

PT Bekasi Fajar Industrial Estate Tbk

Investor Highlight
FY 2017



BeFa

INDUSTRIAL
ESTATE

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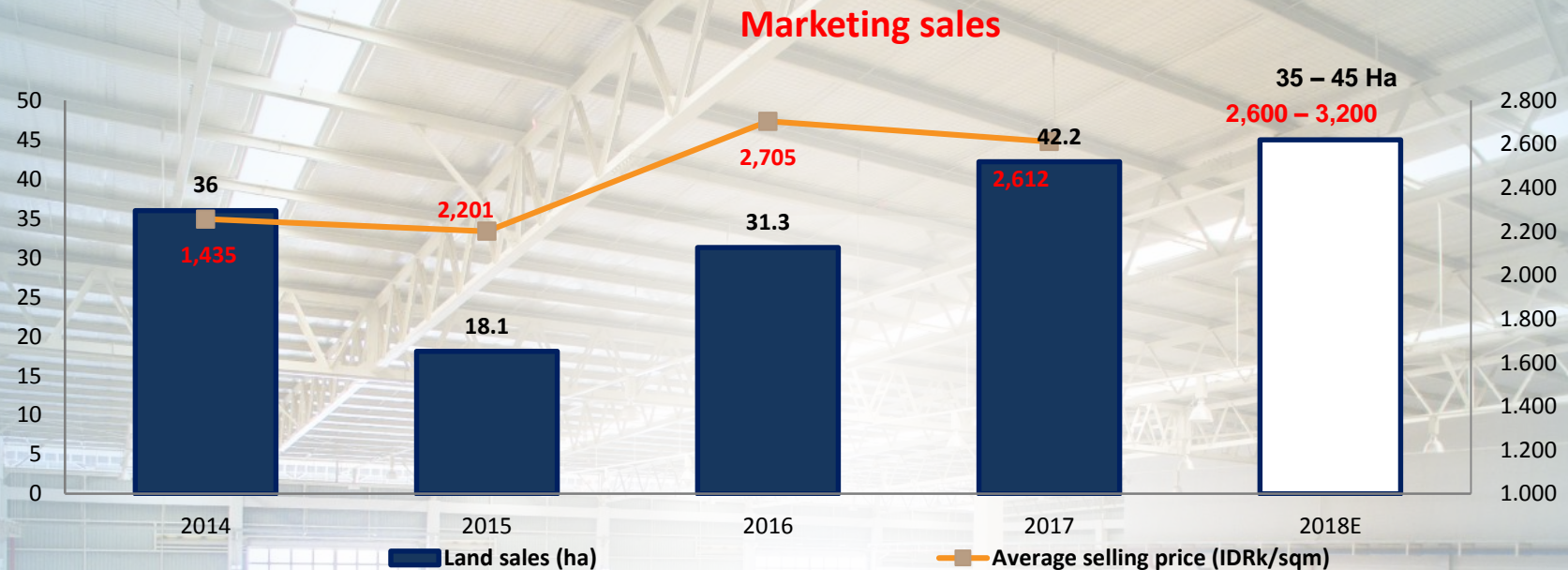
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Marketing Sales & Land Bank



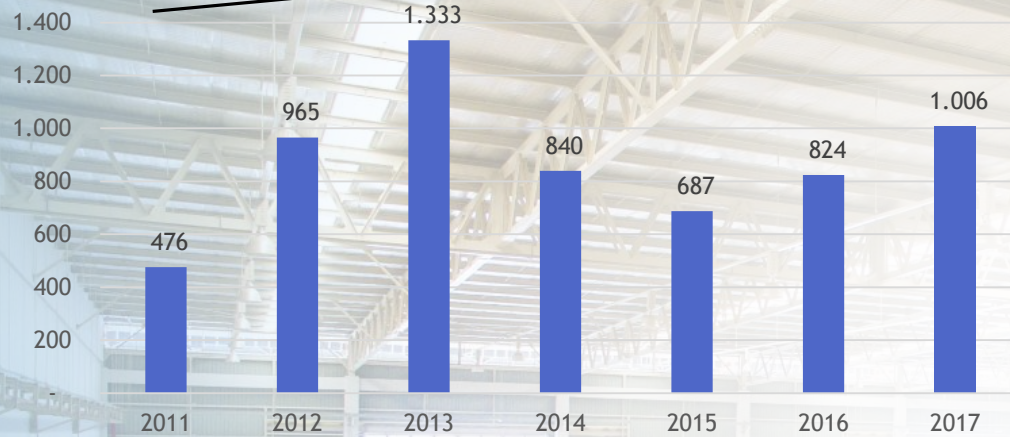
| | | FY 2016 | FY 2017 |
|-----------------------|----------------|---------|---------|
| Marketing land sales | Area (ha) | 31 | 42 |
| | ASP (IDRk/sqm) | 2,704 | 2,612 |
| Accounting land sales | Area (ha) | 27.5 | 36 |
| | ASP (IDRk/sqm) | 2,607 | 2,512 |
| Landbank | Gross (ha) | 1,032 | 1,057 |
| | Nett (ha) | 721 | 730 |

- 2018 Marketing Sales Target increased by +/-14% compare to last year or approximately to be 35-45ha, ASP IDR 2.6-3.2mio/sqm.
- FY 2017 marketing sales is contributed by the sale to local and Japanese companies from electronic, consumer, auto, and logistic sectors.
- *Total inquiry as of Mar 2017 : 74 Ha*

Financial Summary - High Profit Margin

Revenues (IDR Billion)

