PRESS CONFERENCE
PT WIJAYA KARYA (Persero) Tbk
Jakarta, 29 Januari 2015
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
WIKI BUSINESS GROUP

PT Wijaya Karya (Persero) Tbk.

<table>
<thead>
<tr>
<th>Company</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wika Beton</td>
<td>60%</td>
</tr>
<tr>
<td>Wika Reality</td>
<td>85.26%</td>
</tr>
<tr>
<td>Wika Industri &amp; Konstruksi</td>
<td>96.05%</td>
</tr>
<tr>
<td>Wika Rekayasa Konstruksi</td>
<td>90.04%</td>
</tr>
<tr>
<td>Wika Gedung</td>
<td>99%</td>
</tr>
<tr>
<td>Wika Bitomen</td>
<td>99%</td>
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</tbody>
</table>

**Investment in Associate**

- **Wika Industri Energi**: 40%
- **PT Marga Nusantara Agung**: 20%
- **Jasamarga Bali Tol**: 0.4%
- **Prima Terminal Perkasa**: 2%
- **Wika Jabar Power**: 15%
- **Clara Lautan Teduh**: 90%
BUSINESS PORTFOLIO

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, Fertilizer
- Operation & Maintenance: Power Plant, Industrial Equipment

REALTY & PROPERTY
- Realty & Property: Landed House, Highrise (Apartment, Condotel, Office Mixed Use), Industrial Estate
- Property Management

INVESTMENT
- Energy
- Water & Environment
- Transportation Infrastructure

Supported by 2,100 talented people, including 1,498 engineers (as of December 2014)
Jakarta MRT Underground and Elevated Section
Design and build for civil work including 8 elevated stations and 13 underground stations
Estimated Time of Completion 2018
INFRASTRUCTURE & BUILDING
Building Construction
Sepinggan International Airport, East Kalimantan
Designed to accommodate 10 million passengers by 2020 and equipped by world class infrastructures
Installation of Sucker Rod Oil Pump, located at NDD 13, Duri Pekanbaru
EN screw & INDUSTRIAL PLANT
EPC

Alumina ICA Tayan, West Kalimantan
WIKI’s 1st EPC of Coal Fired Power Plant Amurang
2 X 25 MW, North Sulawesi, WIKI become the pioneer of local company to finished EPC power plant outside Java
INDUSTRY
Beton Precast

Bogor Plant - The biggest plant with 8 line of production, produce piles and poles precast.
INDUSTRY
Industrial Facilities

Steel Fabrication
INDUSTRY
Bitumen

ASPHALT MINING
PROPERTY
Realty

NORTH SUMATRA
Tamansari Debang Medan (LH)

JAKARTA
Tamansari Semanggi Apartemen
Fatmawati Festival (CA)
Tamansari Hive (A&C)
Tamansari Caraka (Office)
Tamansari Parama (Office)

WEST JAVA & BANTEN
Tamansari Manglayang Regenoy – Bandung (LH)
Tamansari Puri Bali – Depok (LH)
Tamansari Palabuhan Ratu – Sukabumi (LH)
Tamansari Panoramio – Bandung (A)
Tamansari La Grande Merdeka – Bandung (A&C)
Tamansari Skylounge – Tangerang (A&C)

EAST KALIMANTAN
Tamansari Bukit Mutiara – Balikpapan (LH)
Tamansari Samarinda (LH)

SOUTH SULAWESI
Tamansari Kahyangan Kendari (LH)

NORTH SULAWESI
Tamansari Metropolitan Manado (LH)
Tamansari Lagoon – Manado (A&C)

EAST JAVA
Tamansari Papilio Surabaya (A&C)

CENTRAL JAVA
Tamansari Majapahit Semarang (LH)
Tamansari Hill Semarang (LH)
COMING SOON …
Tamansari Palagan (HR)

BALI
Jivva Tamansari – Lepang (C)
Jineng Tamansari – Kuta (C)
COMING SOON …
Tamansari Payangan – Ubud (C)
Tamansari Gagiga – Tabanan (C)

Spirit of Innovation
PROPERTY Reality

Taman sari The Hive, Jakarta
INVESTMENT
Energy

TURBINE GAS POWER PLANT BORANG 2 X 30MW
INVESTMENT
Energy

PLTD Bali 3 X 18MW
## CORPORATE ASSESSMENT

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
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<tbody>
<tr>
<td><strong>GCG SCORE</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Assessor: BPKP)</td>
<td>85.56</td>
<td>86.20</td>
<td>86.97</td>
<td>89.34</td>
<td>86.07</td>
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<td></td>
</tr>
</tbody>
</table>

| **BUMN BERSIH**      |      |      |      |      |      |      |      |
|                      |      |      |      |      |      |      |      |

| **CGPI INDEX**       |      |      |      |      |      |      | 80.36|
|                      |      |      |      |      |      |      |      |
| **ASEAN SCORECARD**  |      |      |      |      |      |      |      |
| **CORPORATE RATING** | id A |      | id A | id A+| id A+|      |      |
| (Assessor: PEFINDO)  | Stable|      | Stable| Stable| Stable|      |      |
|                      | Outlook|    | Outlook| Outlook| Outlook|    |      |

| **PERFORMANCE**      |      |      |      |      |      | 590.3 | 582.5 |
| **EXCELLENCE**       |      |      |      |      |      |      |
|                      |      |      |      |      |      |      |

| **ENGAGEMENT LEVEL** |      |      |      |      |      | 80.5  |     |
|                      |      |      |      |      |      |      |

| **RISK MATURITY LEVEL** |      |      |      |      |      | 88.5  | 3.51  |
|                         | 2.86 | 3.12 | 3.56 | 3.51 |

