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INDUSTRIAL
ESTATE

PT Bekasi Fajar Industrial Estate Tbk

Investor Highlights
Full Year 2019

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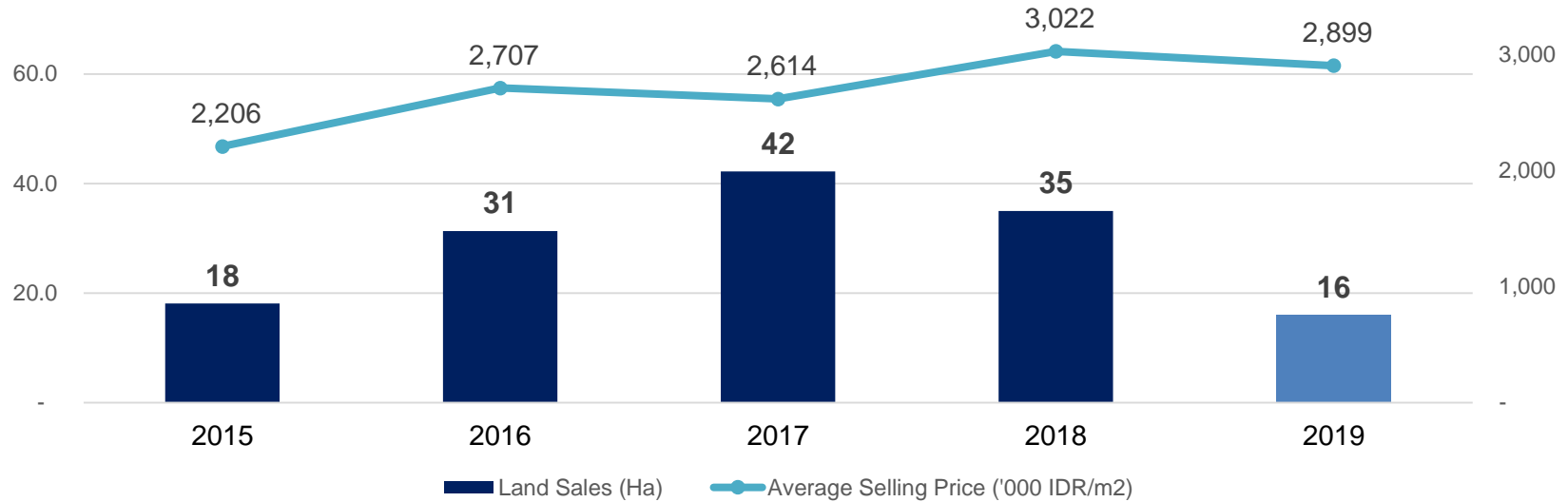
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Sales and Land Bank



Marketing Land Sales



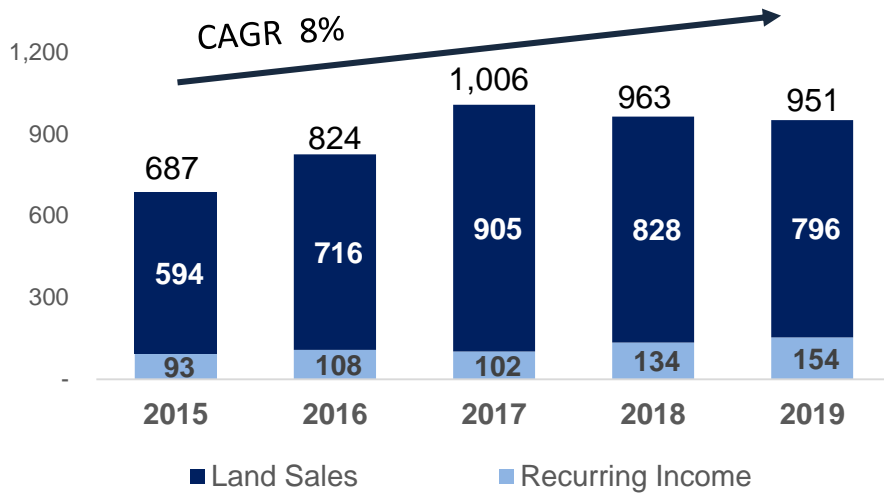
		FY18	FY19
Marketing Land Sales	Area (ha)	35	16
	ASP (IDRk/sqm)	3,022	2,899
Accounting Land Sales	Area (ha)	29	37
	ASP (IDRk/sqm)	2,880	2,145
Landbank	Gross (ha)	1,051	1,040
	Nett (ha)	716	697
	Addition (ha)	22	26

