



Befa
INDUSTRIAL
ESTATE

PT Bekasi Fajar Industrial Estate Tbk

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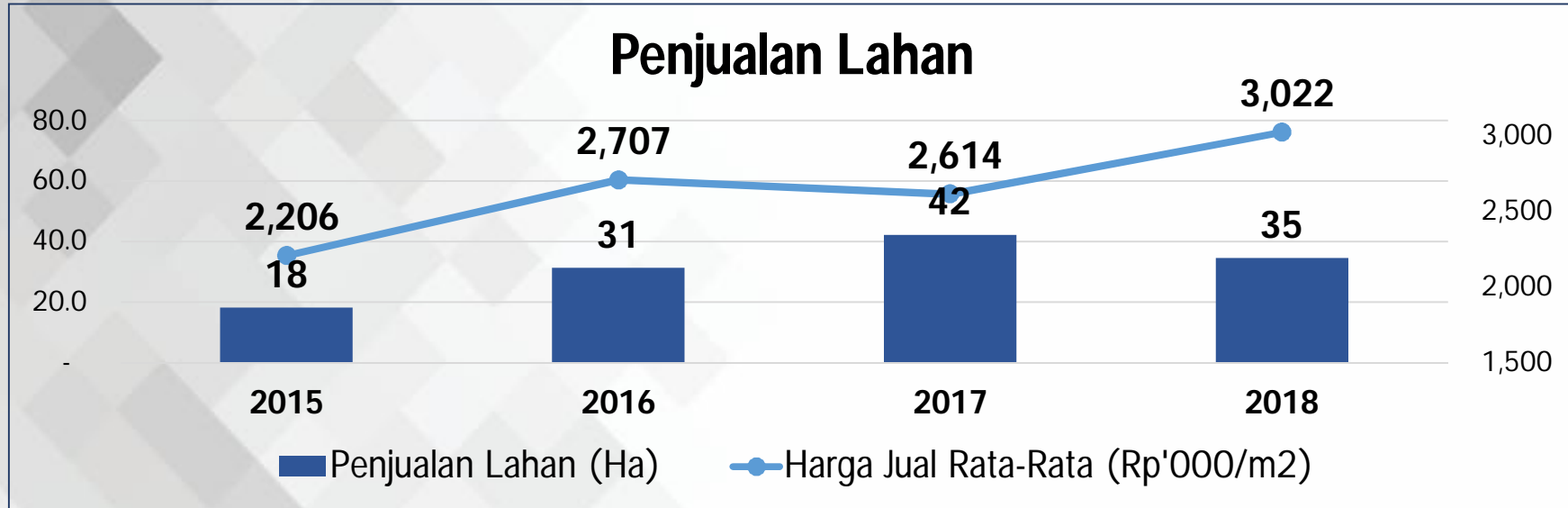
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Kinerja dan Strategi

