



PT WIJAYA KARYA BETON Tbk 2Q 2015 UPDATES



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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 berkesinambungan.
5. Mengembangkan kompetensi dan kesejahteraan pegawai.

Nilai-Nilai

Commitment

Innovation

Balance

Excellence

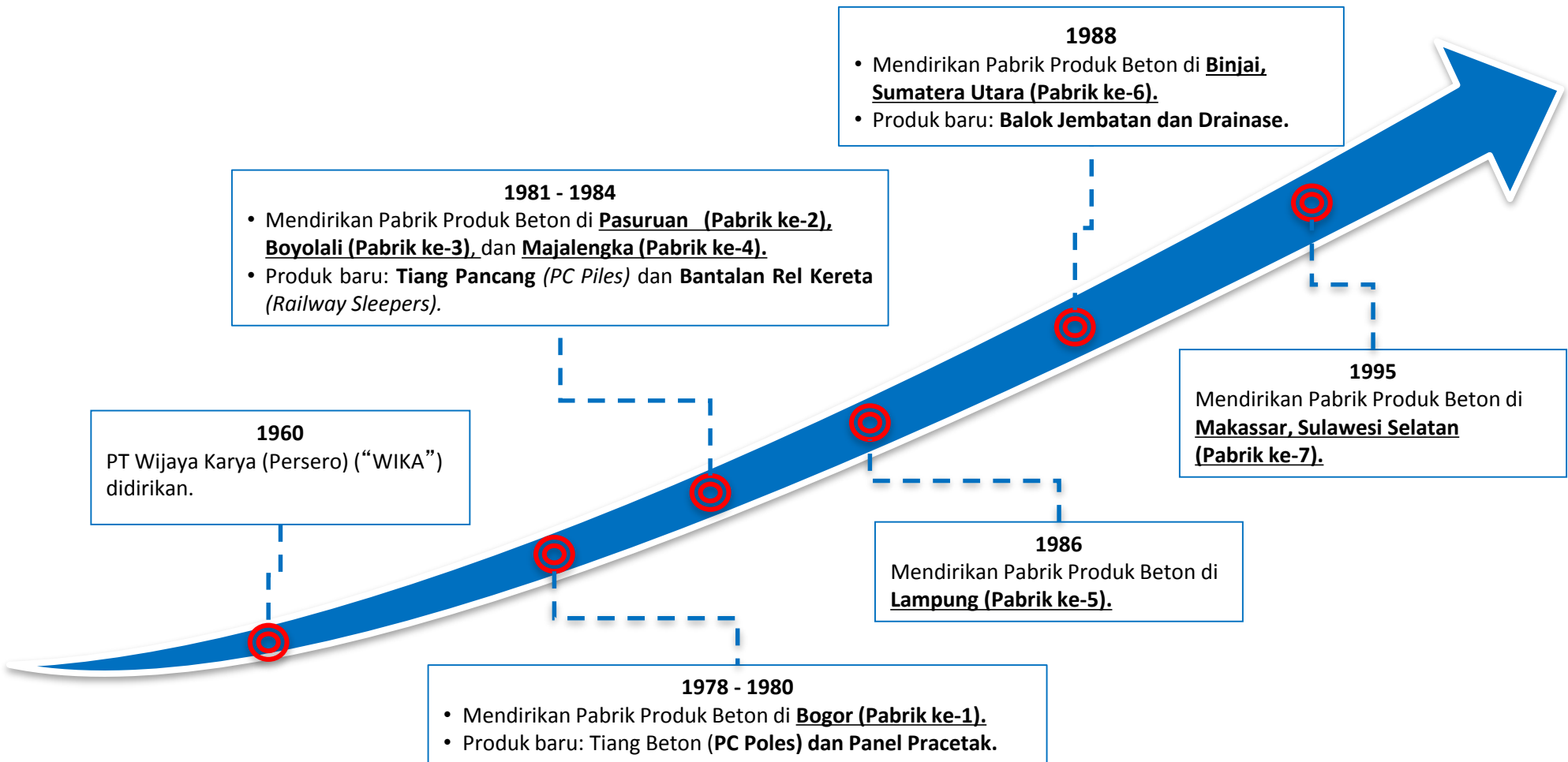
Relationship

Teamwork

Integrity

