

# PUBLIC EXPOSE

Jakarta - August 29, 2018



# BOARD OF DIRECTORS

**Abiprayadi**

Director of Finance

**Nur Al Fata**

Director of HC and Development

**Nariman Prasetyo**

President Director

**Widhi Pudjiyono**

Director of Operation 1

**Djaka Nugraha**

Director of Operation 2





# HIGHLIGHT

## Vision

To Be Preferred Partner in Creating Spaces for Better Human Life

## Mission

- Quality in Product and Services
- "Care for life" Quality and Safety as "Differentiator"
- Key Stakeholder Engagement
- GCG & Good Ethic Practices
- Innovation to boost growth & Value Creation

## Values



## Business Line



**Building Contractor**  
Total Solution Building Contractor



**Concession**  
Space Provider Reload to Infrastructure



# BUSINESS TRANSFORM



**2008**

- Established As Building Construction
- Established On October 24, 2018



**2012**

- Focus On Profitability



**2014**

- Diversification SBU Property



**2016**

- Consolidating Between DBG and Wika Gedung



**2017**

- Public Listed Company
- Revenue & Net Profit Growth 2x from 2016
- Productivity On Sales Growth 60%, Instead, On Profit 62%

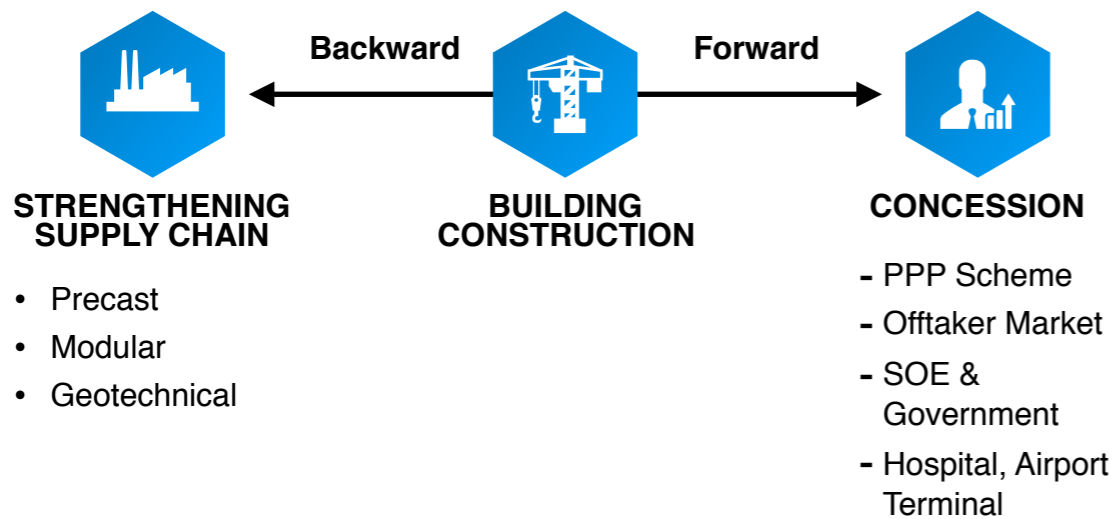


**2021**

- World Class Space Provider



# FOCUSED BUSINESS EXPANSION





# CONCESSION

## DE BRAGA





# CONCESSION

## MANDIRI PROKLAMASI



# MODULAR

© BATHROOM



© VILLA / HOUSE



© STACKING BUILDING





# PULAU MERAH MODULAR PROJECT





# PULAU MERAH MODULAR PROJECT





# RINJANI CENTER MODULAR PROJECT





# RINJANI CENTER MODULAR PROJECT

Modul B  
