



# **PT Bekasi Fajar Industrial Estate Tbk**

Investor Highlight

30 April 2015



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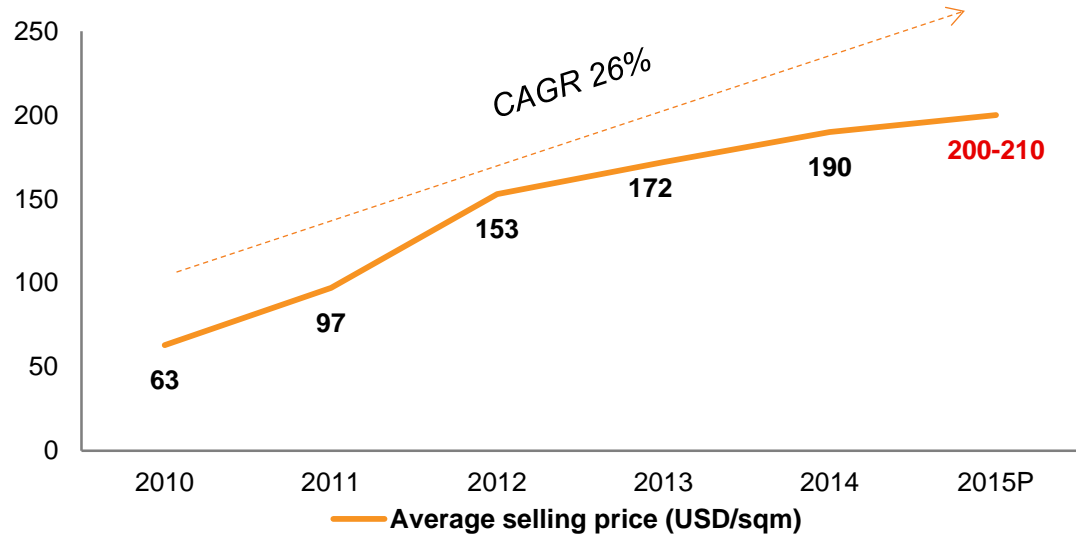
**1Q15 RESULTS**



**PT Bekasi Fajar Industrial Estate Tbk**

# 1 Marketing sales and Land bank

## Average Selling Price Trend



## 2015 marketing sales

2015 marketing sales target:

- Area : 35-40 hectares
- ASP : USD 200 – USD 210 per sqm

1Q2015 marketing sales:

- Area : 7.9 hectares
- ASP : USD 200 per sqm

	FY 2014	3M 2014	3M 2015
Accounting land sales (ha)	37.4	7.7	7.3
Marketing land sales (ha)	35.5	3.5	7.9
Avg. selling price (USD/sqm)	190	175	200
Landbank – gross (ha)	919	937	970
Landbank – net (ha)	658	681	692



	FY 2012	FY 2013	FY 2014	3M 2014	3M 2015
Inventories (IDR bn)	1,545	2,400	2,493	2,423	2,787
Total Assets (IDR bn)	2,286	3,360	3,653	3,273	4,785
Int. Bearing Loan (IDR bn)	227	542	466	480	1,502
Total Equity (IDR bn)	1,770	2,477	2,850	2,567	2,925
Sales (IDR bn)	965	1,333	840	159	178
Gross Profit (IDR bn)	570	953	580	106	130
EBITDA (IDR bn)	545	850	475	108	94
EBITDA – excl. Forex (IDR bn)	540	888	481	90	112
Net Profit (IDR bn)	470	744	391	90	75
Net Profit – excl. Forex (IDR bn)	465	782	397	72	93



	FY 2012	FY 2013	FY 2014	3M 2014	3M 2015
EBITDA Margin	56.4%	63.8%	56.5%	68.2%	53.0%
EBITDA Margin – excl. Forex	55.9%	66.6%	57.3%	56.9%	62.8%
Net Margin	48.7%	55.8%	46.5%	56.9%	42.3%
Net Margin – excl. Forex	48.2%	58.6%	47.3%	45.6%	52.2%
Net Debt (Cash)/Equity	(0.2)	(0.0)	0.1	0.1	0.2
EBITDA/Int. Expenses	23.4	25.1	13.2	12.0	10.2
EBITDA – excl. Forex EBITDA/ Int. Expenses	23.2	26.2	13.4	10.0	12.1





Thank You

**PT Bekasi Fajar Industrial Estate Tbk.**

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