

# **PT Wijaya Karya Beton Tbk**

## **3Q 2017**

# COMPANY PROFILE

# VISION & MISSION



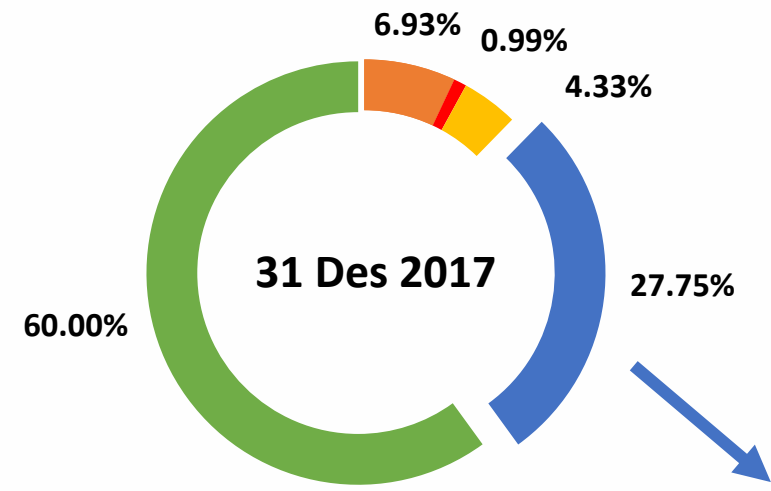
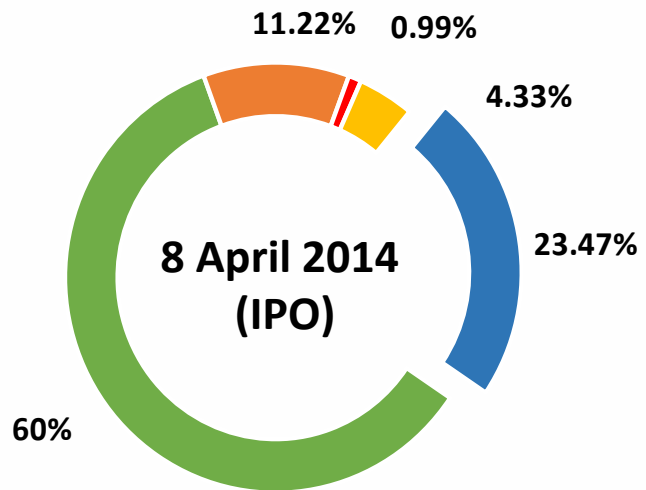
## VISION

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

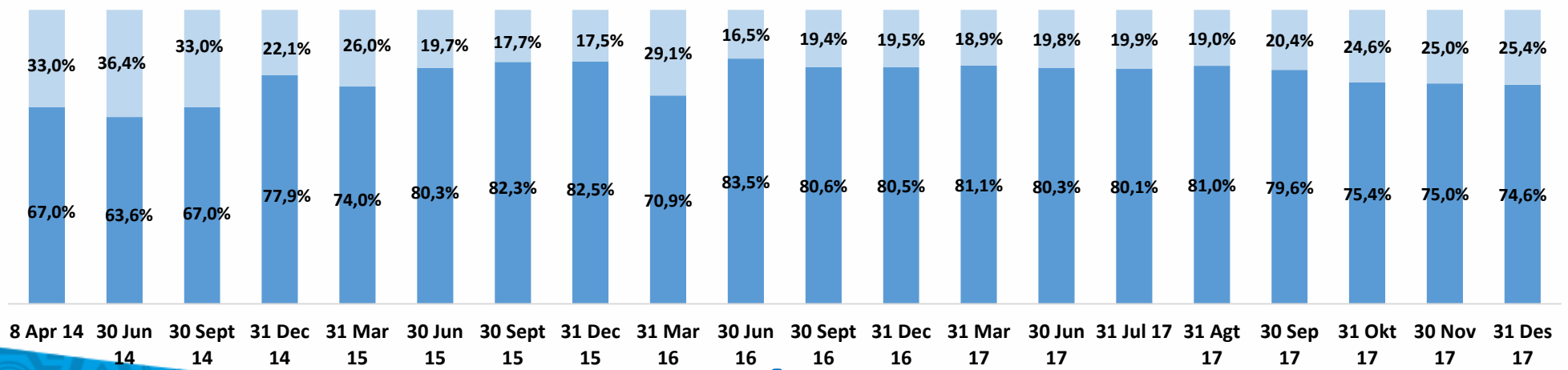
## MISSION

- 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 insight.
- Continuously growing together with business partners.
- Enhancing the competences and the employees welfare.

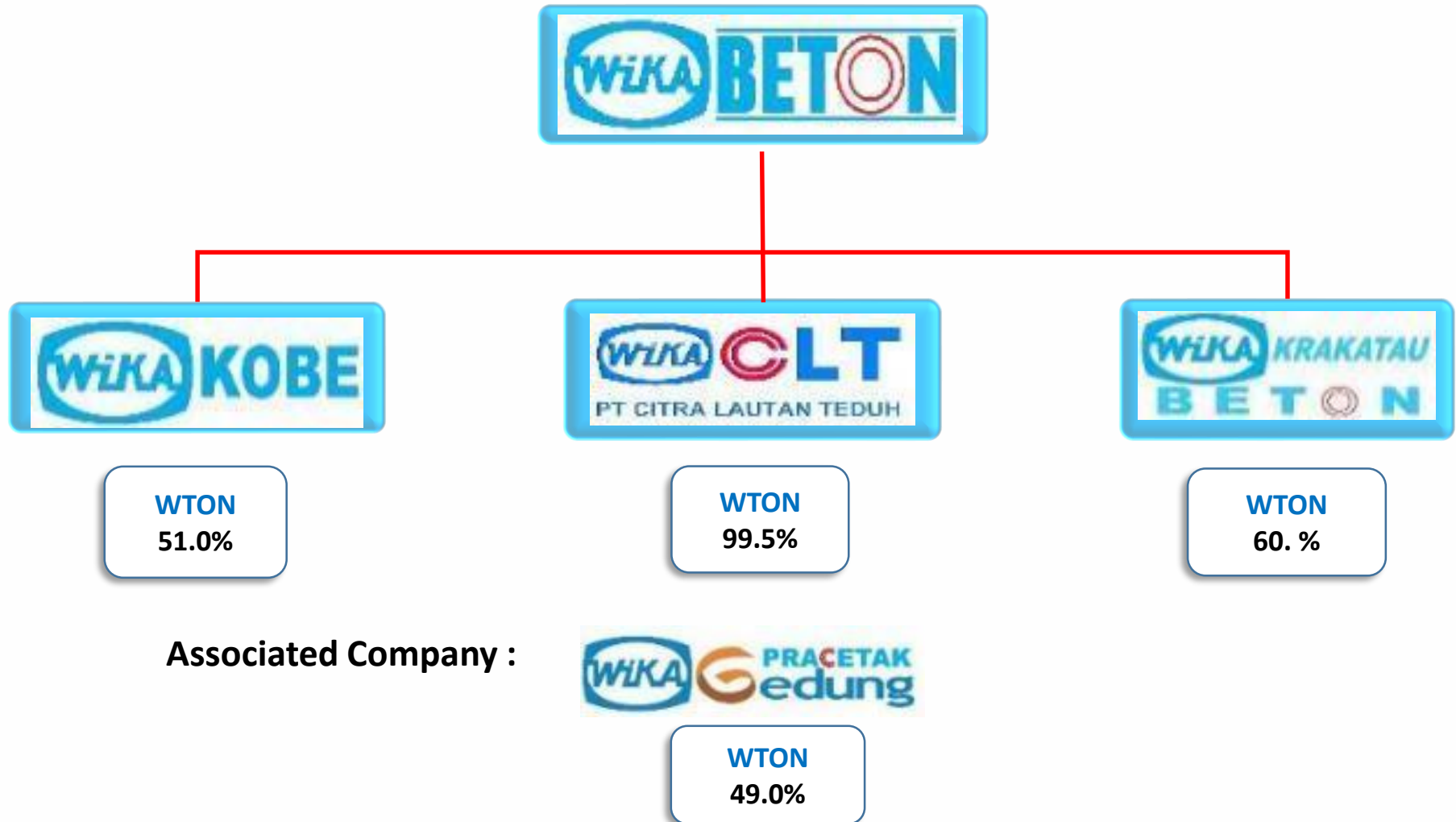
# SHAREHOLDERS



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



# CORPORATE STRUCTURE



Associated Company :



