



# Befa

INDUSTRIAL  
ESTATE

PT Bekasi Fajar Industrial Estate Tbk

Investor Highlights

9M-2019

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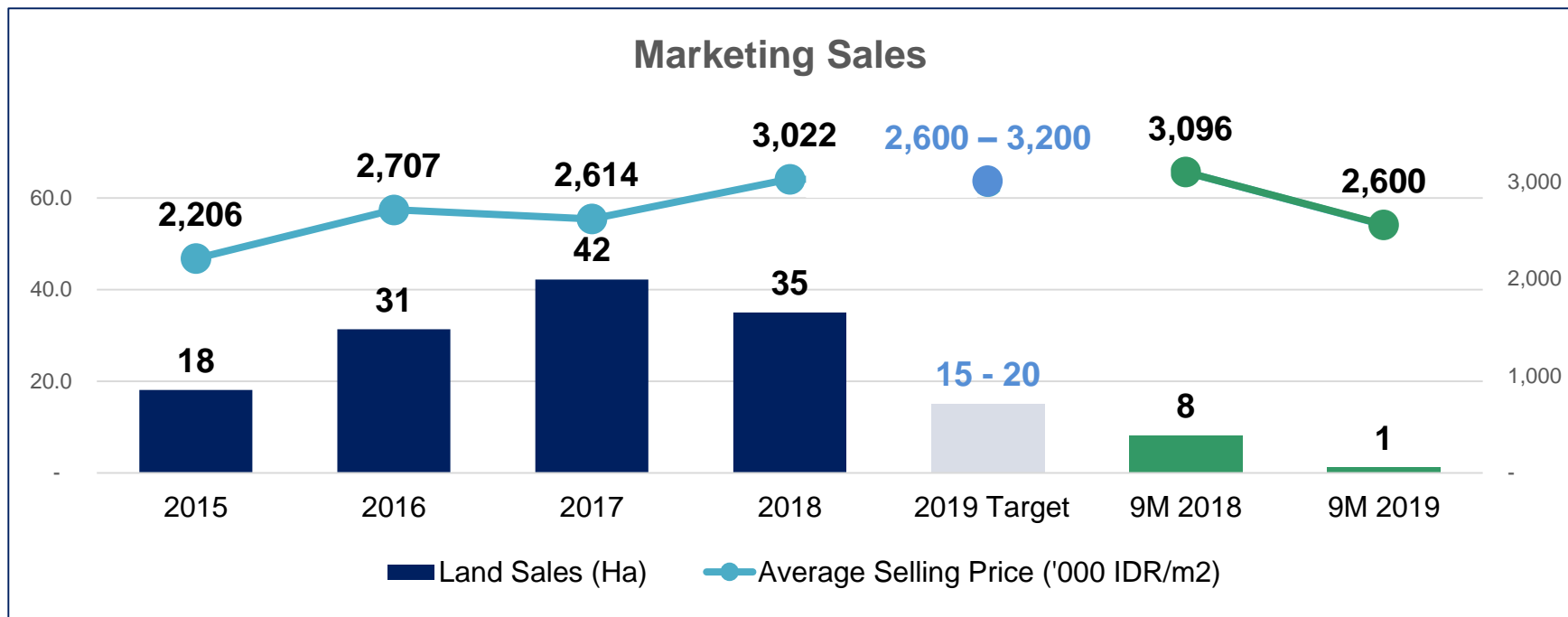
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# Sales and Land Bank



