



PT Bekasi Fajar Industrial Estate Tbk

Investor Highlight

October 2016



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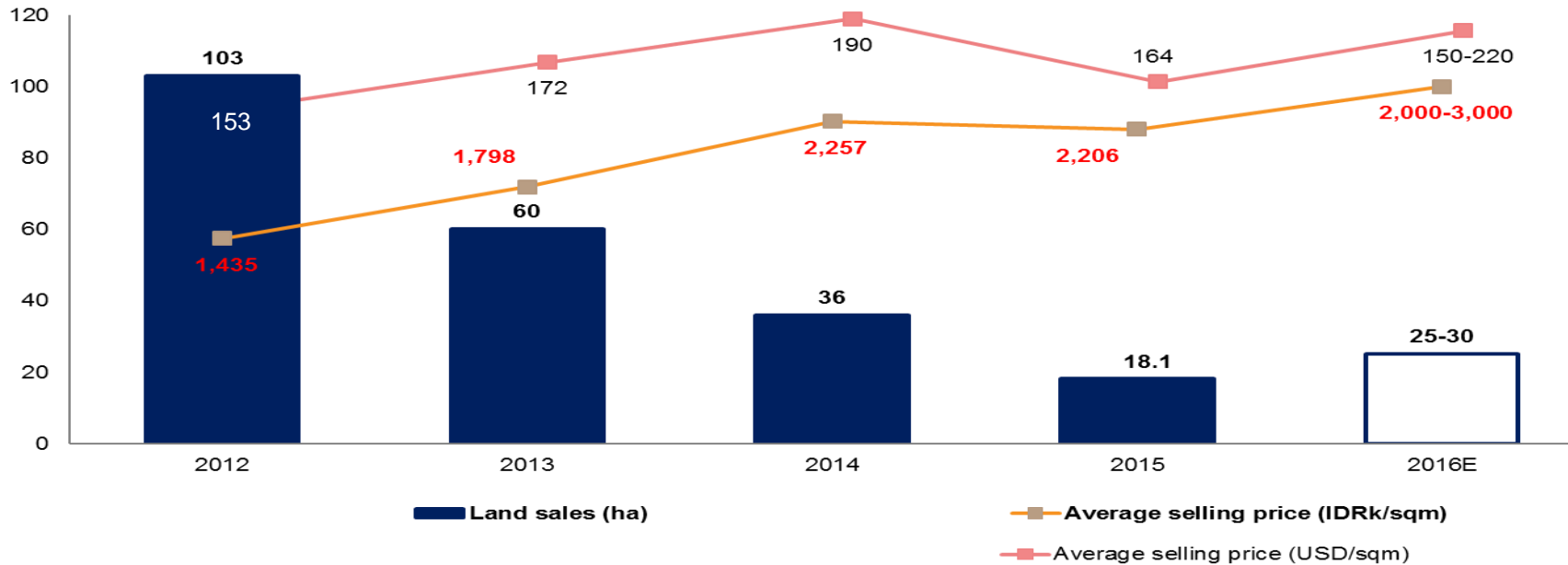
9M 2016 RESULTS



PT Bekasi Fajar Industrial Estate Tbk

1 Marketing sales and Land bank

Marketing sales



	FY 2015	9M15	9M16
Accounting land sales (ha)	27.8	16.3	17.4
Marketing land sales (ha)	18.1	7.9	6.7
Avg. selling price (USD/sqm)	164	200	211
Avg. selling price (IDR k/sqm)*	2,206	2,628	2,811
Landbank – gross (ha)	965	975	1,033
Landbank – net (ha)	682	692	724

* Starting from July 2015, 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	9M 2015	9M 2016
Inventories (IDR bn)	2,400	2,493	3,103	3,056	3,546
Total Assets (IDR bn)	3,360	3,653	4,631	4,612	5,125
Int. Bearing Loan (IDR bn)	542	466	1,423	1,570	1,692
Total Equity (IDR bn)	2,477	2,850	3,042	2,893	3,325
Net Sales (IDR bn)	1,269	801	656	444	511
Gross Profit (IDR bn)	888	541	455	319	367
EBITDA (IDR bn)	888	481	415	286	332
Net Profit (IDR bn)	744	391	212	65	295
Net Profit – excl. Forex (IDR bn)	782	397	282	202	228



	FY 2013	FY 2014	FY 2015	9M 2015	9M 2016
EBITDA Margin	70%	60%	63%	64%	65%
Net Margin	59%	49%	32%	15%	58%
Net Debt (Cash)/Equity	(0.0)	0.1	0.3	0.3	0.4
LTM EBITDA/LTM Interest Expense	26.2	13.4	4.6	6.4	4.2

* Since 2015, The Company applied SFAS 46 where final income tax related to land sales and rental income is deducted from sales. Previous periods figures are adjusted for comparative purpose

** Margins are calculated using net sales (after final income tax deduction)





Thank You

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