



PT Bekasi Fajar Industrial Estate Tbk

Paparan Publik

Auditorium Serba Guna,
Kawasan Industri MM2100

2 Juni 2016



Company Disclaimer

Company Disclaimer

This confidential document (the “**Presentation**”) and the information contained herein do not constitute or form part of and should not be construed as, an offer to sell or issue or the solicitation of an offer to buy or acquire any securities of PT Bekasi Fajar Industrial Estate Tbk (the “**Company**”) or any of its subsidiaries or affiliates in any jurisdiction or an inducement to enter into investment activity. No part of this document, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained herein. None of the Company or any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with the document. This Presentation is highly confidential and being given solely for your information and for your use and may not be shared, copied, reproduced or redistributed to any other person in any manner.

This Presentation contains “forward-looking statements”, which include all statements other than statements of historical facts, including, without limitation, any statements preceded by, followed by or that include forward-looking terms such as “targets”, “believes”, “expects”, “plans”, “intends”, “anticipates”, “projects”, “aims”, “seeks”, “may”, “will”, “would”, “should”, “could” or similar expressions or the negative thereof. However, these words are not exclusive means of identifying forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond the Company’s control that could cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements, including, among others, financial forecasts, profit projections, the achievement of anticipated levels of profitability, growth, cost and synergy of recent acquisitions, the impact of competitive pricing, the ability to obtain necessary regulatory approvals and licences, the impact of developments in the economic, political and legal environment of Indonesia and/or Singapore, volatility in stock markets or in the price of the Company’s shares, financial risk management and the impact of general business and global economic conditions. You are cautioned not to place undue reliance on these forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding the Company’s present and future business strategies and the environment in which the Company will operate in the future. Any opinions expressed in this Presentation are subject to change without notice and may differ, or be contrary to, opinions expressed by other business areas or groups of the Company as a result of using different assumptions and criterion. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. These forward-looking statements speak only as at the date as of which they are made, and the Company expressly disclaims any responsibility, and undertakes no obligation, to update or revise any forward-looking statements contained herein to reflect any change in the Company’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statements are based. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future.

Neither the Company, nor any of its agents, employees or advisers intends or has any responsibility, duty or obligation to supplement, amend, update or revise any of the forward-looking statements contained in this Presentation.

The information contained in this Presentation is provided as at the date of this document and is subject to change without notice. This Presentation is for information purposes only. This Presentation contains data sourced from and the views of independent third parties. In replicating such data in this Presentation, the Company has not independently verified any of such data and there can be no assurance as to the accuracy or completeness of such data. Accordingly, the Company makes no representation (whether express or implied) as to, and no reliance should be placed on, the accuracy or completeness of such data, information or opinions contained in this Presentation. The replication of any views in this Presentation should be not treated as an indication that the Company agrees with or concurs with such views. It is not the Company’s intention to provide, and you may not rely on these materials as providing, a complete or comprehensive analysis of the Company’s financial or trading position or prospects.

Any securities, financial instruments or strategies of the Company mentioned herein may not be suitable for all investors. Any recipient of this Presentation must make its own independent decision regarding any such securities or financial instruments.

By accepting access to any copy of the slides presented (whether in hard copy or electronic form), and by attending this Presentation, you agree to be bound by the foregoing limitations and to maintain absolute confidentiality regarding the information disclosed in these materials. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

