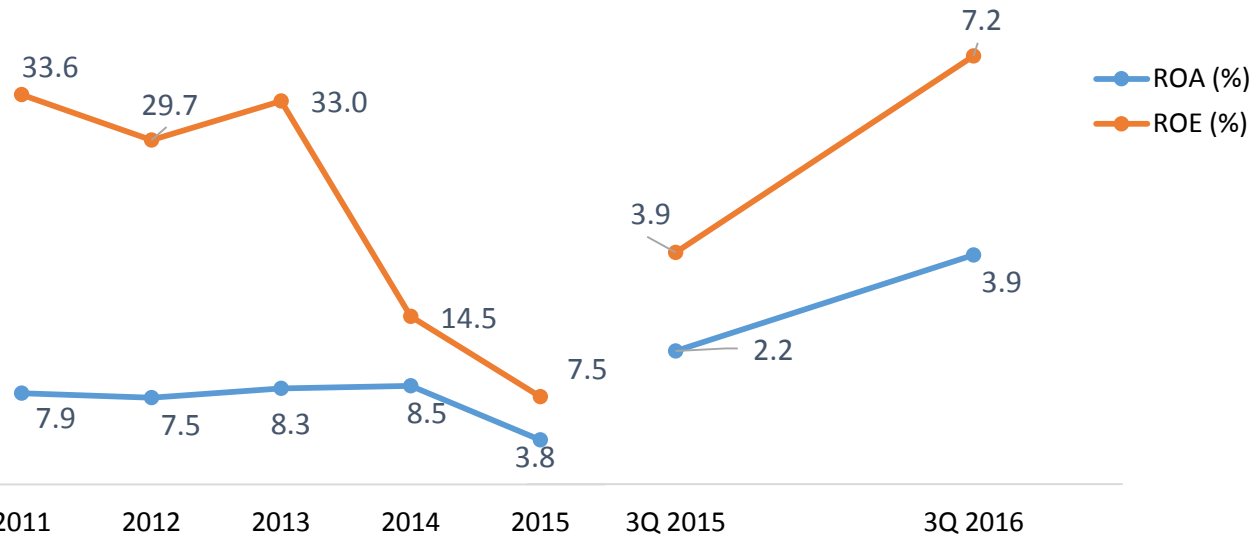
Current Ratio (x) & Quick Ratio (x)



FINANCIAL RATIO AND PROFITABILITY (1/2)



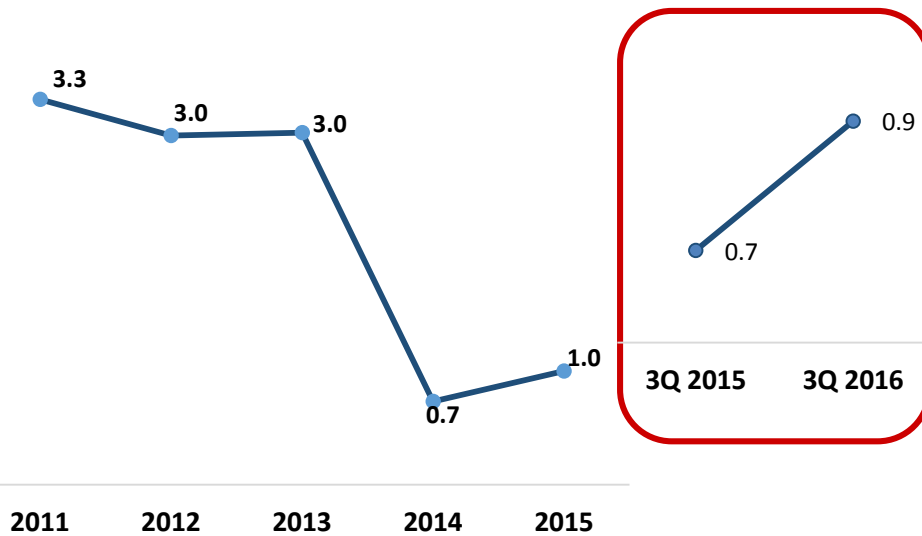
Return on Asset (ROA) and Return on Equity (ROE)



