



PT Bekasi Fajar Industrial Estate Tbk

Investor Highlight

August 2017



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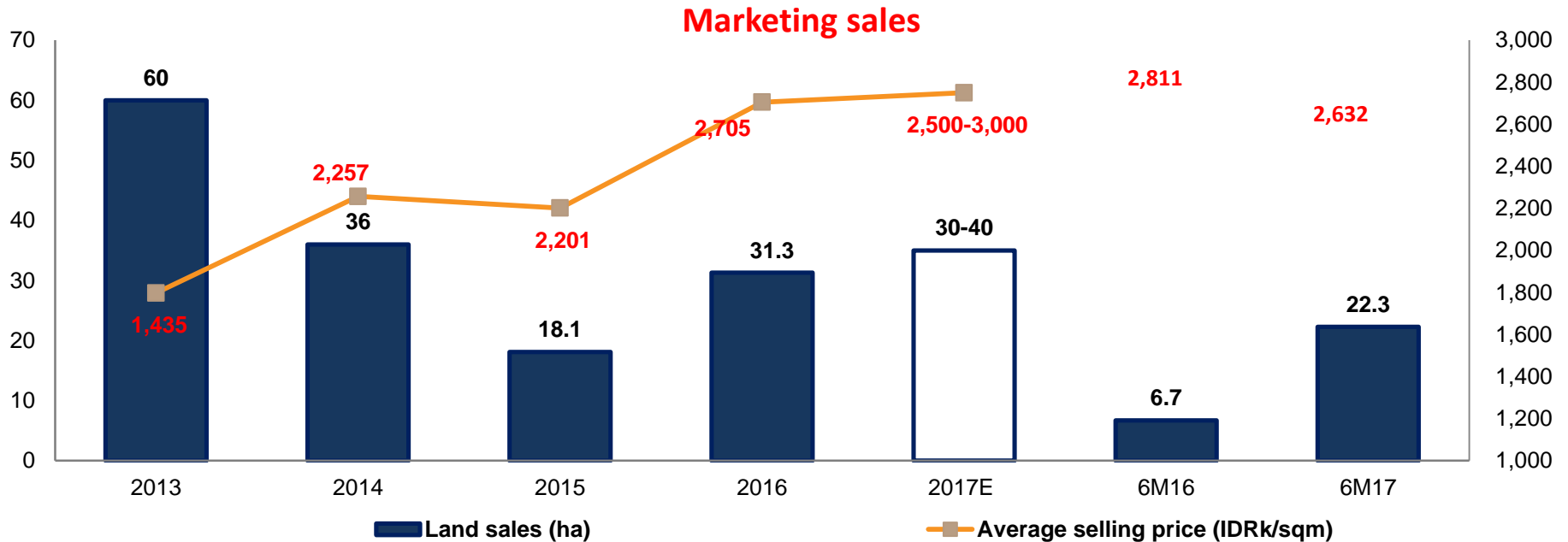


6M 2017 RESULTS



PT Bekasi Fajar Industrial Estate Tbk

1 Marketing sales and Land bank



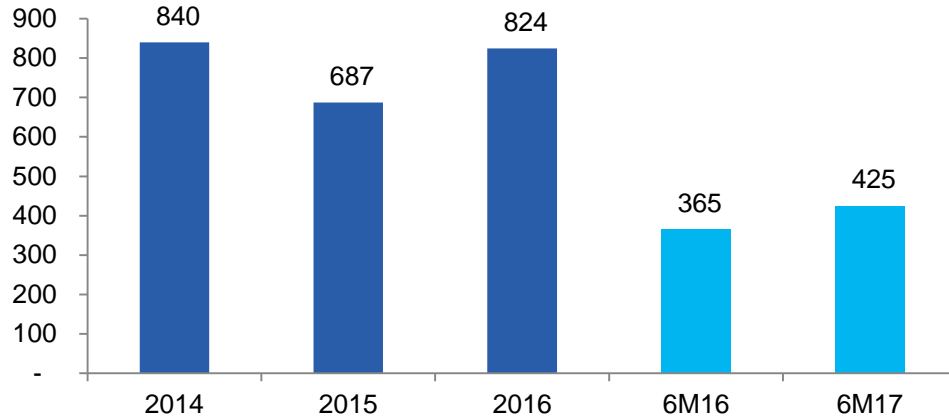
	FY 2016	6M 2016	6M 2017
Accounting land sales (ha)	27.5	11.8	15.7
Marketing land sales (ha)	31.3	6.7	22.3
Landbank – gross (ha)	1,036	954	1,047
Landbank – net (ha)	724	671	727

- 2017 Marketing Sales Target increased by +/- 20% compare to last year or approximately to be 30-40ha, ASP IDR 2.5-3mio/sqm
- 6M 2017 marketing sales is contributed by the sale to local and Japanese companies from electronic, consumer, auto, and logistic sectors.
- Significant Inquiry level as per August 2017 is **62 ha**

