

PT Bekasi Fajar Industrial Estate Tbk

PAPARAN PUBLIK

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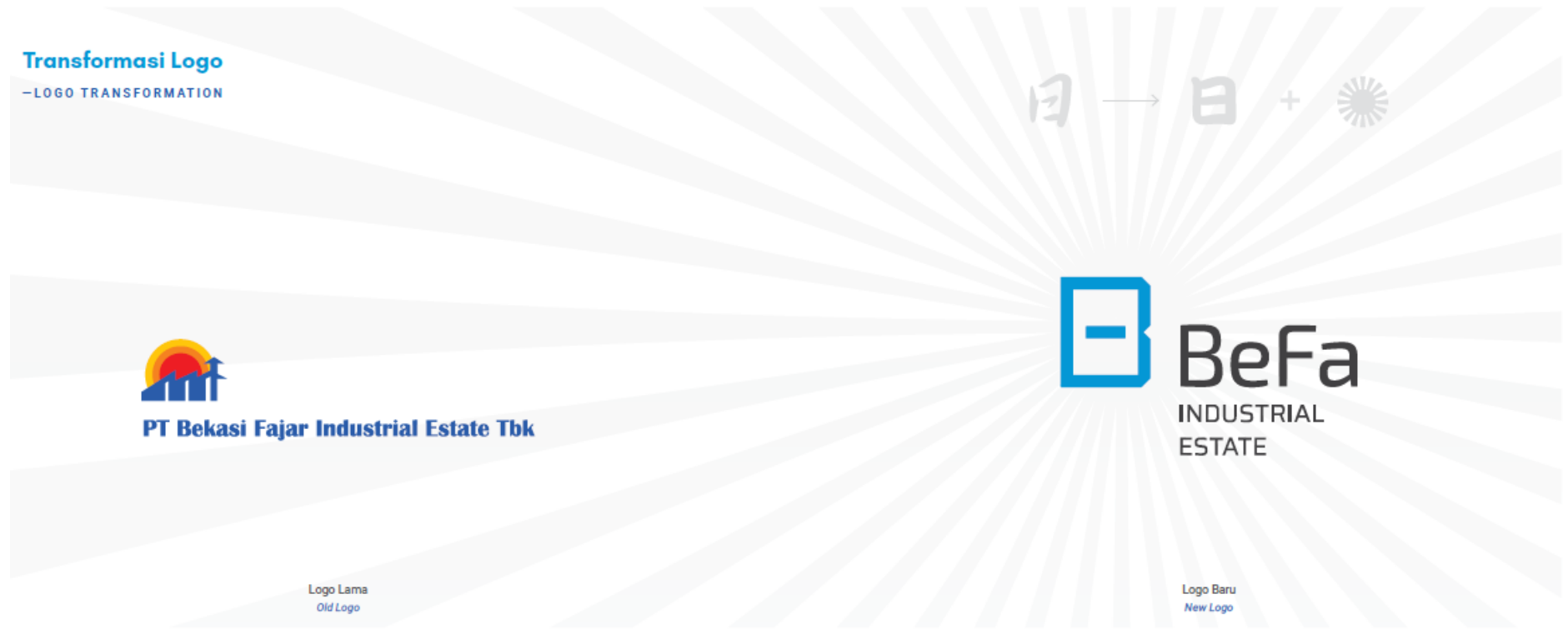
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Transformasi Logo