WTON  
49.0%

# MANAGEMENT CORPORATE



**Hadian Pramudita**  
*President Director*



**Kuntjara**  
*Operation Director I*



**Hari Respati**  
*Operation Director II*



**Siddik Siregar**  
*Operation Director III*



**Mursyid**  
*Human Capital &  
Business Development  
Director*



**Mohammad Syafii**  
*Financial Director*



**Sidiq Purnomo**  
*Independent Director*



**Gandira Gutawa Sumapraja**  
*President Commissioner*



**A. Boediono**  
*Commissioner*



**Tumik Kristianingsih**  
*Commissioner*



**Herry Trisaputra Zuna**  
*Commissioner*



**Yustinus Prastowo**  
*Independent  
Commissioner*



**Asfiah Mahdiani**  
*Independent  
Commissioner*



**Priyo Suprobo**  
*Independent  
Commissioner*

# COVERAGE AREA

 14 FACTORIES, 1 MOBILE PLANT

 6 SALES AREA

 2 REPRESENTATIVE OFFICE

 3 SUBSIDIARIES

 3 QUARRY PLANT, 1 ASSOCIATED COMPANY



*Installment Capacities 3.0 million ton per year*

# PRODUCTION CAPACITIES

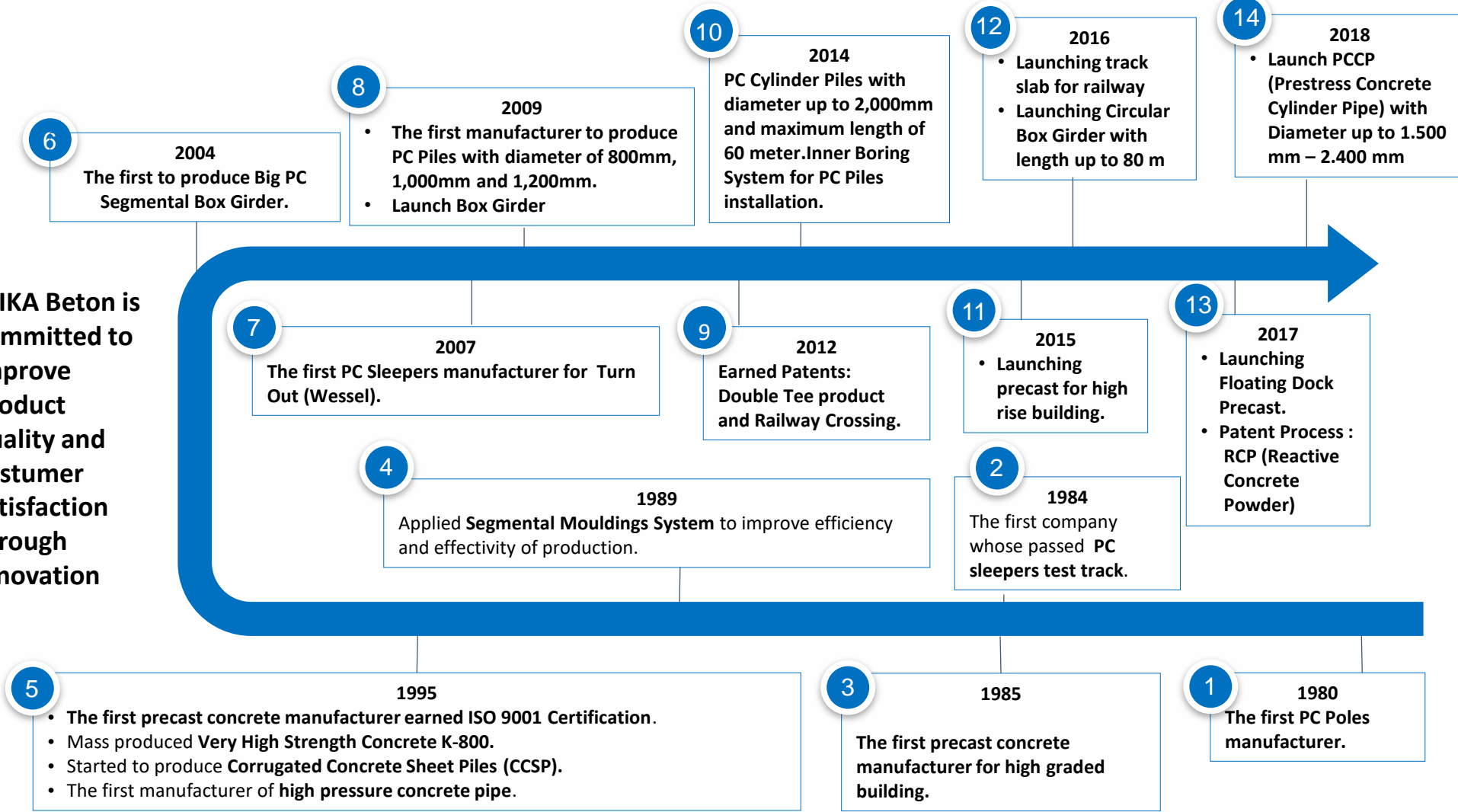
FACTORIES	LAND AREA	LINES
North Sumatra	5.0 Ha	6
Lampung	6.1 Ha	5
South Lampung	31.3 Ha	4
Bogor	13.2 Ha	8
Karawang	13.8 Ha	4
Subang	50.0 Ha	2
Majalengka	6.5 Ha	3
Boyolali	4.1 Ha	6
Pasuruan 1	6.9 Ha	5
Pasuruan 2	6.0 Ha	2
South Sulawesi 1	3.0 Ha	3
South Sulawesi 2	7.8 Ha	2
North Sumatra Mobile Plant	-	1
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	-
<b>TOTAL</b>	<b>297.6 Ha</b>	<b>55</b>

## BATCHING PLANT 46 UNIT



# SUSTAINABILITY INNOVATION

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



# STRATEGIC BUSINESS UNIT

## CENTRIFUGAL PRODUCT



PC POLES



PC PILES



PC CYLINDER PILE



PC WALL



PC PIPES

# STRATEGIC BUSINESS UNIT

## NON-CENTRIFUGAL PRODUCT (1/2)



**BRIDGE CONCRETE**



**RAILWAY CONCRETE**



**TUNNEL**



**HOLLOW CORE SLAB**

# STRATEGIC BUSINESS UNIT

## NON-CENTRIFUGAL PRODUCT (2/2)



**RETAINING WALL  
CONCRETE**



**BUILDING AND HOUSING**



**MARINE CONCRETE**



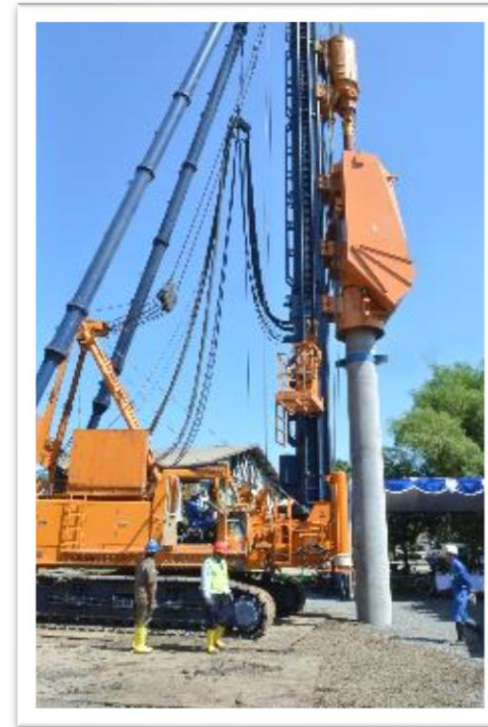
**QUARRY & CRUSHING PLANT**

# STRATEGIC BUSINESS UNIT

## SERVICES



**POST-TENSION**

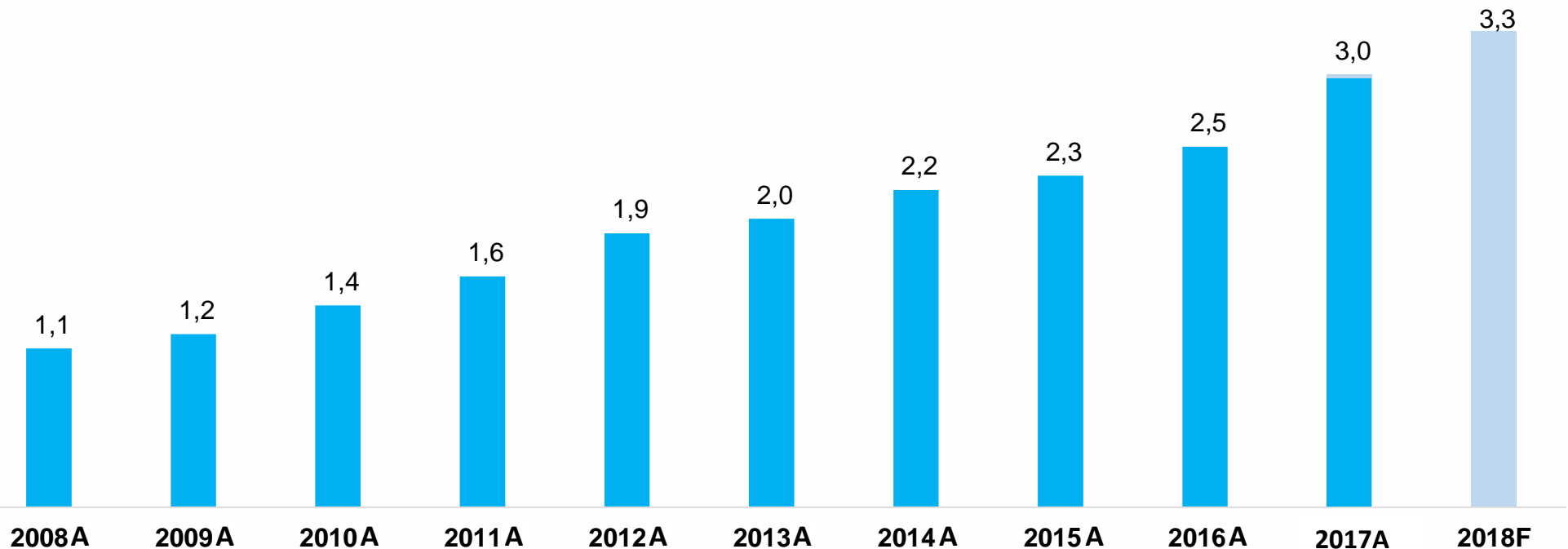


**INNER BORE**

# PRODUCTION CAPACITY 2008-2018

- Currently WIKA Beton Installed Production Capacities approximately 3 million ton per year.
- WIKA Beton's installed production capacity is expected to grow 210% from 2008 – 2018.

Production Installment Capacities (Millions Ton per year)



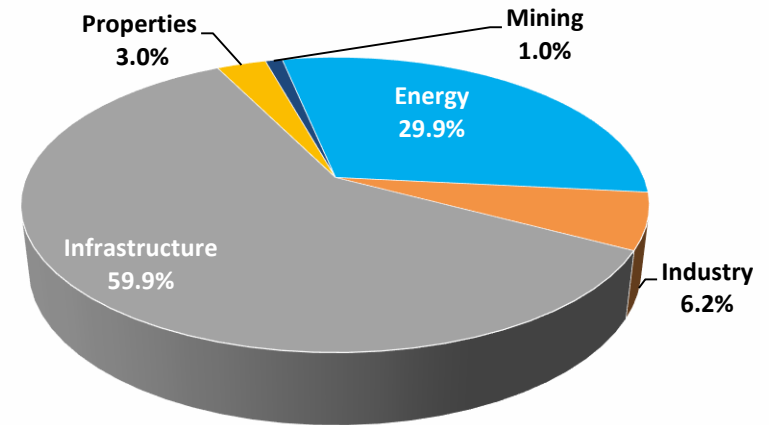
# CUSTOMER PROFILE

- Based on Business Line, **Infrastructure** sector contributed **72.8%** of total WIKA Beton's new contract in 2016.
- Based on Customer's Ownership, WIKA Beton's Highest Revenue Contribution, it came from **private – local** amount **43.8%** then followed by State Owned Enterprise with **33.7%** in 2016.
- **Wijaya Karya (Persero)** Contribution in 2016 was **14.6%**.

