

**AKHLAK**



**COMPANY UPDATES**  
PT WIJAYA KARYA BETON Tbk.



# 40 YEARS OF EXPERIENCE IN THE CONCRETE INDUSTRY

## ◆ Board of Commissioner



**Ade Wahyu**  
President  
Commissioner

**Priyo Suprobo**  
Independent  
Commissioner

**Indrieffouny Indra**  
Independent  
Commissioner

**R. Permadi Mulajaya**  
Commissioner

**Harno Trimadi**  
Commissioner

## ◆ Board of Directors



**Hadian Pramudita**  
President  
Director

**Kuntjara**  
Director

**Imam Sudiyono**  
Director

**Sidiq Purnomo**  
Director

**Taufik Dwi Wibowo**  
Director

## ◆ Core Values

# AKHLAK

AMANAH KOMPETEN HARMONIS  
LOYAL ADAPTIF KOLABORATIF

## ◆ Vision

To be the foremost precast concrete company in **Engineering, Production, and Installation (EPI)** In Southeast Asia.

## ◆ Mission

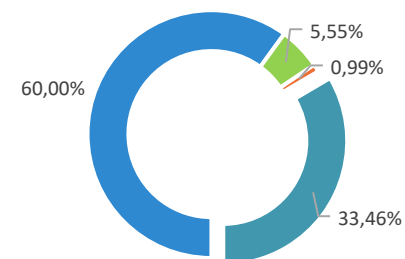
1. Providing added value through business process which meets the requirements & expectation of the key stakeholders.
2. Providing excellent & competitive products and services in EPI and fulfil the expectation of customers.
3. Implementing best practices of integrated management system & technology to improve

efficiency, quality, occupational health & safety which are environmentally insight.

4. Continuously growing together with business partners.
5. Enhancing the competences and the employees welfare.

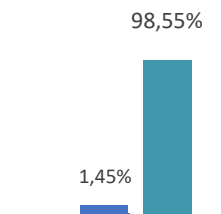
## ◆ Shareholders Composition

Dec,31 2021



- PT Wijaya Karya (Persero) Tbk.
- Koperasi Karya Mitra Satya (KKMS)
- Yayasan Wijaya Karya
- Publik

## Public Shares Composition



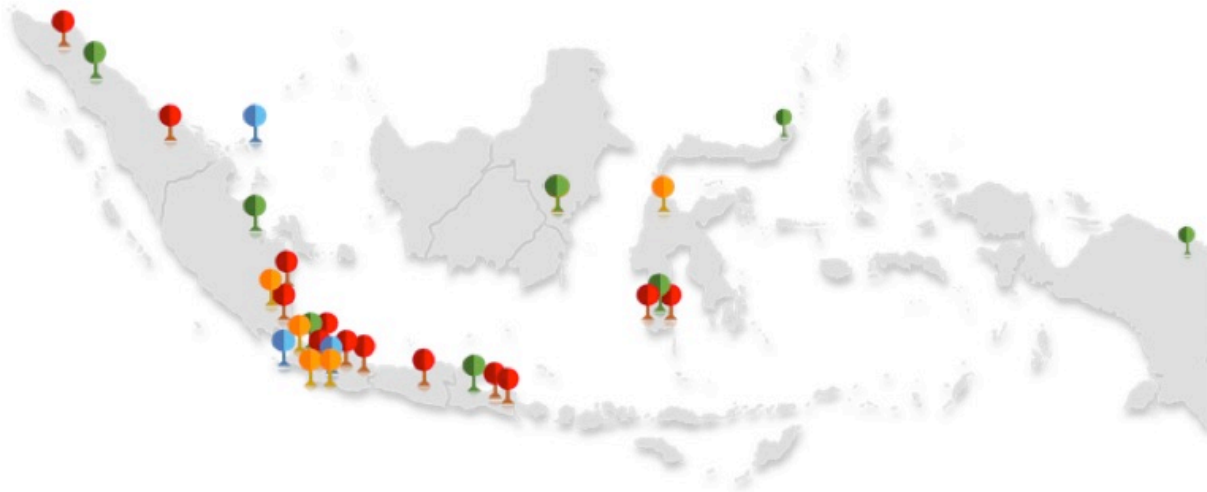
Dec 31, 2021

- Foreign
- Local

# THE BIGGEST CONCRETE MANUFACTURER IN INDONESIA



## Coverage Area

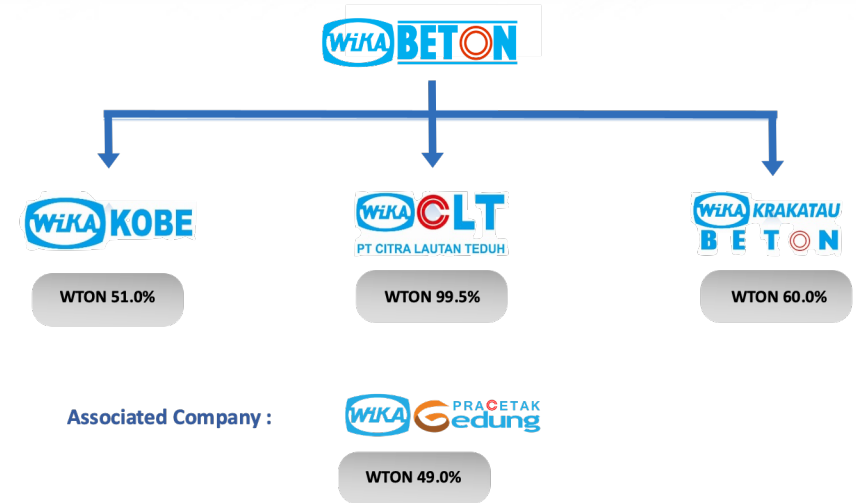


14 Factory, 1 Mobile Plant	5 Quarry	3 Subsidiaries
6 Sales Area	2 Jetty	1 Associated Company

## Production Capacity

Precast Capacity	Readymix Capacity
<b>4,66 million ton</b>	<b>1,33 million m<sup>3</sup></b>

