

PT Bekasi Fajar Industrial Estate Tbk

Investor Highlights
31 December 2018



BeFa

INDUSTRIAL
ESTATE

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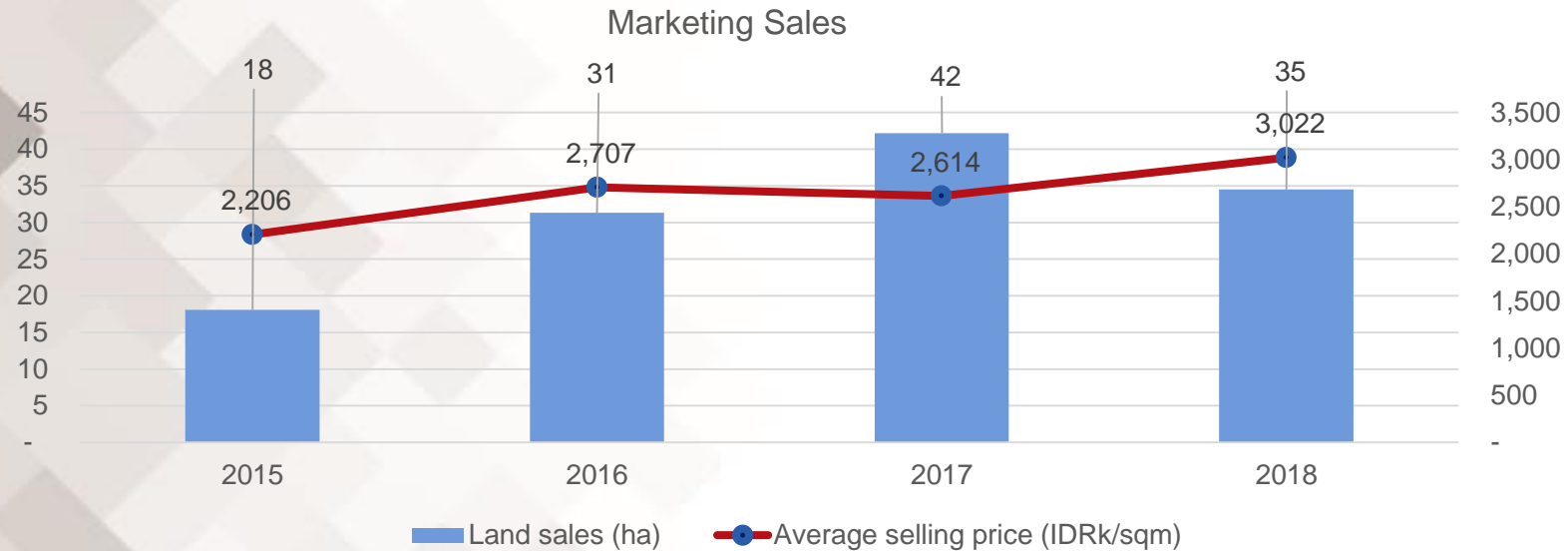