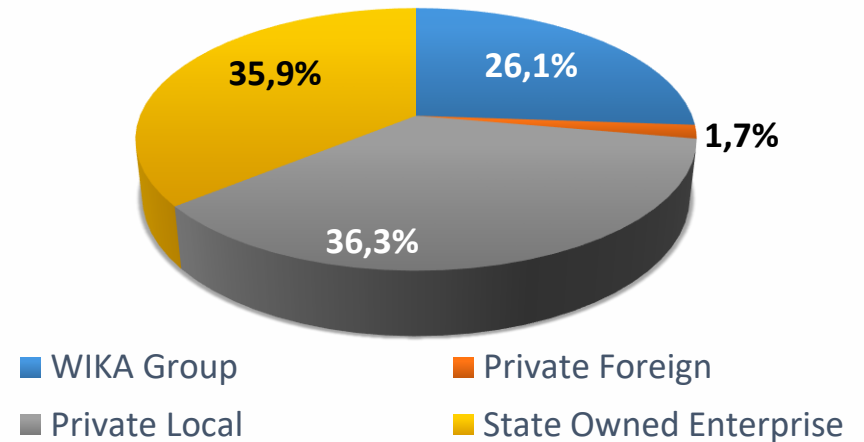
## Top 10 Buyers 3Q 2017

No	Customer	Contribution
1	WIKA Group	26.1%
2	Perusahaan Listrik Negara (Persero)	13.4%
3	WIKA - INDULEXCO KSO	3.3%
4	Waskita Karya Group	2.7%
5	MITSUI Eng & Shipbuilding Co LTD	2.6%
6	Adhi Karya (Persero) Tbk	2.5%
7	CSTS Joint Operation	1.7%
8	Satya Mitra Surya Perkasa	1.7%
9	Murinda Iron Steel	1.6%
10	Jaya Daido Concrete	1.0%

Customer Profil based on Business Line in 3Q 2017  
(Percentage from New Contract)



Customer Profil based on Business Line in 3Q 2017  
(Percentage from New Contract)



# COMPANY UPDATE

## ELEVATED RAILWAY PROJECT – NORTH SUMATERA



- Elevated Railway was connected 2 cities between Medan - Kualanamu (International Airport) along 8,05 km.
- Main Product : Box Girder with *Span by Span* for Installment Method.
- Start From December 2015 and target finish on August 2018.

# COMPANY UPDATE

## SEMANGGI FLYOVER REVITALIZATION PROJECT - JAKARTA



- The First Bending Bridge Precast in Indonesia with the longest span reach to 80 m long
- Start in April 2016 and finished at July 2017 (2 months earlier than estimated schedule)
- Semanggi Flyover inaugurated on August 17th, 2017 by President of Indonesia, Mr. Ir. Joko Widodo.

# COMPANY UPDATE

## MRT (MASS RAPID TRANSIT) PROJECT - JAKARTA

- This Project used our Precast Components for whole underground side
- WIKA Beton supplied 2½ packages from 3 packages elevated total.
- The First Precast Tunnel in Indonesia.
- This Project has been started since 2014 and estimate finish on 2018.

# COMPANY UPDATE

## JLNT (NON-TOLL ELEVATED WAY) CILEDUG PROJECT - JAKARTA



- Compiled from Box Girder in Ciledug to Tendean area in Jakarta
- The Project started from February 23th, 2015 dan Finished at January 30th, 2017

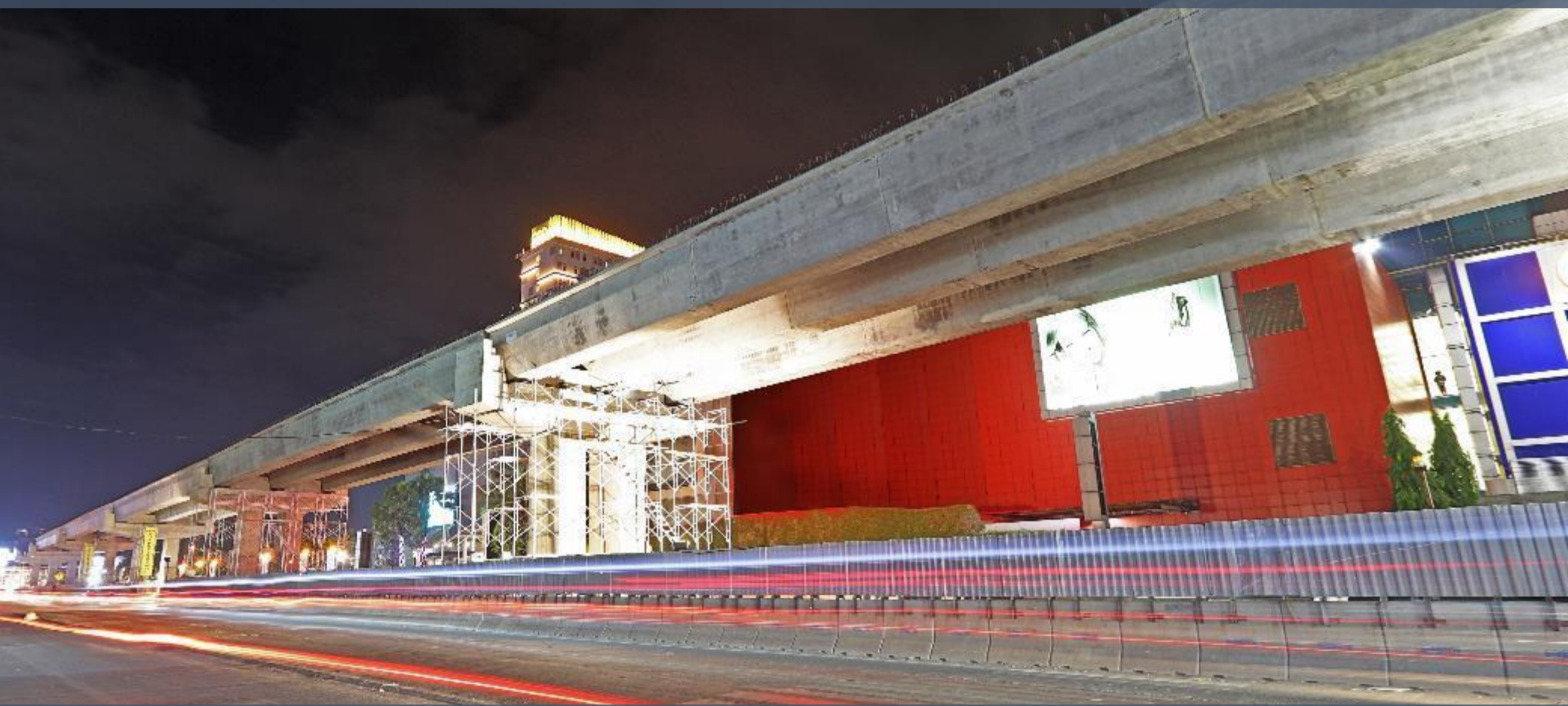
# COMPANY UPDATE

## AUTOMATED PEOPLE MOVER SYSTEM (APMS) SKYTRAIN INTERNATIONAL AIRPORT SOEKARNO HATTA, JAKARTA

- APMS (Automated People Mover System) have 2 phases, for first phase is connecting Terminal 2 to Terminal 3.
- U Girder was the most Precast Product be used and WIKA Beton support other Precast.
- APMS inaugurated on September 17th, 2017 by Minister of State-Owned Enterprises, Mrs. Rini Soemarno and Minister of Transportation, Mr. Budi Karya Sumadi.

# COMPANY UPDATE

## LRT (LIGHT RAPID TRANSIT) CORRIDOR I - JAKARTA



- Corridor I was connecting Kelapa Gading to Velodrome, Jakarta along 5,8 km.
- Target Finish on December 2017

# COMPANY UPDATE

## ST. CAROLUS HOSPITAL - JAKARTA



- The First full-precast with Earthquake Resistant Hospital Building in Indonesia.
- While the construction proceed, barely undisturbly hospital's activities from beginning construction until topping off done.
- This Construction have 2 phases, 1st phase was sub-structure, that fully done by WIKA Beton and for 2nd phase was upper-structure, WIKA Beton also full support and install it.

# COMPANY UPDATE

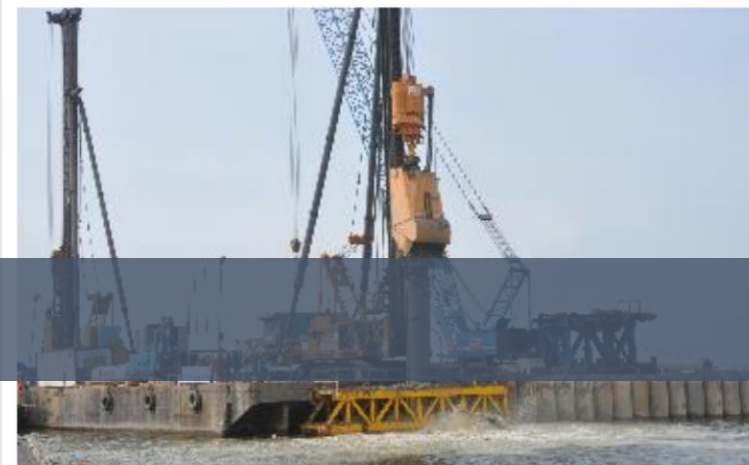
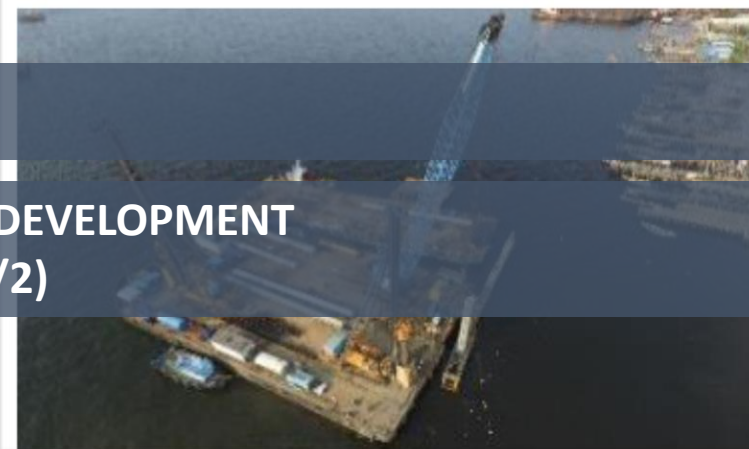
## NATIONAL CAPITAL INTEGRATED COASTAL DEVELOPMENT 2ND PHASE FOR PACKAGE 2 (1/2)



- WIKA Beton be responsible for 2nd Phase For Package.
- This Project using Cylinder Pile with length 24 m diameter 1200 mm

# COMPANY UPDATE

## NATIONAL CAPITAL INTEGRATED COASTAL DEVELOPMENT 2<sup>ND</sup> PHASE FOR PACKAGE 2 (2/2)



- Installation of Cylinder Pile products in field using Inner Boring system.
- WIKA Beton is the only one who using Inner Bore technology in Indonesia.

