COMMITTED TO
INNOVATE

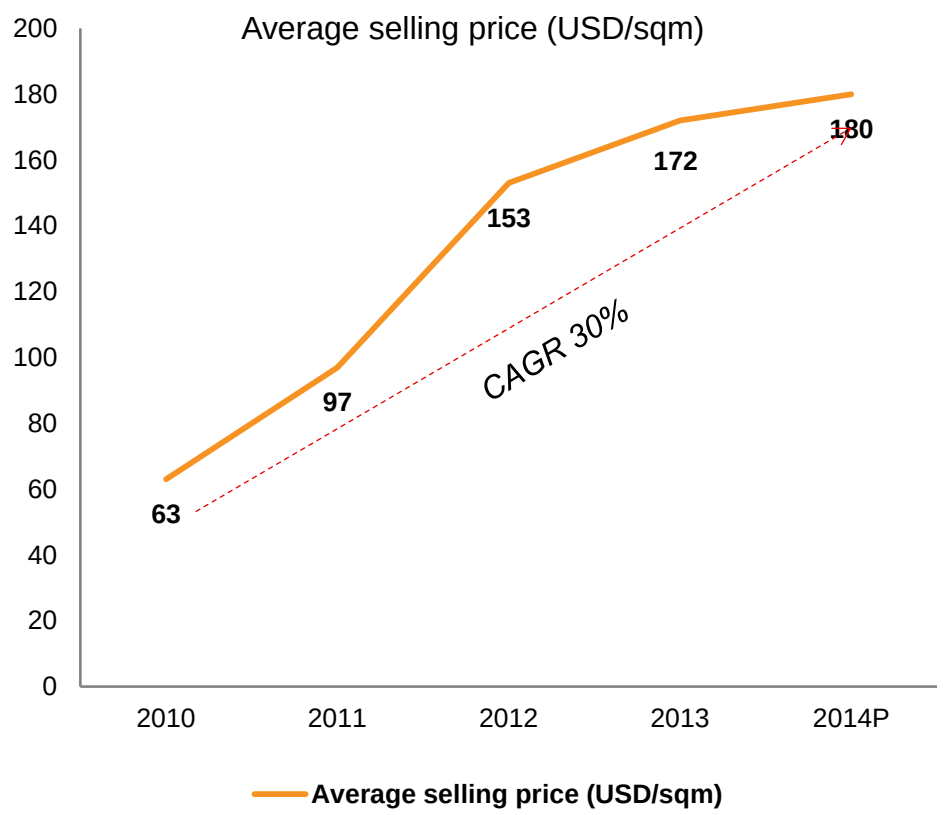
PT Bekasi Fajar Industrial Estate Tbk

INVESTOR HIGHLIGHTS

BEST.IJ 1H 2014

24 July 2014

Financial Summary



- 1H 2014 Marketing Sales: 10.8 Ha
- ASP improved from USD 175/sqm to USD 178/sqm. We are targeting USD 180/sqm ASP by the end of 2104
- 1H 2014 Accounting sales 11.0 Ha
- 1H 2014 Landbank: 932 Ha (gross), 675 Ha (nett)

Financial Summary

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	FY 2011	FY 2012	FY 2013	1H 2013	1H 2014
Inventories (IDR bn)	1,450	1,545	2,400	1,504	2,437
Total Assets (IDR bn)	1,644	2,286	3,360	2,982	3,343
Int. Bearing Loan (IDR bn)	251	227	542	536	515
Total Equity (IDR bn)	895	1,770	2,477	1,995	2,580
Sales (IDR bn)	476	965	1,324	444	244
Gross Profit (IDR bn)	194	570	946	324	169
EBITDA (IDR bn)	176	544	849	300	155
Net Profit (IDR bn)	120	470	744	263	125
ROAE	13.8%	35.3%	35.0%	15.6%	5.4%
Debt to Equity	0.3	0.1	0.2	0.3	0.2
EBITDA Margin	37.0%	56.4%	64.1%	67.6%	63.8%

Sales & Inventories

	FY 2011	FY 2012	FY 2013	1H 2013	1H 2014
Accounting land sales (ha)	84.6	96.1	74.0	27.2	11.0
Marketing land sales (ha)	105.6	102.8	60.0	44.3	10.8
Landbank – gross (ha)	805	868	938	859	932
Landbank – net (ha)	642	657	684	643	675
Avg. selling price (USD/sqm)	97	153	172	175	178

Thank You

PT Bekasi Fajar Industrial Estate Tbk.
Wisma Argo Manunggal 10th floor
Jl. Jend. Gatot Subroto Kav. 22, Jakarta 12930
www.bekasifajar.com
For further information please contact: investor.relations@bfie.co.id

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