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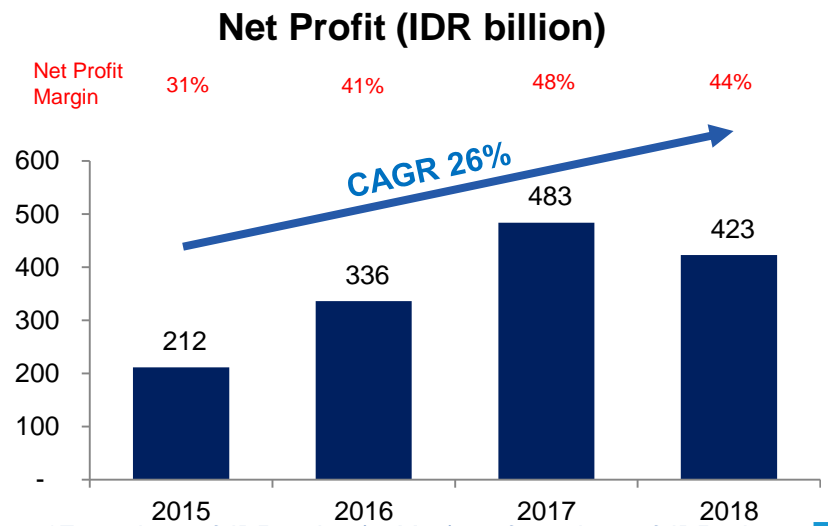
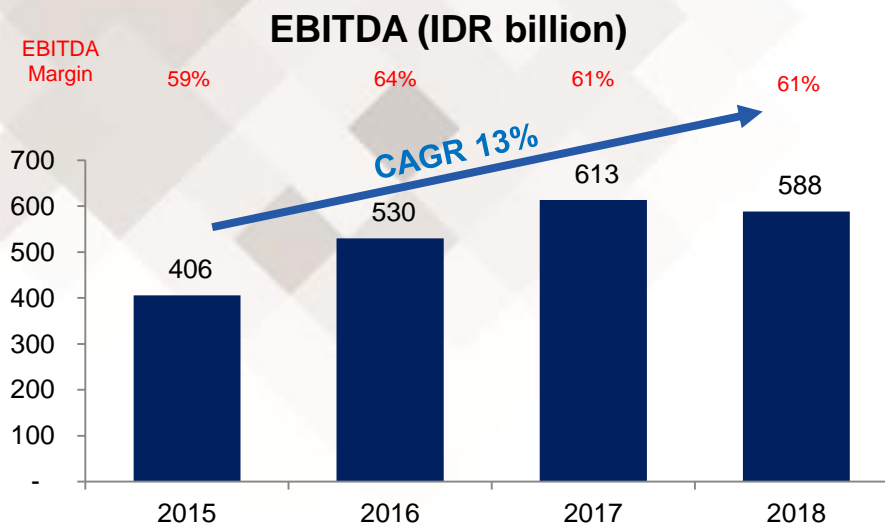
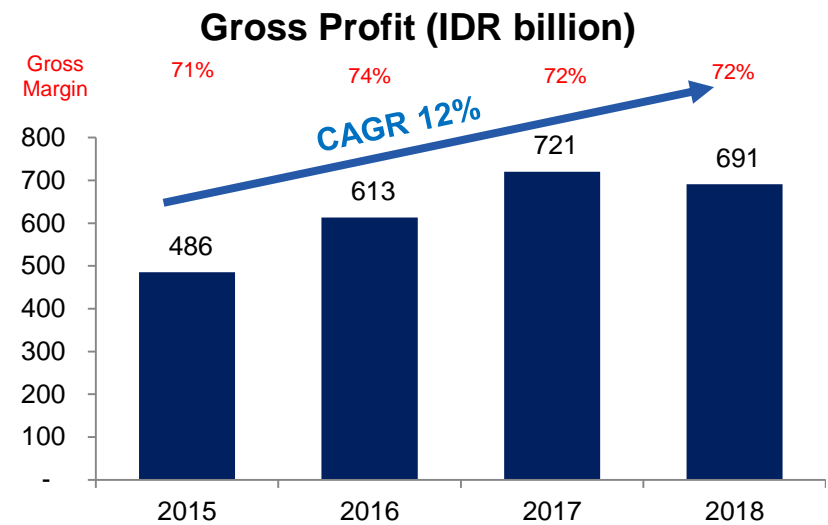
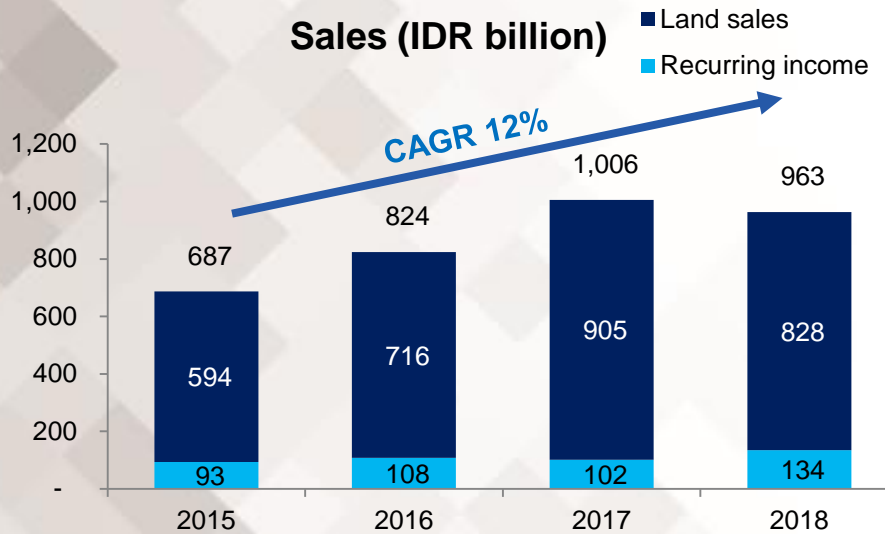
Marketing sales and land bank



