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INDUSTRIAL
ESTATE

PT Bekasi Fajar Industrial Estate Tbk

Investor Highlights

3M-2019

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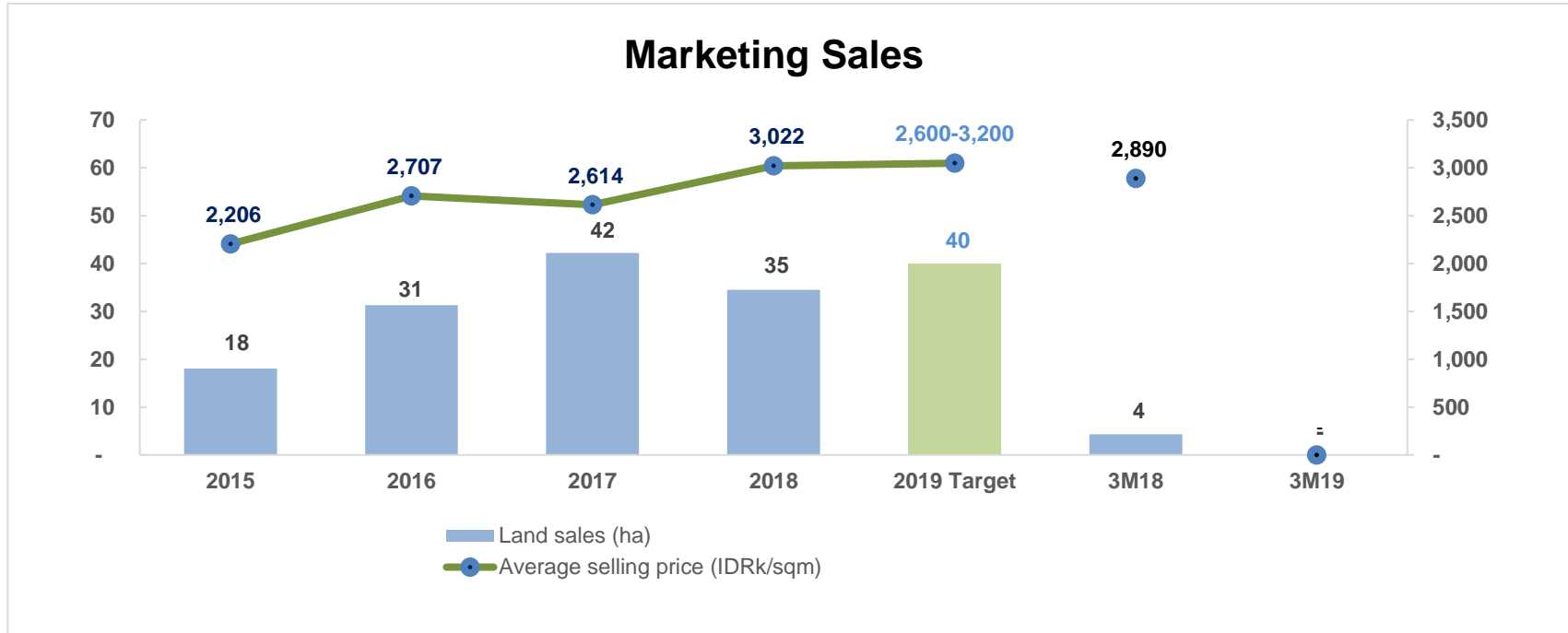
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Sales and land bank



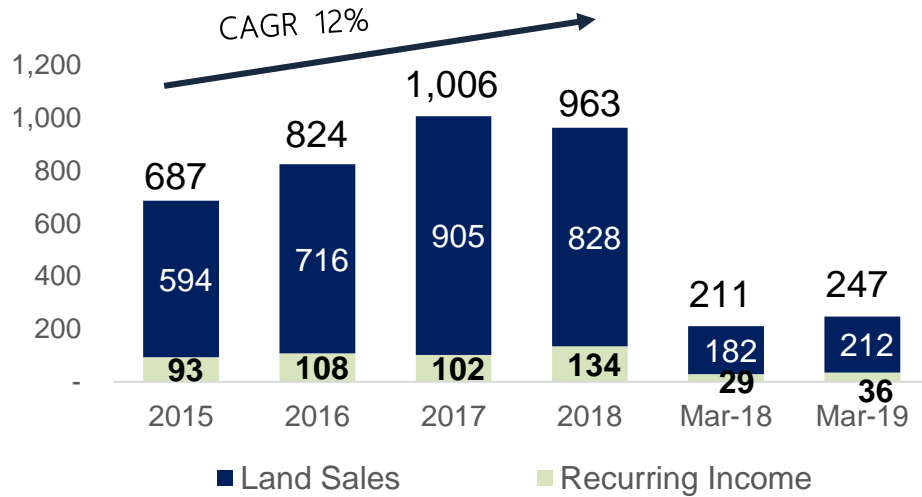
		FY18	3M18	3M19
Marketing Land Sales	Area (ha)	35	4	-
	ASP (IDRk/sqm)	3,022	2,890	-
Accounting Land Sales	Area (ha)	29	7	16
	ASP (IDRk/sqm)	2,880	2,679	1,300
Landbank	Gross (ha)	1,051	1,054	1,045
	Nett (ha)	716	725	707
	Addition (ha)	22	4	11

