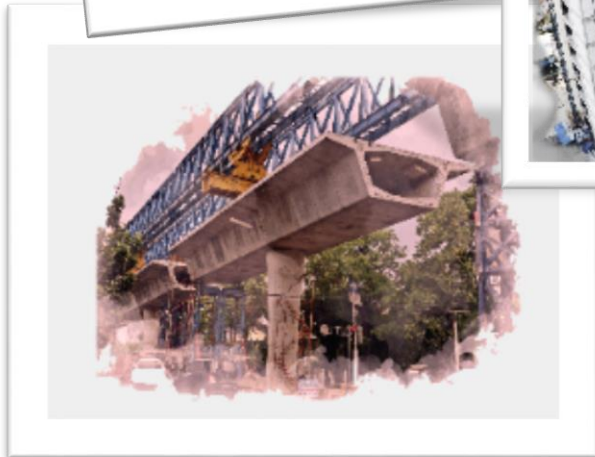
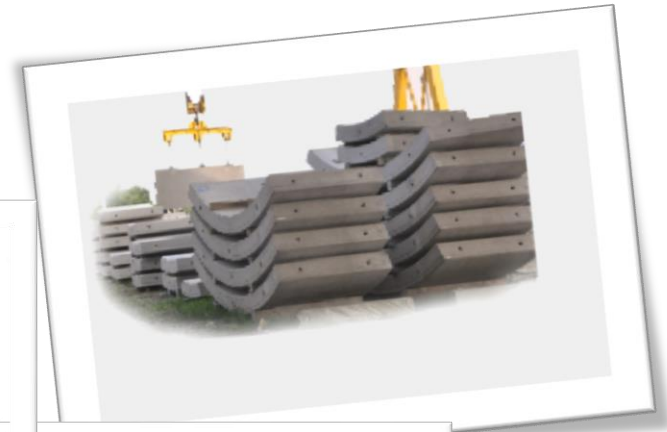


# PT Wijaya Karya Beton Tbk 1Q 2016 Updates



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# DAFTAR ISI

1	PROFIL PERUSAHAAN
2	SEKILAS INDUSTRI
3	SEKILAS BISNIS
4	IKHTISAR KEUANGAN
5	INFO TERKINI

# 1 PROFIL PERUSAHAAN







# VISI, MISI & NILAI-NILAI



## Visi

“Menjadi Perusahaan terbaik dalam industri beton pracetak”

## Misi

1. Memimpin pasar beton pracetak di Asia Tenggara.
2. Memberikan pelayanan terbaik kepada pelanggan dengan kesesuaian mutu, ketepatan waktu dan harga bersaing.
3. Menerapkan sistem manajemen dan teknologi yang dapat memacu peningkatan efisiensi, konsistensi mutu, keselamatan dan kesehatan kerja yang berwawasan lingkungan.
4. Tumbuh dan berkembang bersama mitra kerja secara sehat dan berkelanjutan.
5. Mengembangkan kompetensi dan kesejahteraan pegawai.



