

PT Bekasi Fajar Industrial Estate Tbk

Investor Highlights
30 September 2018



BeFa

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ESTATE

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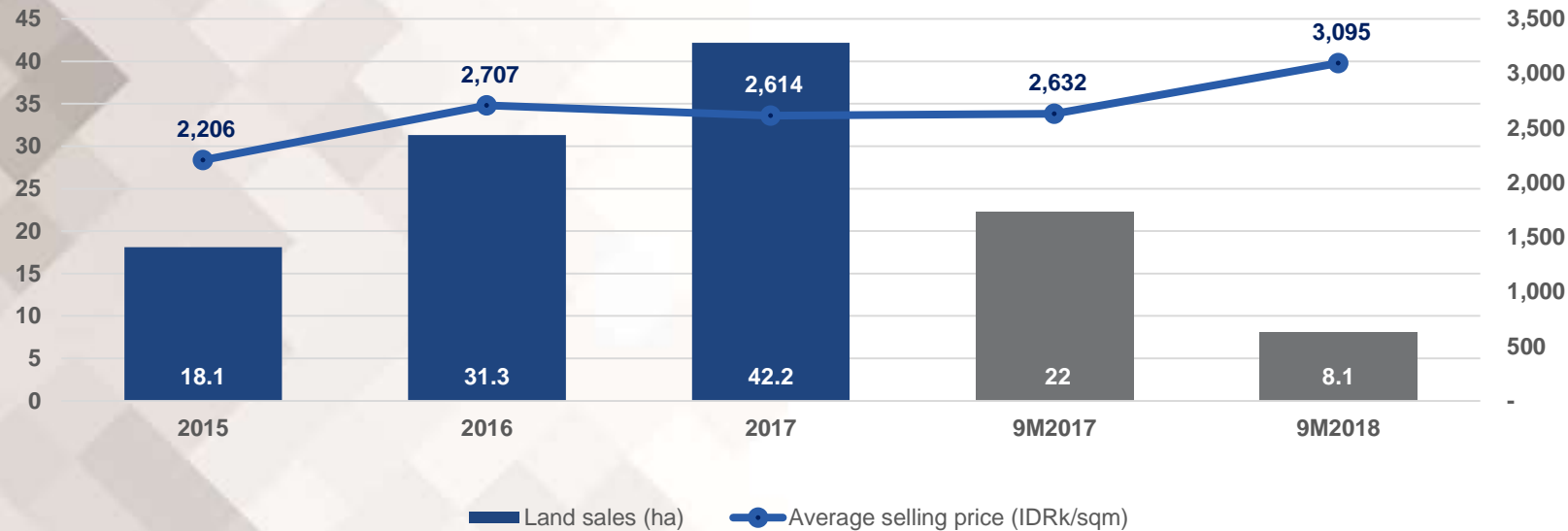
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Marketing sales and land bank