Kinerja Keuangan dan Operasional

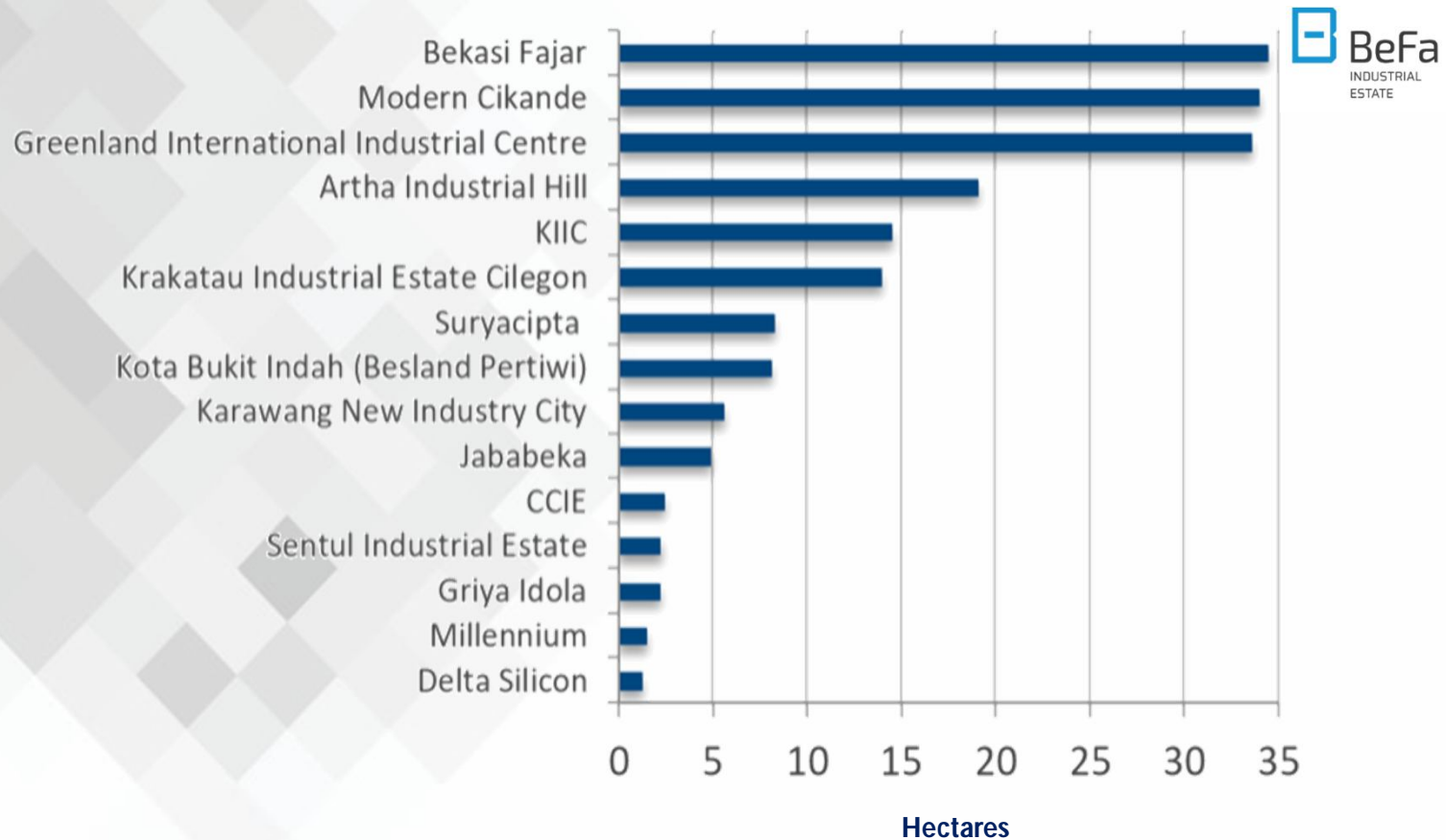


	Tahun 2017	Tahun 2018
Penjualan Lahan		
Luas (Ha)	42	35
Harga Jual Rata-Rata (Rp'000/m ²)	2,614	3,022
Pendapatan Penjualan Lahan		
Luas (Ha)	36	29
Harga Jual Rata-Rata (Rp'000/m ²)	2,512	2,880
Persediaan (Bank) Lahan		
Gross (Ha)	1,057	1,051
Net (Ha)	729	716

Perseroan menargetkan penjualan lahan 2019 sebesar **40ha, ASP IDR2,6-3,2 juta/m²**