## Nilai-Nilai

Commitment

Balance

Relationship

Integrity

Innovation

Excellence

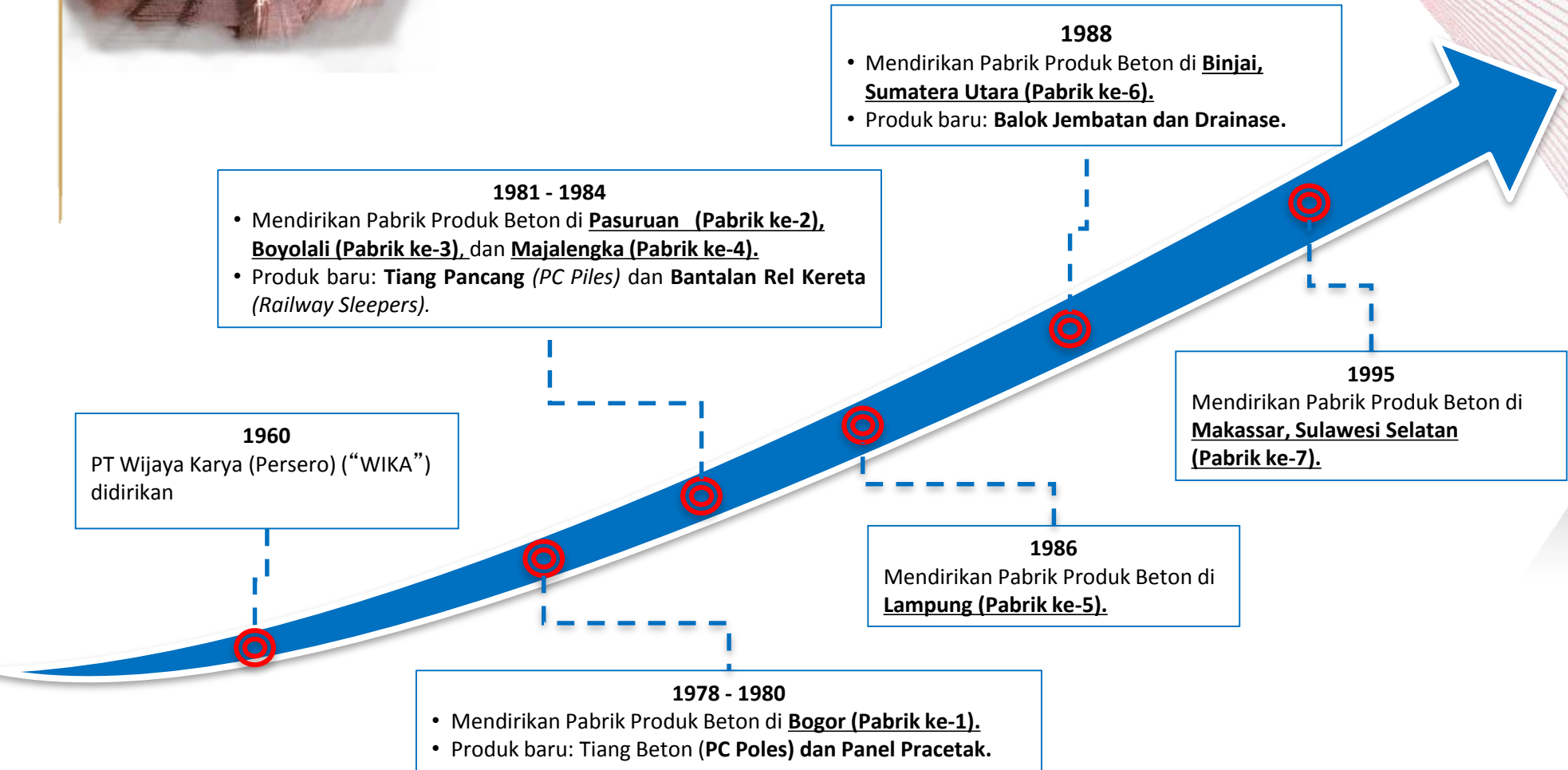
Teamwork





# TONGGAK PENCAPAIAN (1/2)

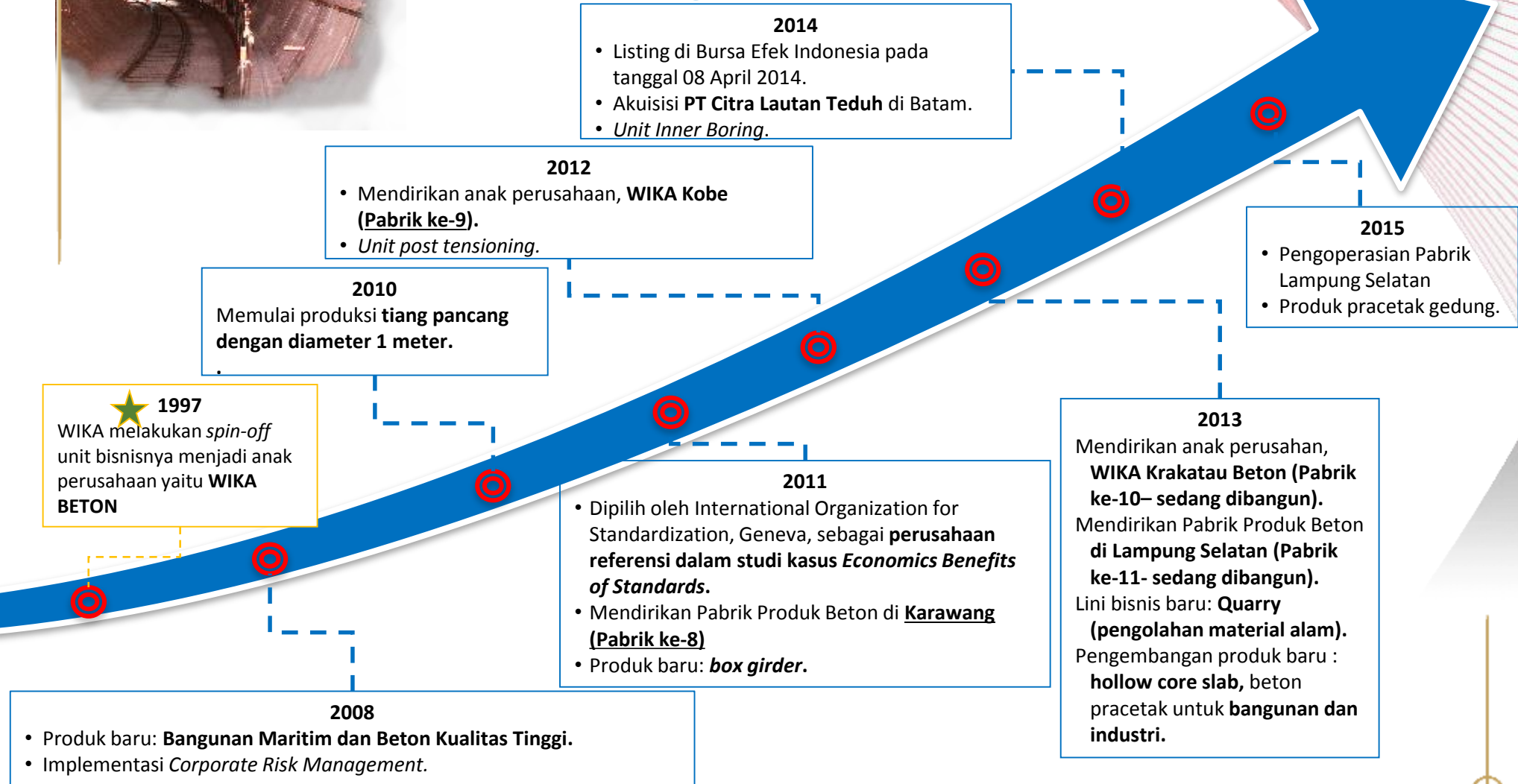
## WIKA Beton sebagai Unit Usaha WIKA





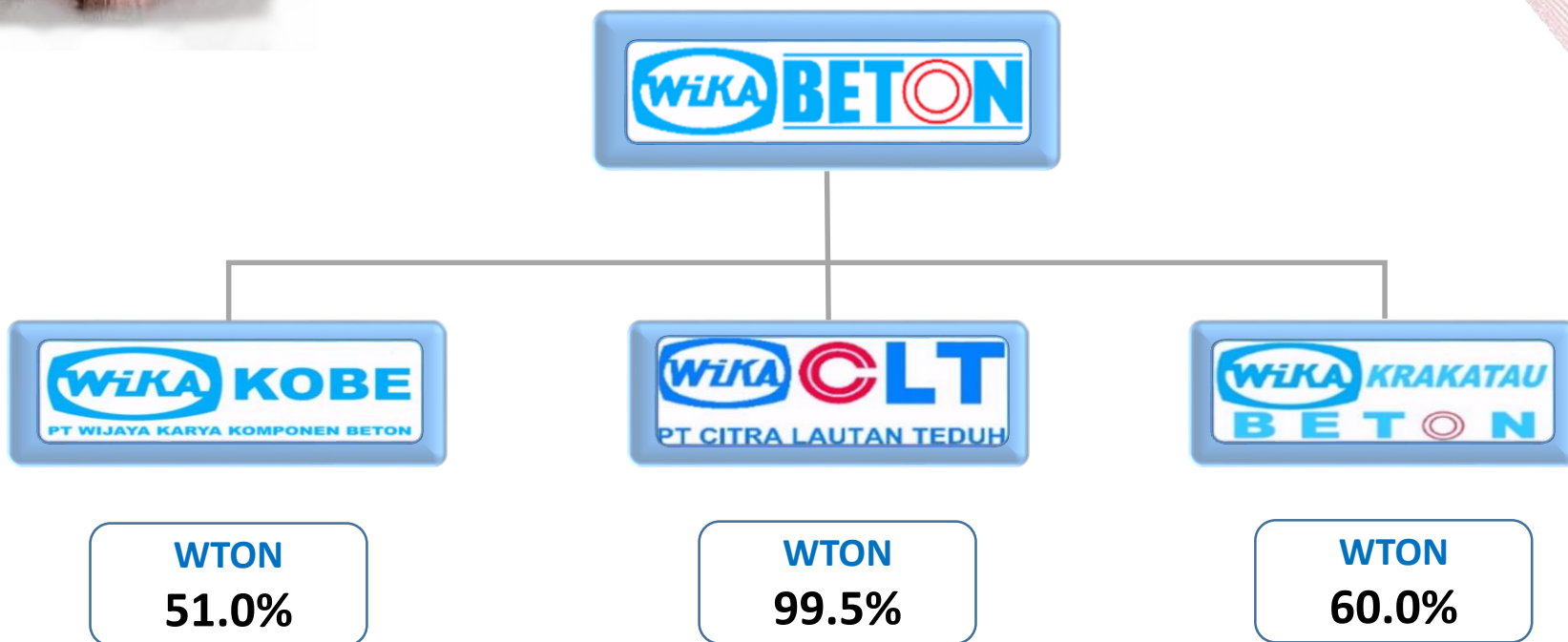
# TONGGAK PENCAPAIAN (2/2)

## WIKABeton sebagai Unit Usaha WIKABeton





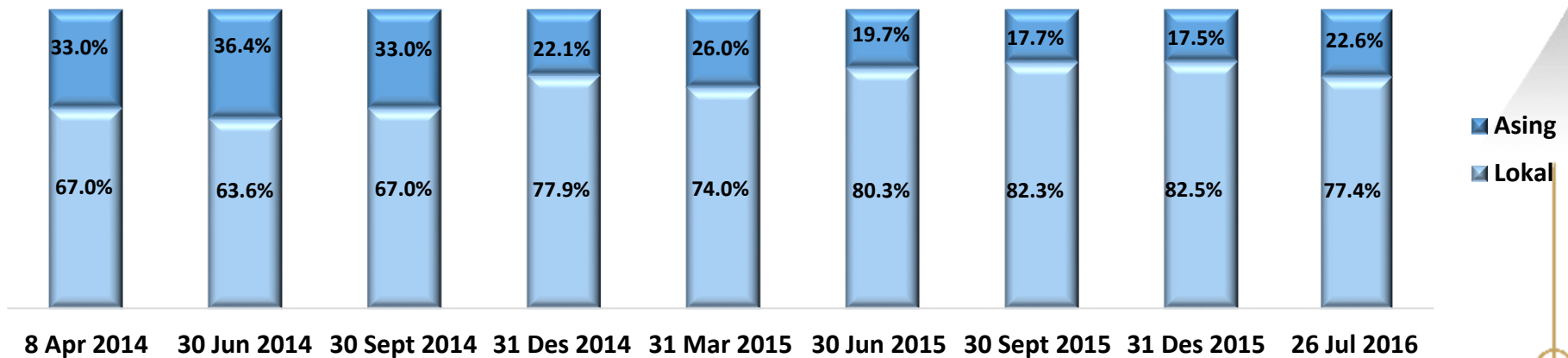
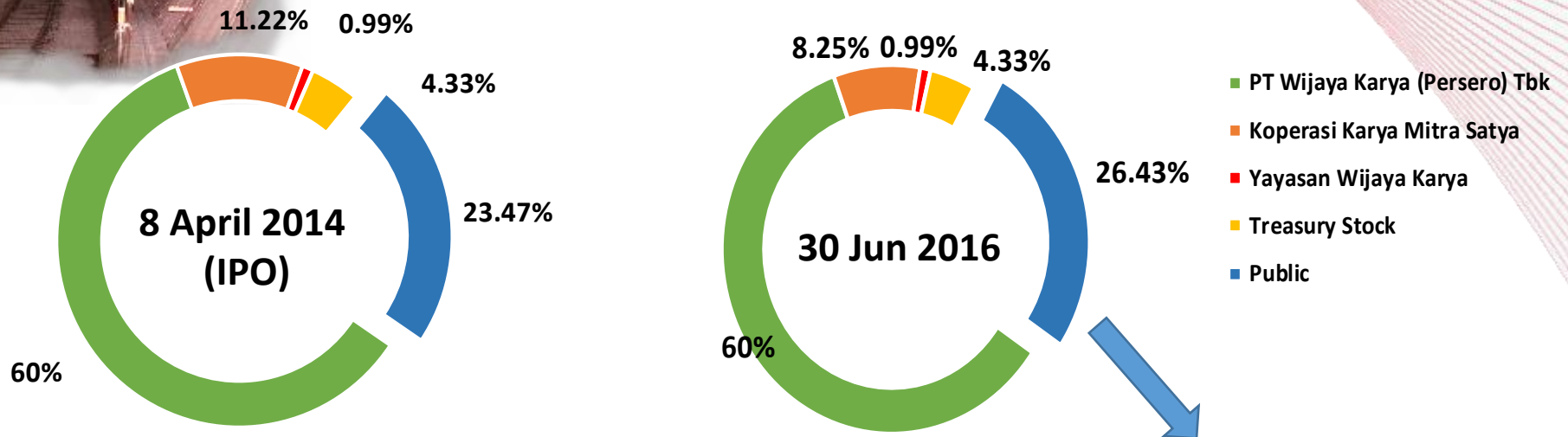
# STRUKTUR KEPEMILIKAN SAHAM







