

PT Wijaya Karya Beton Tbk

1Q 2017



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1 COMPANY PROFILE



VISION, MISSION & CORE VALUE



VISION

“To be the foremost precast concrete company in engineering, production, and installation (EPI) In Southeast Asia.”

MISSION

- Providing excellent & competitive products and services in EPI and fulfill the expectation of customers.
- Providing added value through business process which meets the requirements & expectation of the key stakeholders.
- Implementing best practices of integrated management system & technology to improve efficiency, quality, occupational health & safety which are environmentally sound.
- Continuously growing together with business partners.
- Enhancing the competences and welfare of the employees.

CORE VALUE

Commitment

Balance

Relationship

Integrity

Innovation

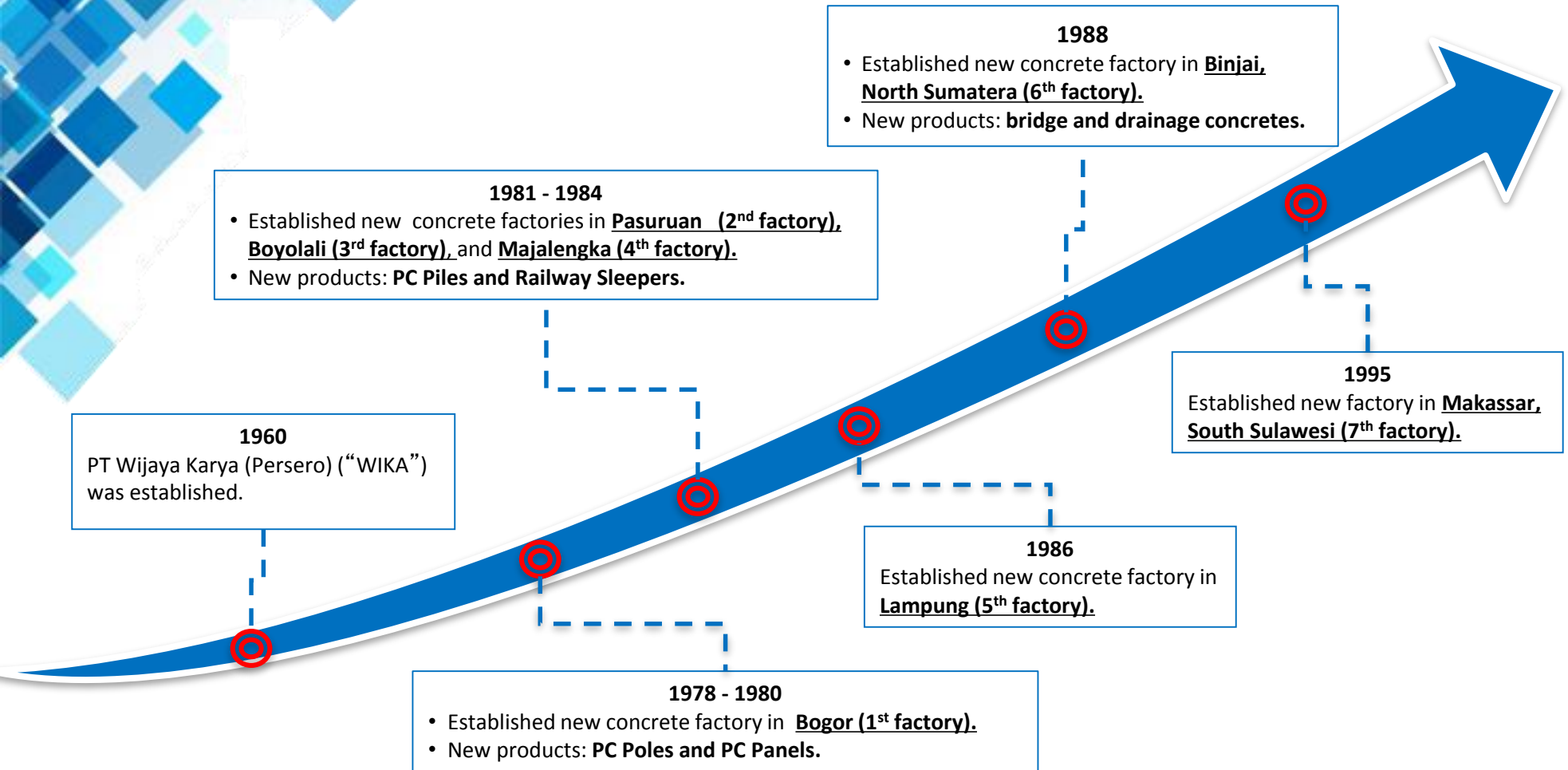
Excellence

Teamwork



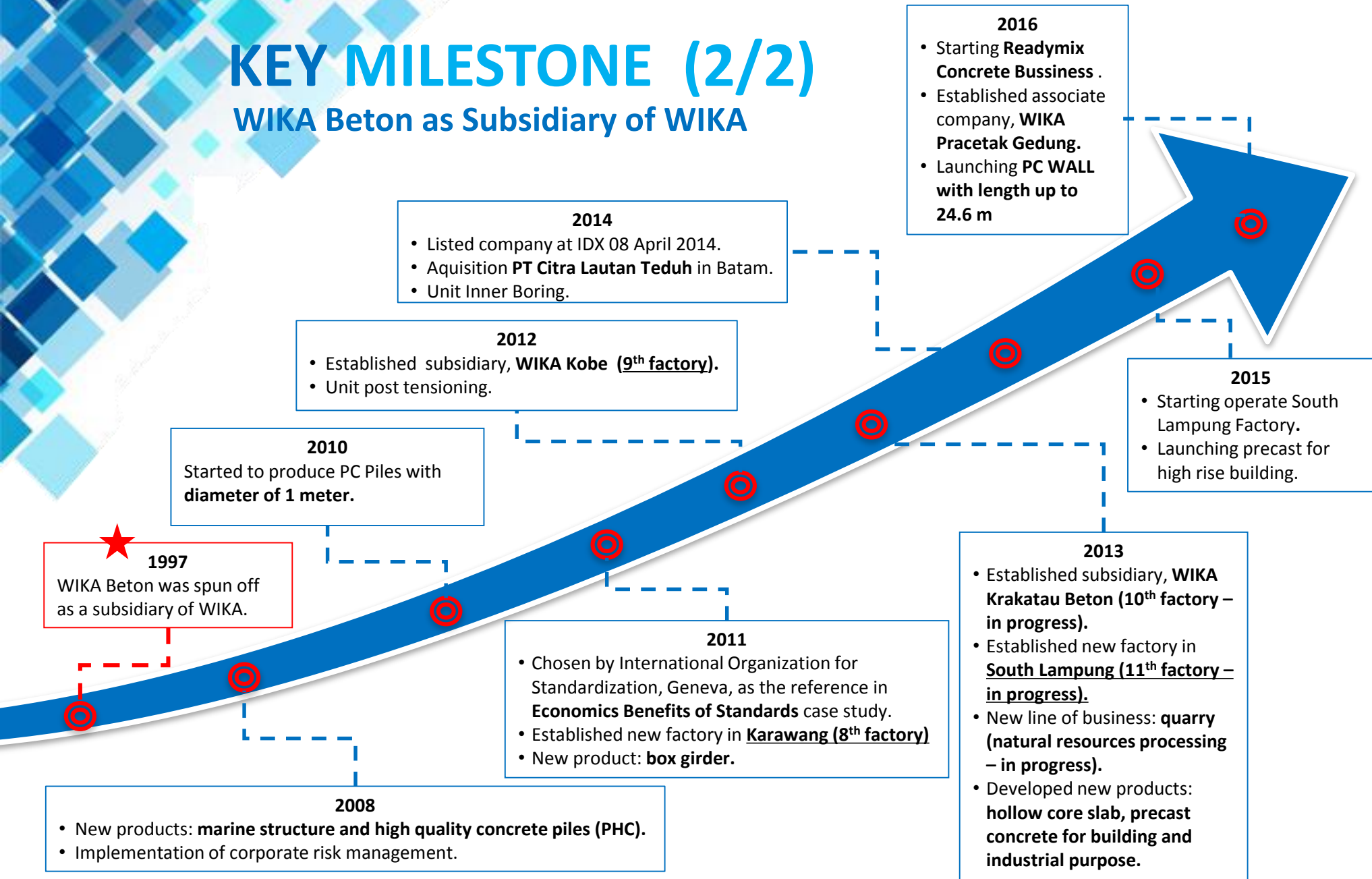
KEY MILESTONE (1/2)

