

Investor Relations update


UBS Indonesia Conference 2016

(based on FY2015)



Last update : March 2016



 TABLE of CONTENT

 SEGMENT OVERVIEW

 GROUP PERFORMANCE

 GUIDANCE 2016F

 IR's UPDATE



SEGMENT OVERVIEW



VISION

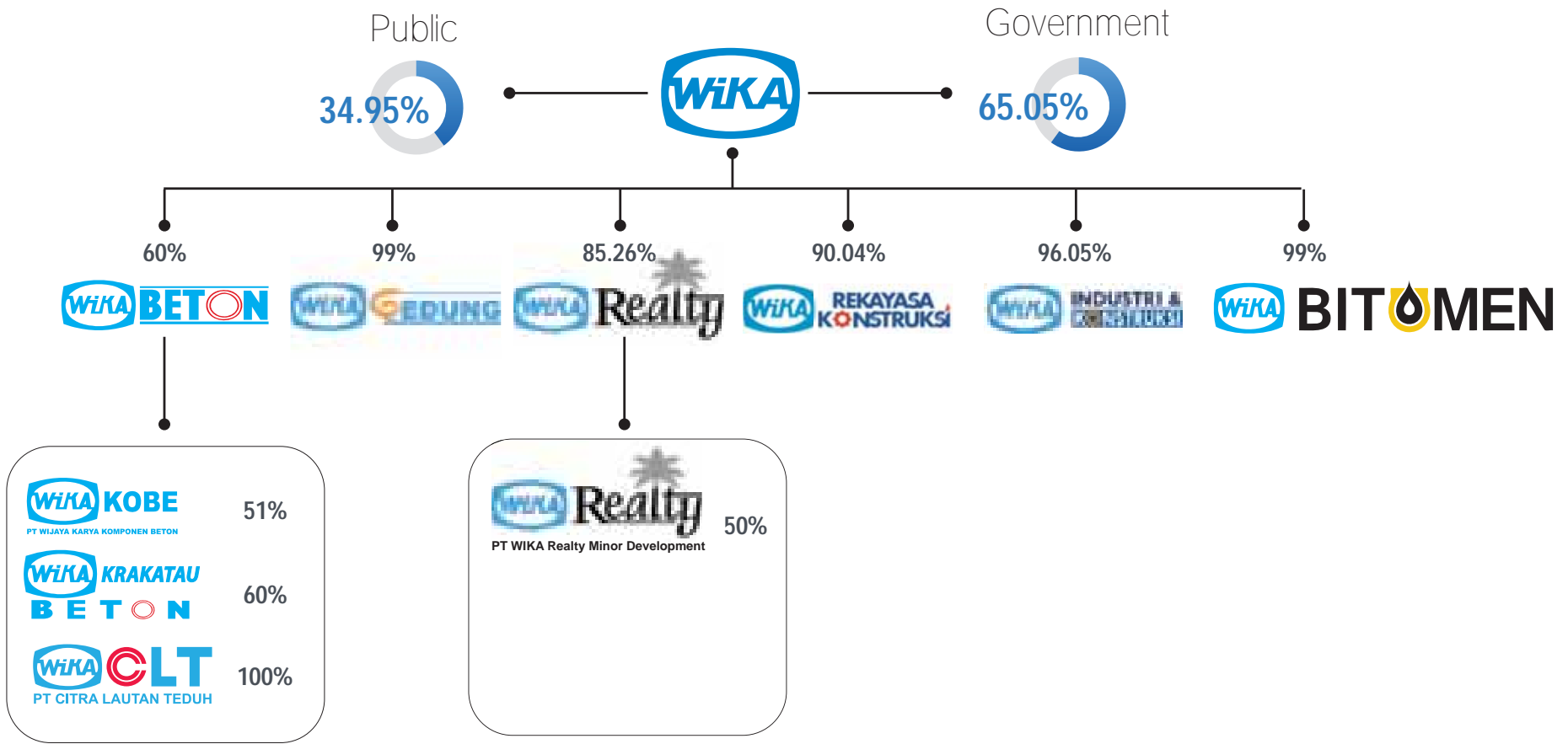
To be One of The Best **Integrated EPC** and **Investment** Company in South East Asia

MISSION

- **Providing Excellent Integrated Products** and Services on EPC and Investment for Infrastructure, Building, Energy, Industrial Plant, Industry and Realty & Property
- Accomplish Key **Stakeholders Expectation**
- **Practicing Business Ethics** to Promote Good Corporate Citizen and Company Sustainability
- **Strategic Overseas Expansion**
- Implementing **Best Practices Integrated Management System**

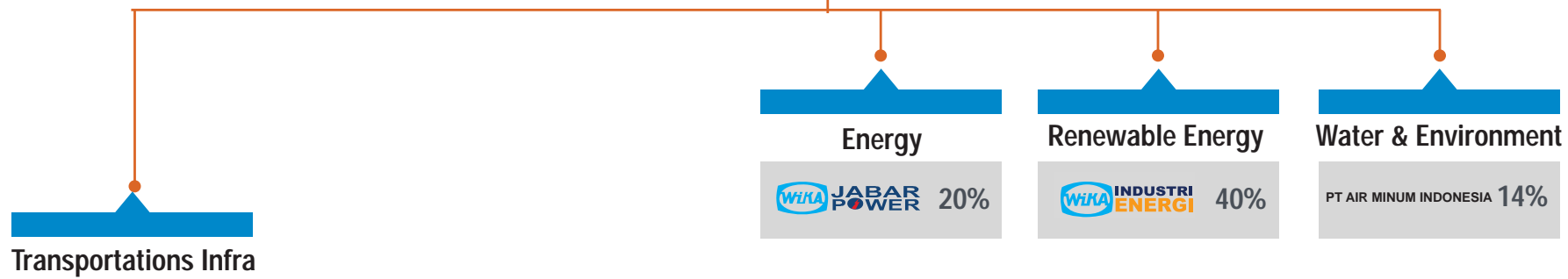
PORTOFOLIO BISNIS

SUBSIDIARIES



PORTOFOLIO BISNIS

INVESTMENT IN ASSOCIATE



Toll Road		Sea Port	
PT MARGA KUNCIRAN CENKARENG PENYELENGGARA JALAN TOL KUNCIRAN-CENKARENG Kecompak Utama Jasa Marga	2%	Prima Terminal Pedikemas	15%
JASAMARGA BALI Highway Corporation	0,4%	Railway	
MNA PT Marga Nuyasumo Agung SUABAYA-HOLDIKERTO TOLL ROAD	20%	PT Pilar Sinerqi BUMN Indonesia	38%
PT Citra Marga Lintas Jabar	25%		

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

DEPARTMENT, SUBSIDIARIES, ASSOCIATES



Civil Work Department
Overseas Department
Building Department



Industrial Plant Department
Energy & Power Department



Building Department



Energy & Power Department





CORPORATE ASSESSMENT

	2008	2009	2010	2011	2012	2013	2014	2015
GCG SCORE (Assessor: BPKP)	85,56	86,20	86,97	89,34		86,07 ¹⁾	89,23 ⁸	93,30 ¹⁾
BUMN BERSIH						INTERNAL TARGET : 9.4 PERCEPTION: 8.41		
CGPI INDEX						80.36 Emerging Industry Leader		81,78 Emerging Industry Leader
ASEAN SCORECARD							49 biggest group score: 61-65	TOP 14 score: 69.9 Best SOE
CORPORATE RATING (Assessor: PEFINDO)	id A Stable Outlook	-	id A Stable Outlook	id A+	id A+ Stable Outlook			id A+ Stable Outlook
MTN RATING							id A+ Stable Outlook	id A+ Stable Outlook
PERFORMANCE EXCELLENCE	-	-	-	-	590 ³⁾ Emerging Industry Leader	582,5 ³⁾ Emerging Industry Leader		
ENGAGEMENT LEVEL	-	85,93 ⁴⁾	85,55 ⁴⁾	80 ⁵⁾	88 ⁵⁾			78 ⁵⁾
RISK MATURITY LEVEL			2,8 ⁶⁾	3,12 ⁶⁾	2,56 ⁷⁾	3,51 ⁷⁾	3,79 ⁷⁾	

1.SK Menteri BUMN No. SK-16/S.MBU/2012 | 2.Assessment by Indonesia Quality Award (IQA) | 3.Assessment by "Kriteria Penilaian Kinerja Unggul" (KPKU) | 4.Assessment by LPPM | 5.Assessment by AON Hewitt | 6. Assessment based Coso Framework | 7. Assessment based ISO 31000 | 8. Self Assessment

WIKA BETON

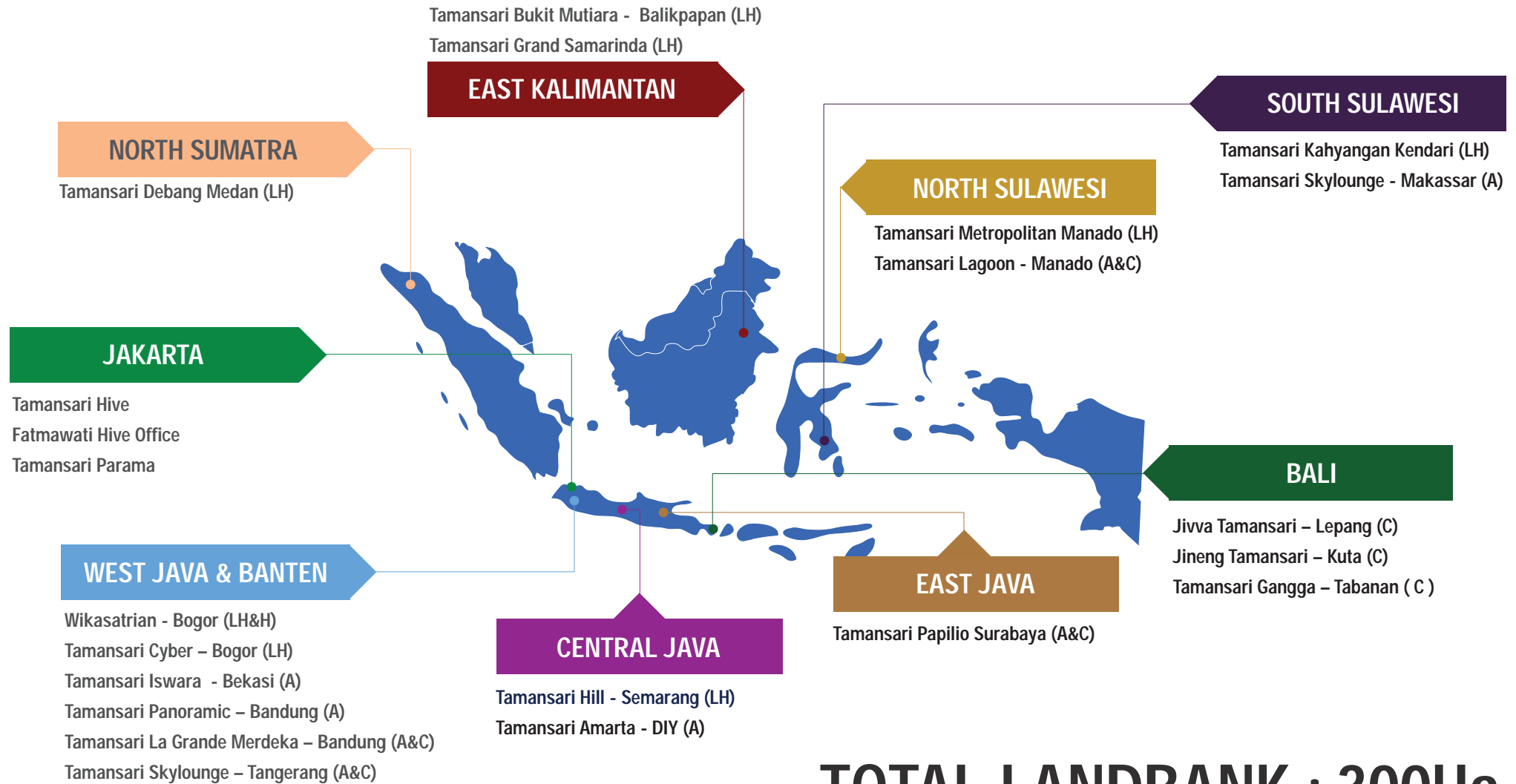


- **Wide Coverage:** Wika Beton will have 12 production facilities (including subsidiaries) by June 2015, 6 sales areas and 2 representative offices strategically located all across Indonesia.
- **Well Integrated:** 1) Complete business cycle from engineering, raw material production, fabrication, and installation (Backward and Forward Integration); 2) Flexibility in moving supporting equipment such as moulding to all production facilities in Indonesia.