# COMPANY UPDATE

## BALIKPAPAN – SAMARINDA TOLL ROAD



- Highway from Balikpapan to Samarinda, length: 99 km
- This project start from Year 2015 and finish target in the end of Year 2018.
- WIKA Beton supply Ready Mix, Precast Product and service

# COMPANY UPDATE

## BOGOR OUTER RING ROAD



- WIKA Beton supply Median Concrete Barrier and Box Girder

# UPDATE NEWS

## PABRIK SUBANG



- Factory Capacities: 258.000 ton
- Product : Box Girder

# UPDATE NEWS



## ESTABLISHED OF ASSOCIATE COMPANY



- Cimanggis Apartment Project, East Jakarta

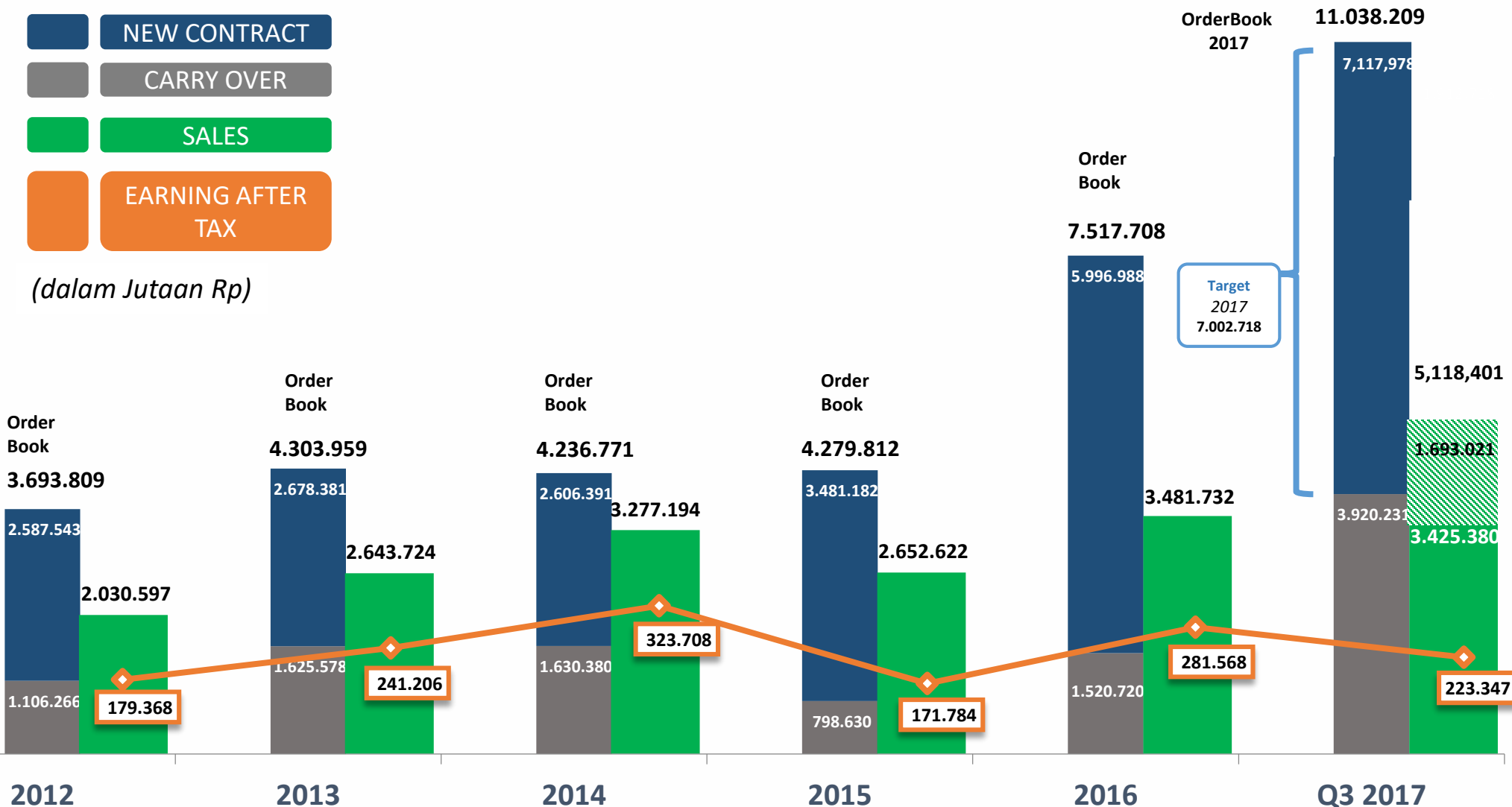
Inauguration of Establishment of Associate Company, PT Wijaya Karya Pracetak Building on January 17<sup>th</sup>, 2017

# FINANCIAL HIGHLIGHT

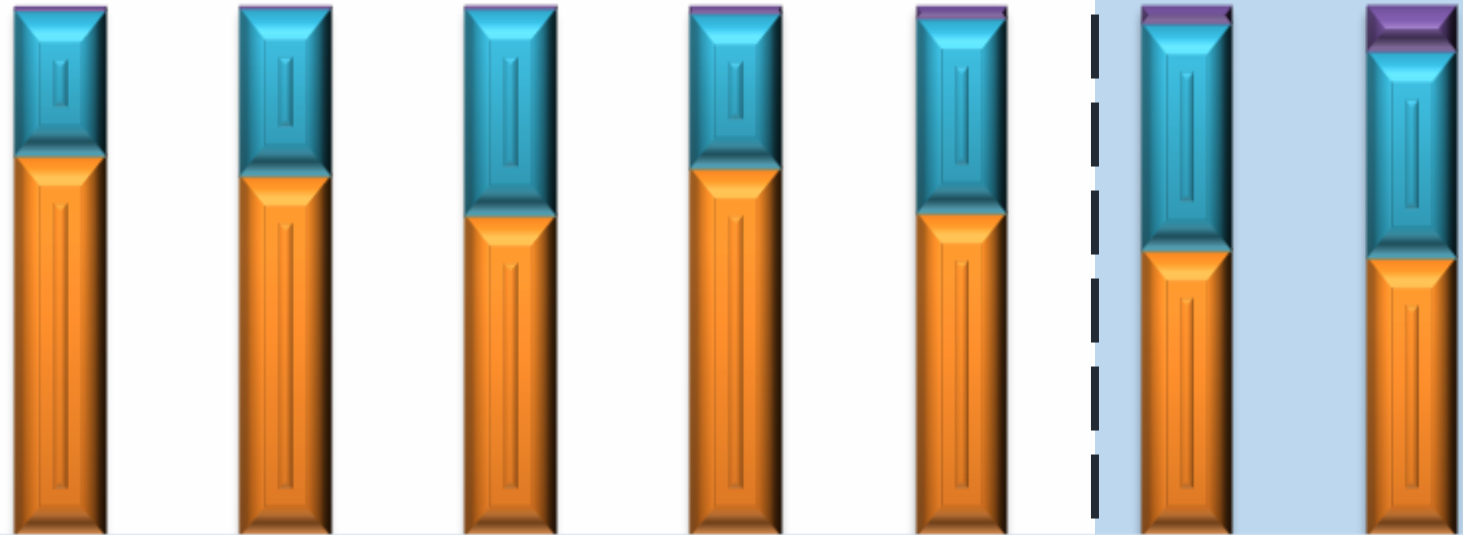
# TOTAL CONTRACT, SALES , EARNING AFTER TAX



(dalam Jutaan Rp)



# REVENUE CONTRIBUTION



	2011	2012	2013	2014	2015	3Q 2016	3Q 2017
Services	0.9%	0.7%	0.8%	1.5%	2.3%	3.4%	8.8%
Non-Centrifugal Product	27.2%	31.2%	38.7%	29.1%	36.9%	42.5%	38.5%
Centrifugal Product	71.9%	68.2%	60.5%	69.4%	60.8%	54.1%	52.7%