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 on Costo Framework
7. Assessment based on ISO 31000

**INTERNAL TARGET**: 9.4
**PERCEPTION**: 8.41
AWARDS & CERTIFICATIONS

November 27th, 2014
The Best of All Human Capital Criterias
Indonesia Human Capital Study Award 2014

November 27th, 2014
The Best CEO Commitment of Human Capital Development
Indonesia Human Capital Study Award 2014

November 27th, 2014
The Best of Human Capital Index
Indonesia Human Capital Study Award 2014

November 26th, 2014
Most Powerful & Valuable Company
Integrated Infrastructure and Construction Category (Property)

November 24th, 2014
Economic Challenges Awards 2014
Infrastructure Category
PT Media Televisi Indonesia (Metro TV)

October 30th, 2014
Excellence Predicate for Financial Performance 2013
5th Infobank BUMN Award 2014
ORDER BOOK, NEW CONTRACT, SALES & NET INCOME
2008 - 2015F

CAGR Sales 18.80%
CAGR Net Income 24.92%

*forecasting

Order Book
New Contract
Sales
Net Income
FY2015F HIGHLIGHT WIKA GROUP
YoY Performance

Revenue
- FY2014F: 12,740
- FY2015F: 16,426
- YoY Growth: 28.93%

Gross Profit
- FY2014F: 1,434
- FY2015F: 1,899
- YoY Growth: 32.44%

Net Income
- FY2014F: 600
- FY2015F: 765
- YoY Growth: 27.5%
NEW CONTRACT AND CARRY OVER
FY2014 (IDR. Bio)

ORDER BOOK
FY2013 37,616.49
FY2014 41,416.33
FY2015F 54,518.67

FY2014 MAJOR AWARDED PROJECTS
- Fuel Terminal - Sambu Island; Idr 740 Bn
- Gasoline Storage - Tanjung Uban; Rp 1.13 Tn
- Office Tower - Myanmar; Idr 1.1 Tn
- Transmission Pipe Gresik Semarang; Idr 780 Bn
- Epc Conveyor Coal Tanjung Enim; Idr 540 Bn
- Super Block - Puncak Group; Idr 1.1 Tn
- Belawan Seaport; Idr 638 Bn
NEW CONTRACT BASED ON PROJECT OWNER (bilion Rp.)

- **2010**: 31.6%
- **2011**: 29%
- **2012**: 28.5%
- **2013**: 24.3%
- **2014F**: 34.2%
- **2015F**: 22.17%
- **2010**: 40.2%
- **2011**: 42.5%
- **2012**: 30.6%
- **2013**: 35%
- **2014F**: 38.6%
- **2015F**: 25.21%

Legend:
- **Private**
- **SOE**
- **Government**
## CAPITAL EXPENDITURE 2014 - 2015F

<table>
<thead>
<tr>
<th>NO.</th>
<th>CAPITAL EXPENDITURE</th>
<th>2014 F</th>
<th>FY2014</th>
<th>%</th>
<th>2015F</th>
<th>INFORMATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ACQUISITION &amp; CAPITAL PLACEMENT</td>
<td>304.2</td>
<td>195.8</td>
<td>64.37</td>
<td>431.7</td>
<td>Planned for additional capital investment in toll road and geothermal</td>
</tr>
<tr>
<td>2</td>
<td>BUSINESS DEVELOPMENT</td>
<td>362.7</td>
<td>27.6</td>
<td>7.61</td>
<td>95.75</td>
<td>Planned investment in the power plant, infrastructure, water treatment,</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>airport facilities, bitumen plant and precast industry</td>
</tr>
<tr>
<td>3</td>
<td>FIXED ASSET</td>
<td>317.1</td>
<td>311.8</td>
<td>98.33</td>
<td>424.75</td>
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**WIKA SUBSIDIARIES**

<table>
<thead>
<tr>
<th></th>
<th>1,013.2</th>
<th>510.7</th>
<th>50.40</th>
<th>782.97</th>
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</table>

**TOTAL CAPEX**

<table>
<thead>
<tr>
<th></th>
<th>1,997.2</th>
<th>1,045.9</th>
<th>52.37</th>
<th>1,735.17</th>
</tr>
</thead>
</table>
SHAREHOLDER’S STRUCTURE

- Number of outstanding shares (as of Dec 31, 2014) 6,149,225,000

- 636 institutional investors
- Approximately 6,593 individual shareholder
- 390 Employees and former employees are shareholders
Based on monthly historical price

Year to date rose 132.91% Covered by 20 analysts

Spirit of Innovation
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