Wika Beton is able to provide **fast delivery and cheaper transportation cost** due to close proximity to customers.

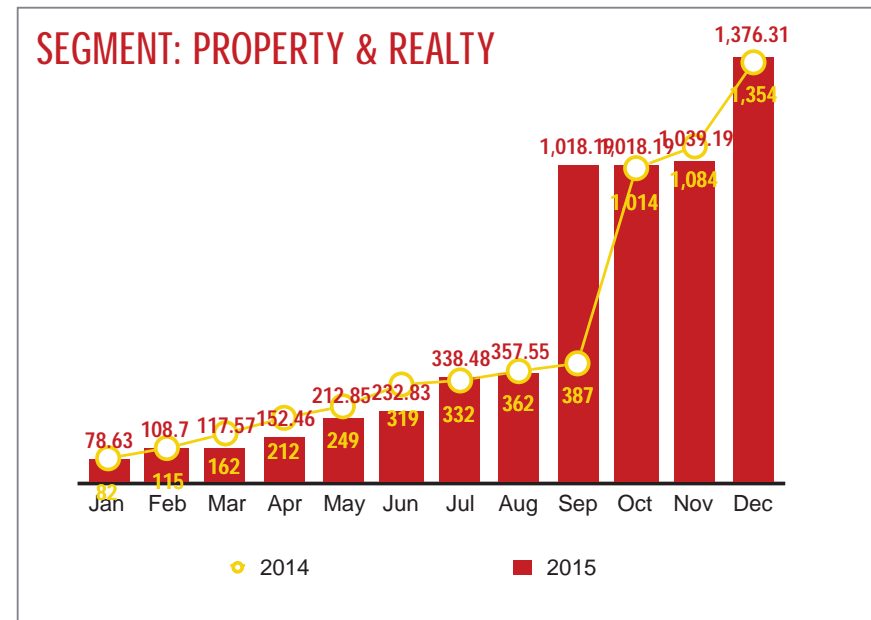
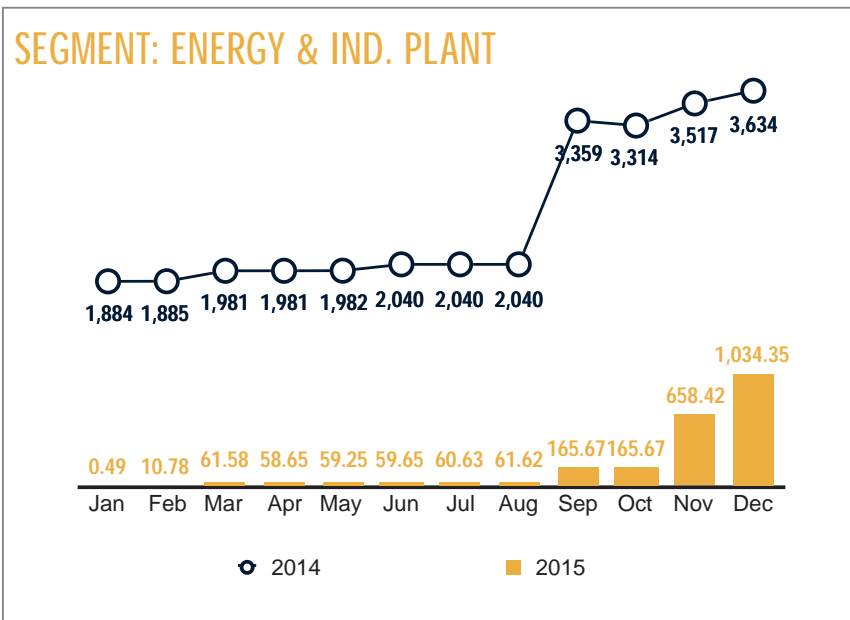
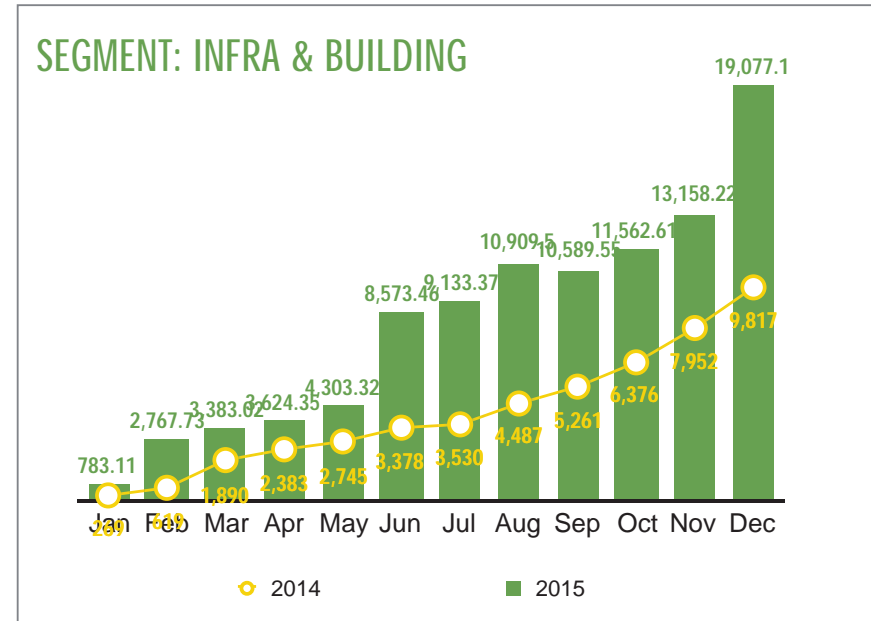
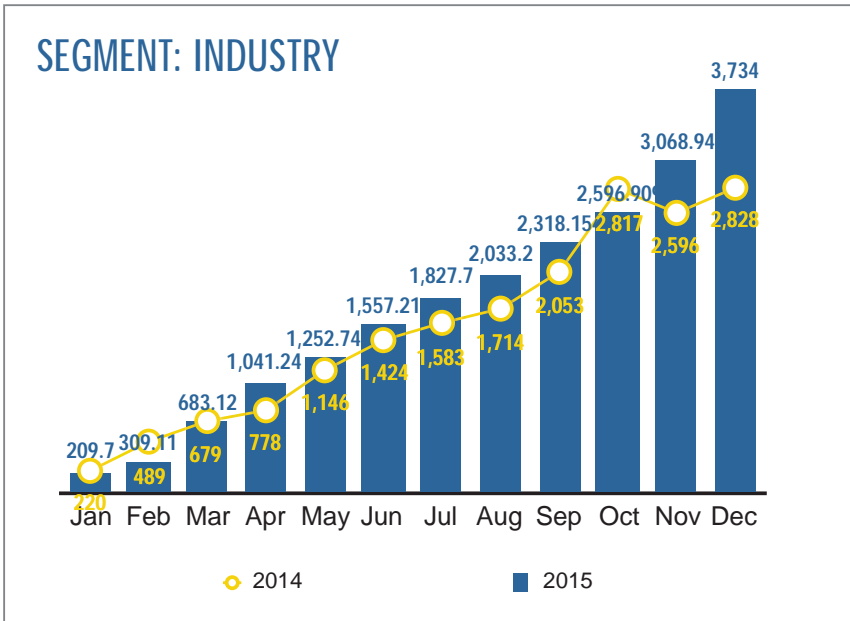