Composting Toilet

Modul B  
Composting Toilet





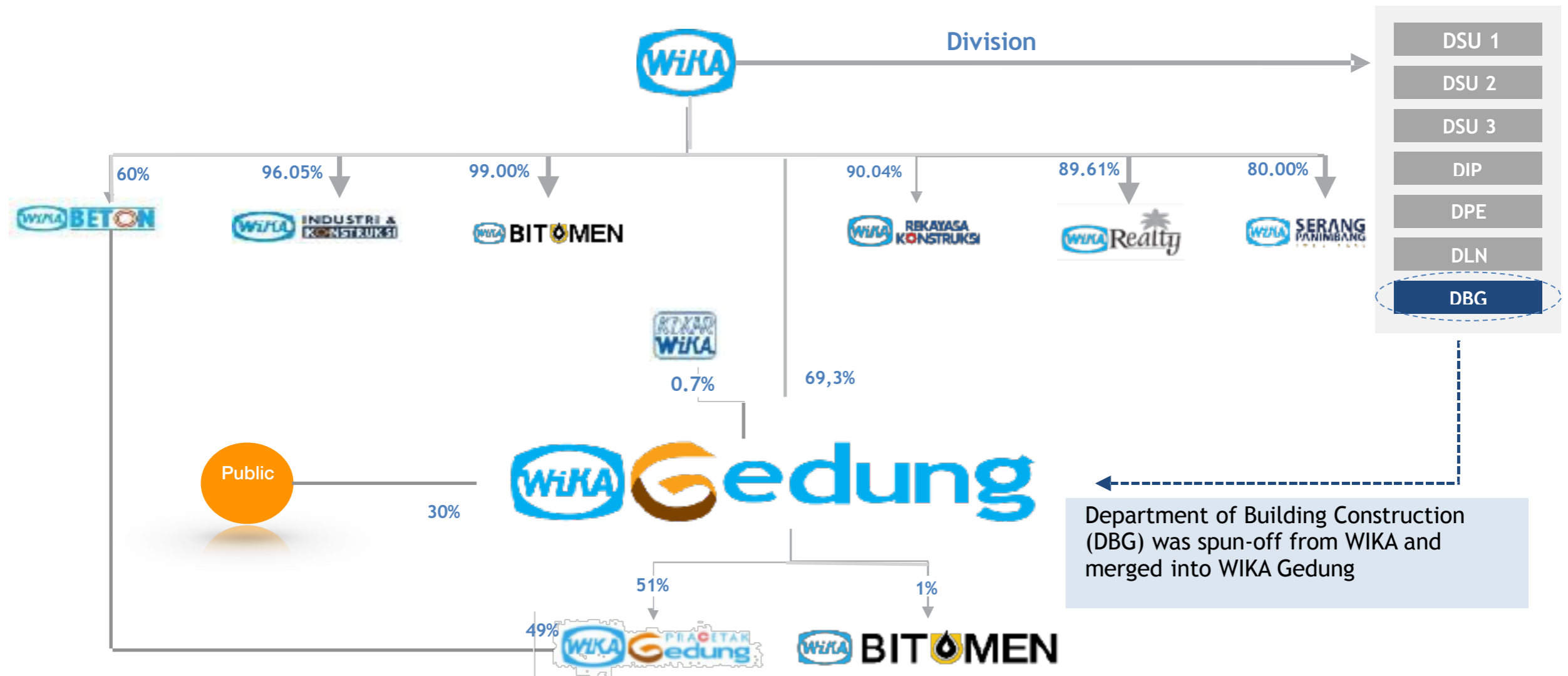
# RINJANI CENTER MODULAR PROJECT

POS TNGR SEMBALUN





# SHAREHOLDERS



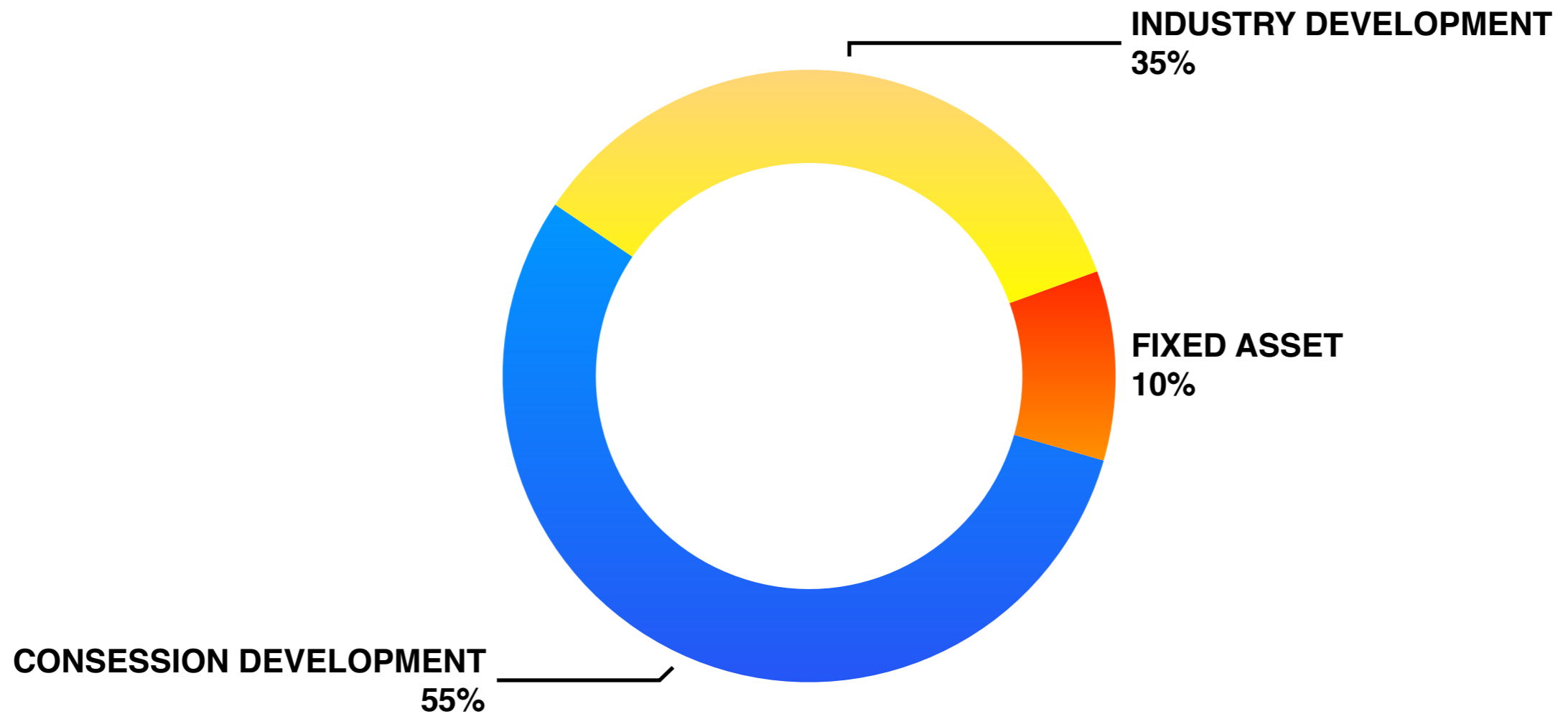


# GROUP DIFFERENTIATION



<b>Business Line and Core Competence</b>	<ul style="list-style-type: none"> <li>- Infrastructure</li> <li>- EPC</li> <li>- Industrials</li> <li>- General Construction</li> </ul>	<ul style="list-style-type: none"> <li>• High-rise &amp; Building Construction</li> <li>• Investment &amp; Concession</li> <li>• Precast producer for high-rise building, joint with Wika Beton</li> </ul>	<ul style="list-style-type: none"> <li>• Property/Realty Owner</li> <li>• Property/Realty Developer</li> </ul>	Precast producer for infrastructure
<b>Investment Type</b>	Investment on Infrastructure Projects	Investment on high-rise building projects and industry to support construction	Investment in Land Bank	No Project Investment
<b>Land Bank Ownership</b>	No Land Bank Ownership	No Land Bank Ownership	Land Bank Ownership	No Land Bank Ownership
<b>Internal Policy</b>		Specialized in all building construction in Wika Group	Specialized in all property development in Wika Group	Specialized in all infrastructure precast supply in Wika Group
<b>Contract Base</b>		Normal / arm's-length pricing, no turn key contract	Normal / arm's-length pricing, no turn key contract	Normal / arm's-length pricing, no turn key contract
<b>Portofolio from Internal Wika Group</b>		Less than 10% of total contract in 2016-2017		