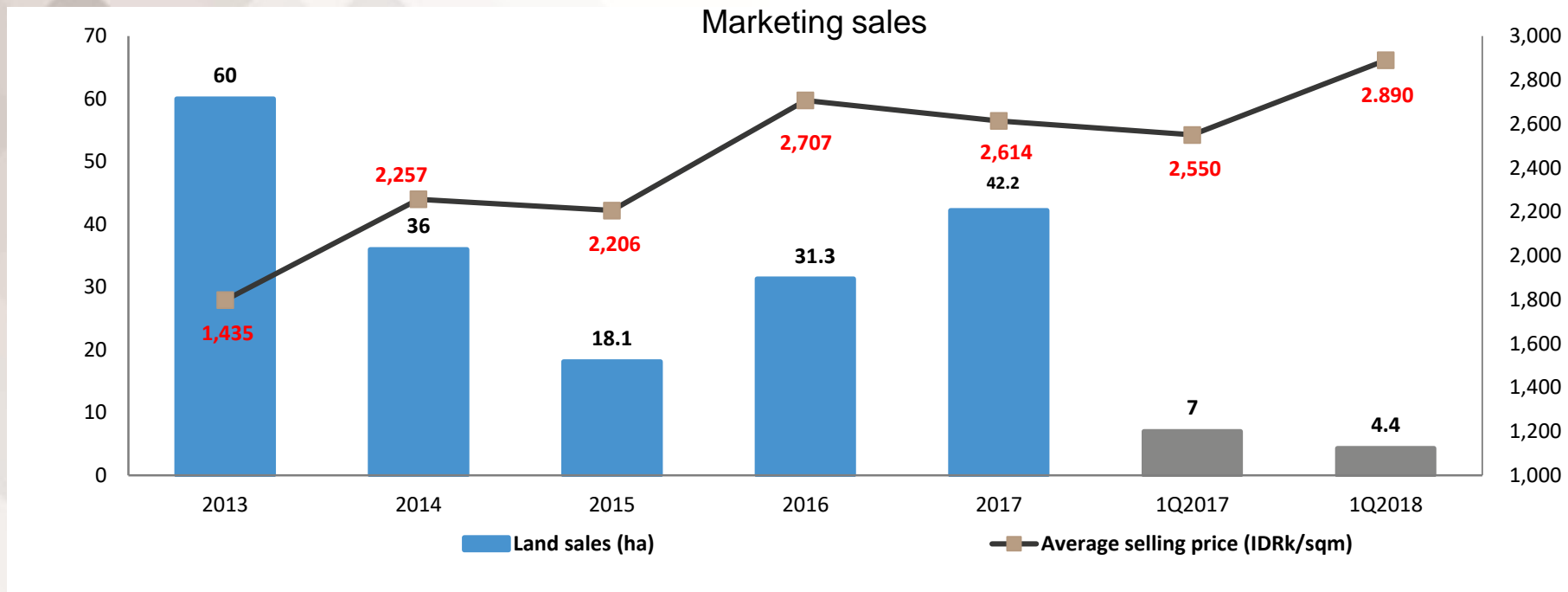
- Pada November 2017, Perseroan melakukan rebranding atau perubahan logo
- **Filosofi Logo**

Identitas baru ini melambangkan langkah yang modern dan dinamis bagi BeFa Industrial Estate. Simbol perusahaan berasal dari huruf kanji Jepang ('日') yang berwarna biru, berarti hari atau sinar matahari. Kami percaya bahwa tiap hari adalah awalan yang baru serta dan suatu kesempatan baru yang dapat dicapai.

Kinerja & Strategi



Kinerja Keuangan dan Operasional

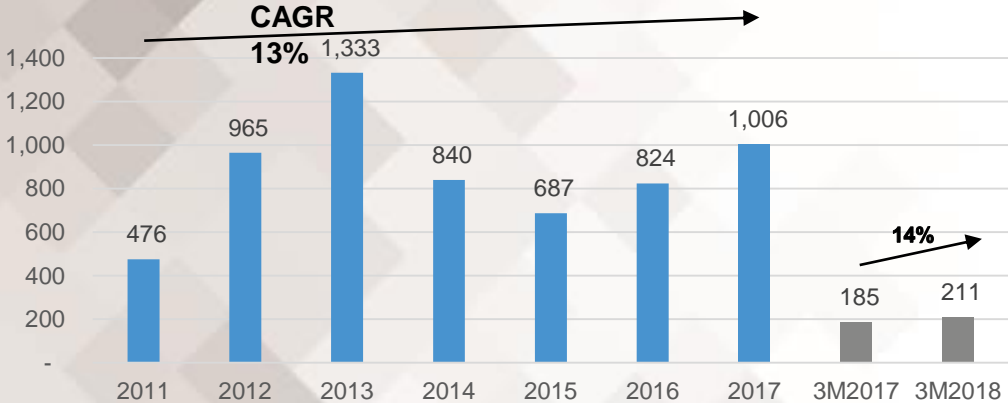


		FY17	1Q2017	1Q2018
Marketing land sales	Area (ha)	42.2	7.0	4.4
	ASP (IDRk/sqm)	2,612	2,550	2,890
Accounting land sales	Area (ha)	36.0	7.0	6.8
	ASP (IDRk/sqm)	2,512	2,261	2,679
Landbank	Gross (ha)	1,057	1,045	1,055
	Nett (ha)	730	728	725