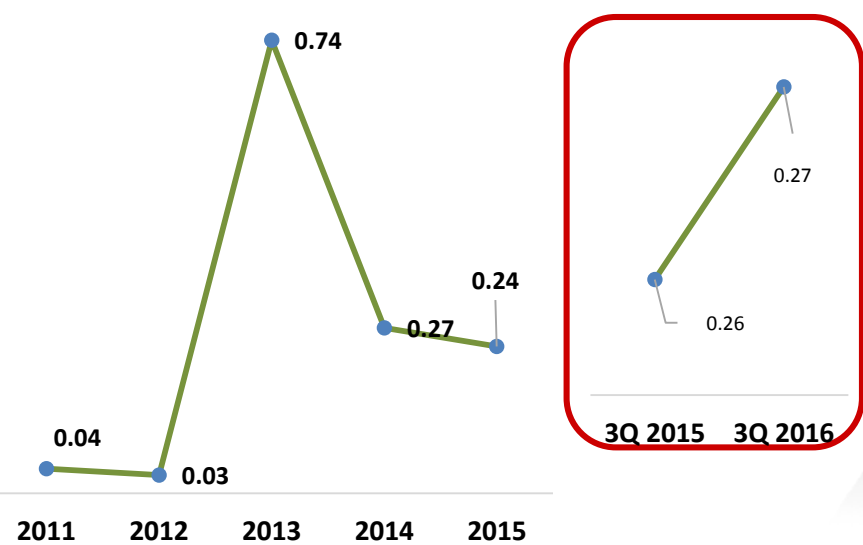
FINANCIAL RATIO AND PROFITABILITY (2/2)



Debt To Equity Ratio (DER)



Gearing Ratio (Equity)



STATEMENTS OF CONSOLIDATED CASH FLOWS

(IDR Million)

| Description | 2011 | 2012 | 2013 | 2014 | 2015 | 1Q 2016 | 2Q 2016 | 3Q 2016 |
|---|----------------|----------------|----------------|------------------|------------------|----------------|----------------|----------------|
| Operating Activities | 135,160 | 293,848 | 123,764 | 192,010 | 458,415 | (190,981) | (96,884) | 35,904 |
| Investing Activities | (162,239) | (174,250) | (454,305) | (790,214) | (472,119) | (79,964) | (130,562) | (36,031) |
| Financing Activities | (34,141) | (4,999) | 403,249 | 1,186,279 | (201,140) | (67,641) | 103,739 | 24,796 |
| Cash and cash equivalent at the Beginning Period | 286,940 | 225,720 | 340,319 | 450,399 | 1,038,475 | 823,631 | 485,043 | 361,336 |
| Cash and cash equivalent at the End Period | 225,720 | 340,319 | 413,027 | 1,038,475 | 823,631 | 485,043 | 361,336 | 386,005 |

