

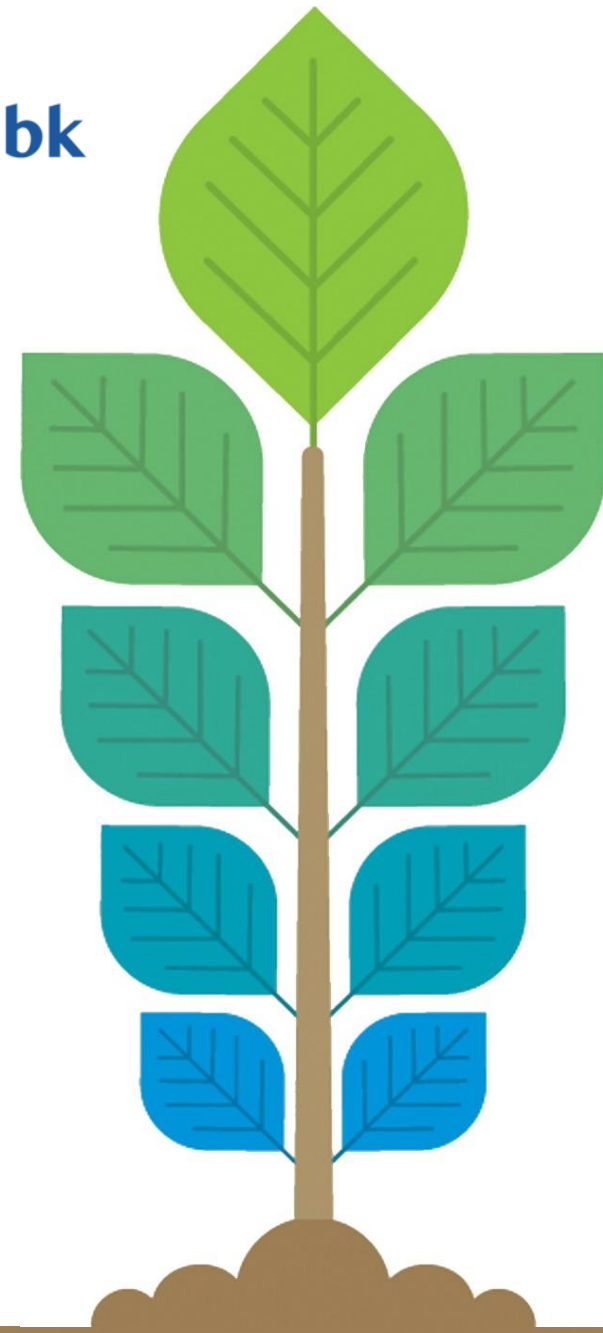


PT Bekasi Fajar Industrial Estate Tbk

Paparan Publik

Auditorium Serba Guna,
Kawasan Industri MM2100

8 Juni 2017



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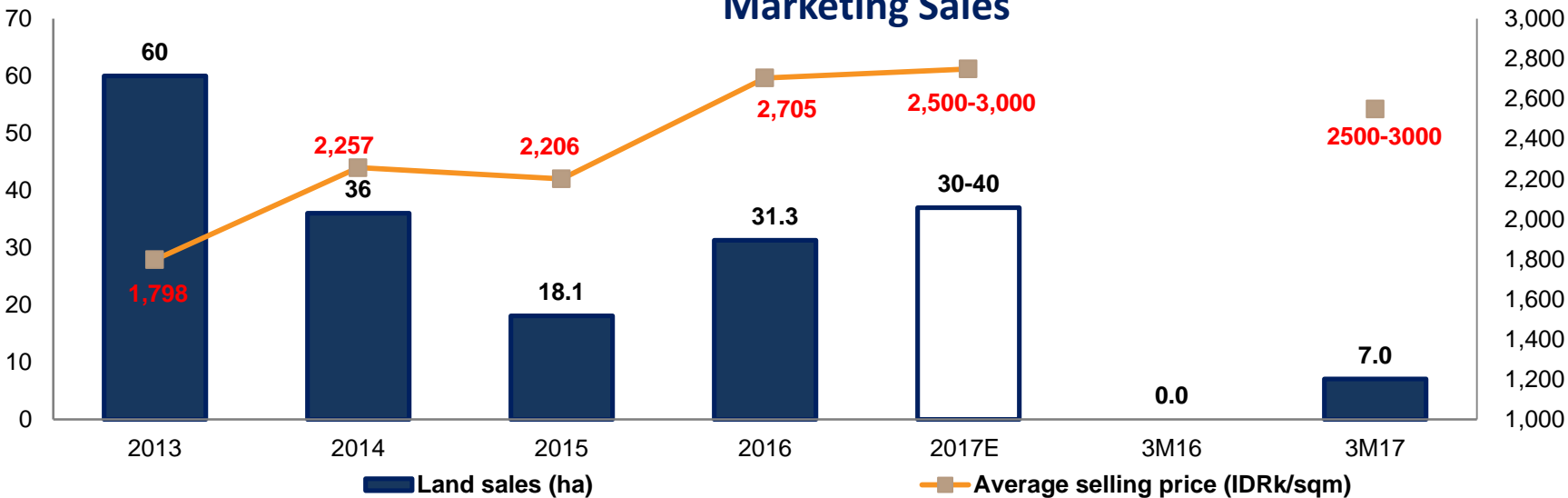
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Kinerja Keuangan dan Operasional

Marketing Sales