Marketing Sales

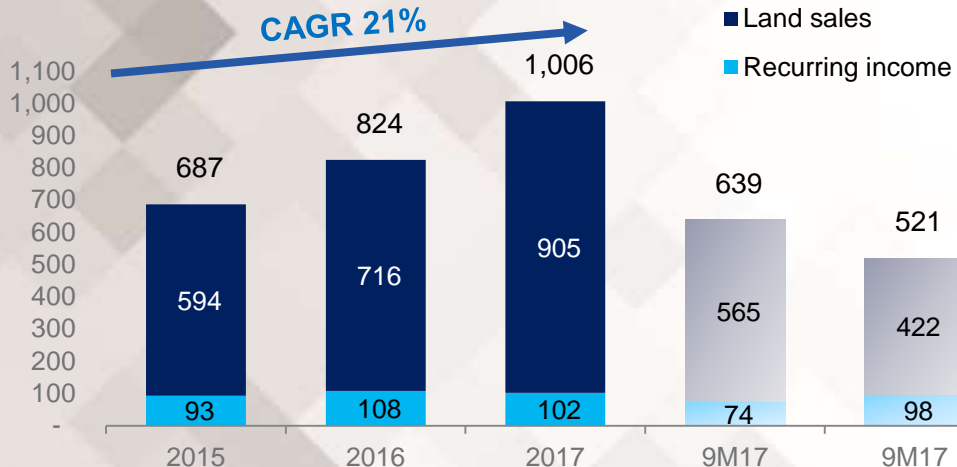


		FY17	9M17	9M18
Marketing Land sales	Area (ha)	42.2	22.3	8.1
	ASP (IDRk/sqm)	2,614	2,632	3,095
Accounting Land sales	Area (ha)	36.0	22.6	14.9
	ASP (IDRk/sqm)	2,512	2,494	2,834
Landbank	Gross (ha)	1,057	1,053	1,057
	Nett (ha)	730	729	725

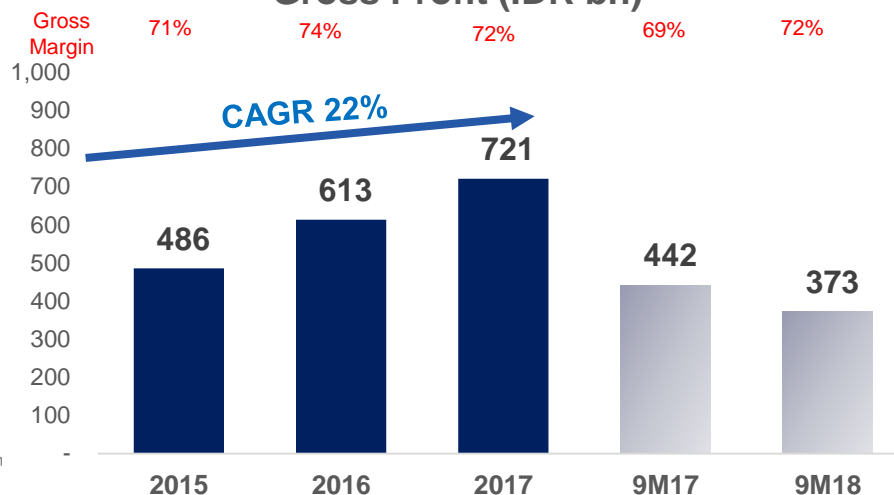
- 2018 Marketing Sales target increase by +/-14% compare to last year or approximately to be 35-45ha, ASP IDR 2.6-3.2mio/sqm.
- 3Q2018 marketing sales is contributed by the sale to local companies from automotive and other sectors
- *Total inquiry as of Oct 2018 : 78 Ha*

Financial Summary

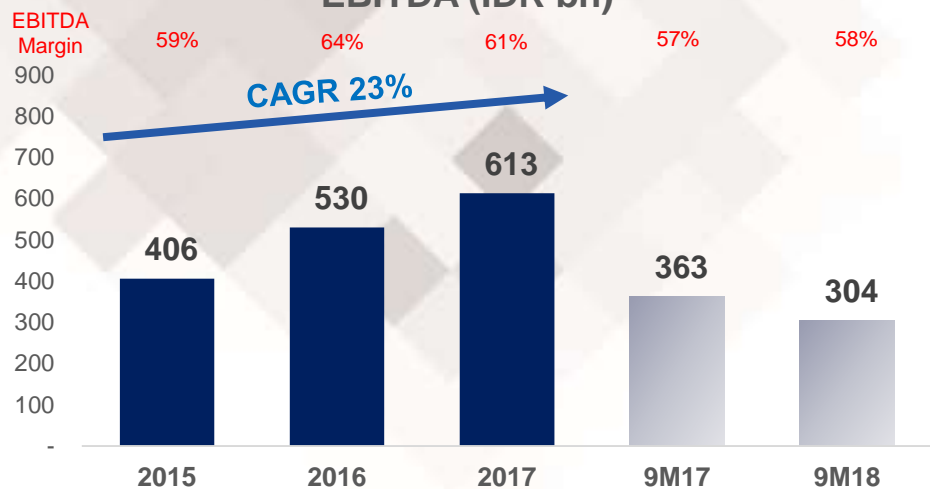
Sales (IDR billion)