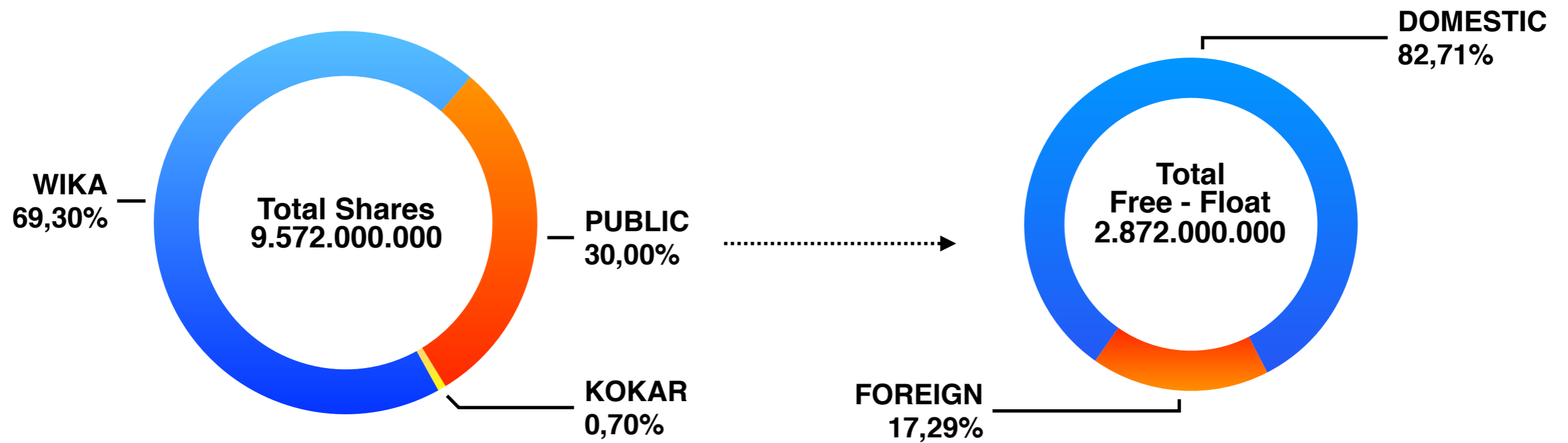
# TOTAL CAPEX 2018 667 Billion Rupiah





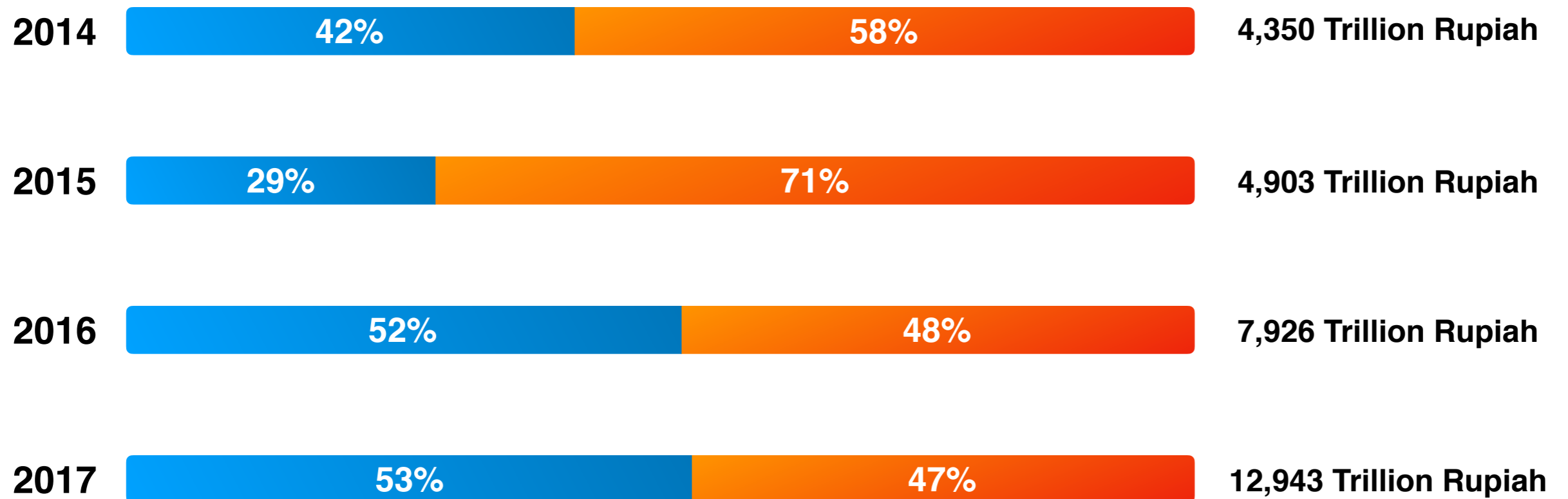
# SHAREHOLDER OWNERSHIP

July 2018



# REPEAT ORDER

## ORDER BOOK



■ New Costumer

■ Repeat Costumer



# FINANCIAL HIGHLIGHT

EQUISTRIAN PARK PULOMAS, Jakarta





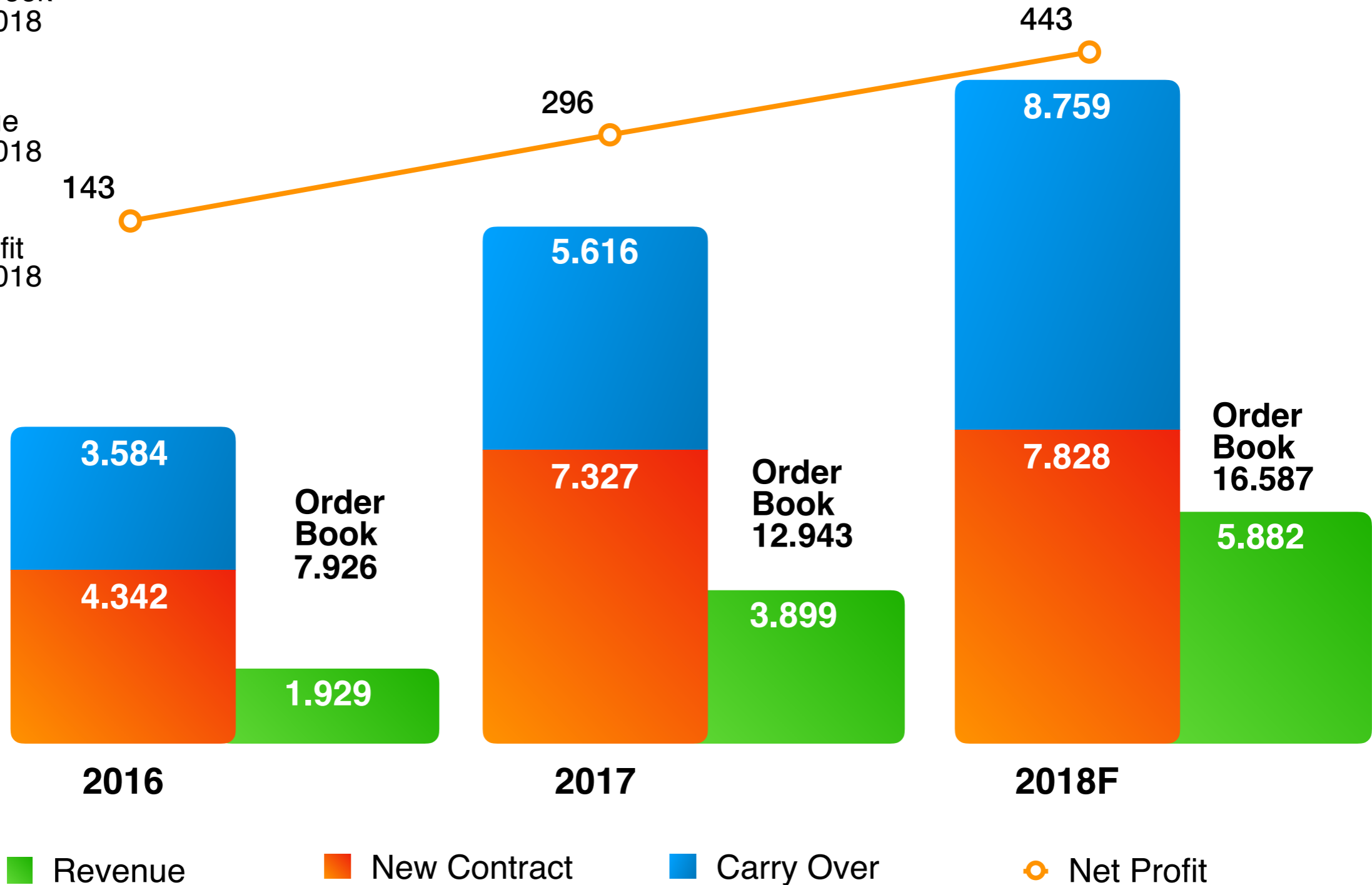