## Business Portfolio



## Domestic & International Recognition



2<sup>nd</sup> MINO BEST PROJECT AWARD  
2021 Category I (High Volume Road)  
- AP Pettarani Elevated Toll Road



BUMN Awards 2021



Economic Review GCG 1<sup>st</sup> Best



Top CSR Awards 2021



PR Indonesia Awards 2021

# ONE STOP SOLUTION IN CONCRETE INDUSTRY



## ◆ WTON Business Line



### MATERIAL

- Quarry Cigudeg
- Quarry South Lampung
- Quarry Donggala
- Quarry Sumedang
- Quarry Pasuruan

3Q21 SALES CONTRIBUTION

**0,43%**



### CONCRETE

#### PC Poles

- Distribution Poles
- Transmission Poles
- Netting Poles
- Telecommunication Poles

#### PC Piles

- Spun Piles
- Square Piles
- Triangular Piles
- Spun Square Piles

#### Railway CP

- Concrete Sleeper
- Wessel
- Track Slab

#### Bridge CP

- I Girder
- U Girder
- Box Girder
- Voided Slab

#### Hydro Structure CP

- Cylinder Pipes
- Box Culvert
- U Ditch

#### Building & Housing CP

- Column Beam
- Hollow Core Slab
- Wall & Stairs

#### Marine Structure CP

- Tetra Pod
- A-Jack
- Precast Harbour

#### Others

- Tunnel
- Rigid Pavement
- L-Shape
- Barrier

#### Ready Mix

- BP Pettarani
- BP JIS
- BP Serbaraja
- BP Bandara Hassanudin

3Q21 SALES CONTRIBUTION

**87,02%**



### SERVICE

- Inner Boring
- Launching Gantry
- Post-Tensioning
- Project

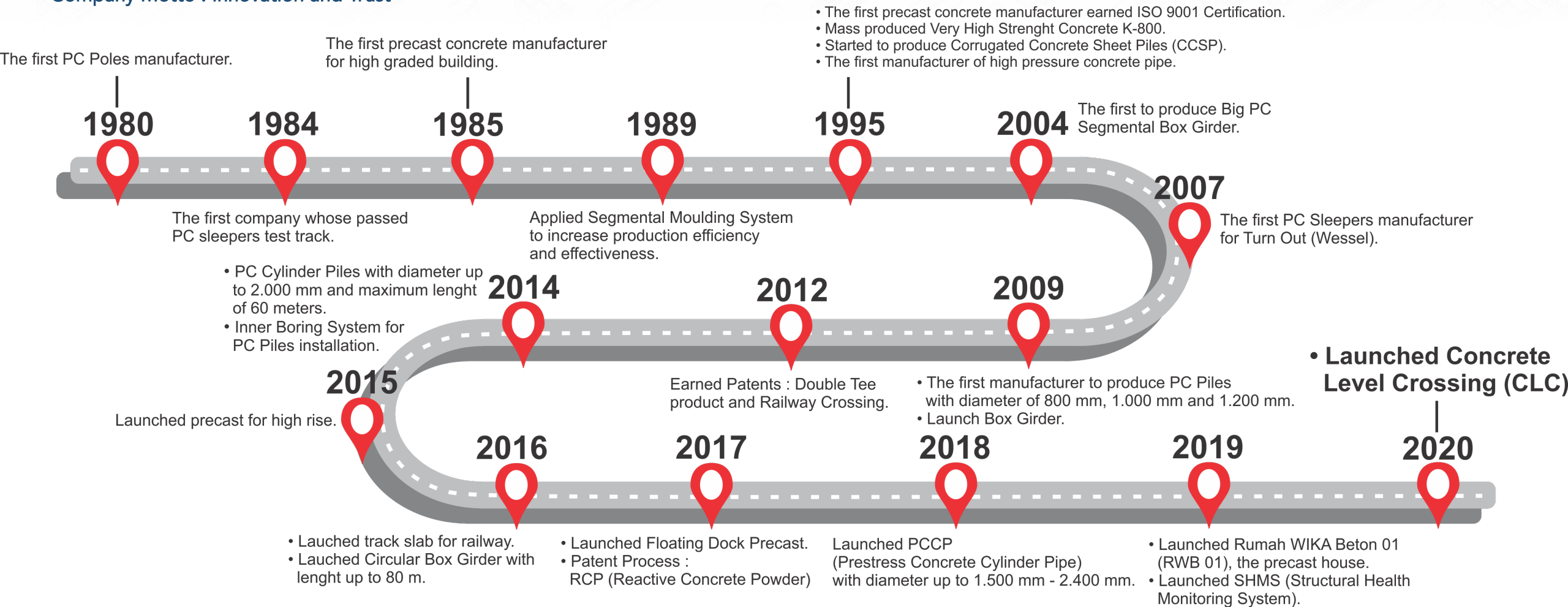
3Q21 SALES CONTRIBUTION

**12,55%**



# GROW AND DEVELOP THROUGH SUSTAINABLE INNOVATION

Company Motto : *Innovation and Trust*



# CONSISTENTLY PRODUCE NEW INNOVATIONS

## ◆ Concrete Level Crossing (CLC)

CLC is a precast product intended for road-level railroad crossings. This component system consists of a vehicle crossing plate and a foundation plate with a knock down system so that it can be installed quickly. The CLC will be installed at the Railway Crossing in Tanjung Morawa, Deli Serdang, Medan.



