

PT Wijaya Karya Beton Tbk

3Q 2018

COMPANY PROFILE

BOARD OF COMMISSIONERS



BOARD OF DIRECTOR



VISION, MISSION & CORE VALUE



VISION

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

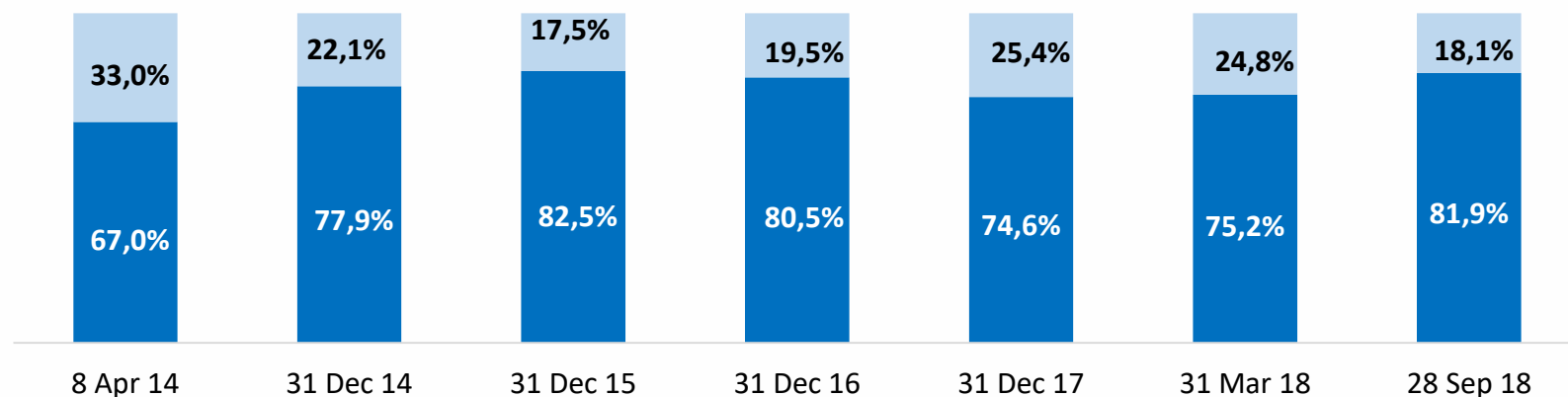
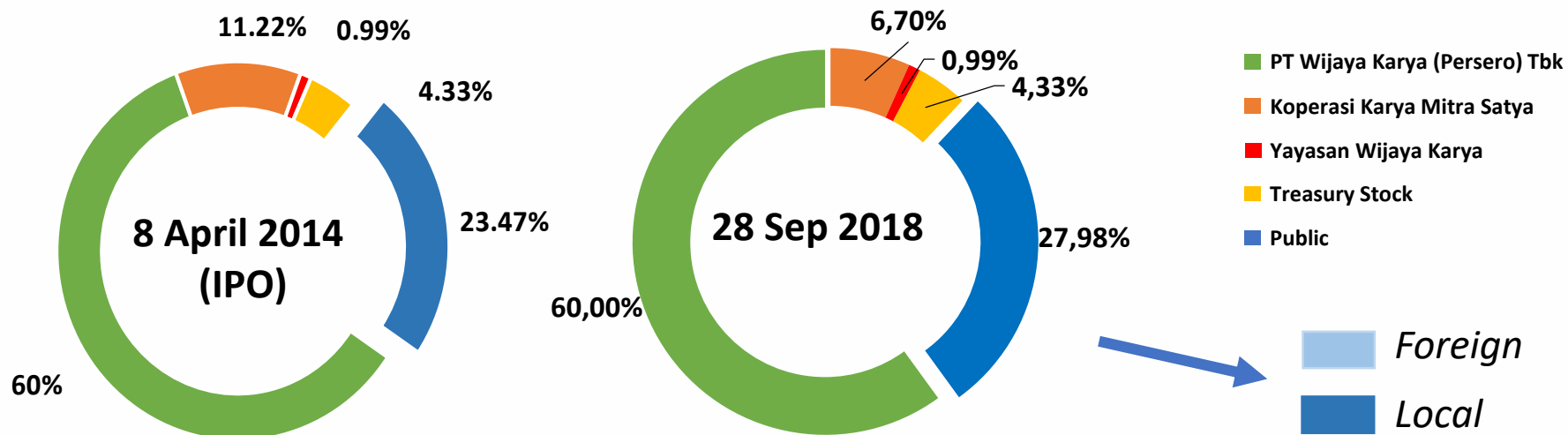
MISSION

- 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.