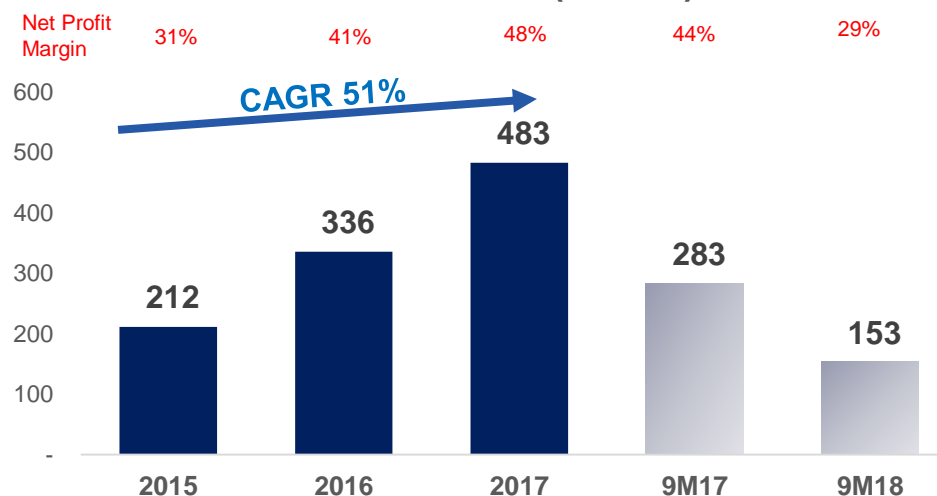
Gross Profit (IDR bn)



EBITDA (IDR bn)



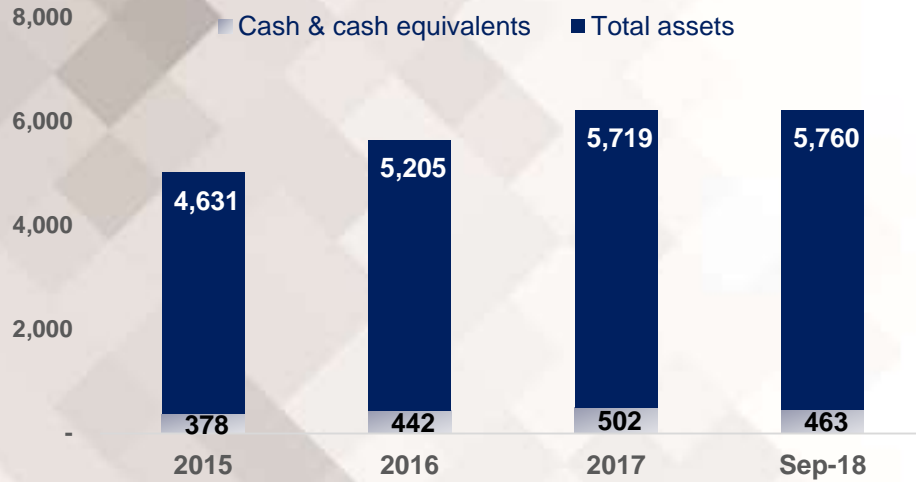
Net Profit (IDR bn)



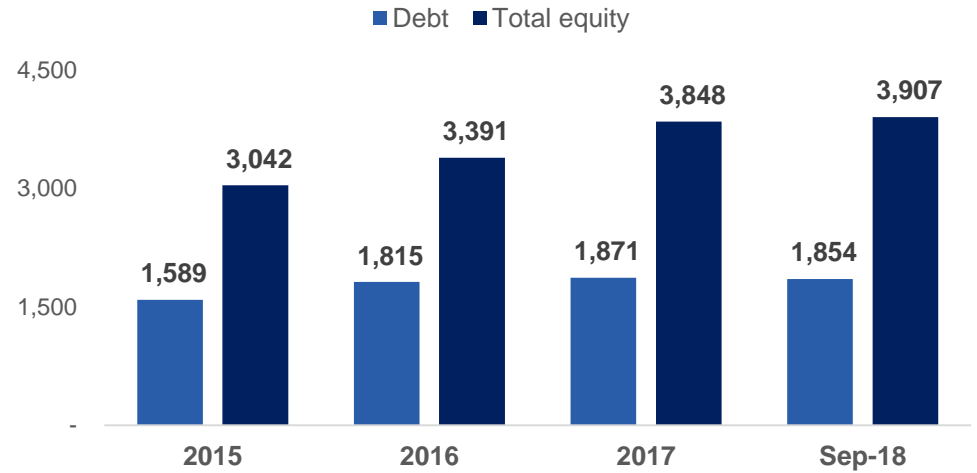
*Forex loss of IDR 54bn (9M18) vs forex loss of IDR 4bn (9M17)