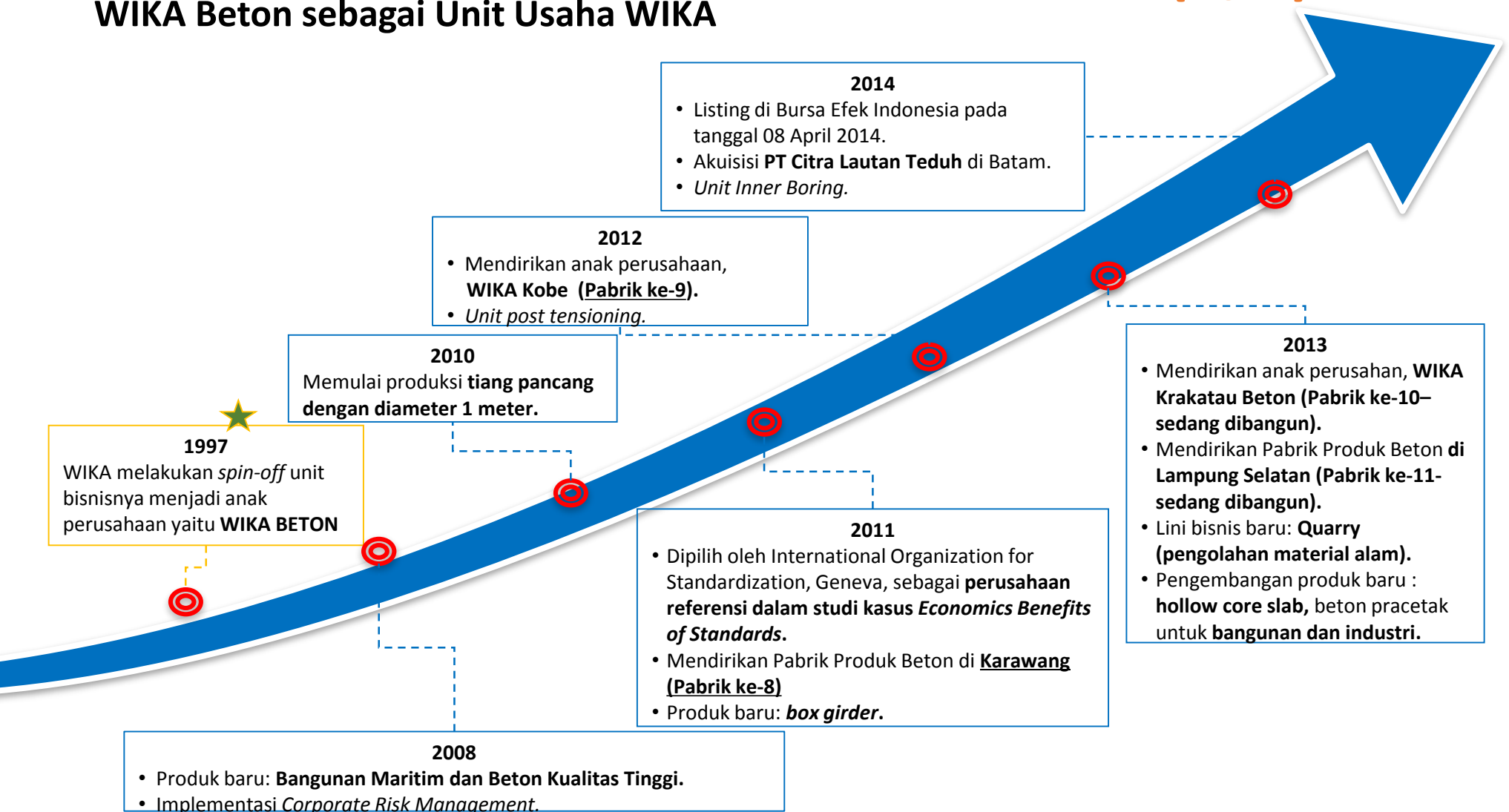
TONGGAK PENCAPAIAN **PERSEROAN(1/2)**

Wika Beton sebagai Unit Usaha Wika

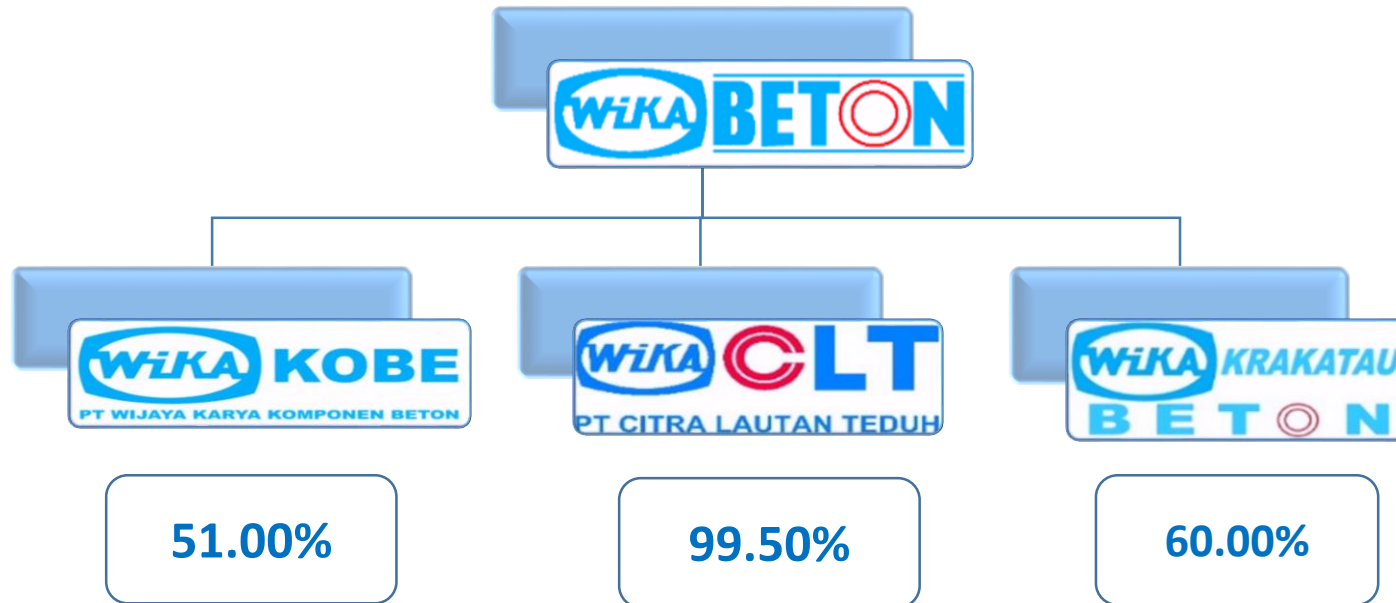


TONGGAK PENCAPAIAN **PERSEROAN(2/2)**

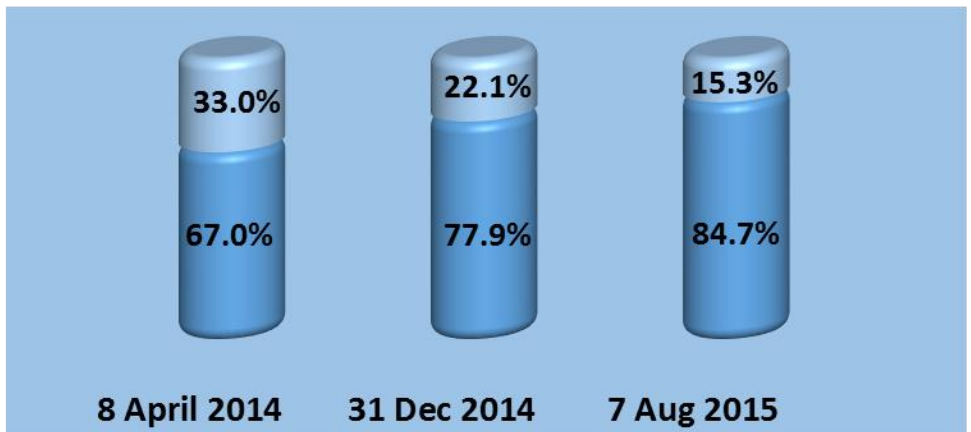
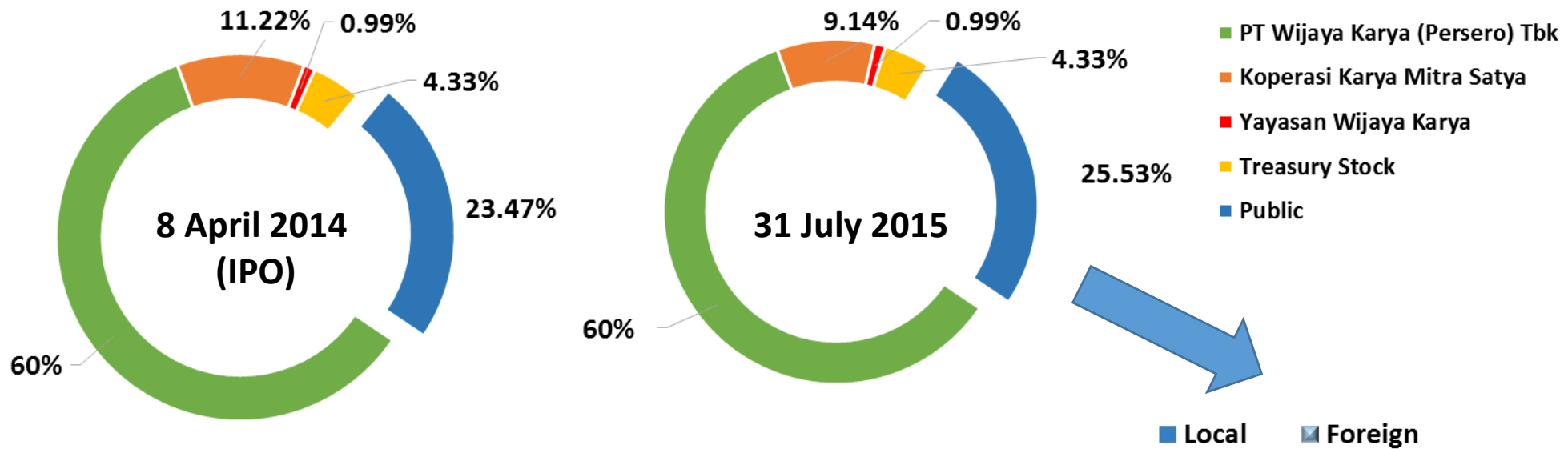
WIKA Beton sebagai Unit Usaha WIKA



STRUKTUR KEPEMILIKAN SAHAM DI ANAK PERUSAHAAN (1/2)



