

# **PT Wijaya Karya Beton Tbk**

## **1Q 2018**

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

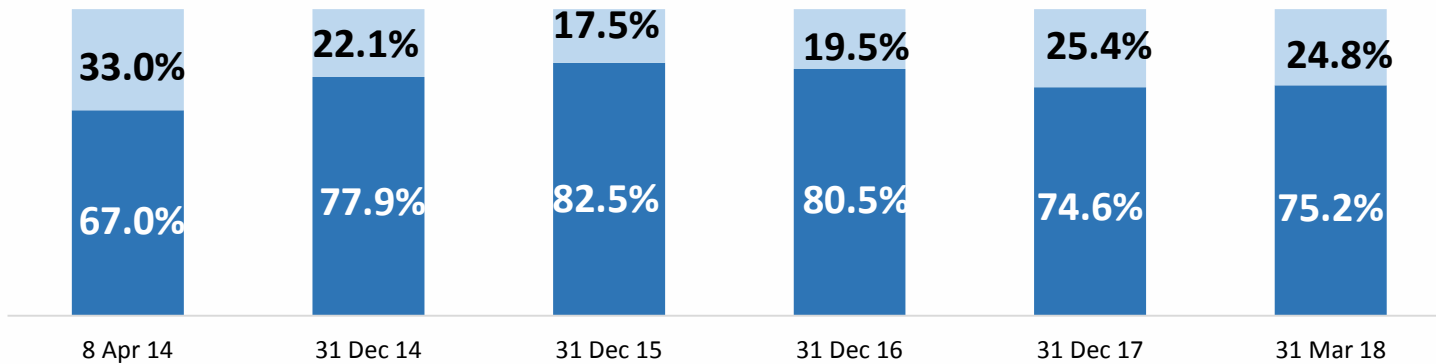
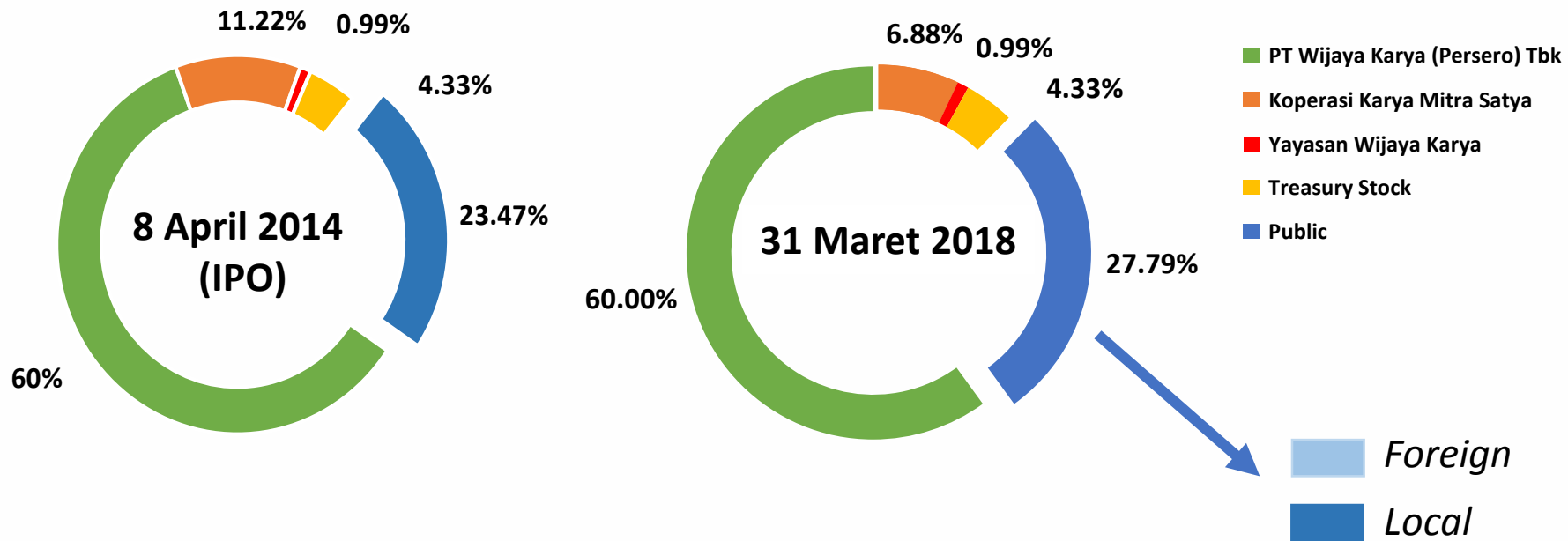
## CORE VALUE

