



PT Bekasi Fajar Industrial Estate Tbk

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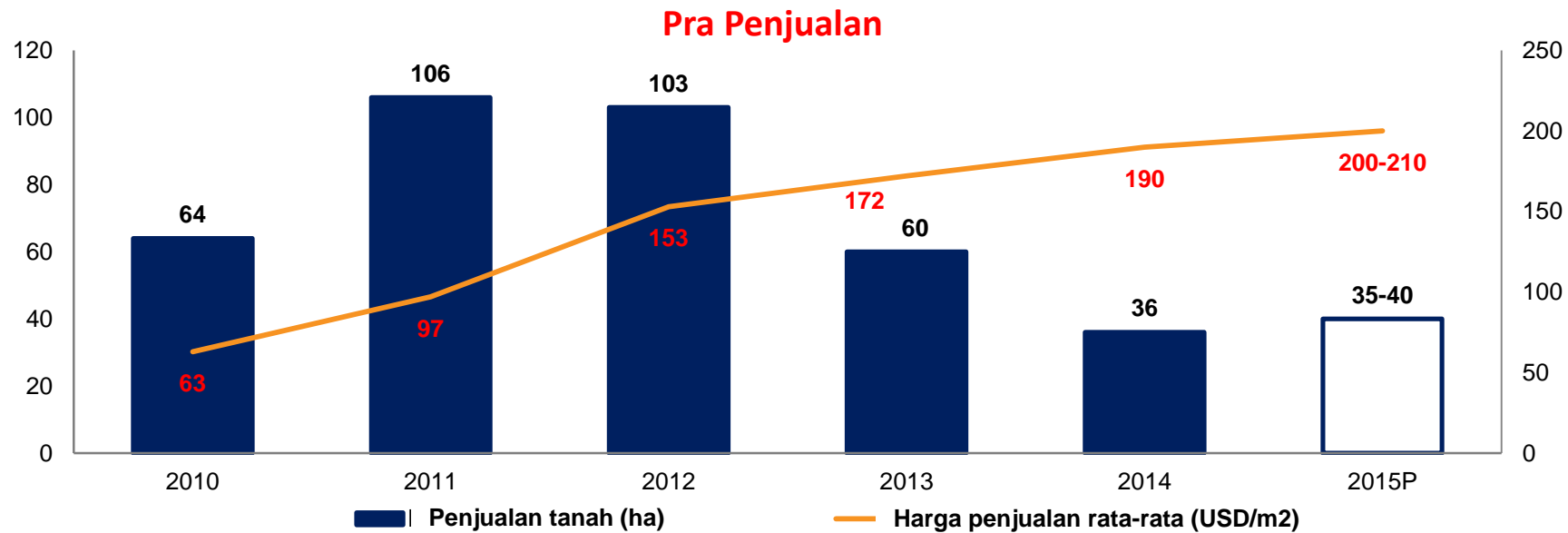


Kinerja dan Strategi



PT Bekasi Fajar Industrial Estate Tbk

Kinerja Keuangan dan Operasional

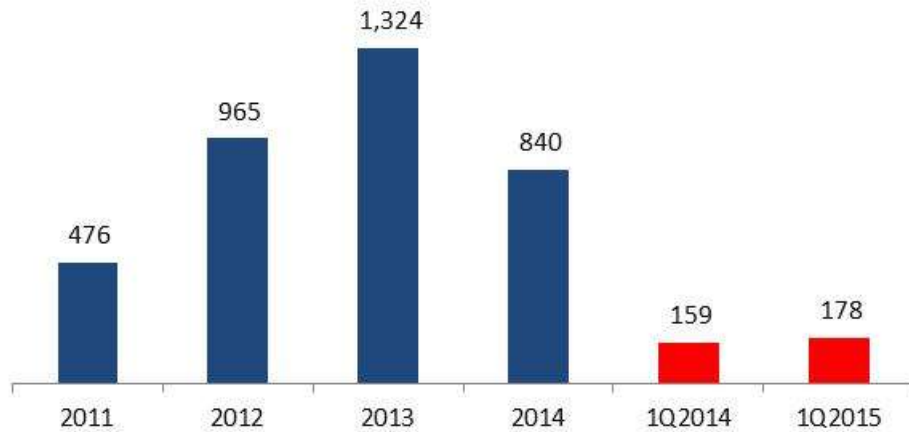


	FY 2012	FY 2013	FY 2014	1Q 2014	1Q 2015
Pra penjualan (ha)	102.8	60.0	35.5	3.5	8.0
Harga penjualan rata-rata (USD/m ²)	153	172	190	175	200
<i>Landbank – gross (ha)</i>	868	938	919	937	970
<i>Landbank – net (ha)</i>	657	684	658	681	692



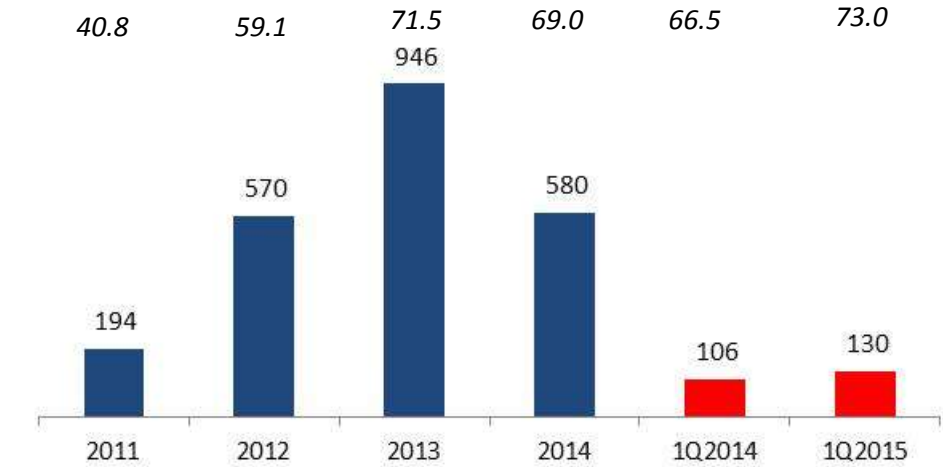
Kinerja Keuangan dan Operasional

Total Penjualan (IDR milyar)