# PEMEGANG SAHAM







# MANAJEMEN **PERSEROAN**

## Dewan Komisaris

Komisaris Utama	<b>Gandira Gutawa Sumapraja</b>
Komisaris	<b>A. Boediono</b>
Komisaris	<b>Muhammad Chusnufam</b>
Komisaris	<b>Tumik Kristianingsih</b>
Komisaris Independen	<b>Asfiah Mahdiani</b>
Komisaris Independen	<b>Priyo Suprobo</b>

## Direksi

Direktur Utama	<b>Wilfred I.A Singkali</b>
Direktur	<b>Hadian Pramudita</b>
Direktur	<b>Entus Asnawi Mukhson</b>
Direktur	<b>Fery Hendriyanto</b>
Direktur	<b>Hari Respati</b>
Direktur Independen	<b>Sidiq Purnomo</b>



# WILAYAH CAKUPAN

12 PABRIK, 1 MOBILE PLANT, 6 WILAYAH PEMASARAN, 2 KANTOR REPRESENTATIF, 2 ANAK PERUSAHAAN, 3 QUARRY



*Kapasitas Terpasang sebesar 2.5 juta ton per tahun*

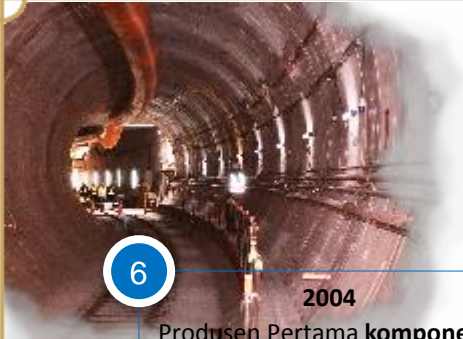


# FASILITAS PRODUKSI

PABRIK	LUAS LAHAN	JALUR PRODUKSI
Sumatera Utara	5.0 Ha	6
Lampung	6.1 Ha	5
Lampung Selatan	27.3 Ha	3
Bogor	13.2 Ha	8
Karawang	13.8 Ha	4
Majalengka	6.5 Ha	3
Boyolali	4.1 Ha	6
Pasuruan 1	6.9 Ha	5
Pasuruan 2	6.0 Ha	1
Sulawesi Selatan 1	3.0 Ha	1
Sulawesi Selatan 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	-
<b>TOTAL</b>	<b>243.6 Ha</b>	<b>48</b>

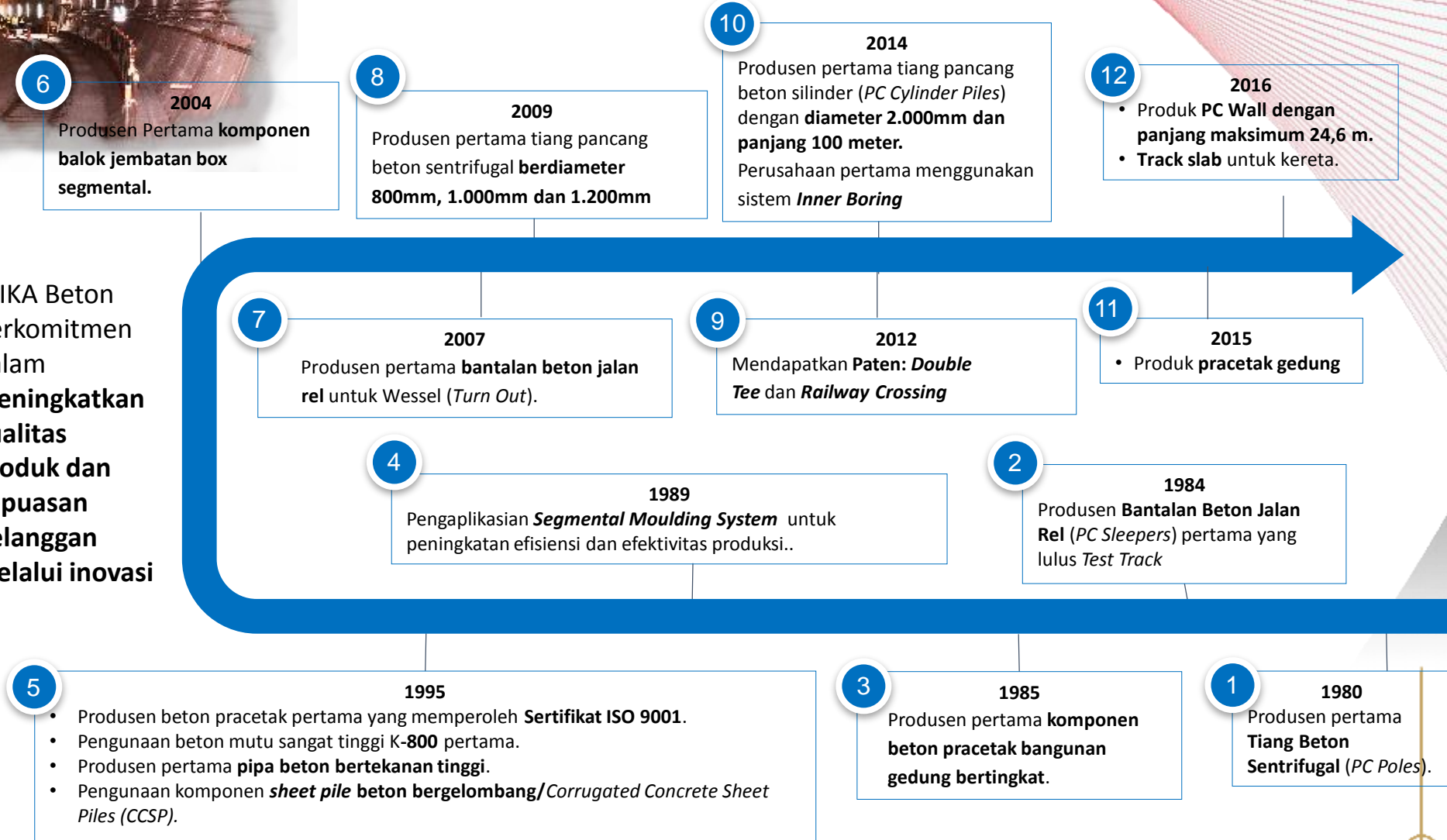
**TOTAL FASILITAS  
BATCHING PLANT  
42 UNIT**





# INOVASI BERKELANJUTAN

WIKA Beton berkomitmen dalam meningkatkan kualitas produk dan kepuasan pelanggan melalui inovasi





# VARIAN PRODUK TERLENGKAP(1/3)



**PC PILES**



**CONCRETE BRIDGE**



**PC POLES**



**TUNNEL**



**HOLLOW CORE SLAB**





# VARIAN PRODUK TERLENGKAP(2/3)



**RAILWAY SLEEPERS**



**HYDRO STRUCTURE**



**BUILDING & HOUSING**



**MARINE STRUCTURE**



**RETAINING WALL**



**CYLINDER PILES**



# VARIAN PRODUK TERLENGKAP(3/3)



**POST TENSION**



**QUARRY & CRUSHING PLANT**



**INNERBORE**



## **2** SEKILAS INDUSTRI







# KEBUTUHAN INVESTASI INFRASTRUKTUR 2015-2019

SEKTOR	APBN <sup>1</sup>	APBD	BUMN <sup>2</sup>	SWASTA <sup>3</sup>	TOTAL
Jalan Raya	340.0	200.0	65.0	200.0	805.0
Kereta Api	150.0	-	11.0	122.0	283.0
Transportasi Laut <sup>4</sup>	498.0	-	238.2	163.8	900.0
Transportasi Udara	85.0	5.0	50.0	25.0	165.0
Tanah (Termasuk ASDP)	50.0	-	10.0	-	60.0
Transportasi Perkotaan <sup>5</sup>	90.0	15.0	5.0	5.0	115.0
Ketenagalistrikan <sup>6</sup>	100.0	-	445.0	435.0	980.0
Energi (Migas)	3.6	-	151.5	351.5	506.6
Teknologi Informasi dan Komunikasi	12.5	15.3	27.0	223.0	277.8
Sumber Daya Air	275.5	68.0	7.0	50.0	400.5
Air Bersih dan Limbah	227.0	198.0	44.0	30.0	499.0
Perumahan	384.0	44.0	12.5	87.0	527.5
<b>TOTAL INFRASTRUKTUR</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>Persentase</b>	<b>40.14%</b>	<b>9.88%</b>	<b>19.32%</b>	<b>30.66%</b>	<b>100.00%</b>

- 1) Dukungan pendanaan APBN yang diharapkan.
- 2) Dukungan pendanaan BUMN yang diharapkan.
- 3) Kemampuan maksimal swasta melalui percepatan kerjasama pemerintah dan swasta termasuk business to business.
- 4) Kenaikan karena pertambahan komponen tol laut serta biaya rutin.
- 5) Alokasi tersebut terdiri untuk kegiatan Angkutan Perkotaan Berbasis Rel dan Jalan.
- 6) Kemampuan PT PLN hanya sekitar 250T, selebihnya memerlukan PMN.