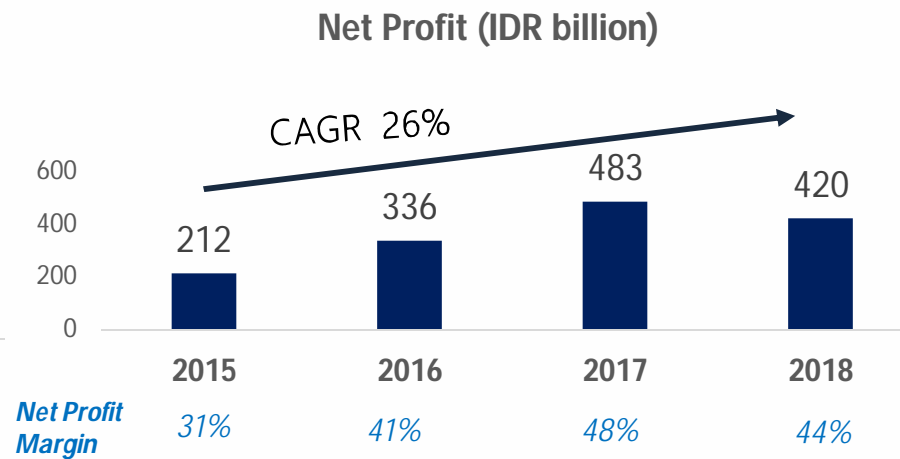
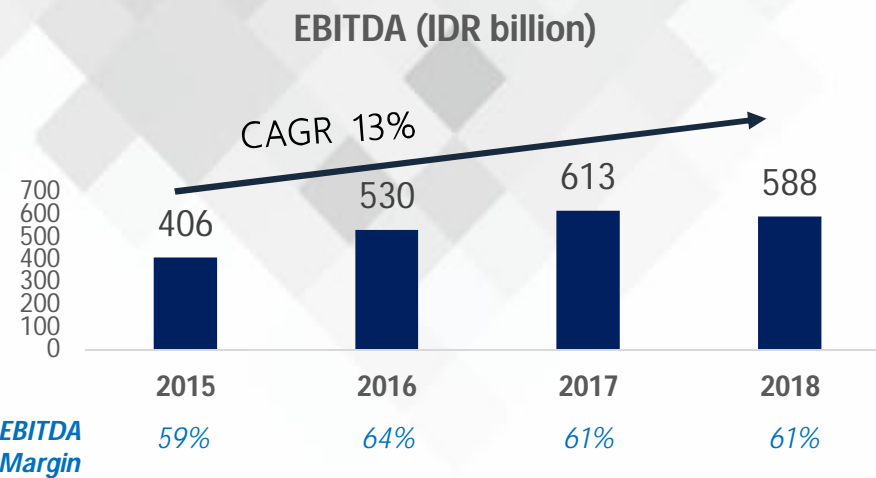
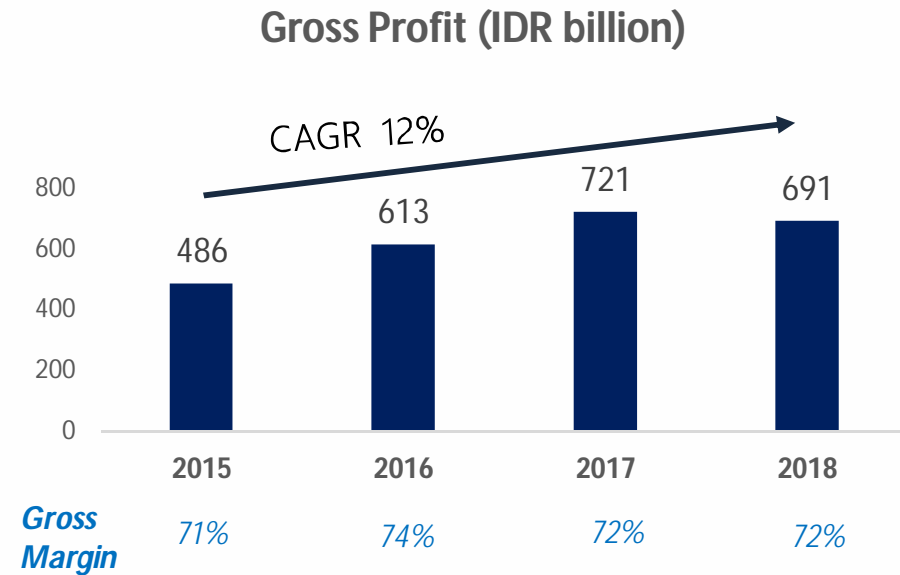
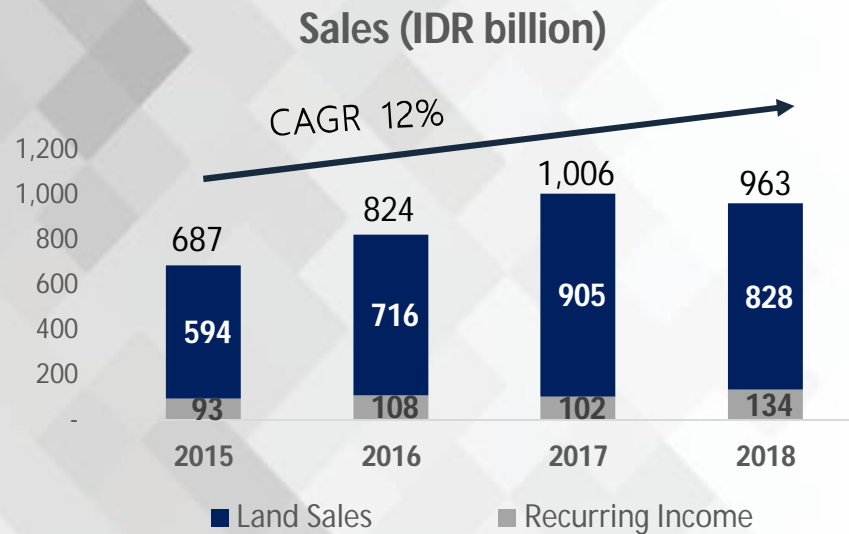
BeFa Top Selling Industrial Estate in 2018

