



PT Bekasi Fajar Industrial Estate Tbk

Investor Highlight

March 2017



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.





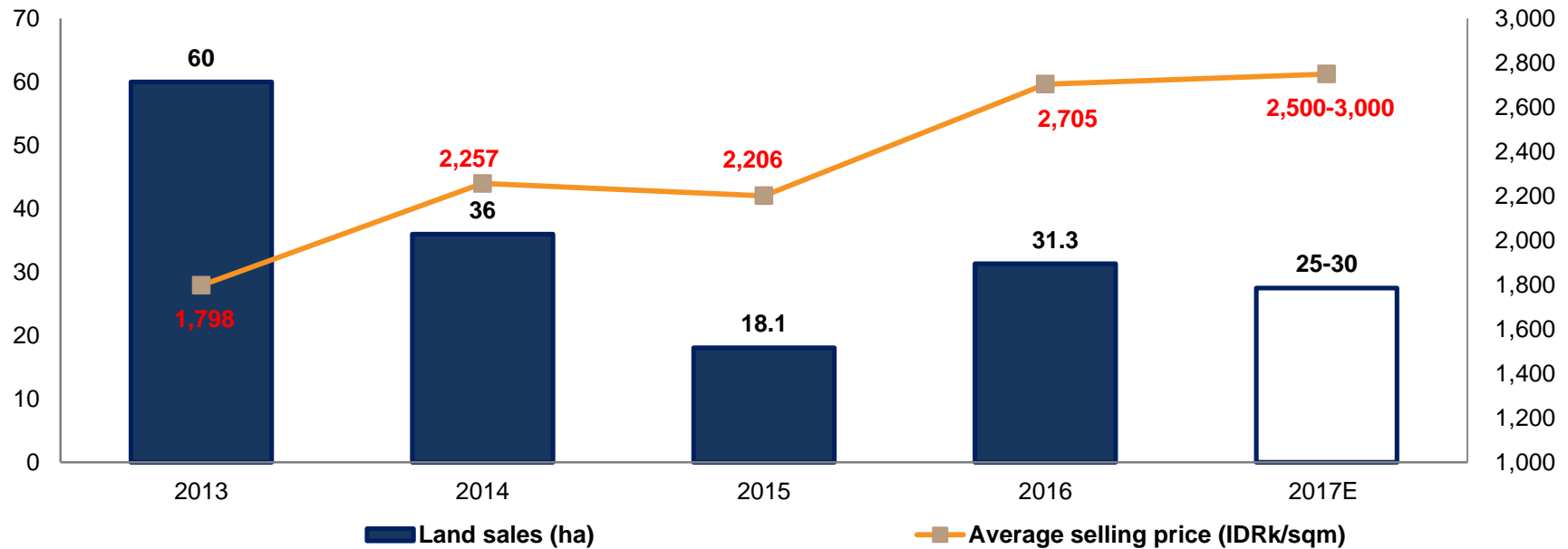
FY 2016 RESULTS



PT Bekasi Fajar Industrial Estate Tbk

1 Marketing sales and Land bank

Marketing sales



	FY 2016	FY2015
Accounting land sales (ha)	27.5	27.8
Marketing land sales (ha)	31.3	18.1
Average selling price (IDR k/sqm)	2,705	2,206
Landbank – gross (ha)	1,036	965
Landbank – net (ha)	724	682



	FY 2013	FY 2014	FY 2015	FY 2016
Inventories (IDR bn)	2,400	2,493	3,103	3,583
Total Assets (IDR bn)	3,360	3,653	4,631	5,205
Int. Bearing Loan (IDR bn)	542	466	1,423	1,691
Total Equity (IDR bn)	2,477	2,850	3,042	3,391
Sales (IDR bn)	1,333	840	687	824
Gross Profit (IDR bn)	953	580	486	613
EBITDA (IDR bn)	895	478	406	530
Net Profit (IDR bn)	744	391	212	336
Net Profit – excl. Forex (IDR bn)	782	397	282	317



	FY 2013	FY 2014	FY 2015	FY 2016
EBITDA Margin	67%	57%	59%	64%
Net Margin	56%	47%	31%	41%
Net Debt (Cash)/Equity	(0.0)	0.1	0.3	0.4
LTM EBITDA/LTM Interest Expense	26.2	13.4	4.6	4.0

* As per 2016, The Company applied SFAS 46 where final income tax related to land sales and rental income is recorded in income before tax expense. Previous periods figures are adjusted for comparative purpose

** Margins are calculated using gross sales

Updates:

- YTD 2017 Marketing sales : 7 ha
- On 27 March 2017, BEST signed JPY 2.5bio loan (with green shoe of JPY 2.5bio) with Nomura Singapore. Maturity : 4 years. Interest : 2% + 3-months TIBOR.





Thank You

PT Bekasi Fajar Industrial Estate Tbk.

Wisma Argo Manunggal 10th floor

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

www.bekasifajar.com

For further information please contact: investor.relations@bfie.co.id