- The Company revised 2019 industrial marketing sales target to become 15 to 20 ha (from previously of 40 ha) with ASP of IDR 2.6 - 3.2 mn/sqm.
- During 2019, the Company has sold 16 ha industrial land to logistic, packaging, data center and other industries.
- 2019 accounting sales consists of 23 ha industrial land sales and 14 ha raw land sales
- *Total inquiry as of December 2019: 61 hectares*

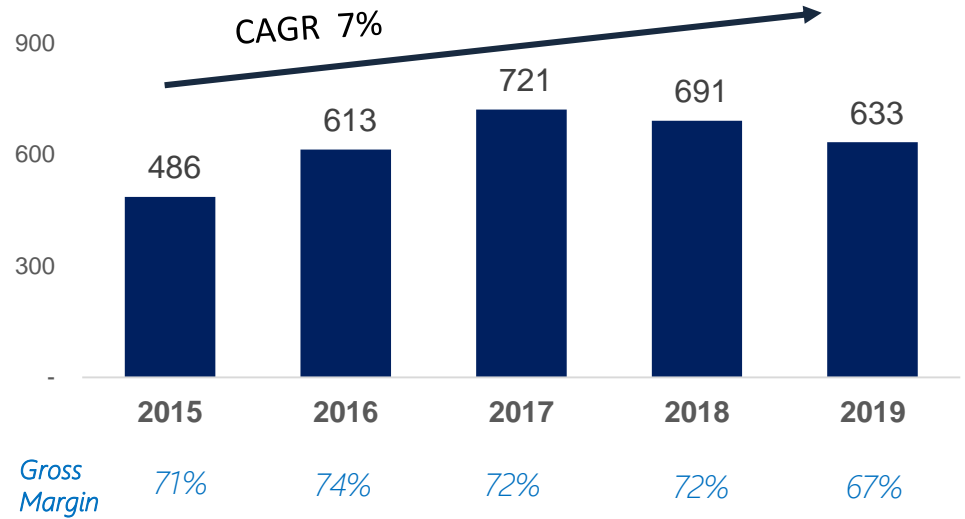
Financial Performance



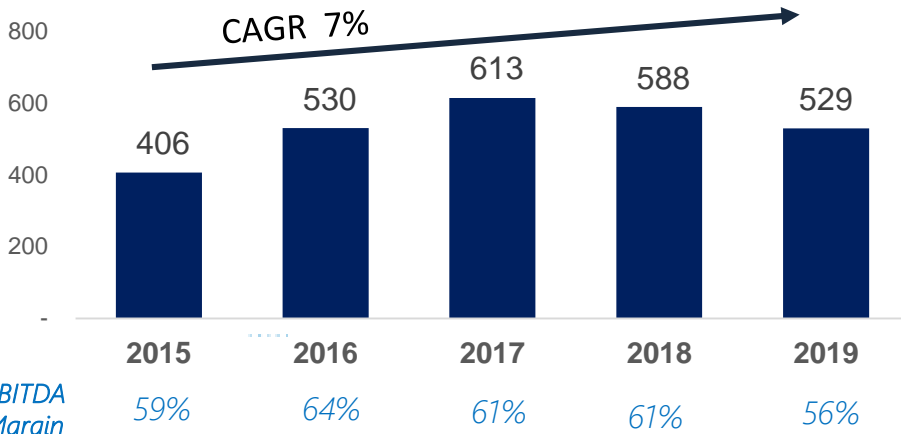
Sales (IDR billion)