# BUSINESS GUIDANCE 2018

## Guidance

Order Book  
2017-2018  
**28%**

Revenue  
2017-2018  
**51%**

Net Profit  
2017-2018  
**50%**

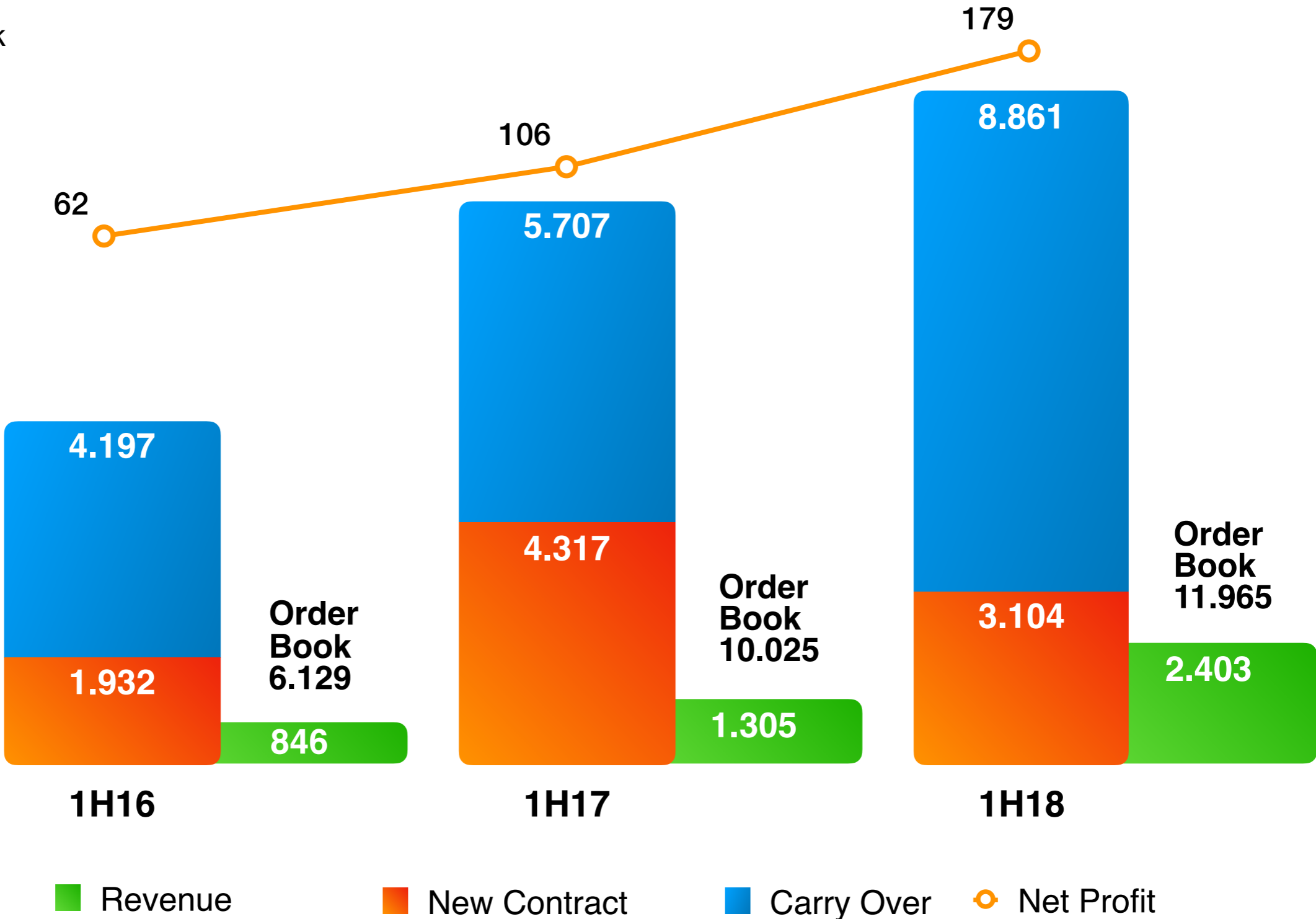




# BUSINESS PERFORMANCE 2018

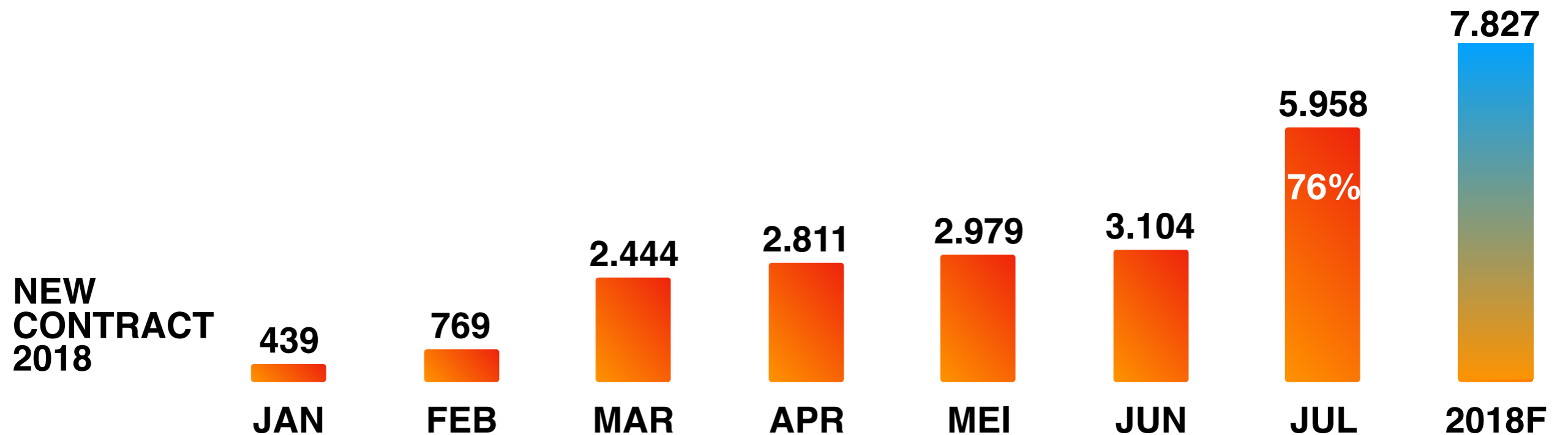
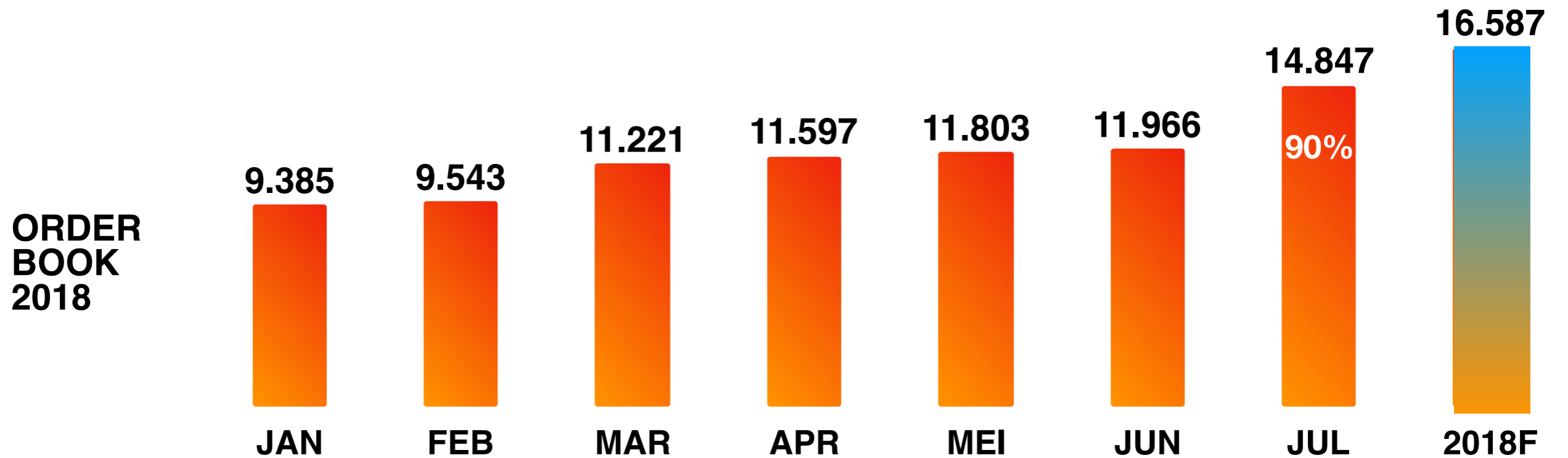
## 1H18