Sumber : Bappenas , Januari 2015



## **3** SEKILAS BISNIS

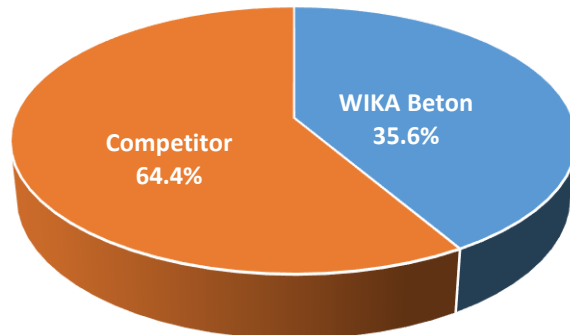


# KAPASITAS TERBESAR dan PEMIMPIN PANGSA PASAR



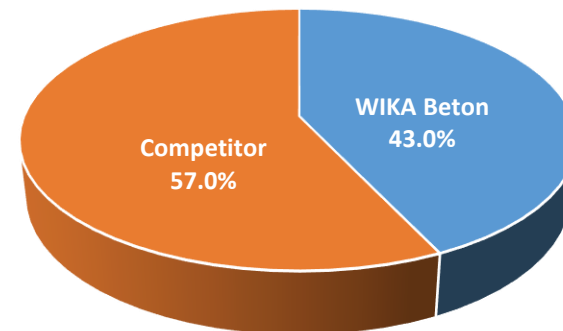
- Berdasarkan riset internal di 2015, terdapat **23 pabrik beton pracetak di Indonesia** dengan **kapasitas produksi 6.5 juta ton per tahun.**
- **WIKA Beton memiliki kapasitas produksi terbesar dengan 35.6% dari total kapasitas produksi di Indonesia** atau sama dengan 2,3 juta ton per tahun.
- **Pangsa Pasar WIKAL Beton diperkirakan sekitar 43.0% di 2015.**

Kapasitas Produksi Beton Pracetak di Indonesia (2015)



Sumber : Riset Internal PT Wijaya Karya Beton Tbk

Pangsa Pasar WIKAL Beton Berdasarkan Penjualan (2015)



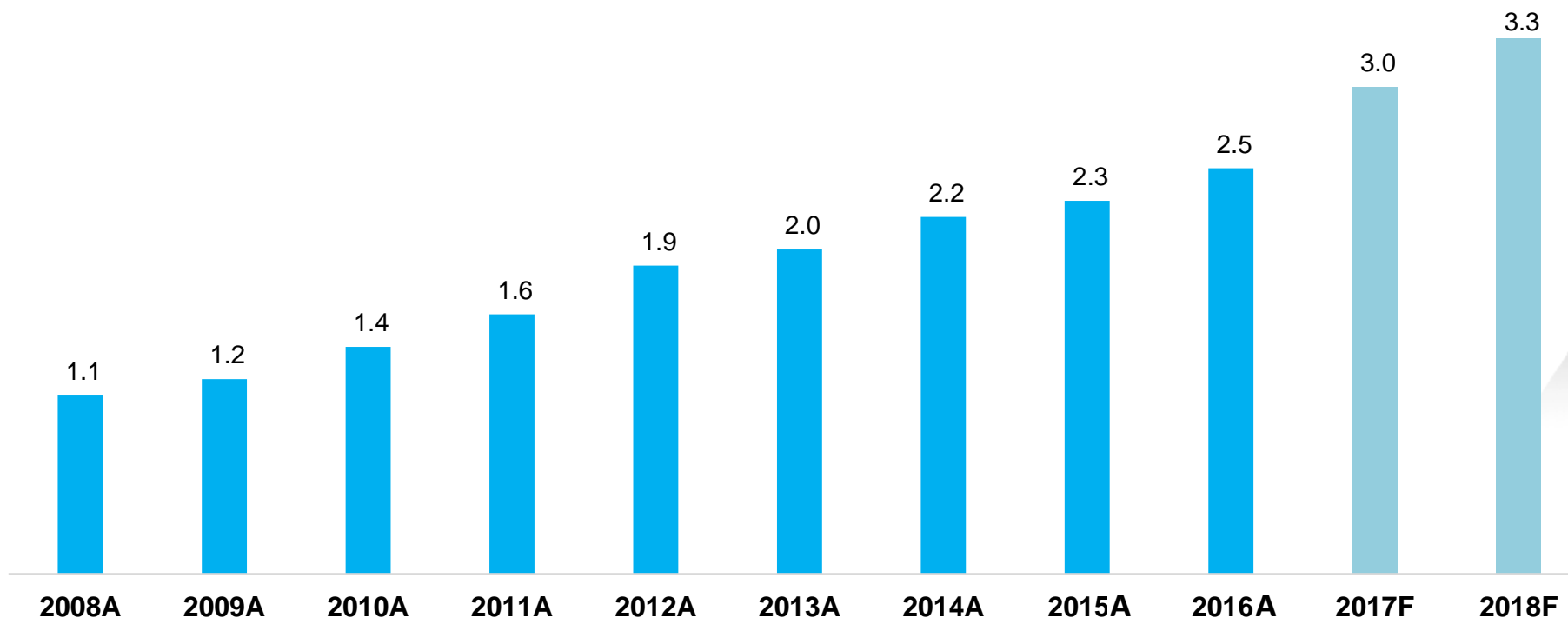
Sumber : Riset Internal PT Wijaya Karya Beton Tbk



# KAPASITAS PRODUKSI 2008 - 2018

- Saat ini WIKAL Beton memiliki **kapasitas terpasang sebesar 2,5 juta ton per tahun.**
- Rencana peningkatan **kapasitas terpasang sebesar 210% dari tahun 2008-2018.**

Kapasitas Terpasang (Juta Ton Per Tahun)





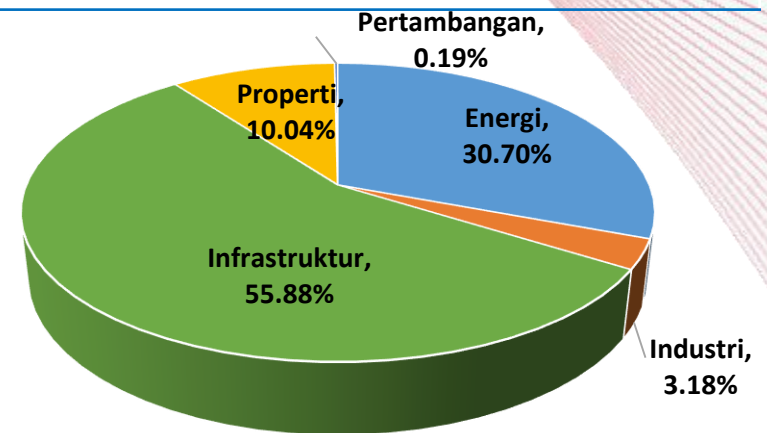
# PROFIL PELANGGAN

- Berdasarkan lini usaha, kontribusi WIKA Beton terbesar di tahun 2015 berasal dari sektor infrastruktur sebesar 49%.
- Berdasarkan kepemilikannya, kontribusi pendapatan WIKA Beton terbesar berasal dari swasta – lokal sebesar 56.7% diikuti dengan perusahaan BUMN sebesar 25.1%.
- Kontribusi dari WIKA di tahun 2015 sebesar 12.4%.