Agility

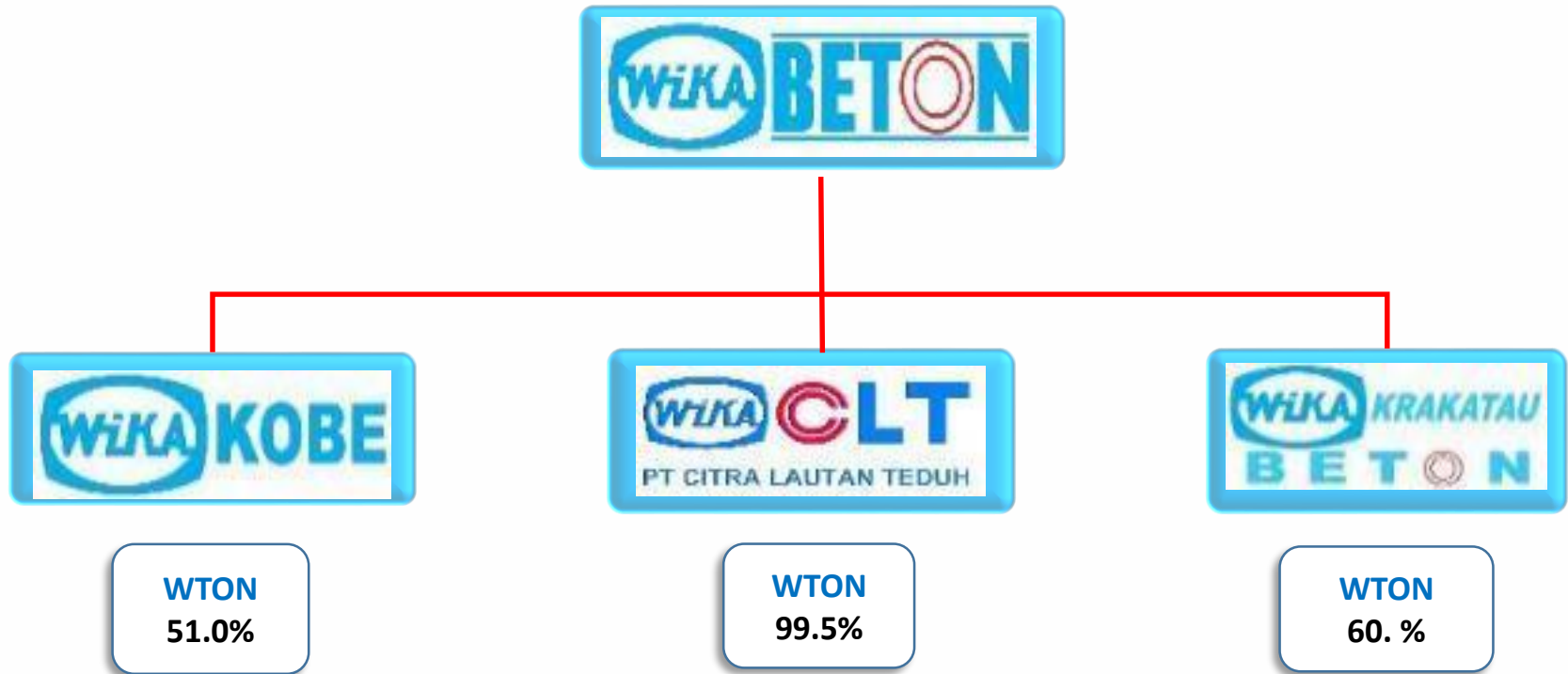
Caring

Excellence

# SHAREHOLDERS



# 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*



**Bambang Pramujio**  
*President Commissioner*



**A. Boediono**  
*Commissioner*



**Yohanes B.P Hadi**  
*Commissioner*



**Herry Trisaputra**  
*Commissioner*



**Zuna 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, 1 ASSOCIATED COMPANY**

 **3 QUARRY PLANT**



*Installment Capacities 3.6 million ton per year*

# PRODUCTION FACILITIES

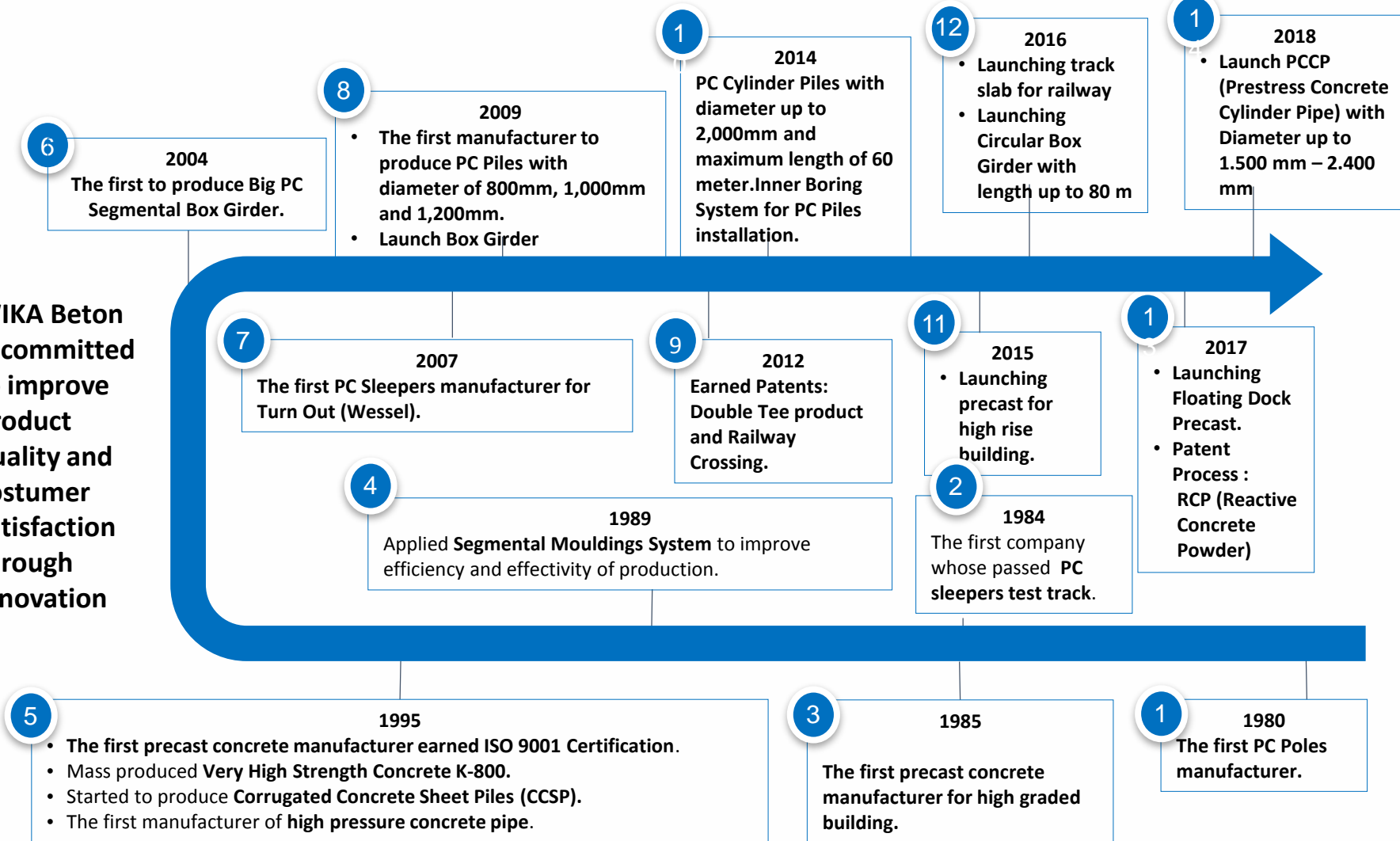


**BATCHING PLANT  
46 UNIT**

FACTORIES	LAND AREA	LINES	KAPASITAS (TON)
North Sumatra	5.0 Ha	6	355,000
Lampung	6.1 Ha	5	237,000
South Lampung	31.3 Ha	4	389,000
Bogor	13.2 Ha	8	655,000
Karawang	13.8 Ha	4	269,000
Subang	50.0 Ha	2	268,000
Majalengka	6.5 Ha	3	185,000
Boyolali	4.1 Ha	6	243,000
Pasuruan 1	6.9 Ha	5	514,000
Pasuruan 2	6.0 Ha	2	
South Sulawesi 1	3.0 Ha	3	299,000
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	130,000
PT WIKA Kobe	3.5 Ha	2	100,000
PT WIKA Krakatau Beton	3.0 Ha	-	-
Others	0.4 Ha	-	-
<b>TOTAL</b>	<b>297.6 Ha</b>	<b>55</b>	<b>3,644,000</b>