PEMEGANG SAHAM



MANAJEMEN **PERSEROAN**

Dewan Komisaris



Budi Harto
Komisaris Utama



A. Boediono
Komisaris



Nariman Prasetyo
Komisaris



Tumik Kristianingsih
Komisaris



Asfiah Mahdiani
Komisaris Independen



Priyo Suprobo
Komisaris Independen

Direksi



Wilfred I. A. Singkali
Direktur Utama



Hadian Pramudita
Direktur



Entus Asnawi Mukhson
Direktur



Fery Hendriyanto
Direktur



Hari Respati
Direktur

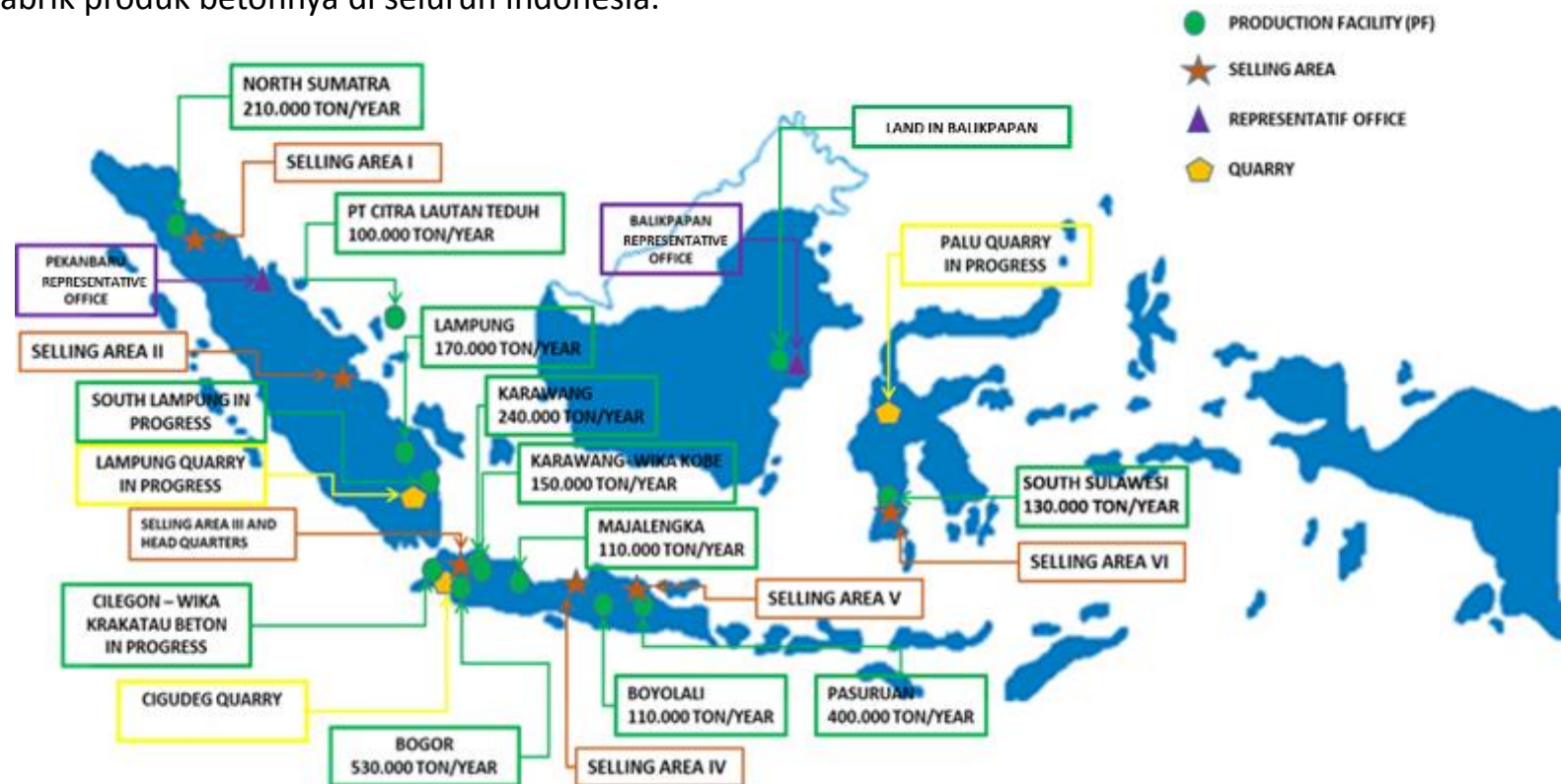


M. Zulkarnain
Direktur Independen

WILAYAH CAKUPAN

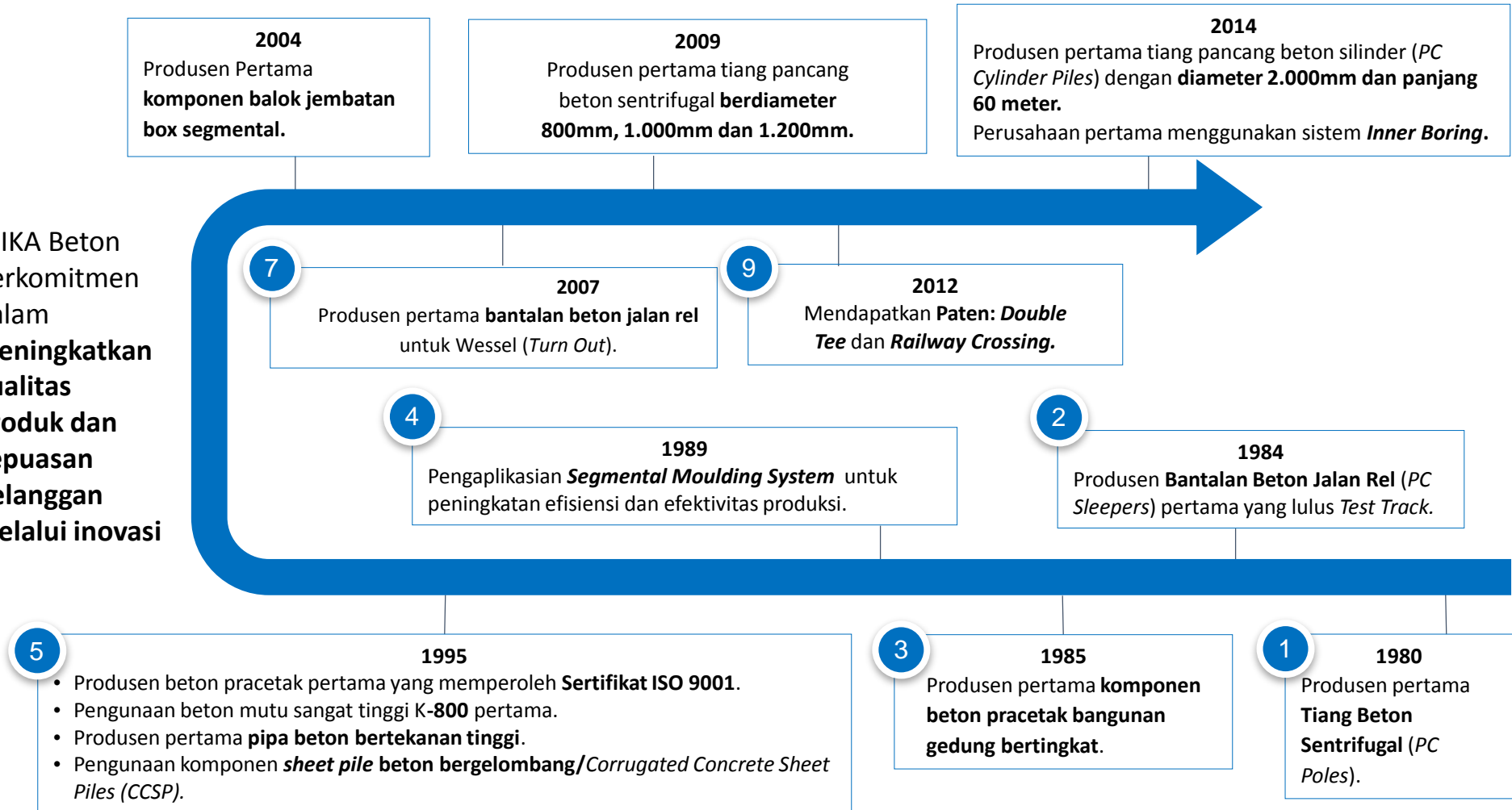
- **Cakupan yang Luas:** WIKA Beton memiliki 12 pabrik produk beton di Juni 2015 (termasuk anak perusahaan), 6 wilayah pemasaran dan 2 kantor representatif yang strategis diseluruh Indonesia.
- **Terintegrasi:** 1) Siklus bisnis yang menyeluruh dari produksi bahan baku, barang jadi dan jasa bagi pelanggan (*Backward and Forward Integration*); 2) Fleksibilitas dalam mendistribusikan fasilitas-fasilitas penunjang seperti cetakan dan lain-lain ke seluruh pabrik produk betonnya di seluruh Indonesia.

WIKa Beton memberikan pengiriman tepat waktu dan biaya transportasi yang ekonomis melalui pendekatan dengan pelanggannya.



