INVESTOR BULLETIN
based on 1M2020
PT WIJAYA KARYA (PERSERO) TBK.
DISCLAIMER

This presentation may contain forward-looking objectives and statements about WIKA’s financial situation, operating results, business activities and expansion strategy.

These objectives and statement are based on assumptions that are dependent upon significant risk and uncertainty factors that may prove to be inexact. The information is valid only at the time of writing and WIKA does not assume any obligation to update or revise the objectives on the basis of new information or future or other events, subject to applicable regulations.

Additional information on the factors that could have an impact on WIKA’s financial result is contained in the documents filed by the WIKA Group with the Financial Services Authority (OJK), Indonesia Stock Exchange (IDX) and available on the WIKA Group’s website at www.wika.co.id
1. Tumiyana - President Director
2. Novel Arsyad - Director of Human Capital & Development
3. Agung Budi Waskito - Director of Operation I
4. Bambang Pramujo - Director of Operation II
5. Destiawan Soewardjono - Director of Operation III
6. Danu Prijambodo - Director of QHSE
7. Ade Wahyu - Director of Finance
**Brief Overview**

- Established in 1960 under the name Perusahaan Negara Bangunan Widjaja Karja, WIKA is one of the largest listed state-owned engineering, procurement and construction (“EPC”) companies in Indonesia with diversified construction projects.
- The market capitalization of WIKA as of December 31, 2019 was IDR 17,85 Trillion.
- As of December 31, 2019, WIKA is owned by the Government as to 65.05% and by public shareholders as to 34.95%.
- Total order book as of December 30, 2019 was valued at IDR 118 Trillion.
- Successfully undertaken key national infrastructure projects including the Balikpapan-Samarinda Toll Road, the Semanggi Interchange, the Jatigede Dam, Soekarno-Hatta Airport Terminal 3, the Ngurah Rai Airport and the Suramadu Bridge, the Serang-Panimbang Toll Road and the Jakarta-Bandung High Speed Railway.

**Vision/ Mission**

**VISION**
Leader in Sustainable Investments & EPC for Better Quality of Life

**MISSION**
- Deliver Integrated & Sustainable EPC services and products based on excellent Quality, Safety, Health, and Environment principles.
- Ensure sustainable growth through smart investment portfolio.
- Provide integrated area development for a better living to society.
- Provide collaborative services beyond stakeholders’ expectations.
- Establish footprints worldwide through innovative and advanced technology.
- Implement learning & innovation culture in order to intensify global competencies.
- Enhance local value over leadership practices to build holistic well-being.

**Key Milestones**

1960: WIKA established based on Government Legislation No. 64
1972: Perusahaan Negara Bangunan Widjaja Karja was changed to WIKA
1982: Establishment of New Divisions: General Civil works; Building Construction; Precast & Metal; Industrial Construction; Energy and Commerce
1997: Establishment of WIKA Realty as a step to Realty Development
2000: Establishment of WIKA Intrade as a Industrial and Trading Development
2007: IPO of WIKA on 29 Oct 2007
2010: Wika made its 2020 vision to become one of the best integrated EPC and investment Companies in Southeast Asia
2016: WIKA Beton IPO in April
2017: Government injected approx. IDR 4,0 trillion into WIKA’s share capital through rights issue
2018: Global IDR Bonds & Perpetual Notes
2019: Divestment of Surabaya-Mojokerto Toll Road
**WIKA BUSINESS LINE**

### INVESTMENT
- **ENERGY**
  - Power Plant:
    - Build Operate Transfer
    - Build Operate Own
  - Renewable Energy

### REALTY & PROPERTY
- **PROPERTY DEVELOPMENT**
  - Real Estate & Property:
    - Landed House
    - High-Rise (Apartment, Condotel)
    - Office Mixed Use
    - Industrial Estate
  - Property Management

### INFRASTRUCTURE & BUILDING
- **CIVIL CONSTRUCTION & HIGH RISE BUILDING**
  - Civil Construction:
    - Road and Bridge
    - Seaport and Jetty
    - Dam and Barrage
  - Building Construction:
    - Residential & Commercial
    - Airport
    - Facility
  - Steel Construction:
    - Erection
    - Equipment Installation

### ENERGY & INDUSTRIAL PLANT
- **EPC & POWER ENERGY**
  - EPC:
    - Oil and Gas Plant
    - Petrochemical Plant
    - Cement Plant
    - Power Plant
    - Mining, Biofuels, Fertiliser