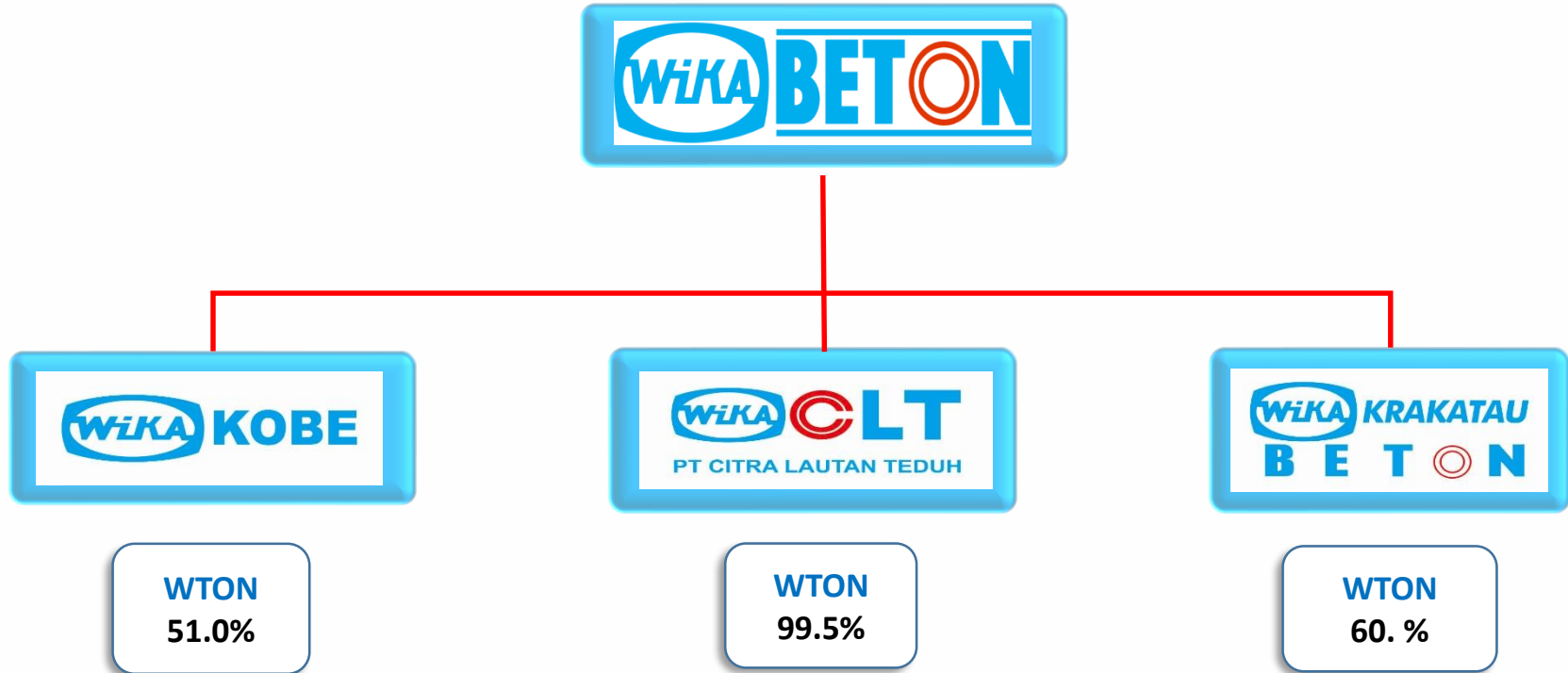
CORE VALUE



SHAREHOLDERS



BUSINESS PORTFOLIO



Associated Company : **WIKAPRACETAK Gedung**

WTON
49.0%

COVERAGE AREA

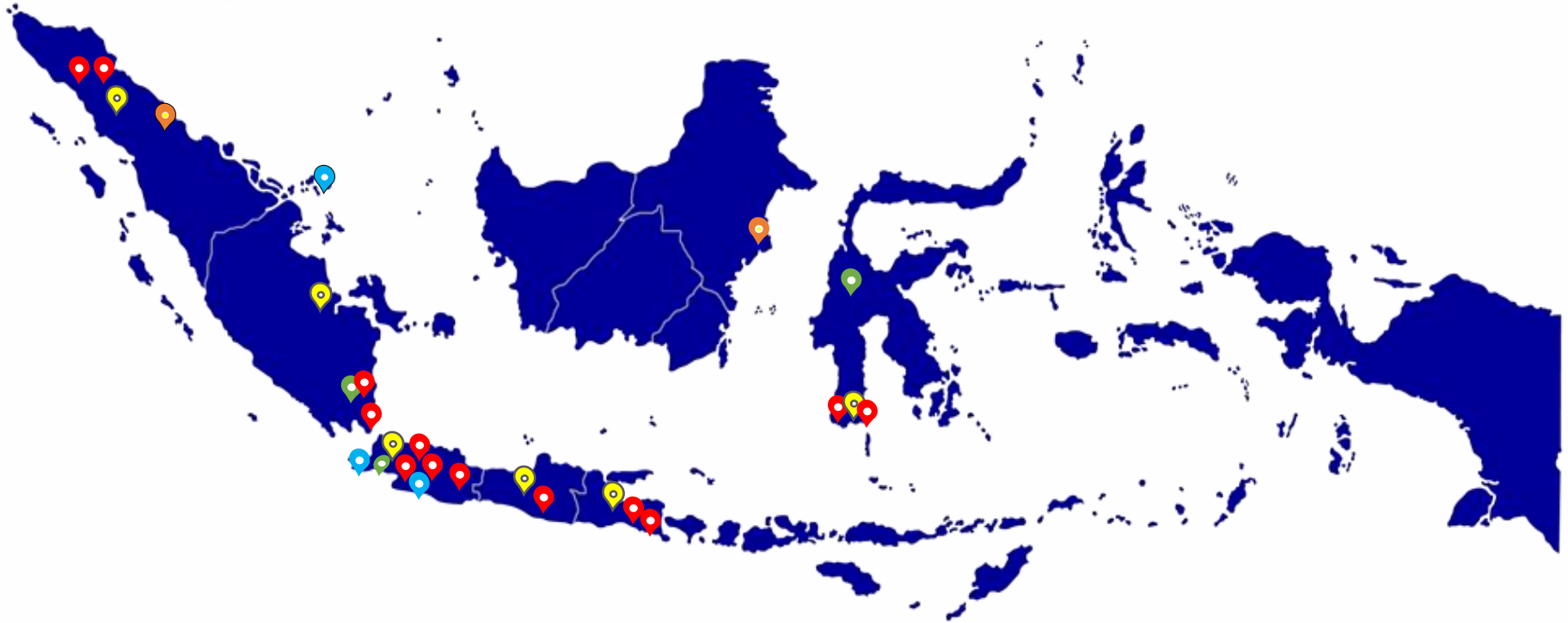
 **14 FACTORIES, 1 MOBILE PLANT**

 **6 SALES AREA**

 **2 REPRESENTATIVE OFFICE**

 **3 SUBSIDIARIES, 1 ASSOCIATED COMPANY**

 **3 QUARRY PLANT**



Installment Capacities 3.4 million ton per year

SUSTAINABILITY INNOVATION

1980

The first PC Poles manufacturer

1984

The first company whose passed PC sleepers test track.

1985

The first precast concrete manufacturer for high graded building.

1989

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

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.

2004

The first to produce Big PC Segmental Box Girder.

2007

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

SUSTAINABILITY INNOVATION

2009

2012

2014

2015

2016

2017

2018

- The first manufacturer to produce PC Piles with diameter of 800mm, 1,000mm and 1,200mm.
- Launch Box Girder

Earned Patents: Double Tee product and Railway Crossing.