INOVASI BERKELANJUTAN

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



2

SEKILAS INDUSTRI



PEMBANGUNAN INFRASTRUKTUR JOKOWI 2015-2019

LOKASI 15 BANDARA DAN 24 PELABUHAN



- Jalan baru **2.650 Km**
- Jalan tol **1.000 Km**
- Pemeliharaan jalan **46.770 Km**



- Pembangunan Jalur KA **3.258 Km** di Jawa, Sumatera, Sulawesi dan Kalimantan terdiri dari: KA Antar kota 2.159 Km, KA Perkotaan 1.099 Km



- Pembangunan **15 Bandara baru**
- Pengadaan **20 Pesawat Perintis**
- Pengembangan Bandara untuk pelayanan **Cargo Udara** di **6 Lokasi**



- Pembangunan Pelabuhan Penyeberangan di **60 Lokasi**
- Pengadaan **Kapal penyeberangan perintis sebanyak 50 unit**



- Pembangunan **24 Pelabuhan baru**
- Pengadaan **26 Kapal Barang Perintis**
- Pengadaan **2 Kapal Ternak**
- Pengadaan **500 unit Kapal rakyat**



- Pembangunan **BRT di 29 kota**
- Pembangunan angkutan massal cepat di kawasan perkotaan (**6 Kota metropolitan, 17 Kota besar**)

SUMBER: BAPPENAS / INFOGRAFIS: ANDHIKA AKBARYANSYAH/DETIKCOM

KEBUTUHAN INVESTASI INFRASTRUKTUR (RPJMN) 2015-2019

KEPERLUAN INVESTASI INFRASTRUKTUR (RPJMN) 2015-2019 (Rp triliun)						
Sektor	Skenario Penuh (100%)	Skenario Parsial (75%)		Skenario Dasar (50%)		
		Kebutuhan	Proporsi pada 100%	Kebutuhan	Proporsi pada 100%	
Jalan Raya	1274	851	67%	637	50%	
Perkeretaapian	278	222	80%	140	50%	
Transportasi Perkotaan	166	115	69%	75	45%	
Transportasi Laut	563	424	75%	282	50%	
Ferry and ASDP	91	80	88%	60	66%	
Transportasi Udara	182	165	91%	100	55%	
Ketenagalistrikan	1,080	762	71%	714	66%	
Energi and Gas	535	420	79%	268	50%	
Sumber Daya Air	1,091	845	77%	645	59%	
Air Bersih dan Limbah	666	450	68%	330	50%	
Perumahan Rakyat	384	247	64%	180	47%	
Teknologi Komunikasi dan Informatika	242	200	83%	130	54%	
Jumlah	6,552	4,781		3,561		

Keperluan Investasi (Prioritas)

5,452

3

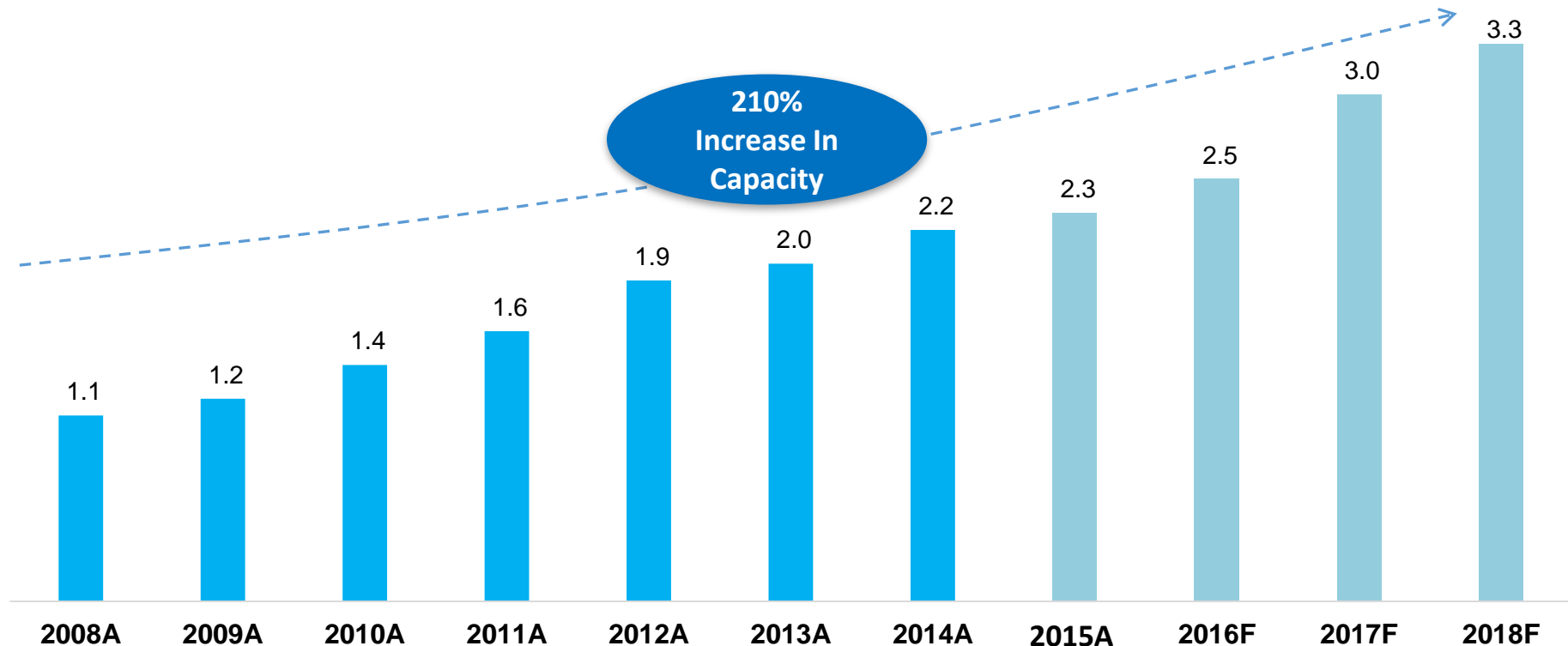
SEKILAS BISNIS



KAPASITAS PRODUKSI 2008 - 2018

- Saat ini Perseroan memiliki kapasitas terpasang sebesar 2,3 juta ton per tahun.
- Rencana peningkatan kapasitas terpasang sebesar 210% dari tahun 2008-2018.

Kapasitas Terpasang (Juta Ton Per Tahun)



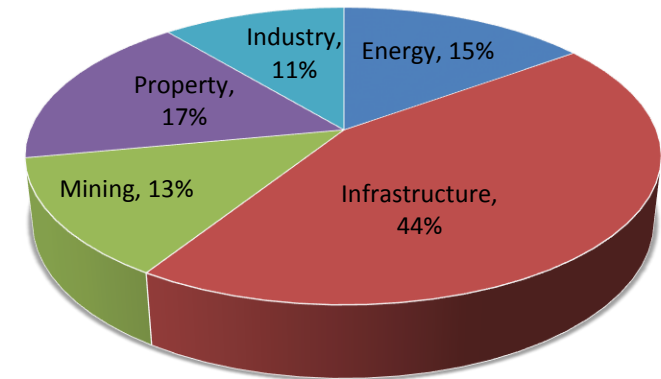
PROFIL PELANGGAN

- Berdasarkan lini usaha, kontribusi pendapatan WIKA Beton terbesar di tahun 2014 berasal dari **sektor infrastruktur sebesar 44%**.
- Berdasarkan kepemilikannya, kontribusi pendapatan WIKA Beton terbesar berasal dari **swasta – lokal sebesar 70%** diikuti **dengan perusahaan BUMN sebesar 20%**.
- Kontribusi dari WIKA di tahun 2014 sebesar 8%.

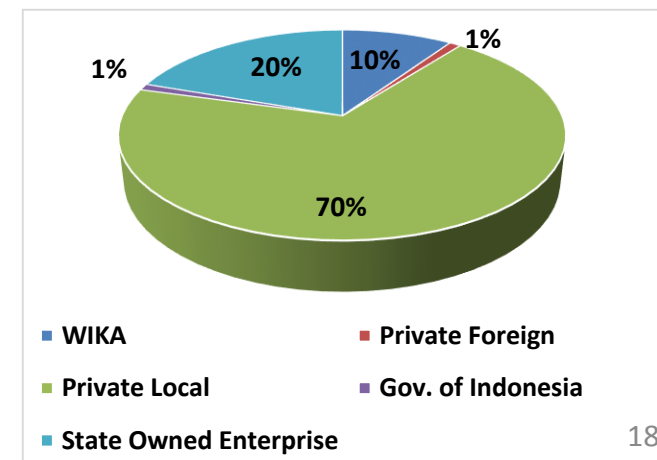
Top 10 Buyers 2Q 2015

No	Customer	Kontribusi
1.	PT Wijaya Karya (Persero) Tbk	10%
2.	PT OKI P&P Mills	8%
3.	PT Energi Sejahtera Mas	8%
4.	PT Perusahaan Listrik Negara (Persero)	8%
5.	PT Utama Karya (Persero)	4%
6.	PT Nusa Raya Cipta	3%
7.	PT Holcim Indonesia	3%
8.	PT Multi Artha Pratama	2%
9.	CHEC- CSECEC - HK JO	2%
10.	PT Nindya Karya	1%