Land Absorption in 2018 (Greater Jakarta Area)



Source: Colliers International Indonesia - Research

Kinerja Keuangan dan Operasional



Kinerja Keuangan dan Operasional

(dalam IDR miliar)	2011	2012	2013	2014	2015	2016	2017	2018
Kas dan setara kas	60	583	548	318	378	442	502	1,129
Total aset	1,644	2,286	3,360	3,653	4,631	5,205	5,719	6,290
Pinjaman bank dan lembaga keuangan	251	227	542	466	1,423	1,691	1,516	1,897
Total liabilitas	749	516	883	803	1,589	1,815	1,871	2,118
Total Ekuitas	895	1,770	2,477	2,850	3,042	3,391	3,848	4,172
Pinjaman (kas) bersih) / total ekuitas	0.2	(0.2)	(0.0)	0.1	0.3	0.4	0.3	0.2
EBITDA/ beban bunga	5.4	22.6	26.4	13.3	4.5	4.5	4.4	4.1
Imbal balik aset (ROA)	7%	21%	22%	11%	5%	6%	8%	7%
Imbal balik ekuitas (ROE)	13%	27%	30%	14%	7%	10%	13%	10%

Strategi Perseroan

Pengembangan fasilitas untuk mendukung aktivitas di dalam kawasan industri

Modern Logistic Center



- o Gudang modern dengan area kantor yang siap disewakan
- o Merupakan proyek usaha patungan dengan Daiwa House (BEST 10%)
- o Telah beroperasi 56,500m² NLA, dan berencana akan ditambahkan 55,404m² NLA pada tahun 2020.

Standard Factory Building



- o Ruang bisnis terintegrasi, lengkap dengan area produksi dan kantor
- o Menyasar segmen usaha kecil menengah dari berbagai industri
- o 10,000m² NLA

Bisnis Hotel (Hotel Enso)



- o Hotel bisnis bintang 4
- o Kapasitas 174 kamar
- o Fasilitas: ruang rapat, kolam renang, *gym*
- o Mulai beroperasi pada November 2017
- o Pengelolaan oleh operator hotel - Celecton asal Japan yang dimulai sejak November 2018

Office Building for Rent (Befa Square)



- o Memiliki lokasi strategis di pintu masuk MM2100 (bersebelahan dengan hotel bisnis)
- o NLA: 5,641 m²
- o Mulai beroperasi April 2018

Lainnya: **Waste Water Treatment Plan** pada kawasan komersial – saat ini dalam masa konstruksi

Strategi Perseroan

Pertumbuhan berkelanjutan dengan perluasan bisnis kawasan industri di wilayah Indonesia





Tanya Jawab



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