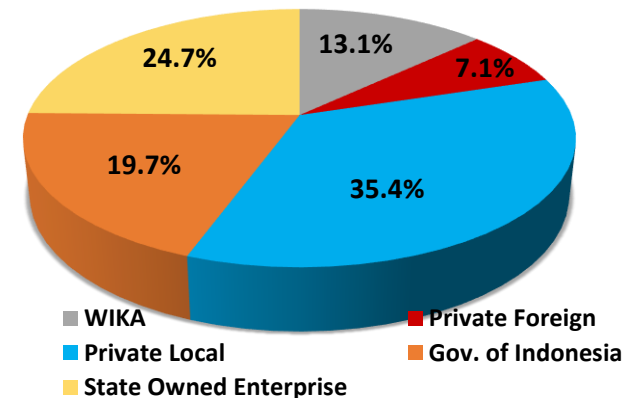
## Top 10 Buyers 1Q 2016

No	Pelanggan	Kontribusi
1	Balai Teknik Perkotaan (Kemenhub)	19.7%
2	PT Wijaya Karya (Persero) Tbk	13.1%
3	PT Perusahaan Listrik Negara (Persero)	7.8%
4	Sinohydro Corp. Ltd	7.1%
5	PT Utama Karya (Persero)	5.1%
6	PT Adhi Karya (Persero)Tbk	3.4%
7	PT Pembangunan Perumahan (Persero) Tbk	2.3%
8	PT Nindya Karya (Persero)	1.7%
9	PT Citra Borneo Utama	1.5%
10	Shimizu-Obayashi-Wijaya Karya-Jaya Konstruksi JO	1.4%

Profil Pelanggan berdasarkan Lini Bisnis 2Q 2016  
(Persentase dari Kontrak Baru)



Profil Pelanggan berdasarkan Kepemilikan 1Q 2016  
(Persentase dari Penjualan)





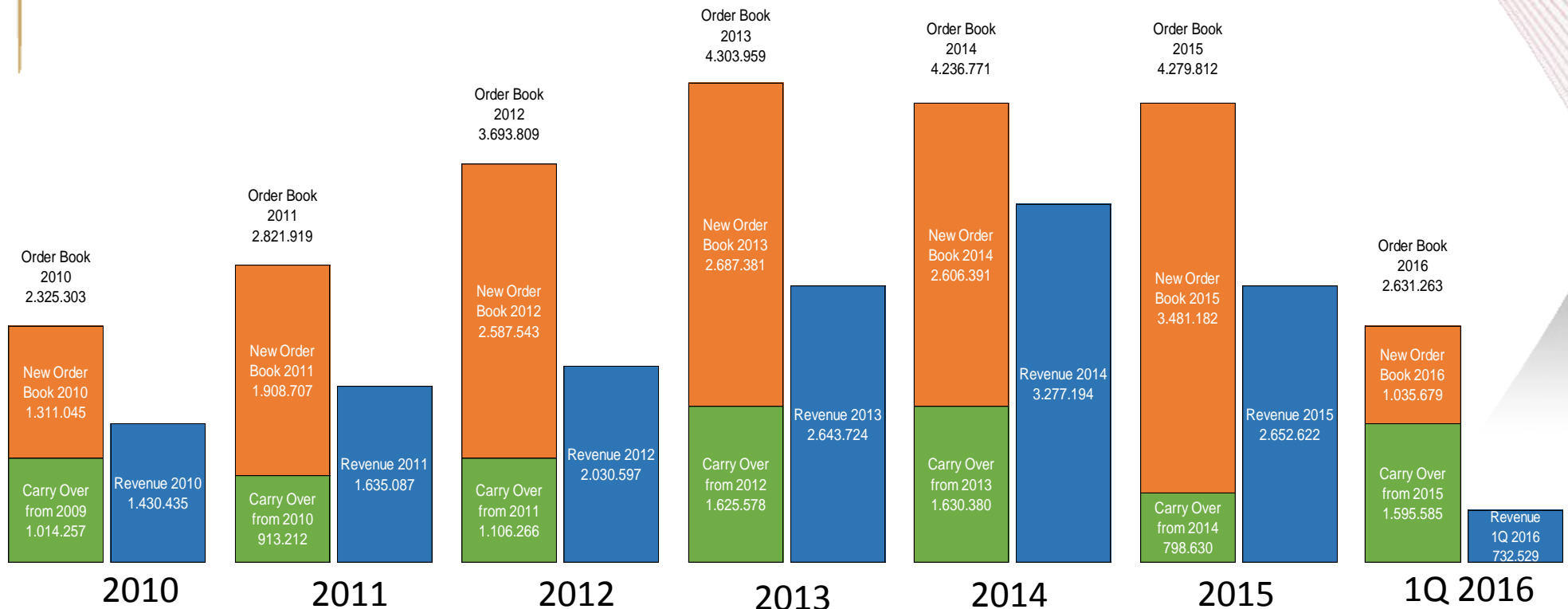
## 4 IKHTISAR KEUANGAN





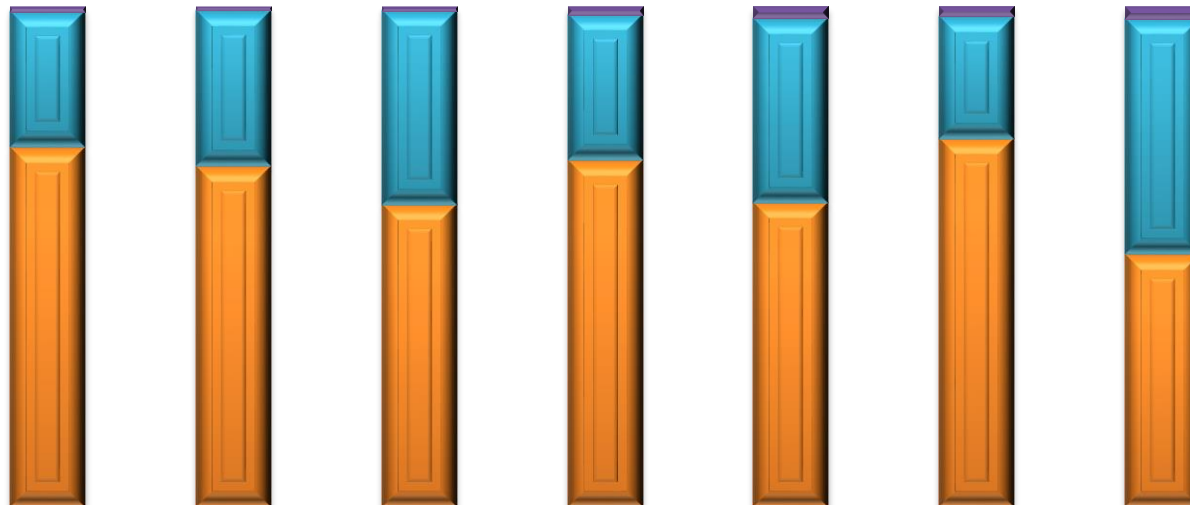
# KONTRAK & PENJUALAN

Total Nilai Kontrak Vs. Penjualan (Rp Milliar)





# KONTRIBUSI PENJUALAN



	2011	2012	2013	2014	2015	1Q 2015	1Q 2016
■ Jasa	1%	1%	1%	2%	2%	2%	2%
■ Produk Non Putar	27%	31%	39%	29%	37%	24%	47%
■ Produk Putar	72%	68%	60%	69%	61%	74%	51%

# PENGUNAAN

## DANA IPO (1/2)



No	Nama Pekerjaan	Alokasi Dana dari IPO (Sesuai Prospektus)	Alokasi Dana Setelah RUPS Tahunan
<b>A</b>	<b>PENGEMBANGAN USAHA (85%)</b>		
	1 Pengolahan <i>Quarry</i> material alam di Cigudeg, Donggala, Boyolali dan Lampung Selatan	12%	11%
	2 Pabrik Baru di Lampung Selatan, Pasuruan dan Kalimantan	34%	34%
	3 Penambahan Kapasitas Pabrik <i>existing</i> di PPB Sumatera Utara, Lampung, Bogor, Karawang, Majalengka, Boyolali, Sulawesi Selatan dan Cetakan Produk	18%	27%
	4 Pengembangan usaha Jasa yaitu pembelian alat pancang <i>inner boring</i> dan penambahan alat <i>post tensioning</i>	18%	13%
	5 Pembentukan Unit Perbengkelan ( <i>mould maker</i> )	3%	0%
<b>B</b>	<b>MODAL KERJA (15%)</b> Tambahan Modal Kerja	15%	15%
		100%	100%



# PENGGUNAAN DANA IPO (2/2)



No	Nama Pekerjaan	Alokasi Dana	Progres s/d 30 Jun 16
A	PENGEMBANGAN USAHA (85%)		
	1 Pengolahan <i>Quarry</i> material alam di Cigudeg, Donggala, Boyolali dan Lampung Selatan	11%	83.67%
	2 Pabrik Baru di Lampung Selatan, Pasuruan dan Kalimantan	34%	75.14%
	3 Penambahan Kapasitas Pabrik <i>existing</i> di PPB Sumatera Utara, Lampung, Bogor, Karawang, Majalengka, Boyolali, Sulawesi Selatan dan Cetakan Produk	27%	81.30%
	4 Pengembangan usaha Jasa yaitu pembelian alat pancang <i>inner boring</i> dan penambahan alat <i>post tensioning</i>	13%	89.18%
	5 Pembentukan Unit Perbengkelan ( <i>mould maker</i> )	0%	0%
B	MODAL KERJA (15%) Tambahan Modal Kerja	15%	100.00%
		100%	

