



PT Bekasi Fajar Industrial Estate Tbk

Investor Highlight

28 April 2016



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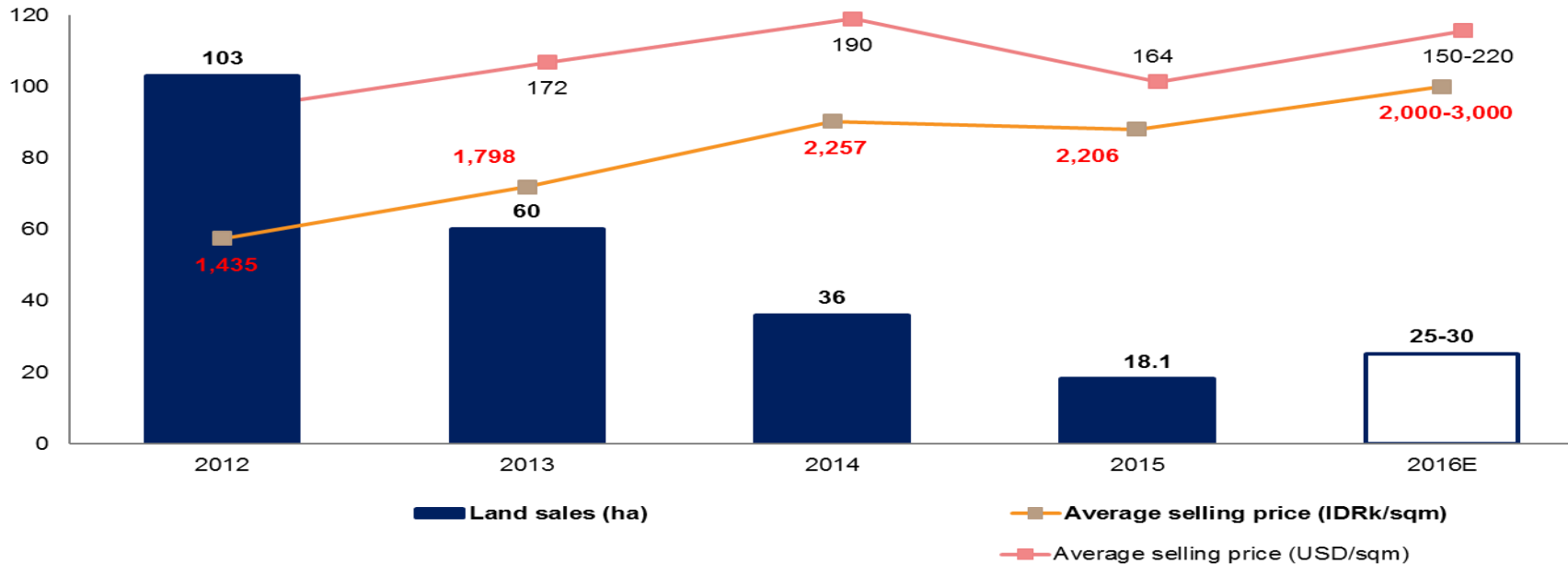
3M 2016 RESULTS



PT Bekasi Fajar Industrial Estate Tbk

1 Marketing sales and Land bank

Marketing sales



	FY 2015	1Q15	1Q16
Accounting land sales (ha)	27.8	7.3	6.4
Marketing land sales (ha)	18.1	8.0	-
Avg. selling price (USD/sqm)	164	200	-
Avg. selling price (IDR/sqm)*	2,206	2,561	-
Landbank – gross (ha)	965	970	959
Landbank – net (ha)	682	692	676

* Starting from July 2016, Indonesia Central Bank requires the use of IDR Rupiah as transaction currencies

The historical ASP in IDR is calculated using the exchange rate during the time of transaction



	FY 2013	FY 2014	FY 2015	3M 2015	3M 2016
Inventories (IDR bn)	2,400	2,493	3,103	2,787	3,076
Total Assets (IDR bn)	3,360	3,653	4,631	4,785	4,637
Int. Bearing Loan (IDR bn)	542	466	1,423	1,502	1,311
Total Equity (IDR bn)	2,477	2,850	3,042	2,925	3,166
Net Sales (IDR bn)*	1,269	801	656	170	176
Gross Profit (IDR bn)*	888	541	455	122	118
EBITDA (IDR bn)	850	475	345	95	153
EBITDA – excl. Forex (IDR bn)	888	481	415	113	110
Net Profit (IDR bn)	744	391	212	75	124
Net Profit – excl. Forex (IDR bn)	782	397	282	93	80

	FY 2013	FY 2014	FY 2015	3M 2015	3M 2016
EBITDA Margin **	67%	59%	53%	56%	87%
EBITDA Margin – excl. Forex **	70%	60%	63%	66%	63%
Net Margin**	59%	49%	32%	44%	70%
Net Margin – excl. Forex**	62%	50%	43%	55%	46%
Net Debt (Cash)/Equity	(0.0)	0.1	0.3	0.2	0.3
LTM EBITDA – excl. Forex EBITDA/LTM Interest Expense	26.2	13.4	4.6	13.9	4.1

* The Company applied SFAS 46 in Financial Statements 30 September 2015, where final income tax related to land sales and rental income is deducted from sales. The gross profit shown therefore is net of the final income tax. Previous periods figures are adjusted for comparative purpose

** Calculated using net sales (after final income tax deduction)





Thank You

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