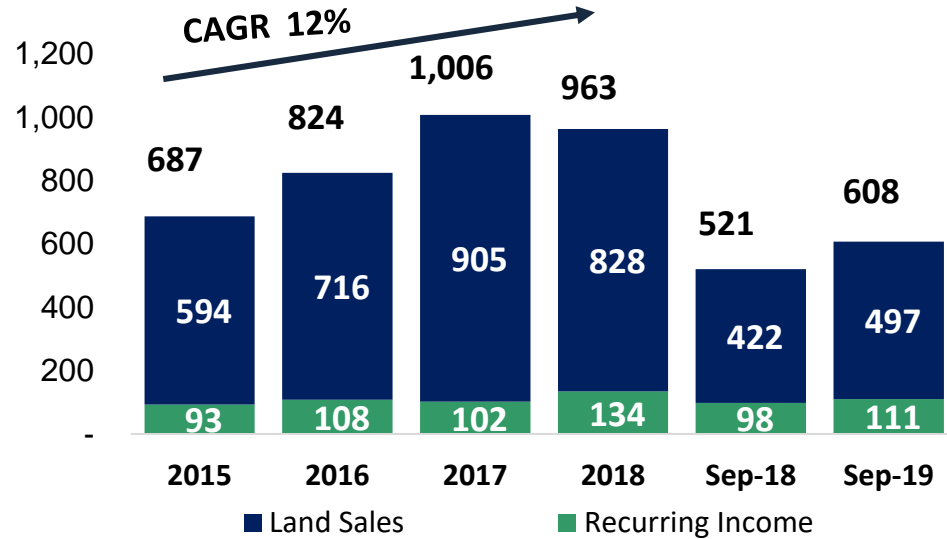
		FY18	9M18	9M19
<b>Marketing Land Sales</b>	Area (ha)	35	8	1
	ASP (IDRk/sqm)	3,022	3,096	<b>2,600</b>
<b>Accounting Land Sales</b>	Area (ha)	29	15	<b>26</b>
	ASP (IDRk/sqm)	2,880	2,835	<b>1,890</b>
<b>Landbank</b>	Gross (ha)	1,051	1,058	<b>1,042</b>
	Nett (ha)	716	723	<b>703</b>
	Addition (ha)	22	16	<b>18</b>

- 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.
- In 9M19, the Company has sold 1 ha industrial land to local auto sector.
- 9M19 accounting sales consists of 13 ha industrial land sales and 13 ha raw land sales
- *Total inquiry as of end September 2019: 96 hectares*

