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Attachment(s) : 1 (one) file

Jakarta, 3 August 2020

To:

**Directors of PT Bursa Efek Indonesia/Indonesia Stock Exchange**

Gedung Bursa Efek Indonesia, Tower 1, Lantai 6

Jl. Jend. Sudirman Kav. 52-53

Jakarta, 12190

Subject : **Report on the Public Expose 2020  
PT Wijaya Bangunan Gedung Tbk. ("Company")**

Dear Sir/Madam,

In compliance with Section V.4.4 of the Regulation of the Indonesia Stock Exchange No. I-E on Disclosure Obligations, we wish to submit the Report on the Public Expose of PT Wijaya Karya Bangunan Gedung Tbk., as follows:

1. The Public Expose was held on Tuesday, 28 July 2020 at Ruang Dorsata 1, Dorsata 2 at the Best Western Premier The Hive.
2. The Public Expose was attended by:
  - a. The Company's Management: Nariman Prasetyo (President Director); Syailendra Ogan (Director of Finance, HC, and Risk Management); Djaka Nugraha (Director of Engineering & Development); Mochamad Yusuf (Director of Operations II); and Bobby Iman Setya (Corporate Secretary).
  - b. The Public Expose was attended by 56 people, of whom 4 were investors and representatives of securities companies and 29 media members. The attendance sheet is attached. The Public Expose was viewed by 21 people on the Company's YouTube Channel and MS Teams.
3. The Public Expose was opened at 15.00 Western Indonesia Time (WIB) and closed at 16.00 WIB by the Moderator, Mr Bobby Iman Setya.
4. The Company's Presentation in the Public Expose was delivered by the President Director; Director of Finance, HC, and Risk Management; Director of Engineering & Development; Director of Operations II; and the Corporate Secretary. A summary of the question and answer session is attached.



We thank you for your kind attention.

Sincerely Yours,

**PT Wijaya Karya Bangunan Gedung Tbk**  
Corporate Secretary

[signed]

**Bobby Iman Setya**  
Corporate Secretary

Copies made to:

1. Director of Listings, PT Bursa Efek Indonesia
2. Head of Services Sector Listings, PT Bursa Efek Indonesia

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**PT Wijaya Karya Bangunan Gedung Tbk. (“WEGE”)**

Minutes of the Public Expose 2020

28 July 2020

**Presented by**

1. Nariman Prasetyo : President Director
2. Syailendra Ogan : Director of Finance, HC, and Risk Management
3. Djaka Nugraha : Director of Engineering and Development
4. Mochamad Yusuf : Director of Operations II

**Moderator** : Bobby Iman Setya**Attendees** : 56 attendees, of whom 4 were investors and representatives of securities companies and 29 media members. The attendance sheet is attached. The Public Expose was viewed by 21 people on the Company’s YouTube Channel and MS Teams.

The following is a summary of the question-and-answer session of the Public Expose 2020:

**1. Question: Rudy – MNC Sekuritas**

- a. Which projects in the orderbook have reached 70% progress?
- b. Is there be going to be a revision for this year’s capital expenditure (capex)? What is the target for new contracts? During this COVID-19 Pandemic, is there going to be a revision to the contract targets? Given that the current negative cash flow, what are the Company’s strategies in this situation?

**Answer: Nariman Prasetyo – President Director**

- a. As we are well aware, the pandemic affects not only WIKA Gedung, but also other construction companies as well. For WIKA Gedung, construction is progressing for carryover projects from the previous year. Some of the Company’s larger clients are facing slowdowns, where the aggregate contract value is Rp10 trillion. This resulted in sales from projects in March 2020 to be about Rp900 billion. In July 2020, however, sales were about Rp1.019 trillion. By the end of 2020, the Company aims to book a net profit of about Rp130 billion and targets to secure new contracts worth Rp3.4 trillion. The goals have been adjusted to reflect the current economic situation and effects of the COVID-19 Pandemic.

**Answer: Djaka Nugraha – Director of Engineering and Development**

- b. We have revised the capex for this year. For example, we have postponed the plan to construct the WIKA Pracetak Gedung and Modular factories from this year to the next, while waiting for the economy to stabilise. Currently, the Company has been looking for captive market projects, such as the Graha Mantap. There are several banks that are interested in the business plan for Graha Mantap. There has also been interest from a party in Kalimantan and in Jakarta to cooperate in the Modular project that the Company is exploring. There is also a cooperation with the private sector to construct a hospital in Surabaya. However, that

project is on hold due to land issues. Once the land issue is settled, the Company expects to start construction soon. For investments in equipment, the Company is withholding equipment acquisitions at this time.