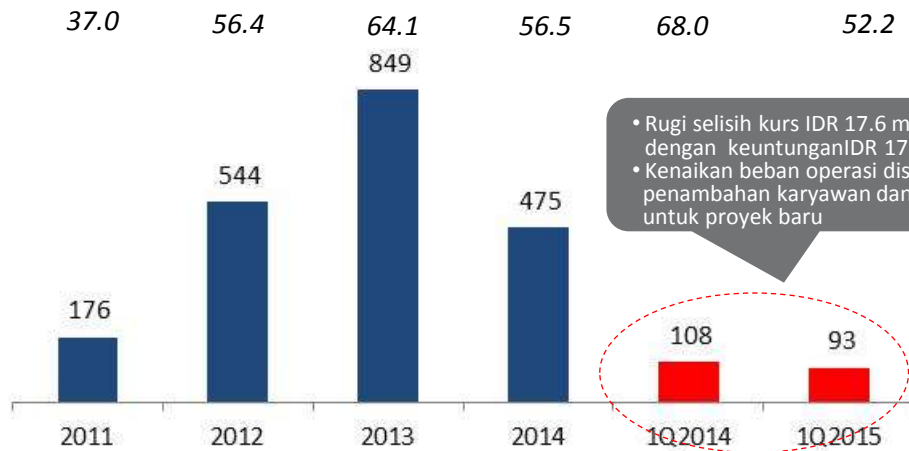
Laba kotor (IDR milyar)

Margin laba kotor (%):



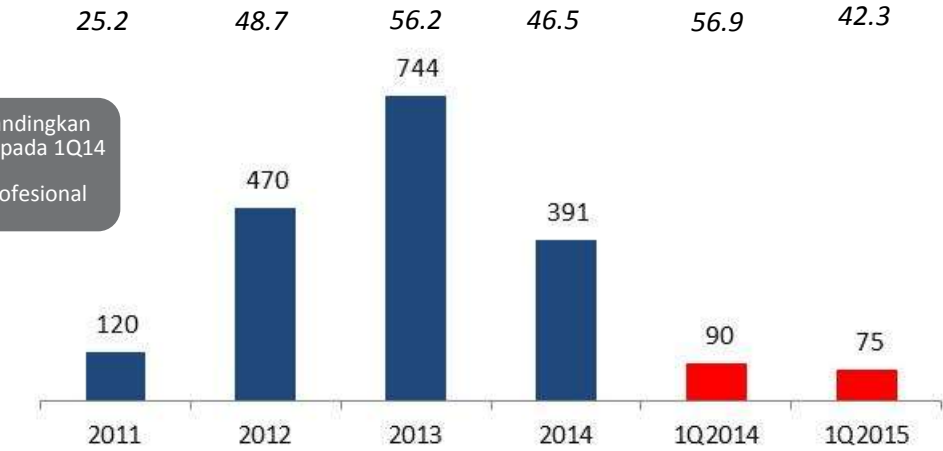
EBITDA (IDR milyar)

Margin EBITDA (%):



Laba bersih (IDR milyar)

Margin laba bersih (%):



Kinerja Keuangan dan Operasional

<i>(dalam IDR milyar)</i>	FY 2012	FY 2013	FY 2014	1Q 2014	1Q 2015
Kas dan Setara Kas	583	548	318	498	1,030
Persediaan	1,545	2,400	2,493	2,423	2,787
Jumlah Aset	2,286	3,360	3,653	3,273	4,785
Hutang bank dan lembaga keuangan	227	542	466	480	1,502
Jumlah Ekuitas	1,770	2,477	2,850	2,567	2,925
Penjualan	965	1,324	840	159	178
Laba Kotor	570	946	580	106	130
EBITDA	544	849	475	108	94
Laba Bersih	470	744	391	90	75



Strategi Jangka Pendek dan Menengah

Tetap fokus pada pengembangan kawasan industri sebagai bisnis utama dan memulai bisnis pendukung sebagai penyokong pelanggan kawasan industri



Standard Factory Building Rental (tahap 1)

- Telah selesai konstruksi
- Luas 20,000 m²
- NLA 10,000 m²(luas tiap unit: perkalian 1,000)
- Harga sewa: USD 9/m²/bulan



Hotel Bisnis

- Pemancangan sudah dimulai
- Target selesai: semester 2 2016
- Luas tanah: 3,600 m²
- Luas bangunan: 7,850 m²
- 200 kunci
- Fasilitas: ruang pertemuan, restoran, pusat kebugaran, internet kecepatan tinggi



Gedung kantor

- Desain hampir selesai
- Target selesai: semester 2 2016
- Luas tanah: 2,100 m²
- Luas bangunan: +/- 6,600 m²
- NLA: +/- 5,300 m²





Tanya Jawab



PT Bekasi Fajar Industrial Estate Tbk



Terima Kasih

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