# 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**

# STRATEGIC BUSINESS UNIT

## SERVICES



**POST-TENSION**



**QUARRY & CRUSHING PLANT**

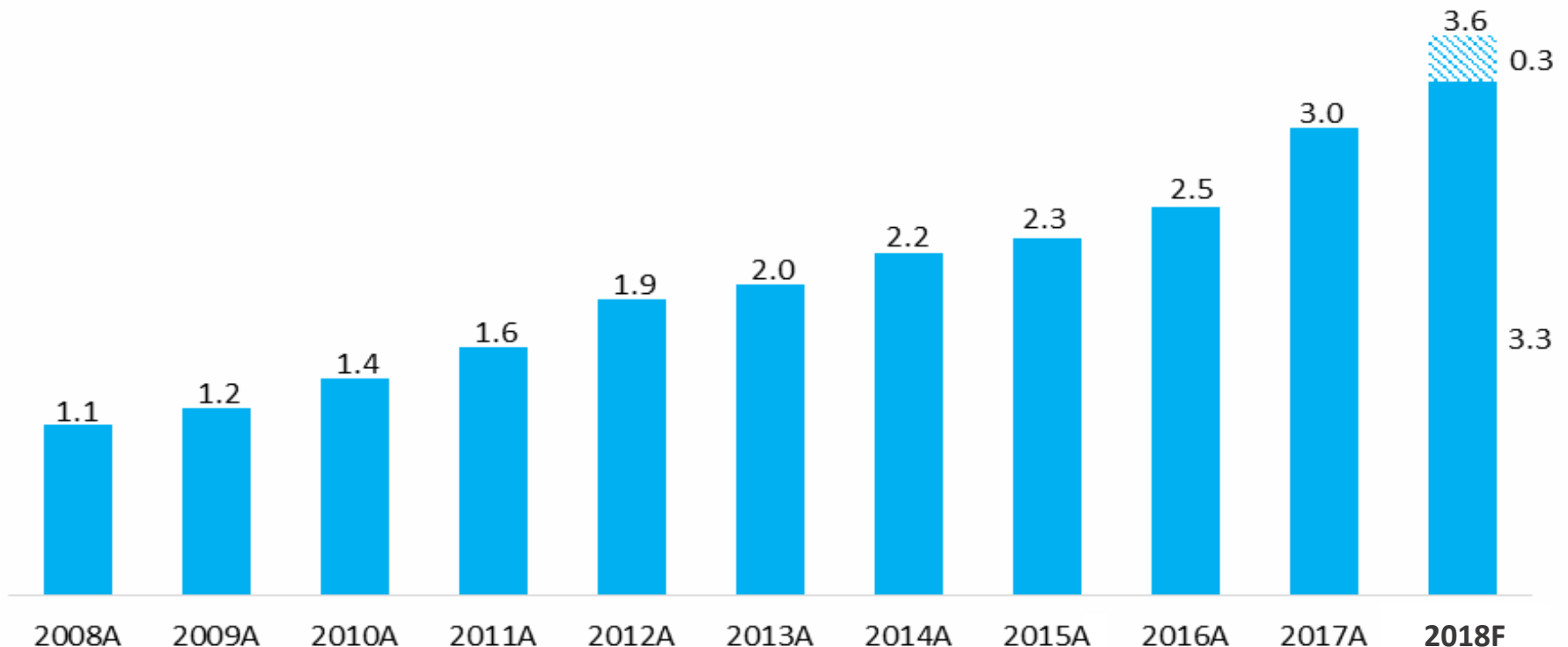


**INNER BORE**

# PRODUCTION CAPACITY 2008-2018

- Currently WIKA Beton Installed Production Capacities approximately 3,6 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

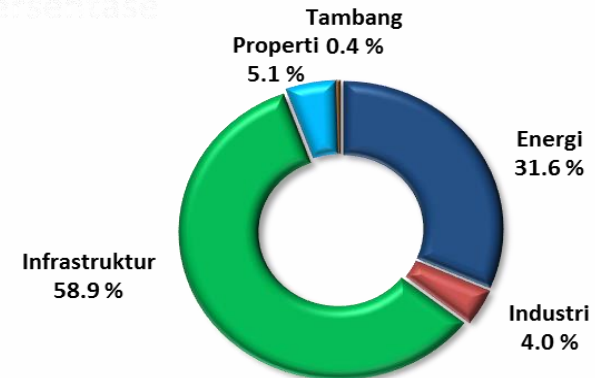
- Based on Business Line, **Infrastructure sector contributed 72.8% of total WIKA Beton's new contract in 2017.**
- Based on Customer's Ownership, WIKA Beton's Highest Revenue Contribution, it came from **private – local amount 38.3%** then followed by State Owned Enterprise **with 30.4%** in 2017.
- Wijaya Karya (Persero) Tbk Contribution in 2017 was 28.3%.**

## Top 10 Buyers 1Q 2018

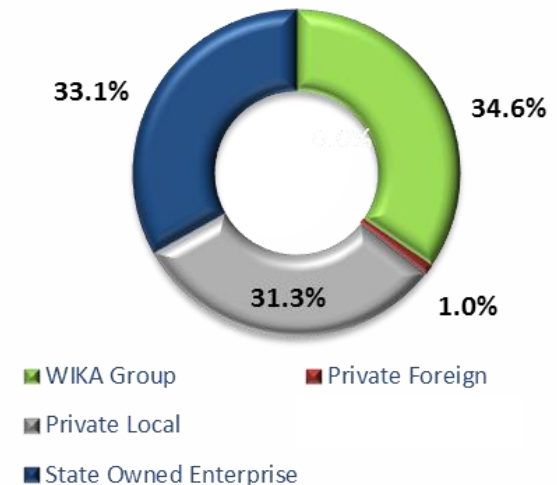
No	Customer	Contribution
1	WIKA Group	34.6%
2	PT Perusahaan Listrik Negara (Persero)	11.4%
3	PT Usaha Multi Guna	7.1%
4	Sinohydro - Hutama Karya KSO	3.0%
5	Brantas - Jaya KSO	2.5%
6	PT Adhi Karya (Persero) Tbk	2.0%
7	Waskita Group	1.9%
8	PT Hutama Karya (Persero)	1.7%
9	PT Yasapola Remaja	1.4%
10	PT Wilmar Nabati Indonesia	1.3%

