



PT Bekasi Fajar Industrial Estate Tbk

Investor Highlight

October 2017



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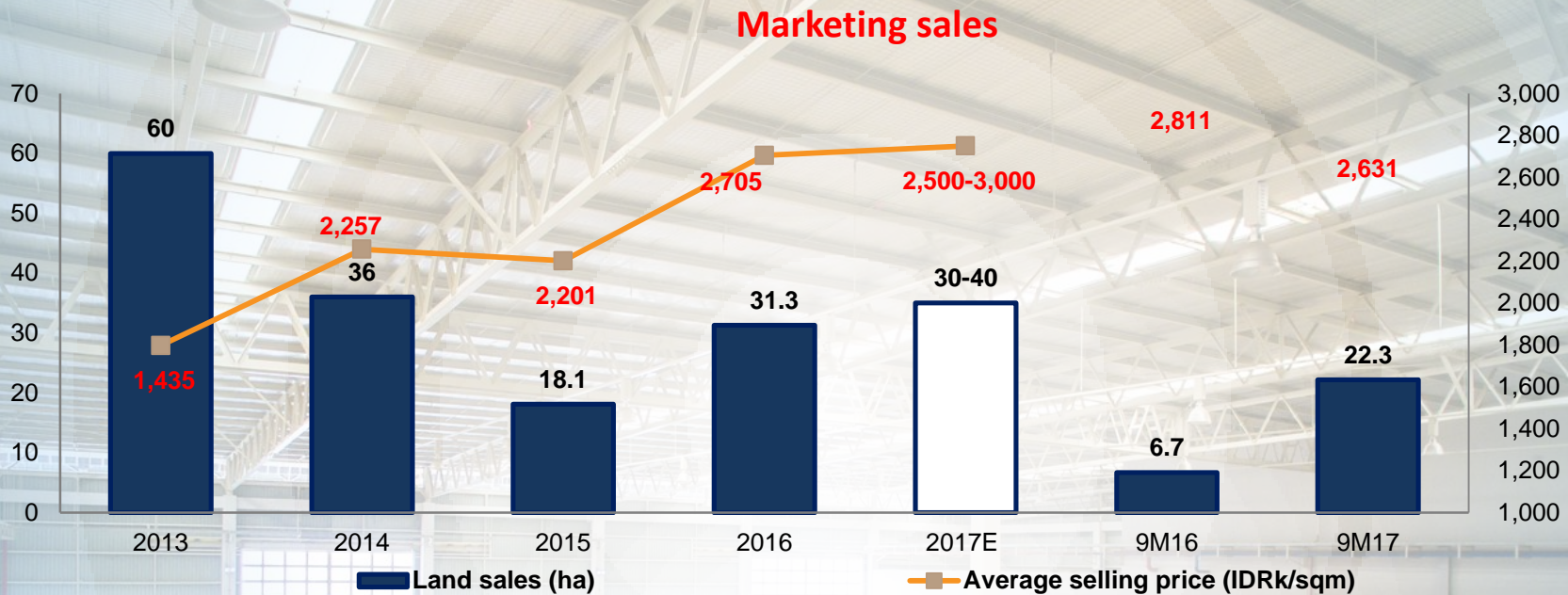
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Marketing Sales & Land Bank



		FY 2016	9M 2017	9M 2016
Marketing land sales	Area (ha)	31	22.3	6.7
Landbank	Gross (ha)	1,032	1,039	1,053
	Nett (ha)	721	720	729

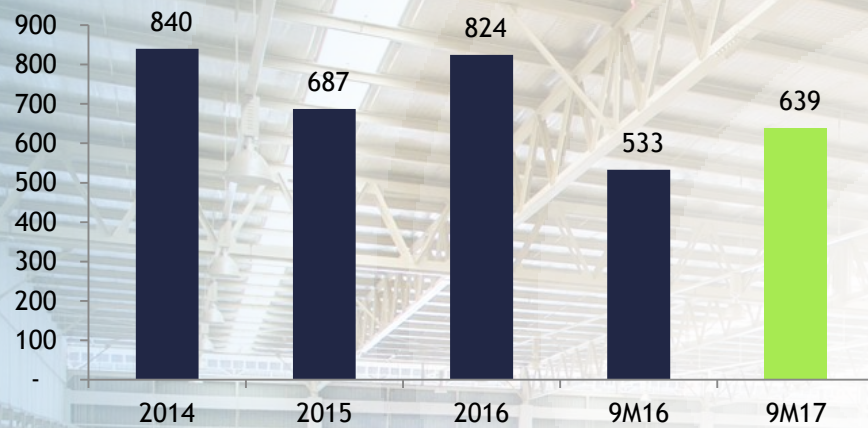
* Marketing sales YTD up to 24 Oct 17: 30.1 ha, ASP IDR2.65mio/sqm

- 2017 Marketing Sales Target increased by +/-20% compare to last year or approximately to be 30-40ha, ASP IDR 2.5-3mio/sqm.
- 9M 2017 marketing sales is contributed by the sale to local and Japanese companies from electronic, consumer, auto, and logistic sectors.
- Total inquiry as of Oct 2017 : 54 Ha