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

Launching precast for high rise

- Launching track slab for railway
- Launching Circular Box Girder with length up to 80 m

- Launching Floating Dock Precast.
- Patent Process : RCP (Reactive Concrete Powder)

- Launch PCCP (Prestress Concrete Cylinder Pipe) with Diameter up to 1.500 mm – 2.400 mm

BUSINESS LINE

MATERIALS

ENGINEERING

PRODUCTION

INSTALLATION



> QUARRY SOUTH LAMPUNG

> QUARRY CIGUDEG

> QUARRY DONGGALA

> STUCTURE LAB.

> PRECAST CONCRETE TECHNOLOGY LAB.

> CENTRIFUGAL

> NON CENTRIFUGAL

> READYMIX

> POST-TENSIONING

> INNER-BORING

> ERECTION & INSTALLATION

BUSINESS LINE: MATERIAL

QUARRY CIGUDEG



LUAS: 41.3 Ha
KAP.: 315 tons/hour

QUARRY SOUTH LAMPUNG



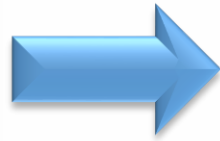
LUAS: 44.5 Ha
KAP.: 343 tons/hour

QUARRY DONGGALA



LUAS: 35.3 Ha
KAP.: 284 tons/hour

BUSINESS LINE: ENGINEERING



Laboratory

Aims to support the research for WIKABETON's projects, and expected to be the research center of precast technology in the future.

RESEARCH RESULTS:



BOX CULVERT



J SHAPE & C SHAPE

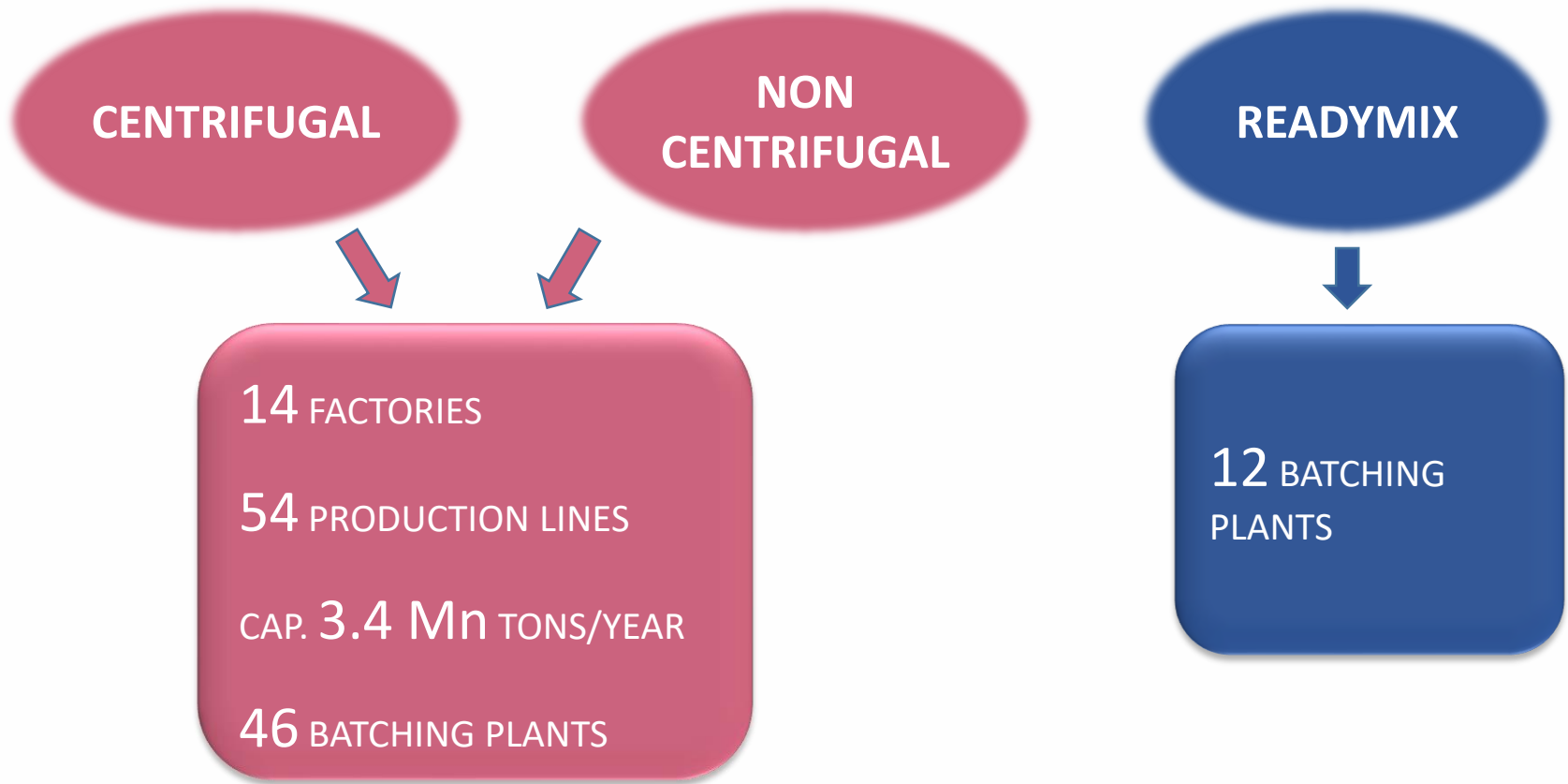


REINFORCED CYLINDER PILE



PIER PRECAST SEGMENTAL

BUSINESS LINE: PRODUCTION (1/3)



BUSINESS LINE: PRODUCTION (2/3)

CENTRIFUGAL:



PC POLES



PC WALL



PC CYLINDER PILE



PC PILES



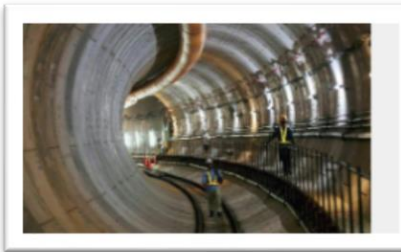
PC PIPES

BUSINESS LINE: PRODUCTION (3/3)

NON CENTRIFUGAL



BRIDGE CONCRETE



TUNNEL



RAILWAY CONCRETE



BUILDING AND HOUSING



HOLLOW CORE SLAB



RETAINING WALL



MARINE CONCRETE

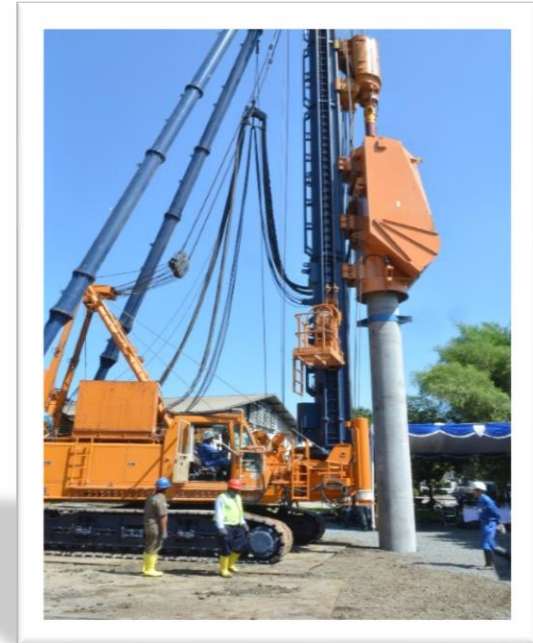
BUSINESS LINE: INSTALLATION



**POST-TENSIONING:
84 POST-TENSION TOOLS**



**LAUNCHING GANTRY:
11 LAUNCHING GANTRIES**



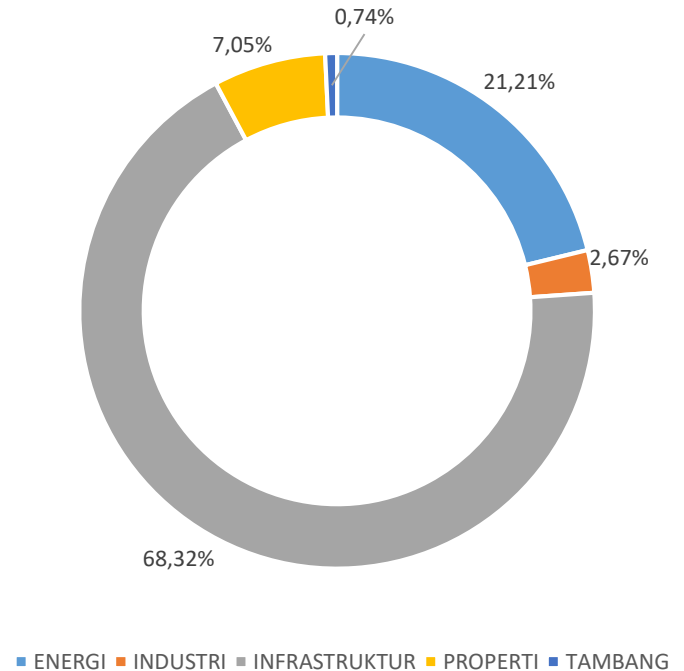
**INNER-BORING:
5 INNER-BORING MACHINES**

TOP 10 PROJECTS

Top 10 Current Projects in 10M18

No	Projects	Amount
1	Kereta Cepat Jakarta – Bandung (HSR)	Rp 803.76Bn
2	Dermaga Kijing - Mempawah	Rp 430.57Bn
3	Dermaga KBN - Marunda	Rp 226.69Bn
4	Tol Kunciran Cengkareng	Rp 223.98Bn
5	Pengaman Muara Sungai Ijo Kebumen	Rp 115.59Bn
6	Pengadaan Box Girder MBK	Rp 109.85Bn
7	PLTGU Tambak Lorok Semarang	Rp 103.24Bn
8	GOLF ISLAND 2018	Rp 102.03Bn
9	Tanggung Ekspansion Project	Rp 87.49Bn
10	Jembatan Sungai Tondano	Rp 86.42Bn