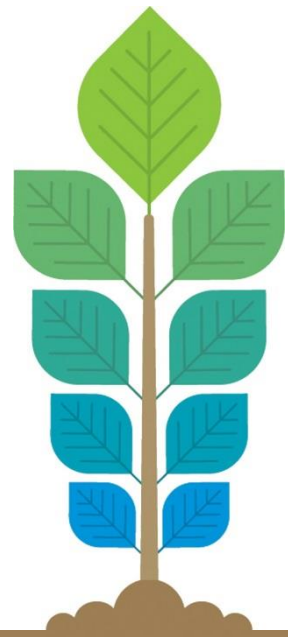
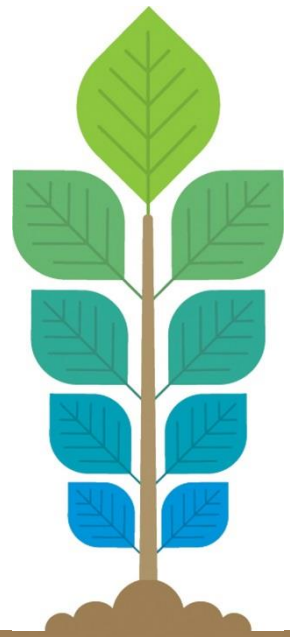
	2016	1Q 2016	1Q 2017
Accounting land sales (ha)	27.5	6.4	7.0
Marketing land sales (ha)	31.3	0	7.0
Landbank – gross (ha)	1,036	959	1,045
Landbank – net (ha)	724	676	728

- BEST menaikkan target 2017 ke 30-40ha, ASP IDR 2.5-3 juta/m2
- Sampai dengan Mei 2017, marketing sales telah mencapai 12 hektar