## ◆ Structural Health Monitoring System (SHMS)

SHMS is a periodic monitoring system using sensitive sensors that aim to detect changes in characteristics / damage to the material / geometric position of a structure that can affect the performance of the structure. It has been installed on the AP Pettarani Elevated Toll Road Project, Makassar.



## ◆ Rumah WIKABeton 01 (RWB01) – Precast House

This is a precast house system. 150 units have been built in LIPI Housing, Cibinong.



## ◆ Signaling

It is an integrated railway signal system covering engineering, procurement and installation.



# SAFETY & HEALTH ARE OUR PRIORITY



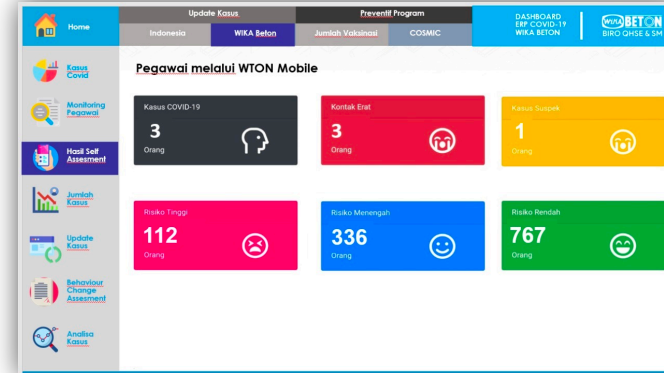
## ◆ Health Protocol in the WTON Environment



Establish a special team for the prevention & control of Covid-19 in each work unit;



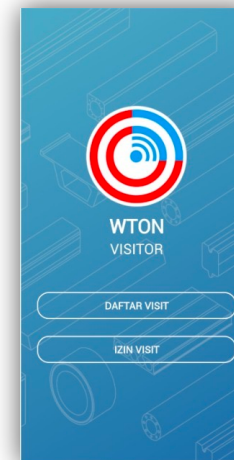
Implementing employee health monitoring programs and the number of Covid-19 cases through WTON mobile;



Consistently implementing the 3T program (Testing, Tracing, Treatment), the 5M program (Wearing Masks, Washing Hands, Keeping Distance, Avoiding Crowds, Reducing Mobility), and vaccination programs;



Guests who visit the WTON area are required to fill in data through the mobile application that has been provided.



# STAY PRODUCTIVE

PROJECTS UPDATE



## ◆ RDMP JO - Balikpapan

Procurement of Spun Pile with a total value of IDR 116 billion. The pile ordered by RDMP JO - Balikpapan has special specifications, namely the application of a coating on the pile body, which aims to reduce the effect of sulfate penetration on the pile. Produced in South Lampung Factory.



### ◆ Semarang – Demak Section II Toll Road

The Semarang-Demak Toll Road Section II has a trajectory of  $\pm 16.3$  kilometers. WTON supply 18,927 piles with a diameter of 60, 2,519 Slab On Pile (SOP), and 77 PCI Girders. The project execution time is planned to be completed in March 2022.



### ◆ Dermaga Patimban Package1 (Terminal Construction 1, Subang) & Package 3 (Connecting Bridge, Subang)

For Package 1, WTON assists in technical analysis of non-standard products of PC Deck Slab and PC Slab. Supply PC Deck Slab products, PCI Girder, PC Slab. Meanwhile for Package 3, WTON assists in technical analysis of non-standard PC Hollow products, and PC Hollow Girder Erection.



# TRUSTED MANUFACTURER OF PRECAST CONCRETE



## ◆ Top 10 Project until December 2021

No	Projects Name	Amount
1	Kereta Cepat Jakarta - Bandung	Rp 744,46 Bn
2	Manyar Smelter Project	Rp 200,89 Bn
3	Kawasan Industri Terpadu Batang	Rp 143,58 Bn
4	Pembangunan Sinyal dan Telekomunikasi Jalur Ganda Kereta Api antara Mojokerto - Sepanjang Lintas Surabaya Solo	Rp 130,19 Bn
5	RKEF Smelter Nikel	Rp 117,42 Bn
6	Bandara Internasional Kediri	Rp 115,67 Bn
7	Tanggul Pengaman Pantai NCICD	Rp 114,41 Bn
8	Tol Serpong - Balaraja	Rp 107,48 Bn
9	Pengaman Muara Sungai Bogowonto	Rp 80,14 Bn
10	RDMP Balikpapan	Rp 77,48 Bn