CAGR 13%

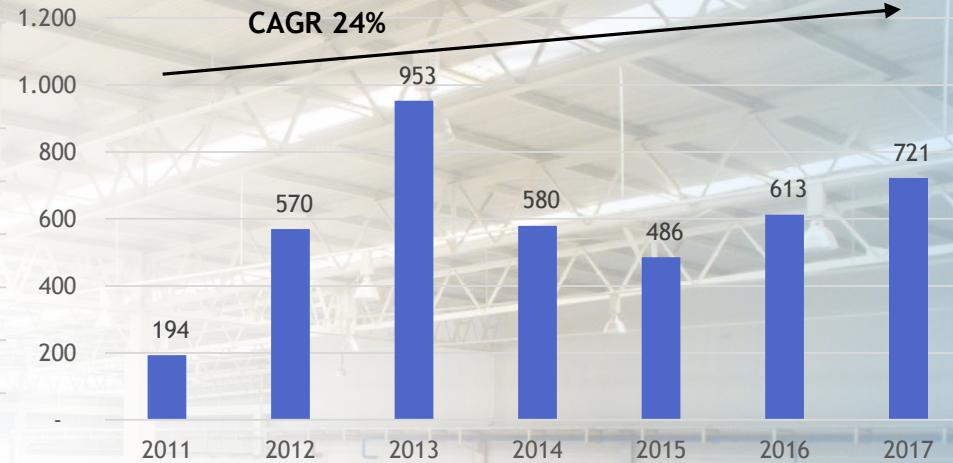


Gross Profit (IDR Billion)

Gross Profit Margin

49% 59% 77% 69% 71% 74% 72%

CAGR 24%

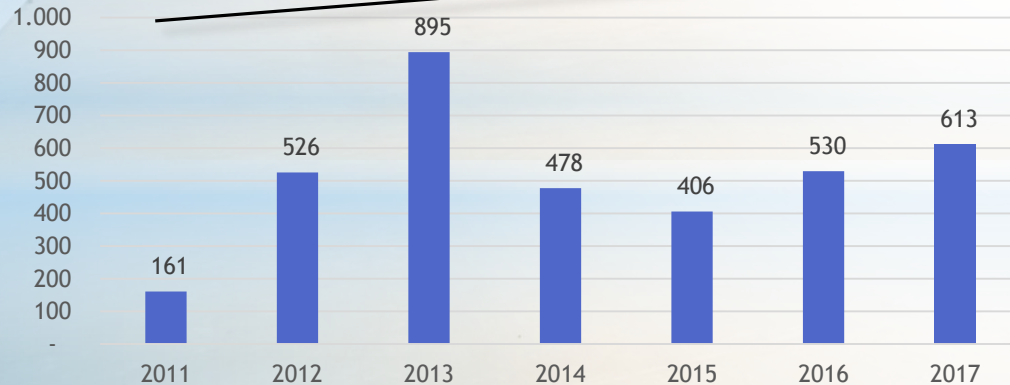


EBITDA (IDR Billion)

EBITDA Margin

34% 54% 71% 57% 59% 64% 61%

CAGR 25%



Net Profit (IDR Billion)

Net Margin

25% 49% 56% 47% 31% 41% 48%

CAGR 26%



Financial Summary - Strong Financial Position

| Description (IDR Billion) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|-----------------------------------|-------|-------|-------|-------|-------|-------|-------|
| Cash | 60 | 582 | 547 | 318 | 378 | 442 | 502 |
| Total Assets | 1,643 | 2,285 | 3,360 | 3,652 | 4,631 | 5,205 | 5,719 |
| Int. Bearing Debt | 250 | 227 | 541 | 466 | 1,423 | 1,691 | 1,516 |
| Total Liabilities | 749 | 515 | 883 | 803 | 1,589 | 1,814 | 1,871 |
| Total Equity | 894 | 1,770 | 2,476 | 2,849 | 3,042 | 3,390 | 3,848 |
| | | | | | | | |
| Net Debt (Cash)/Equity | 0.2 | (0.2) | (0.0) | 0.1 | 0.3 | 0.4 | 0.3 |
| LTM EBITDA / LTM Interest Expense | 5.4 | 22.6 | 26.4 | 13.4 | 4.6 | 4.0 | 4.4 |
| Return On Asset (LTM) | 7% | 21% | 22% | 11% | 5% | 6% | 8% |
| Return On Equity (LTM) | 13% | 27% | 30% | 14% | 7% | 10% | 13% |

Other Updates

Highlight 2017

- Completed JPY syndication loan with Japan regional banks for JPY 5.0 Billion (drawdown JPY 4.7 Billion):
 - Competitive interest rate 2% + 3-months TIBOR
 - Potential business synergy with Japan regional banks
- Completed 31% divestment in PT Daiwa Manunggal Logistik Properti with gain of IDR 52 Billion
- Grand opening of Enso hotel, received 4-star hotel certification
- On November 2017, the Company launched a new logo (“BEFA”) which marked the beginning of a new era for the Company’s intention to expand outside Bekasi
- Awarded with:
 - Top 50 of Mid Market Capitalization Public Listed Company and Most Improve GCG (Indonesian Institute for Corporate Directorship - IICD)
 - Certificate of National Vital Object of Industrial Sector (Minister of industry of Republic of Indonesia)

Corporate Action YTD 2018

In January 2018, the Company signed an 8-years syndicated loan facility with amount of USD 75,000,000 (with the option to increase up to USD 130 Million) with Indonesia Exim Bank and Bangkok Bank. The loan purpose is for refinancing and business development. On February 2018, the Company drawdown USD 75 Million and fully prepaid the outstanding 2015 USD syndication loan.



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