CAPACITY : 2.500.000 ton/Year



TOTAL LANDBANK : 300Ha

NEW CONTRACT





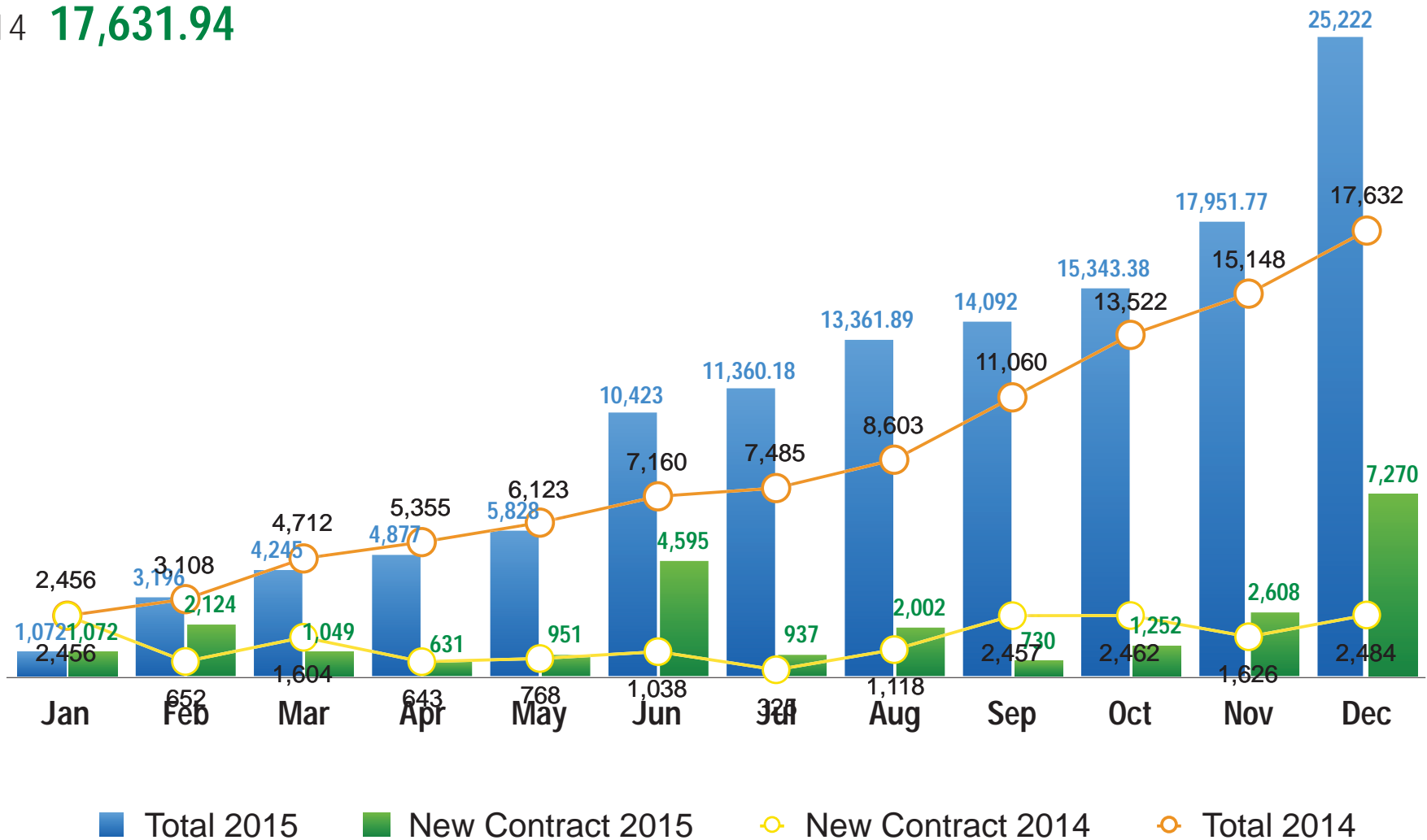
GROUP PERFORMANCE

NEW CONTRACT CYCLE

NEW CONTRACT

FY2015 **25,221.76**

FY2014 **17,631.94**



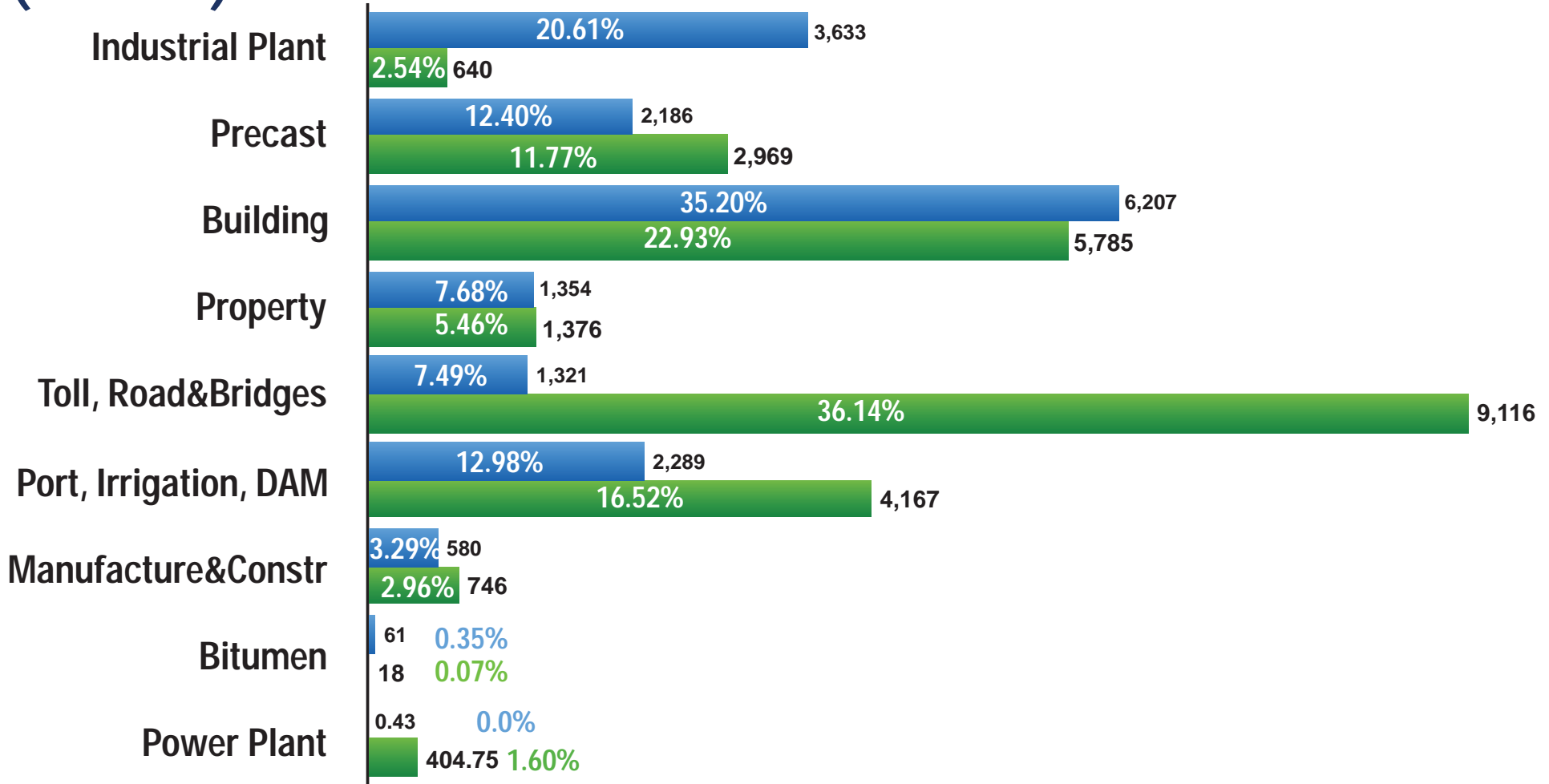
■ Total 2015

■ New Contract 2015

○ New Contract 2014

○ Total 2014

NEW CONTRACT BASED ON SCOPE OF WORK (FY2015)



NEW CONTRACT
 FY2015 **25,221.76**
 FY2014 **17,631.94**

■ FY2014

■ FY2015

NEW CONTRACT AND CARRY OVER

FY2015 (IDR. Bio)



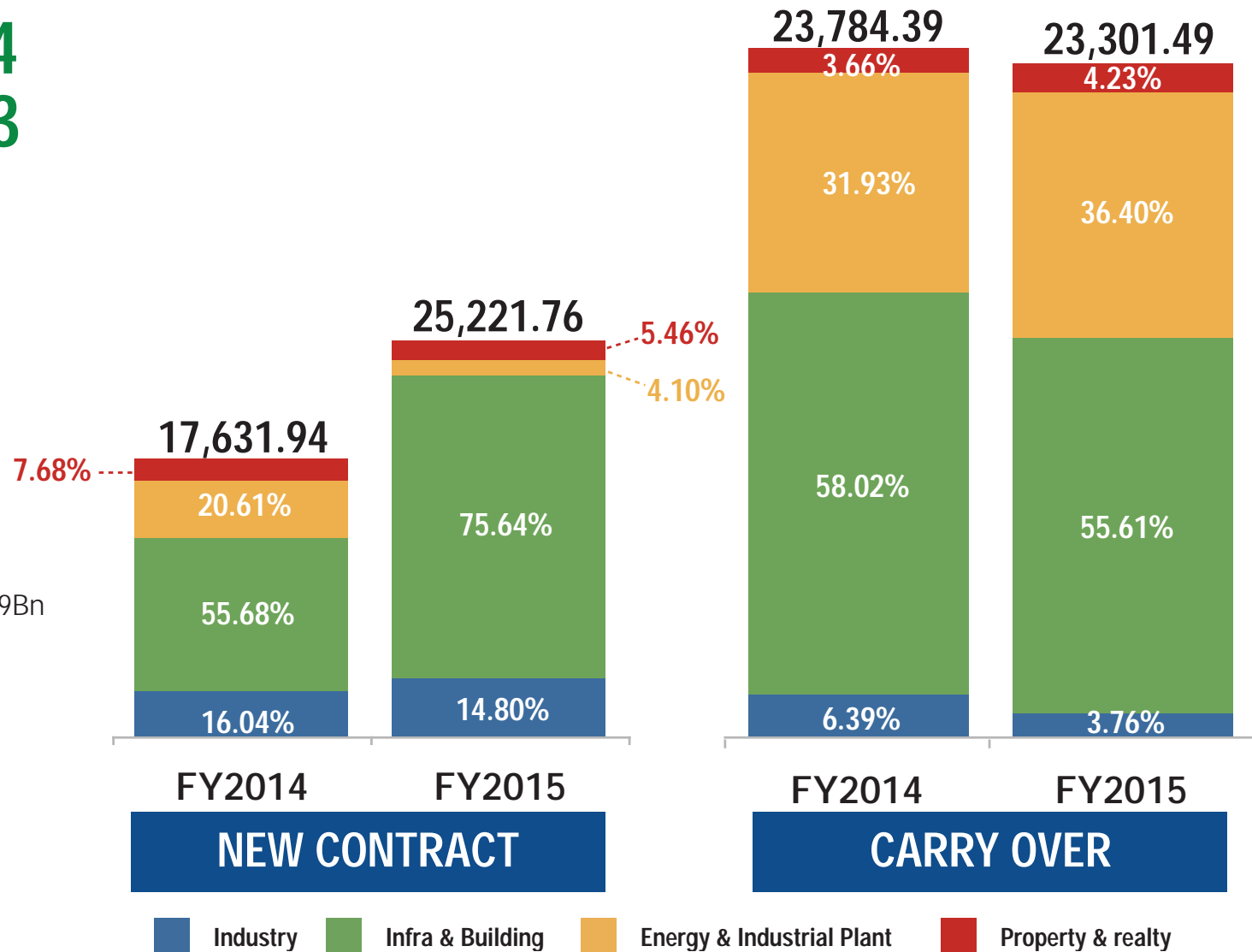
ORDER BOOK

FY2015 **48,523.24**

FY2014 **41,416.33**

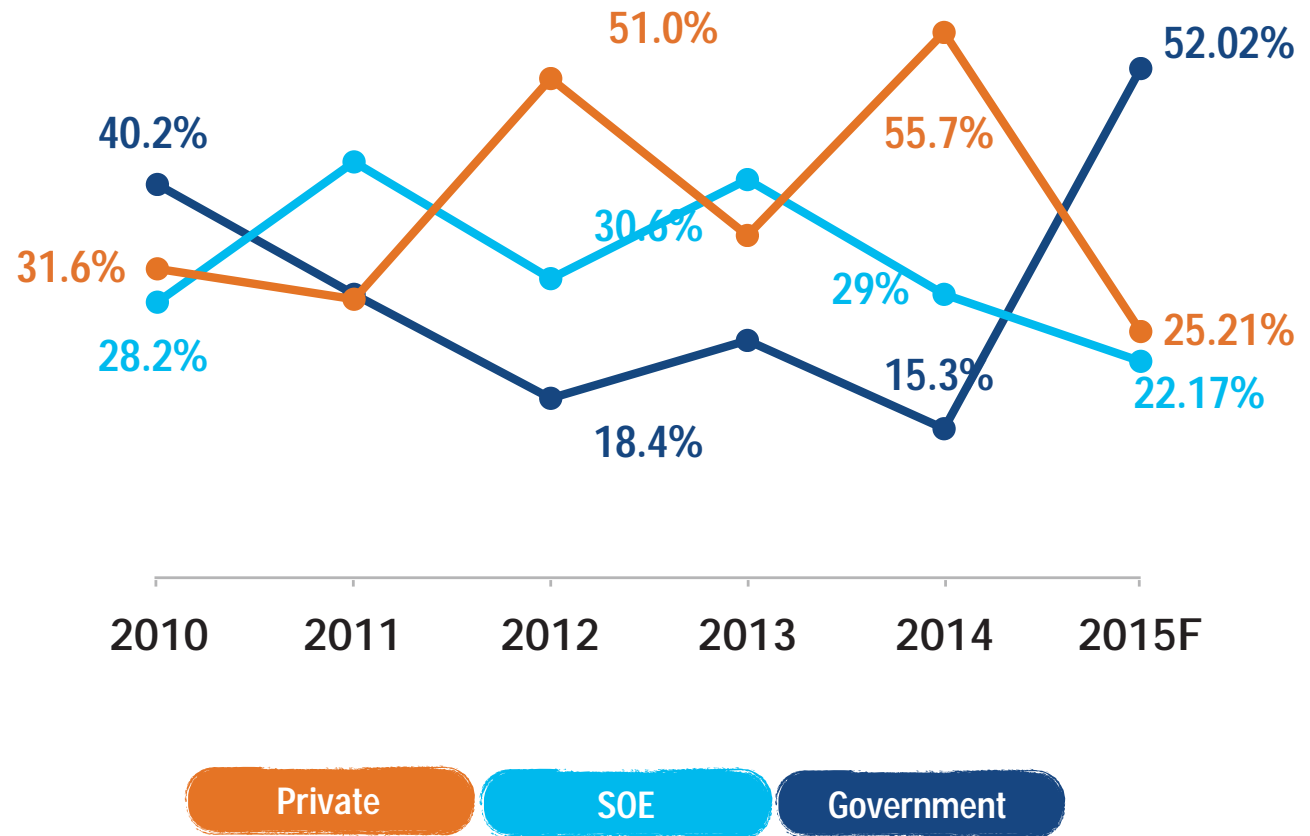
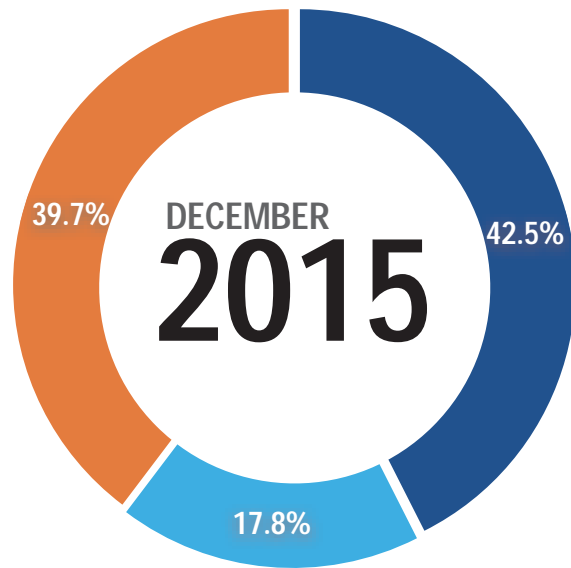
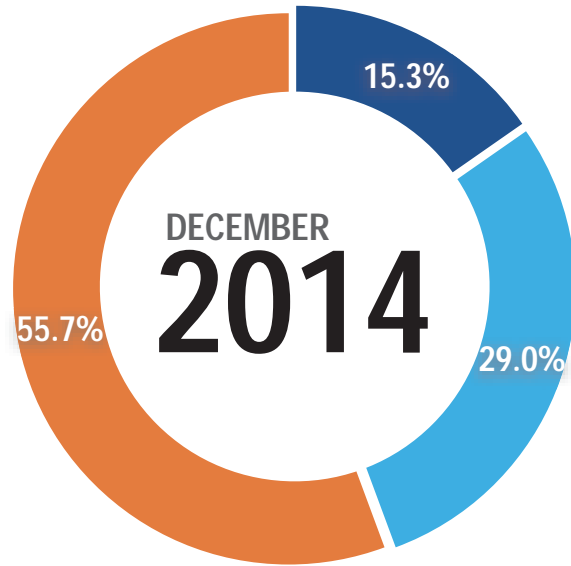
FY2015 MAJOR AWARDED PROJECTS