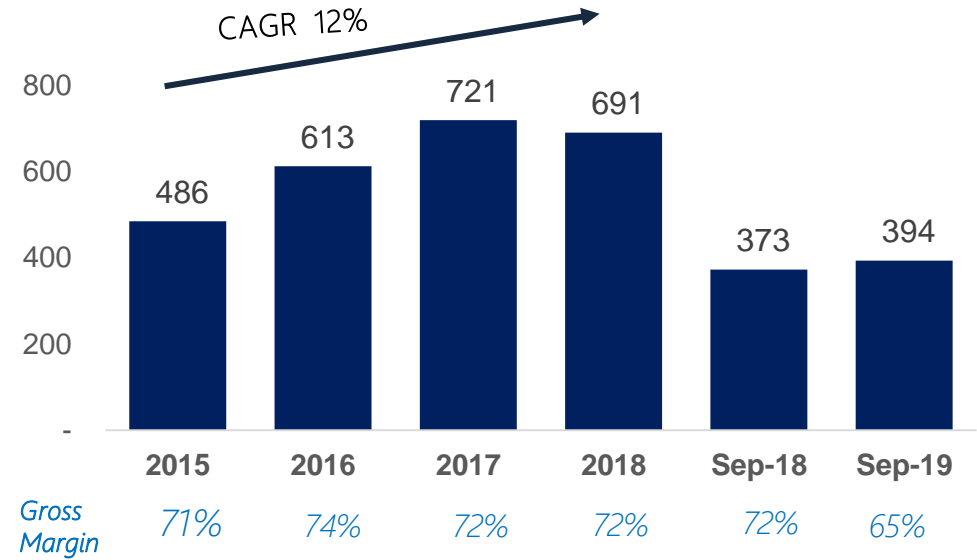
# Financial Performance



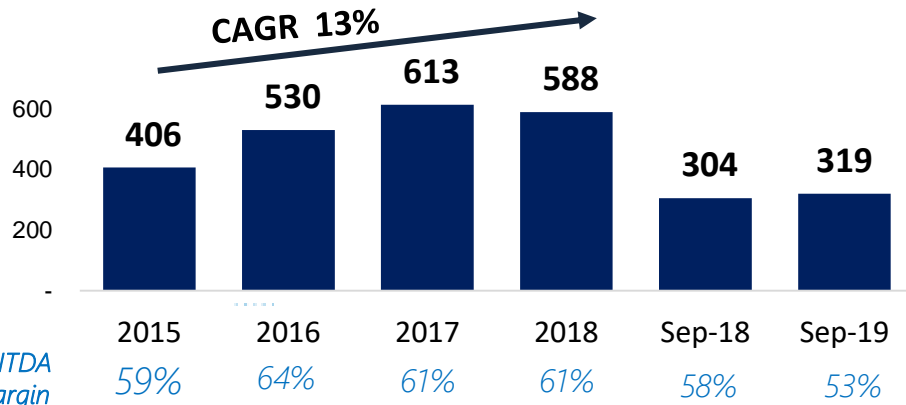
### Sales (IDR billion)



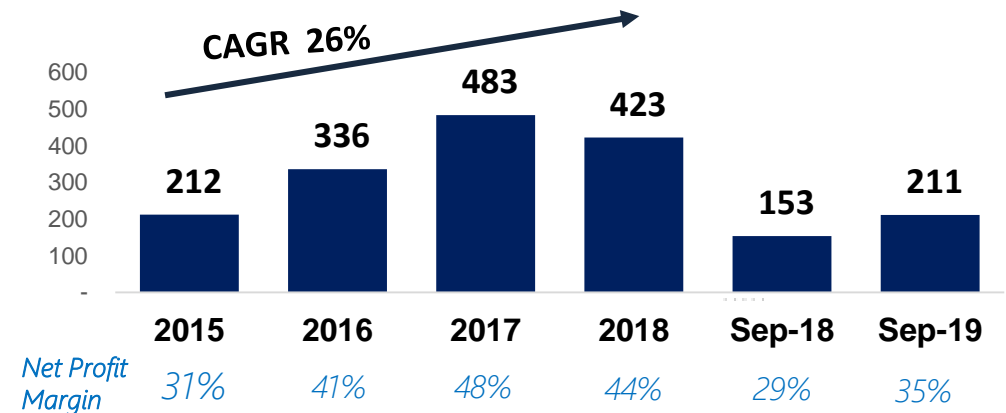
### Gross Profit (IDR billion)



### EBITDA (IDR billion)



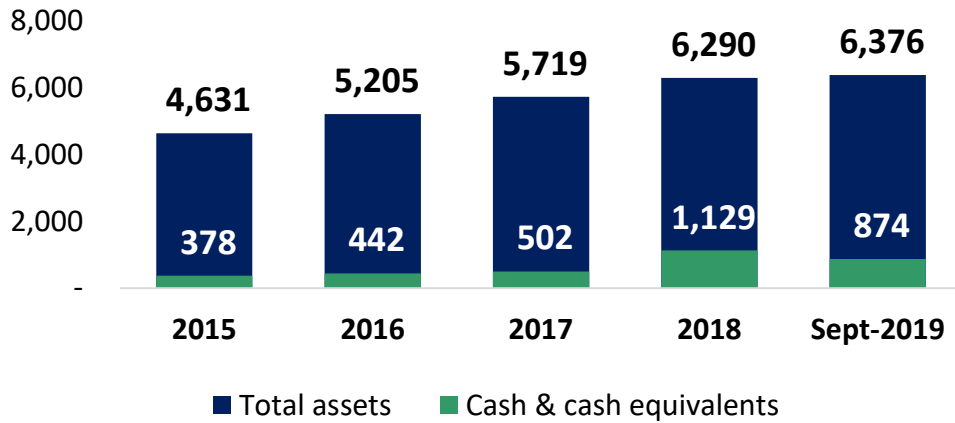
### Net Profit (IDR billion)