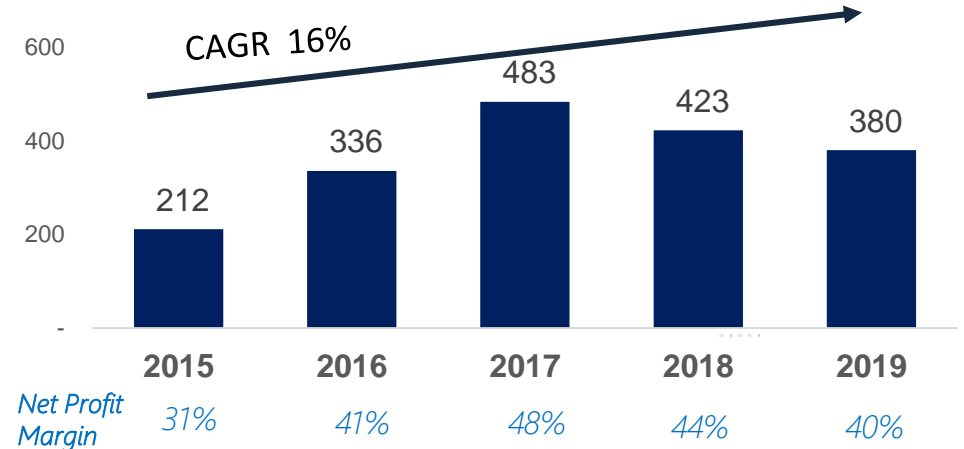
Gross Profit (IDR billion)



EBITDA (IDR billion)



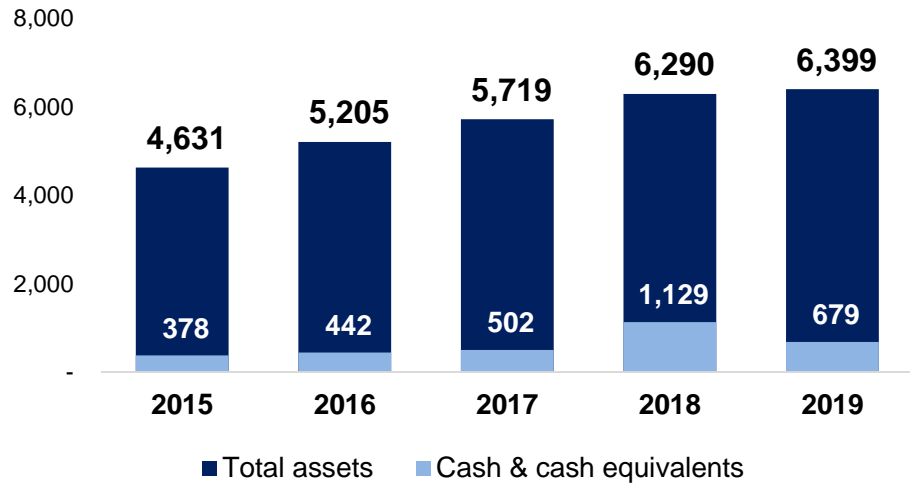
Net Profit (IDR billion)