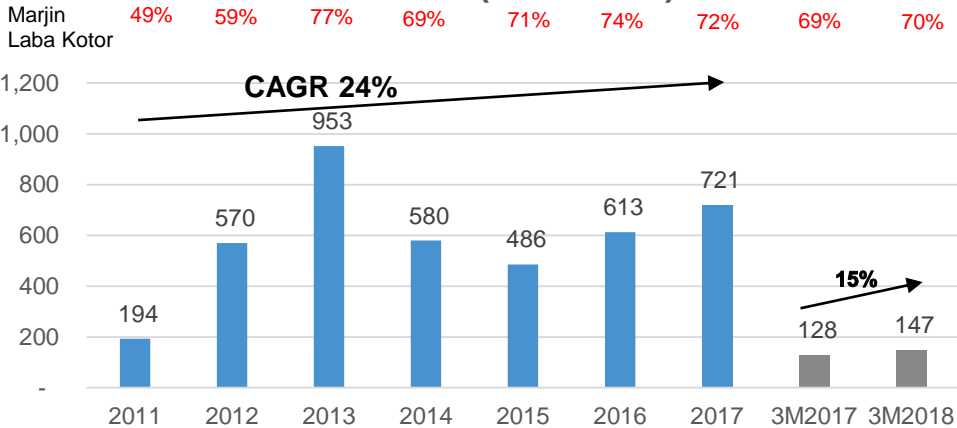
- BEST menaikkan target 2018 ke **35-45ha, ASP IDR 2,6-3,2 juta/m²**
- Sampai dengan April 2018, marketing sales mencapai 4,4 hektar, dengan pipeline 79,6 hektar

Kinerja Keuangan dan Operasional

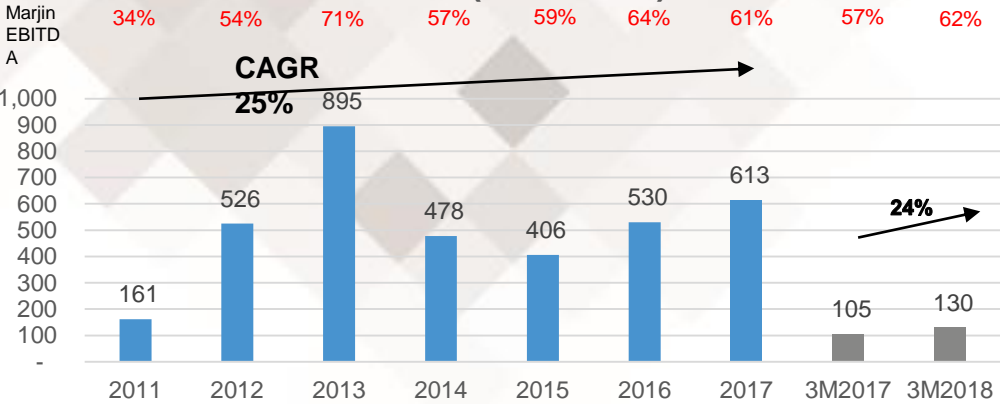
Penjualan (IDR miliar)



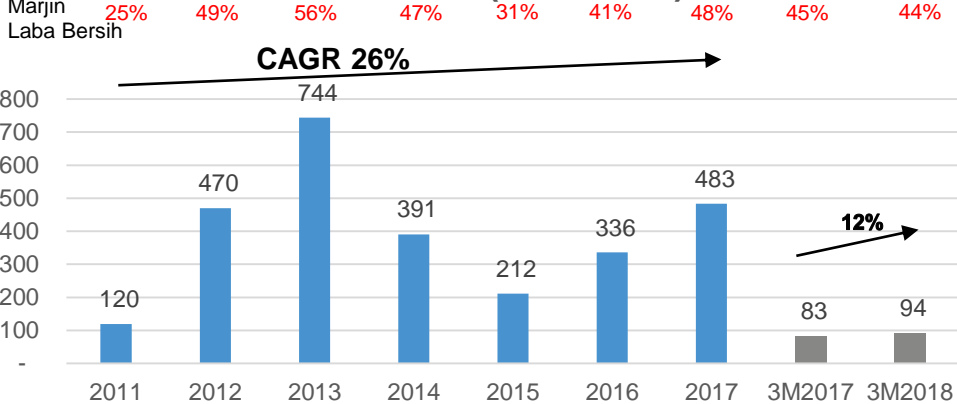
Laba kotor (IDR miliar)