- Oecusie Airport-Timor Leste Rp1.008Tr
- Pasellorang Dam **Rp478.27Bn**
- Keureuto Dam **Rp406.91Bn**
- Elevated Non Toll Ciledug Rp**319.28Bn**
- Bogor Ciawi Toll-Road Rp322.92Bn
- Container Yard Lamong Rp325.48Bn
- Bogor-Ciawi Toll Road Rp322.92Bn
- Solo-Kertosono Toll Road (Loan) Rp717.79Bn
- Double-Double Track Maggarai Rp330Bn
- Lampung Toll Road Rp2.181Tr
- Seroja Toll Road Rp628Bn
- G Island Bridge Rp300Bn
- Bp Tangguh Ncdt Rp357Bn

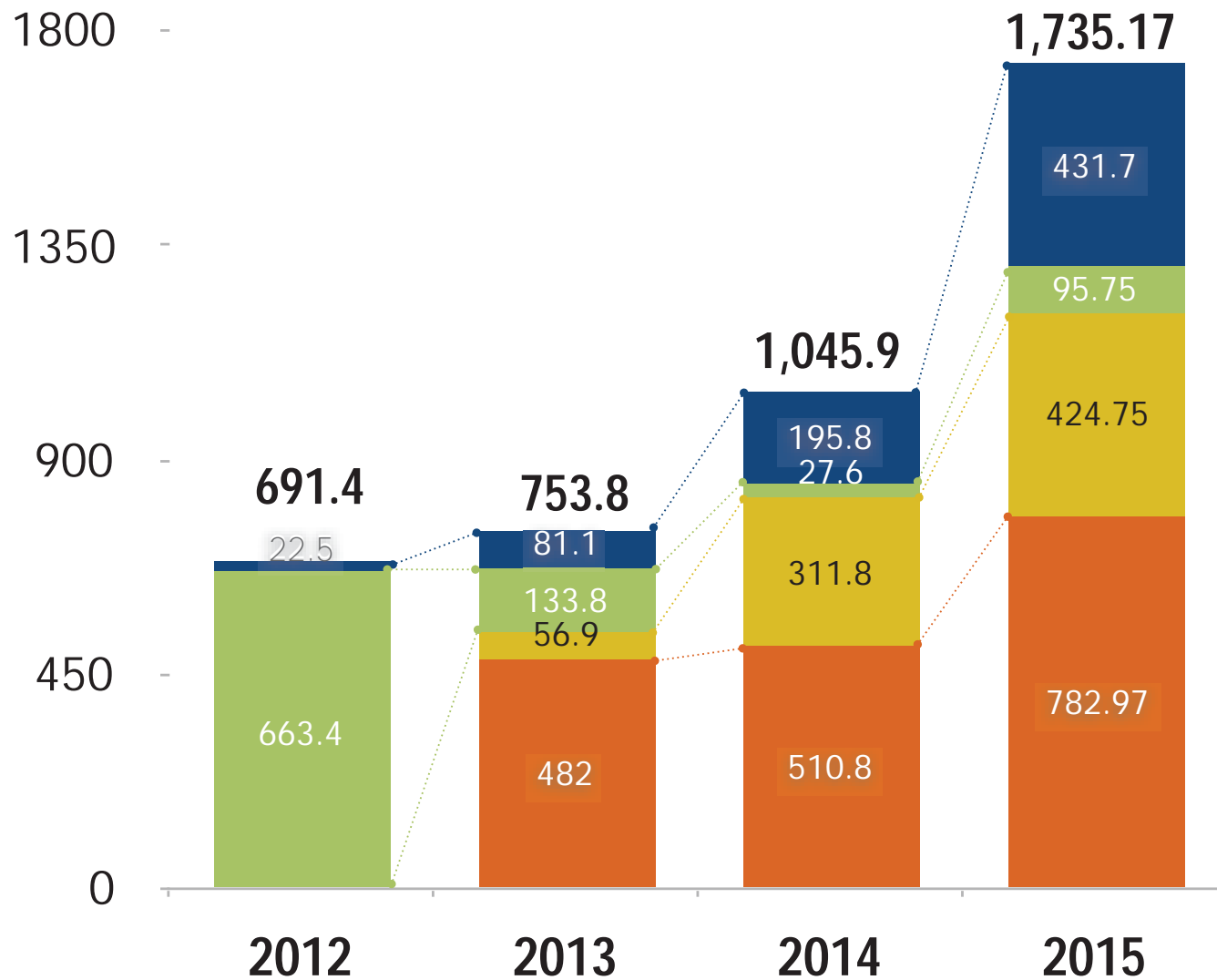


NEW CONTRACT BASED ON PROJECT OWNER

(bilion Rp.)



CAPITAL EXPENDITURE 2014F



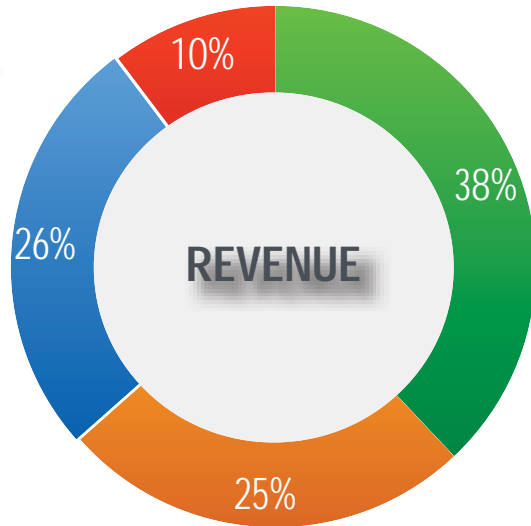
- Capital Placement
- Business Development
- Fixed Asset
- Subsidiaries



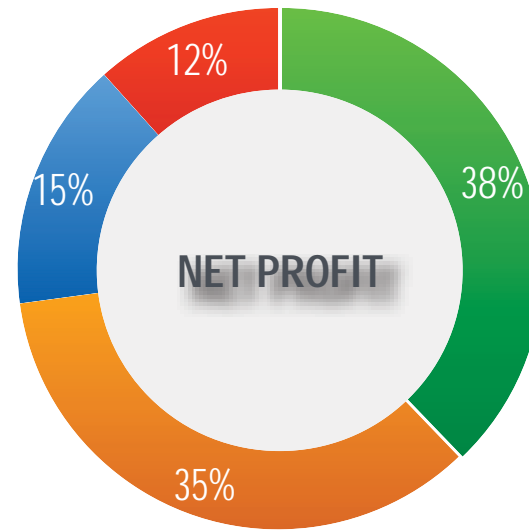
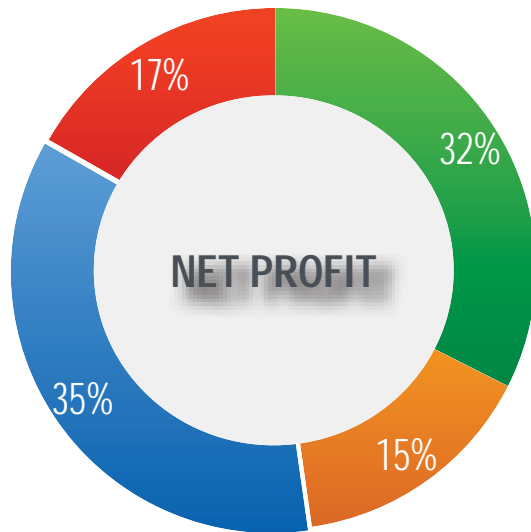
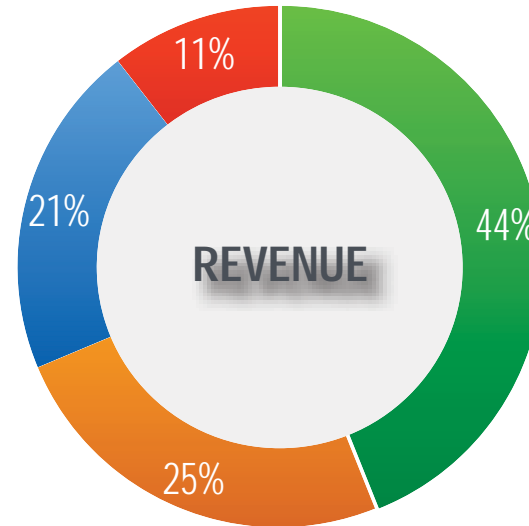
RESULT UPDATE FY2015

SEGMENTAL SALES & NET PROFIT

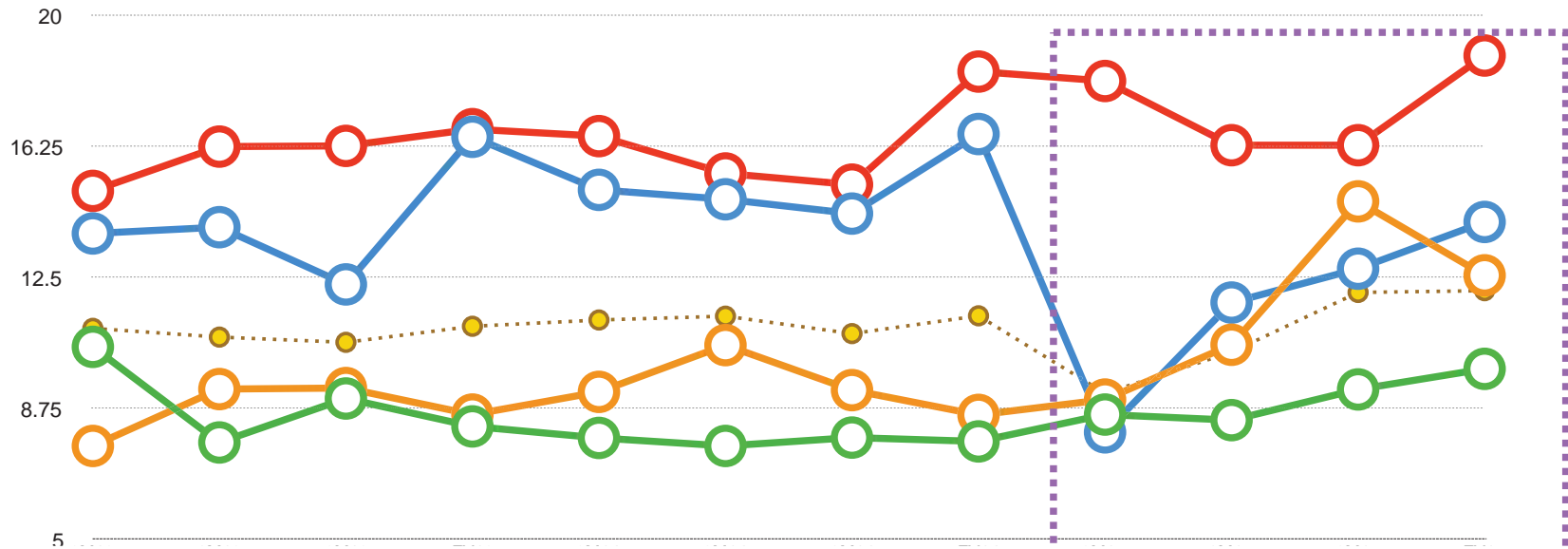
2014



2015



QUARTERLY GROSS PROFIT MARGIN



	3M13	6M13	9M13	FY13	3M14	6M14	9M14	FY14	3M15	6M15	9M15	FY15
WIKA Group	11.07	10.82	10.67	11.13	11.31	11.42	10.92	11.43	9.21	10.39	12.1	12.15
Infra & Building	10.54	7.8	9.06	8.26	7.93	7.7	7.94	7.83	8.6	8.44	9.32	9.91
Energy & Industrial Plant	7.7	9.33	9.36	8.6	9.25	10.59	9.3	8.59	9.03	10.6	14.71	12.59
Industry	13.79	13.97	12.33	16.56	15.04	14.77	14.36	16.64	8.09	11.81	12.78	14.12
Property & Realty	15.01	16.28	16.3	16.78	16.58	15.51	15.19	18.43	18.16	16.32	16.32	18.89