Customer Profile based on Business Line in 10M18 (Percentage from New Contract)

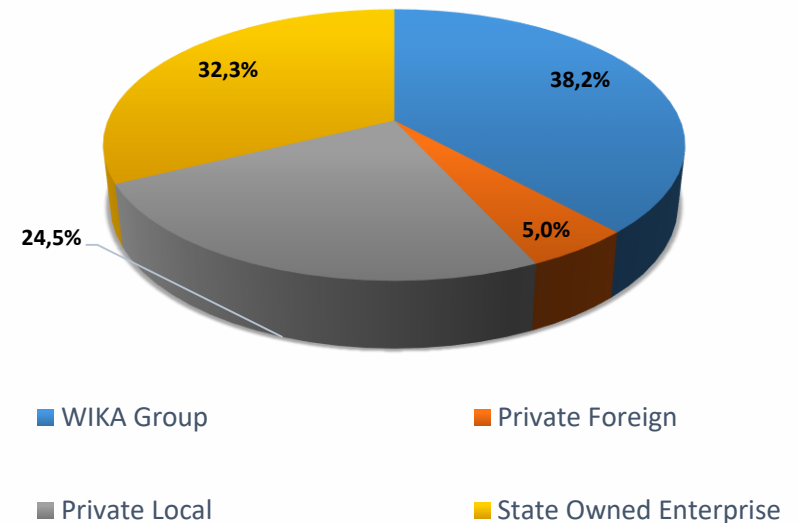


CUSTOMER PROFILE

Top 10 Customers in 3Q 2018

No	Customers	Percentage
1	WIKA GROUP	38,2%
2	PT Perusahaan Listrik Negara (Persero)	12,7%
3	PT Adhi Karya (Persero) Tbk	4,9%
4	PT Hutama Karya (Persero)	3,7%
5	PT Usaha Multi Guna	3,1%
6	CSTS Joint Operation	1,8%
7	MITSUI Eng & Shipbuilding Co. Ltd.	1,7%
8	WASKITA GROUP	1,6%
9	PT Murinda Iron Steel	1,5%
10	EMRAIL	1,4%

Customer Profile based on Ownership in 3Q 2018 (Percentage from Revenue)



PROJECTS UPDATE

COMPANY UPDATE

BALIKPAPAN – SAMARINDA TOLL ROAD



- Tollway from Balikpapan to Samarinda, length: 99 km
- One of Pilot Project for Developing Borneo Island
- This project start from Year 2015 and finish target in 2019.
- WIKA Beton supply Ready Mix, Precast Product and service
- Progress Project around 60%

COMPANY UPDATE

A.P PETTARANI ELEVATED TOLL ROAD



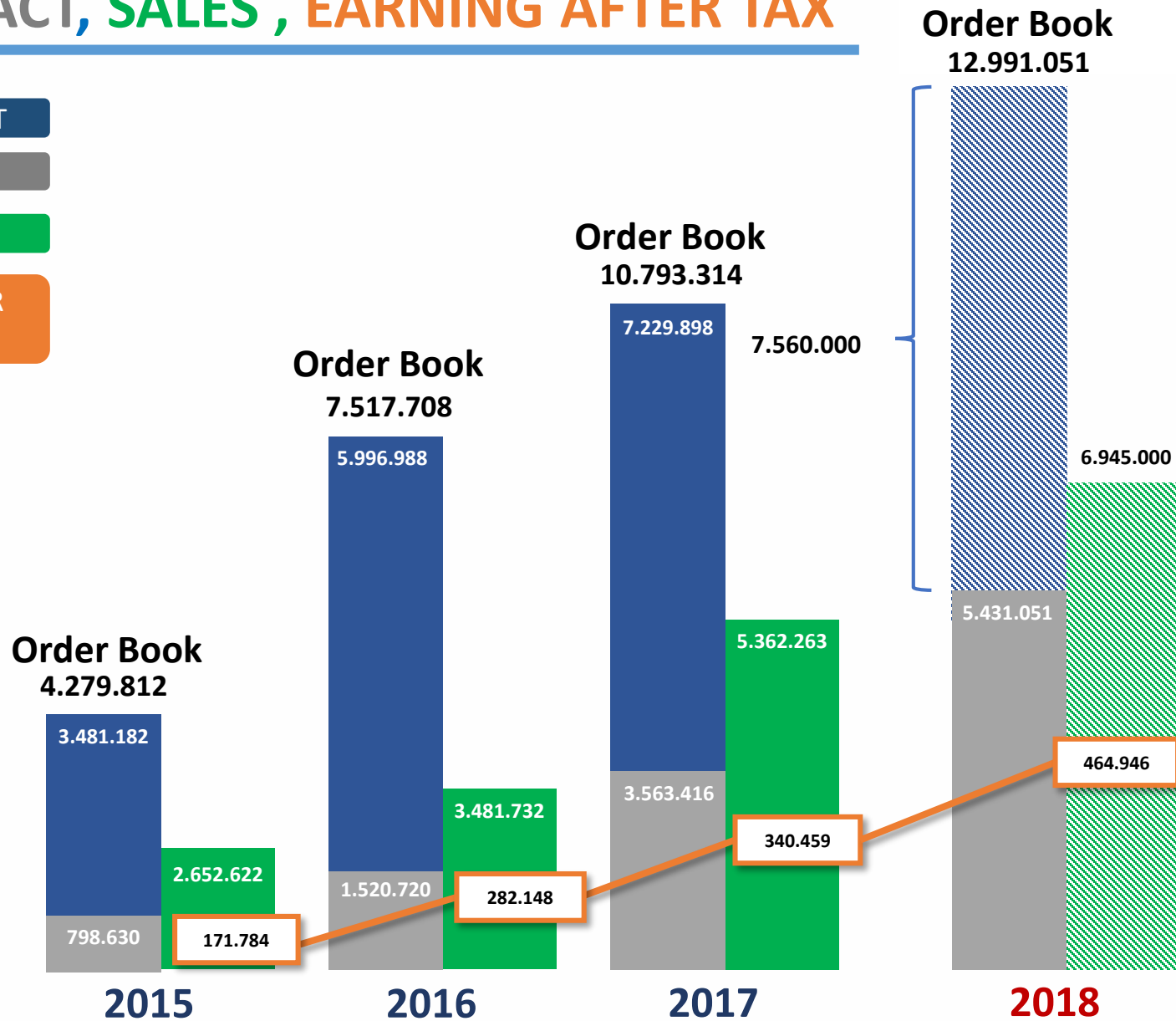
- Elevated Tollway based in Makassar, South Sulawesi. With the total length: 4,3 km. This construction build in existing road with bustle area
- Private Funding Project
- Main Contractor by WIKA Beton
- Started on May 2018 and finish target in the beginning 2020