		FY17	FY18
Marketing Land Sales	Area (ha)	42	35
	ASP (IDRk/sqm)	2,614	3,022
Accounting Land Sales	Area (ha)	36	29
	ASP (IDRk/sqm)	2,512	2,880
Landbank	Gross (ha)	1,057	1,051
	Nett (ha)	730	716
	Addition (ha)	51	22

- The Company achieve 2018 target of 35-45ha and average selling price target of IDR 2.6-3.2 million /sqm.
- Total 2018 marketing sales is IDR 1.04 trillion from 35ha of land sales and average selling price of IDR 3.0 million/sqm.
- 4Q18 marketing sales of 26ha is contributed by sales to Japanese warehousing company and to Japanese packaging company.
- *Total inquiry as of March 2019: 96Ha*

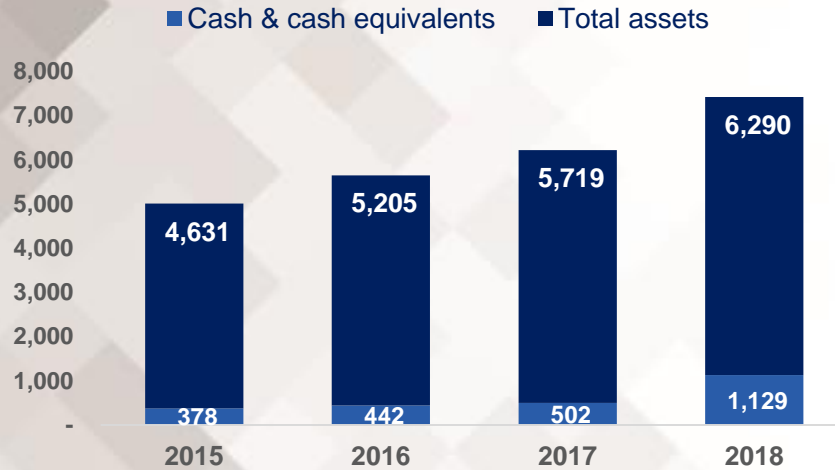
Financial Summary



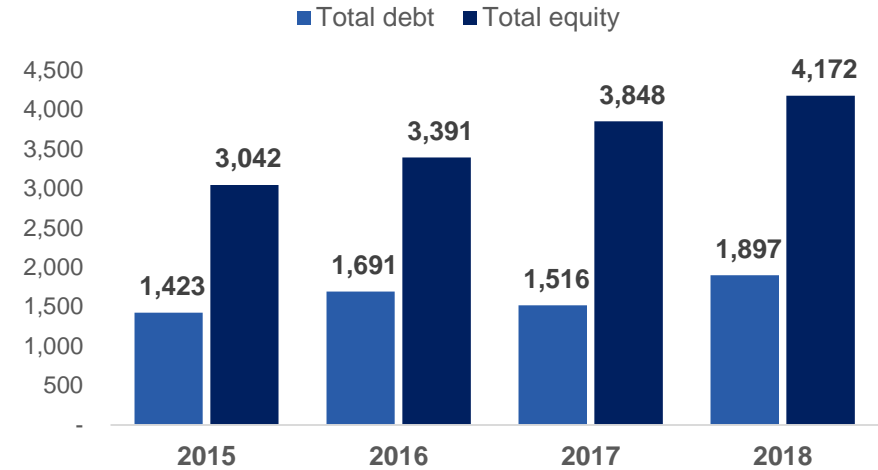
*Forex loss of IDR 35bn (12M18) vs forex loss of IDR 4bn (12M17)

Financial Summary

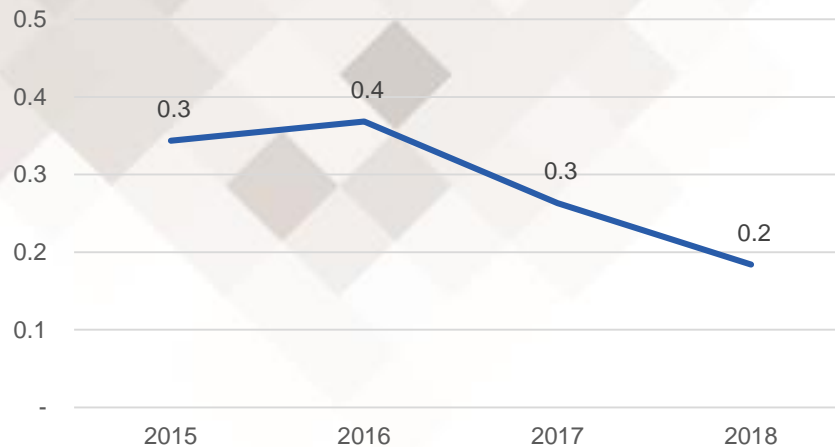
Cash and Total Assets (IDR Billion)