Customers' Profile Based on Line of Business in 2014
(Percentage of Revenue)



Customers' Profile Based on Ownership in 2Q 2015
(Percentage of Revenue)



4

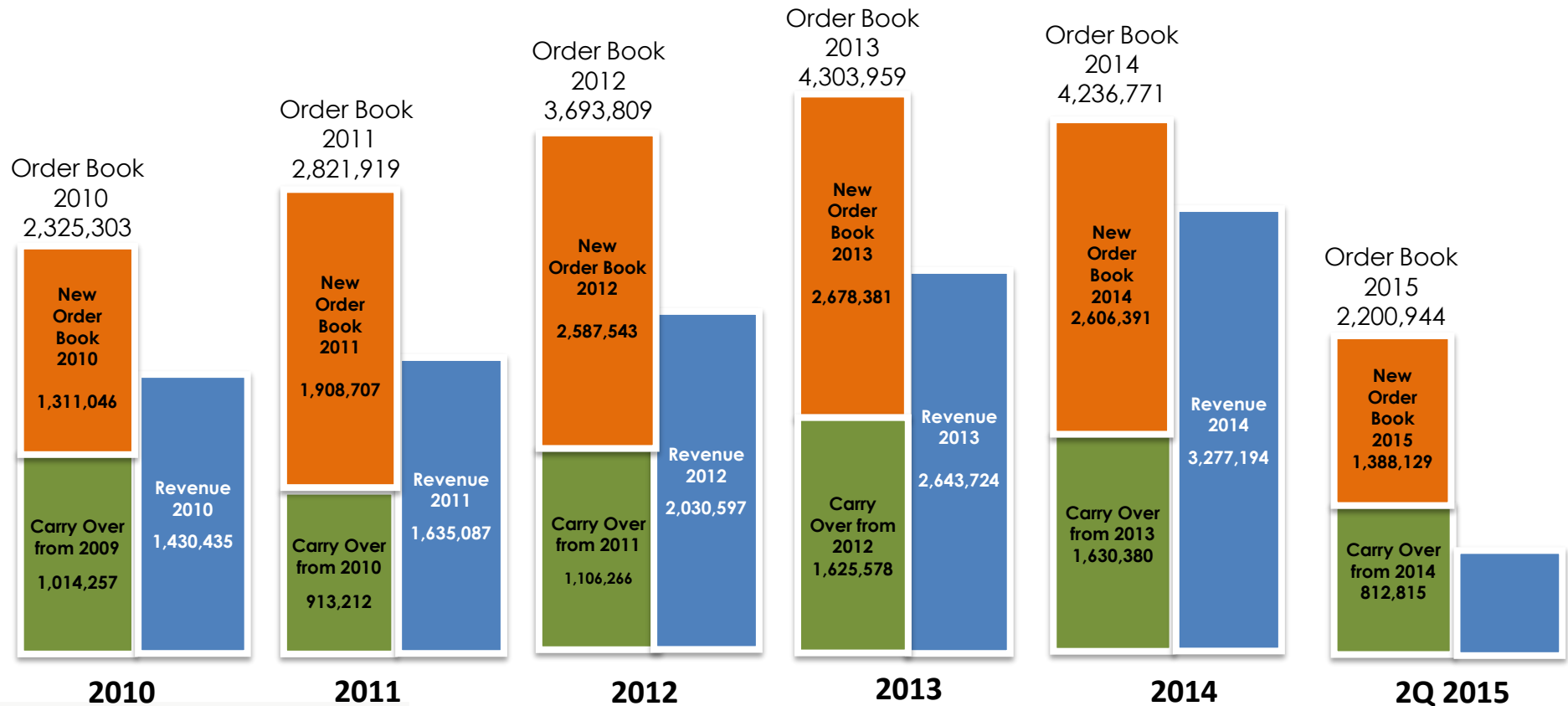
IKHTISAR KEUANGAN



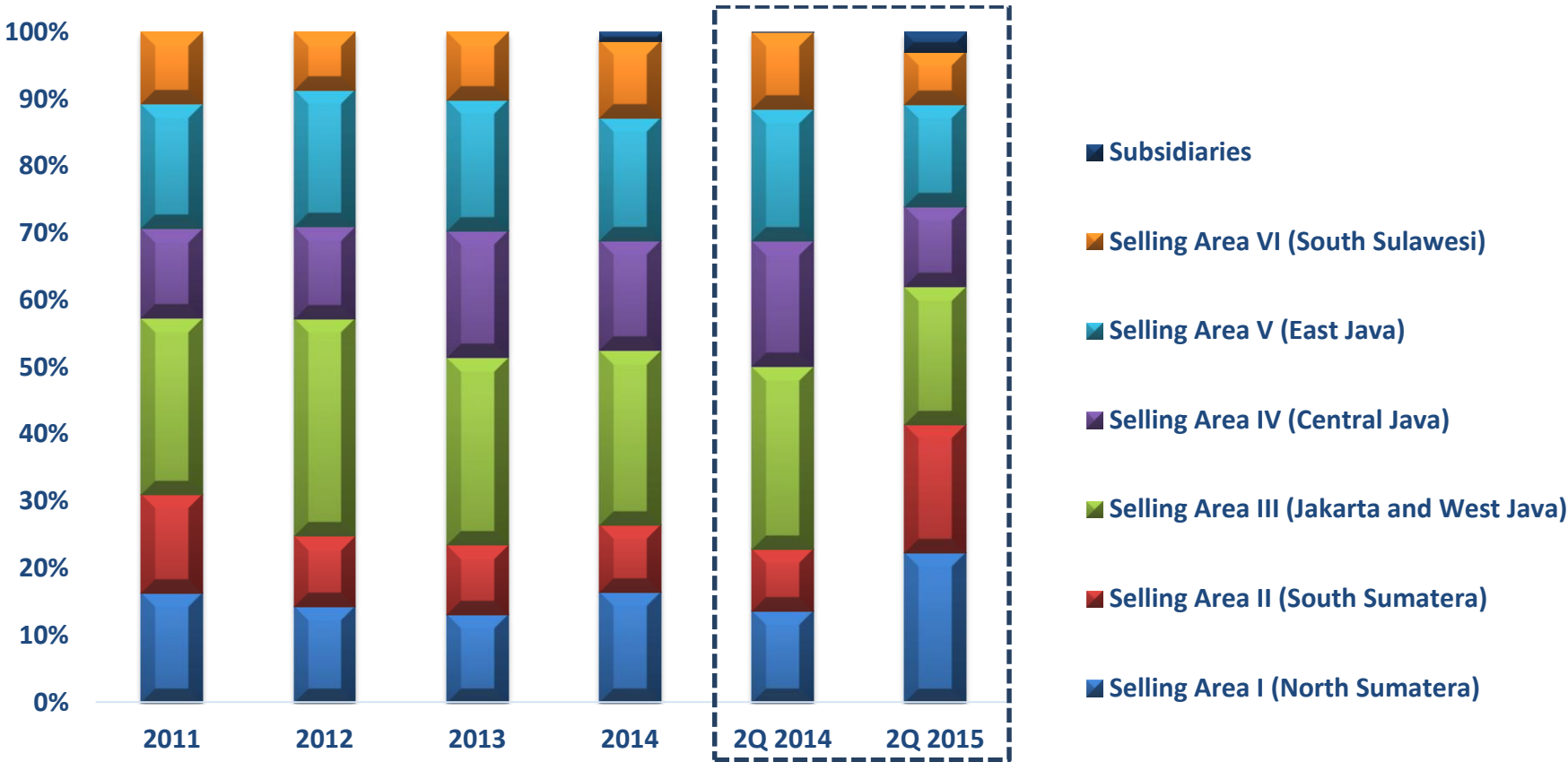
KONTRAK & PENJUALAN

- Total Nilai kontrak adalah **penambahan kontrak baru dengan sisa kontrak dari tahun sebelumnya.**
- Sisa kontrak dari tahun sebelumnya **dapat menjamin jumlah penjualan yang dihasilkan pada tahun berikutnya.**

Total Nilai Kontrak Vs. Penjualan (Rp Miliar)