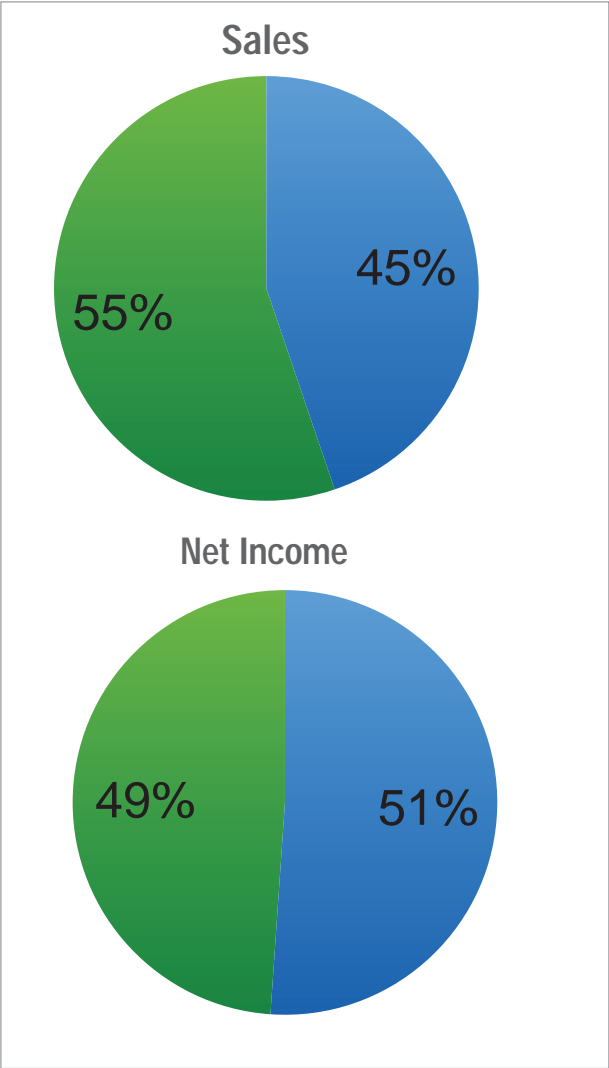
● **Infra & Building**
● **Energy & Industrial Plant**
● **Industry**
● **Property & Realty**