**Answer: Syailendra Ogan – Director of Finance, HC, and Risk Management**

- b. As discussed by the Director of Engineering and Development, Mr Djaka Nugraha, the Company is postponing the Rp143 billion Modular Factory in this year.

By December 2020, the Company projects to record positive operating cash flow of Rp 50 billion to Rp100 billion. The cash balance is expected to be between Rp1 trillion and Rp1.2 trillion. By the end of 2020, we expect to still have access to loan facilities from banks of Rp200 billion to Rp300 billion.

The Company has implemented a conservative strategy, in that the Company will put a project on hold if it does not contribute. The Company's focus at this time is on cash balance.

The cash position as of June 2020 is sound. The Company has implemented strategies to collect receivables from project owners using legal approaches and other means. Other strategies we have taken include cooperating with banks to extend the maturity of the supply chain financing (SCF) to 180 to 240 days.

**2. Question: Lusi – emitenews.com**

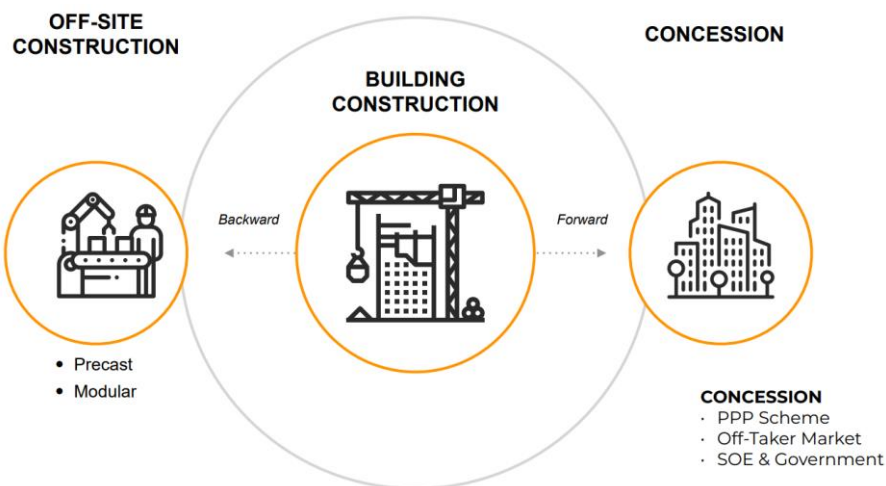
- a. What is the capex spending to date? What is the total value of new contracts secured by the Company to date and what are the projects?

**Answer: Syailendra Ogan – Director of Finance, HC, and Risk Management**

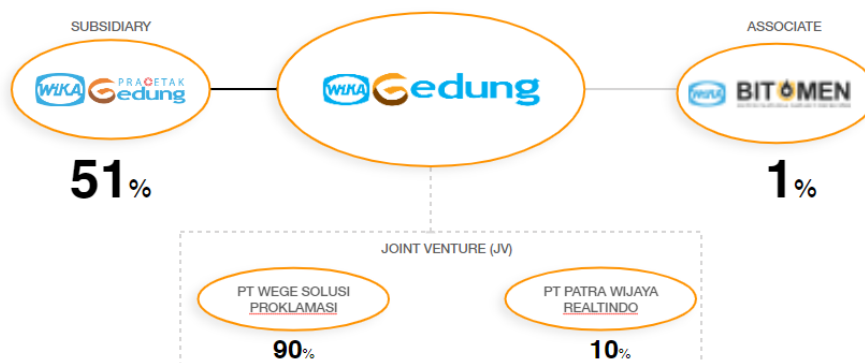
- a. As of June 2020, the Company's capex spending is Rp67.8 billion from a planned Rp692 billion. The largest spending lines were the Mandiri concession at Rp359 billion and Modular Factory at Rp143 billion. The Company is currently postponing the Modular Factory for this year, while the Mandiri Proklamasi (Graha Mantap) is still ongoing and scheduled for completion in November 2020.

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### SUBSIDIARY & ASSOCIATE



**Answer: Mochamad Yusuf – Director of Operations II**

- The value of new contracts as of July 2020 is about Rp1 trillion, where the largest contributor is Bank Indonesia with more than Rp200 billion. The new contracts are for projects across Indonesia. The Company has secured several Government-owned projects that and is now waiting for the Work Order (*Surat Perintah Kerja*, “**SPK**”) to be issued.