KONTRIBUSI PENJUALAN



USAGE IPO PROCEED

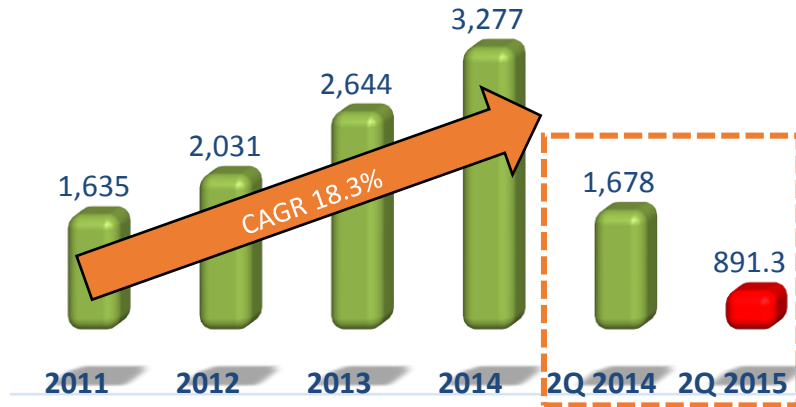
No	Nama Pekerjaan	Alokasi Rencana Penggunaan	Progres s/d 30 Jun 15
A	PENGEMBANGAN USAHA (85%)		
	1 Pengolahan Quarry material alam di Cigudeg, Donggala, Boyolali dan Lampung Selatan	12%	72.31%
	2 Pabrik Baru di Lampung Selatan, Pasuruan dan Kalimantan	34%	55.98%
	3 Penambahan Kapasitas Pabrik existing di PPB Sumatera Utara, Lampung, Bogor, Karawang, Majalengka, Boyolali, Sulawesi Selatan dan Cetakan Produk	18%	54.29%
	4 Pengembangan usaha Jasa yaitu pembelian alat pancang inner boring dan penambahan alat post tensioning	18%	51.20%
	5 Pembentukan Unit Perbengkelan (mould maker)	3%	0.00%
B	MODAL KERJA (15%)		
	Tambahan Modal Kerja	15%	100.00%
		100%	

Total Usage of IPO Proceed until 30 Jun 2015 :

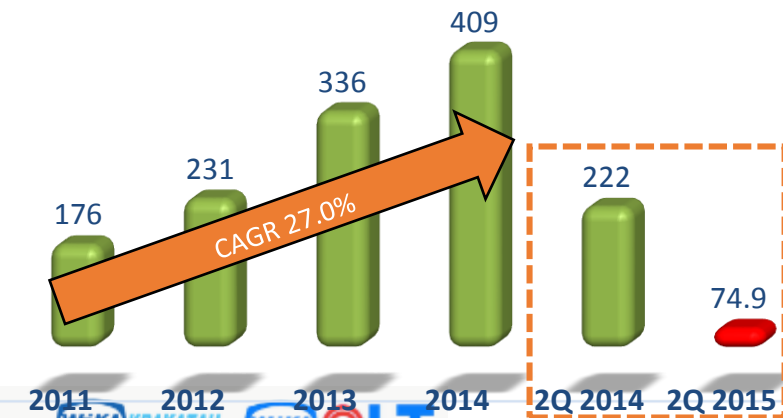
61.7%

RINGKASAN LABA RUGI

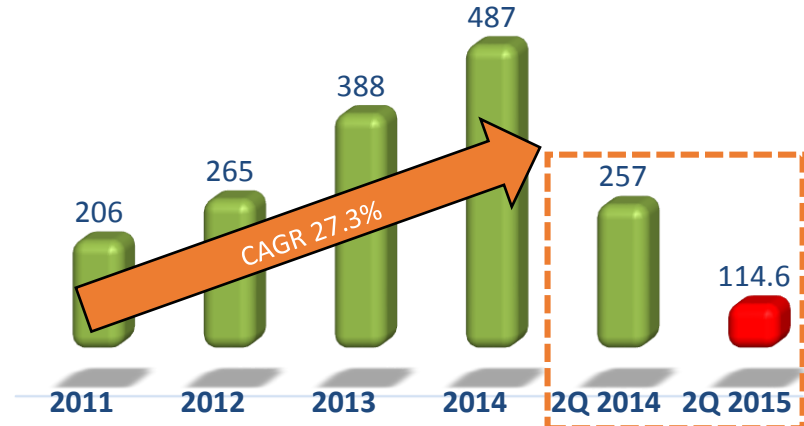
Penjualan (Rp Miliar)



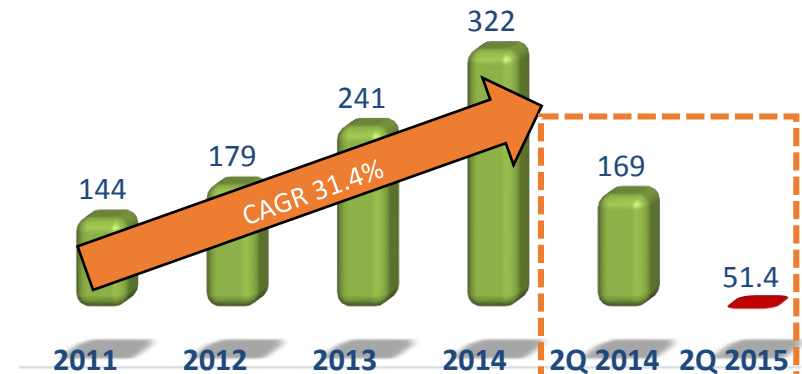
Laba Usaha (Rp Miliar)



Laba Kotor (Rp Miliar)

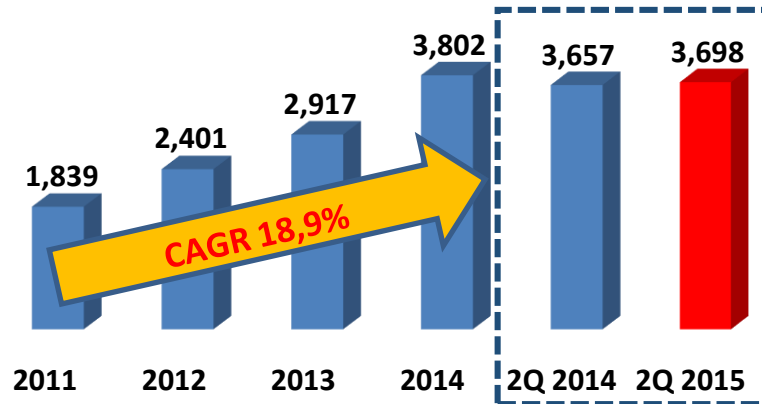


Laba Bersih (Rp Miliar)

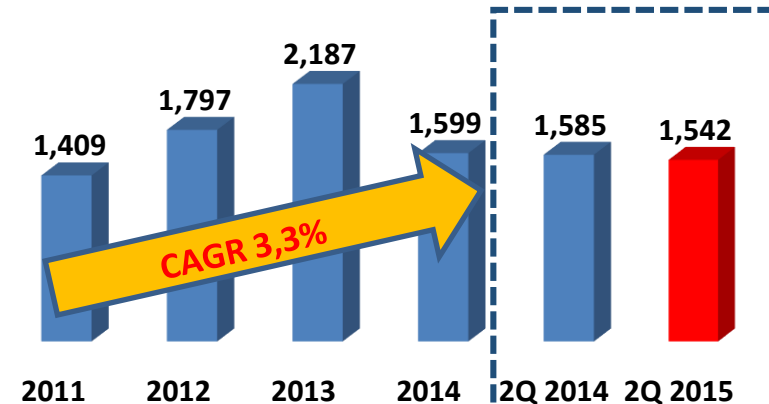


RINGKASAN NERACA

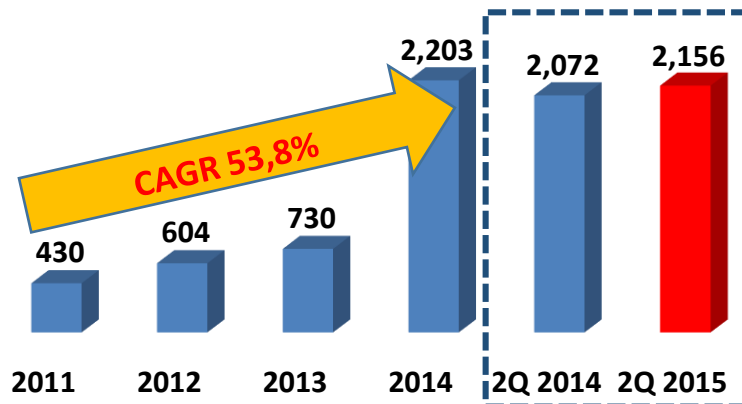
Aset (Rp Miliar)