EBITDA (IDR miliar)



Laba bersih (IDR miliar)



Kinerja Keuangan dan Operasional

(dalam IDR miliar)	2011	2012	2013	2014	2015	2016	2017	3M2017	3M2018
Kas dan setara kas	60	582	547	318	378	442	502	278	705
Total aset	1.643	2.285	3.360	3.652	4.631	5.205	5.719	5.201	5.719
Pinjaman bank dan lembaga keuangan	250	227	541	466	1.423	1.691	1.516	1.611	1.617
Total liabilitas	749	515	883	803	1.589	1.814	1.871	1.718	1.889
Total ekuitas	894	1.770	2.476	2.849	3.042	3.390	3.848	3.483	3.942
Pinjaman (kas) bersih/total ekuitas	0.2	(0.2)	(0.0)	0.1	0.3	0.4	0.3	0.4	0.2
EBITDA/beban bunga	5.4	22.6	26.4	13.4	4.6	4.0	4.4	4.0	4.8
Imbal balik aset (ROA)	7%	21%	22%	11%	5%	6%	8%	6%	8%
Imbal balik ekuitas (ROE)	13%	27%	30%	14%	7%	10%	13%	8%	13%

Pada Februari 2018, Perseroan telah menyelesaikan proses refinancing atas pinjaman sindikasi USD dengan menandatangani pinjaman sindikasi USD baru senilai USD 75 juta (dengan opsi peningkatan komitmen sampai dengan total pinjaman senilai USD 130 juta) dengan jangka waktu pinjaman 8 tahun

Strategi Perseroan

Fokus pada pengembangan berkelanjutan kawasan industri MM2100

- Mengoptimalkan potensi land bank yang besar dan posisi MM2100 yang sangat strategis
- Memanfaatkan relokasi industri dari Jakarta
- Menargetkan aneka industri: logistik, barang konsumen, kemasan, automotif, dan industri lainnya dari dalam maupun luar negeri
- Melalui pinjaman sindikasi JPY dengan bank-bank regional Jepang, menggali potensi pasar SME dari Jepang
- Peningkatan nilai strategis kawasan dari proyek pembangunan infrastruktur
 - JORR 2 Cibitung-Cilincing
 - Tol Layang Jakarta-Cikampek
 - Tol Jakarta-Cikampek Selatan
 - Perluasan Tanjung Priok (New Priok)
 - Pelabuhan Patimban



Strategi Perseroan

Pengembangan bisnis untuk mendukung aktivitas di dalam kawasan industri

- Pengembangan kawasan komersial sebagai nilai tambah bagi para tenant:
 - Enso Hotel – hotel bisnis bintang 4, beroperasi sejak 2017, kapasitas 192 kamar
 - Befa Square – dalam masa konstruksi, target operasi pertengahan 2018, NLA 5.641m²
 - Waste Water Treatment Plant kawasan komersial – dalam masa konstruksi, target operasi 2019



Strategi Perseroan

Pengembangan bisnis untuk mendukung aktivitas di dalam kawasan industri

- Pengembangan fasilitas pendukung kegiatan industri:
 - Standard Factory Building, NLA 10.000m²
 - Modern Logistic Center (JV dengan Daiwa House, kepemilikan Perseroan 20%), tahap 1 NLA 25.000m² (okupansi 100%), tahap 2 NLA 26.500m² target selesai pertengahan 2018



Strategi Perseroan

Perluasan bisnis kawasan industri di wilayah Indonesia



Tanya Jawab





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PT Bekasi Fajar Industrial Estate Tbk.

Wisma Argo Manunggal 10th floor

Jl. Jend. Gatot Subroto Kav. 22, Jakarta 12930

www.bekasifajar.com

Untuk informasi lebih lanjut hubungi: investor.relations@befa.id