## Customer Profil based on Business Line in 1Q 2018 (Percentage from New Contract)

Percentage



## Customer Profil based on Business Line in 1Q 2018 (Percentage from Revenue)



# 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.
- Finished on January 2018

# COMPANY UPDATE

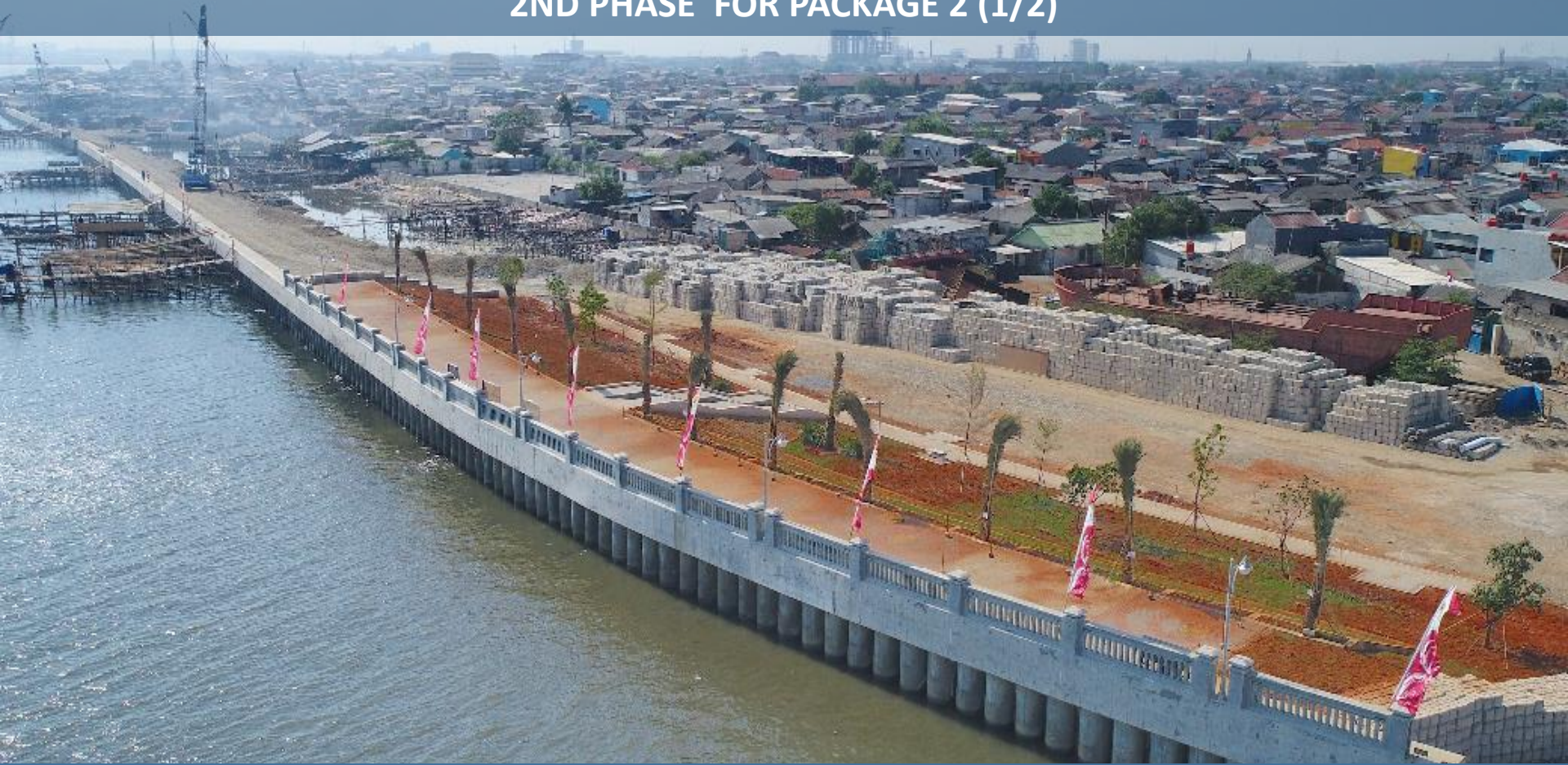
## ST. CAROLUS HOSPITAL - JAKARTA



- 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

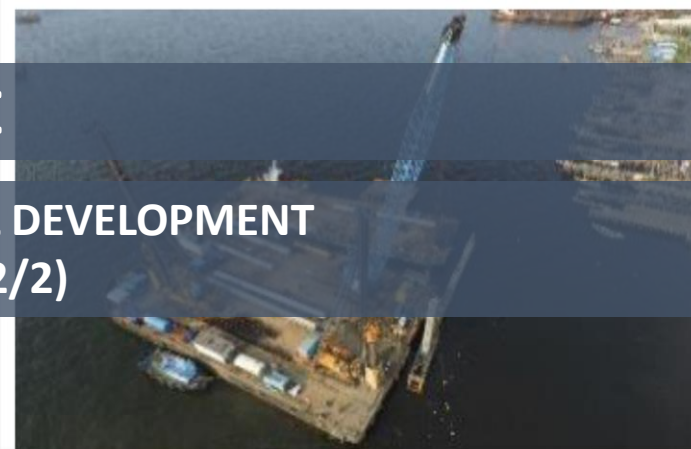
## NATIONAL CAPITAL INTEGRATED COASTAL DEVELOPMENT 2ND PHASE FOR PACKAGE 2 (1/2)



- 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

## SUBANG FACTORY



- Factory Capacities: 258.000 ton
- Product : Box Girder

# UPDATE NEWS

## ESTABLISHED OF ASSOCIATE COMPANY



- Cimanggis Apartment Project,  
East Jakarta

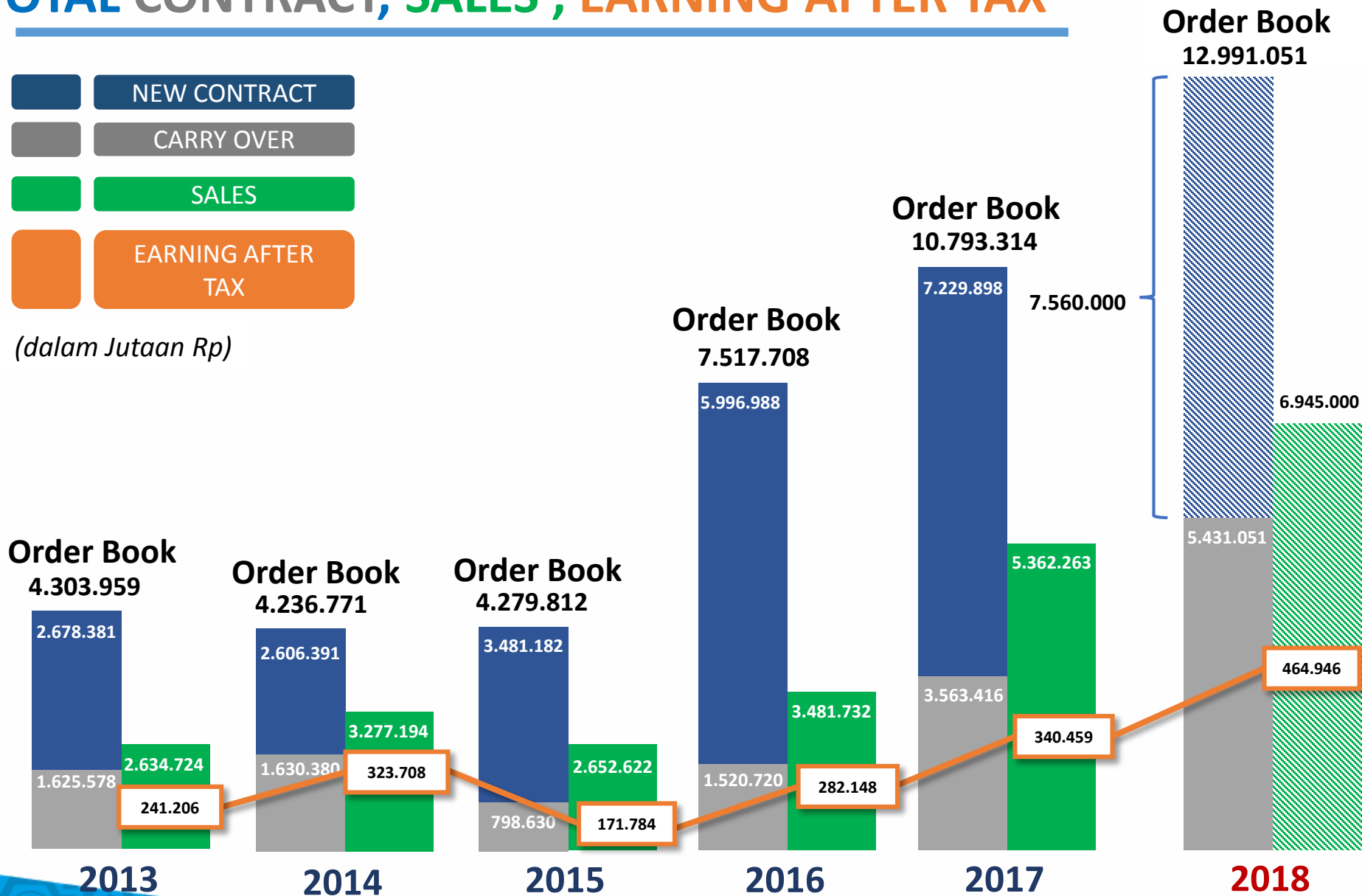
Inauguration of Establishment of  
Associate Company, PT Wijaya Karya  
Pracetak Building on January 17<sup>th</sup>, 2017