### INDUSTRY
- **CONSTRUCTION ENGINEERING**
  - PRECAST CONCRETE
  - CONS. INDUSTRY
  - BITUMEN
- **OPERATING & MAINTAINANCE**
  - Operation & Maintenance:
    - Power Plant
    - Industrial Equipment
- **HIGH SPEED RAILWAY**
  - Civil Construction
  - Station Design
  - Transit Oriented Development (TOD):
    - Detail Master Plan
    - Development
    - Selling & Marketing
    - Property Management

### REV CONTRIBUTION
- 2020F: 1,23%
- 2020F: 5,39%
- 2020F: 56,37%
- 2020F: 15,93%

### NET PROFIT CONTRIBUTION
- 2020F: 1,07%
- 2020F: 3,65%
- 2020F: 34,79%
- 2020F: 18,28%
UPSTREAM

- Mixed Use Area Development
- Transit Oriented Development (TOD)
- Kotogasib Gas Engine Power Plant 25 MW
- Toll Road Concession length 83.7 km

MIDSTREAM

Construction & EPCC

High Rise Building Construction

DOWNSTREAM

- 14 factories with total production capacity 3.7 million ton/ year
- 3 factories with total production capacity 95.500 ton/ year
- 2 asphalt mining with potential production capacity 722.000 ton/ year, 50% from current asphalt demand in Indonesia

Production capacity of:
- Solar water heater 15.000 unit/ year,
- Aircon water heater 30.000 unit/ year,
- Photovoltaic Module 25 MWp/ year,
- LED Street Light 10.000 pcs/ year
NEW CONTRACT PER SEGMENT

SEGMENT: INDUSTRY

SEGMENT: INFRA & BUILDING

SEGMENT: ENERGY & IND. PLANT

SEGMENT: PROPERTY & REALTY
NEW CONTRACT CYCLE

NEW CONTRACT

1M2020 822,43
1M2019 1.530,26
NEW CONTRACT BASED ON SCOPE OF WORK (1M2020)

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 2020</th>
<th>Percentage</th>
<th>FY 2019</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial Plant</td>
<td>951</td>
<td>62.18%</td>
<td>198</td>
<td>19.27%</td>
</tr>
<tr>
<td>Precast Industry</td>
<td>251</td>
<td>30.53%</td>
<td>180</td>
<td>11.78%</td>
</tr>
<tr>
<td>Building</td>
<td>295</td>
<td>19.27%</td>
<td>251</td>
<td>19.27%</td>
</tr>
<tr>
<td>Property &amp; Realty</td>
<td>84</td>
<td>8.91%</td>
<td>73</td>
<td>5.50%</td>
</tr>
<tr>
<td>Toll, Road&amp;Bridges</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Port, Irrigation, DAM</td>
<td>362</td>
<td>43.97%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacture&amp;Constr</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bitumen</td>
<td>19</td>
<td>1.27%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Power Plant</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

NEW CONTRACT

1M2020  822,43
1M2019  1,530,26
NEW CONTRACT AND CARRY OVER (1M2020)

ORDER BOOK
1M2020  78.798,16
1M2019  83.286,09

NEW CONTRACT
1M2019  1.530,26
1M2020  822,43

CARRY OVER
1M2019  81.755,83
1M2020  77.975,73
NEW CONTRACT BASED ON PROJECT OWNER

01M20
822,43

43,97%
52,27%
3,77%

2020 Guidance
65,502,40

7,24%
24,92%
12,67%
17,82%
37,35%
SHAREHOLDERS STRUCTURE

TOTAL SHARES
(as of 31 January 2020)
8,969,951,372

<table>
<thead>
<tr>
<th>Shareholders</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>01M20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government</td>
<td>65,05%</td>
<td>65,05%</td>
<td>65,05%</td>
<td>65,05%</td>
<td>65,05%</td>
</tr>
<tr>
<td>Employee</td>
<td>0,76%</td>
<td>0,69%</td>
<td>0,65%</td>
<td>0,60%</td>
<td>0,60%</td>
</tr>
<tr>
<td>Public</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Foreign</td>
<td>11,07%</td>
<td>8,86%</td>
<td>7,71%</td>
<td>13,80%</td>
<td>13,34%</td>
</tr>
<tr>
<td>- Local</td>
<td>23,13%</td>
<td>25,40%</td>
<td>26,59%</td>
<td>20,55%</td>
<td>21,01%</td>
</tr>
</tbody>
</table>
THANK YOU

PATIMBAN