



# **PT Bekasi Fajar Industrial Estate Tbk**

**Investor Highlight**

**30 July 2015**



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**1H15 RESULTS**

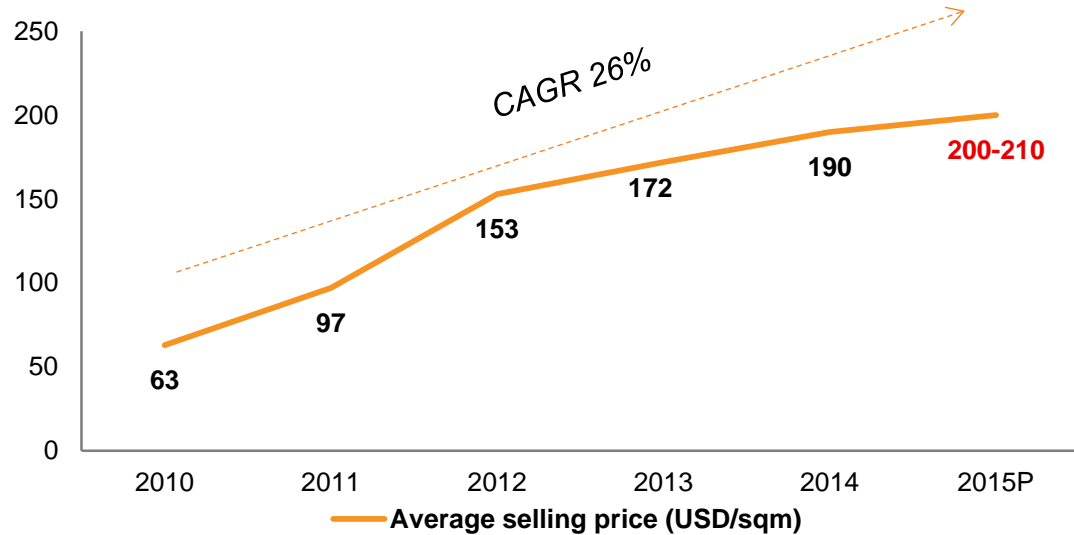


**PT Bekasi Fajar Industrial Estate Tbk**



# 1 Marketing sales and Land bank

## Average Selling Price Trend



## 2015 marketing sales

2015 marketing sales target:

- Area : 15 – 20 hectares
- ASP : USD 200 – USD 210 per sqm

1H2015 marketing sales:

- Area : 7.9 hectares
- ASP : USD 200 per sqm

	FY 2014	6M 2014	6M 2015
Accounting land sales (ha)	37.4	11.0	12.4
Marketing land sales (ha)	35.5	10.8	7.9
Avg. selling price (USD/sqm)	190	178	200
Landbank – gross (ha)	919	931	976
Landbank – net (ha)	658	675	694



	FY 2012	FY 2013	FY 2014	6M 2014	6M 2015
Inventories (IDR bn)	1,545	2,400	2,493	2,437	3,029
Total Assets (IDR bn)	2,286	3,360	3,653	3,343	4,688
Int. Bearing Loan (IDR bn)	227	542	466	515	1,466
Total Equity (IDR bn)	1,770	2,477	2,850	2,580	2,963
Sales (IDR bn)	965	1,333	840	251	339
Gross Profit (IDR bn)	570	953	580	173	256
EBITDA (IDR bn)	545	850	475	160	186
EBITDA – excl. Forex (IDR bn)	540	888	481	151	221
Net Profit (IDR bn)	470	744	391	125	136
Net Profit – excl. Forex (IDR bn)	465	782	397	120	171



	FY 2012	FY 2013	FY 2014	6M 2014	6M 2015
EBITDA Margin	56.4%	63.8%	56.5%	63.9%	54.7%
EBITDA Margin – excl. Forex	55.9%	66.6%	57.3%	60.3%	65.1%
Net Margin	48.7%	55.8%	46.5%	49.7%	40.0%
Net Margin – excl. Forex	48.2%	58.6%	47.3%	47.9%	50.3%
Net Debt (Cash)/Equity	(0.2)	(0.0)	0.1	0.1	0.2
EBITDA/Int. Expenses	23.4	25.1	13.2	9.4	5.9
EBITDA – excl. Forex EBITDA/ Int. Expenses	23.2	26.2	13.4	8.9	7.0





Thank You

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