# FINANCIAL HIGHLIGHT

# TOTAL CONTRACT, SALES , EARNING AFTER TAX



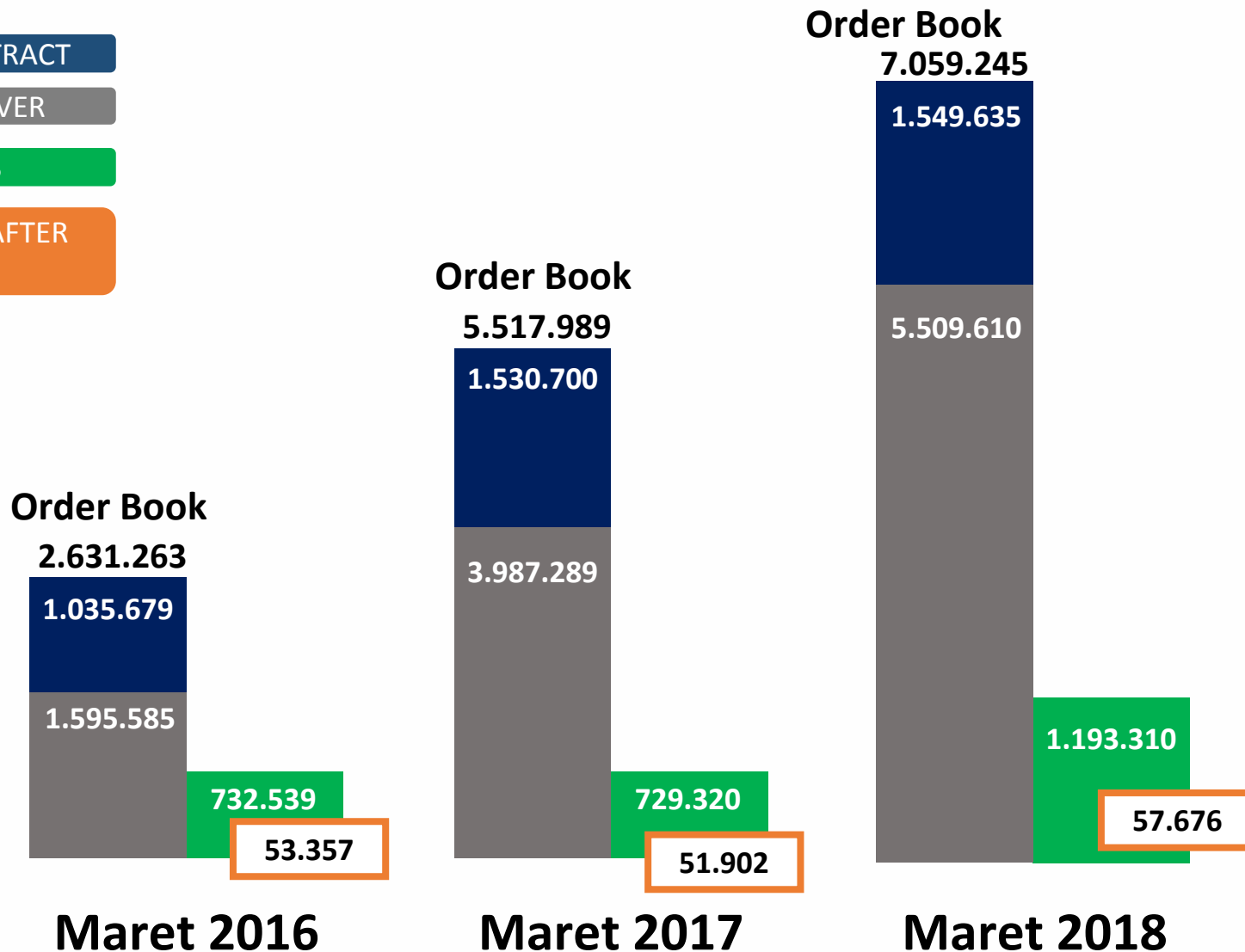
(dalam Jutaan Rp)



# TOTAL CONTRACT, SALES , EARNING AFTER TAX

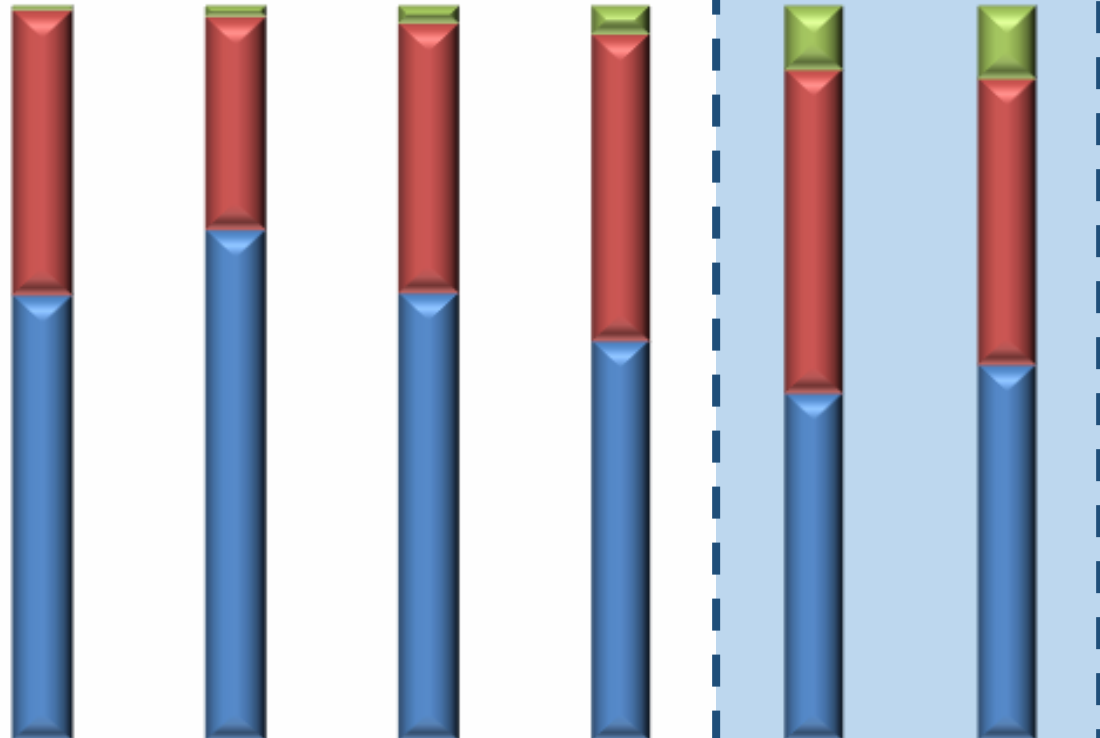


(dalam Jutaan Rp)



# REVENUE CONTRIBUTION

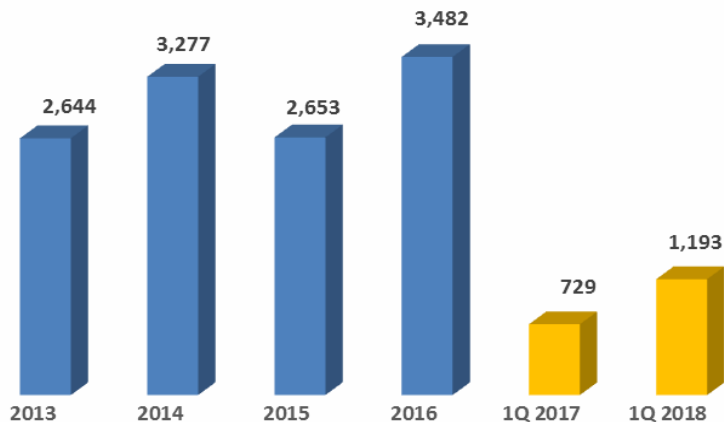
■ Centrifugal Product ■ Non-Centrifugal Product ■ Services



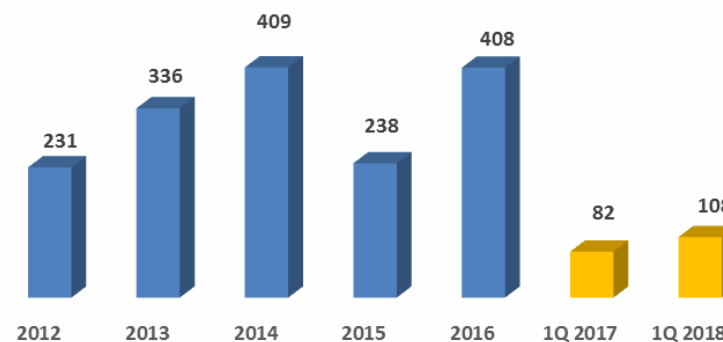
	2013	2014	2015	2016	1Q 2017	1Q 2018
■ Services	0.8%	1.5%	2.3%	3.8%	8.5%	10.0%
■ Non-Centrifugal Product	38.7%	29.1%	36.9%	41.6%	44.0%	39.0%
■ Centrifugal Product	60.5%	69.4%	60.8%	54.5%	47.4%	51.0%