WIKA Beton as Division of WIKA

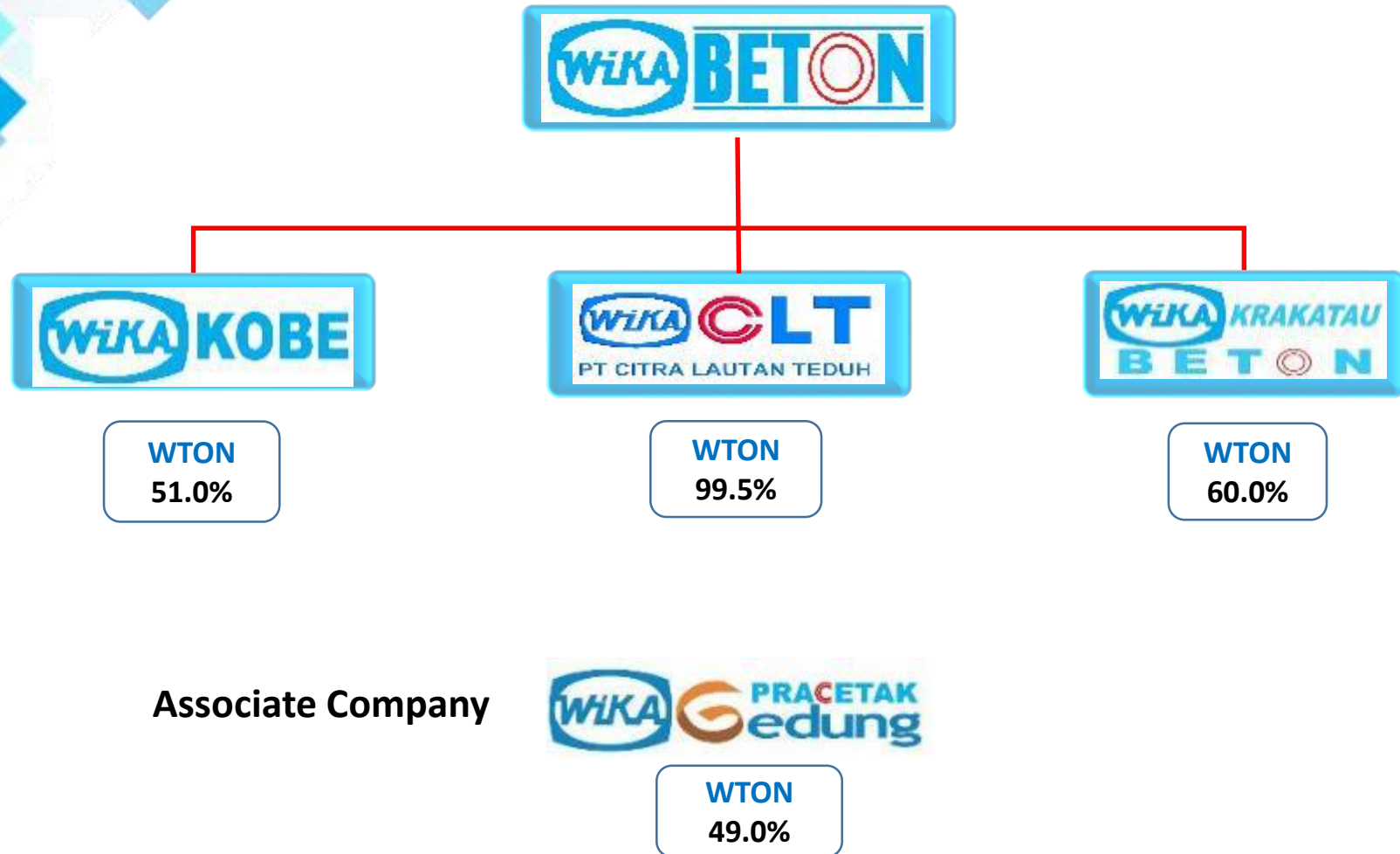


KEY MILESTONE (2/2)

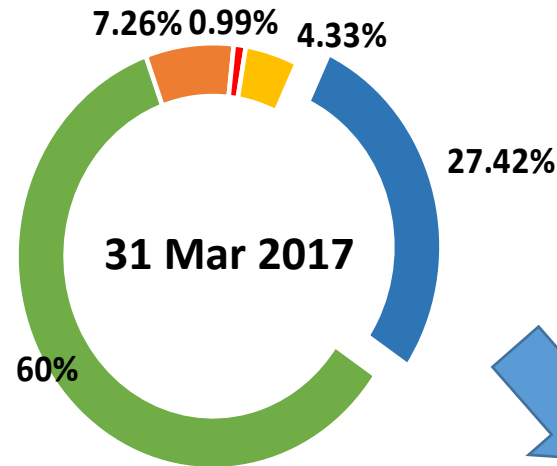
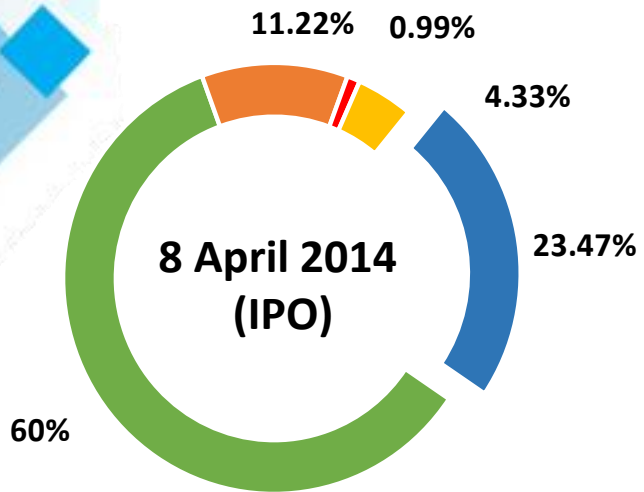
WIKA Beton as Subsidiary of WIKA



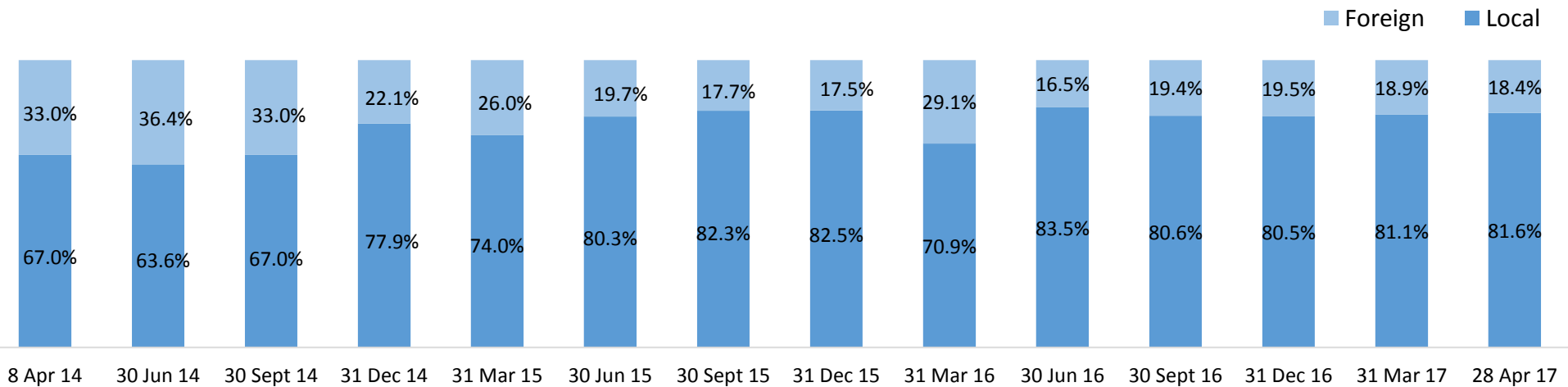
CORPORATE STRUCTURE (1/2)



CORPORATE STRUCTURE (2/2)



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



MANAGEMENT TEAM

Board of Directors

President Director	Hadian Pramudita
Director	Mohammad Syafii
Director	Kuntjara
Director	Hari Respati
Director	Agung Yunanto
Director	Siddik Siregar
Independent Director	Sidiq Purnomo

Board of Commissioners

President Commissioner	Gandira Gutawa Sumapraja
Commissioner	A. Boediono
Commissioner	Muhammad Chusnufam
Commissioner	Tumik Kristianingsih
Commissioner	Herry Trisaputra Zuna
Independent Commissioner	Asfiah Mahdiani
Independent Commissioner	Priyo Suprobo
Independent Commissioner	Yustinus Prastowo



COVERAGE AREA

- 📍 14 FACTORIES, 1 MOBILE FACTORY, 📍 6 SALES AREAS &
- 📍 2 REPRESENTATIVE OFFICES, 📍 3 SUBSIDIARIES,
- 📍 3 QUARRIES, 1 ASSOCIATE COMPANY



Installed Production Capacity is 2.7 million ton per year



PRODUCTION FACILITIES

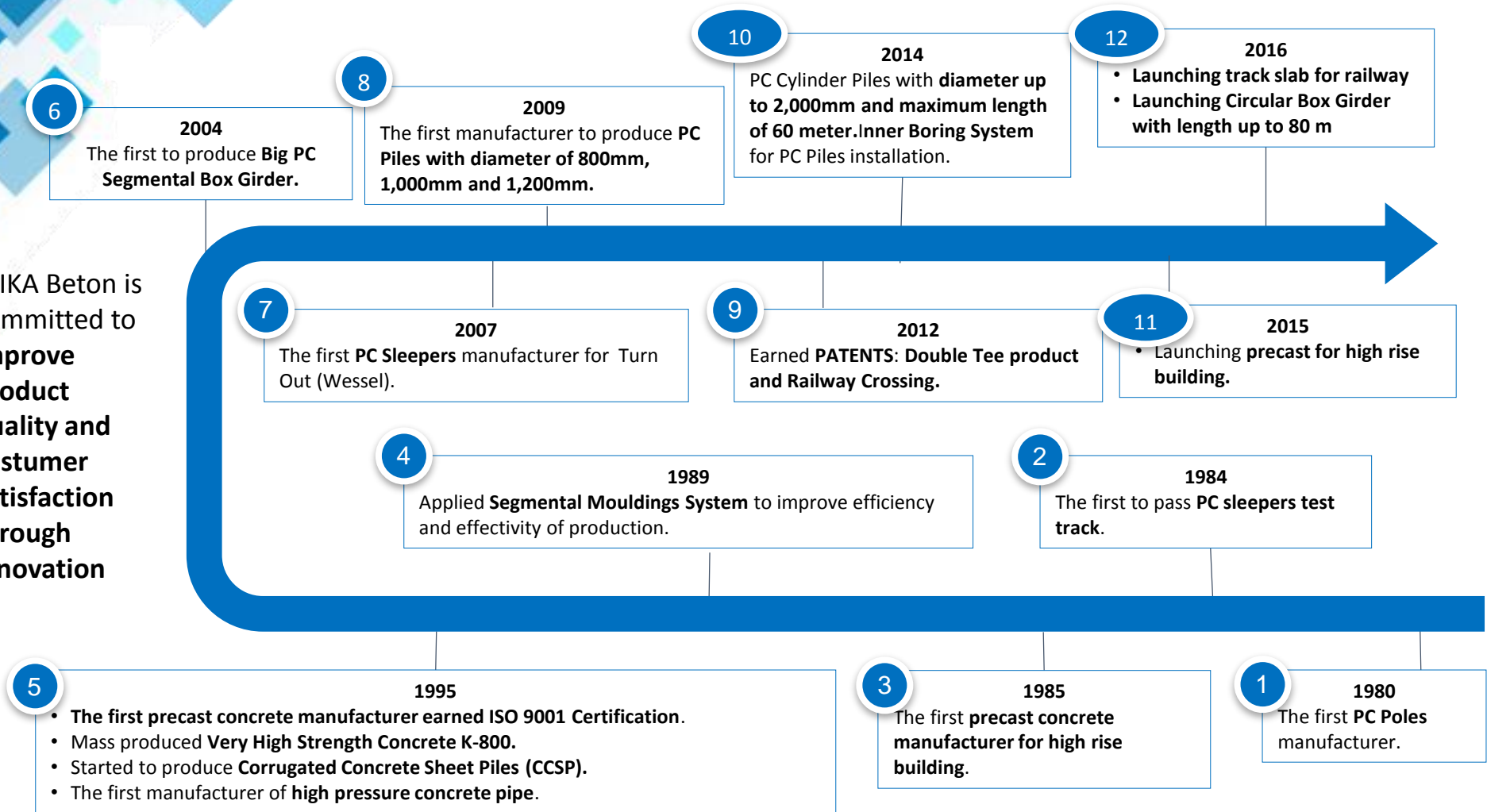
FACTORY	LAND AREA	PRODUCTION LINES
North Sumatera	5.0 Ha	6
Lampung	6.1 Ha	5
South Lampung	27.3 Ha	3
Bogor	13.2 Ha	8
Karawang	13.8 Ha	4
Subang (Dec 2016)	50.0 Ha	-
Majalengka	6.5 Ha	3
Boyolali	4.1 Ha	6
Pasuruan 1	6.9 Ha	5
Pasuruan 2	6.0 Ha	2
South Sulawesi 1	3.0 Ha	3
South Sulawesi 2	7.8 Ha	2
Quarry Cigudeg	43.1 Ha	-
Quarry Donggala	23.7 Ha	-
Quarry South Lampung	42.7 Ha	-
PT Citra Lautan Teduh	27.5 Ha	2
PT WIKA Kobe	3.5 Ha	2
PT WIKA Krakatau Beton	3.0 Ha	-
Others	0.4 Ha	-
TOTAL	293.6 Ha	51

