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- SEGMENT OVERVIEW
- GROUP PERFORMANCE
- IR’s UPDATE
SEGMENT OVERVIEW
PORTOFOLIO BISNIS

SUBSIDIARIES

Public

34.95%

60%  99%  85.26%  90.04%  96.05%  99%

WiKA

Government

65.05%

50%  60%  99%

WiKA BETON

WiKA SEDUNG

Realty

WiKA REKAYASA KONSTRUKSI

WiKA INDUSTRI & KONSTRUKSI

WiKA BITOMEN

51%

50%

WiKA KOBE

WiKA KRAKATAU BETON

WiKA CLT

PT CITRA LAUTAN TERAH

51%

60%

99%
PORTOFOLIO BISNIS
INVESTMENT IN ASSOCIATE

Public

34.95%

Government

65.05%

Transportations Infra

<table>
<thead>
<tr>
<th>Toll Road</th>
<th>Sea Port</th>
</tr>
</thead>
<tbody>
<tr>
<td>PT Marga Kunciran Cengkareng</td>
<td>Prima Terminal</td>
</tr>
<tr>
<td>JASAMARGA BALI TOL</td>
<td></td>
</tr>
<tr>
<td>Highway Corporation</td>
<td></td>
</tr>
<tr>
<td>PT Marga Nujusumo Agung</td>
<td></td>
</tr>
<tr>
<td>MNA</td>
<td></td>
</tr>
<tr>
<td>PT Citra Marga Lintas Jabar</td>
<td></td>
</tr>
</tbody>
</table>

Energy

Renewable Energy

Water & Environment

TPPI

PT AIR MINUM INDONESIA

PT Citra Marga Lintas Jabar

PT Pilar Sinergi BUMN Indonesia
BUSINESS PILARS

INDUSTRY

- Precast Concrete
  - Precast Concrete Product
  - Natural Resources Management
- Industrial Facilities
  - Steel Fabrication
  - Aluminium Casting
  - Plastic Injection
- Bitumen
  - Granular Asphalt
  - Extraction Asphalt

INFRASTRUCTURE & BUILDING

- Civil Construction
  - Road and Bridge
  - Seaport, Jetty
  - Dam & Barrage
- Building Construction
  - Residential & Commercial
  - Airport
  - Facility
- Steel Construction
  - Erection
  - Equipment Installation

ENERGY & INDUSTRIAL PLANT

- EPC
  - Oil and Gas Plant
  - Petrochemical Plant
  - Cement Plant, Power Plant
  - Mining, Biofuels, Fertiliser
- Operation & Maintenance
  - Power Plant
  - Industrial Equipment

REALTY & PROPERTY

- Realty & Property
  - Landed House
  - High-rise (Apartment, Condotel, Office Mixed Use)
  - Industrial Estate
- Property Management

INVESTMENT

- Energy
- Water & Environment
- Transportation Infrastructure

SERVICES/PRODUCTS

- Civil Work Department
  - Oversee Department
  - Building Department
- Industrial Plant Department
  - Energy & Power Department
- Building Department
  - Property Management
- Energy & Power Department

DEPARTMENT, SUBSIDIARIES, ASSOCIATES

PT Pilar Sinergi BUMN Indonesia

Spirit of Innovation | 6
GROUP PERFORMANCE
NEW CONTRACT CYCLE

NEW CONTRACT
3M2016 4,245.29
3M2015 6,024.99
NEW CONTRACT BASED ON SCOPE OF WORK (3M2016)

- **Industrial Plant**: 12 projects, 24.63% of total
  - 3M2015: 607, 0.27% of total
  - 2M2016: 1,484