# INCOME STATEMENT SUMMARY

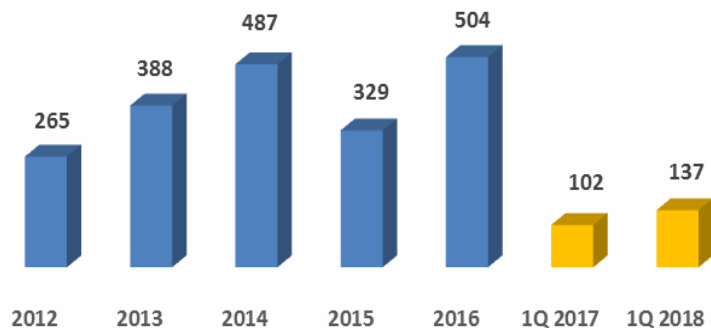
### Revenue (IDR Bn)



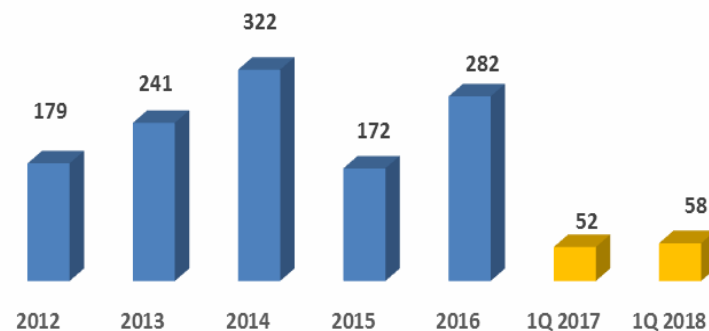
### Operating Profit (IDR Bn)



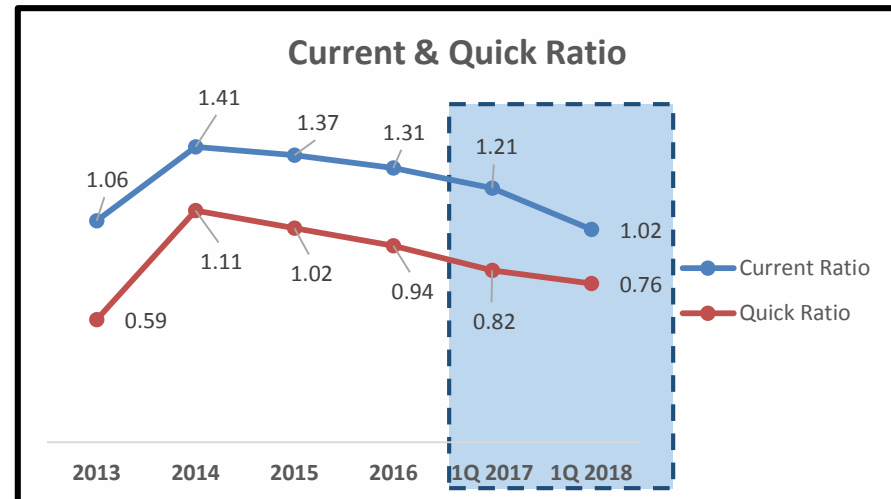
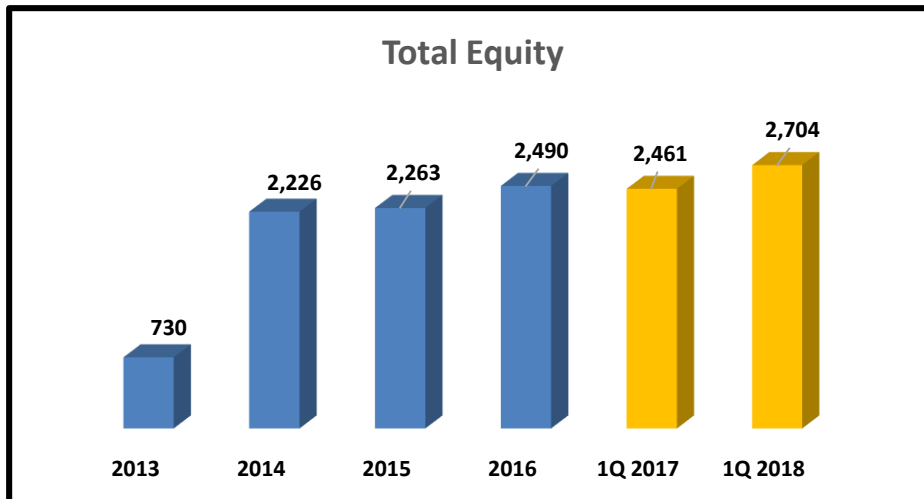
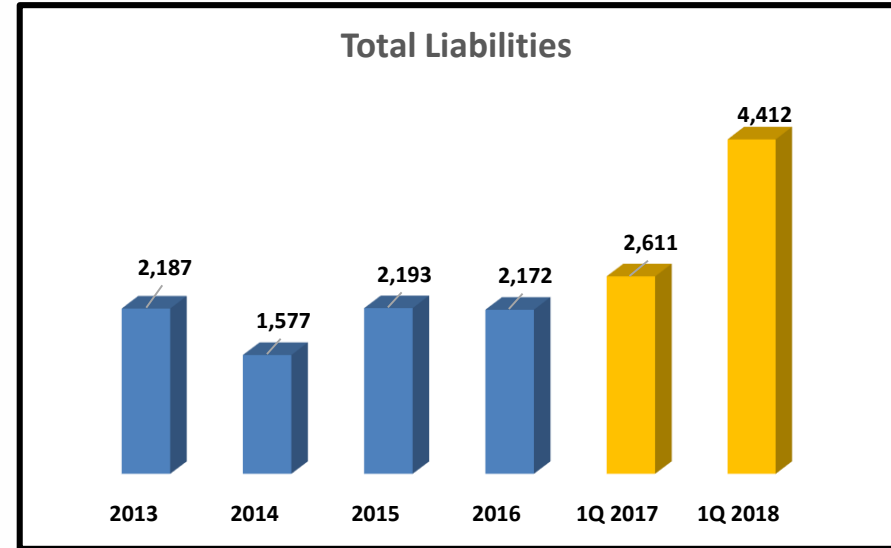
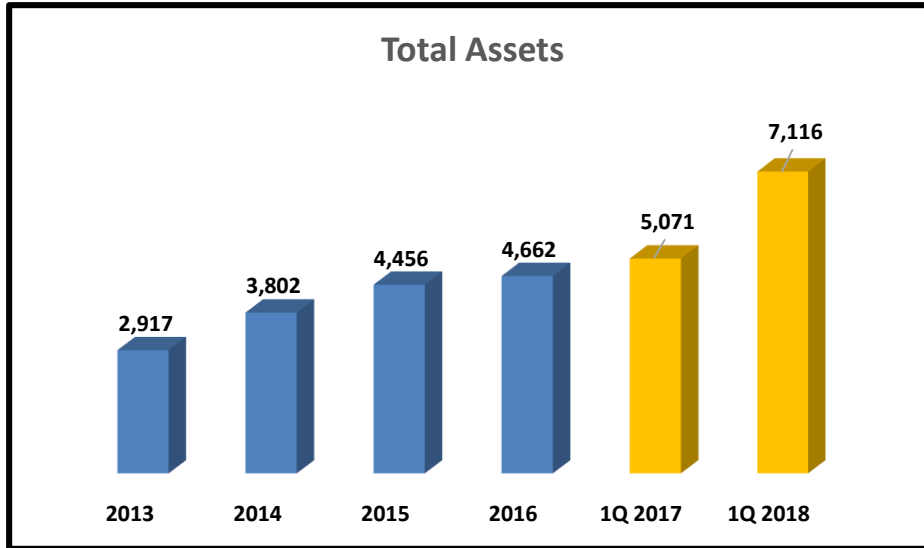
### Gross Profit (IDR Bn)