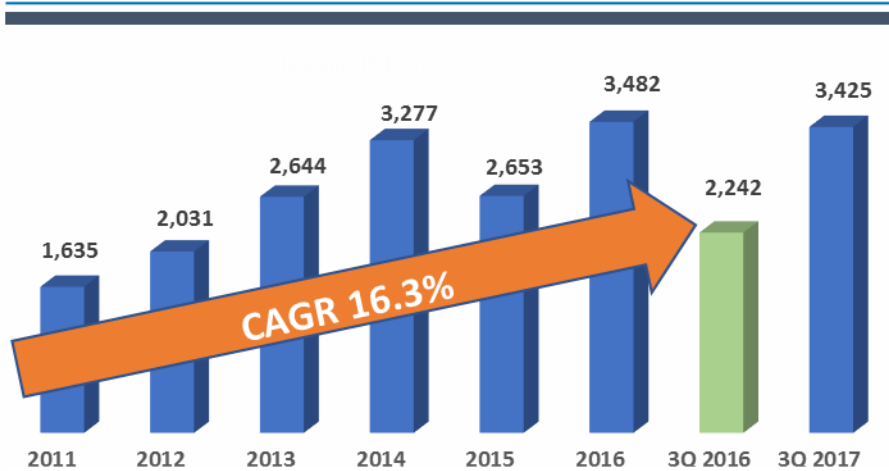
Centrifugal Product

Non-Centrifugal Product

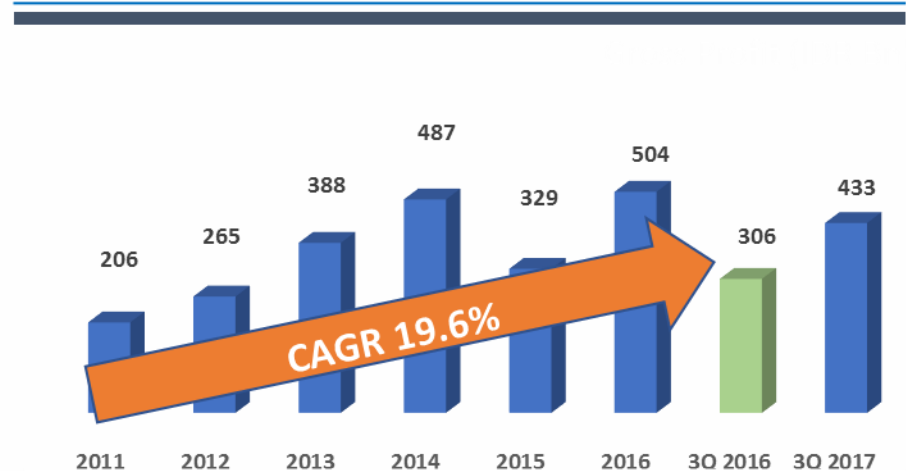
Services

# INCOME STATEMENT SUMMARY

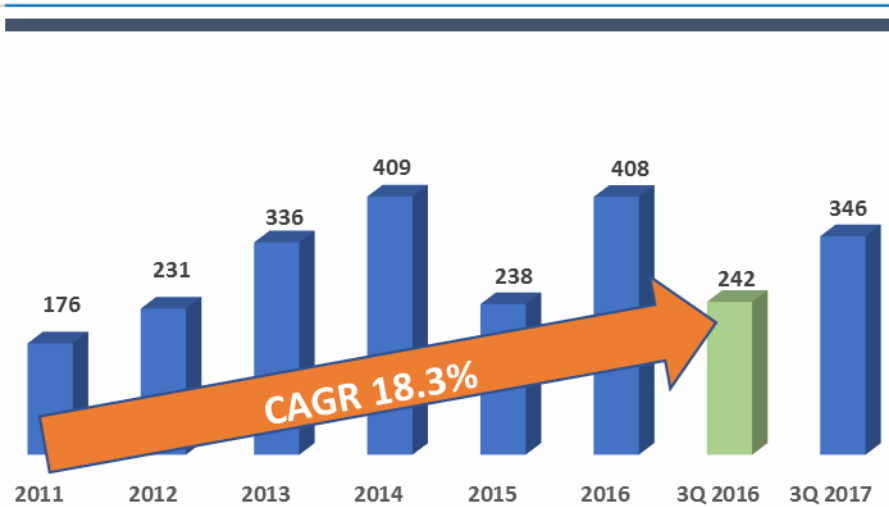
Revenue (Rp Billion)



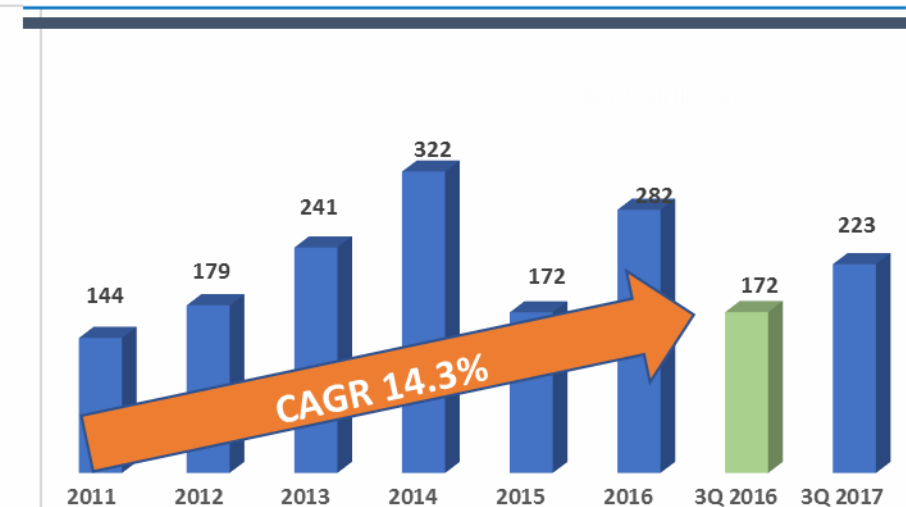
Gross Profit (Rp Billion)



Operating Profit (Rp Billion)

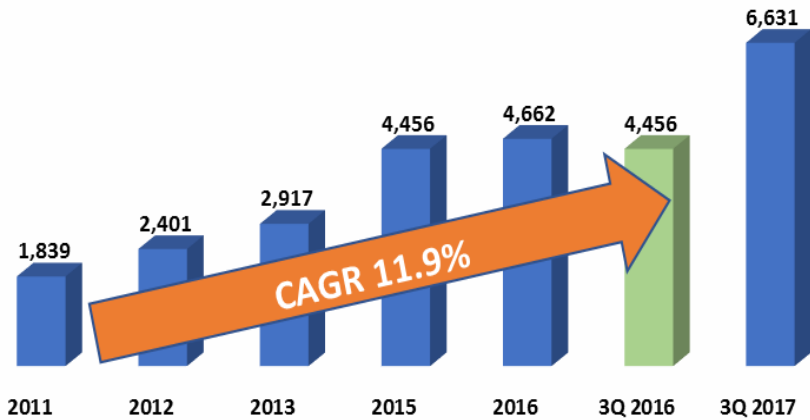


Net Profit (Rp Billion)

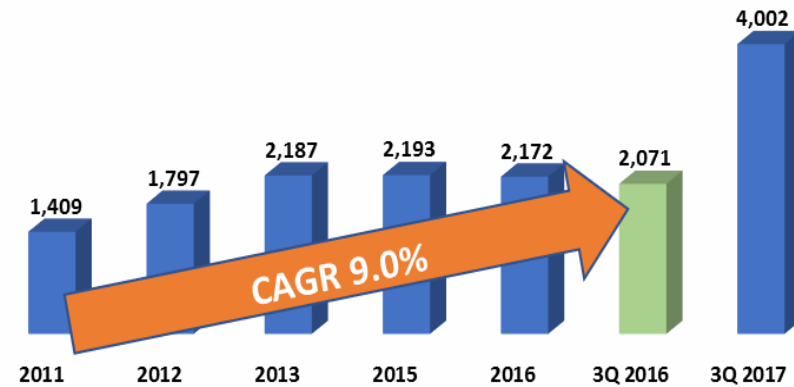


# FINANCIAL POSITION SUMMARY

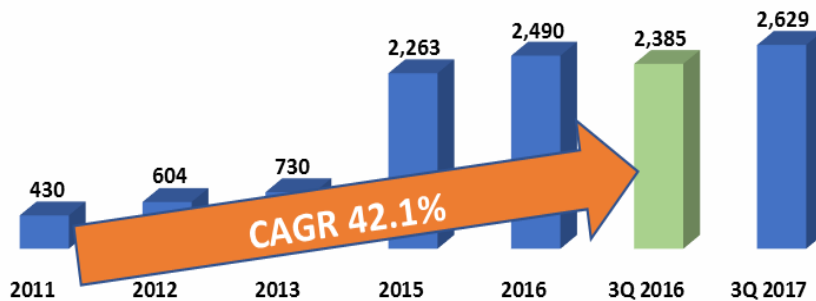
Asset (Rp Billion)



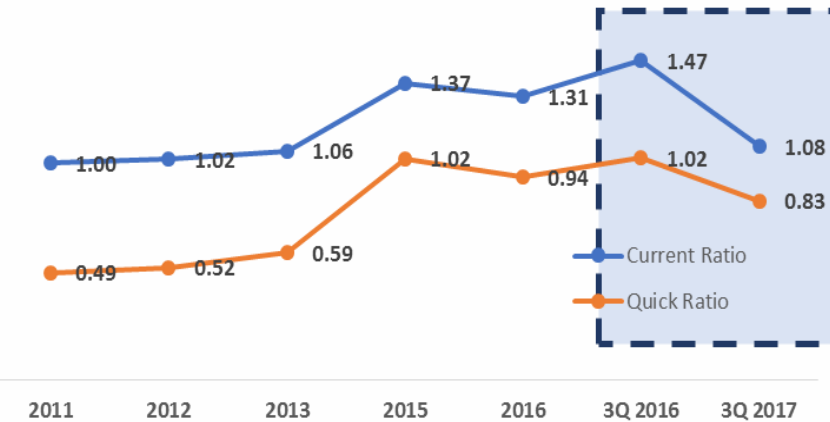
Liabilitas (Rp Billion)



Ekuitas (Rp Billion)