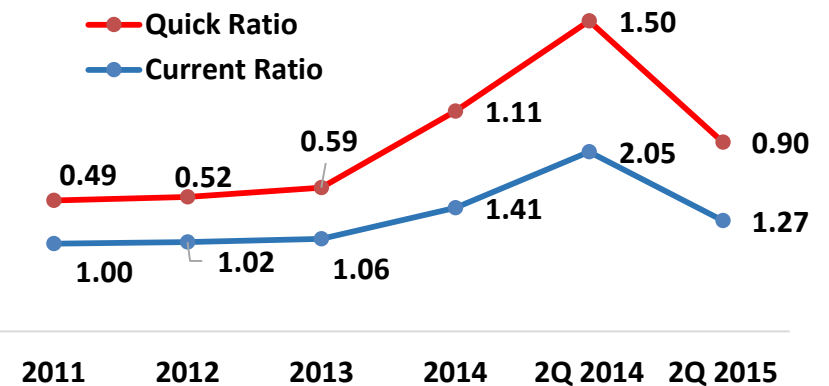
Liabilitas (Rp Miliar)



Ekuitas (Rp Miliar)



Current Ratio (x) & Quick Ratio (x)

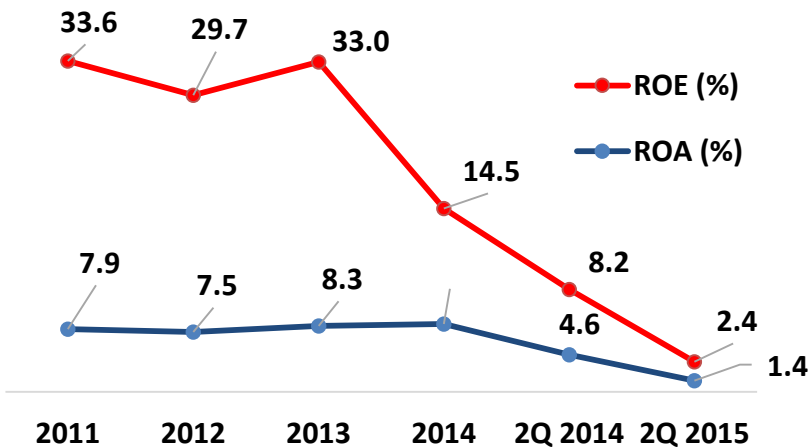


RASIO KEUANGAN DAN PROFITABILITAS

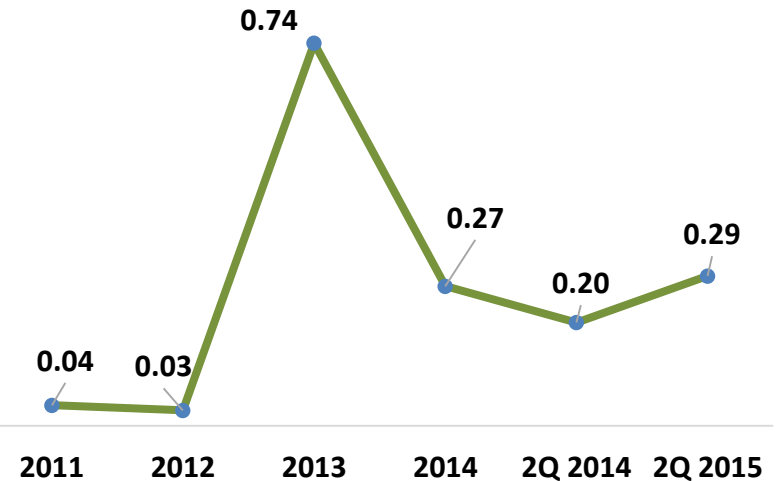
Laba Usaha



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



Gearing Ratio (Equity)



5

INFO TERKINI



INFO TERKINI

A. PROYEK KAVLING 2 – CAWANG JAKARTA



INFO TERKINI

B. QUARRY CIGUDEG – JAWA BARAT

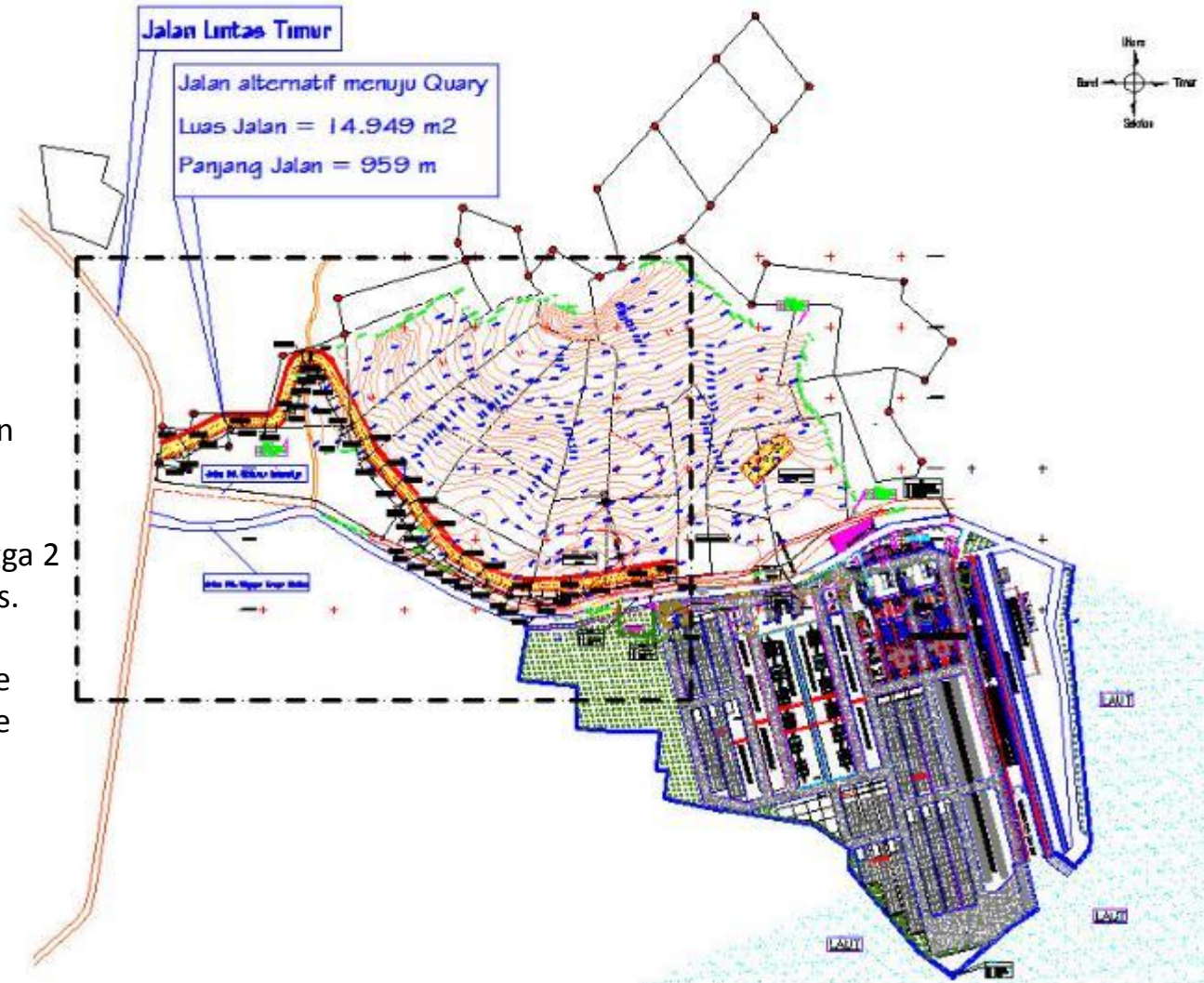
- Luas area 36,7 Ha
- Waktu pengerjaan proyek 6 bulan
- Kapasitas produksi 350 ton per jam
- Mulai beroperasi pada 29 Jan 2015
- Nilai investasi : Rp 113 Miliar