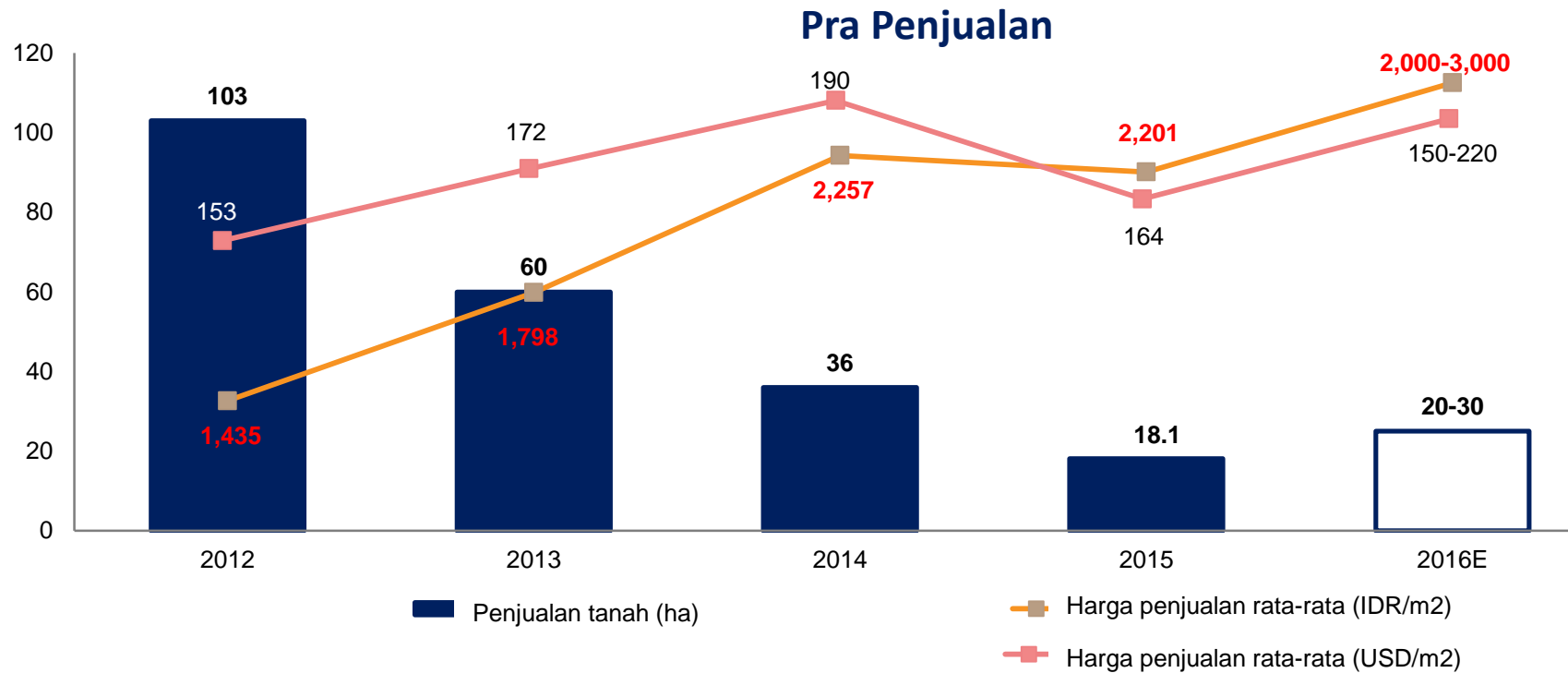




Kinerja dan Strategi



PT Bekasi Fajar Industrial Estate Tbk



	FY 2014	FY 2015	1Q15	1Q16
Pra Penjualan (ha)	35.5	18.1	8.0	-
Harga penjualan rata-rata (USD/m ²)	190	164	200	-
Harga penjualan rata-rata (IDR/m ²)*	2,257	2,201	2,561	-
Landbank – gross (ha)	919	965	970	959
Landbank – net (ha)	658	682	692	676

* Per Juli 2015, BI mewajibkan penggunaan Rupiah untuk transaksi di Indonesia

Harga penjualan rata-rata historis dalam Rupiah dihitung berdasarkan nilai tukar pada saat transaksi



Kinerja Keuangan dan Operasional

<i>(dalam IDR milyar)</i>	FY 2013	FY 2014	FY 2015	3M 2015	3M 2016
Persediaan	2,400	2,493	3,103	2,787	3,076
Total Aset	3,360	3,653	4,631	4,785	4,637
Hutang Bank	542	466	1,423	1,502	1,311
Total Ekuitas	2,477	2,850	3,042	2,925	3,166
Pendapatan Bersih *	1,269	801	656	170	176
Laba Kotor *	888	541	455	122	118
EBITDA	850	475	345	95	153
EBITDA – di luar forex	888	481	415	113	110
Laba Bersih	744	391	212	75	124
Laba Bersih – di luar forex	782	397	282	93	80