*JO: Join Operations

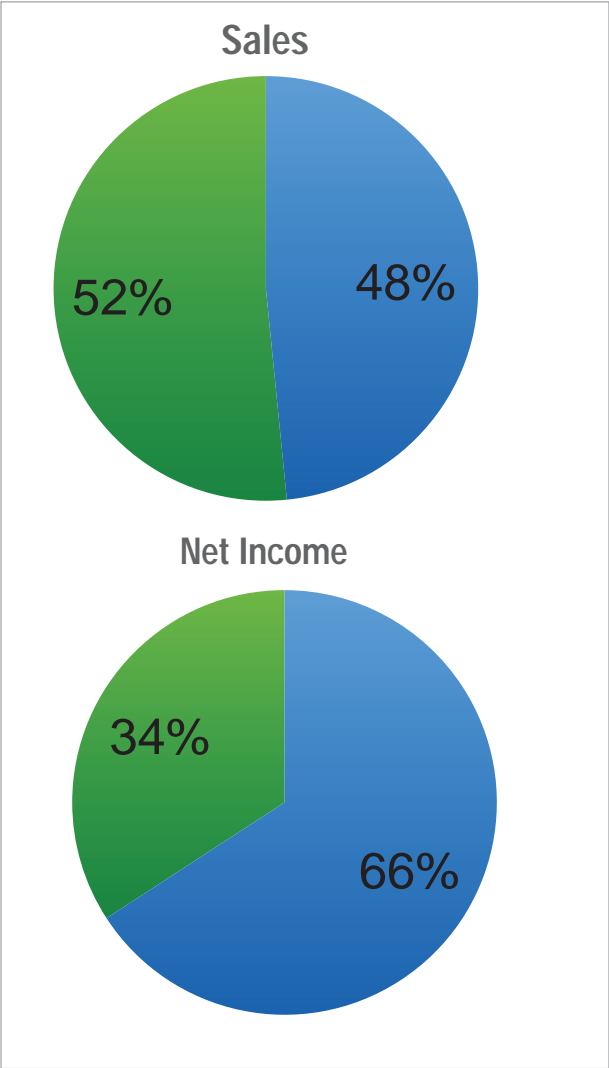
WIKA GROUP & SUBSIDIARIES



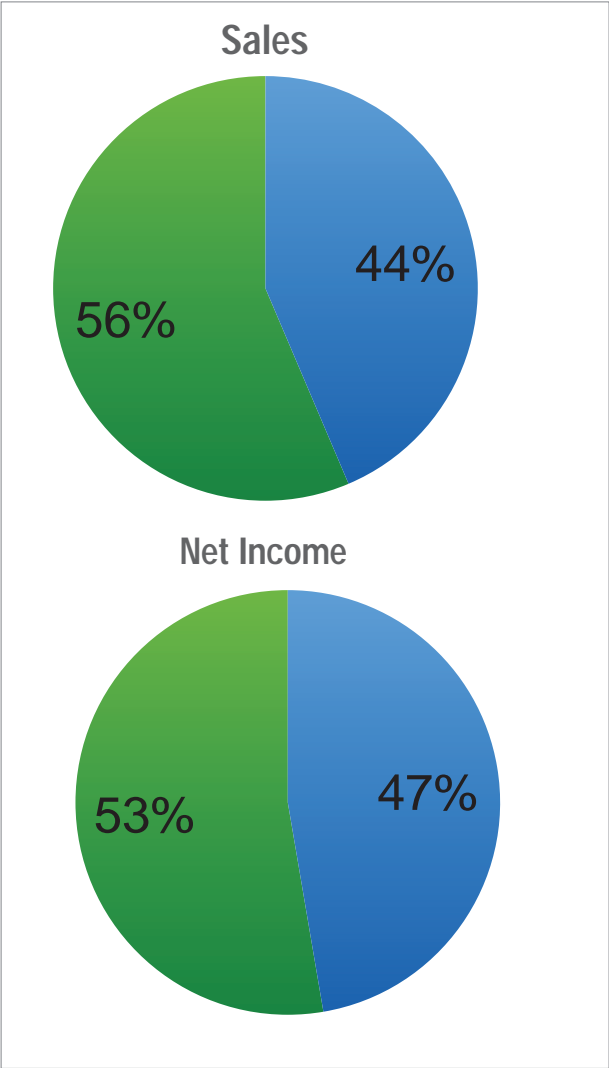
FY2013



FY2014



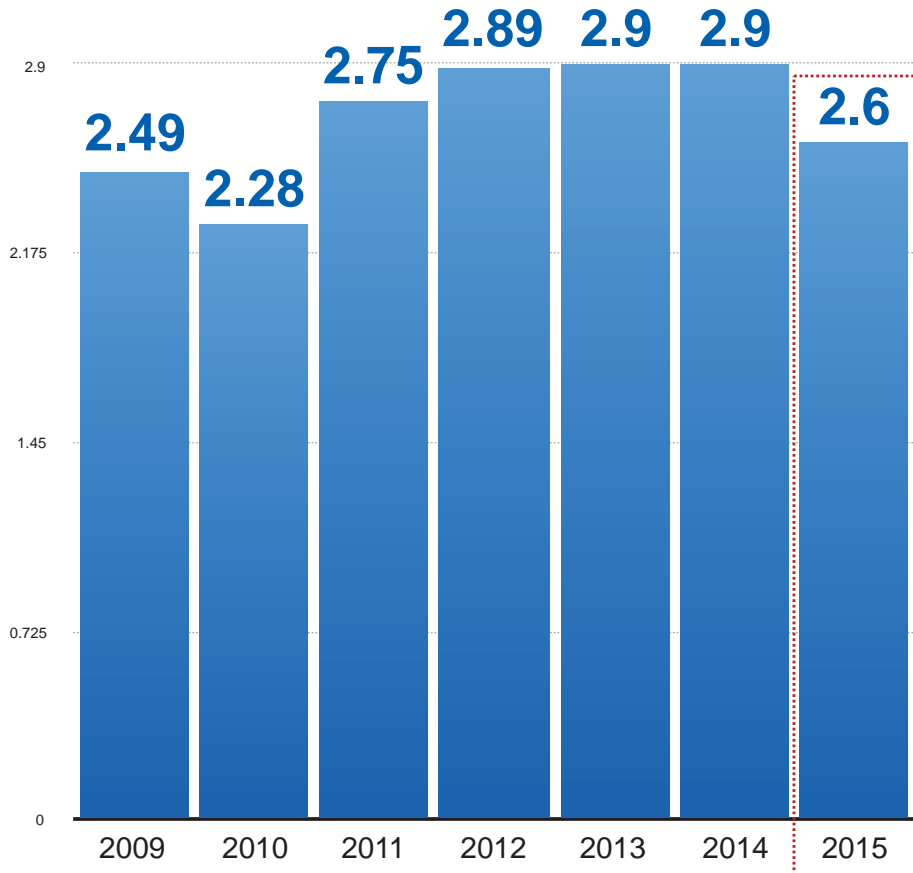
FY2015



WIKA Group SUBSIDIARIES

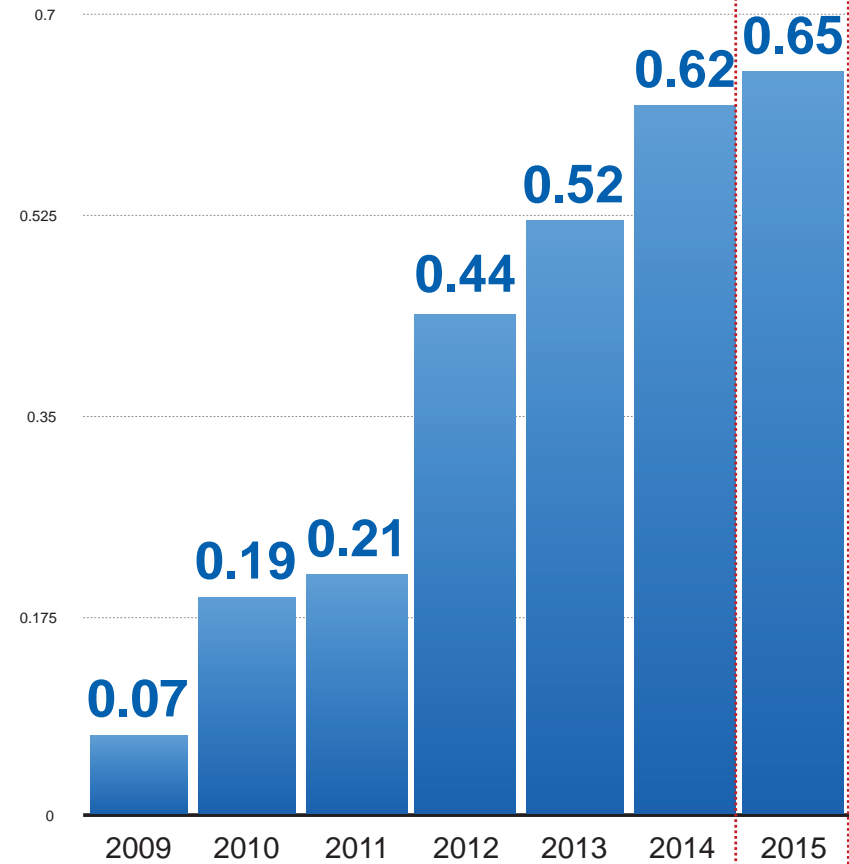
DEBT & LEVERAGE PERFORMANCE

LIABILITIES to EQUITY RATIO



Debt Covenant : 3.5

GROSS GEARING RATIO

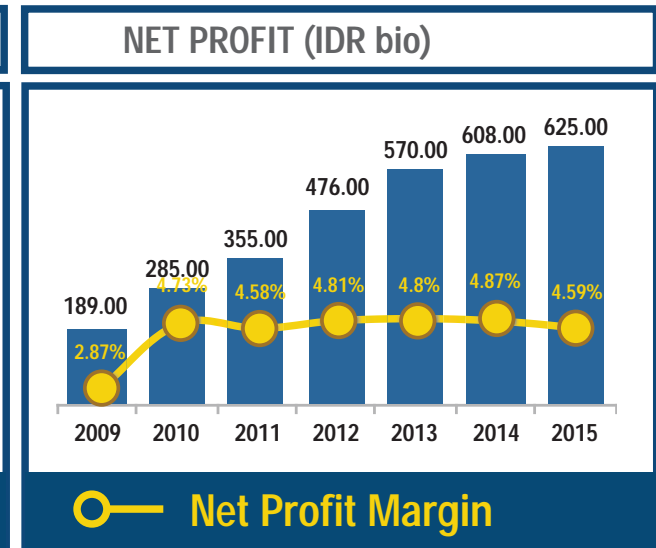
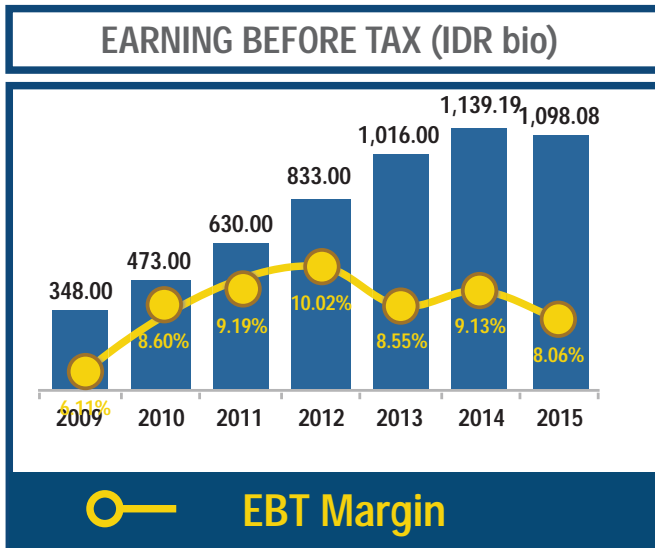
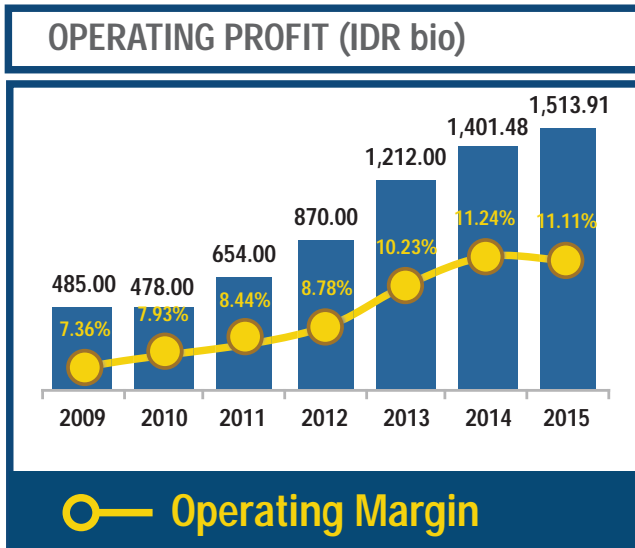


Debt Covenant : 2.3

STABLE TREND IN CHALLENGING TIMES

(IDR. Bio)

YoY 2015	
Revenue	9.28%
OPEX	8.07%
EBT	(3.60%)
Net Profit	2.80%



CONSOLIDATED OF COMPREHENSIVE INCOME 2015

(miliar Rupiah)

DESCRIPTION	2015	2014	Growth
New Contract	25,221.76	17,631.94	43.05%
Order Book	48,523.24	41,416.33	17.16%
Net Sales	13,620.10	12,463.22	9.28%
Cost of Sales	(11,965.44)	(11,038.65)	8.40%
Profit (Loss) JO Projects	288.40	369.76	(22.00%)
Gross Profit	1,943.06	1,794.33	8.29%
	<i>14.27</i>	<i>14.40</i>	
Operating Expense	(429.16)	(392.85)	9.24%
Operating Income	1,513.91	1,401.48	8.02%
	11.12	11.24	
Other Income (expense)	(415.82)	(262.29)	58.54%
Profit (Loss) before Income Tax	1,098.08	1,139.19	(3.61%)
	<i>8.06</i>	<i>9.14</i>	
Final Tax	(395.08)	(395.42)	(0.09%)
Non Final Tax			
Deferred Tax			
Net Income	703.01	743.77	(5.48%)
	<i>5.90</i>	<i>5.97</i>	
Other Comprehensive Income After Tax			
Comprehensive Income	709.31	736.15	(3.65%)
	<i>5.21</i>	<i>5.91</i>	
Income Attributable To:			
Parent Entity Owner	625.04	608.15	2.78%
	<i>4.59</i>	<i>4.88</i>	
Non Controlling Interest	77.96	135.61	(42.51%)
Total	703.01	743.77	(5.48%)
Earning Per Share (full amount)	101.81	99.06	

CONSOLIDATED OF FINANCIAL POSITION 2015

(miliar Rupiah)

Description	2015	2014	Growth YoY
Total Current Assets	12,560.29	9,481.21	32.48%
Total Non Current Assets	7,042.12	6,428.01	9.55%
TOTAL ASSETS	19,602.41	15,909.22	23.21%
Total Current Liabilities	10,597.53	8,476.04	25.03%
Total Non Current Liabilities	3,566.77	2,556.42	39.52%
TOTAL LIABILITIES	14,164.30	11,032.47	28.39%
Share Capital	614.92	614.92	
Tresury Stock	(10.27)	(10.27)	
Additional Paid in Capital	715.86	715.86	
Change of Equity in Subsidiaries	1,127.25	1,127.25	
Retained Earning	2,013.22	1,523.05	32.18%
TOTAL EQUITY	5,438.10	4,876.75	11.51%
Non Controlling Interest	1,062.94	989.17	7.46%
TOTAL LIABILITIES & EQUITY	19,602.41	15,909.22	23.21%

CONSOLIDATED STATEMENT OF CASH FLOW 2015

(miliar Rupiah)

Description	2015	2014
Received from customer	12,700.43	10,916.21
Payment to Suppliers	(11,155.71)	(10,209.15)
Payment for Director	(286.83)	(279.41)
Payment for operating	(168.46)	(186.84)
Deposite Interest	59.69	73.50
Payment of interest	(431.41)	(122.33)
Payment of Taxes	(479.30)	(369.67)
CASH FROM OPERATING ACTIVITIES	238.41	(177.69)
CASH FROM INVESTING ACTIVITIES	(325.09)	(1,268.22)
CASH FROM FINANCING ACTIVITIES	345.91	2,360.10
INCREASE (DECREASE)	259.23	914.19
CASH BALANCE & CASH EQUIVALENT EARLY PERIODE	2,300.89	1,386.71
CASH BALANCE & CASH EQUIVALENT END PERIODE	2,560.12	2,300.89



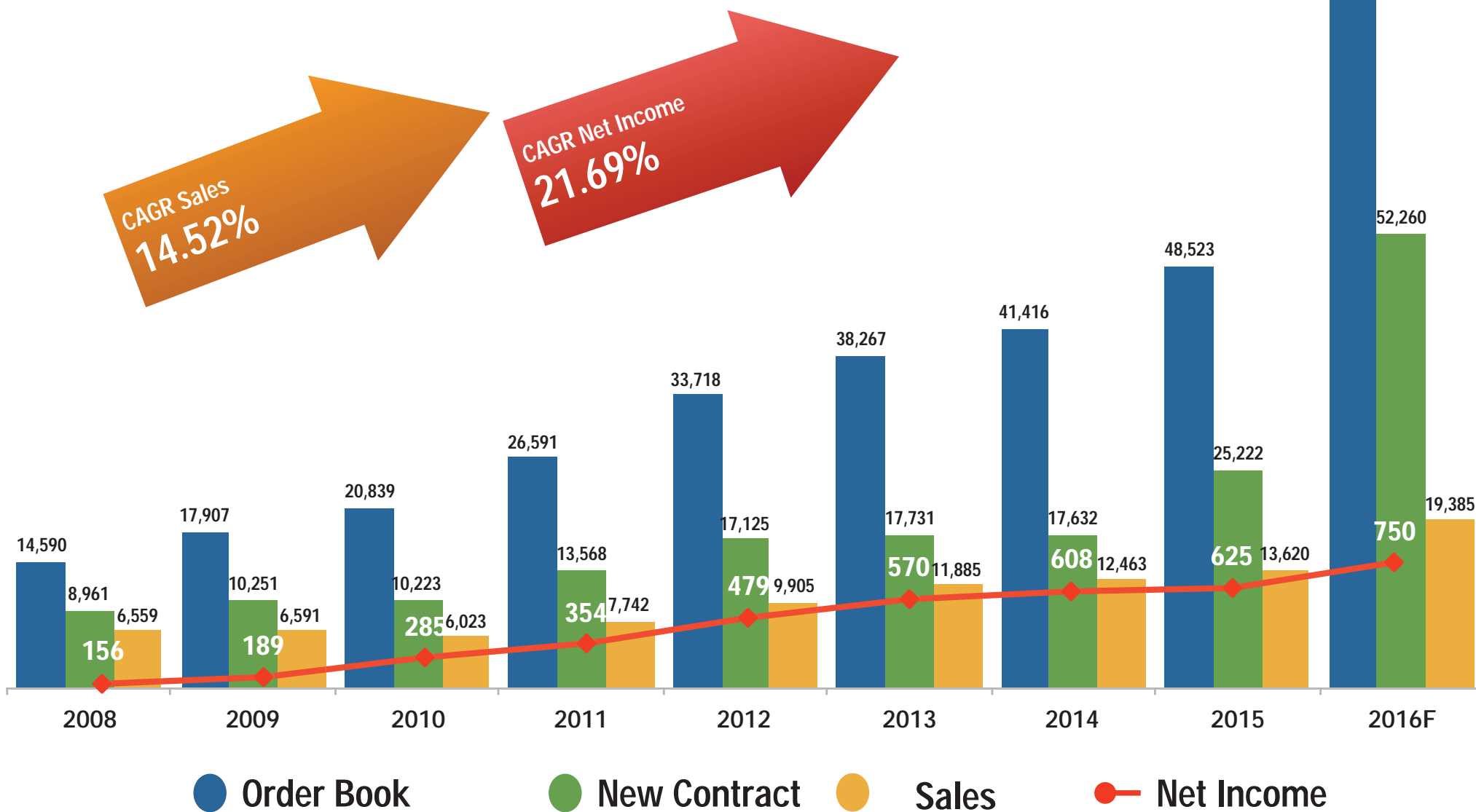
GUIDANCE 2016

ORDER BOOK, NEW CONTRACT, SALES & NET INCOME



2008 - 2016F

(stated in Billion IDR)



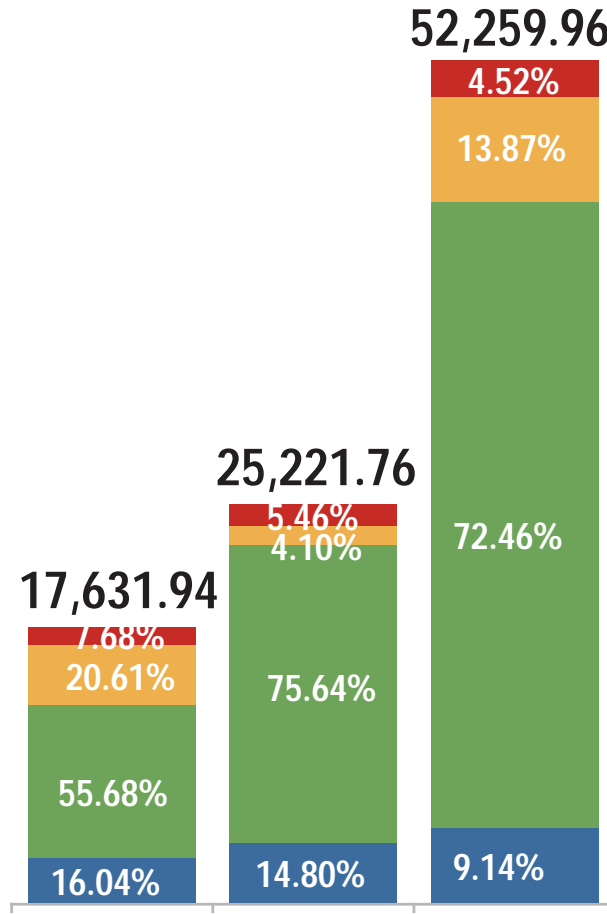
NEW CONTRACT AND CARRY OVER

FY2016F (IDR. Bio)