## NEW CONTRACT FY21:

**5,21 T**

## New Contract Based on Customer up to FY21

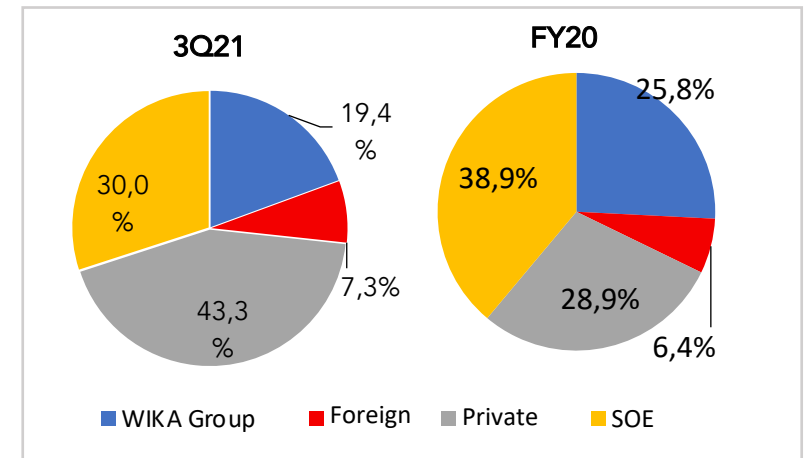
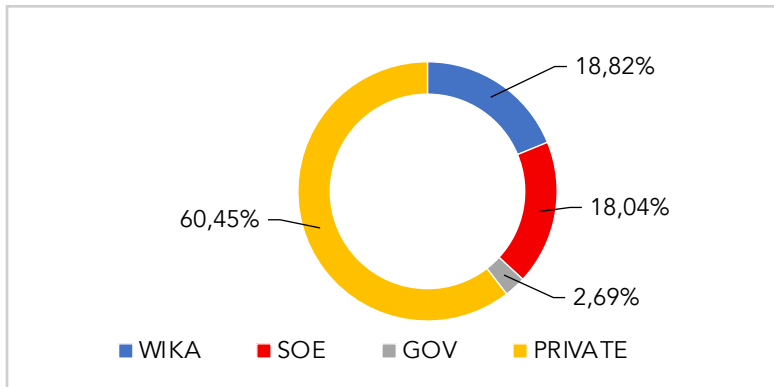
Infrastructure	67,93%
Property	17,63%
Energy	11,23%
Industry	2,53%
Mining	0,58%



## ◆ Top 10 Customer Based on Revenue 3Q21

No	Customer's Name	Percentage
1.	WIK A Group	19,4%
2.	High Speed Railway	7,3%
3.	PT Perusahaan Listrik Negara (Persero)	6,1%
4.	PT Pembangunan Perumahan (Persero) Tbk	5,6%
5.	RDMP Balikpapan	3,0%
6.	PT Makassar Metro Network	2,7%
7.	PT Adhi Karya (Persero) Tbk	1,8%
8.	PT Kapuk Naga Indah	1,9%
9.	PT Waskita Karya (Persero) Tbk.	1,4%
10.	PT Sinar Intiberkah Sejahtera	1,1%

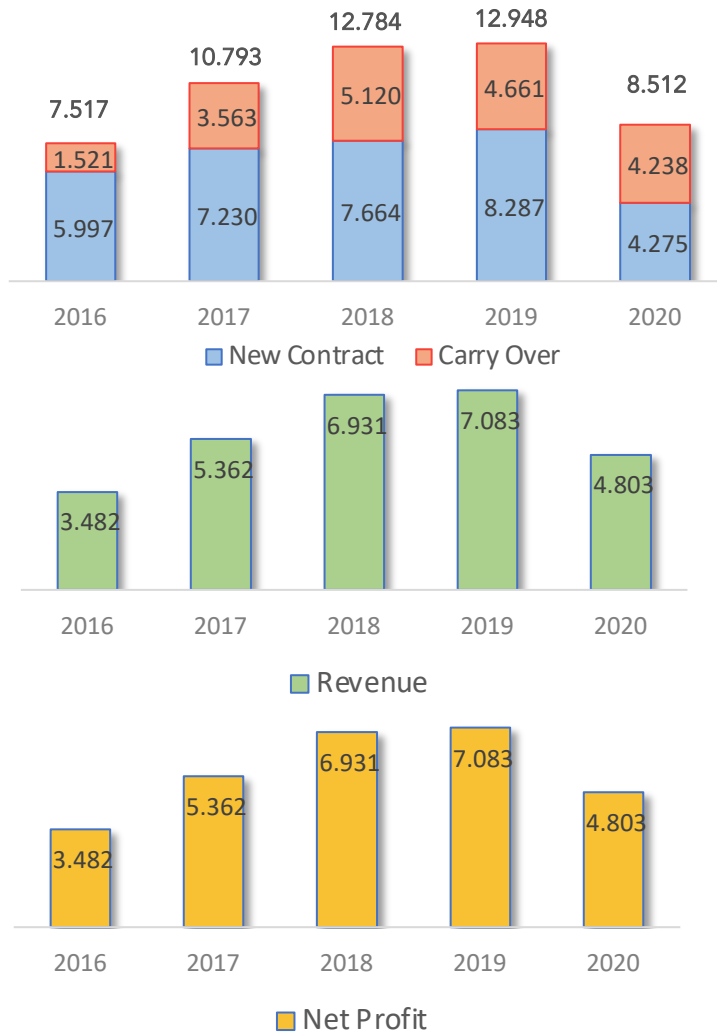
## ◆ New Contract based on Customer FY21