Kinerja Keuangan dan Operasional

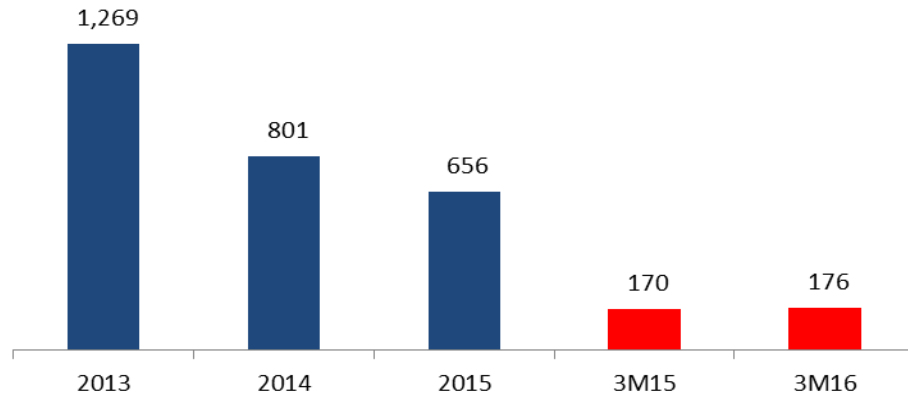
<i>(dalam IDR milyar)</i>	FY 2013	FY 2014	FY 2015	3M 2015	3M 2016
Marjin EBITDA **	67%	59%	53%	56%	87%
Marjin EBITDA – di luar forex **	70%	60%	63%	66%	63%
Marjin Laba Bersih**	59%	49%	32%	44%	70%
Marjin Laba Bersih – di luar forex**	62%	50%	43%	55%	46%
Ratio Pinjaman terhadap Ekuitas	(0.0)	0.1	0.3	0.2	0.3
Ratio LTM EBITDA – di luar forex terhadap LTM Beban Keuangan	26.2	13.4	4.6	13.9	4.1

* Perusahaan mulai menerapkan PSAK 46 dalam Laporan Keuangan 2015, dimana pajak final terkait penjualan tanah dan sewa dikurangi dari pendapatan. Laba kotor yang ditampilkan telah dikurangi pajak final tersebut. Nilai pada periode sebelumnya disesuaikan untuk tujuan komparatif

** Marjin dihitung dari pendapatan bersih (setelah dikurangi pajak final)

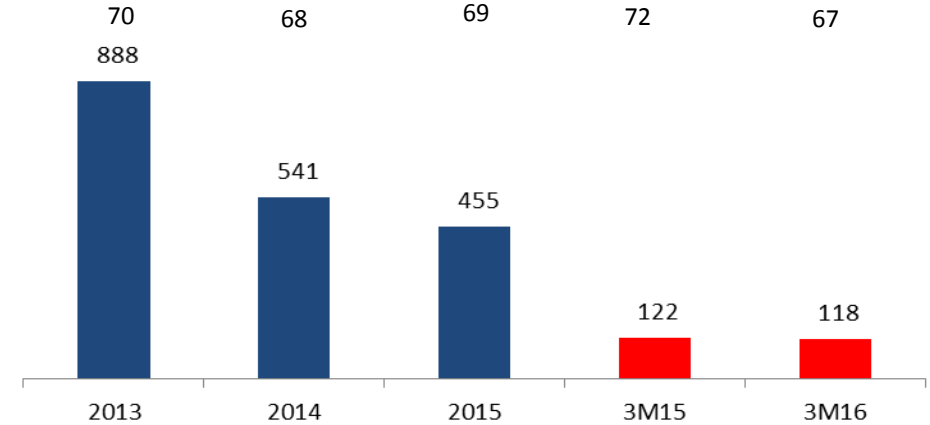


Pendapatan Bersih (IDR milyar)