FINANCIAL HIGHLIGHT

TOTAL CONTRACT, SALES , EARNING AFTER TAX



(by Millions Rp)



TOTAL CONTRACT 3Q 2016, 2017 & 2018

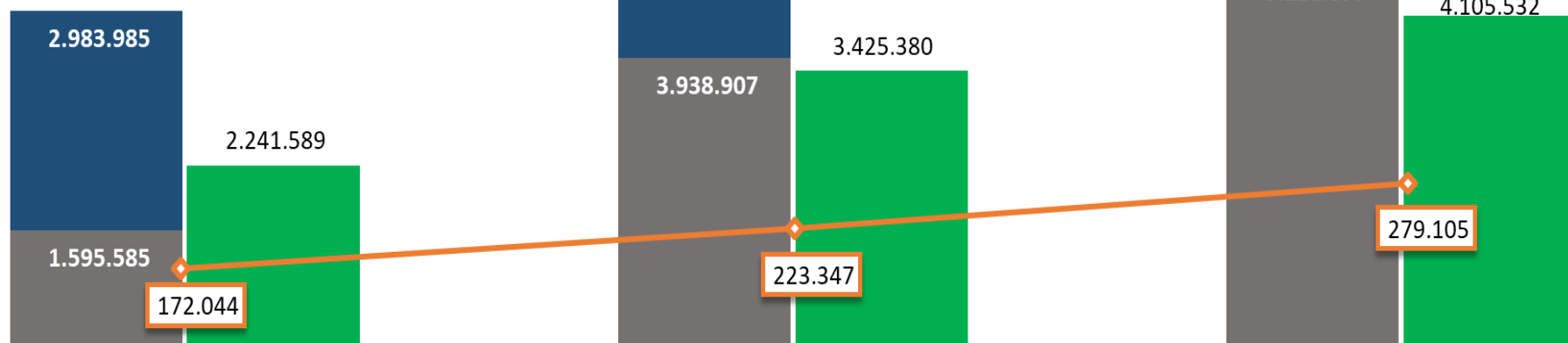


(by Millions Rp)

Total contract:
4.579.570

Total contract:
8.135.866

Total contract:
10.610.460

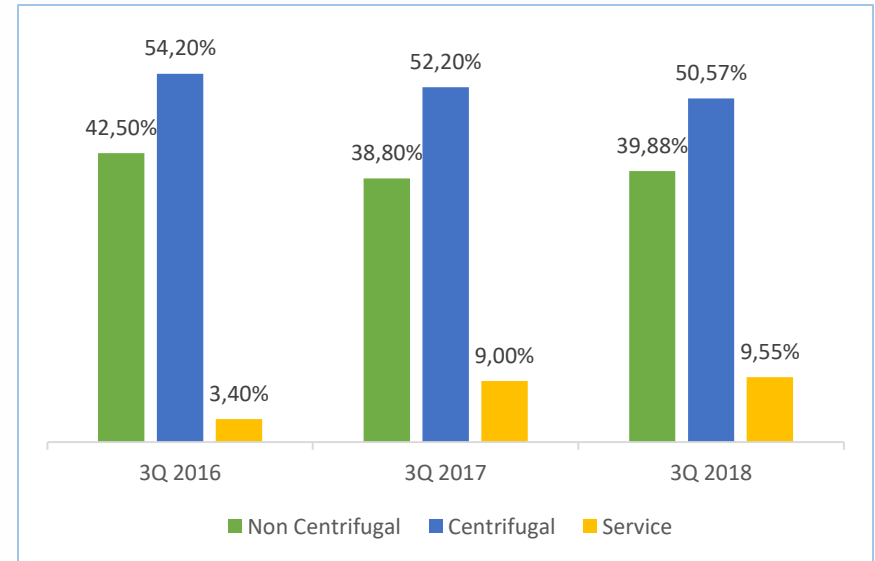
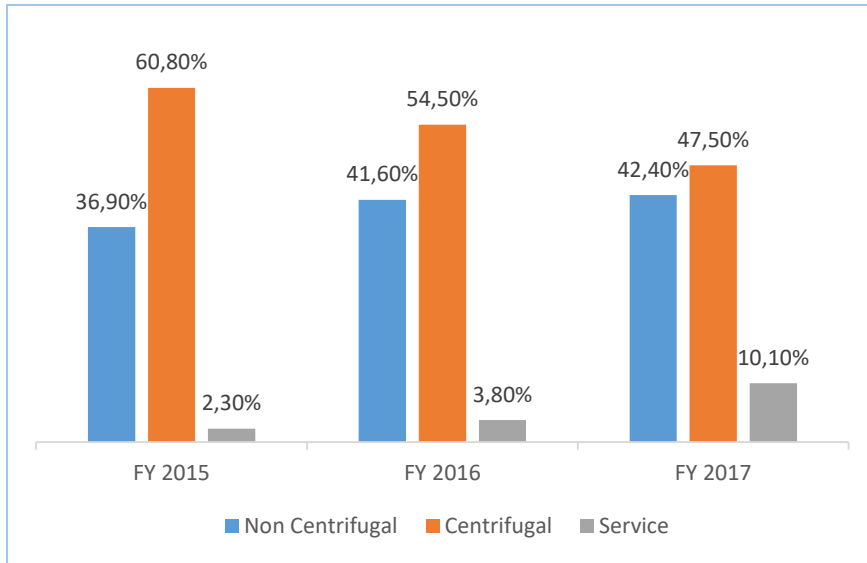