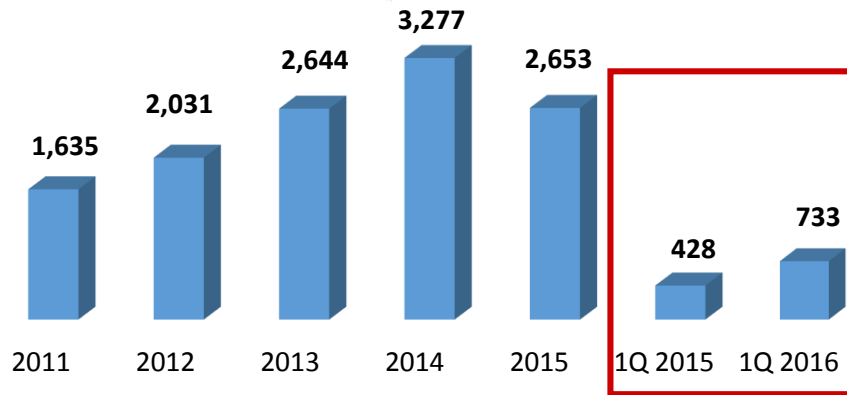
Total Penggunaan Dana IPO s/d 30 Jun 2016 :

83.3%

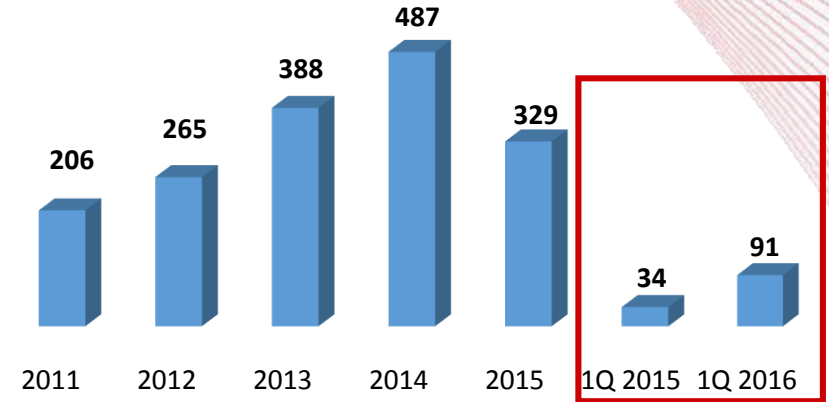
# RINGKASAN LABA RUGI



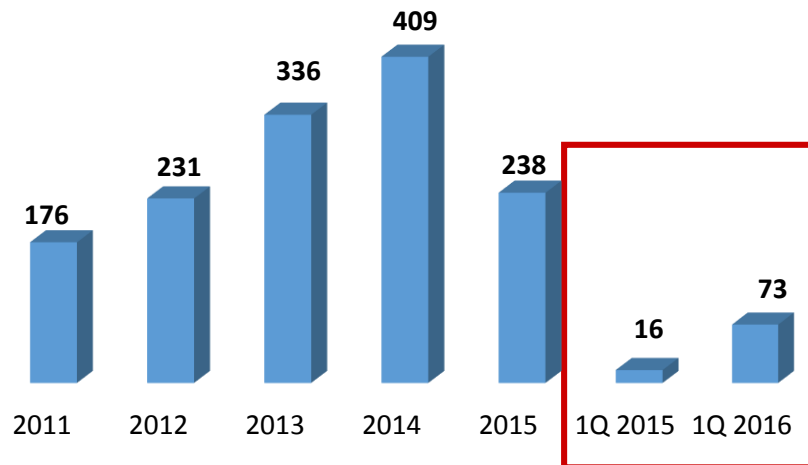
Revenue (IDR bn)



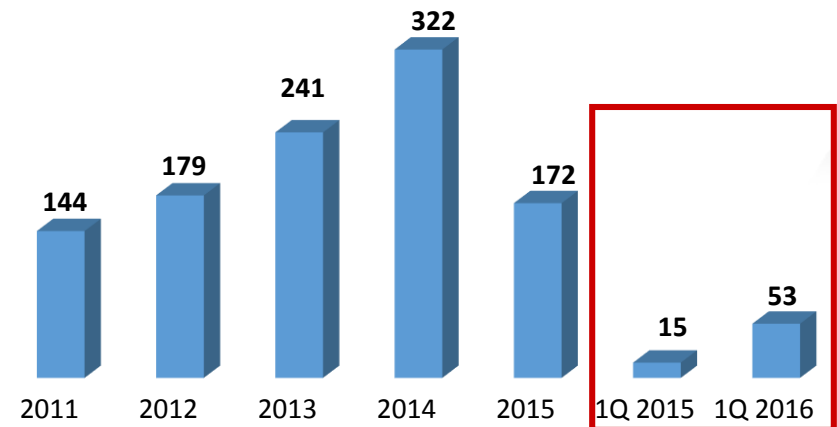
Gross Profit (IDR bn)



Operating Profit (IDR bn)



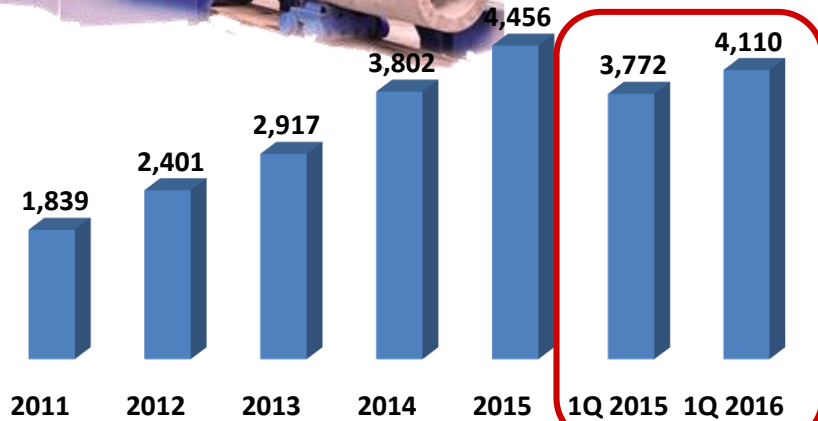
Net Profit (IDR bn)



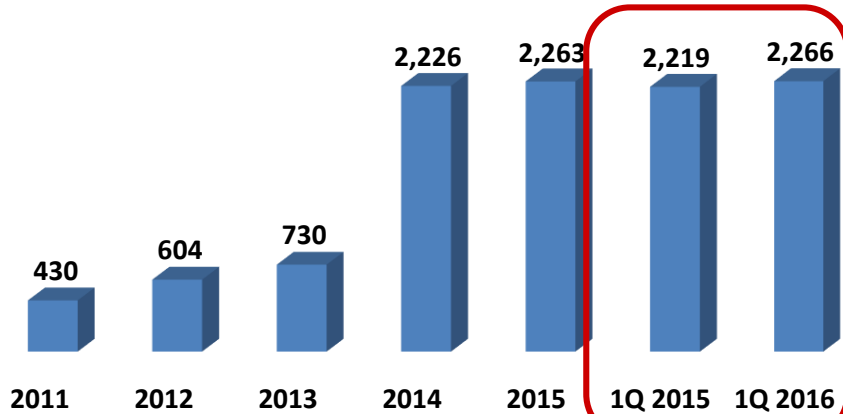
# RINGKASAN NERACA



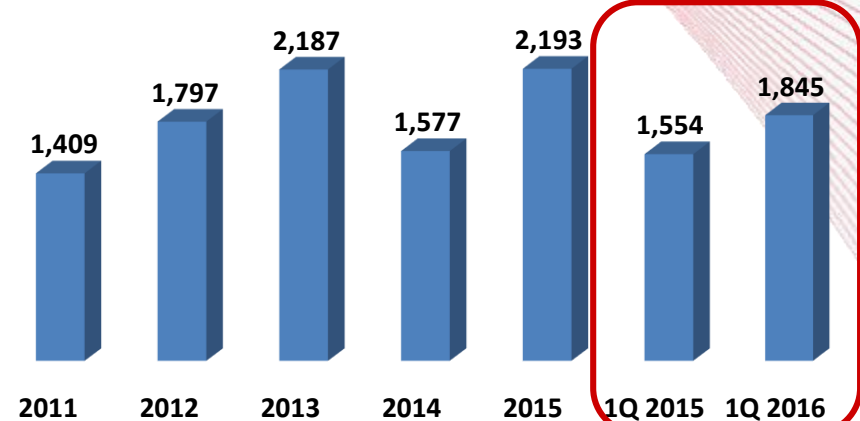
Assets (IDR bn)