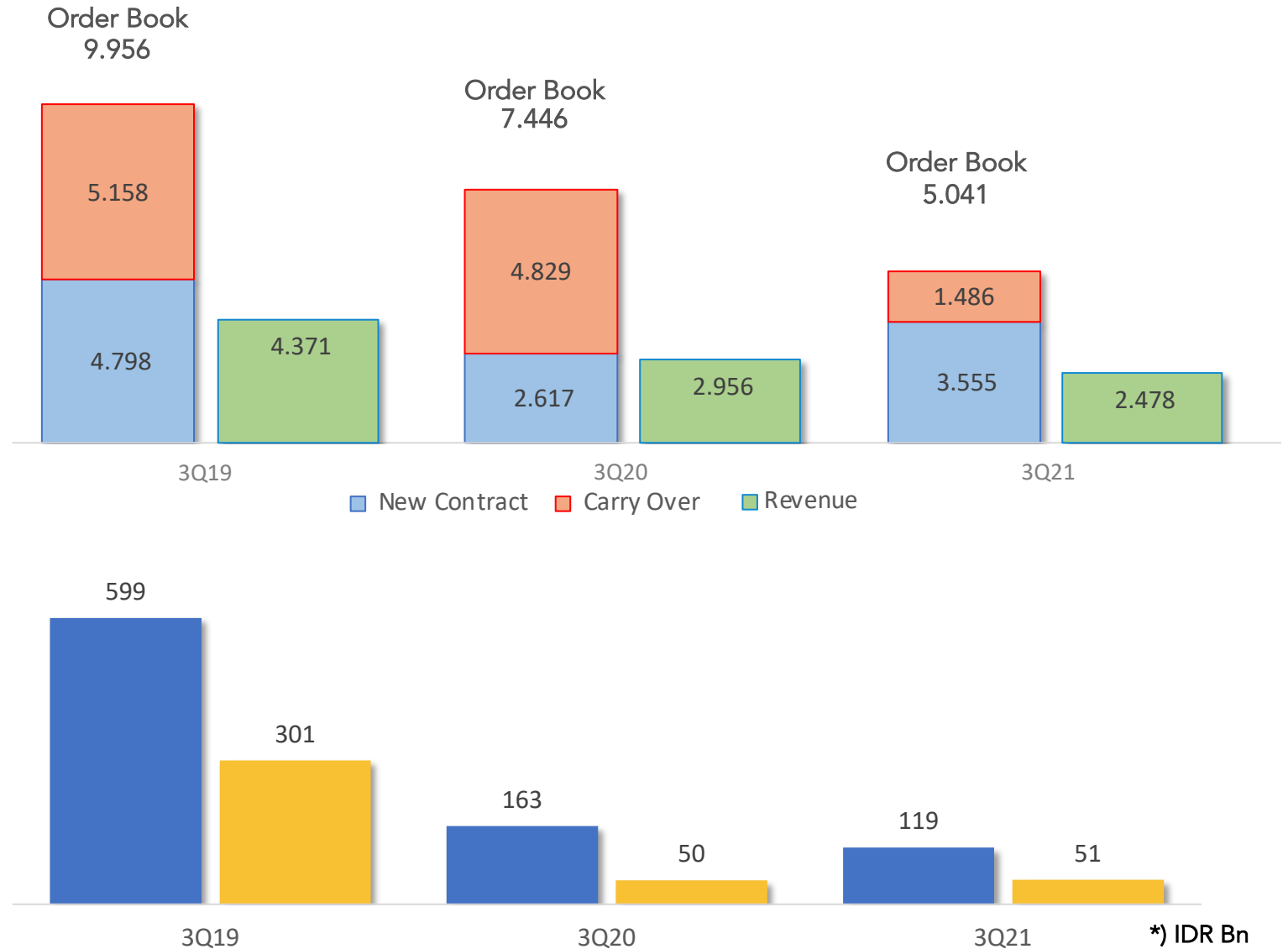
# WTON ALWAYS MAKES PROFIT SINCE ESTABLISHED IN 1997