- Order Book 2017-2018 **19%**
- Revenue 2017-2018 **84%**
- Net Profit 2017-2018 **69%**



# BUSINESS PERFORMANCE 2018

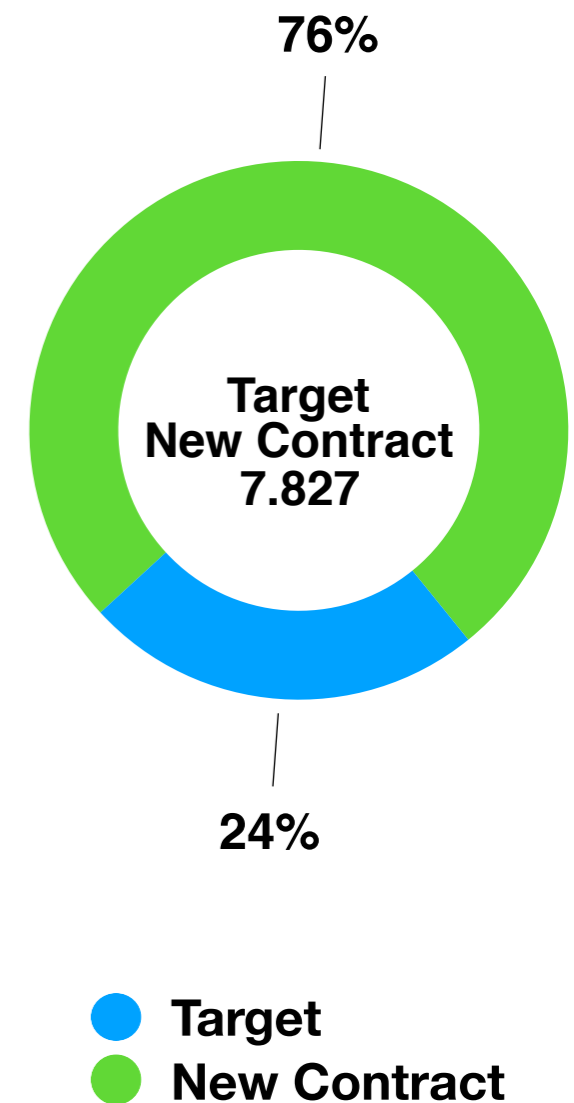
in Billion Rupiah





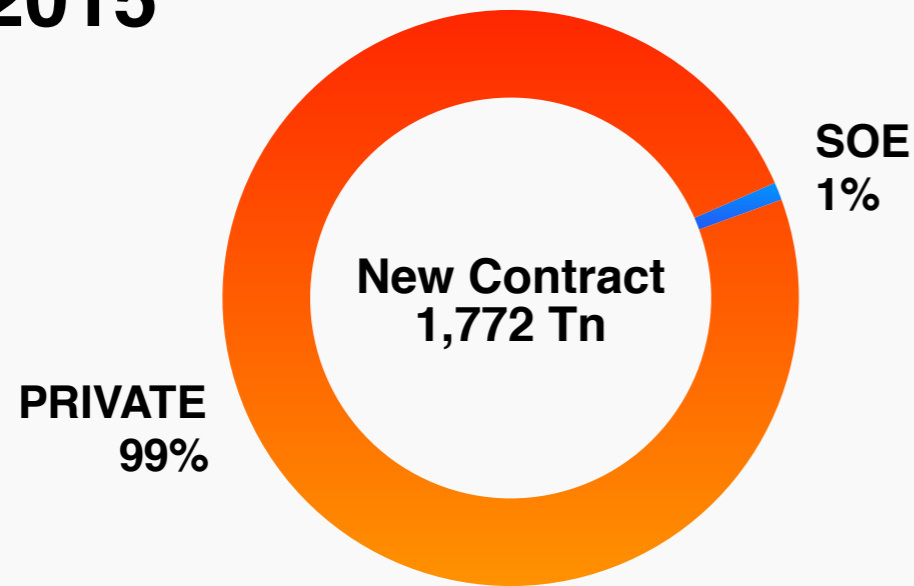
# NEW CONTRACT JULY 2018

NO	Project	Value	Owner
<b>NEW CONTRACT</b>			
1	Palembang Airport Extension	154,273	Angkasa Pura II
2	Transmart Majapahit Semarang	124,40	CV Sumber Cipta Sejati
3	Transmart Pekalongan	119,629	PT Trans Retail Indonesia
4	Life Guard & Rest Room at Kuta Mandalika Lombok	17,211	PT Wijaya Karya (Persero) Tbk
5	Bio Farma Building Bandung	146,858	PT Bio Farma (Persero)
6	Podomoro Golf View Facilities	182,00	PT Graha Tunas Selaras
7	Marketing Gallery Trans Icon Surabaya	5,314	PT Trans Properti Indonesia
8	Expansion of the Bena Port	70,850	Pelindo III
9	Transpark Cibubur	933,00	PT Trans Cibubur Property
10	Syamsudin Noor Airport - Banjarmasin	506,572	Angkasa Pura I
11	RSUD Cengkareng	155,369	RSUD Cengkareng Provinsi DKI Jakarta
12	Gedung Dinas Pendidikan	178,695	Pemprov DKI Jakarta
13	Apartemen Cornel & Denver	207,50	CitraLand
14	The Grandstand Apartment Surabaya	141,091	PT Multitower Indosantosa
15	Renovasi Cladding Kementrian BUMN	42,771	Kementrian BUMN
16	Boarding House Kuningan	81,545	PT. D&C Engineering Company
17	Benhil Central Jakarta	1.428,841	PT Kurnia Realty Jaya
18	Tamansari Emerland Surabaya	541,5	PT Wika Realty Tbk
19	Gedung Serbaguna WIKA Satrian Gadog	8,782	PT Wijaya Karya (Persero) Tbk
20	Infrastruktur Assistent Center SDM Siber & Sandi Negara	183,633	Badan Siber & Sandi Negara
21	Rusun Banten DKI Jakarta - Jabar	137,636	PUPERA
22	Rehab Total Gedung Sekolah DKI ( Paket 1, 2 dan 5) - KSO (WIKA-WEGE-CMP KSO)	503,429	Disdik DKI
23	Infrastruktur Hotel Patra Jasa Cirebon	21,818	
<b>INVESTMENT</b>			
24	Tamansari Tera	4,206	
<b>NEW BUSINESS</b>			
25	Wika Pracetak Gedung	61,37	
		<b>5.958,293</b>	