### Net Profit (IDR Bn)



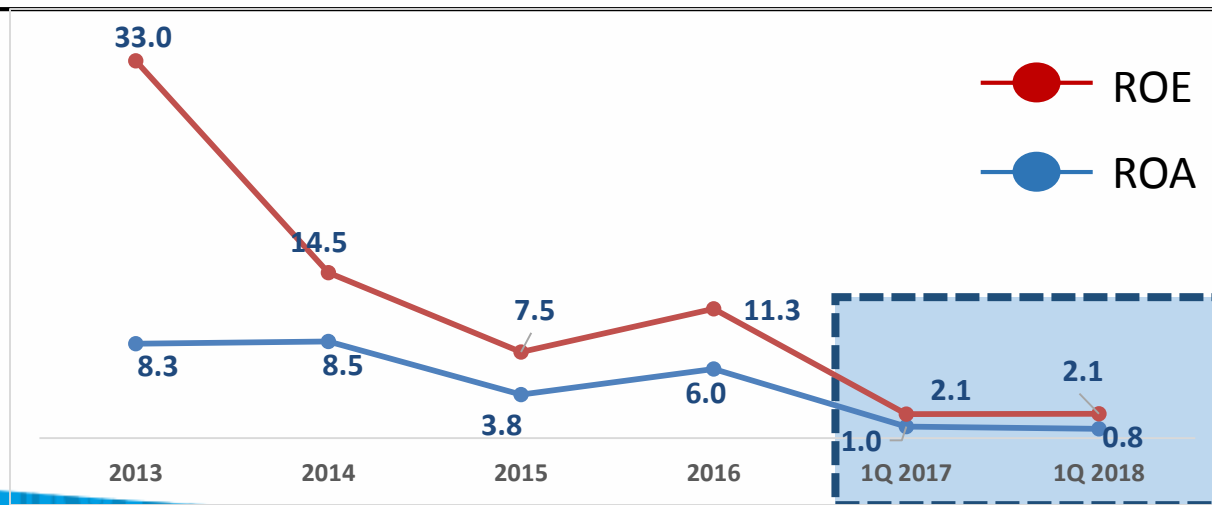
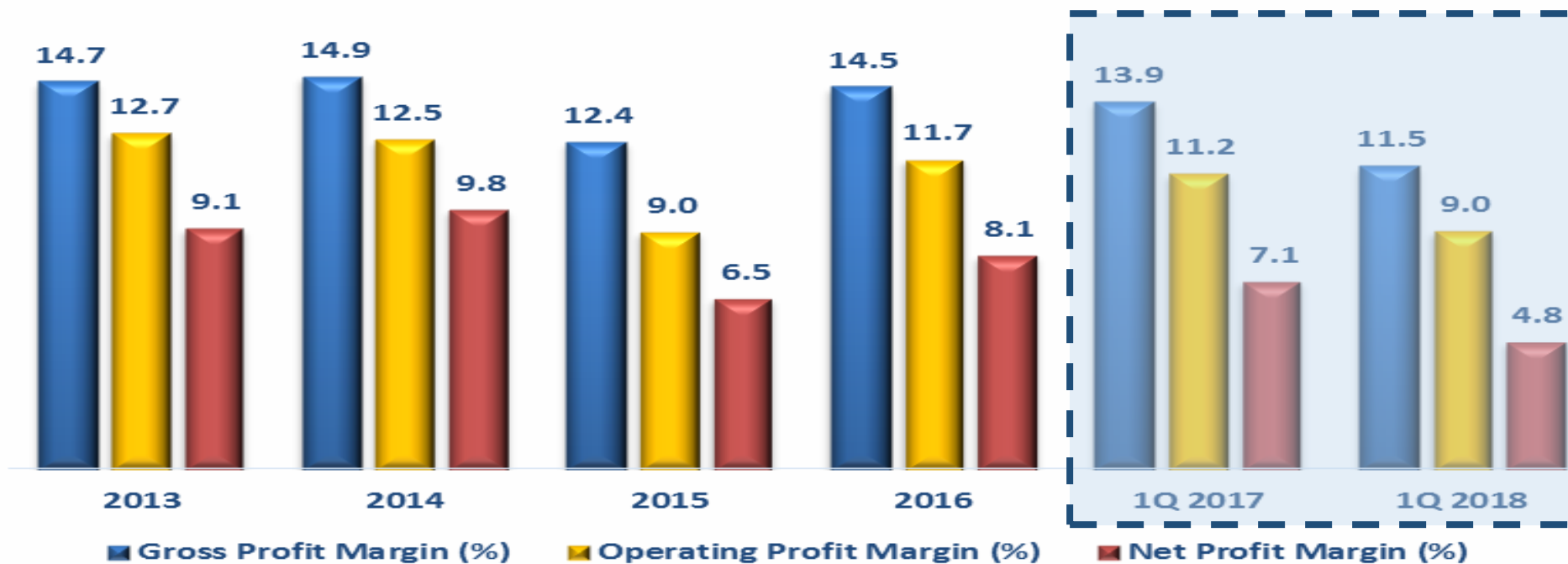
# FINANCIAL POSITION SUMMARY



# CONSOLIDATED CASH FLOW

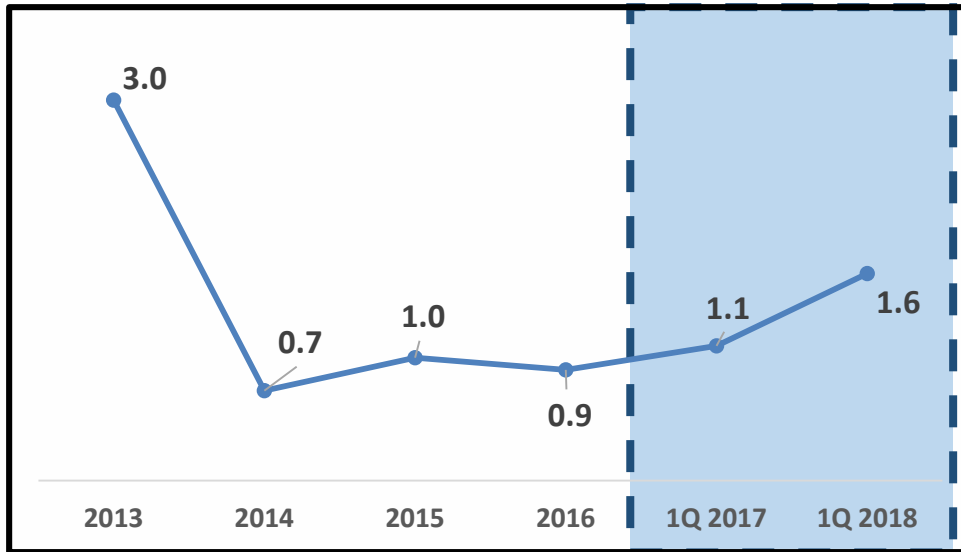
Description	2013	2014	2015	2016	1Q 2017	1Q 2018
Operation Activities	123,764	192,010	458,415	(79,247)	(184,662)	(366,819)
Investment Activities	(454,305)	(790,214)	(472,119)	(482,388)	(113,144)	(138,264)
Financing Activities	403,249	1,186,279	(201,140)	80,216	112,385	(3,351)
Beginning Balance Of Cash and Equivalent	340,319	450,399	1,038,475	823,631	342,211	637,755
Ending Balance Of Cash and Equivalent	413,027	1,038,475	823,631	342,211	156,790	129,321