- **Precast**: 14.30% of total
  - 3M2015: 859
  - 2M2016: 1,740

- **Building**: 40.98% of total
  - 3M2015: 1,070
  - 2M2016: 2,663

- **Property**: 2.80% of total
  - 3M2015: 135
  - 2M2016: 226

- **Toll, Road & Bridges**: 25.94% of total
  - 3M2015: 693
  - 2M2016: 1,101

- **Port, Irrigation, DAM**: 12.76% of total
  - 3M2015: 542
  - 2M2016: 952

- **Manufacture & Constr**: 1.79% of total
  - 3M2015: 76
  - 2M2016: 107

- **Bitumen**: 0.02% of total
  - 3M2015: 1
  - 2M2016: 1

- **Power Plant**: 1.18% of total
  - 3M2015: 50
  - 2M2016: 83

NEW CONTRACT
3M2016: 4,245.29
3M2015: 6,024.99

**3M2015 vs. 2M2016**
- **Increase**:
  - Industrial Plant: 877
  - Building: 1,593
  - Toll, Road & Bridges: 408

- **Decrease**:
  - Precast: 896
  - Property: 161
  - Manufacture & Constr: 29

- **Total Increase**:
  - 3M2016: 4,245.29
  - 3M2015: 6,024.99
  - **Difference**: 1,779.70

**Comparison**
- **Increase %**:
  - Industrial Plant: 0.27%
  - Building: 44.19%

- **Decrease %**:
  - Precast: 14.26%
  - Property: 2.23%

**Wika Logo & Spirit of Innovation**

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**New Contract Based on Scope of Work (3M2016)**

- **Industrial Plant**
- **Precast**
- **Building**
- **Property**
- **Toll, Road & Bridges**
- **Port, Irrigation, DAM**
- **Manufacture & Constr**
- **Bitumen**
- **Power Plant**

**3M2016 vs. 3M2015**
- **Increase**: 4,245.29
- **Decrease**: 1,779.70

**Percentage Increase/Decrease**
- **Increase %**: Industrial Plant (0.27%), Building (44.19%)
- **Decrease %**: Precast (14.26%), Property (2.23%)
ORDER BOOK (NEW CONTRACT + CARRY OVER) (3M2016)

ORDER BOOK

3M2015 27,236.56
3M2016 36,371.39

33.54%
NEW CONTRACT AND CARRY OVER (3M2016)

ORDER BOOK
3M2015  27,236.56
3M2016  36,371.39

3M2016 MAJOR AWARDED PROJECTS
- Manado Bitung Toll Road Rp169.63Bn
- Fly Over Semanggi Rp313.70Bn
- Wisma Atlit Building Rp978.75Bn
- Prabumulih Gas Facilities Rp296.16Bn
- Epc Palm Oil Mill Rp551.20Bn

NEW CONTRACT
3M2015  4,245.29
3M2016  6,024.99

CARRY OVER
3M2015  6,024.99
3M2016  22,991.27

ORDER BOOK
3M2015  27,236.56
3M2016  36,371.39

NEW CONTRACT AND CARRY OVER
(3M2016)
NEW CONTRACT BASED ON PROJECT OWNER
(bilion Rp.)

MARCH 2015
- 63.8%
- 30.8%
- 5.4%

MARCH 2016
- 60.5%
- 17.2%
- 22.3%

Graph showing the percentage distribution of contracts for Private, SOE, and Government for the years 2010 to 2016, with estimates for 2016.

- Private: 28.2% in 2015, 20.73% in 2016
- SOE: 31.6% in 2015, 17.77% in 2016
- Government: 30.8% in 2015, 15.3% in 2016

MARCH 2015: 31.6%
MARCH 2016: 17.77%
CAPITAL EXPENDITURE 2016F

- 2012: 691.4
- 2013: 753.8
- 2014: 1,045.9
- 2015F: 1,735.17
- 2016F: 6,980.62

- Capital Placement
- Business Development
- Fixed Asset
- Subsidiaries
IR’s UPDATE
Number of outstanding shares (as of March 31st, 2016): 6,149,225,000
FOREIGN OWNERSHIP WIKA SHARES 2007-3M2016

WIKA's shares price

WIKA's foreign ownership

IDR 2.610

Jan May Sep Jan May Sep Jan May Sep Jan May Sep Jan May Sep Jan May Sep Jan May Sep Jan

14.63%
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