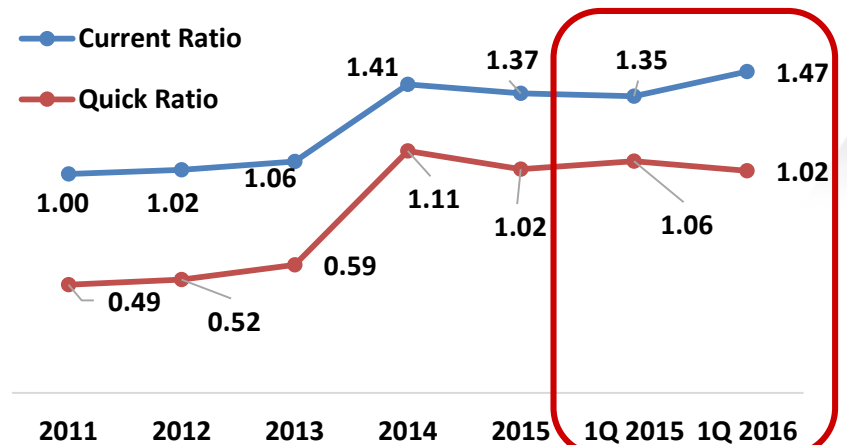
Equity (IDR bn)



Liabilities (IDR bn)

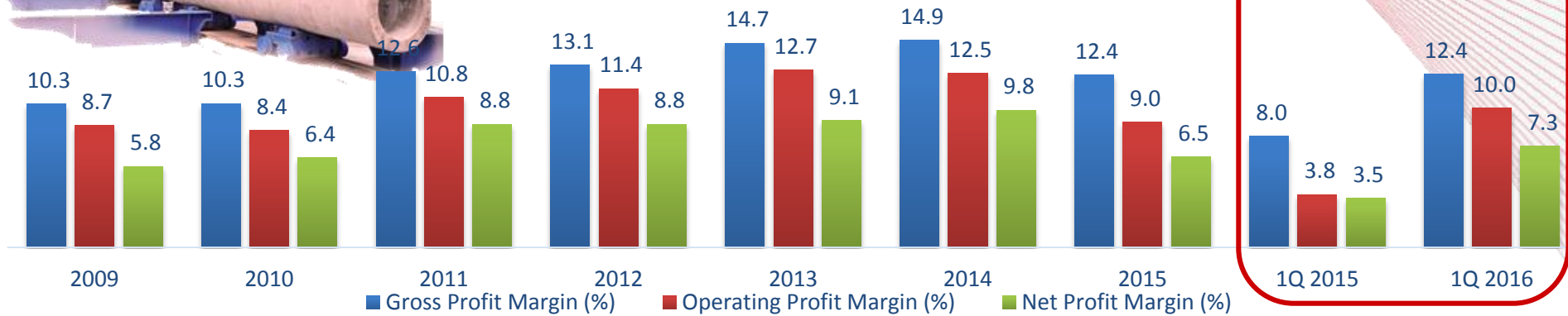


Current Ratio (x) & Quick Ratio (x)

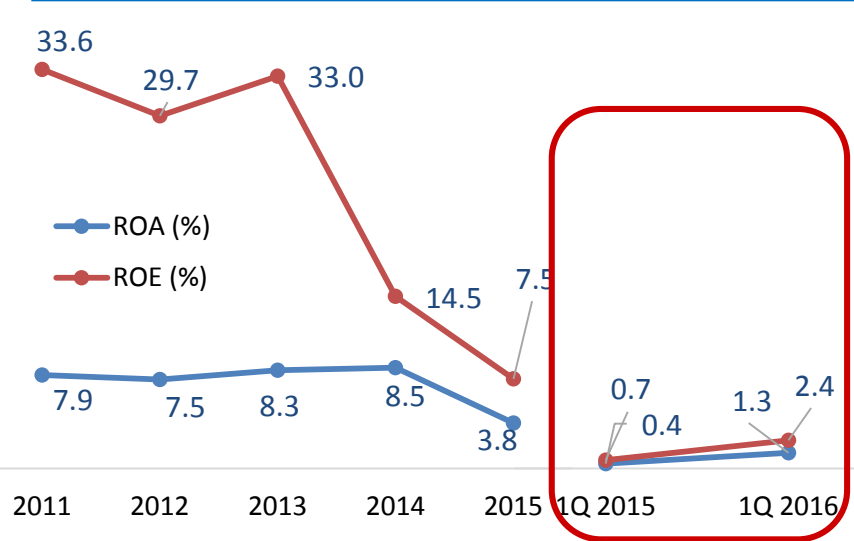




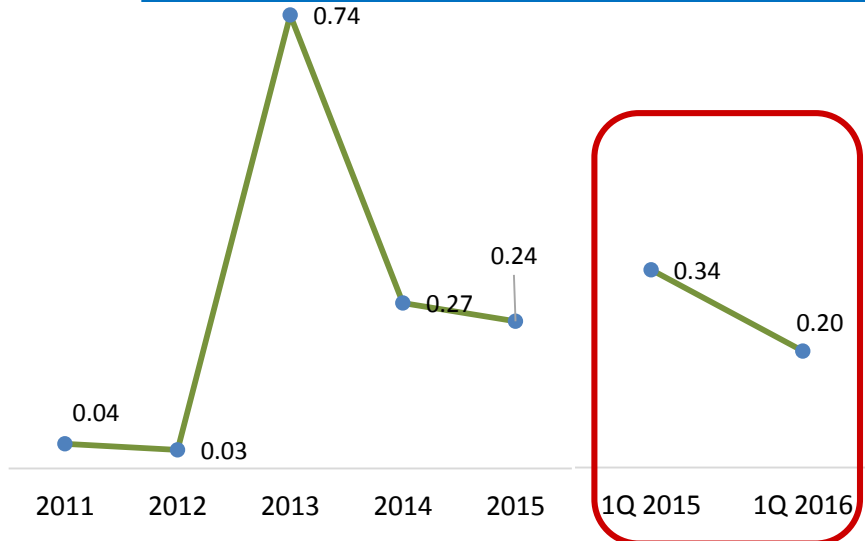
# RASIO KEUANGAN DAN PROFITABILITAS



Return on Asset (ROA) and Return on Equity (ROE)



Gearing Ratio (Equity)



# LAPORAN ARUS KAS KONSOLIDASI



(Rp Jutaan)

Deskripsi	2011	2012	2013	2014	2015	1Q 2016
Arus Kas dari Aktivitas Operasi	135,160	293,848	123,764	192,010	458,415	(190,981)
Arus Kas dari Aktivitas Investasi	(162,239)	(174,250)	(454,305)	(790,214)	(472,119)	(79,964)
Arus Kas dari Aktivitas Pendanaan	(34,141)	(4,999)	403,249	1,186,279	(201,140)	(67,641)
<b>Kas dan Setara Kas pada Awal Periode</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>Kas dan Setara Kas pada Akhir Periode</b>	<b>225,720</b>	<b>340,319</b>	<b>413,027</b>	<b>1,038,475</b>	<b>823,631</b>	<b>485,043</b>

## **5** INFO TERKINI







# LAPORAN ANALIS

No	Analisis	Perusahaan	Target Harga (IDR)	Rekomendasi	Tanggal
1	Maria Renata	UOB Kayhian	1,300	Buy	30 Jul 2016
2	Bob Setiadi	Mandiri Sekuritas	1,125	Buy	27 Mei 2016
3	Arief Budiman	Ciptadana Securities	1,100	Buy	27 Mei 2016
4	Theodorus ArielKristian	Lautandhana Securindo	1,150	Buy	9 Mei 2016
5	Ari Jahja	Credit Suisse	1,135	Buy	24 Apr 2016
6	Bryan Sjahputra	Sinarmas Sekuritas	1,225	Buy	18 Feb 2016
7	Martha Christina	Phillip Capital Securities	980	Hold	8 Jan 2016