5 COMPANY UPDATES





ANALYST REPORT

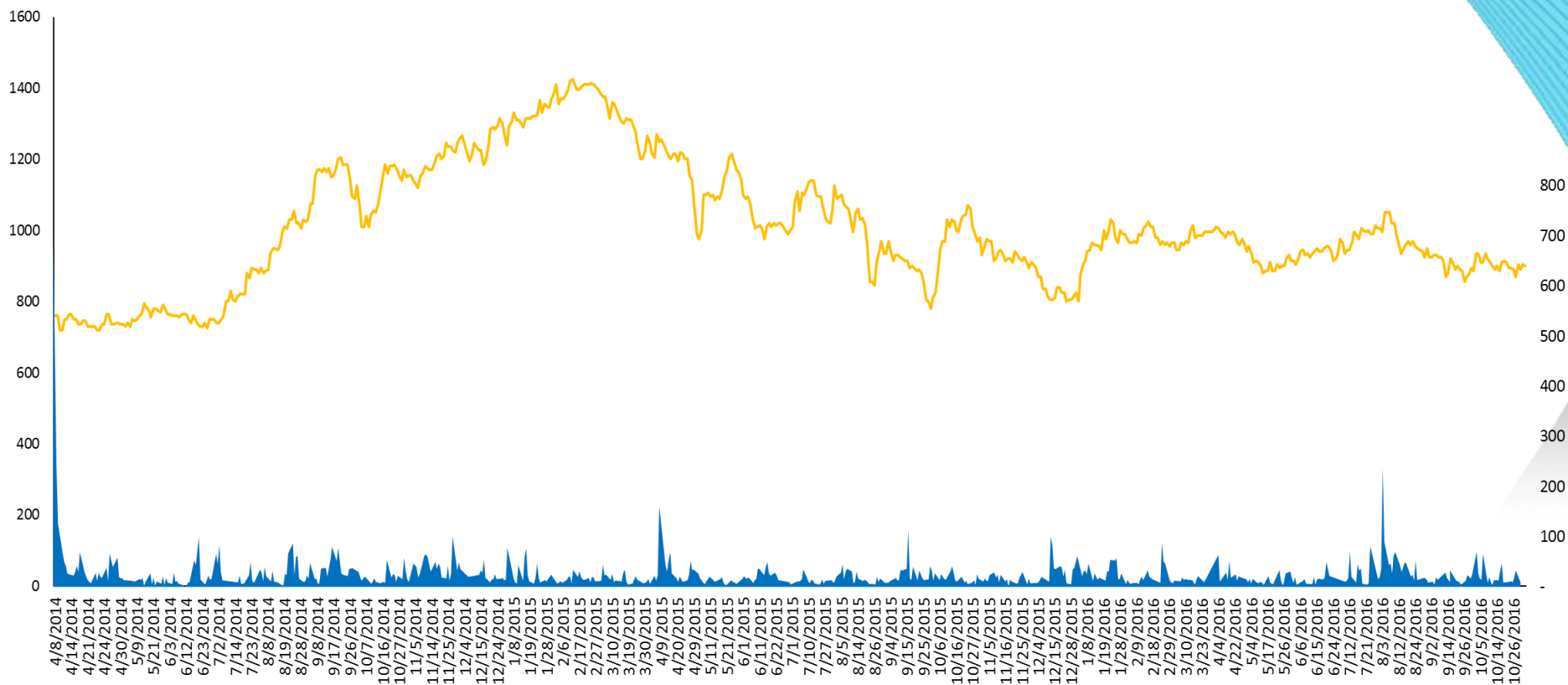
| No | Analyst | Company | Target Price (IDR) | Recomendation | Date |
|----|-------------------|-----------------------|--------------------|---------------|-------------|
| 1 | Akhmad Nurcahyadi | Samuel Sekuritas | 1,150 | Buy | 12 Oct 2016 |
| 2 | Theodorus Ariel | Lautandhana Securindo | 1,400 | Buy | 23 Aug 2016 |
| 3 | Maria Renata | UOB Kayhian | 1,300 | Buy | 30 Jul 2016 |
| 4 | Bob Setiadi | Mandiri Sekuritas | 1,125 | Buy | 27 Mei 2016 |
| 5 | Arief Budiman | Ciptadana Securities | 1,100 | Buy | 27 Mei 2016 |
| 6 | Ari Jahja | Credit Suisse | 1,135 | Buy | 24 Apr 2016 |
| 7 | Bryan Sjahputra | Sinarmas Sekuritas | 1,225 | Buy | 18 Feb 2016 |