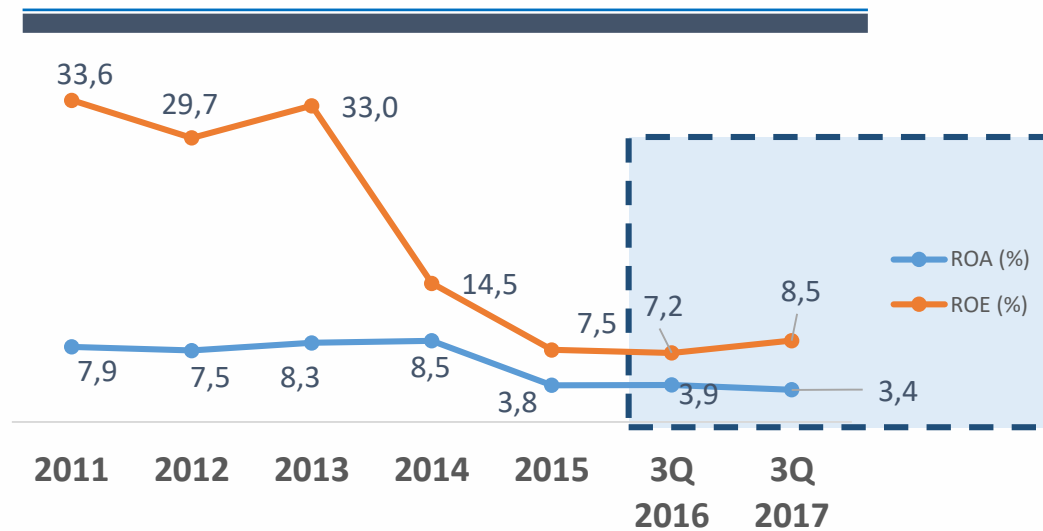
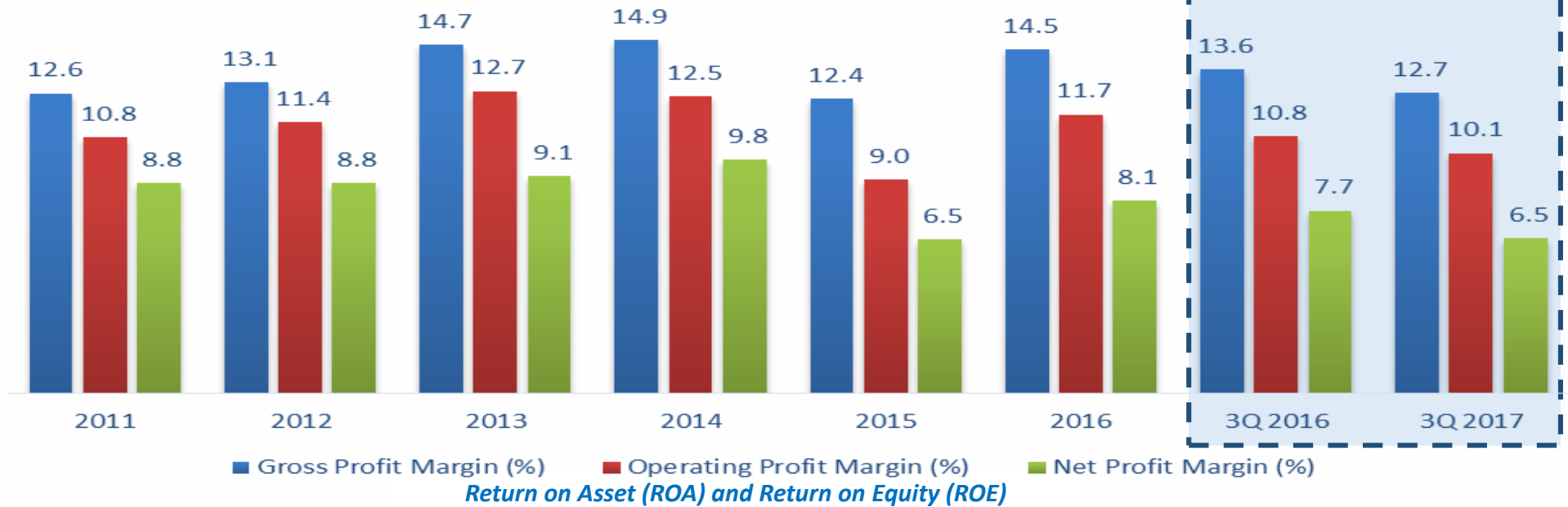
Current Ratio (x) & Quick Ratio (x)



# CONSOLIDATED CASH FLOW

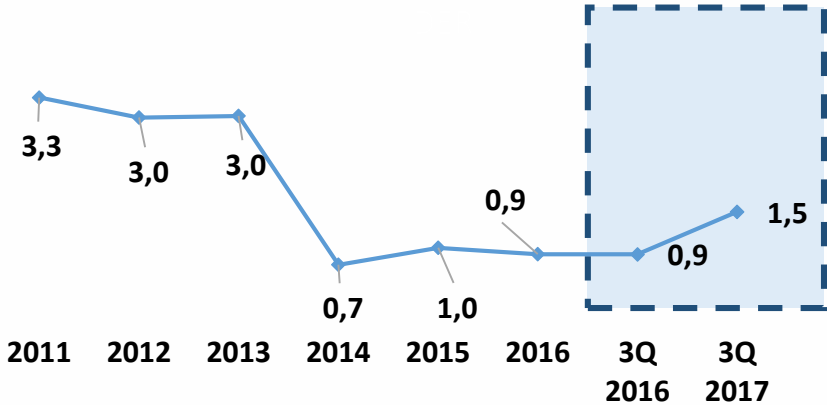
Description	2011	2012	2013	2014	2015	3Q 2016	3Q 2017
Operation Activities	135,160	293,848	123,764	192,010	458,415	(79,247)	107,763
Investment Activities	(162,239)	(174,250)	(454,305)	(790,214)	(472,119)	(246,558)	(433,249)
Financing Activities	(34,141)	(4,999)	403,249	1,186,279	(201,140)	60,894	240,798
<b>Beginning Balance Of Cash and Equivalent</b>	<b>286,940</b>	<b>225,720</b>	<b>340,319</b>	<b>450,399</b>	<b>1,038,475</b>	<b>823,631</b>	<b>386,066</b>
<b>Ending Balance Of Cash and Equivalent</b>	<b>225,720</b>	<b>340,319</b>	<b>413,027</b>	<b>1,038,475</b>	<b>823,631</b>	<b>386,066</b>	<b>301,378</b>

# FINANCIAL RATIO & PROFITABILITY

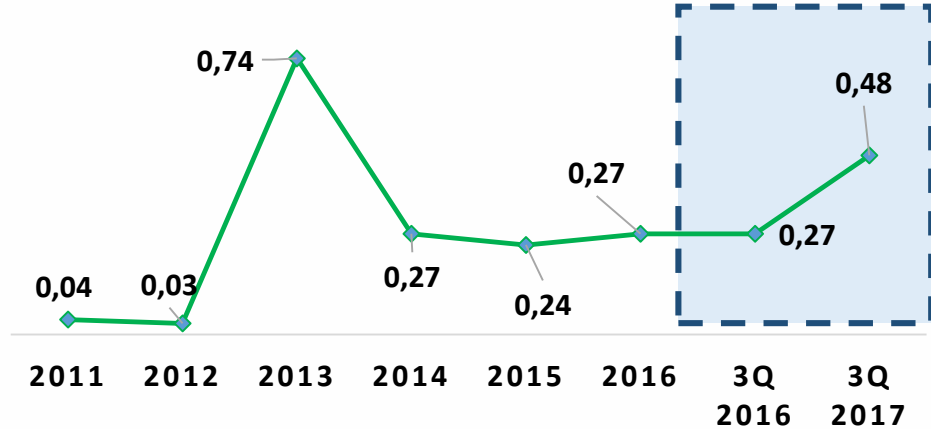


# FINANCIAL RATIO

Debt To Equity Ratio (DER)



Gearing Ratio (Equity)



# ANALYST REPORT

No	Analyst	Company	Target Price (IDR)	Recommendation	Date
1	Arief Budiman	Ciptadana Sekuritas	910	Buy	9 Jan 2018
2	Bob Setiadi	Mandiri Sekuritas	750	Buy	9 Jan 2018
3	Danny Eugene	Mega Capital Sekuritas	1,575	Buy	9 Jan 2018
4	Revita Dhiah Anggrainy	Binaartha Sekuritas	775	Buy	7 Des 2017
5	Akhmad Nurcahyadi	Samuel Sekuritas	750	Buy	5 Des 2017
6	Adrianus Bias	UOB Kayhian	1000	Buy	18 Okt 2017

# CORPORATE ASSESSMENT



DESCRIPTION	2013	2014	2015	2016
Final Audit SM ISO (Assesor : LRQA)	968	962	963	963
GCG Score (Assesor : BPKP)	75.75	87.73	87.16	87.16
Key Performance Indicator	-	886	808	873.8
Engagement Level	69.6 (Corporate)	91.0 (AON Hewitt)	82.0 (Corporate)	86.0 (AON Hewitt)
Risk Level Maturity	RANKING III (Premier List Catalyst)	RANKING III (Corporate)	RANKING III (Corporate)	RANKING III (Centros)

# ACHIEVEMENT & AWARD (1/2)

## Credit Rating



### Rating History :

July 2013 **id**A<sup>+</sup>/Stable \*

July 2014 **id**A<sup>+</sup>/Stable \*

July 2015 **id**A<sup>+</sup>/Stable

July 2016 **id**A<sup>+</sup>/Stable

July 2017 **id**A<sup>+</sup>/Stable

*for corporate and \*MTN*

## Index Saham



Morgan Stanley Capital Index  
Started on Nov 7<sup>th</sup>, 2014 -  
Sekarang



August 2015 – January 2016



November 2016 – April 2018



Index Saham Syariah  
Desember 2014 - Sekarang

## ACHIEVEMENT & AWARD (2/2)



The Best in Building and  
Managing Corporate Image  
2016 & 2017  
from  
Tempo Group & Frontier



Top 50 Best of  
The Best  
Indonesia  
Companies  
dari  
Forbes Indonesia  
2017



As a constituent of Sustainable  
Responsible Investment  
(SRI-Kehati)  
Index for periods of May 2017 –  
Oct 2017 from Yayasan Kehati  
Indonesia

## ACHIEVEMENT & AWARD (2/2)



**Anugerah BUMN AWARD  
2017  
2<sup>ND</sup> Winner  
Best Strategy Development**

**Bronze Winner in the  
Category of Brand Strategy  
and Bronze Winner in the  
Category of International  
Marketing & Sales  
in BUMN Branding &  
Marketing Award 2017**



**Top 50 Public Companies  
from  
Indonesian Institute for  
Corporate Directorship  
2014, 2015, 2016 & 2017**





END OF PRESENTATION

# KAPASITAS PRODUKSI



1.	North Sumatera	: 337.000 ton
2.	Lampung	: 214.000 ton
3.	Bogor	: 616.000 ton
4.	Majalengka	: 127.000 ton
5.	Boyolali	: 225.000 ton
6.	Pasuruan	: 451.000 ton
7.	South Sulawesi	: 210.000 ton
8.	Karawang	: 255.000 ton
9.	South Lampung	: 142.000 ton
10.	Batam	: 130.000 ton
11.	Subang	: 258.000 ton
12.	Wika Kobe Karawang	: 100.000 ton

**TOTAL : 3.065.000 ton**

# INFRASTRUCTURE INVESTMENT REQUIREMENT 2015-2019

SECTOR	STATE BUDGET <sup>1</sup>	LOCAL GOVERNMENT BUDGET	STATE OWNED ENTERPRISE <sup>2</sup>	PRIVATE LOCAL <sup>3</sup>	TOTAL
Road	340.0	200.0	65.0	200.0	805.0
Railway	150.0	-	11.0	122.0	283.0
Sea Transportation <sup>4</sup>	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 <sup>5</sup>	90.0	15.0	5.0	5.0	115.0
Electricity <sup>6</sup>	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
<b>TOTAL INFRASTRUCTURE</b>	<b>2,215.6</b>	<b>545.3</b>	<b>1,066.2</b>	<b>1,692.3</b>	<b>5,519.4</b>
<b>Percentage</b>	<b>40.14%</b>	<b>9.88%</b>	<b>19.32%</b>	<b>30.66%</b>	<b>100.00%</b>