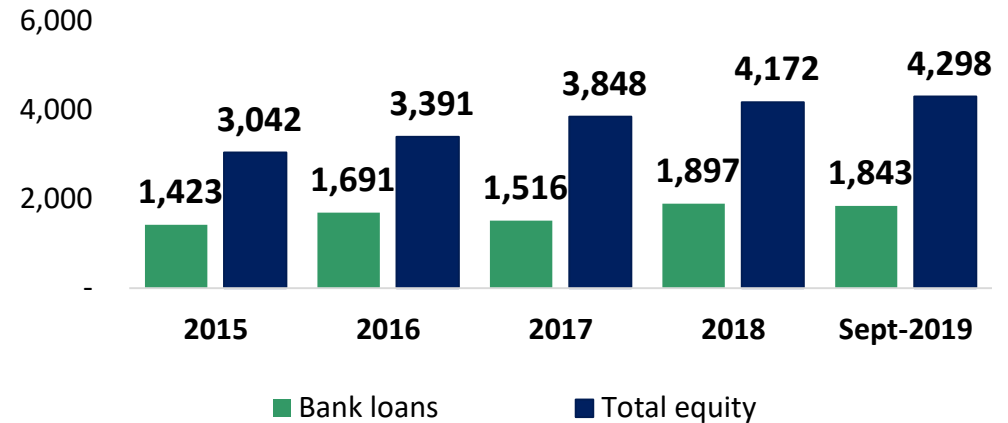
# Financial Position



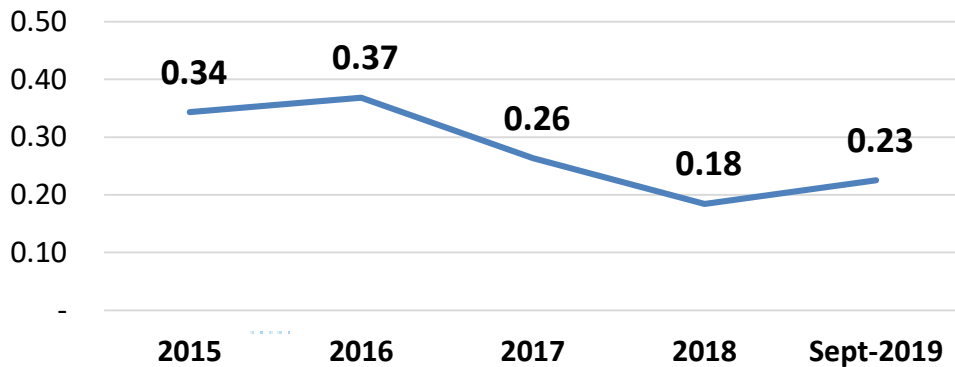
### Cash and Total Assets (IDR billion)



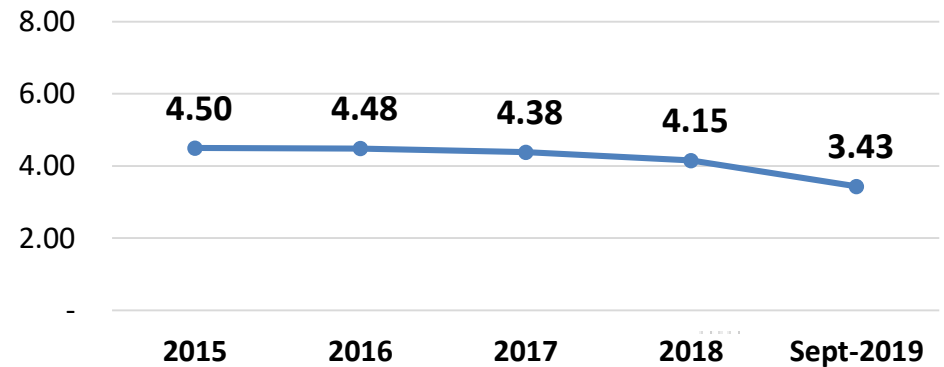
### Bank Loans and Total Equity (IDR Billion)



### Net Debt to Equity



### EBITDA to Interest Expense Ratio (LTM)



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