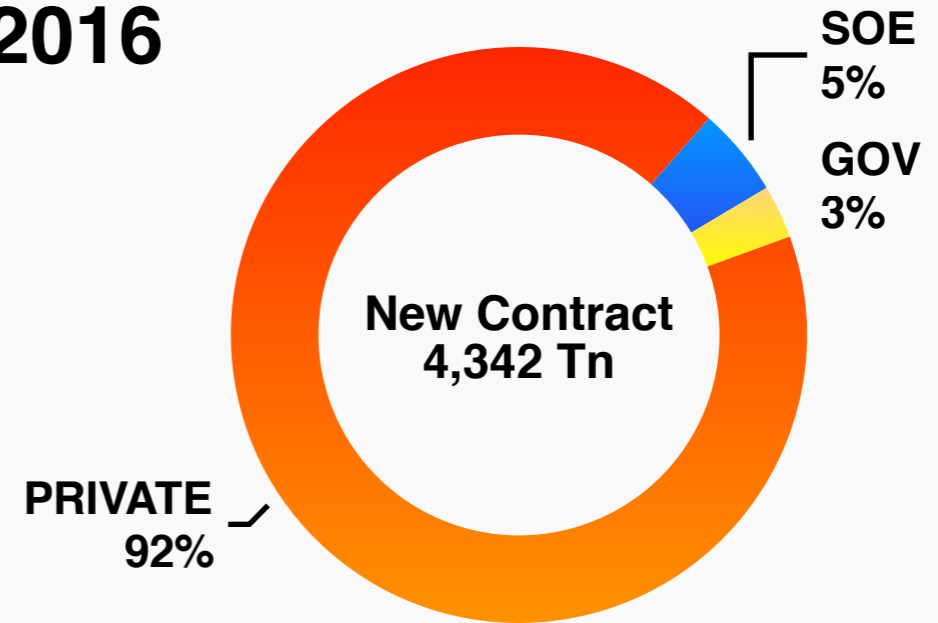


# CUSTOMER PROFILE

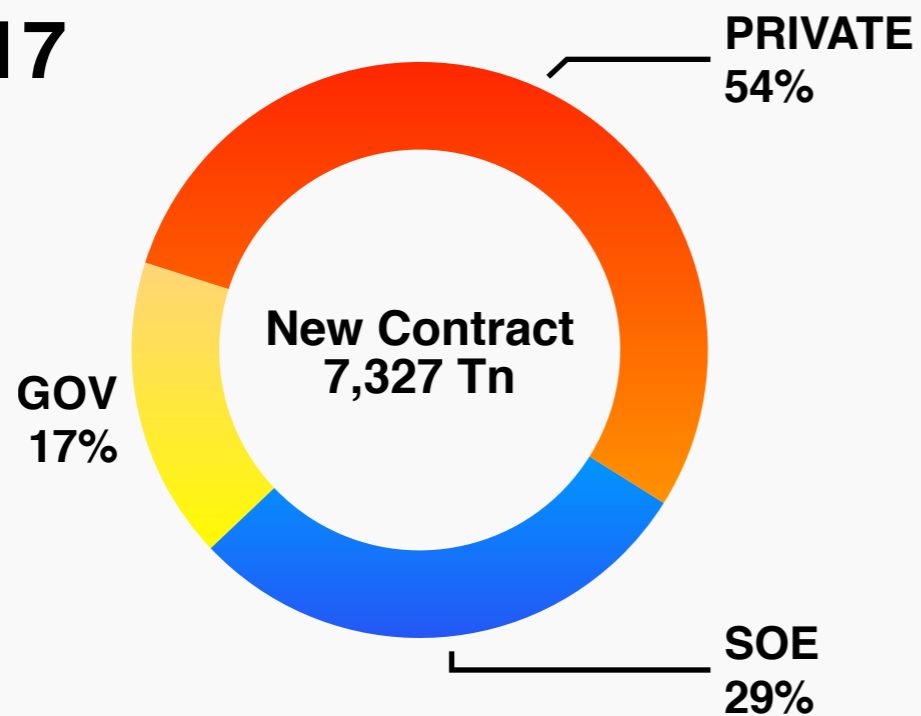
2015