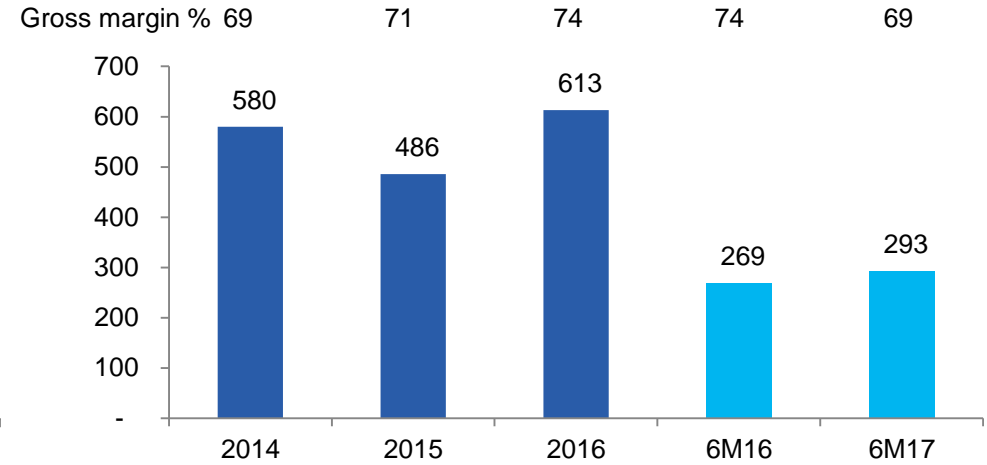


2 Financial Summary – High Profit Margin

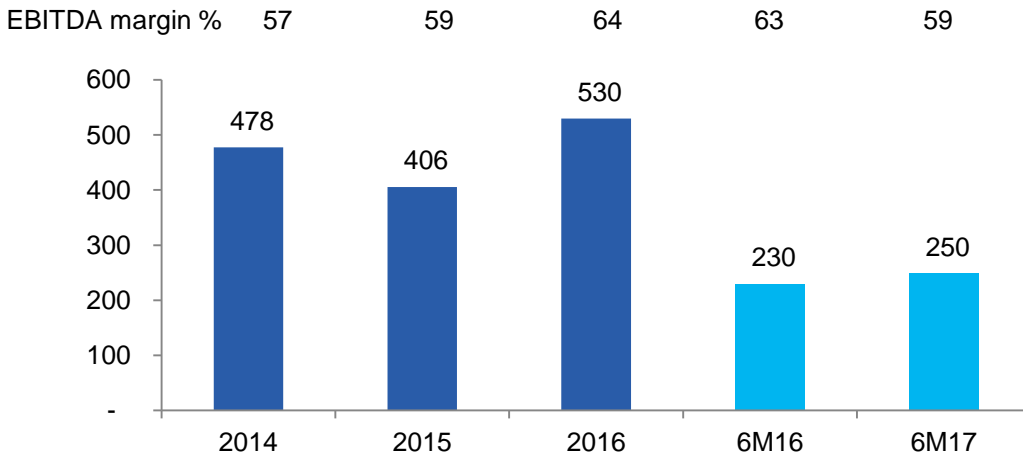
Sales (IDR bn)



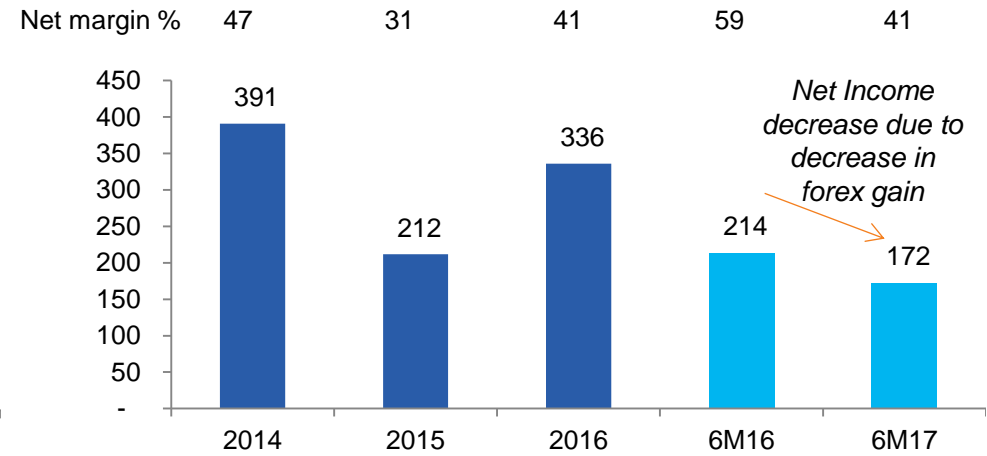
Gross Profit (IDR bn)



EBITDA (IDR bn)



Net Profit (IDR bn)



	FY 2014	FY 2015	FY 2016	6M17
Inventories (IDR bn)	2,493	3,103	3,583	3,990
Total Assets (IDR bn)	3,653	4,631	5,205	5,350
Int. Bearing Loan (IDR bn)	466	1,423	1,691	1,599
Total Liabilities (IDR bn)	803	1,589	1,815	1,813
Total Equity (IDR bn)	2,850	3,042	3,391	3,537
Net Debt (Cash)/Equity	0.1	0.3	0.4	0.4
LTM EBITDA/LTM Interest Expense	13.4	4.6	4.0	3.8
Return on Assets (LTM)	11%	5%	6%	6%
Return on Equity (LTM)	14%	7%	10%	8%



General Meeting of Shareholder 8 June 2017

- Some of the decisions as follow:
 - Approved the 2016 Net profit for:
 - Reserve of IDR 26 bio to comply with Law Number 40 of 2007 on Limited Liability Companies
 - Cash dividend of IDR 33bio (IDR3.43/share, pay out ratio 9.8%)
 - Assigning Mr. Wijaya Surya as Independent Director and reappointed members of the Board of Commissioners and Directors with the terms until the close of the General Meeting of Shareholders to be held in 2019



Thank You

PT Bekasi Fajar Industrial Estate Tbk.

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