**BATCHING PLANT
46 UNIT**



CONTINUOUS INNOVATION

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



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



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

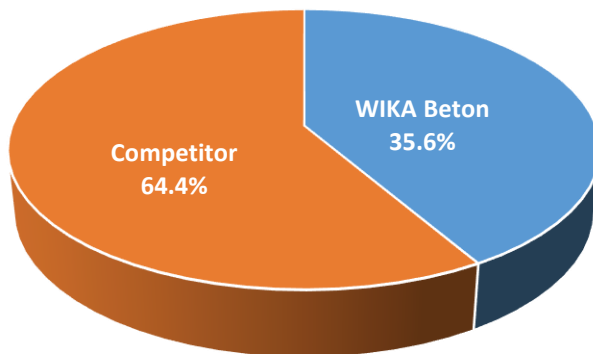


3 BUSINESS OVERVIEW

LARGEST CAPACITY and LEADING MARKET SHARE

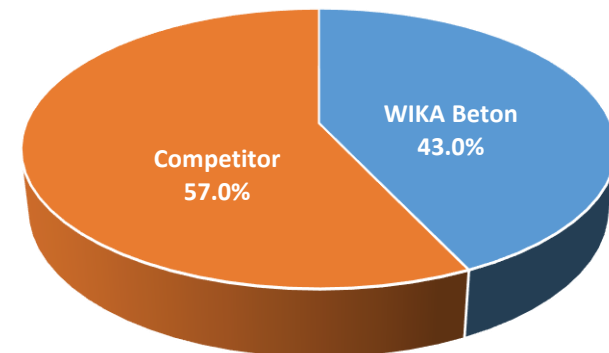
- Based on internal research, in 2015, there are **23 precast concrete production facilities in Indonesia** with **total production capacity of 6.5 million ton per year**.
- **WIKA Beton has the biggest production capacity with 35.6% of total production capacity in Indonesia** or equivalent of 2,3 million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



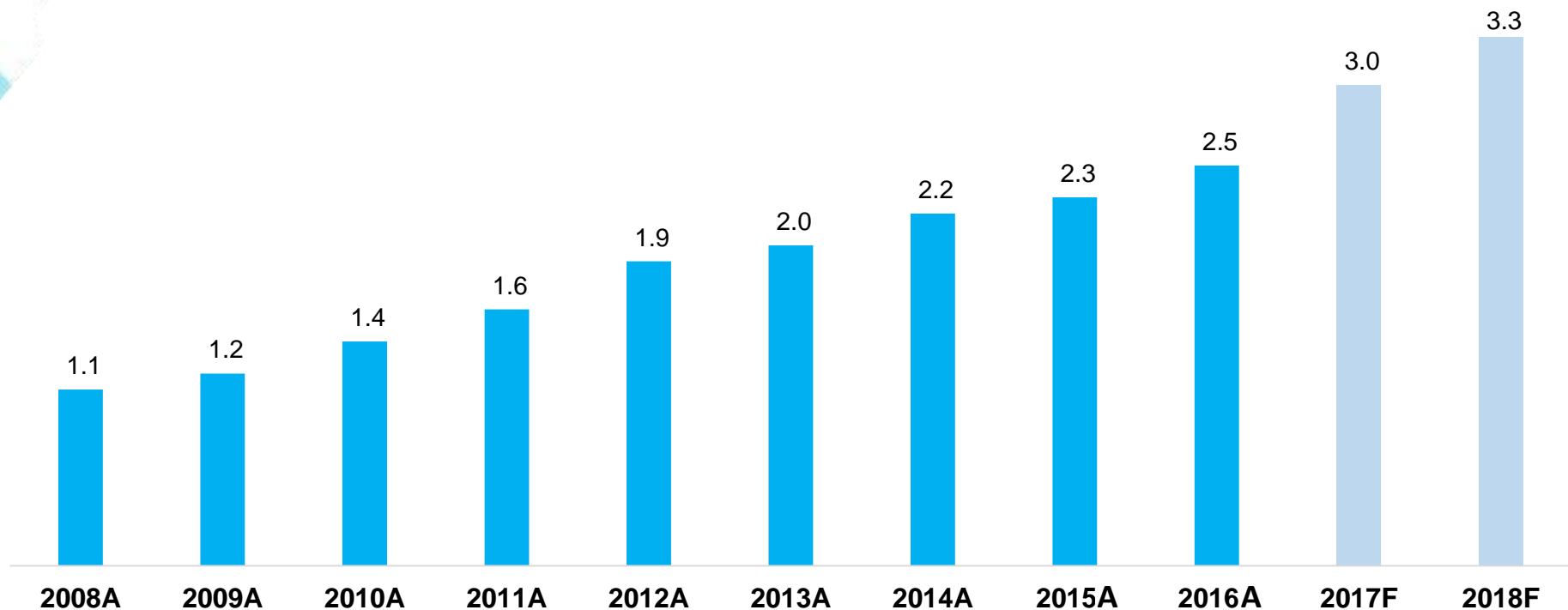
Source : Internal Research of PT Wijaya Karya Beton Tbk



PRODUCTION CAPACITY 2008-2018

- Currently, WIKA Beton's installed production capacity is approximately 2,7 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)



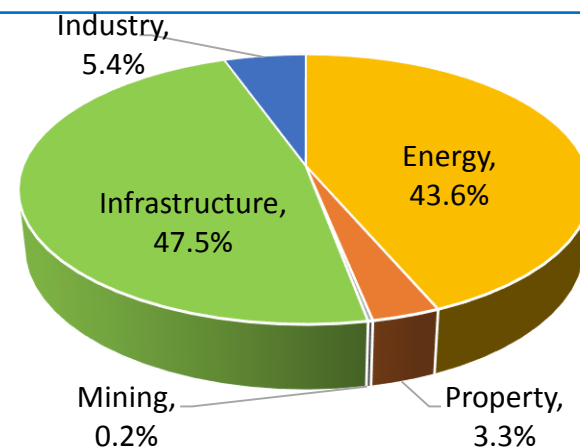
CUSTOMERS' PROFILE

- Based on line of business, **Infrastructure sector contributed 72.8% of total WIKA Beton's new contract** in 2016.
- Based on customers' ownership, **private – local companies contributed 43.8.7% of total WIKA Beton's revenue** in 2016, followed by State Owned Enterprise with 33.7%.
- Contribution from WIKA in 2016 was 14.6%.

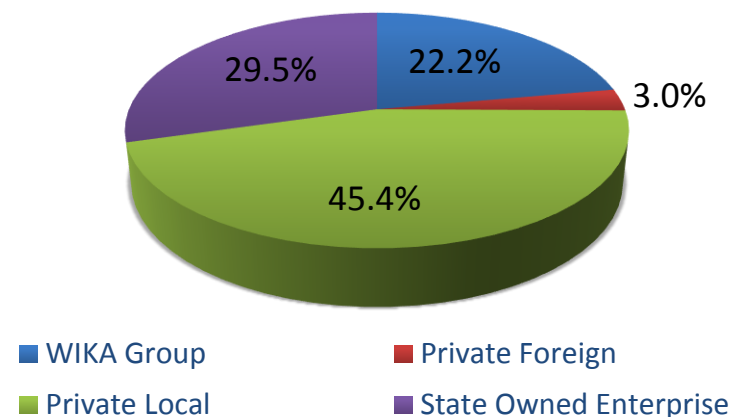
Top 10 Buyers 1Q 2017

No	Customer	Contribution
1	WIKA Group	22.2%
2	PT Perusahaan Listrik Negara (Persero)	9.1%
3	PT Adhi Karya (Persero) Tbk	6.6%
4	PT Satya Mitra Surya Perkasa	3.4%
5	Mitsui Engineering & Shipbuilding CO. LTD	3.0%
6	Hutama Karya Group	2.8%
7	PT Indokarya Bangun Bersama	1.8%
8	Waskita Karya Group	1.7%
9	PT Usaha Multi Guna	1.7%
10	PT Pembangunan Perumahan (Persero) Tbk	1.4%

Customers' Profile Based on Line of Business in 1Q 2017 (Percentage of New Contract)