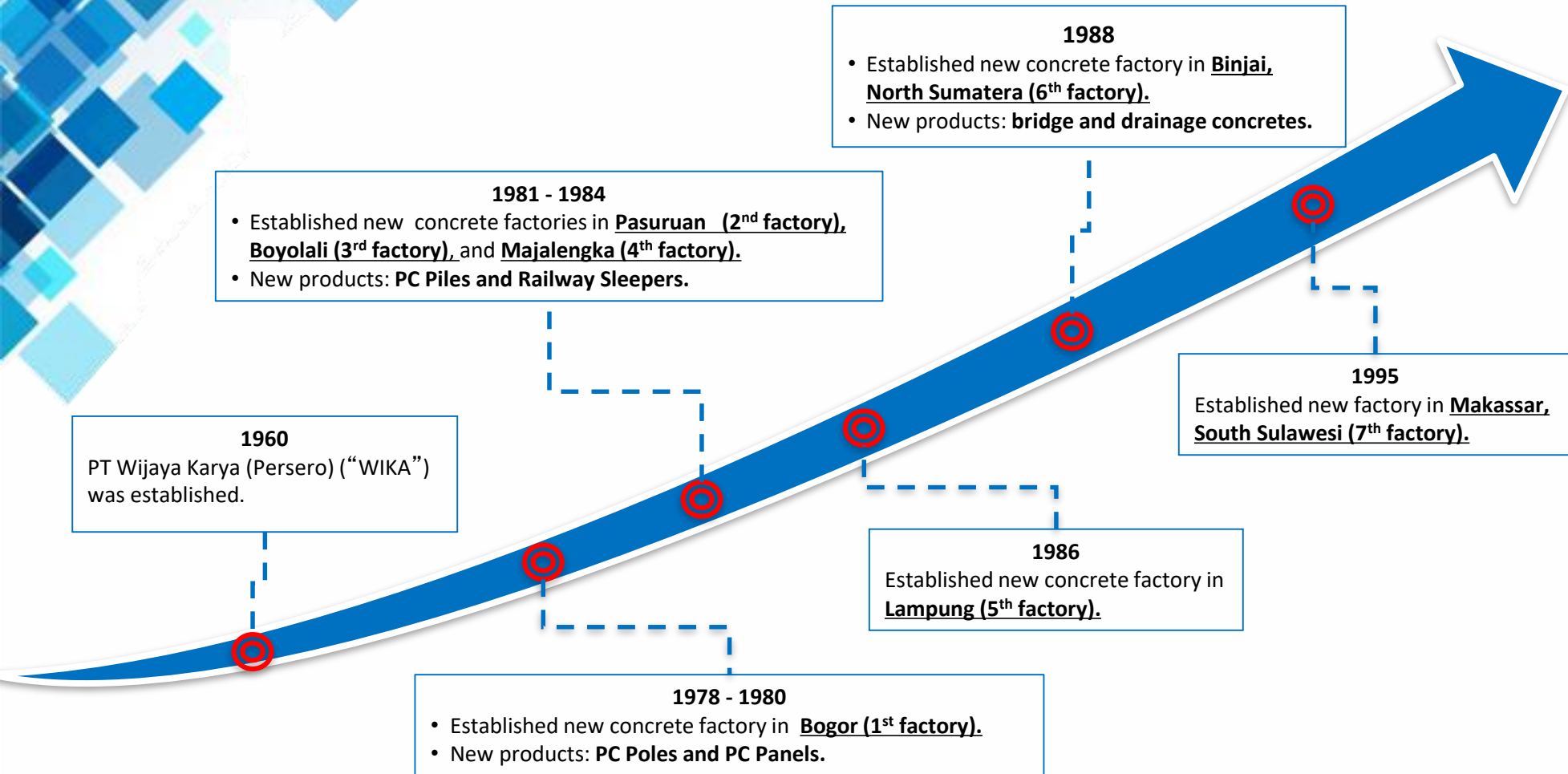
- 1) Supporting funding from Central Government.
- 2) Supporting funding and investment from State Owned Enterprise.
- 3) Maximum contribution private sector to accelerate infrastructure development cooperation between government and private including business to business scheme.
- 4) Including sea toll 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



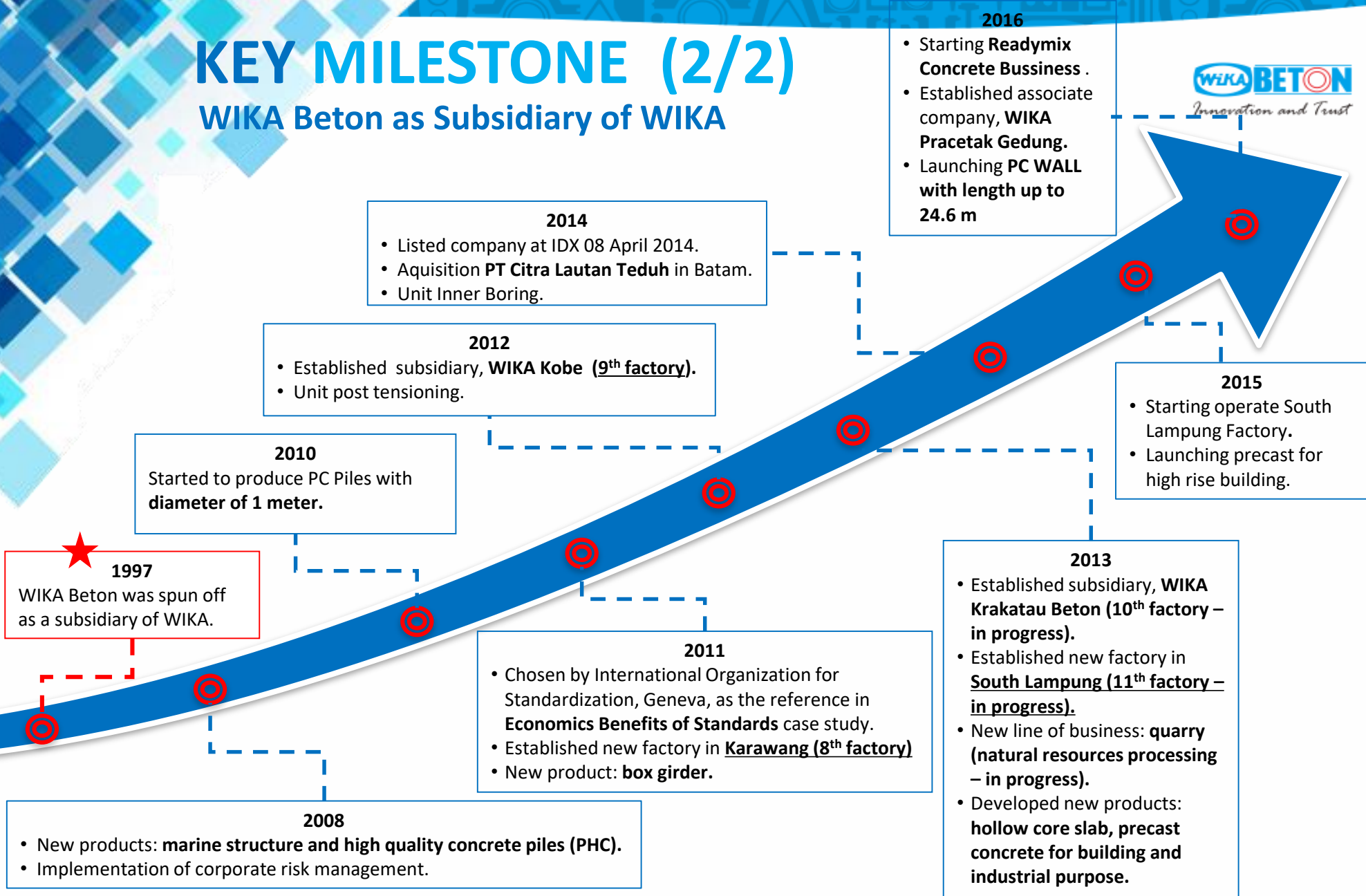
# KEY MILESTONE (1/2)