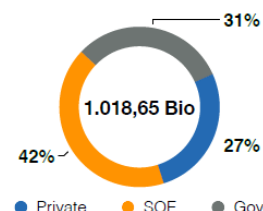
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## NEW CONTRACTS (AS of June 2020)

PROJECT NAME	OWNER	VALUE
<b>CONSTRUCTION</b>		
Bank Indonesia, Palangkaraya	GOV	202,18
The Park Kendari	Private	111,75
Infrastruktur Embarcadero Park	Private	16,30
Alih Fungsi RSPJ menjadi RS Khusus Covid-19 Tahap I	SOE	60,16
Tanggap Darurat Covid-19 RSPP Extension di Simprung	SOE	178,18
Renovasi Ruang RSPTI - RS Unair Surabaya	Private	14,06
Gedung Menara Mandiri Denpasar	SOE	68,82
RS Penanggulangan Covid-19 di Puar Galang	SOE	113,31
Renovasi Gedung Kiara RSCM Jakarta	GOV	9,73
RS Corona Lamongan	GOV	41,32
Tower Nasdem	Private	120,00
RS Antam Medika	SOE	4,86
<b>INVESTMENT &amp; CONCESSION</b>		
Bale Hinggil	Private	0,29
Tamansari Tera	Private	1,67
OM De Braza & Fave Hotel	Private	6,12
Sewa Ngagel	Private	0,48
Tamansari Mahogany	Private	1,79
<b>MODULAR</b>		
Biodiesel Kaltim	SOE	1,89
Velodrome Cafe	SOE	0,22
<b>WIKA PRACETAK GEDUNG</b>		
Pembangunan Rumah Susun PGRI Semarang	GOV	11,23
Interior Gedung BUMN	GOV	54,32
		<b>1.018,65</b>

In Billion Rupiah



### Answer: Nariman Prasetyo – President Director

- As discussed by the Director of Operations II, Mr Mochamad Yusuf, the Company has secured new contracts worth Rp1.019 trillion from a revised target of Rp3.4 trillion. In addition, the issuance of the Government Regulation No. 22 is good news, in that the Government can directly appoint the Company to work on projects through a tendering process, subject to the Company passing pre-qualification and having the required capabilities.

### 3. Question: Eric Thomas and Novembri Tobing – via PT WIKAGedung's YouTube Live

- Please share current updates for the new capital city.
- Please describe the competition with other building construction companies. What is the ratio of new contracts secured over contracts tendered?

### Answer: Nariman Prasetyo – President Director

- The Company has realistic views, especially in the current economic situation. In relation to the new capital city, the Company is always following the latest updates. According to the Directorate Generals for Human Settlements and Housing of the Ministry of Public Works and Public Housing (*Kementerian Pekerjaan Umum dan Perumahan Rakyat, "PUPERA"*), the Company still has the opportunity to construct landed houses. In this case, the Company can maximise WIKA Pracetak Gedung's mass construction capabilities for small-to-medium sized contracts.

### Answer: Djaka Nugraha – Director of Engineering and Development

- Since the new capital city project was first announced, the Company has calculated, surveyed, found alternative locations, and compiled lists of potential cooperation partners. The Company has also prepared cooperation schemes for modular projects. Given the macroeconomic conditions outlined by the President Director, Mr Nariman Prasetyo, the

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capital city project is put on hold at this time. Nonetheless, the Company is well prepared if the project is to be resumed.

**Answer: Mochamad Yusuf – Director of Operations II**

- b. During the pandemic, the Company is more focused on Government-owned projects. In those projects, the win ratio is 30% because of strong competition in the government project space, since private companies also took part in the tendering process. For illustration, from 40 companies bidding in a given Government-owned project, 10 are State-owned Enterprises and 30 are private companies.

**4. Question: Kormen – Industri.co.id**

- a. Is hospital construction a major part in WIKAGedung's projects?
- b. Does WIKAGedung have projects in Africa? If so, what is the nature of such projects? Please explain.

**Answer: Nariman Prasetyo – President Director**

- a. Projects undertaken by the Company are not limited to hospitals, although the Company has constructed hospitals in 9 locations and some projects have been inducted into the Indonesian World Records Museum (*Museum Rekor-Dunia Indonesia, "MURI"*). Examples of the Company's projects are the Gedung Nasdem, Bank Indonesia, and the Park Mall in Semarang, which is a mixed-used development consisting of office, commercial, public facilities, and residential spaces. The combined value of these projects is Rp1.019 trillion.
- b. Projects in Africa are the responsibility of Overseas Projects Department at WIKAGedung (Persero). The Department works with WIKAGedung to leverage our capabilities in High Rise Building construction. At this time, the projects are under feasibility studies, surveys, and calculations. If the Overseas Projects Department has secured the contract, WIKAGedung will be undertaking its construction.

**Thank You**

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