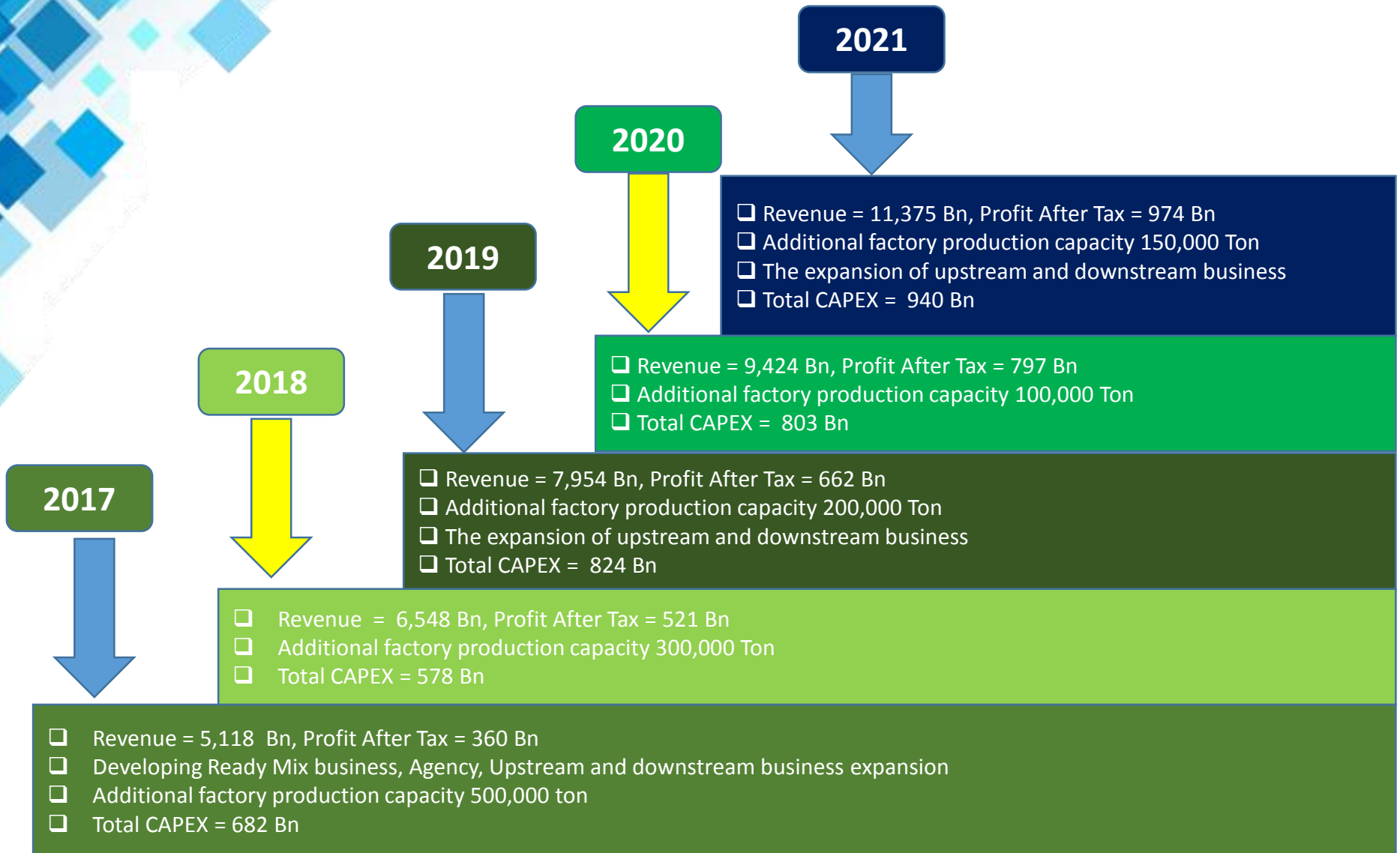
Customers' Profile Based on Ownership in 1Q 2017 (Percentage of Revenue)



4 STRATEGIC PLAN



ROADMAP STRATEGIC BUSINESS PLAN



2017

2018

2019

2020

2021

- ❑ Revenue = 5,118 Bn, Profit After Tax = 360 Bn
- ❑ Developing Ready Mix business, Agency, Upstream and downstream business expansion
- ❑ Additional factory production capacity 500,000 ton
- ❑ Total CAPEX = 682 Bn

- ❑ Revenue = 6,548 Bn, Profit After Tax = 521 Bn
- ❑ Additional factory production capacity 300,000 Ton
- ❑ Total CAPEX = 578 Bn

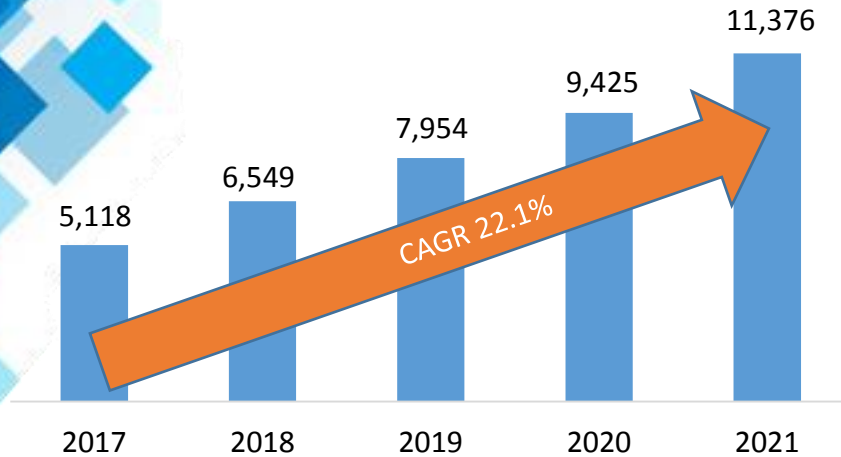
- ❑ Revenue = 7,954 Bn, Profit After Tax = 662 Bn
- ❑ Additional factory production capacity 200,000 Ton
- ❑ The expansion of upstream and downstream business
- ❑ Total CAPEX = 824 Bn

- ❑ Revenue = 9,424 Bn, Profit After Tax = 797 Bn
- ❑ Additional factory production capacity 100,000 Ton
- ❑ Total CAPEX = 803 Bn

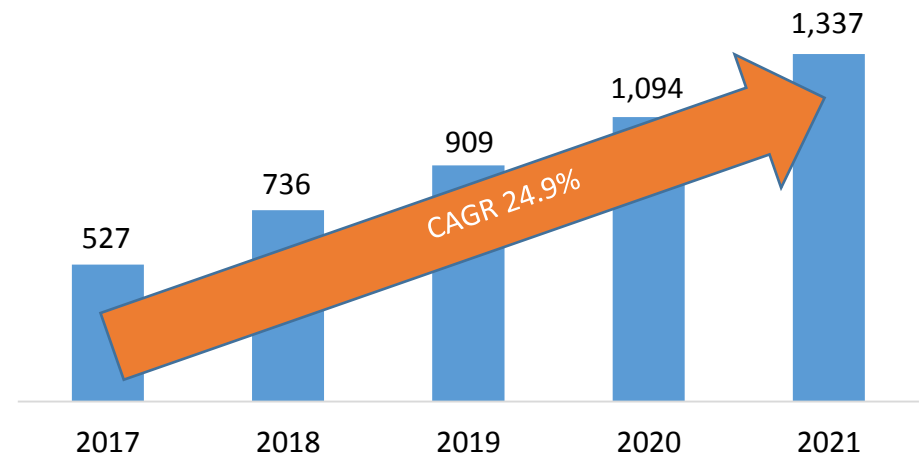
- ❑ Revenue = 11,375 Bn, Profit After Tax = 974 Bn
- ❑ Additional factory production capacity 150,000 Ton
- ❑ The expansion of upstream and downstream business
- ❑ Total CAPEX = 940 Bn

FINANCIAL PLANNING

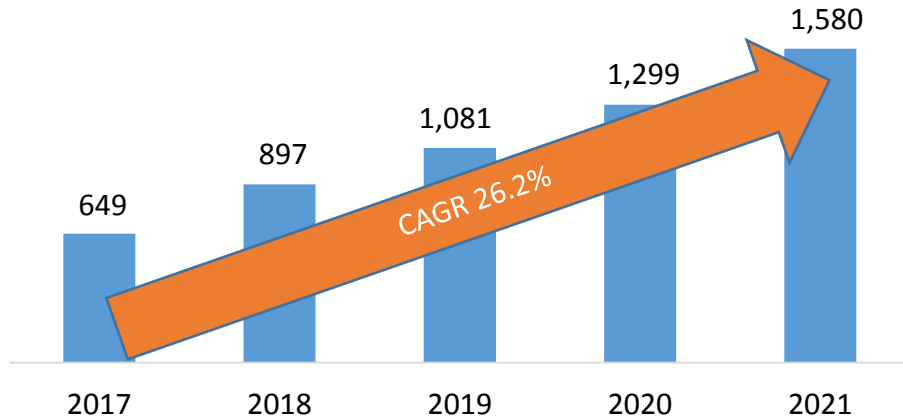
Revenue (IDR Bn)



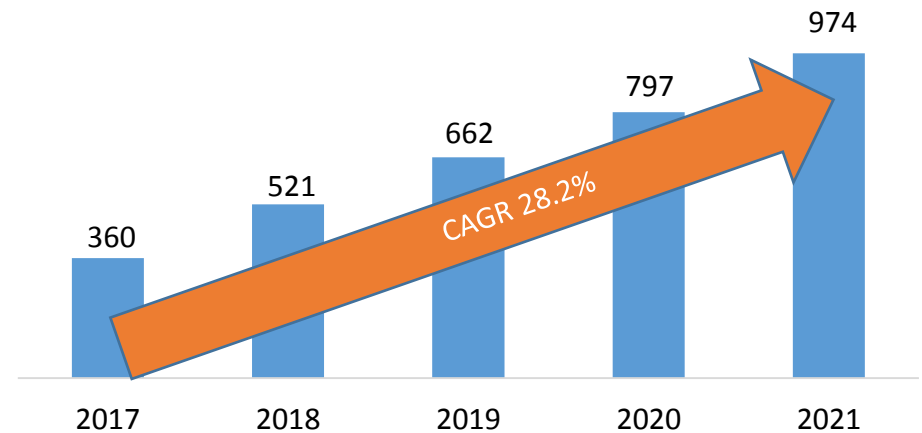
Operating Profit (IDR Bn)



Gross Profit (IDR Bn)



Net Income (IDR Bn)



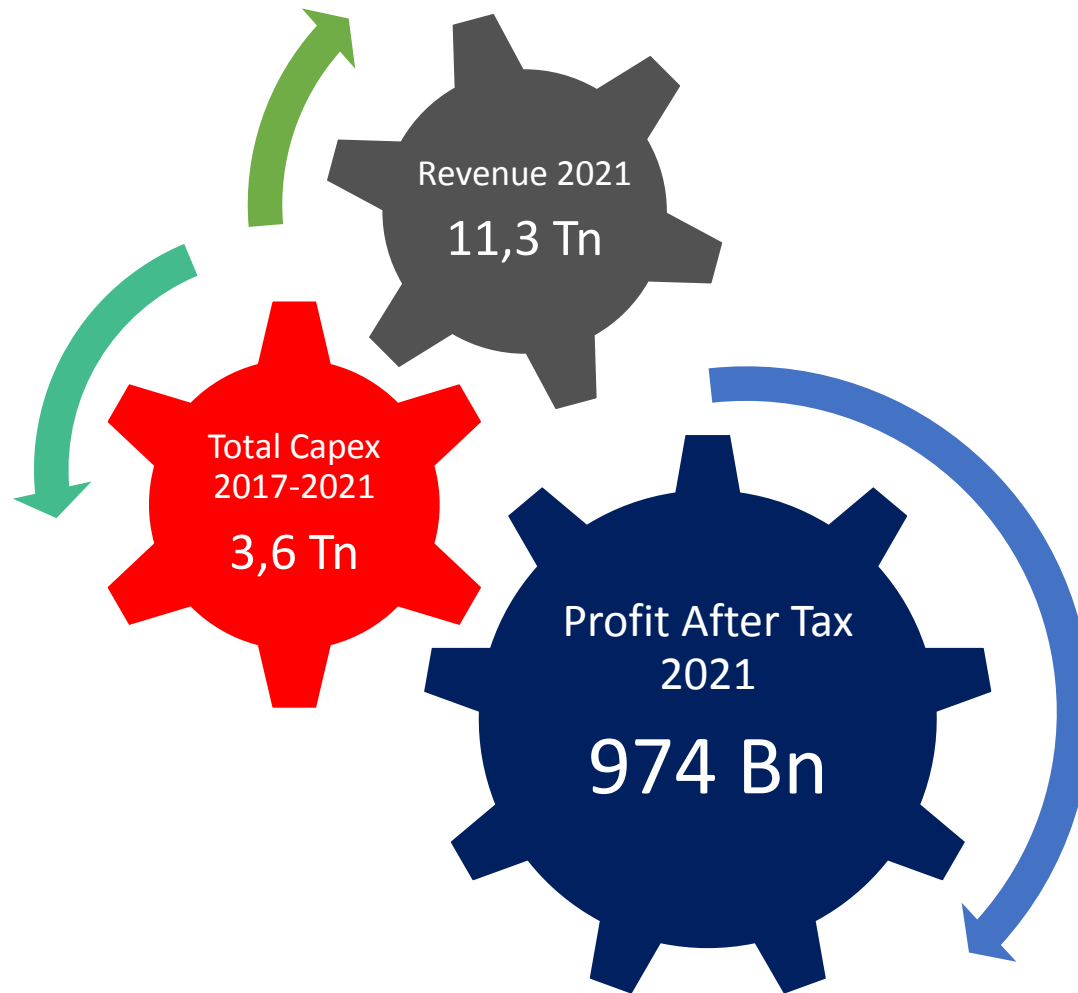
CONSOLIDATED STATEMENT OF FINANCIAL POSITION (2017-2021)