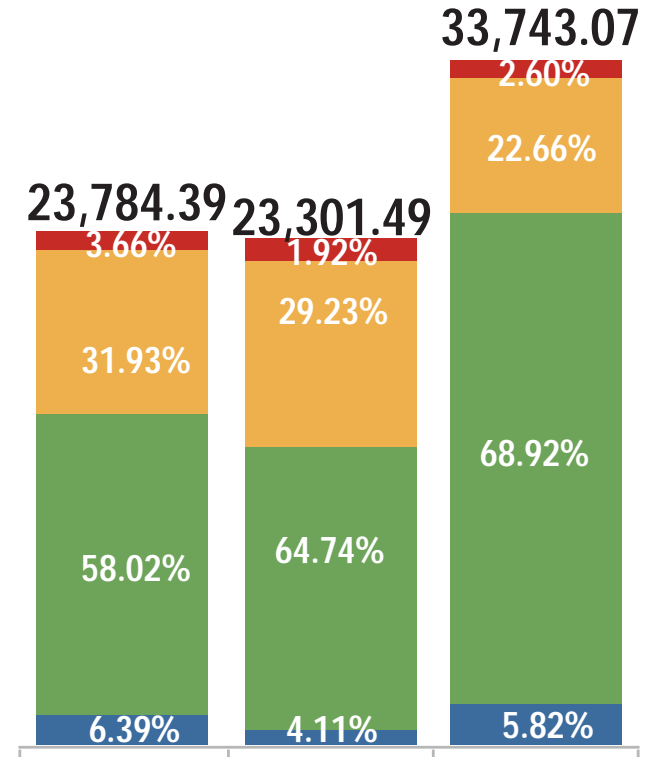
ORDER BOOK

FY2014 **41,416.33**
 FY2015 **48,523.24**
 FY2016F **86,003.03**



FY2014 FY2015 FY2016

NEW CONTRACT



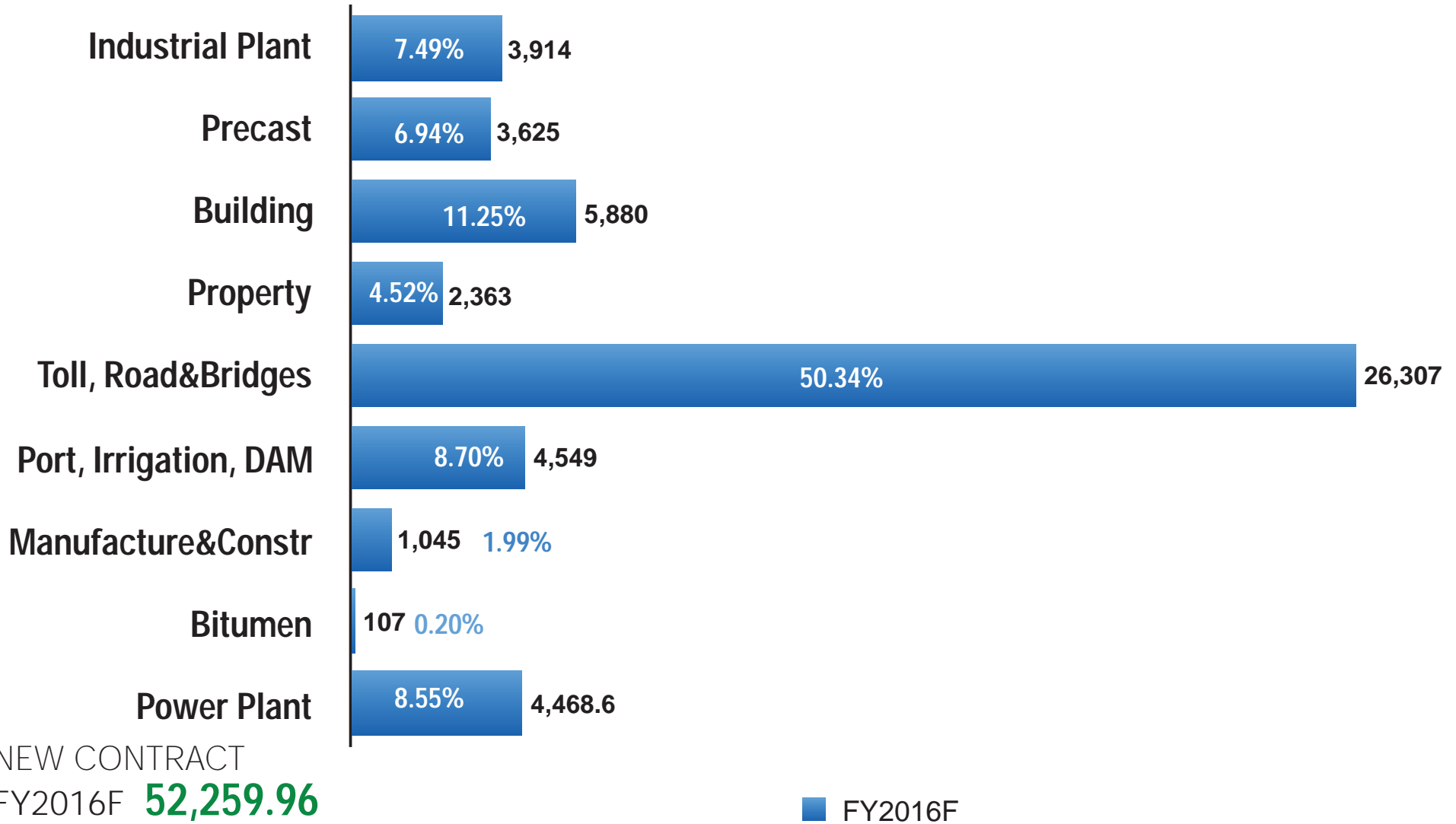
FY2014 FY2015 FY2016F

CARRY OVER

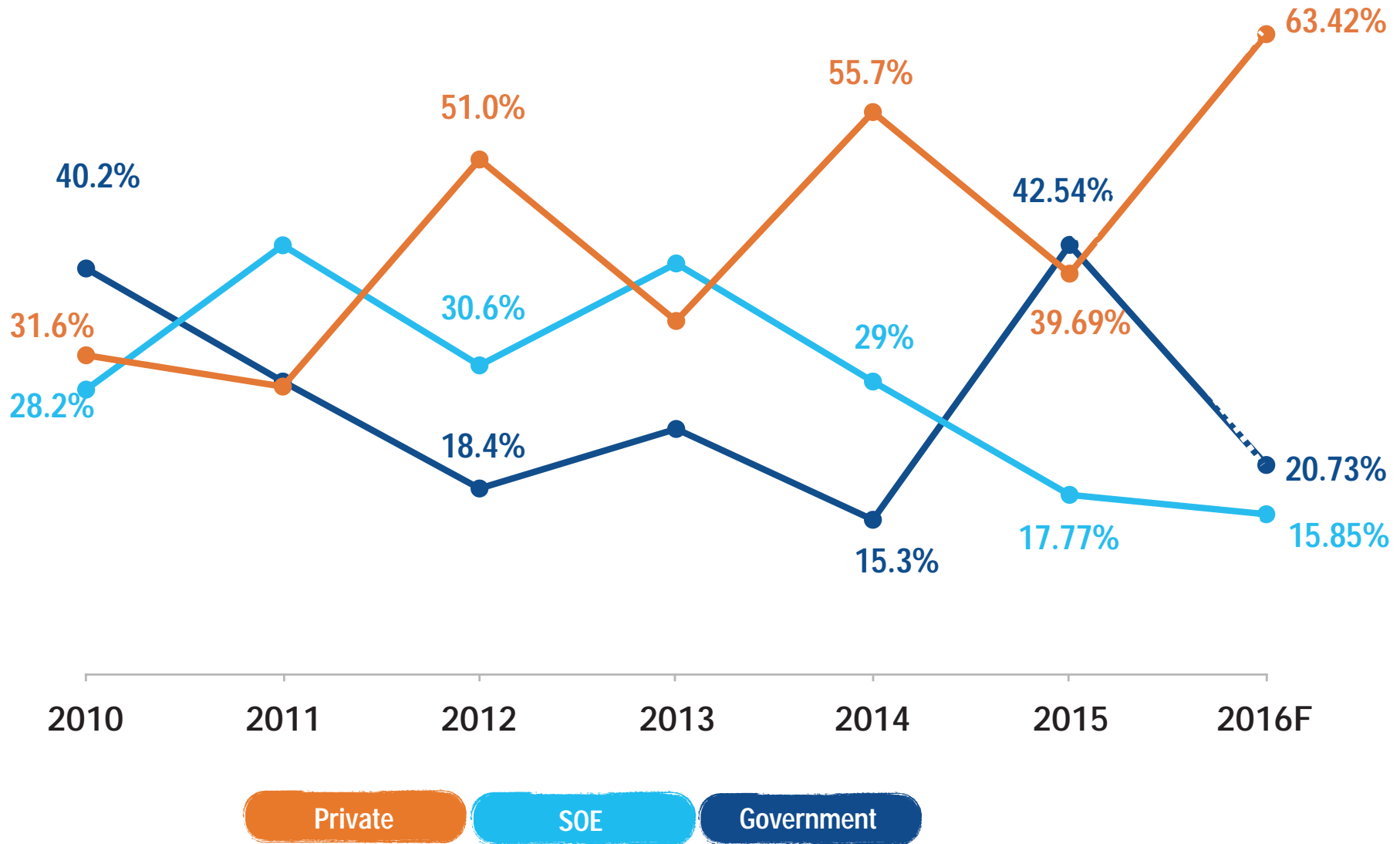
■ Industry
 ■ Infra & Building
 ■ Energy & Industrial Plant
 ■ Property & realty



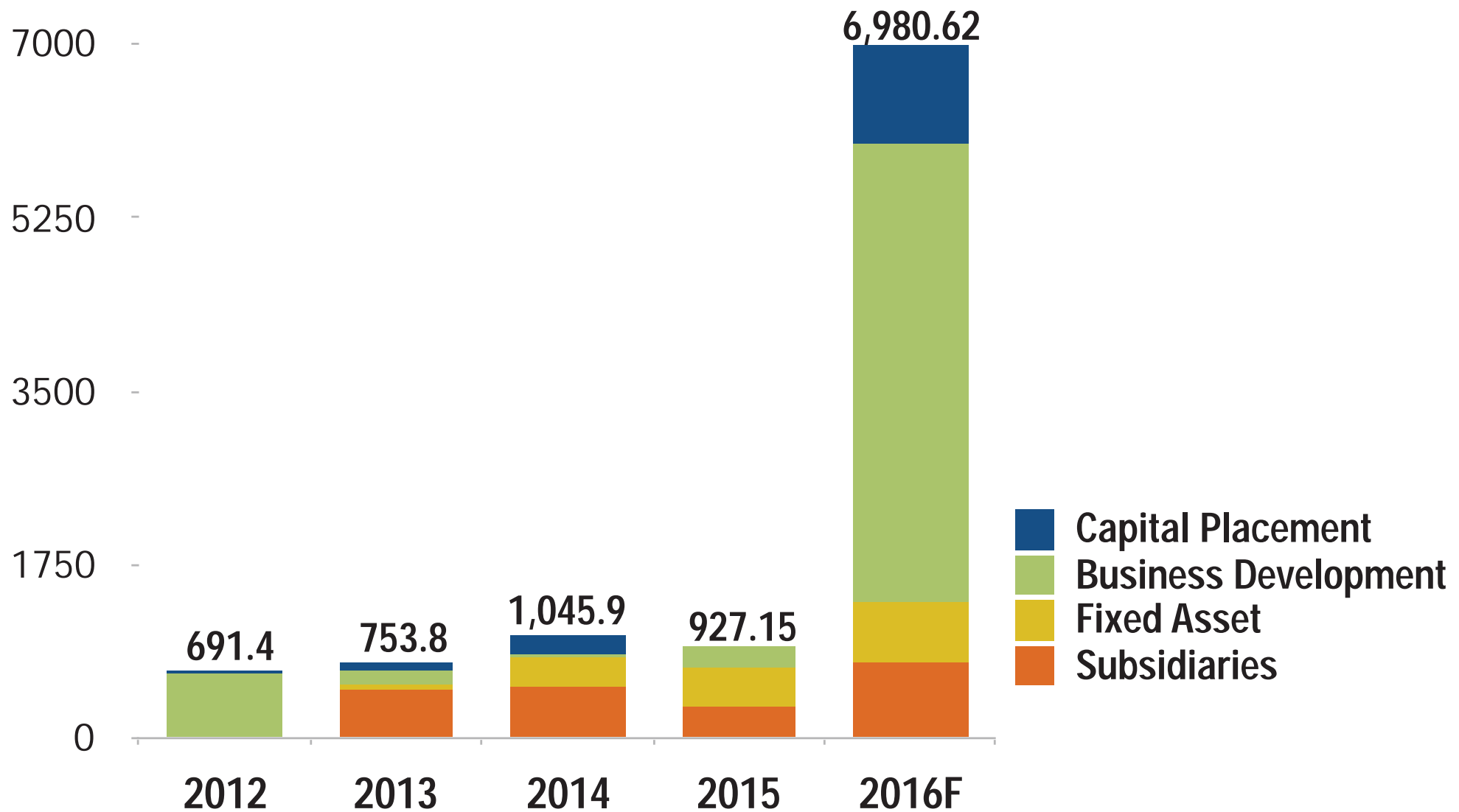
NEW CONTRACT BASED ON SCOPE OF WORK (2016F)