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Kinerja dan Strategi



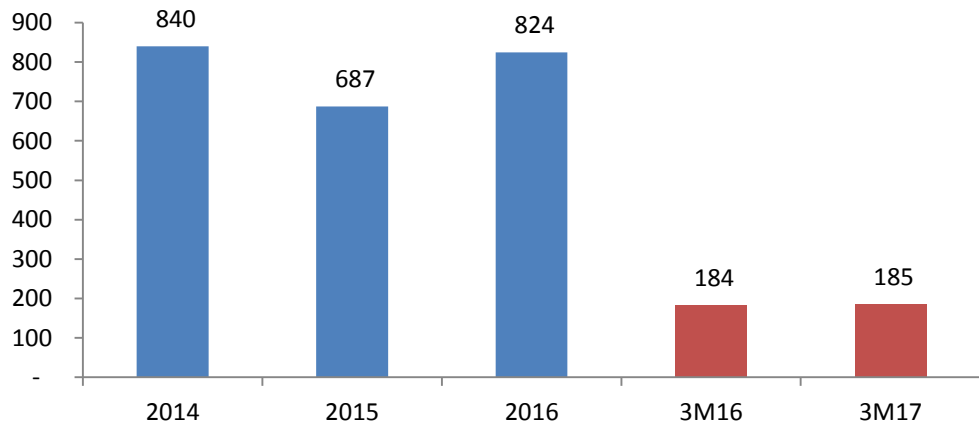
Kinerja Keuangan dan Operasional

	2014	2015	2016	1Q 2017
Persediaan (IDR bn)	2,493	3,103	3,583	3,826
Total Aset (IDR bn)	3,653	4,631	5,205	5,201
Hutang Bank (IDR bn) *	466	1,423	1,691	1,611
Total Liabilitas (IDR bn)	803	1,589	1,815	1,718
Total Ekuitas (IDR bn)	2,850	3,042	3,391	3,483
Pinjaman (Kas) Bersih/Total Ekuitas	0.1	0.3	0.4	0.4
EBITDA/Beban Bunga	13.4	4.6	4.0	4.0
Imbal Balik Aset (ROA)	11%	5%	6%	6%
Imbal Balik Ekuitas (ROE)	14%	7%	10%	8%

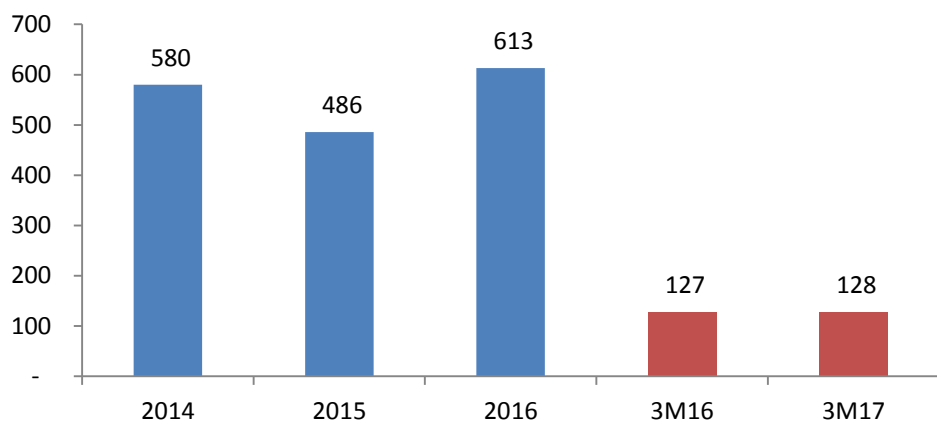
* Pada 28 Maret 2017, BEST menandatangani pinjaman dengan Sindikasi Bank-Bank Jepang sebesar JPY 2.5 miliar (dengan green shoe option JPY 2.5 miliar) , jatuh tempo 4 tahun, bunga 2% + TIBOR 3 bulan

Kinerja Keuangan dan Operasional

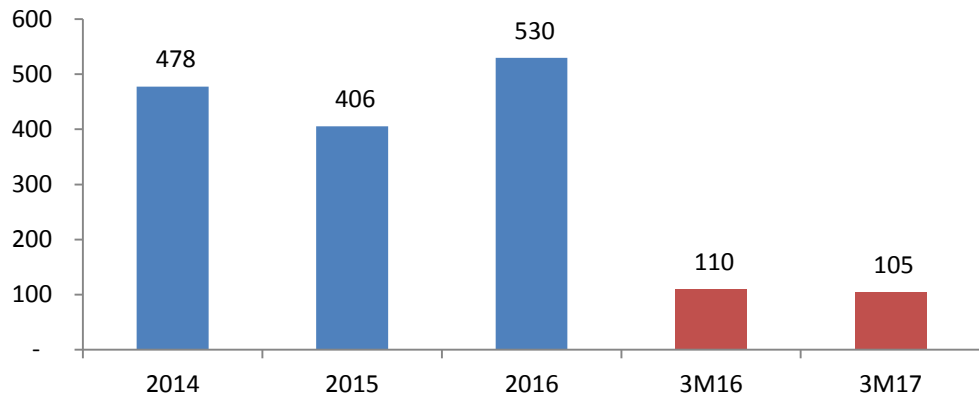
Penjualan (IDR miliar)