(IDR Bn)

Assets	2017	2018	2019	2020	2021
Cash and Cash Equivalent	1,144.5	852.4	1,907.1	2,181.8	2,357.3
Account Receivables	669.0	1,255.9	1,416.5	1,678.4	2,025.8
Inventory	688.0	1,858.2	2,259.8	2,671.6	3,220.4
Prepaid Expenses	280.9	529.9	636.4	753.9	910.0
Accrued Income	225.0	327.5	397.7	471.2	568.8
Others Current Assets	225.4	493.0	542.8	611.1	691.8
Total Current Assets	3,232.8	5,310.9	7,160.3	8,368.1	9,744.1
Fixed Assets	2,723.6	2,815.1	3,101.7	3,192.4	3,312.2
Others Non Current Assets	3.4	19.4	29.7	34.4	38.5
Total Non Current Assets	2,727.0	2,834.5	3,131.4	3,226.8	3,350.7
Total Assets	5,959.8	8,145.4	10,291.7	11,594.9	13,094.8
Liabilities and Equity	2017	2018	2019	2020	2021
Bank Loan	391.4	380.0	320.0	280.0	310.0
Trade Payables	767.8	1,412.9	1,718.4	2,031.5	2,448.8
Advances from Customer	188.1	458.4	556.8	659.7	1,023.8
Accrued Expenses	312.5	565.1	687.3	812.6	587.7
Unearned Revenue	235.9	785.8	1,081.8	1,215.8	1,365.1
Other Current Liabilities	71.7	131.3	165.5	222.9	270.4
Total Current Liabilities	1,967.5	3,733.8	4,529.8	5,222.5	6,005.8
Total Non Current Liabilities	603.6	629.1	667.9	718.2	783.7
Total Equity	3,388.8	3,782.5	5,094.0	5,654.0	6,335.3
Total Liabilities and Equity	5,959.8	8,145.5	10,291.7	11,594.8	13,124.8



PERFORMANCE TARGETS 2017-2021

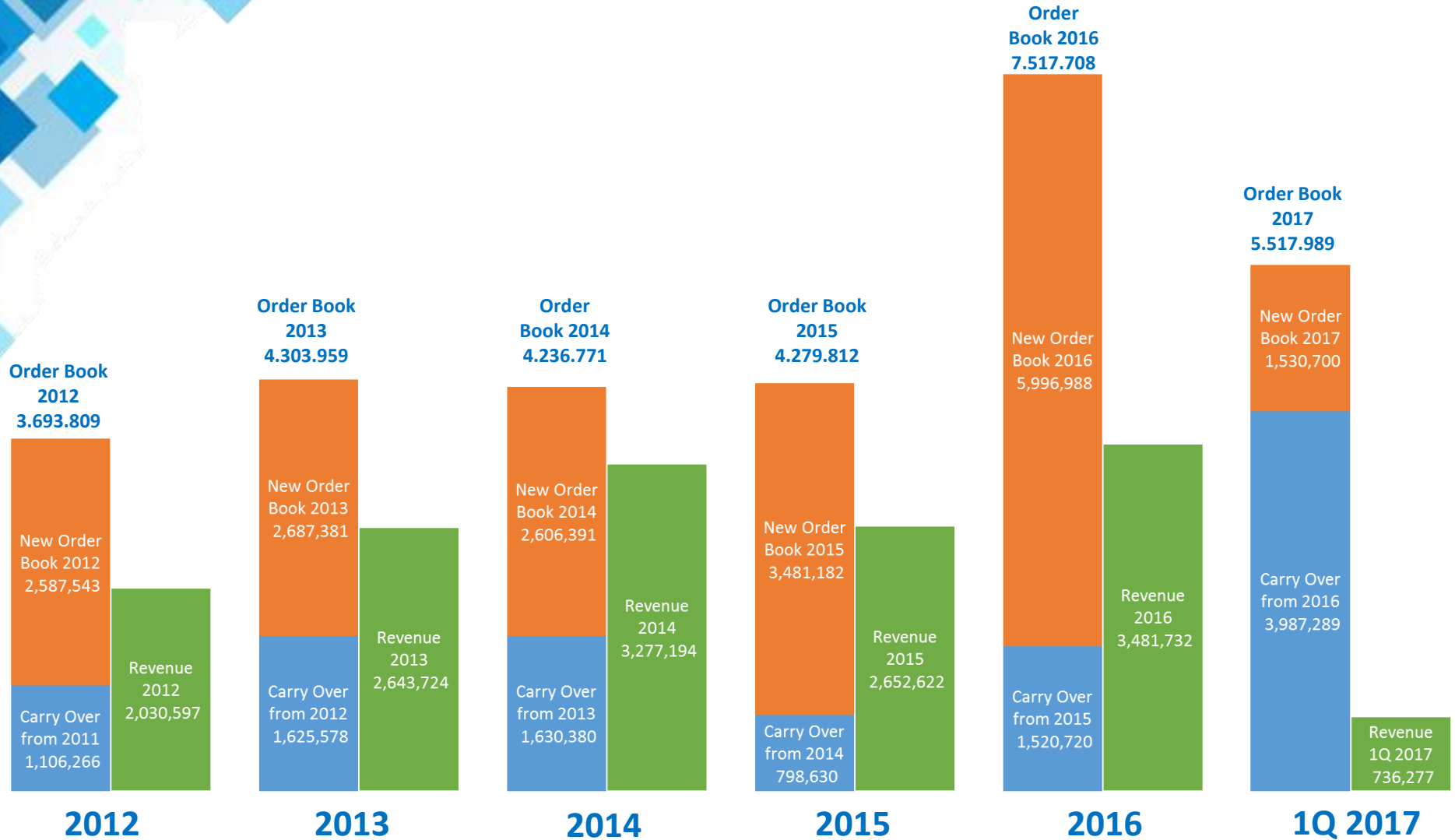


5 FINANCIAL HIGHLIGHT

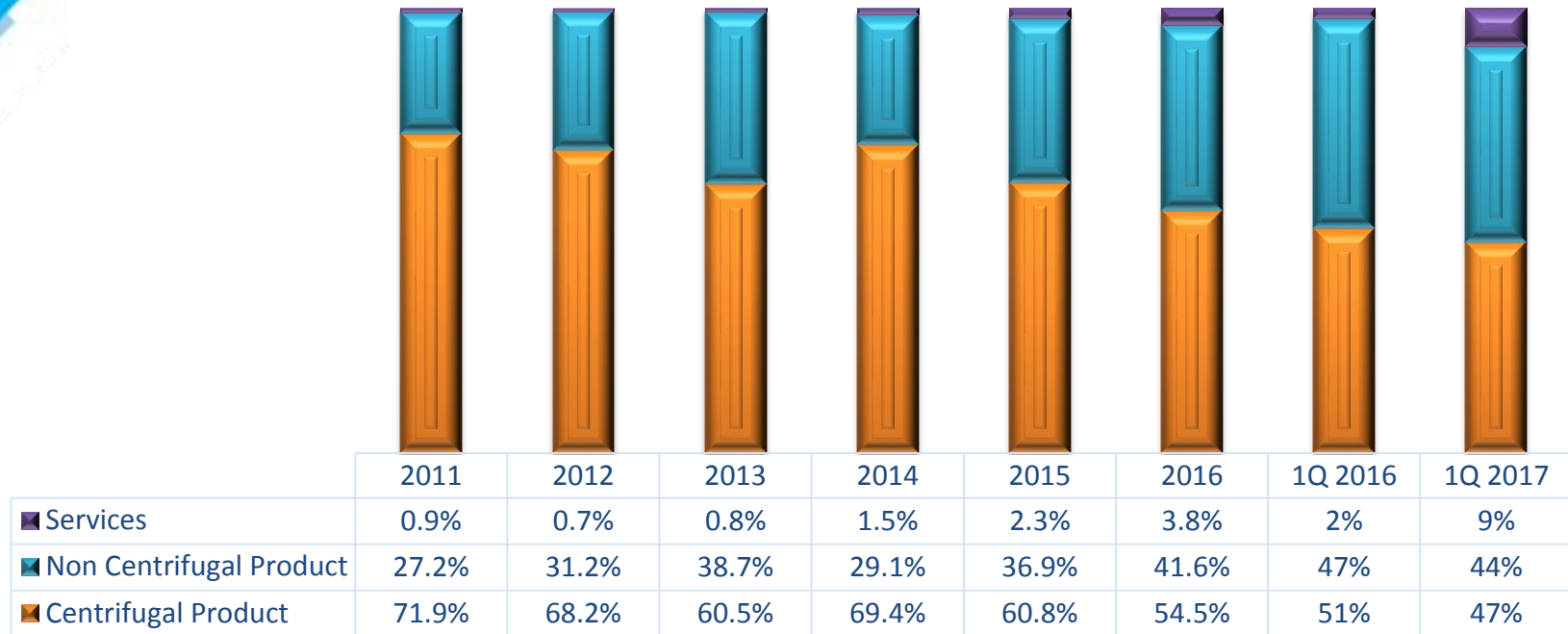


ORDER BOOK & REVENUE

Total Order Book Vs. Revenue (IDR Million)