Financial Summary

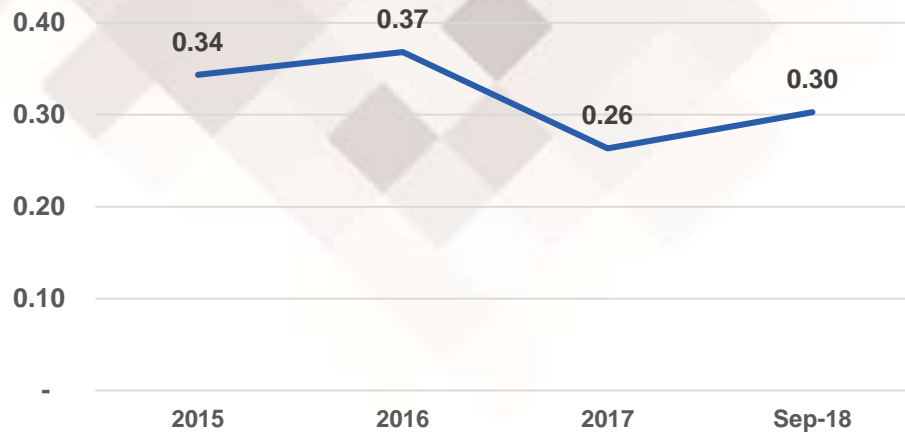
Cash and Total Assets (IDR Billion)



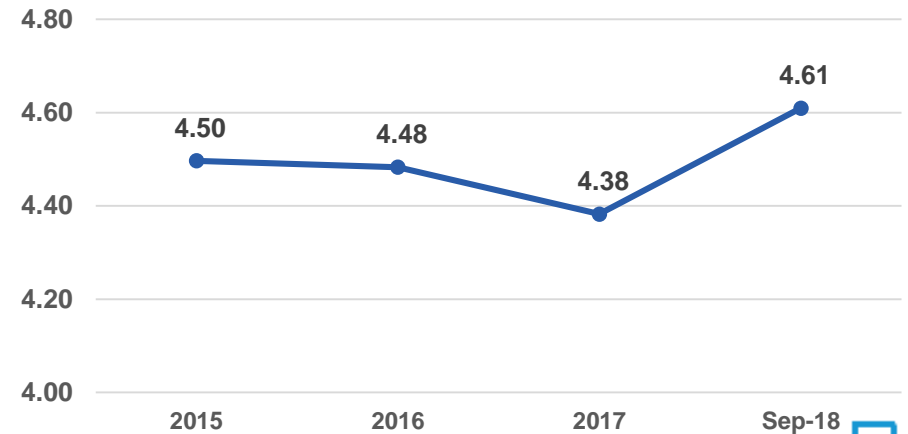
Debt and Total Equity (IDR Billion)



Net Debt(cash) to Equity



EBITDA to Interest Expense Ratio



Corporate Action

2018 realisation:

- On February 2018, 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)
- On June 2018, the Company distributed cash dividend of IDR 96bn (20% payout ratio)
- BeFa Square Office in MM2100 started to operate in April 2018



2018 plan:

- Divestment of 10% PT Daiwa Manunggal Logistik Properti (DMLP) share (4Q2018), currently the Company owns 20%

Award



31 July 2018: Indonesia Best Public Companies Award 2018 in category Property, Real Estate & Building Construction by Warta Ekonomi



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