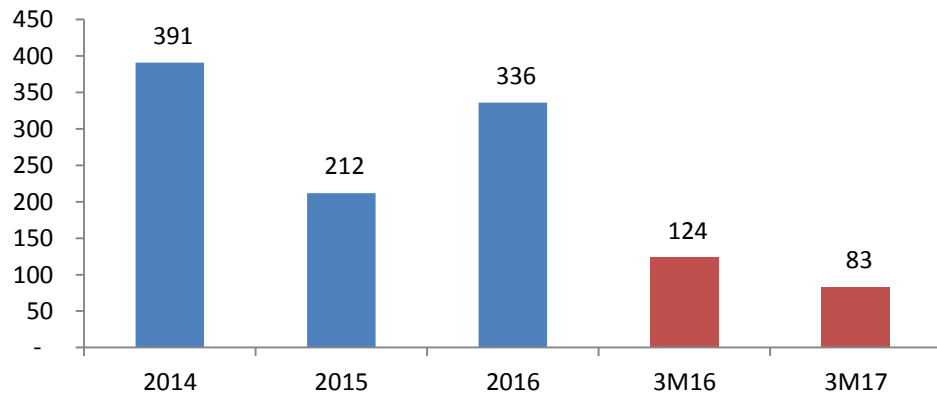
Laba Kotor (IDR miliar)



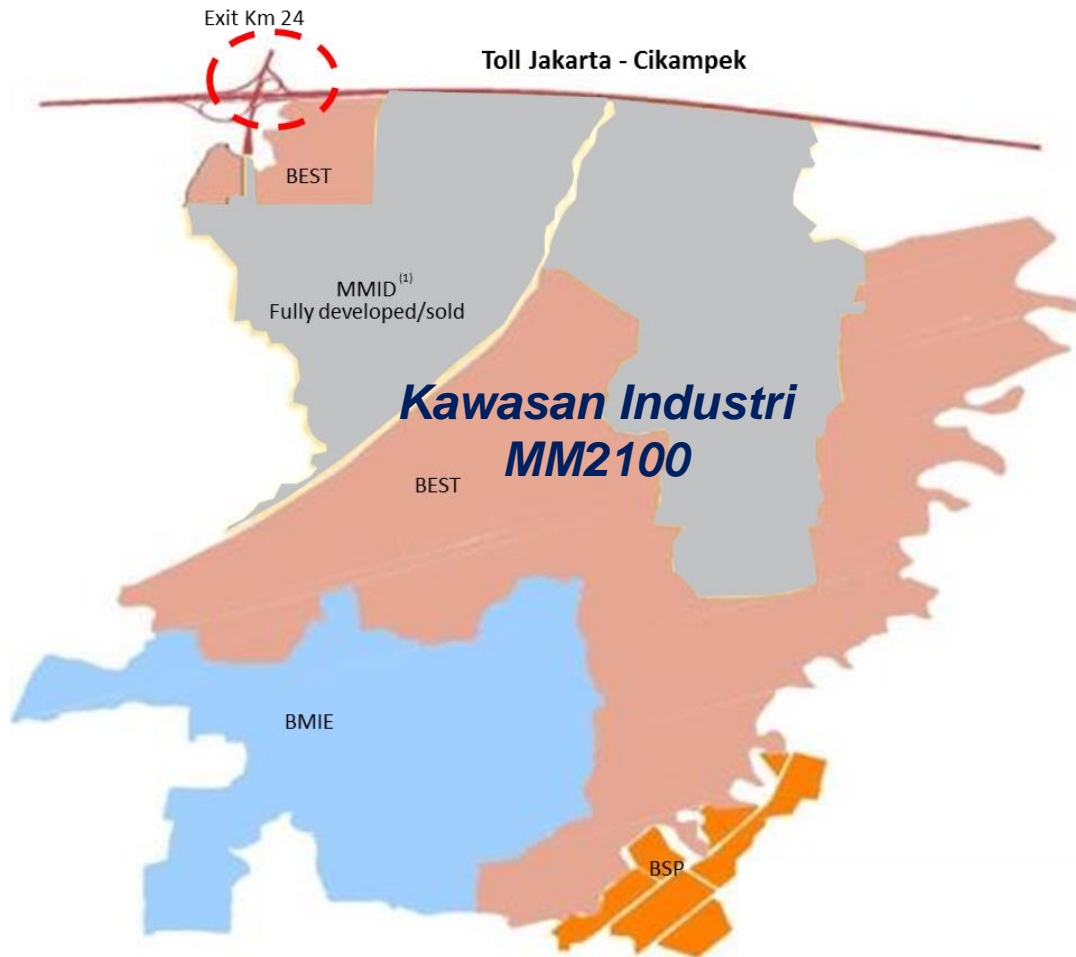
EBITDA (IDR miliar)