- The Company 2019 marketing sales target is 40 hectares with ASP of IDR 2.6-3.2mn/sqm
- In 3M19, the Company has not sold any industrial land plots yet
- 3M19 accounting sales includes 2.4 hectares sales of industrial land and 13.7 hectares sales of raw land
- *Total inquiry as of April 2019: 81 hectares*

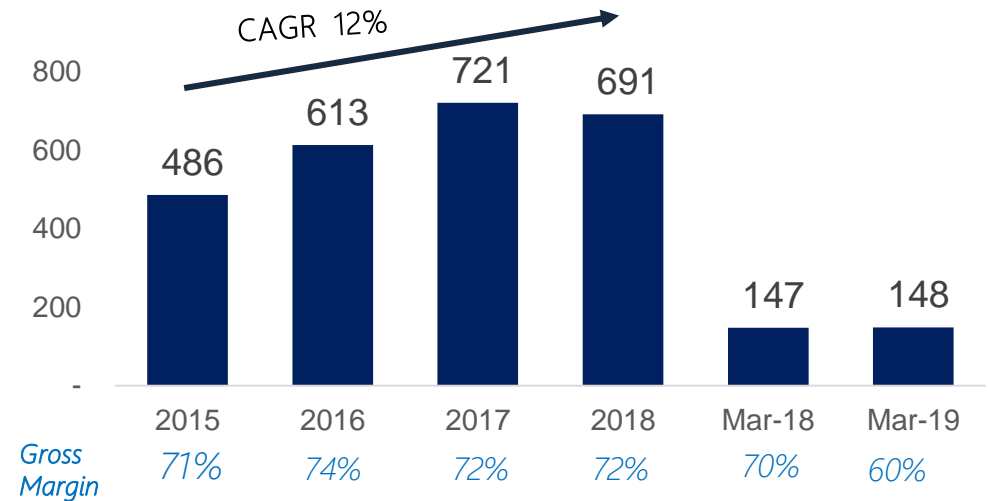
Financial Summary



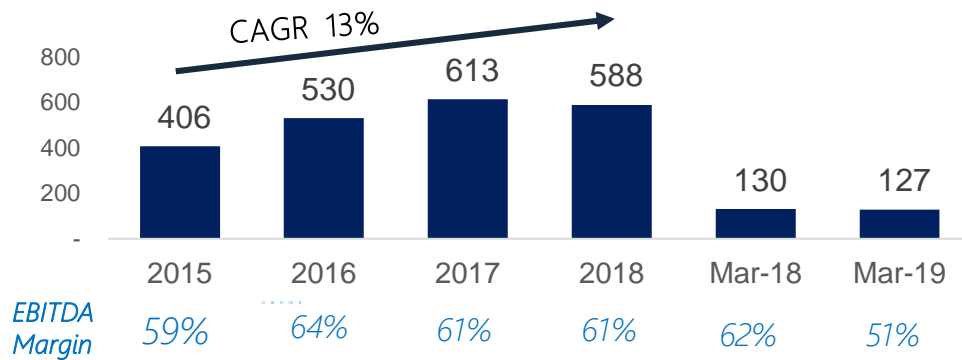
Sales (IDR billion)



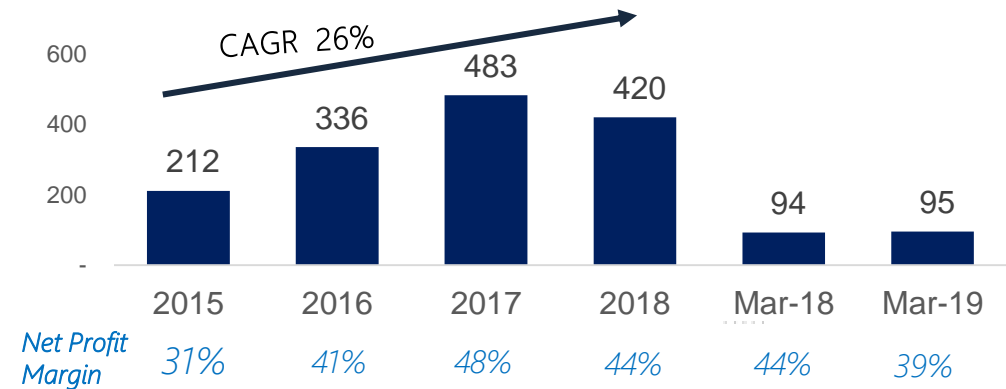
Gross Profit (IDR billion)



EBITDA (IDR billion)