Q3 2016

Q3 2017

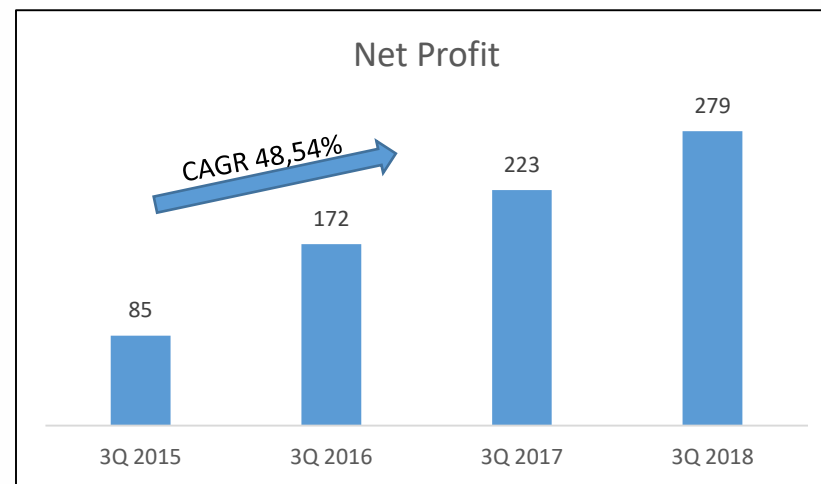
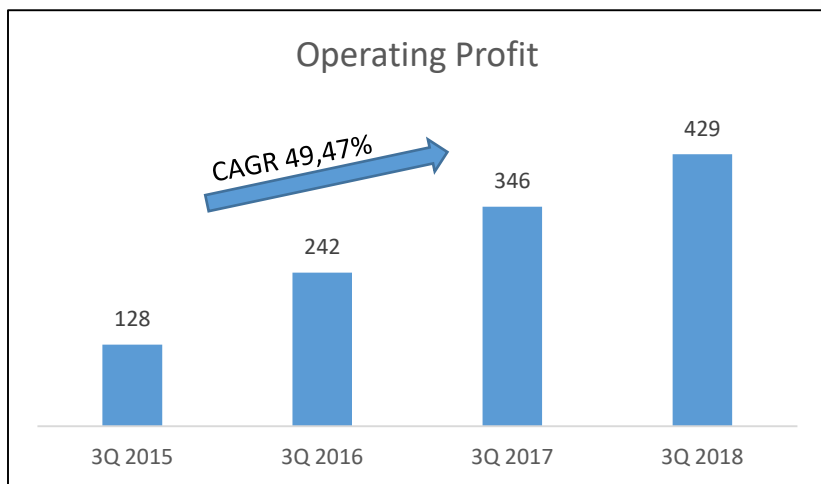
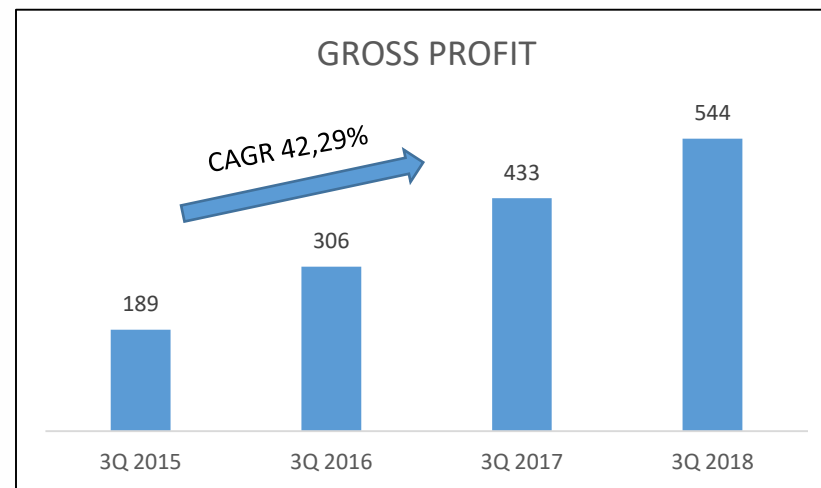
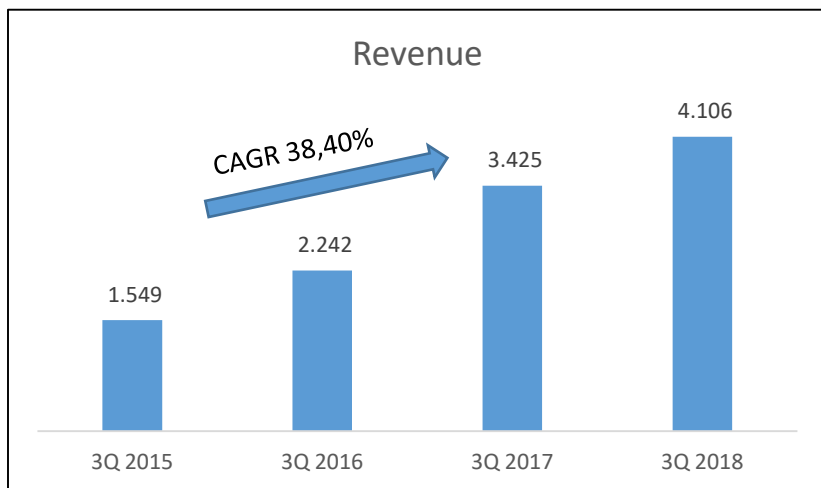
Q3 2018