STOCK PERFORMANCE

**PRICE
(IDR)**

**VOLUME
(Million)**





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



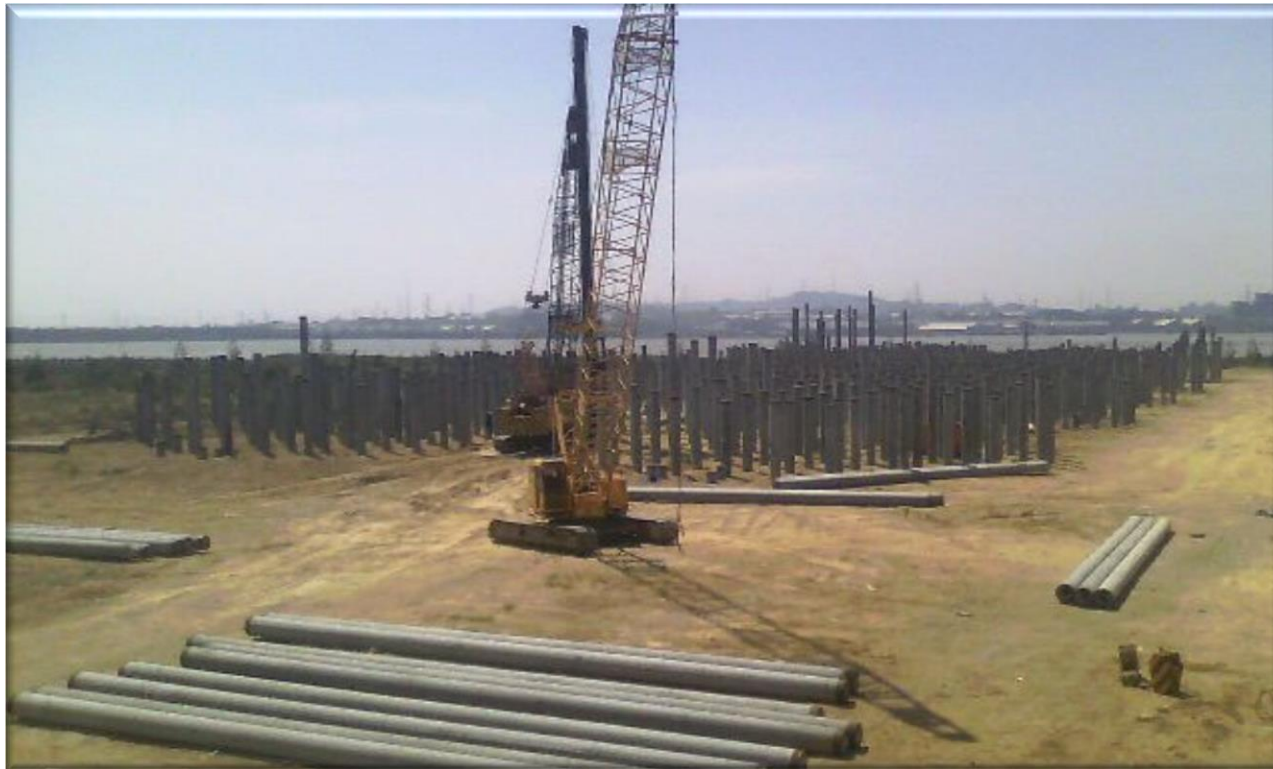
F. SOEKARNO HATTA AIRPORT ACCESS PROJECT, JAKARTA



COMPANY UPDATES



G. TELUK LAMONG PROJECT, EAST JAVA



COMPANY UPDATES



H. 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

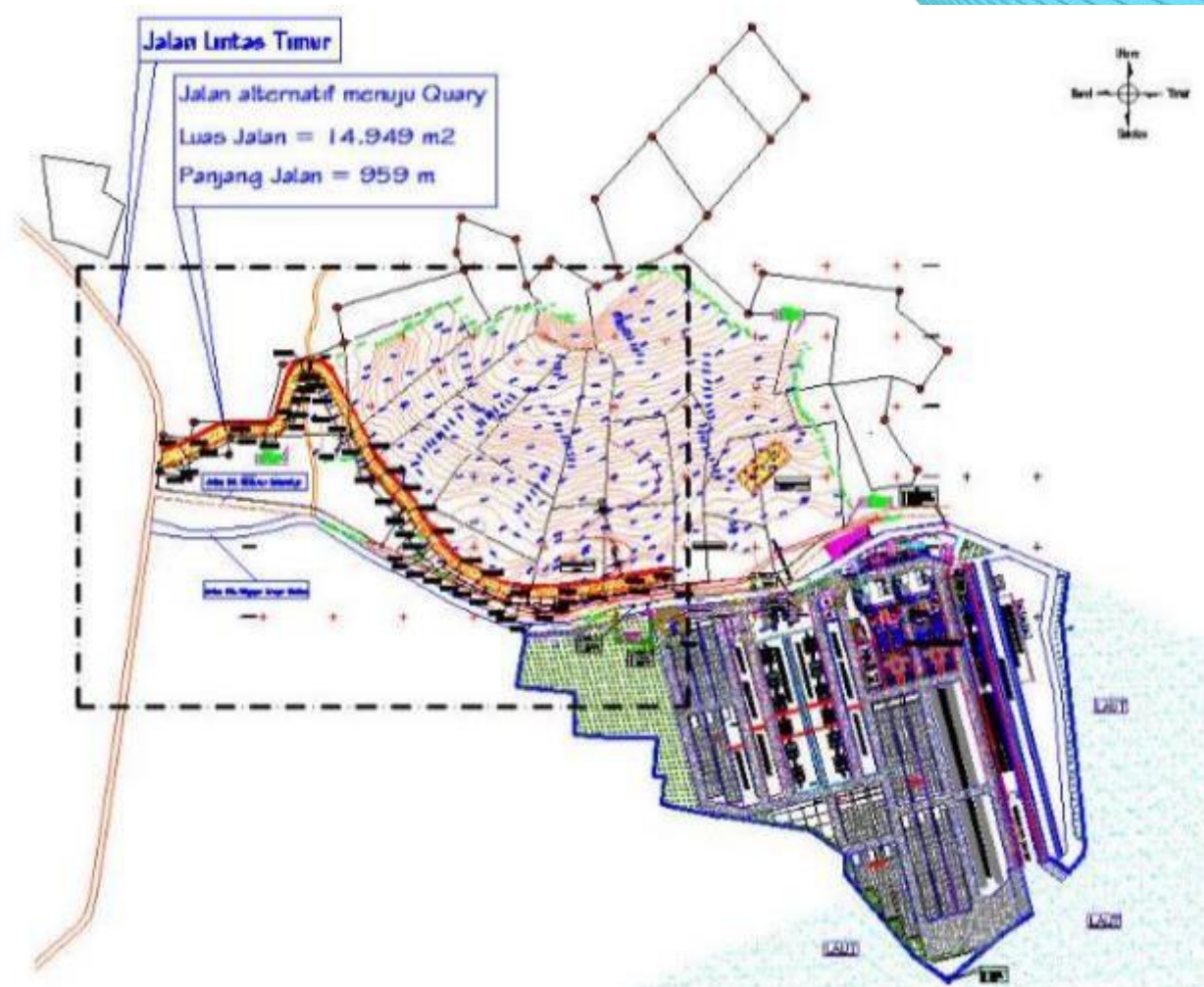


COMPANY UPDATES



I. SOUTH LAMPUNG FACTORY (1/2)

- Land area 67 Ha
 - Quarry 41 Ha
 - Plant Area 26 Ha
- Project Progress :
 - 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



J. SOUTH LAMPUNG FACTORY (2/2)



COMPANY UPDATES



K. SURABAYA – MOJOKERTO TOLL ROAD



COMPANY UPDATES

L. SECTION IV TOLL ROAD - MAKASSAR



COMPANY UPDATES

M. CAROLUS HOSPITAL PROJECT





COMPANY UPDATES

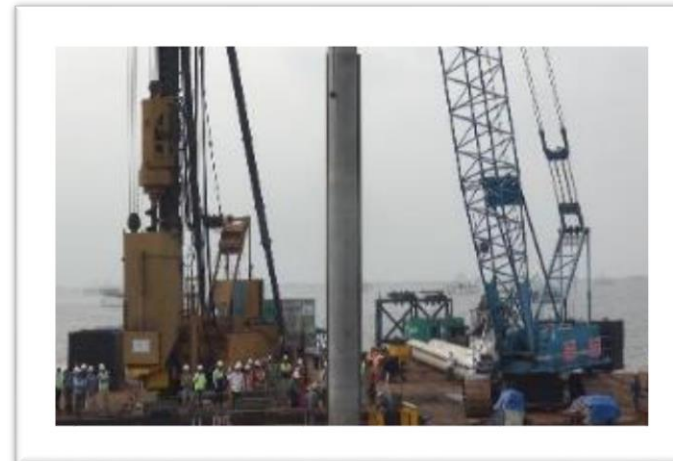
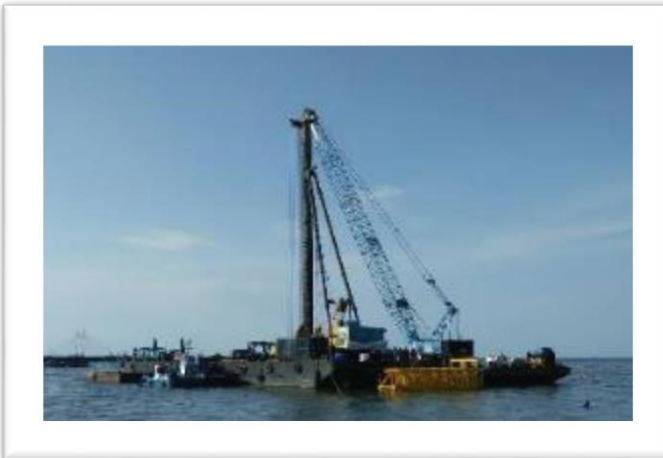
M. CAROLUS HOSPITAL PROJECT (2/2)





COMPANY UPDATES

N. NORTH JAKARTA COASTAL PROTECTION PROJECT



COMPANY UPDATES

O. MANADO INTERCHANGE PROJECT





COMPANY UPDATES

P. HOLTECAMP BRIDGE PROJECT - JAYAPURA





COMPANY UPDATES

Q. EXTRAORDINARY GENERAL MEETING OF SHAREHOLDERS, 20 July 2016





AWARDS & ACHIEVEMENT (1/2)



Best in Building and Managing Corporate Image Category Precast Concrete Product Manufacture from Frontier Consulting Group 2015



Best Annual Report Award 2014 from Otoritas Jasa Keuangan



Fastest Growing Issuer 2016 - Cement Category from Majalah Warta Ekonomi Indonesia



Best Employers 2015 from AON Hewitt Indonesia



Most Valuable Indonesian Brands 2016 from Brand Finance Plc



AWARDS & ACHIEVEMENT (2/2)



Rating History :

July 2013 idA⁺/Stable

July 2014 idA⁺/Stable

July 2015 idA⁺/Stable

July 2016 idA⁺/Stable

for corporate and MTN



Morgan Stanley Capital Index
Started on 07 Nov 2014 - now



August 2015 – January 2016



END OF PRESENTATION

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