REVENUE CONTRIBUTION



■ Centrifugal Product
 ■ Non Centrifugal Product
 ■ Services



USAGE IPO PROCEED

No	Subject	Budget Allocation	Progress on 31 Mar 17
A	BUSINESS EXPANSION (85%)		
	1 Processing of natural materials quarry in Cigudeg, Donggala, Boyolali and South Lampung.	11%	84.35%
	2 Development of New Factories in South Lampung, Pasuruan, and Kalimantan.	34%	96.31%
	3 Capacity expansion of existing factories at the factories in North Sumatra Factory, Lampung, Bogor, Karawang, Majalengka, Boyolali, South Sulawesi and mould Products.	27%	97.35%
	4 The services business development such as purchase of inner boring pile equipment and addition of post tensioning equipment.	13%	98.67%
	5 The establishment of mould maker	0%	0%
B	WORKING CAPITAL (15%) Additional Working Capital	15%	100.00%
		100%	

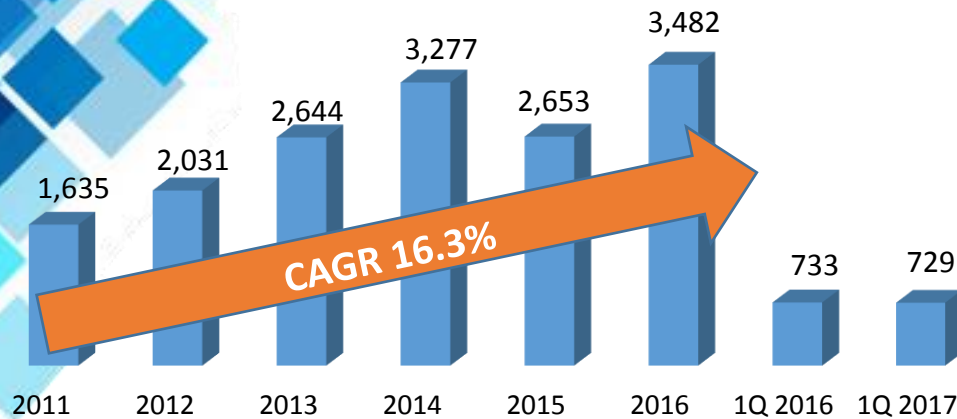
Total Usage of IPO Proceed until 31 Mar 2017 :

96.2%

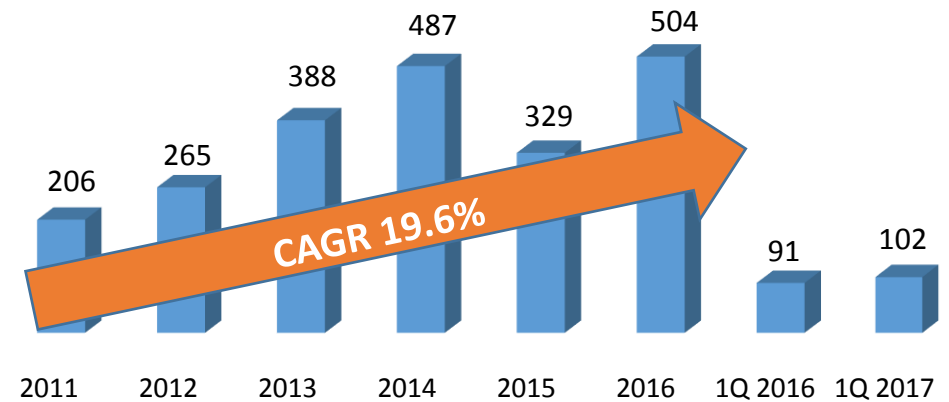


SUMMARY OF INCOME STATEMENT

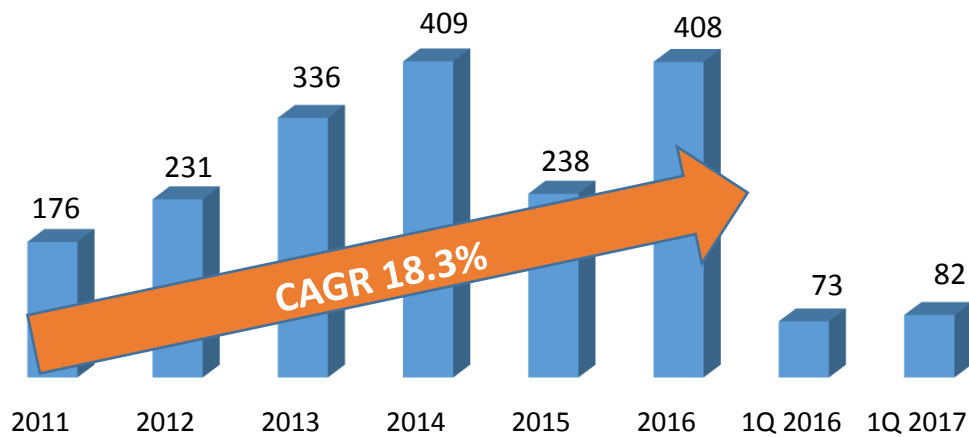
Revenue (IDR bn)



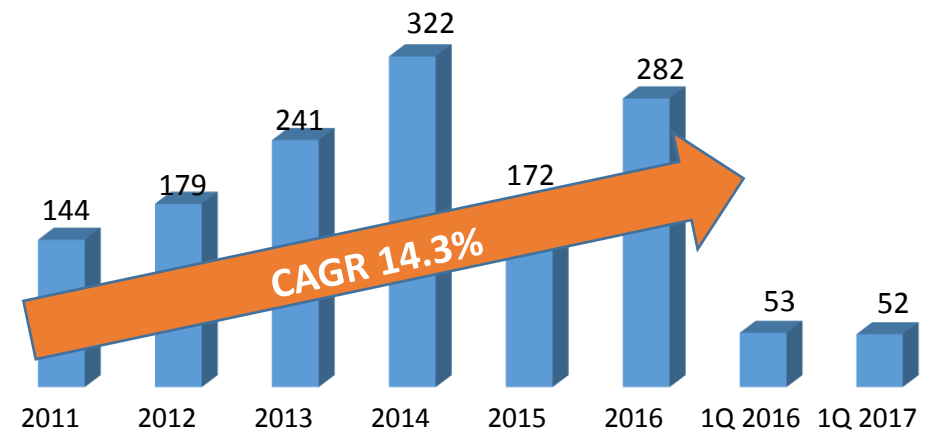
Gross Profit (IDR bn)



Operating Profit (IDR bn)

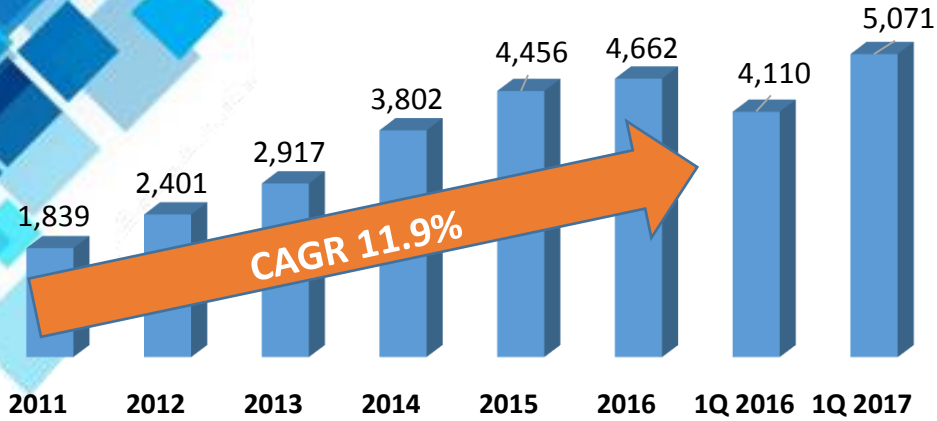


Net Profit (IDR bn)

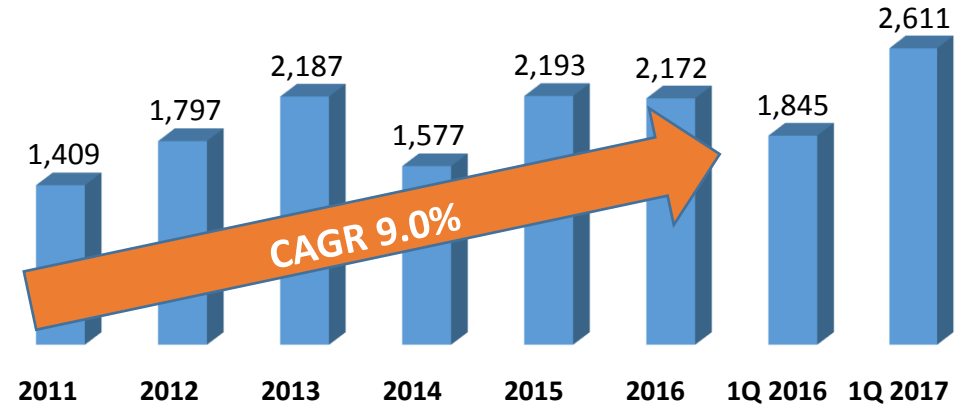


SUMMARY OF BALANCE SHEET

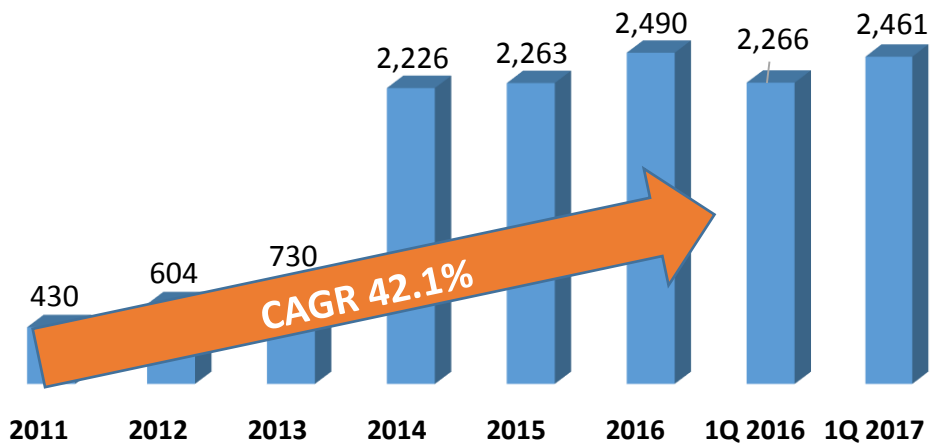
Assets (IDR bn)