# FINANCIAL RATIO & PROFITABILITY

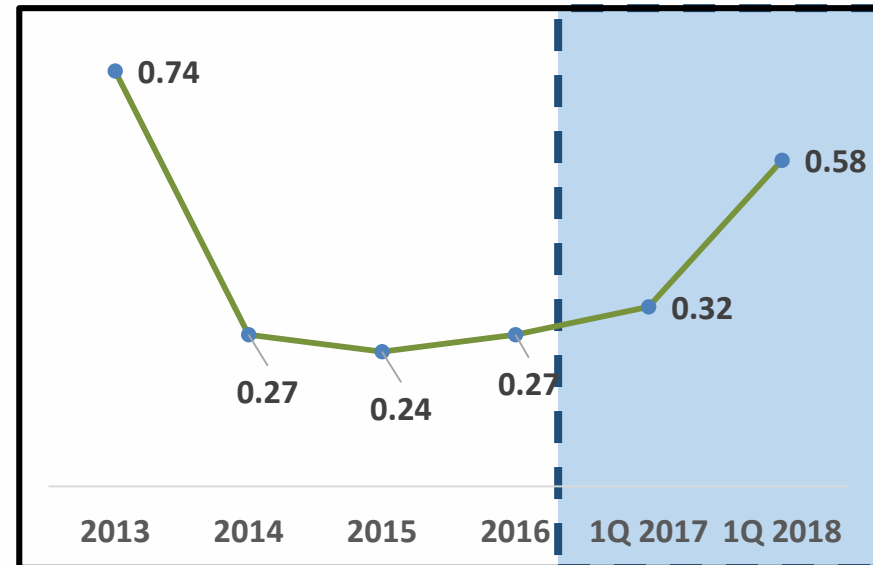


# FINANCIAL RATIO

*Debt To Equity Ratio (DER)*



*Gearing Ratio (Equity)*



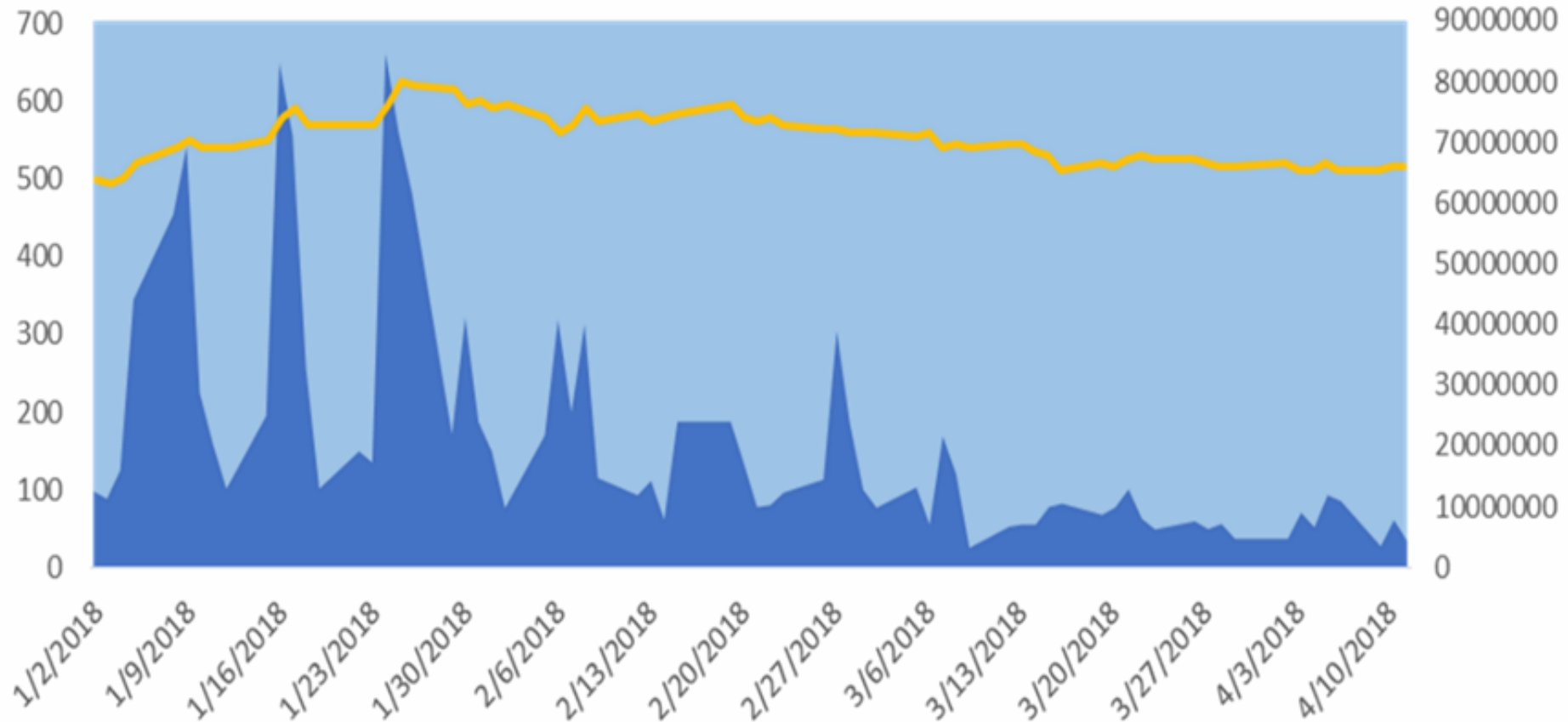
# ANALYST REPORT

No	Analyst	Company	Target Price (IDR)	Recommendation	Date
1	Theodorus Ariel Kristian	Lotus Andalan Sekuritas	780	Buy	26 Feb 2018
2	Arief Budiman	Ciptadana Sekuritas	910	Buy	9 Jan 2018
3	Bob Setiadi	Mandiri Sekuritas	750	Buy	9 Jan 2018
4	Danny Eugene	Mega Capital Sekuritas	1,575	Buy	9 Jan 2018
5	Revita Dhiah Anggrainy	Binaartha Sekuritas	775	Buy	7 Des 2017
6	Akhmad Nurcahyadi	Samuel Sekuritas	750	Buy	5 Des 2017
7	Adrianus Bias	UOB Kayhian	1000	Buy	18 Okt 2017

# STOCK PERFORMANCE

Harga

Volume



# ACHIEVEMENT & AWARD (1/2)

## Credit Rating



### Rating History :

2013 <sub>id</sub>A<sup>+</sup>/Stable \*  
2014 <sub>id</sub>A<sup>+</sup>/Stable \*  
2015 <sub>id</sub>A<sup>+</sup>/Stable  
2016 <sub>id</sub>A<sup>+</sup>/Stable  
2017 <sub>id</sub>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)

**Top 50 Best of The Best  
Indonesia Companies  
From  
Forbes Indonesia 2017**



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



**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**



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

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



*Terima Kasih*

PT Wijaya Karya Beton Tbk.