◆ Financial highlight 2016-2020



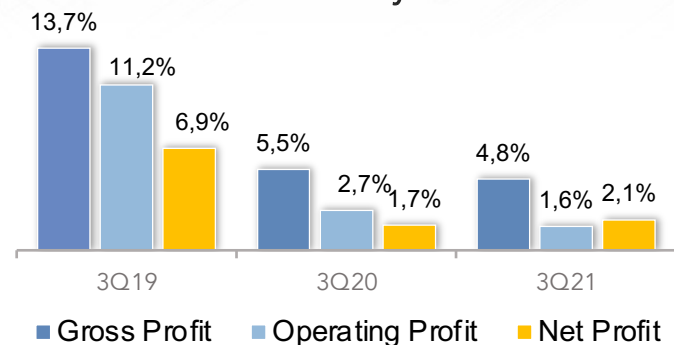
◆ Financial highlight per 3Q21



# PERFORMANCE KEEPS UP IN PANDEMIC TIMES

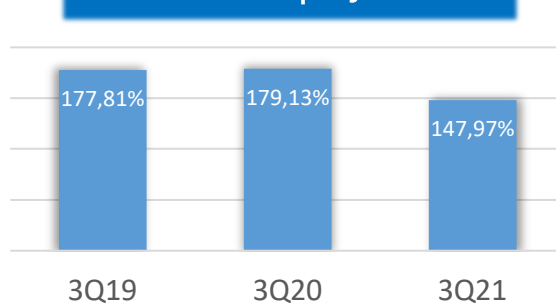


## Profitability

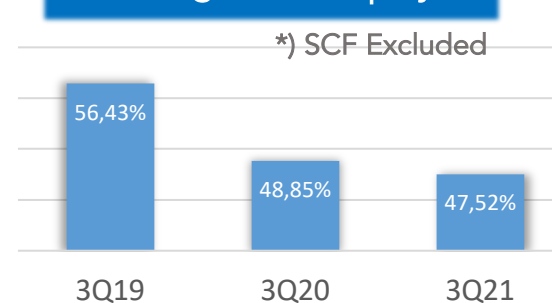


## Financial Ratio

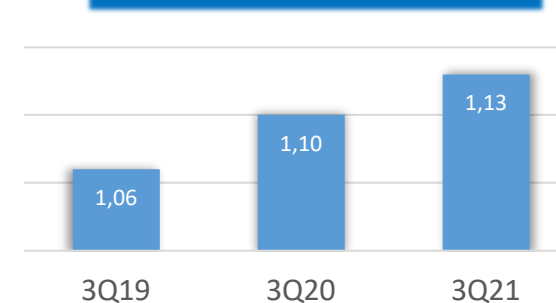
### Debt To Equity Ratio



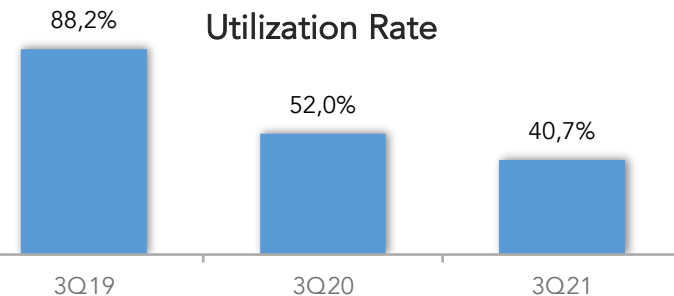
### Gearing Ratio (Equity)\*



### Current Ratio (X)



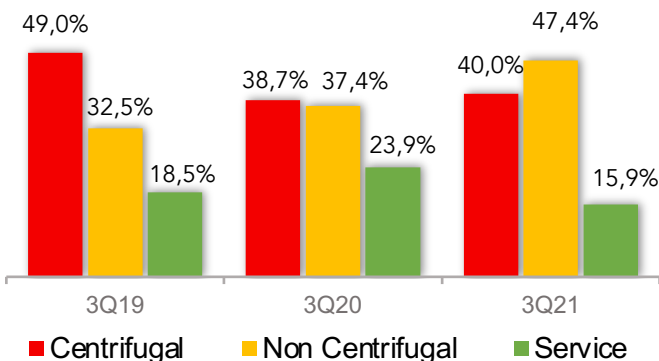
## Utilization Rate



## Consolidated Cash Flow

	FY19	FY20	1Q21	2Q21	3Q21
Operating Activity	1.265.495	803.264	(779.163)	(860.855)	(943.559)
Investing Activity	(370.108)	(281.518)	(18.944)	(39.728)	(120.745)
Financing Activity	(158.004)	(581.410)	(328.423)	89.749	593.136
Beginning Balance of Cash & Equivalent	865.016	1.602.281	1.542.217	1.542.217	1.542.217
Ending Balance of Cash & Equivalent	1.602.281	1.542.217	415.771	731.454	1.071.081

## Revenue Contribution



\*) IDR Mn

# SUPPORTING SUSTAINABLE DEVELOPMENT IN INDONESIA

## ◆ Green Concrete Products



The process of producing non-waste concrete



Installation of water management in each factory

## ◆ Corporate Social Responsibility



WTON Reduce-Reuse-Recycle



WTON Pintar



WTON Sehat



WTON Peduli



# THE COMPANY ALWAYS SHARE DIVIDEND EVERY YEAR SINCE IPO IN 2014

## ◆ Dividend

Fiscal Year	Dividend Policy	Dividend payout ratio	Cash Dividend (Million IDR)	Dividend per Share (IDR)	EPS
2015	30%	31,38%	52.197	6,26	19,95
2016	30%	31,29%	81.715	9,80	31,32
2017	30%	31,36%	101.140	12,13	38,68
2018	30%	31,36%	145.920	17,50	55,80
2019	25%	26,13%	128.076	15,36	58,79
2020	20%	20,01%	25.623	2,94	14,69

## ◆ Analyst Recommendation

No.	Name	Company	Target Price	Recommendation	Date
1	Maxi Liesyaputra	BNI Sekuritas	410	Buy	29 Des 2021
2	Joshua Michael	Mirae Asset Sekuritas	270	Buy	1 Sep 2021
3	Arief Budiman	Ciptadana Sekuritas	375	Buy	7 Jun 2021
4	Arandi Ariantara	UOB Kay Hian	570	Buy	15 Mar 2021
5	Joey Faustian	Sucor Sekuritas	450	Buy	13 Mar 2021
6	Selvi Ocktaviani	Samuel Sekuritas	450	Buy	17 Des 2020
7	Maria Renata	Danareksa Sekuritas	380	Buy	18 Sep 2020
8	Revita Dhiah Anggrainy	BinaArtha Sekuritas	390	Buy	8 Sep 2020
9	Ratna Lim	Waterfront Sekuritas Indonesia	405	Buy	26 Jun 2020
10	Bayu Santoso	Minna Padi Investama Sekuritas	410	Buy	15 Jun 2020