## WIKA Beton as Division of WIKA

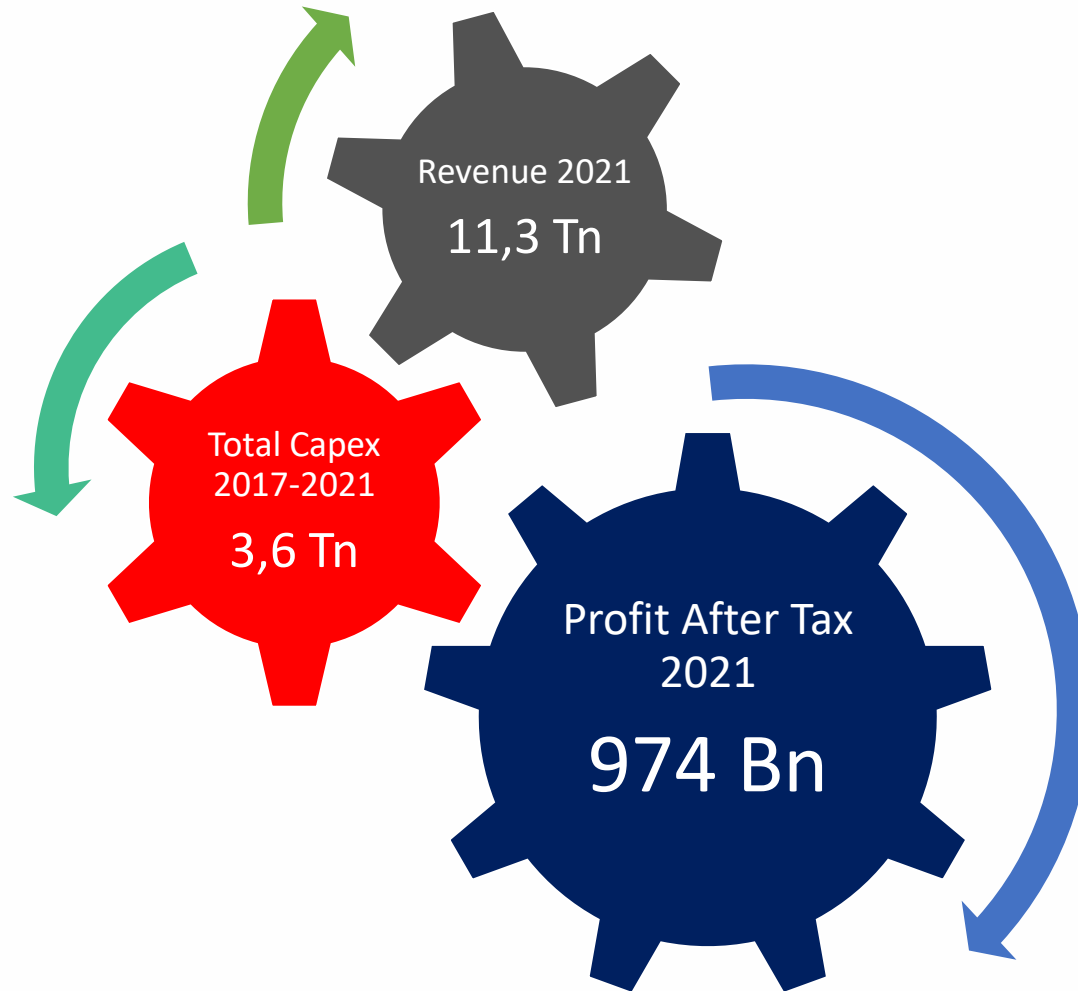


# KEY MILESTONE (2/2)

## WIKA Beton as Subsidiary of WIKA



# PERFORMANCE TARGETS 2017-2021



# Pembangunan Infrastruktur Jokowi 2015 - 2019

Source : Bappenas  
Infografis : Andhika Akbarsyah



- New Road 2.650 Km
- Tol Road 1.000 Km
- Maintenance Road 46.770 Km



- Establish 24 New Port
- Procurement of 26 Ship Cargo
- Procurement of 2 Cattle Ship
- Procurement of 500 Ship Units
- Construction of Port of Crossing at 60 Locations
- Procurement of 50 Ferry



- Construction of BRT di 29 Kota
- Construction of Mass Rapid Transportation Spread in Cities (6 metropolitan city, 17 huge city).



- 15 New Airport Development
- Procurement of 20 Pioneer Plane
- Evolving Airport For Air Cargo Services in 6 Location



- Construction 3.258 Km Railway in Java, Sumatera, Sulawesi and Kalimantan

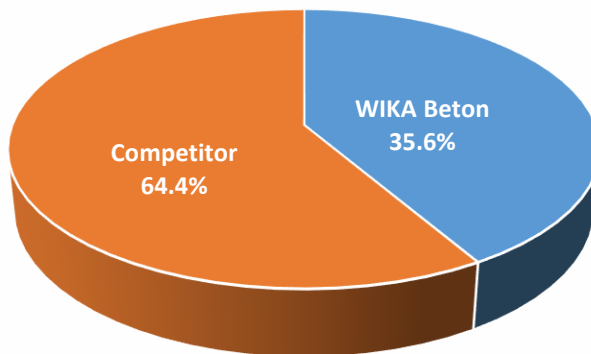


# LARGEST CAPACITY and LEADING MARKET SHARE



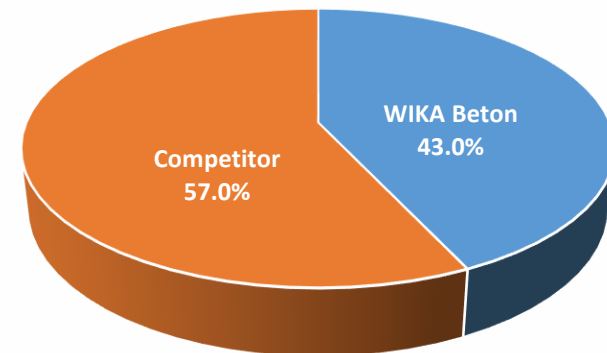
- Based on internal research, in 2017, there are **57 precast concrete production facilities in Indonesia** with **total production capacity of 24.5 million ton per year**.
- **WIKA Beton has the biggest production capacity with 35.6% of total production capacity in Indonesia** or equivalent of 3 million 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

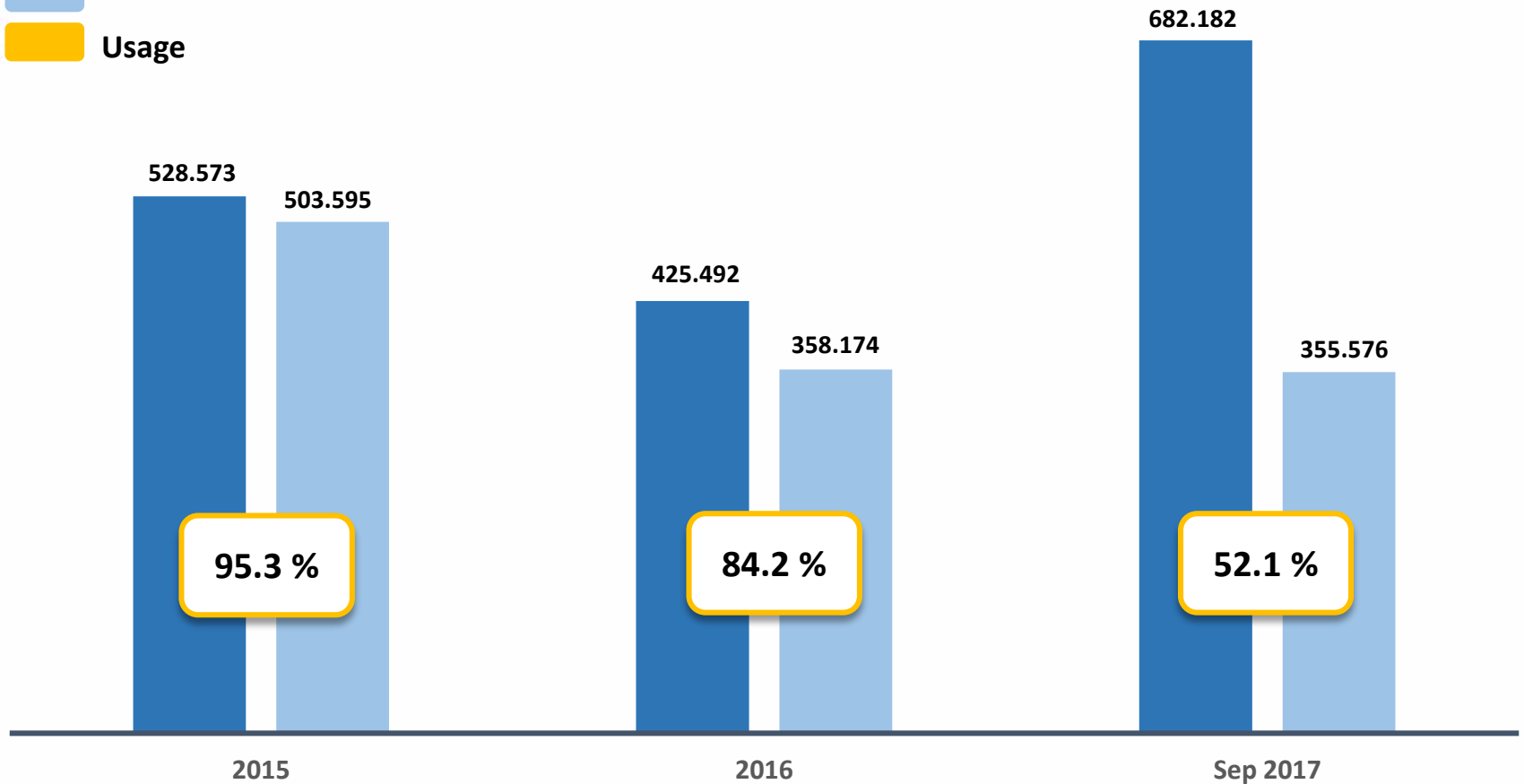
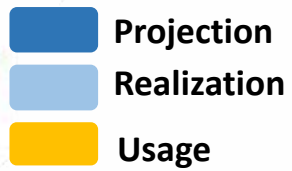


# INFRASTRUCTURE INVESTMENT REQUIREMENT 2015-2019

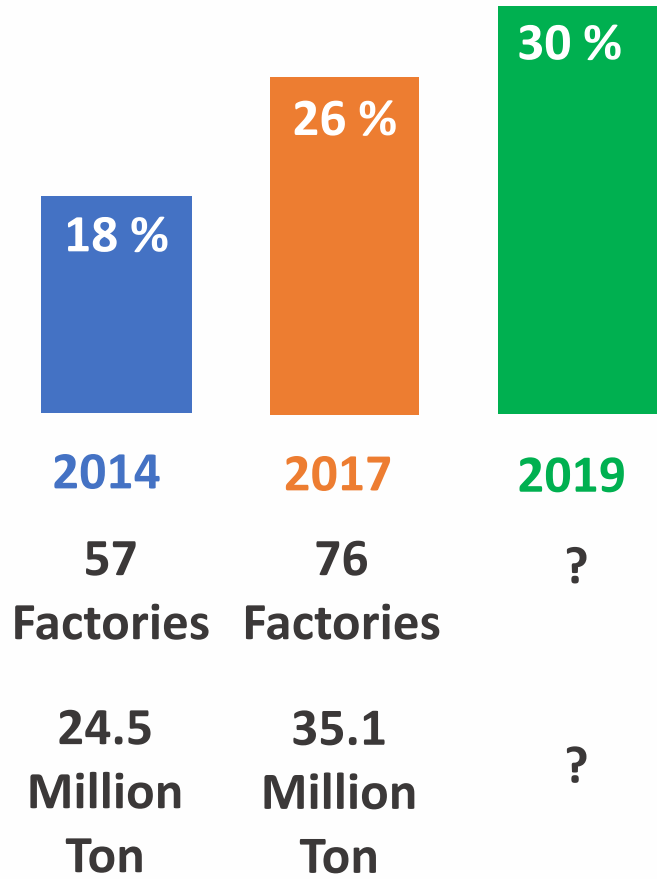
Infrastruktur Investment Requirement (RPJMN) 2015-2019 (Rp trillion)					
Sector	Full Scenario (100%)	Partial Scenario(75%)		Basic Scenario(50%)	
		Needs	% of Full Scenario	Needs	% of Full Scenario
Road	1274	851	67%	637	50%
Railway	278	222	80%	140	50%
Mass Transportation	166	115	69%	75	45%
Sea Transportation	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**

# CAPITAL EXPENDITURE 2015-2017



# Permintaan Industri Precast di Negara-Negara Dunia



Source: AP3I