REVENUE CONTRIBUTION



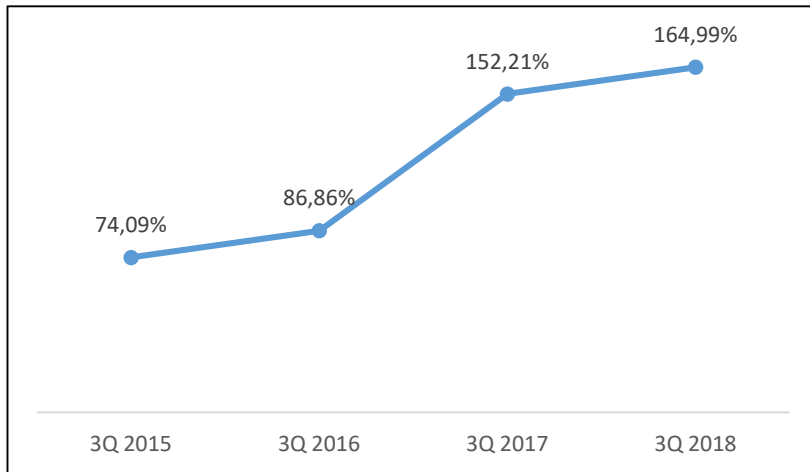
INCOME STATEMENT SUMMARY

IN BILLION RUPIAH

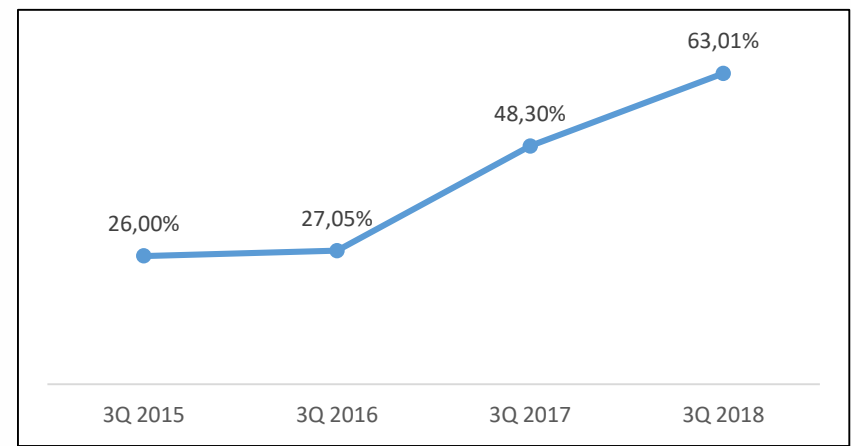


FINANCIAL RATIO

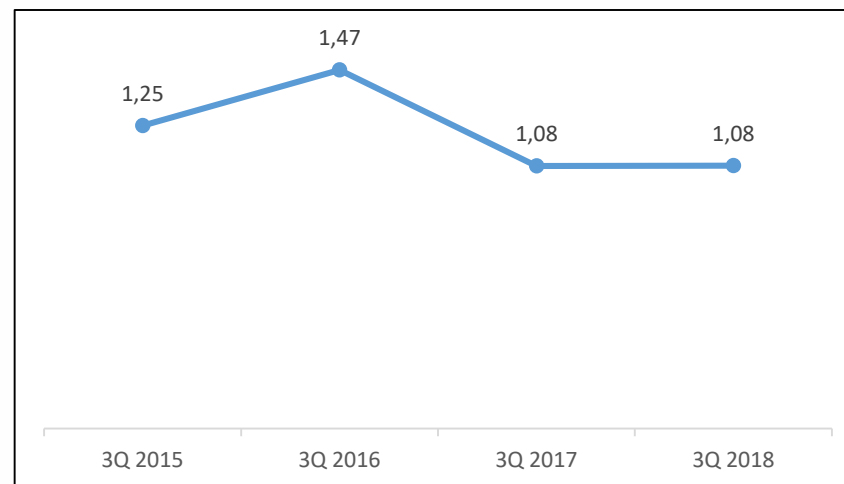
Debt To Equity Ratio (DER)



Gearing Ratio (Equity)



CURRENT RATIO (X)



Thank You

PT Wijaya Karya Beton Tbk.