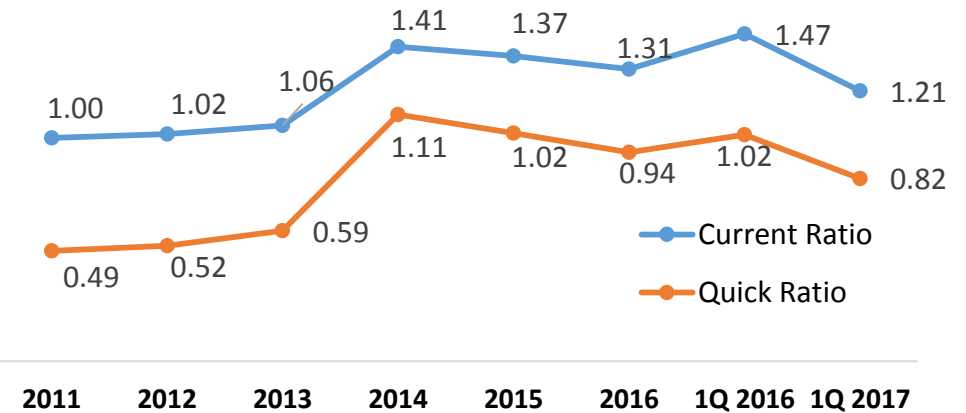
Liabilities (IDR bn)



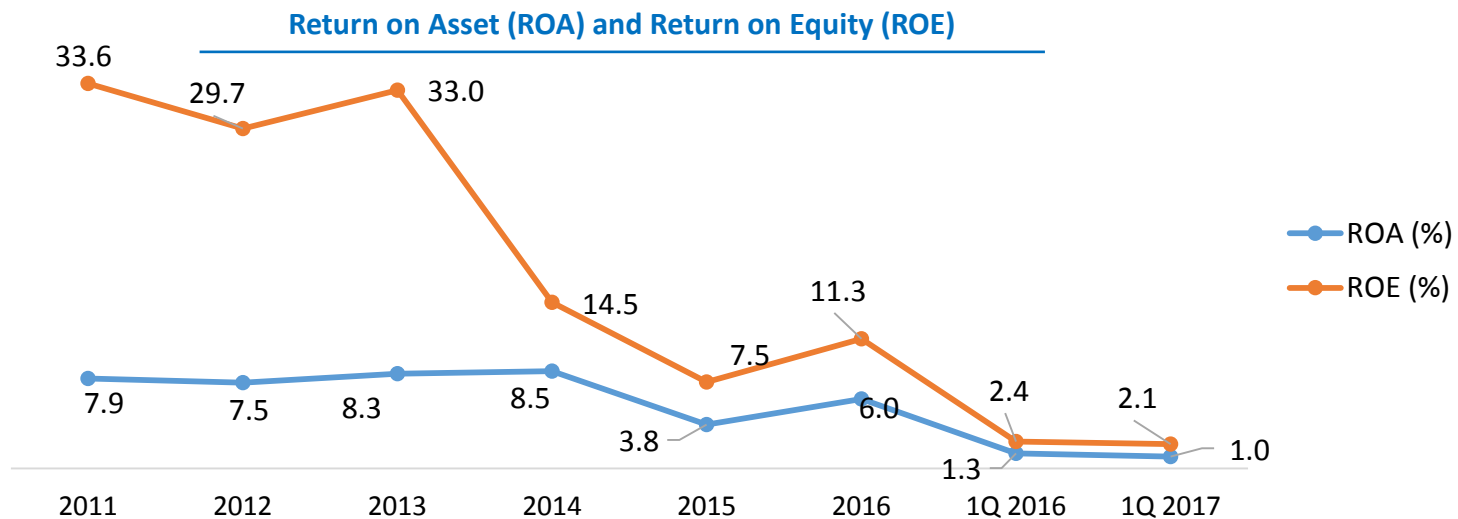
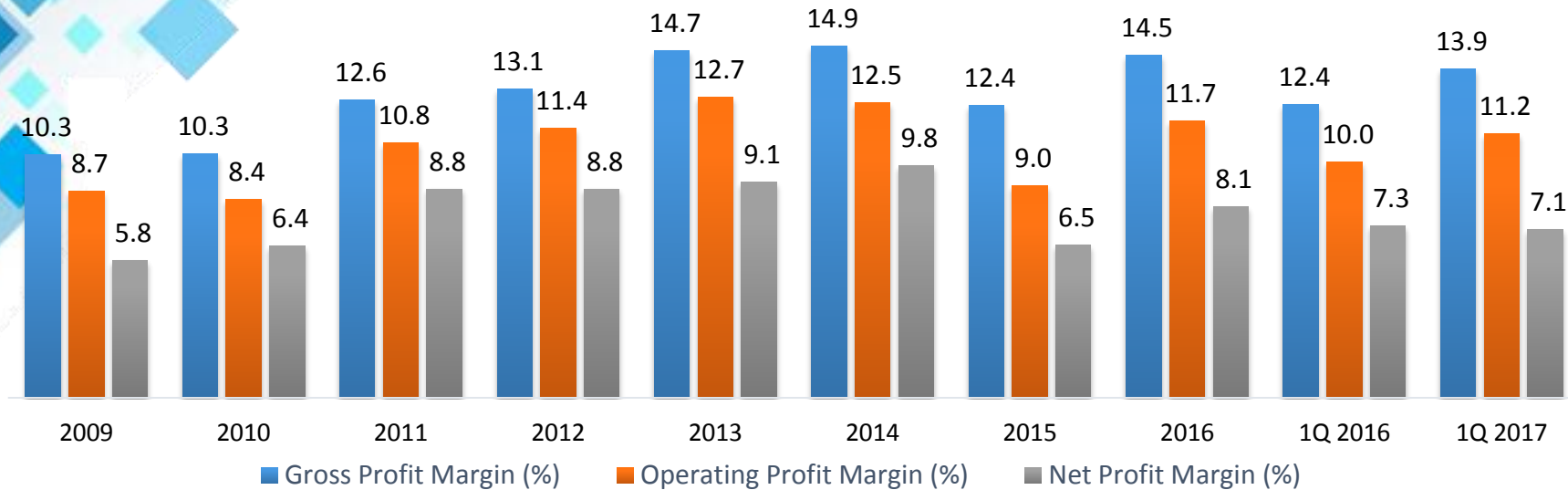
Equity (IDR bn)



Current Ratio (x) & Quick Ratio (x)

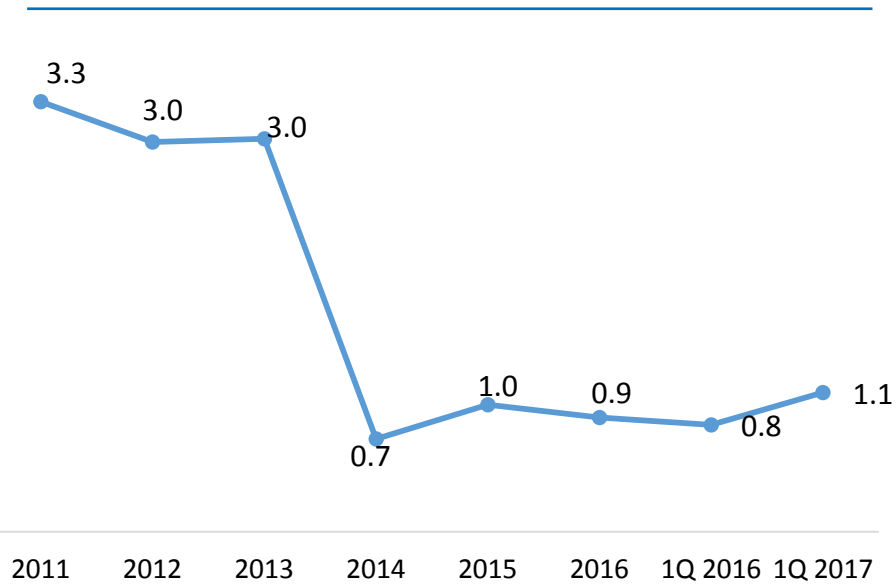


FINANCIAL RATIO & PROFITABILITY (1/2)

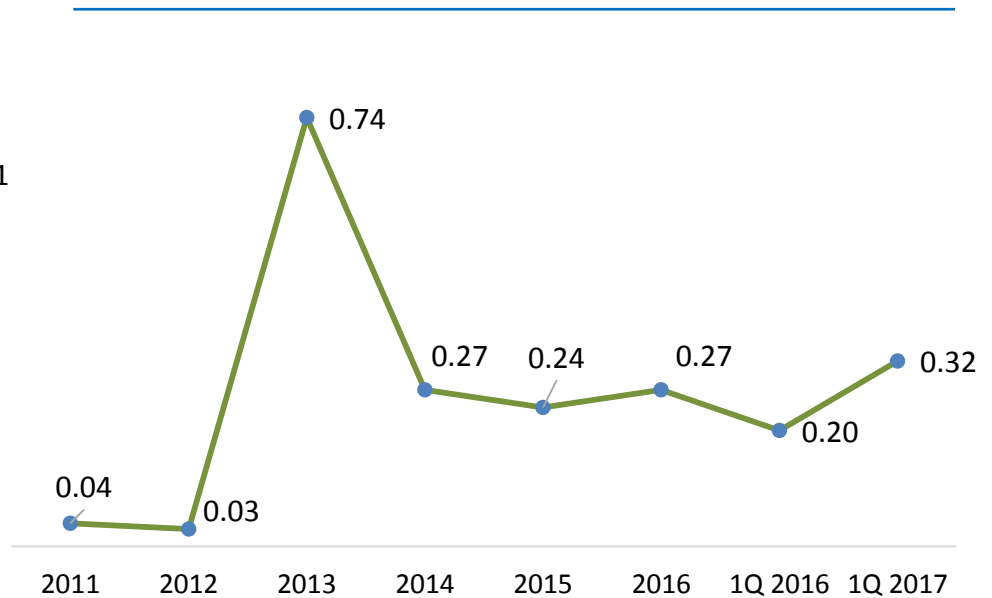


FINANCIAL RATIO & PROFITABILITY (2/2)

Debt To Equity Ratio (DER)



Gearing Ratio (Equity)



STATEMENT OF CONSOLIDATED CASH FLOW

(IDR Million)

Description	2011	2012	2013	2014	2015	2016	1Q 2017
Operating Activities	135,160	293,848	123,764	192,010	458,415	(79,247)	(184,661)
Investing Activities	(162,239)	(174,250)	(454,305)	(790,214)	(472,119)	(482,388)	(113,143)
Financing Activities	(34,141)	(4,999)	403,249	1,186,279	(201,140)	80,215	112,385
Cash and cash equivalent at the Beginning Period	286,940	225,720	340,319	450,399	1,038,475	823,631	342,211
Cash and cash equivalent at the End Period	225,720	340,319	413,027	1,038,475	823,631	342,211	156,792