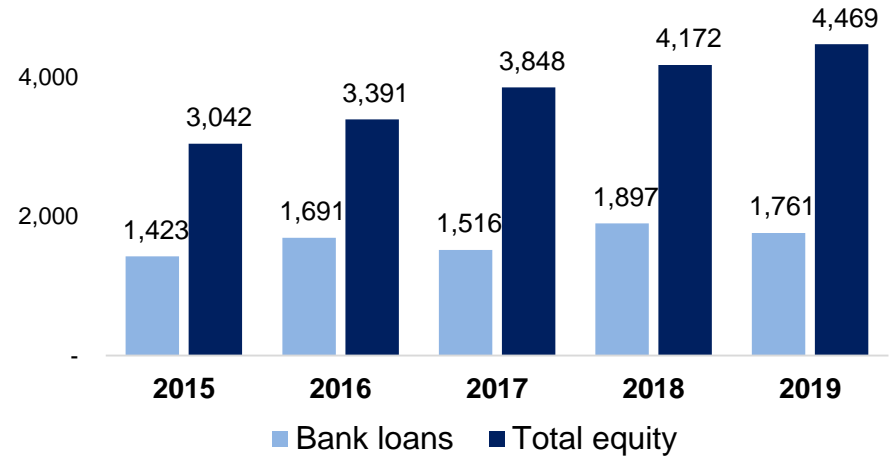
Financial Position



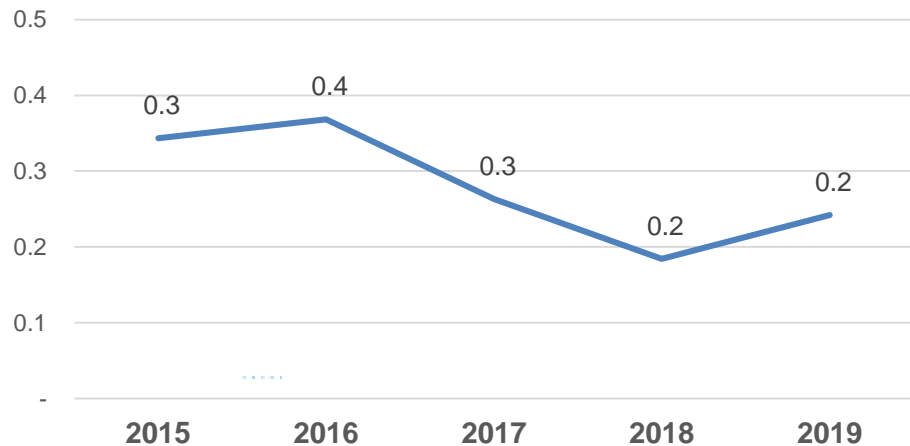
Cash and Total Assets (IDR billion)



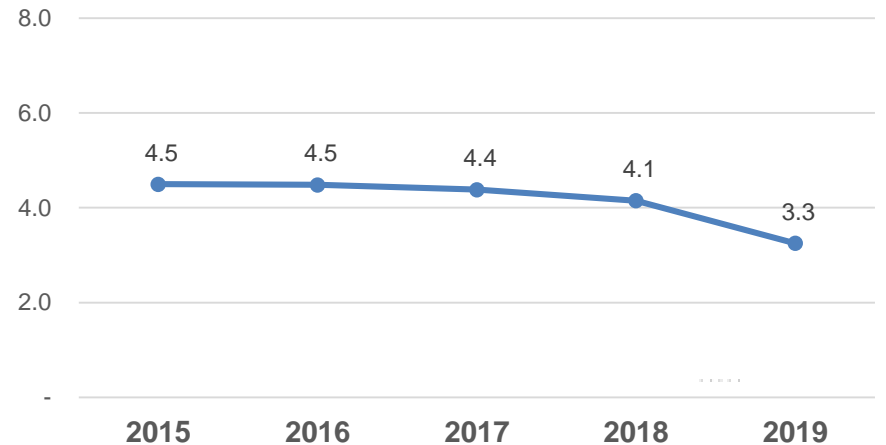
Bank Loans and Total Equity (IDR Billion)



Net Debt to Equity



EBITDA to Interest Expense Ratio



PT Bekasi Fajar Industrial Estate Tbk

Wisma Argo Manunggal 10th floor

Jalan Jenderal Gatot Subroto Kav. 22, Jakarta 12930

www.befa.id

For further information please contact: investor.relations@befa.id