# KINERJA SAHAM

**HARGA  
(Rp)**

**VOLUME  
(Juta)**



# INFO TERKINI



## A. NEW MOBILE PLANT – SUMATERA UTARA





# INFO TERKINI

## B. PROYEK KAVLING 2 – CAWANG JAKARTA



# INFO TERKINI



## C. PROYEK MRT







# INFO TERKINI

## D. PROYEK KERETA TRANS SULAWESI





# INFO TERKINI

## E. PROYEK JLNT SESKOAL



# INFO TERKINI

## F. PROYEK CISUMDAWU – JAWA BARAT







# INFO TERKINI

## G. PROYEK AKSES BANDARA SOEKARNO HATTA - JAKARTA







# INFO TERKINI

## H. PROYEK TELUK LAMONG PROJECT – JAWA TIMUR



# INFO TERKINI



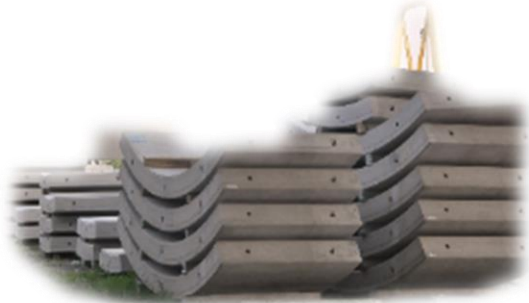
## I. QUARRY CIGUDEG – JAWA BARAT

- 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



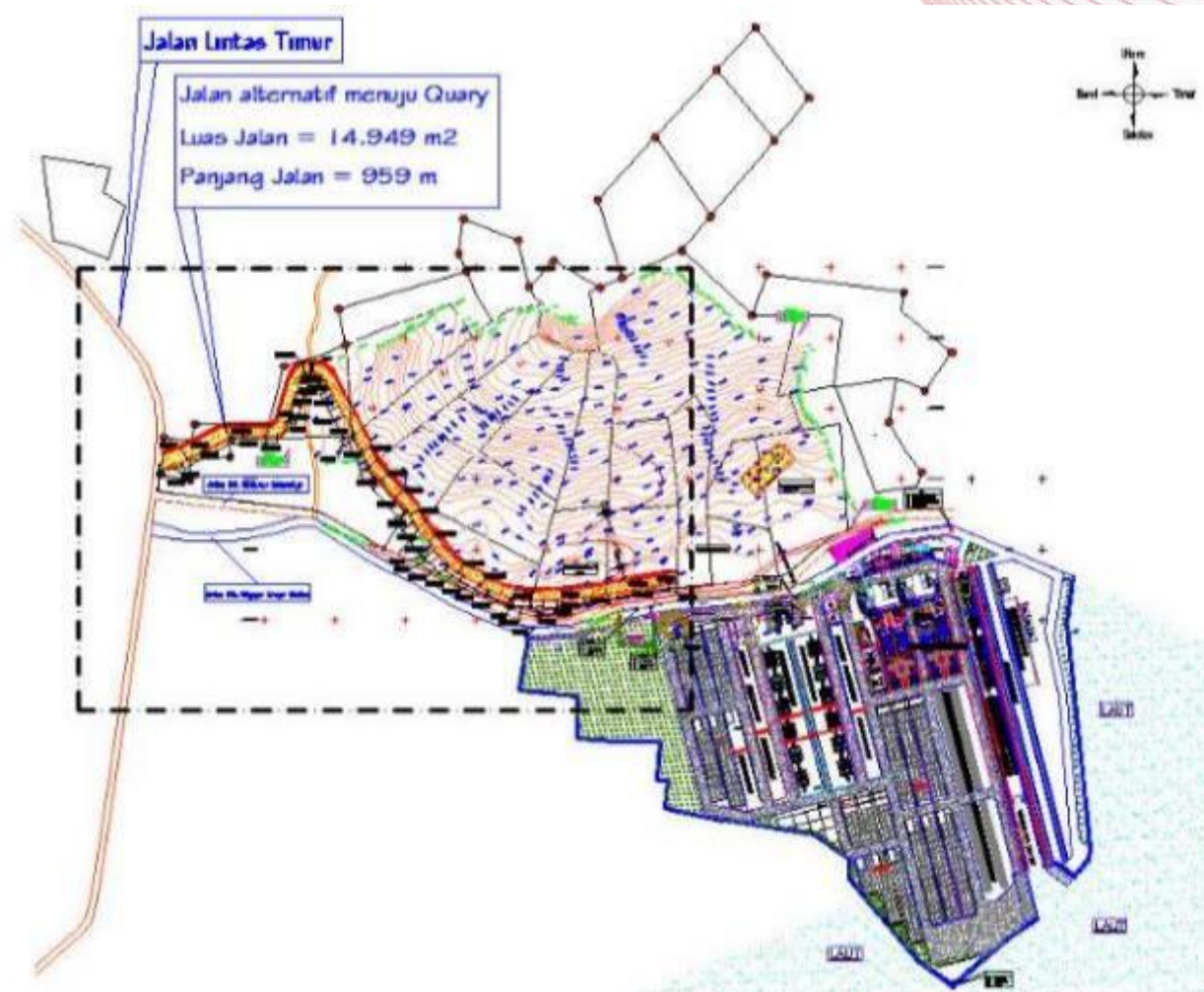


# INFO TERKINI



## J. PABRIK LAMPUNG SELATAN (1/2)

- Luas area 67 Ha
  - Quarry 41 Ha
  - Pabrik 26 Ha
- Progress fisik pembangunan pabrik :
  - Pematangan tanah
  - Pembangunan Pabrik
  - Instalasi mesin & pembangunan prasarana Jetty
- Produksi : Cylinder Pile diameter hingga 2 meter dan panjang hingga 100 meters.
- Tahap 1 : 2 jalur produksi Cylinder Pile
- Tahap 2 : 2 jalur produksi Cylinder Pile







# INFO TERKINI

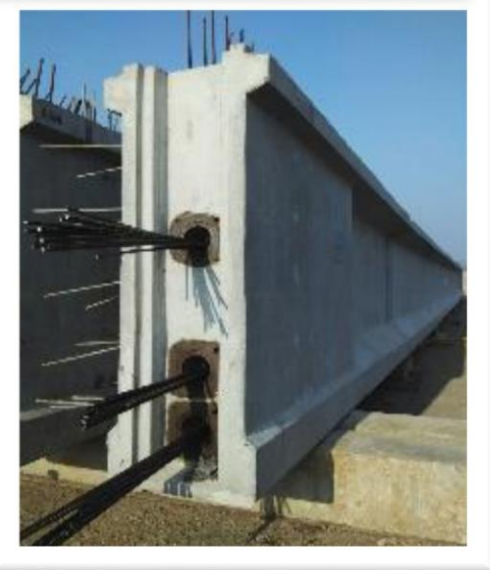
## J. PABRIK LAMPUNG SELATAN (2/2)



# INFO TERKINI



## K. PROYEK JALAN TOL SURABAYA – MOJOKERTO





# INFO TERKINI

## L. JALAN TOL SECTION IV - MAKASSAR







# INFO TERKINI

## M. PROYEK RUMAH SAKIT CAROLLUS (1/2)





# INFO TERKINI

## M. PROYEK RUMAH SAKIT CAROLLUS (2/2)

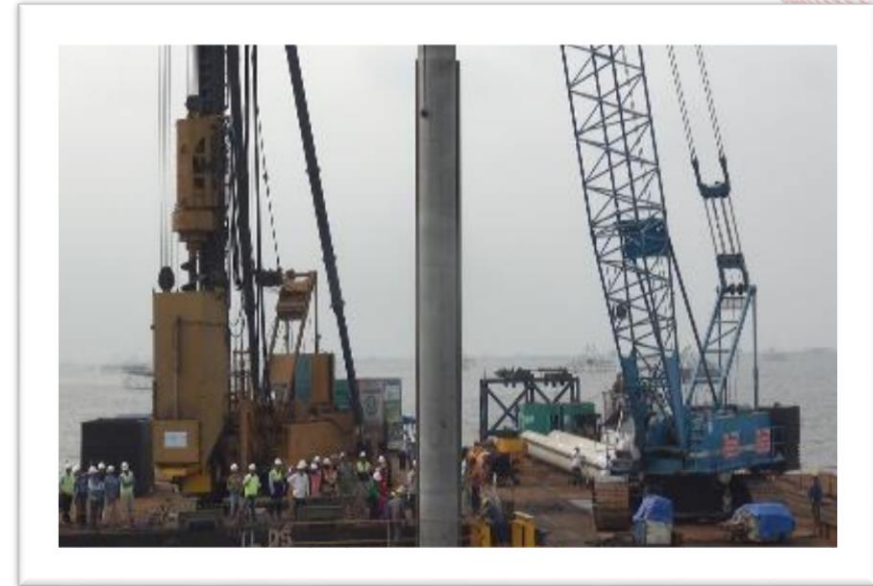






# INFO TERKINI

## N. PROYEK GIANT SEA WALL





# INFO TERKINI

## O. PROYEK JEMBATAN HOTELCAMP - JAYAPURA





# INFO TERKINI

## P. PROYEK MANADO INTERCHANGE





# INFO TERKINI

## Q. RAPAT UMUM PEMEGANG SAHAM LUAR BIASA, 20 Juli 2016



### Agenda Rapat Umum Pemegang Saham Luar Biasa :

1. Perubahan Pengurus Perseroan.
2. Perubahan Anggaran Dasar Perseroan.





# PENGHARGAAN & PENCAPAIAN (1/2)



**Best in Building and Managing Corporate Image Category Precast Concrete Product Manufacture dari Frontier Consulting Group 2015**



**Best Annual Report Award 2014 dari Otoritas Jasa Keuangan**



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



**Best Employers 2015 dari AON Hewitt Indonesia**



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



# PENGHARGAAN & PENCAPAIAN (2/2)



**Rating History :**  
July 2013 <sub>id</sub>A<sup>+</sup>/Stable  
July 2014 <sub>id</sub>A<sup>+</sup>/Stable  
July 2015 <sub>id</sub>A<sup>+</sup>/Stable  
*for corporate and MTN*



**Morgan Stanley Capital Index**  
Started on 07 Nov 2014 - now



**August 2015 – January 2016**  
**January 2016 – July 2016**



END OF PRESENTATION



## **PT WIJAYA KARYA BETON Tbk**

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