## ◆ WTON in Index



Kompas100 August - October 2021



JII 70 August - November 2021

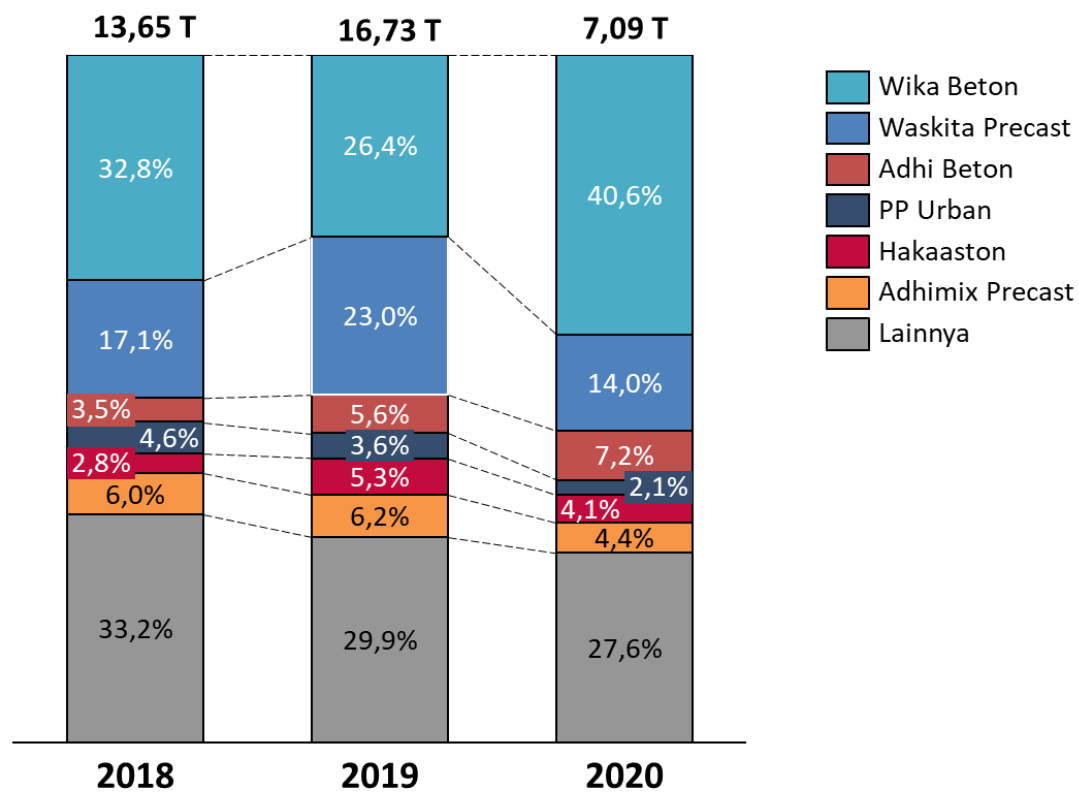


idA for WIKA Beton

# WTON DOMINATES THE MARKET SHARE IN INDONESIA

## ◆ Market Share Precast 2018-2020

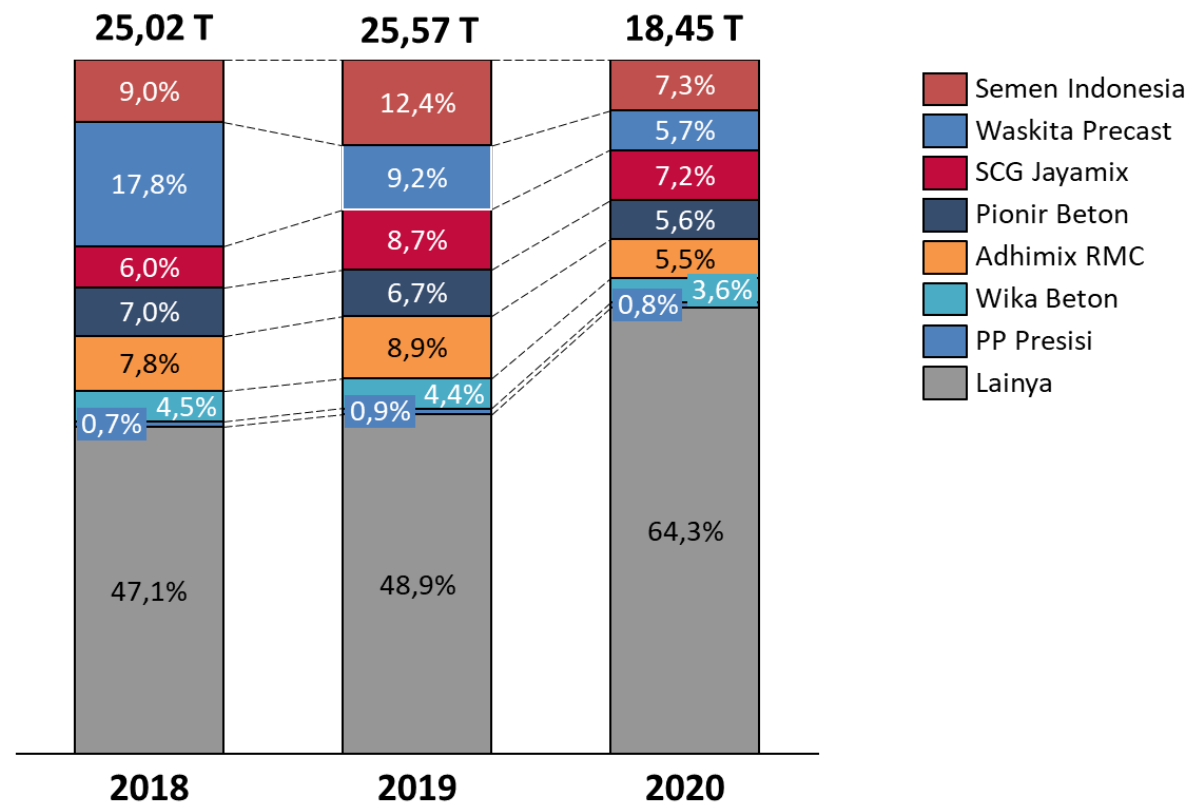
In 2020 WIKA Beton increasingly showed its dominance by winning 40.6% of the entire national precast market.



Source : Annual Report and internal data of WIKA Beton

## ◆ Market Share Readymix 2018-2020

The market share of small and local players increased, all major players experienced a decrease in market share; WIKA Beton decreased from 4.4% to 3.6%.