6 COMPANY UPDATES

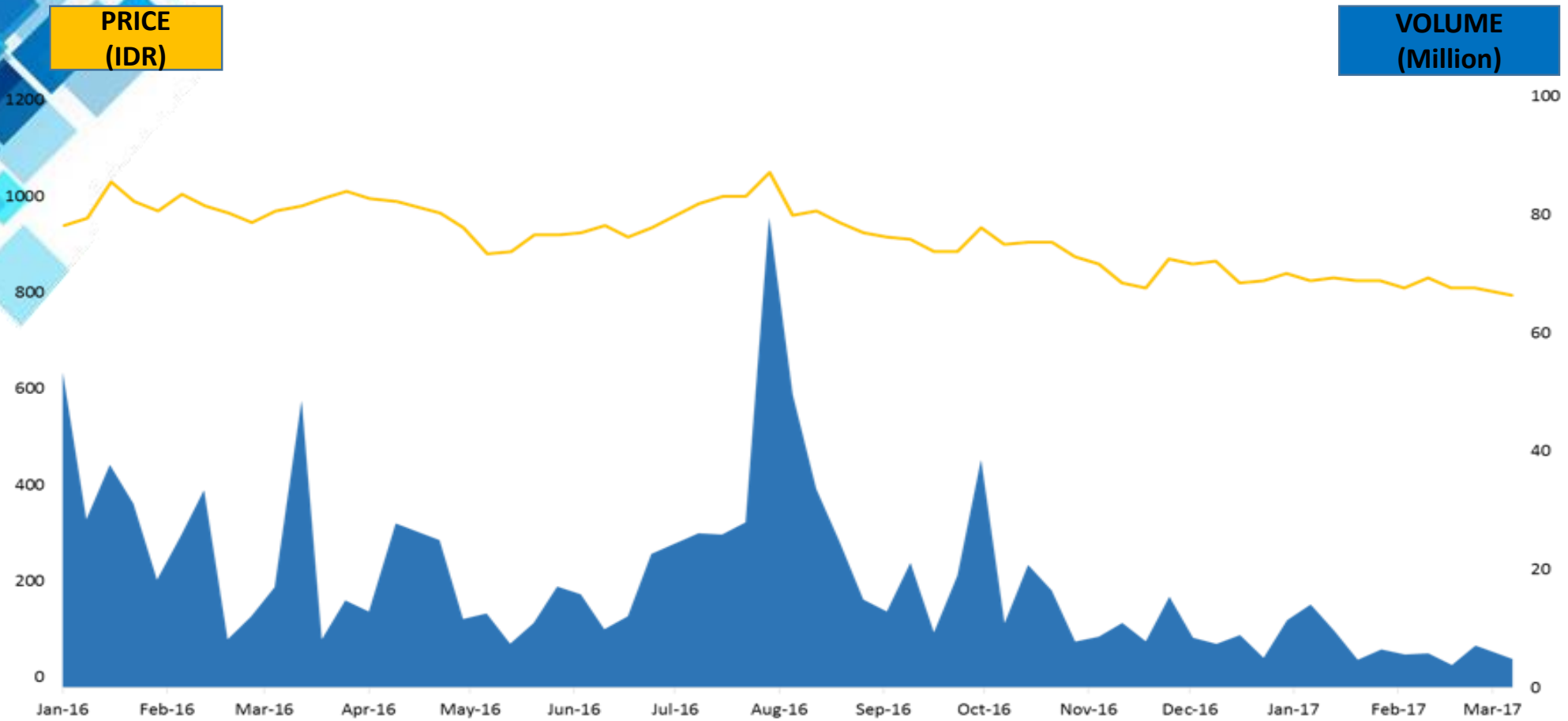


ANALYST REPORT

No	Analyst	Company	Target Price (IDR)	Recommendation	Date
1	Maria Renata	Danareksa Sekuritas	1,100	Buy	30 Mar 2017
2	Maxi Liesyaputra	BNI Securities	1,020	Buy	14 Mar 2017
3	Akhmad Nurcahyadi	Samuel Sekuritas	1,150	Buy	17 Feb 2017
4	Ari Jahja	Credit Suisse	1,085	Buy	16 Feb 2017
5	Danny Eugene	Mega Capital Sekuritas	1,575	Buy	20 Jan 2017
6	Theodorus Ariel	Lautandhana Securindo	1,400	Buy	23 Aug 2016
7	Bob Setiadi	Mandiri Sekuritas	1,125	Buy	27 Mei 2016
8	Arief Budiman	Ciptadana Securities	1,100	Buy	27 Mei 2016



STOCK PERFORMANCE



COMPANY UPDATES

A. ELEVATED RAILWAY PROJECT – NORTH SUMATERA



COMPANY UPDATES

A. ELEVATED RAILWAY PROJECT – NORTH SUMATERA



COMPANY UPDATES

B. SEMANGGI FLYOVER REVITALIZATION PROJECT - JAKARTA



COMPANY UPDATES

B. SEMANGGI FLYOVER REVITALIZATION PROJECT - 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

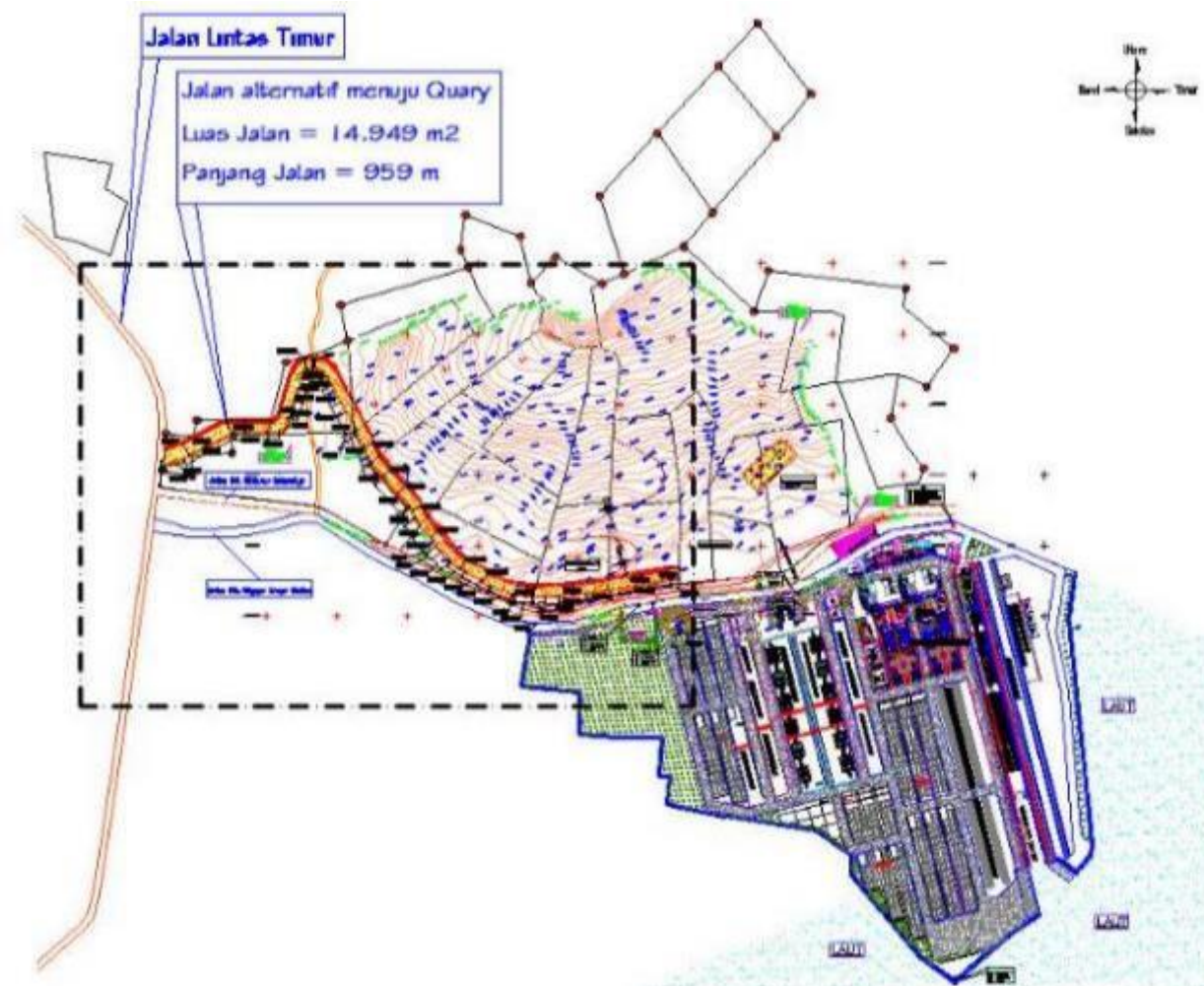
- Land area 36,7 Ha
- Project's working time 6 months
- Prod Capacity 350 ton per hour
- Starting operation on 29 Jan 2015
- Initial Investment : Rp 113bn



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

I. SOUTH LAMPUNG FACTORY (2/2)



COMPANY UPDATES

J. CAROLUS HOSPITAL PROJECT (1/2)



COMPANY UPDATES

J. CAROLUS HOSPITAL PROJECT (2/2)



COMPANY UPDATES

K. NORTH JAKARTA COASTAL PROTECTION PROJECT



COMPANY UPDATES

L. MANADO INTERCHANGE PROJECT



COMPANY UPDATES

M. HOLTECAMP BRIDGE PROJECT - JAYAPURA



COMPANY UPDATES

N. ESTABLISHED ASSOCIATE COMPANY



COMPANY UPDATES

O. SUBANG FACTORY



COMPANY UPDATES

P. THE HIVE OFFICE - JAKARTA



AWARDS & ACHIEVEMENT (1/2)



**Top 50 Public Companies from
Indonesian Institute for Corporate Directorship**



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



**Most Valuable Indonesian Brands
2016 from Brand Finance Plc**



**The Best in Building and Managing
Corporate Image 2016 from
Tempo Group & Frontier**



AWARDS & ACHIEVEMENT (1/2)



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



PT WIJAYA KARYA BETON Tbk

Head Office

Jl. Raya Jatiwaringin no. 54
Pondok Gede-Bekasi 17411

Contact Information

Phone : (+6221) 84973363
Fax : (+6221) 84973391, 84973392
Email : wbcc@wika-beton.co.id
marketing@wika-beton.co.id