NEW CONTRACT BASED ON PROJECT OWNER



CAPITAL EXPENDITURE 2016F



CAPITAL EXPENDITURE 2016F




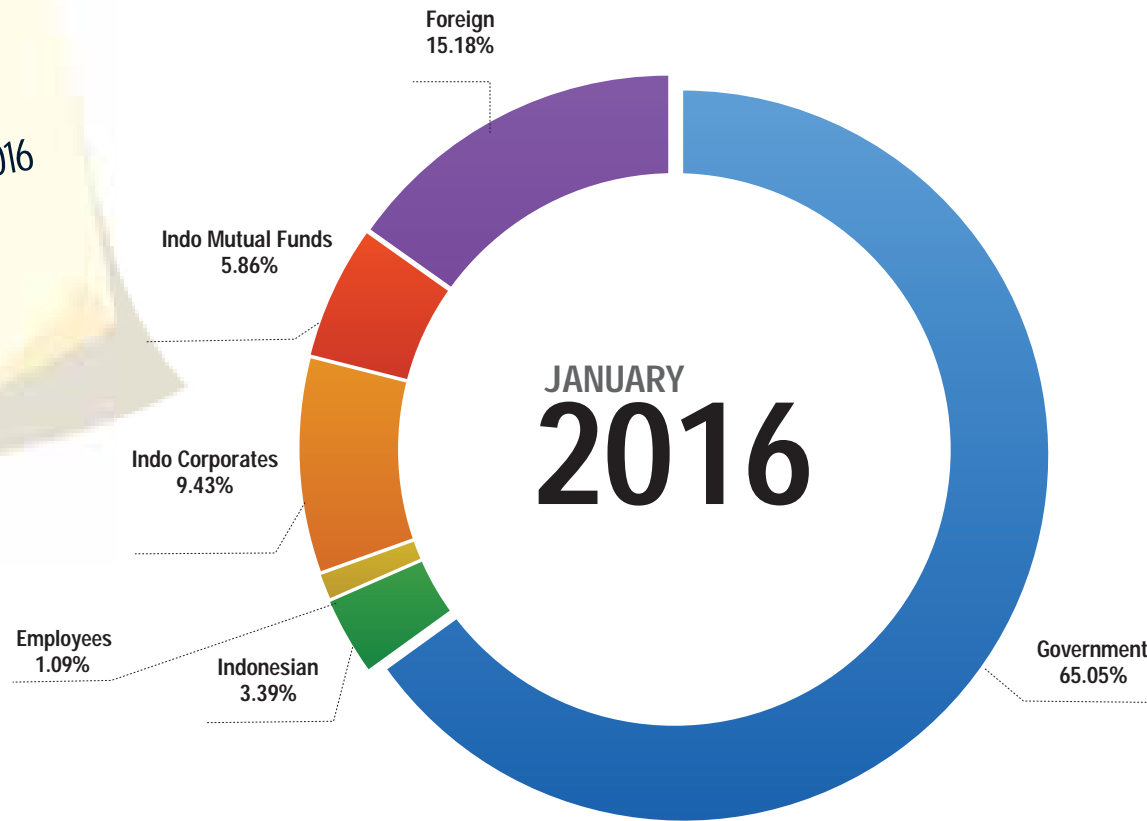
No	INVESTMENT	CAPEX	SOURCE OF FUND	
		2016	EQUITY	LOAN
A	FIXED ASSET	593.50	593.50	-
B	BUSINESS DEVELOPMENT	1,950.13	585.04	1,365.09
1	LRT Bandung	26.00	7.80	18.20
2	Terminal LPG Tuban-East Java	856.80	257.04	599.76
3	Terminal BBM Tanjung Uban	459.00	137.70	321.30
4	Toll Road Pandaan Malang	145.00	43.50	101.50
5	Batu Ampar Port	150.00	45.00	105.00
6	JAKPRO's Projects (Pengelolaan Sampah, Power Plant, Air Minum, Precast Concrete, Duckting Utility)	180.00	54.00	126.00
7	Hydro Mini Power Plant Karang Kates 137 MW	133.33	40.00	93.33
C	BUSINESS DEVELOPMENT (CAPT INJECTION)	2,690.00	807.00	1,883.00
1	Industrial Estate Kuala Tanjung	40.00	12.00	28.00
2	Manado - Bitung Toll Road	16.67	5.00	11.67
3	Samarinda - Balikpapan Toll Road	250.00	75.00	175.00
4	Coal Fired Power Plant Banten 2 X 1000 MW	2,333.33	700.00	1,633.33
6	Coal Fired Power Plant Aceh 2 X 200 MW	50.00	15.00	35.00
D	PENYERTAAN	976.55	593.97	382.58
1	WIKA Gedung	200.00	60.00	140.00
2	WIKA Bitumen	100.00	30.00	70.00
3	WIKA Industri Konstruksi	35.00	10.50	24.50
4	WIKA Jabar Power	12.00	3.60	8.40
5	PT Marga Nujyasumo Agung	24.00	7.20	16.80
6	PT Marga Kunci Cengkareng	4.35	1.30	3.04
7	PT Terminal Peti Kemas Belawan	16.50	4.95	11.55
8	Property Development WIKA - TIMAH - ADHI	14.70	4.41	10.29
9	PT Citra Marga Lintas Jabar	126.67	38.00	88.67
10	PT Air Minum Indonesia	13.33	4.00	9.33
11	PT PSBI (PT KCIC)	430.00	430.00	-
TOTAL CAPEX (in Billion IDR)		6,210.18	2,579.51	3,630.68
SUBSIDIARIES		770.44	241.77	528.67
TOTAL CAPEX		6,980.62	2,821.28	4,159.34



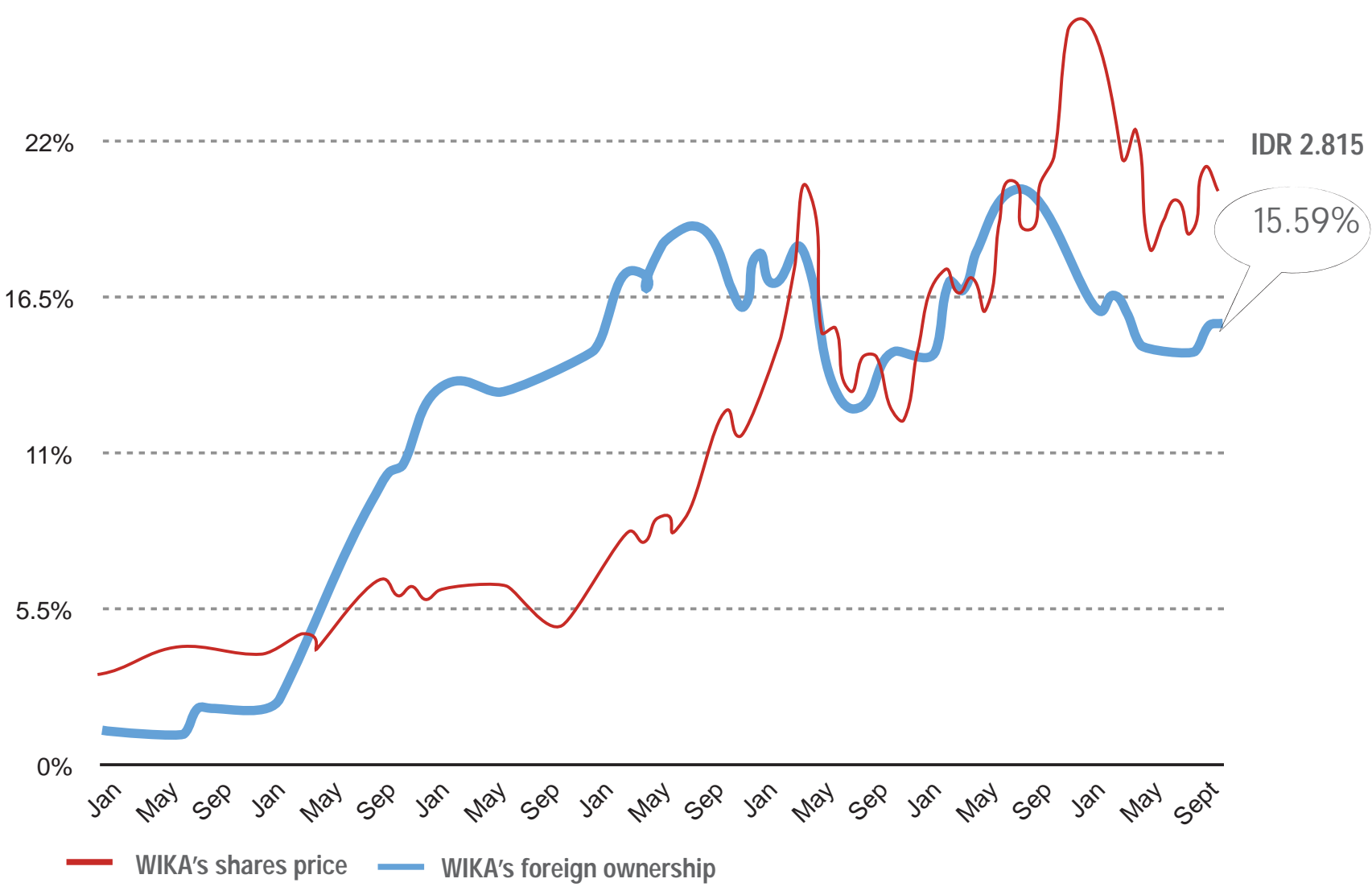
IR's UPDATE

SHAREHOLDER'S STRUCTURE


Number of Outstanding
Shares
(as of January 31st, 2016)
6.149.225.000



FOREIGN OWNERSHIP WIKA SHARES 2007-1M2016



IR contact

For further information

Please contact

Investor Relations

PT Wijaya Karya (Persero) Tbk

D.I Panjaitan Kav. 9 Jakarta 13340

Indonesia

Phone: +62 21 8192808

Fax: +62 21 85911969

investor-relations@wika.co.id



Puspita Anggraeni



Surya Hutagaol



Purba Yudha Tama

Disclaimer

This material is for Information only, and we are not soliciting any action based upon it. This report is not to be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. The Information herein has been obtained from sources believed to be reliable, but we do not warrant that it is accurate or complete, and it should not be relied upon as such. Opinion expressed is our current opinion as of the date appearing on this material only, and subject to change without notice. It is intended for the use by recipient only and may not be reproduced or copied/photocopied or duplicated or made available in any form, by any means, or redistributed to others without written permission of PT Wijaya Karya (Persero) Tbk.