INFO TERKINI

C. 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



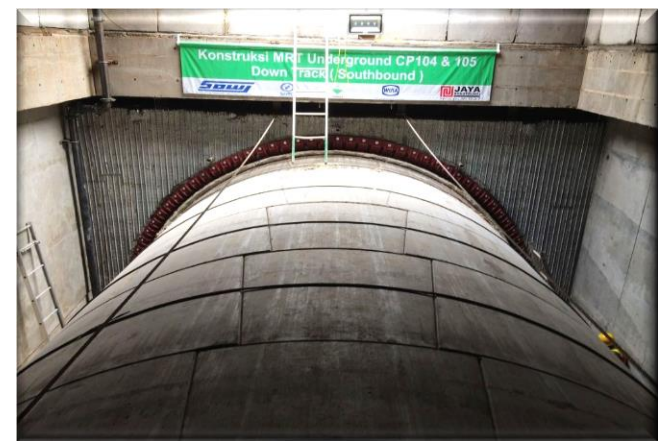
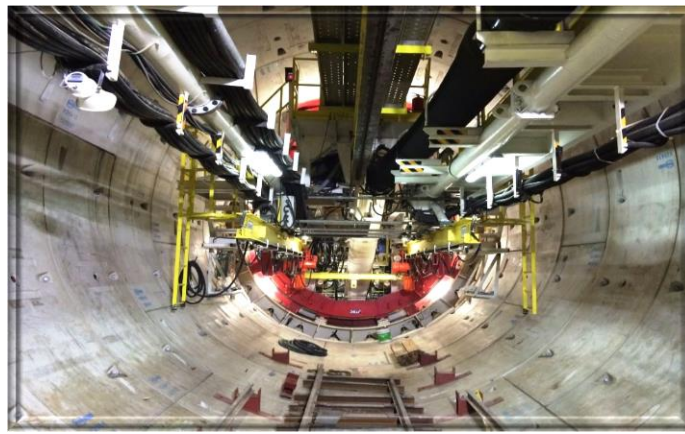
INFO TERKINI

C. SOUTH LAMPUNG FACTORY (2/2)



INFO TERKINI

D. PROYEK MRT



ANALYST REPORT

No	Analyst	Company	Target Price (Rp)	Maintain	Report Date
1	Maria Renata	UOB Kayhian	1,000	Hold	20 Oct 2015
2	Martha Christina	Phillip Capital Securities	1,120	Hold	3 Aug 2015
3	Bob Setiadi	Bahana Sekuritas	965	Hold	30 Jul 2015
4	Arief Budiman	Ciptadana Securities	1,050	Hold	30 Jul 2015
5	Theodorus ArielKristian	Lautandhana Securindo	1,500	Buy	15 Mei 2015
6	Joko Sogie	Danareksa Sekuritas	1,350	Hold	4 Mei 2015
7	Deidy Wijaya	DBS Vickers Securities Indonesia	1,600	Buy	26 Jan 2015
8	Rachel Tan	Credit Suisse Malaysia	1,345	Buy	27 Nov 2014

PENGHARGAAN & PENCAPAIAN (1/2)



**Investor Award 2015
by Investor Magazine**



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



**Best IPO Deal of The Year
2014 in Southeast Asia
dan Best IPO of The Year
2014 in Southeast Asia
For Retail Investors dari
Alpha Southeast Asia**



**Fastest Growing Issuer 2015 -
Cement Category
by Warta Ekonomi Indonesia
Magazine**



**Best Employers 2015
by AON Hewitt Indonesia**

PENGHARGAAN & PENCAPAIAN (2/2)



Rating History :
 July 2013 _{id}A⁺/Stable
 July 2014 _{id}A⁺/Stable
 July 2015 _{id}A⁺/Stable
for corporate and MTN



Morgan Stanley Capital Index
 Started on 07 Nov 2014 - now

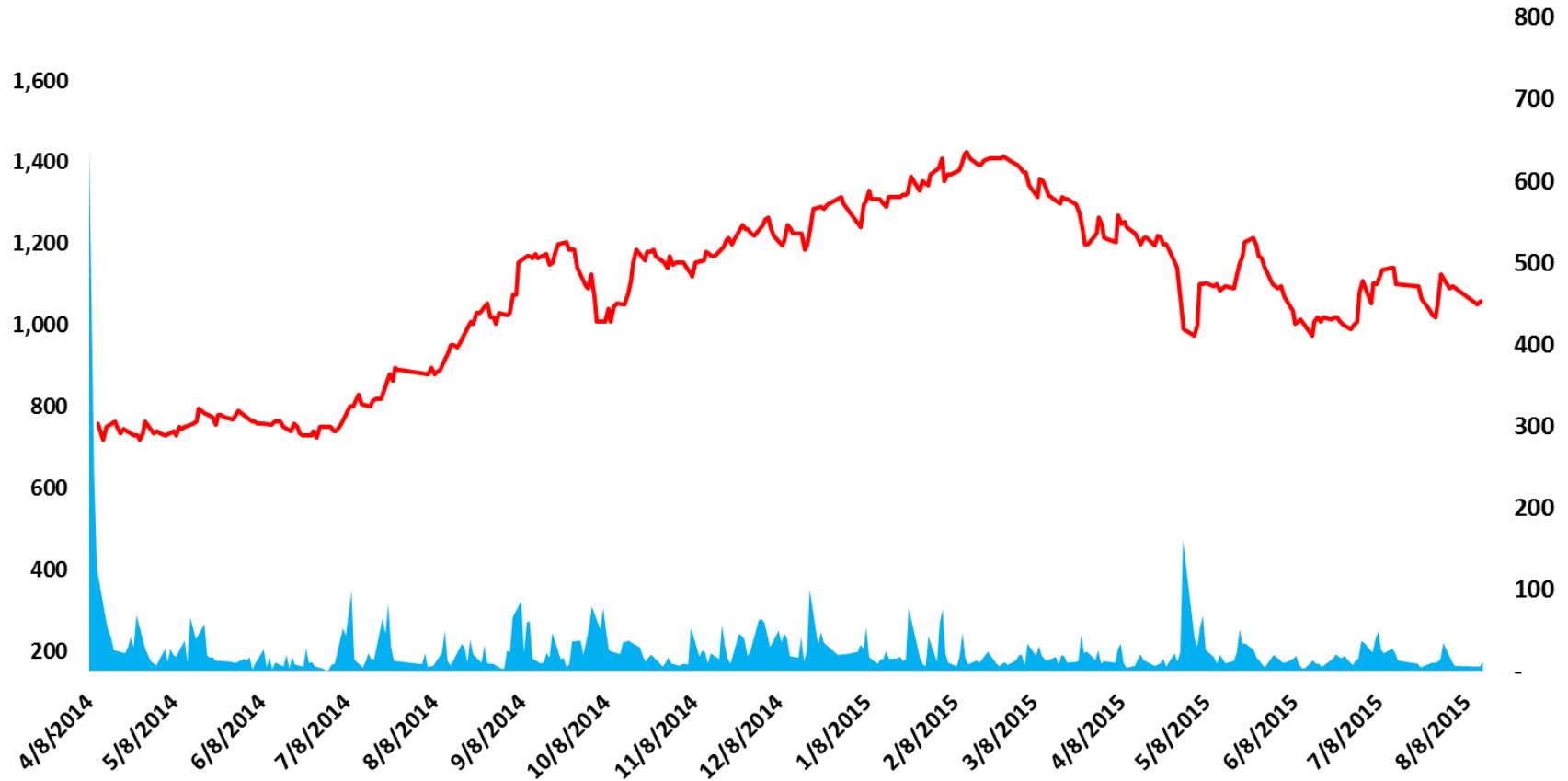


Mei 2015 – October 2015

KINERJA SAHAM

Harga (Rp)

Vulume (juta)





END OF PRESENTATION

PT WIJAYA KARYA BETON Tbk

Head Office

Jl. Raya Jatiwaringin no. 54
Pondok Gede-Bekasi 17411

Contact Information

Phone : (+6221) 84973363
Fax : (+6221) 84973391, 84973392
Email : wbcc@wika-beton.co.id
marketing@wika-beton.co.id