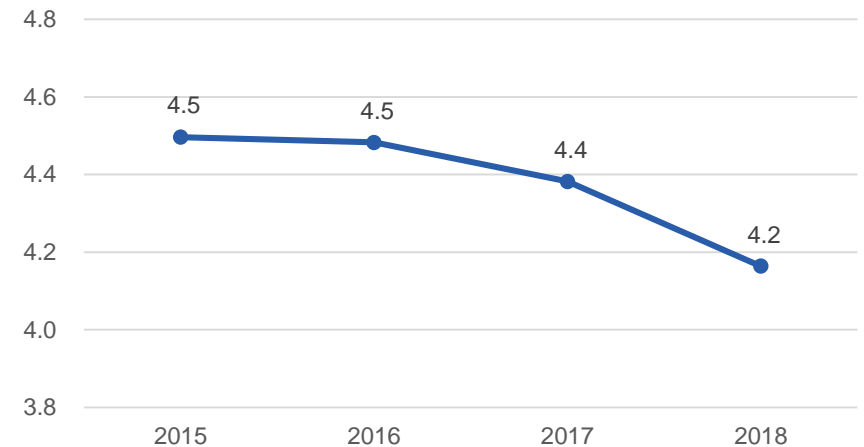
Total Debt and Total Equity (IDR Billion)



Net Debt (Cash) to Equity



EBITDA to Interest Expense Ratio



2018 Milestones

BEFA SQUARE OPENING

BeFa Square office building in MM2100 commercial area started to operate with NLA of 5,531 sqm

CELECTON - ENSO

Appointed Celecton Japan as Enso Hotel operator

February 2018

USD SYNDICATION LOAN REPACKAGE

Completed refinancing existing USD syndication loan by entering a new USD syndication loan of USD 75 million (with green shoe option of USD 55 million or total USD 130 Million) with tenor of 8 years

April 2018

CASH DIVIDEND

Distributed cash dividend of IDR 96bn (20% payout ratio)

June 2018

October 2018

USD SYNDICATION LOAN – GREEN SHOE OPTION

Completed increase commitment on Green Shoe Option of USD Syndication Loan and drawdown USD 22 million (followed by drawdown of USD 8 million in January 2019)

December 2018

DIVESTMENT OF DMLP

Executed divestment of 10% Divestment of DMLP with transaction value of IDR 81 bn and resulted in gain of IDR 35 bn

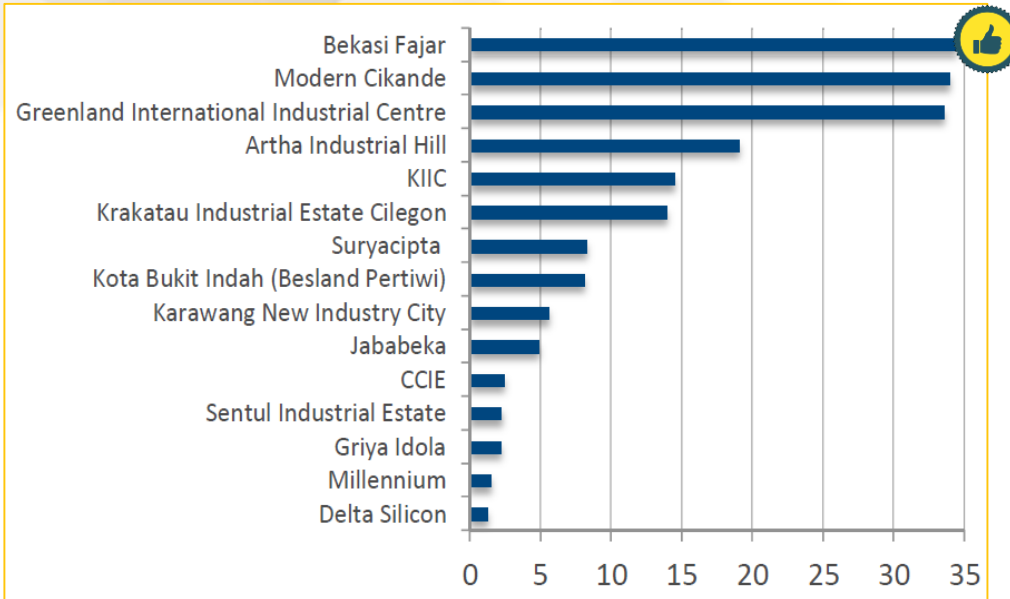
2018 Achievements



Indonesia Best Public Companies Award 2018

in category Property, Real Estate & Building Construction

- *Warta Ekonomi* -



#1 Top Selling Industrial Estate 2018

- *Colliers International Research* -



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