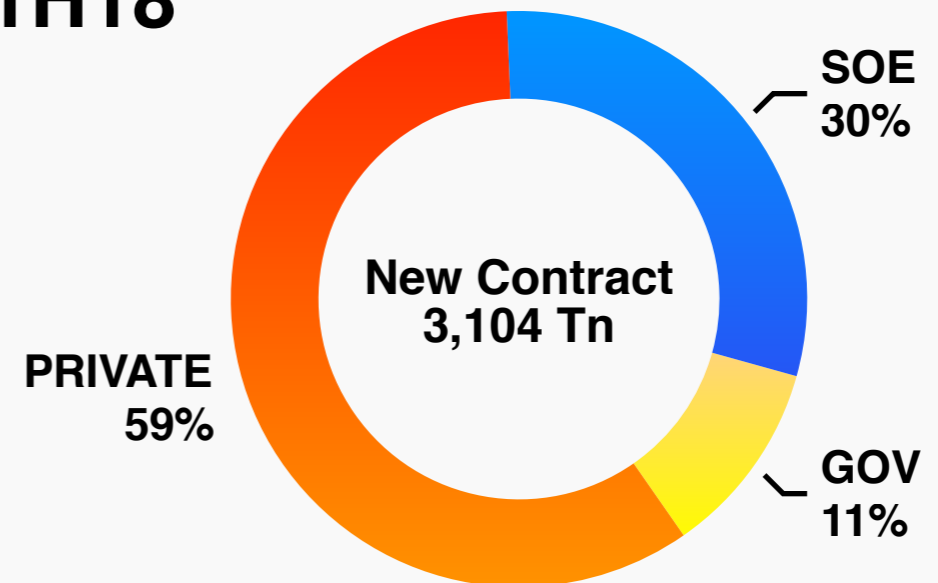
2016



2017



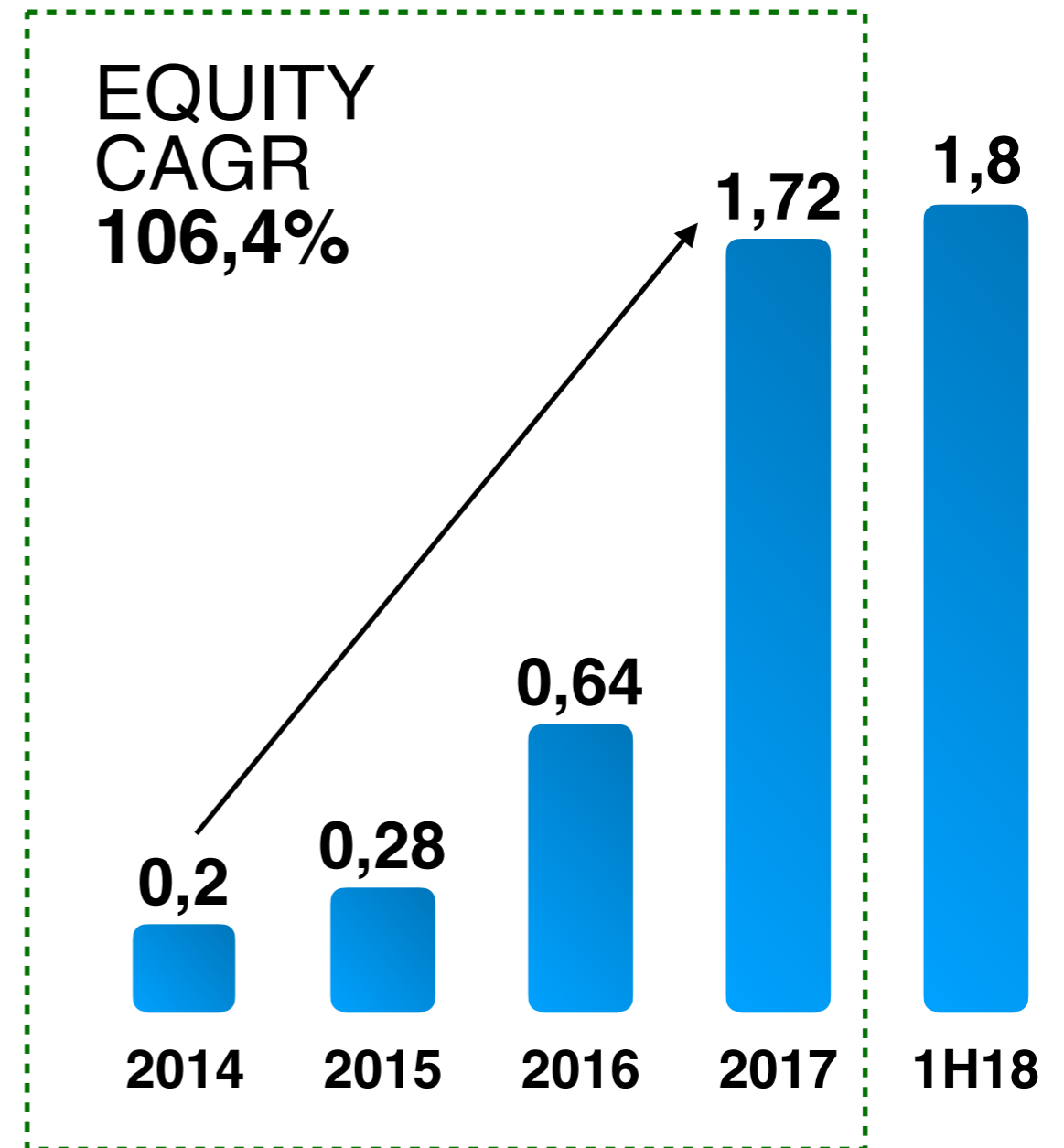
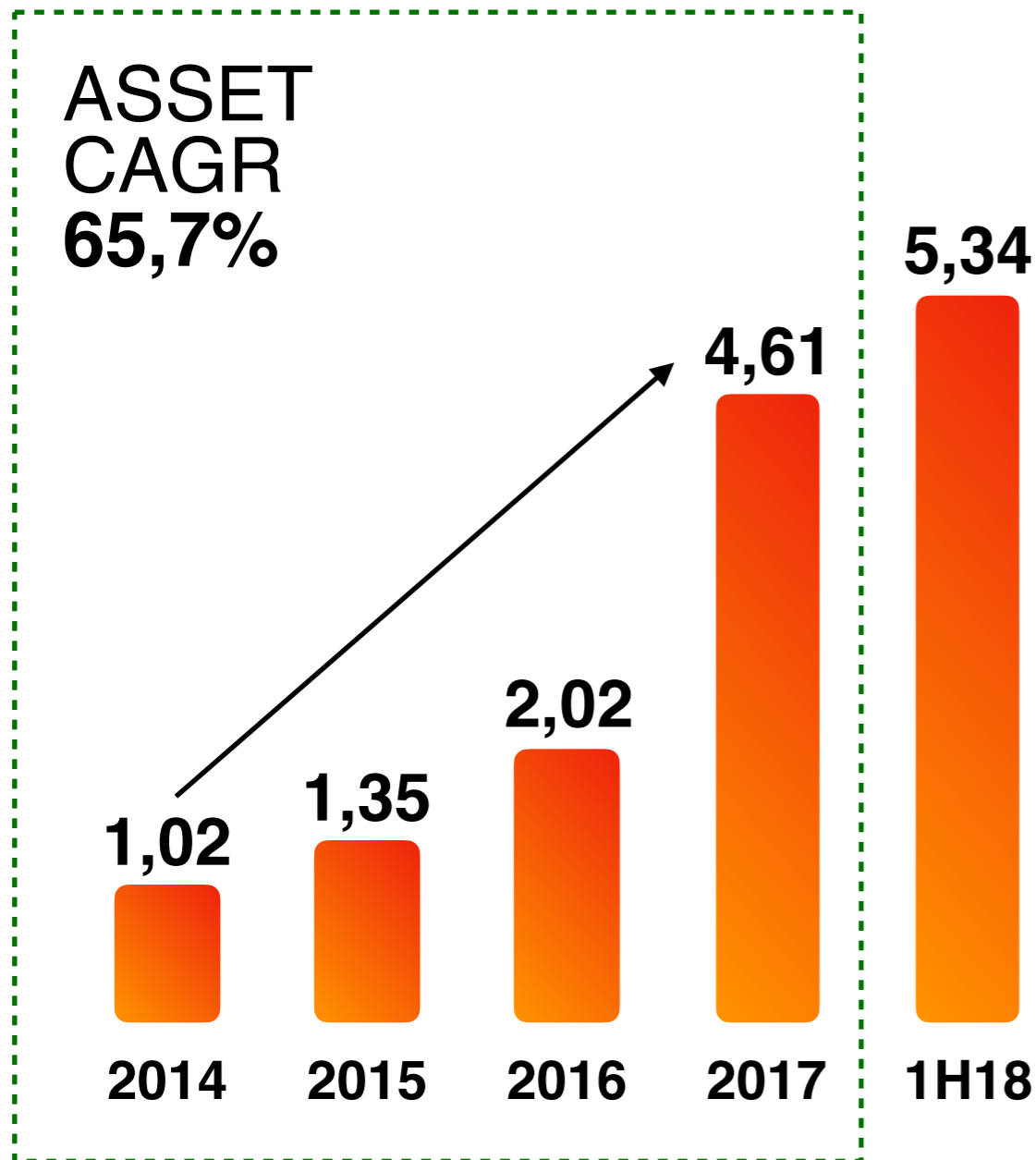
1H18