Laba Bersih (IDR miliar)



Tetap fokus pada pengembangan kawasan industri



- Strategi:
 - Relokasi industri dari Jakarta
 - Memanfaatkan perbaikan kondisi ekonomi
 - Aneka industri: logistik, barang konsumen, kemasan, automotif, dan industri lainnya
- Pembangunan infrastruktur penunjang industri:
 - JORR 2 Cibitung-Cilincing
 - Tol Layang Jakarta-Cikampek
 - Tol Jakarta-Cikampek Selatan
 - Perluasan Tanjung Priok (New Priok)
 - Pelabuhan Patimban

Pengembangan bisnis untuk mendukung aktivitas di dalam kawasan industri

Modern Logistic Center



- Gudang modern
- JV dengan Daiwa House (BEST 51%)
- Tahap 1 selesai di 2016
 - NLA 25,000m², telah disewakan 100%
- Tahap 2 mulai konstruksi Juni 2017
 - NLA 26,500m²
 - Capex IDR 140 miliar (JV)

Standard Factory Building



- Ruang bisnis terintegrasi dengan area pabrik dan kantor
- NLA 10,000m² , telah disewakan 50%

Pengembangan bisnis untuk mendukung aktivitas di dalam kawasan industri

Business Hotel (Hotel Enso)



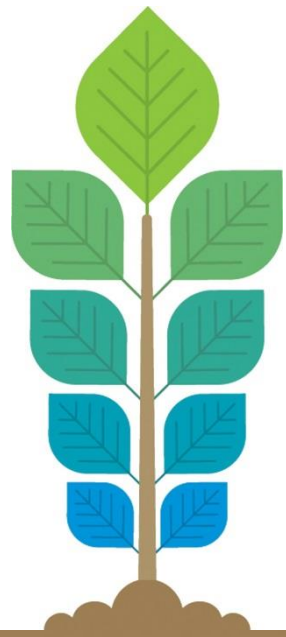
- Letak strategis di dekat pintu masuk MM2100
- 192 kamar
- Fasilitas: spa, gym, kolam renang, ruang meeting
- Soft opening 1 Februari 2017
- Capex: IDR 150 miliar

BEST Office



- Letak strategis di dekat pintu masuk MM2100 (di sebelah Hotel Enso)
- NLA: 5,641 m²
- Capex: IDR 66 miliar
- Ground breaking: April 2017
- Targer mulai beroperasi awal 2018

Tanya Jawab





Terima Kasih

PT Bekasi Fajar Industrial Estate Tbk.

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