Source : data processed from the Cement Association, Annual Report and interview with Expert

# CORPORATE STRATEGY

## Business Strategy in a Pandemic Period



Cost reduction program (cost efficiency) in every business unit;



Accelerate the collection period and resolving bad debts;



Maximising sales from carry over;



Monitoring production and distribution schedules to control inventory and accelerate when needed;



Ensuring payment guarantees by implementing shipping control procedures;



Securing clauses in contracts related to the recognition of production, distribution and installation progress;



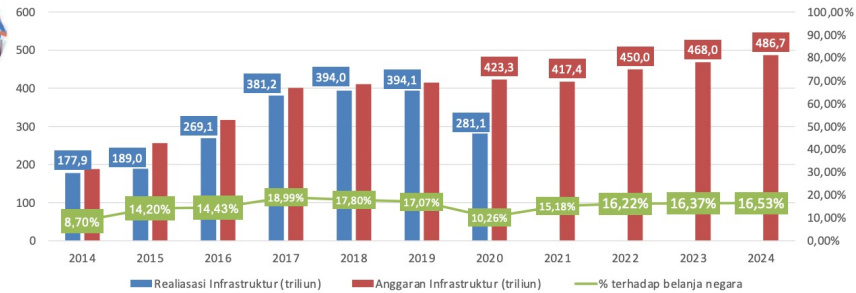
Optimization of resources that provide maximum benefits;



## ANGGARAN dan REALISASI INFRASTRUKTUR 2014-2024



Peningkatan anggaran infrastruktur pada 2021 bertujuan untuk menyelesaikan kegiatan prioritas 2020 yang tertunda



APBN (Rp.triliun)	2044,8	1803,5	1864,8	2007,3	2213,4	2308,7	2739,7	2749,6	2774,3	2858,8	2944,3
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Sumber :

Data realisasi 2014-2020 dan data anggaran 2021 bersumber dari dokumen Kemenkeu mengenai informasi APBN 2021

Anggaran infrastruktur & total APBN 2014 -2024 bersumber dari portal data APBN Kemenkeu (<http://www.data-apbn.kemenkeu.go.id/Dataset/Details/1014>) dan Buku II Nota Keuangan

11



## Long Term Strategy

- Synergy & mutually beneficial collaboration with WIKA Group and strategic partners.
- Foreign market penetration through 3 stages, namely project management, labor supply, and investment.
- Optimizing production capacity through computerized production system and mobile plant operation.
- Business process digitization.
- Improvement of human resource competence.
- Maintain liquidity balance.

# WIKA BETON DIGITIZATION

## Mindset and Work Culture

Strengthening the digital-based **mindset and work culture** in every activity of WIKA Beton people.

## Enterprise Resource Planning

Business process integration in ERP to speed **decision making** in response to **dynamics in the market**.

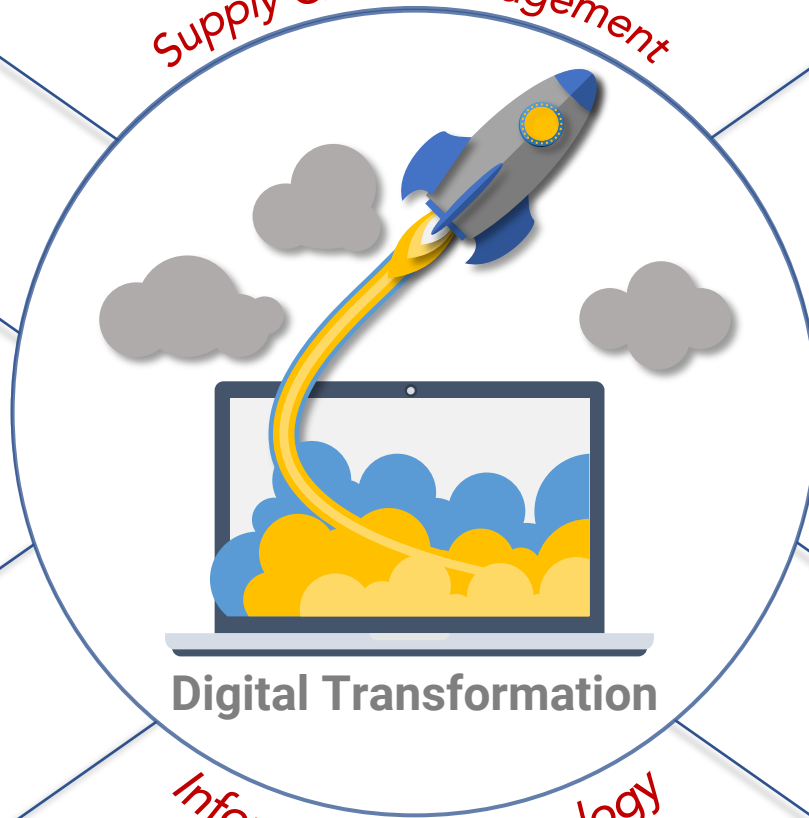
## Production Process Digitization

Application of **computerization of production equipment** with the **Computer Control Machining System** program and the use of QR Code for product identification.

## Mobile Application

Mobile-based application development for work activities.

Supply Chain Management



Digital Transformation

Information Technology

## Transport Management System

Transportation management through **Third Party Logistics (3PL)** and **Transport Management System (TMS)** to improve **product delivery performance** to customers

## E-Procurement

Best Value for Money strategy to get competitive price with **e-catalog** and **digital auction**.

## i E-QC Application

Improve **quality consistency** with digital-based qualification, monitoring and evaluation.

## Realtime Dashboard

**Realtime** monitoring and evaluation of company performance through a **Dashboard** that can be easily accessed by decision makers.

**FASTER • CHEAPER • BETTER**

# THANK YOU



## **Disiplin Terapkan 5M**

*Menjaga jarak*

*Memakai masker*

*Mencuci tangan*

*Membatasi mobilitas*

*Menjauhi kerumunan*



**PT Wijaya Karya Beton Tbk.**

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PT Wijaya Karya Beton Tbk.



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