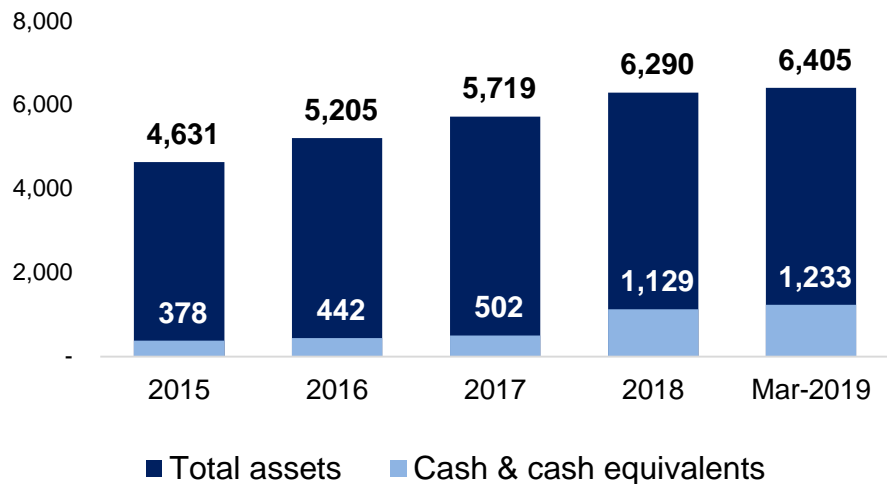
Net Profit (IDR billion)



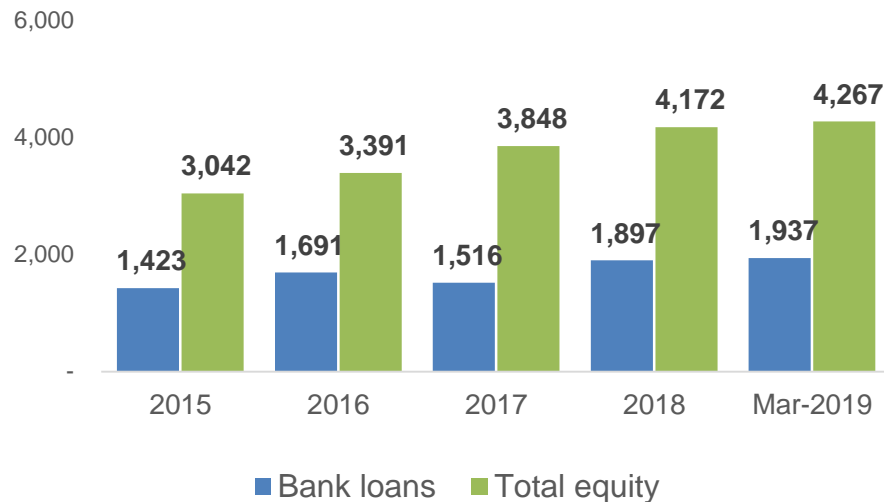
Financial Summary



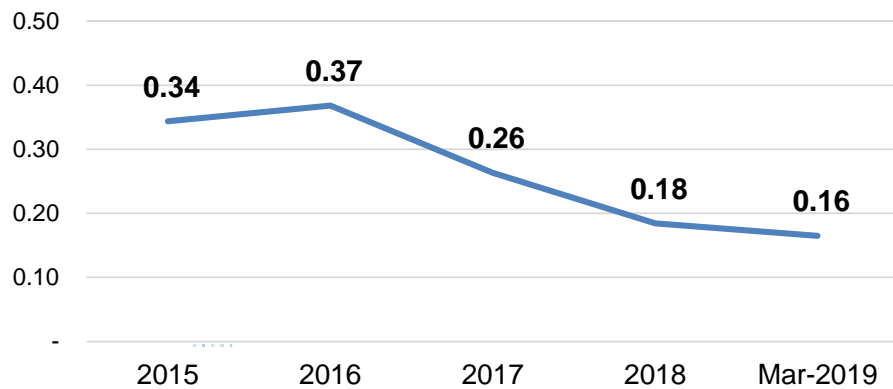
Cash and Total Assets (IDR billion)



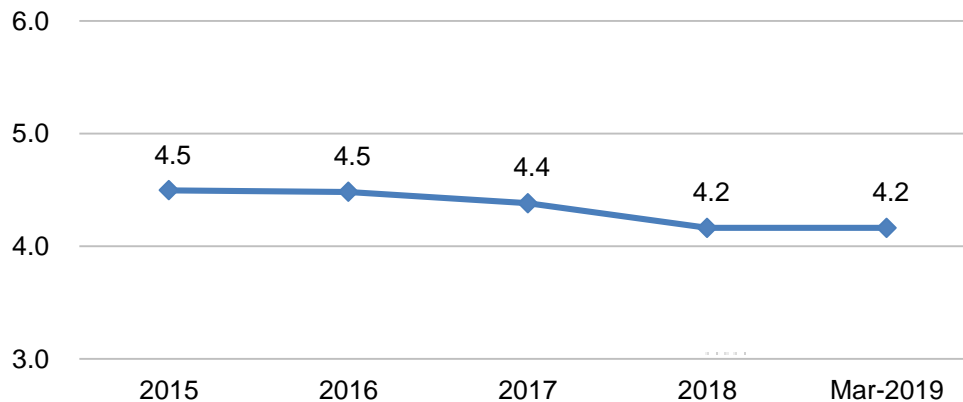
Bank Loans and Total Equity (IDR Billion)



Net Debt to Equity



EBITDA to Interest Expenses (LTM)



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