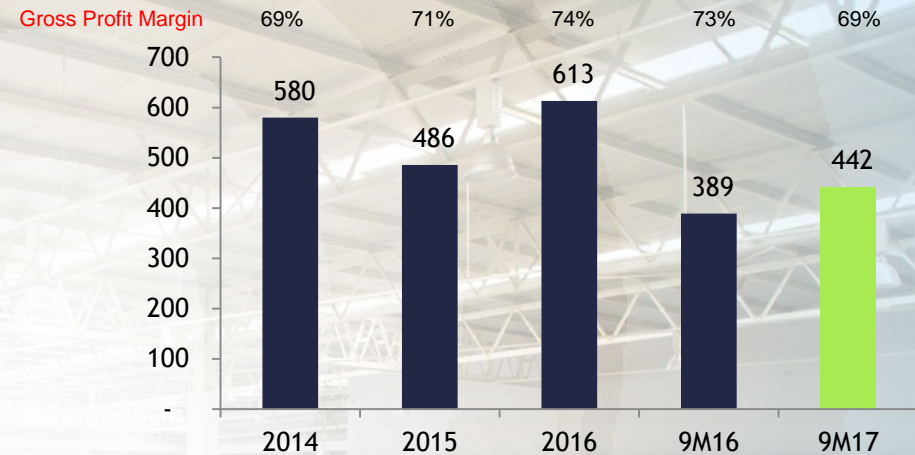


Financial Summary - High Profit Margin

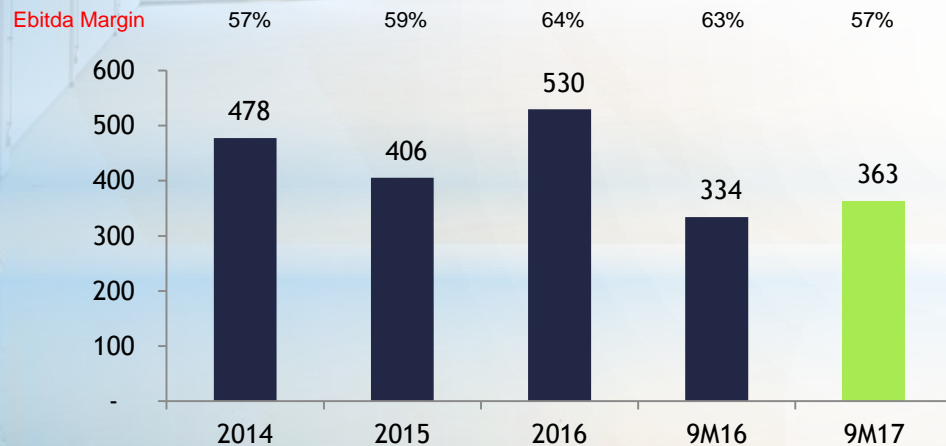
Sales (IDR bn)



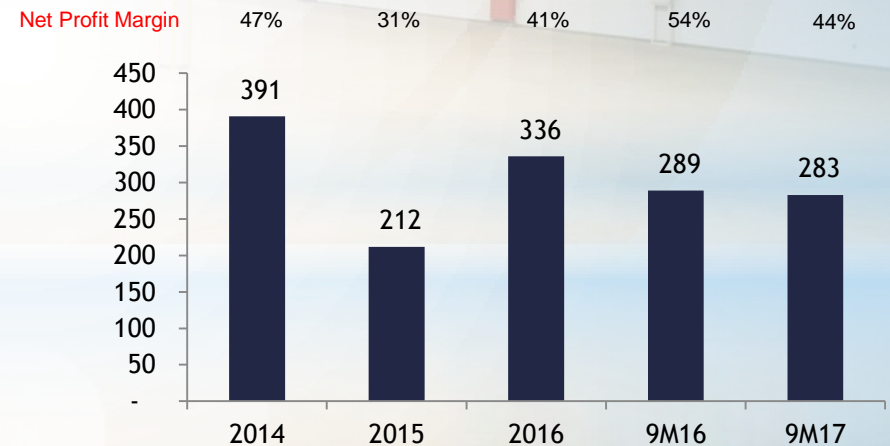
Gross Profit (IDR bn)



EBITDA (IDR bn)



Net Profit (IDR bn)



Financial Summary - Strong Balance Sheet

	FY 2014	FY 2015	FY 2016	9M17
Inventories (IDR bn)	2,493	3,103	3,583	4,046
Total Assets (IDR bn)	3,653	4,631	5,205	5,289
Int. Bearing Loan (IDR bn)	466	1,423	1,691	1,508
Total Liabilities (IDR bn)	803	1,589	1,815	1,640
Total Equity (IDR bn)	2,850	3,042	3,391	3,648
Net Debt (Cash)/Equity	0.1	0.3	0.4	0.3
LTM EBITDA/LTM Interest Expense	13.4	4.6	4.0	3.9
Return on Assets (LTM)	11%	5%	6%	6%
Return on Equity (LTM)	14%	7%	10%	9%





- The company has paid the cash dividend in July 2017 for a total amount IDR 33 Billion
- The company has completed divestment of 31% ownership in PT Daiwa Manunggal Logistik Properti to Daiwa House in September 2017 Total ownership after the sales is 20%



Thank You

PT Bekasi Fajar Industrial Estate Tbk.

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