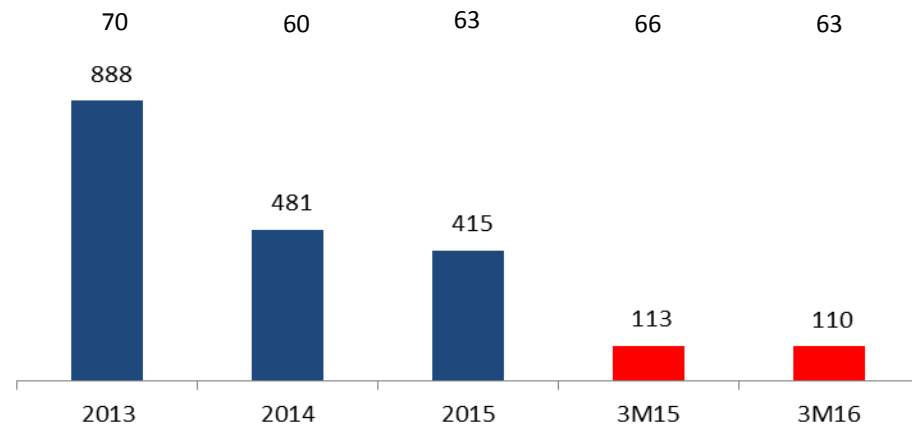
Laba Kotor (IDR milyar)

Marjin laba kotor (%) – dari pendapatan bersih (%):



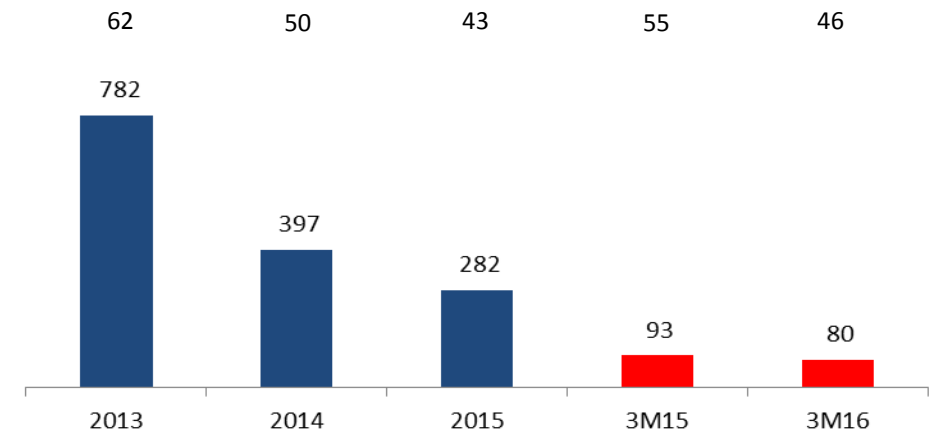
EBITDA – di luar forex (IDR milyar)

Marjin EBITDA – di luar forex (%):



Laba bersih – di luar forex (IDR milyar)

Marjin laba bersih – dari pendapatan bersih(%):



Strategi Jangka Menengah dan Panjang

Tetap fokus pada pengembangan kawasan industri sebagai bisnis utama dan memulai bisnis pendukung sebagai penyokong kawasan industri



Standard Factory Building Rental

- Tahap pertama telah selesai dibangun di tahun 2015
- Luas tanah 20.000m²
- Total luas yang disewakan (NLA) 10.000m², telah disewakan 2.000m².
- Investasi bangunan: IDR 71 milyar

Strategi Jangka Menengah dan Panjang

Tetap fokus pada pengembangan kawasan industri sebagai bisnis utama dan memulai bisnis pendukung sebagai penyokong kawasan industri

Business Hotel

- Target selesai: kuartal 4 2016
- Luas tanah: 3.600m²
- Luas bangunan: 7.850m²
- 193 kamar
- Investasi: IDR 130 milyar



Strategi Jangka Menengah dan Panjang

Tetap fokus pada pengembangan kawasan industri sebagai bisnis utama dan memulai bisnis pendukung sebagai penyokong kawasan industri



Gudang modern (Tahap 1)

- JV BEST dengan Daiwa House
- Target selesai: kuartal 3 2016
- Total luas yang disewakan (NLA) 25.000m²
- Investasi tanah dan bangunan (porsi BEST): IDR 145 milyar



Tanya Jawab



PT Bekasi Fajar Industrial Estate Tbk



Terima Kasih

PT Bekasi Fajar Industrial Estate Tbk.

Wisma Argo Manunggal 10th floor

Jl. Jend. Gatot Subroto Kav. 22, Jakarta 12930

www.bekasifajar.com

Untuk informasi lebih lanjut hubungi: investor.relations@bfie.co.id