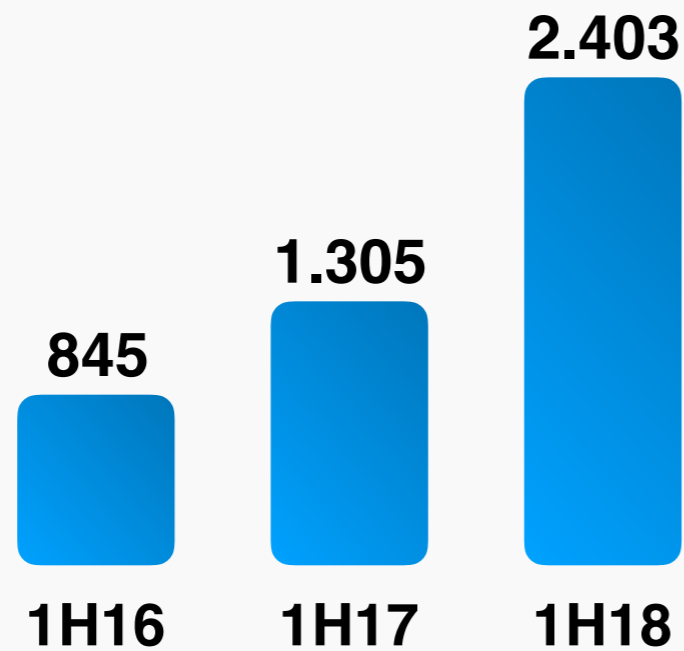
# BIGGER ASSET & EQUITY

in Trillion Rupiah



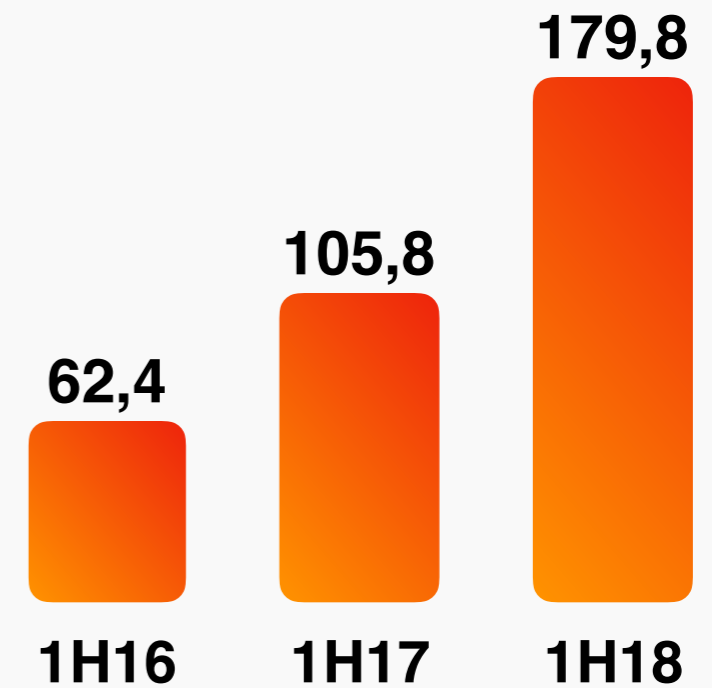
# FINANCIAL PROFILE

**STRONG REVENUE GROWTH**



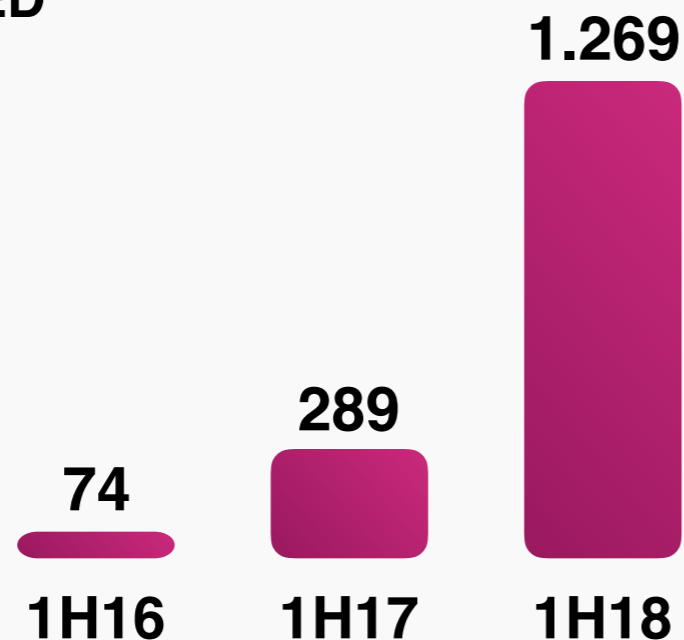
in Billion Rupiah

**NET PROFIT TRIPLED**



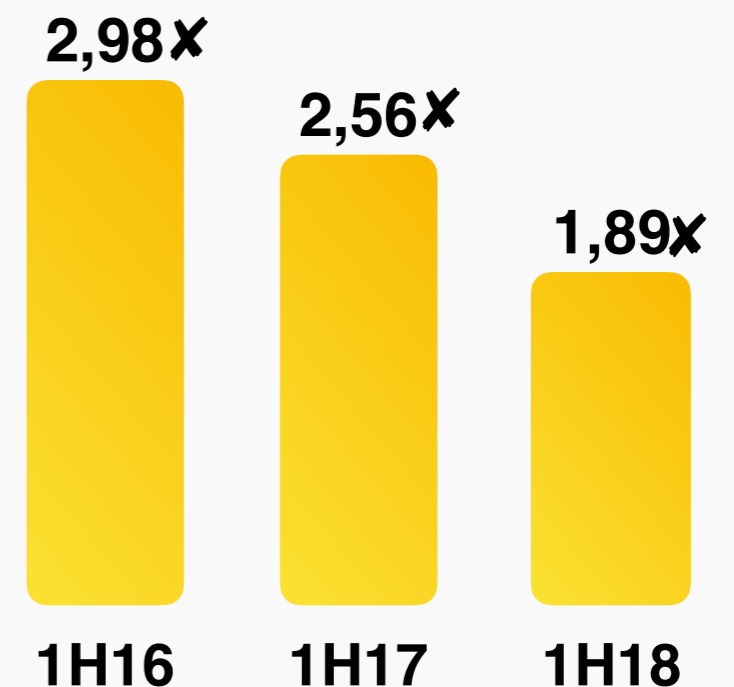
in Billion Rupiah

**CASH JUMPED 10x**



in Billion Rupiah

**DER FELL IN HALF**





# CASH FLOW

in Billion Rupiah

CASHFLOW	1H16	1H17	1H18
Cashflow from Operating	90	219	322
Cashflow from Investing	71	(19)	(56)
<b>Free Cashflow</b>	<b>161</b>	<b>200</b>	<b>266</b>
Cashflow from Financing	111	(49)	(695)
Net Cash & Cash Equivalent	(49)	150	(429)
Begining Cash	124	139	1.698
Ending Cash	74	289	1.269

# FINANCIAL RATIO

RASIO	1H16	1H17	1H18
Current Ratio (CR)	3,42x	1,79x	1,98x
Debt to Equity Ratio (DER)	2,98x	2,56x	1,89x
Debt to Asset Ratio (DAR)	0,75x	0,72x	0,65x
Return on Asset (ROA)	4,53%	4,08%	3,36%
Return on Equity (ROE)	18,04%	14,53%	9,74%
Gross Profit Margin (GPM)	12,75%	12,86%	11,03%
Operating Profit Margin (OPM)	10,64%	10,65%	9,45%
Net Profit Margin (NPM)	7,38%	8,11%	7,48%



# THANK YOU

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