

## Sector: Property

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### FLASH NOTE: Property Sector— Investor Summit and Capital Market Expo 2015

November 16, 2015

Berikut kami sampaikan beberapa hal yang kami dapatkan dalam event Investor Summit dan Capital Market Expo 2015:

#### **PT Surya Semesta Internusa Tbk (SSIA):**

- Perseroan memberikan arahan tahun 2015 merupakan tahun yang relative sepi untuk bisnis lahan industri. Pihak perseroan hanya mampu merampungkan pra penjualan marketing sales 9M15 sebesar sekitar 10 ha, dari target FY15 perseroan sebesar 20 ha. Apabila dibandingkan dengan tahun-tahun sebelumnya pada tahun 2013 dan 2014, SSIA berhasil membukukan pra penjualan marketing sales sebesar 42 dan 23 ha secara berturut-turut. Pada tahun depan, perseroan menargetkan 30 ha untuk pra penjualan lahan industry dan Rp 4.5 triliun untuk kontrak baru NRCA.
- Untuk jenis industry nya, perseroan mengatakan pada tahun 2015 penjualan lahan industry didominasi oleh industry *Food and Beverages* (33.17%), Automotive (25.32%), logistics dan warehousing (7.08%) per 30 September 2015.
- Untuk anak usaha perseroan, PT Nusa Raya Cipta Tbk (NRCA), masih mencoba untuk kembali masuk ke dalam project-project infrastructure pemerintah dengan selalu aktif mengikuti tender-tender project tol khususnya di daerah Jawa.
- Perkembangan proses pembebasan lahan perseroan yang terletak di daerah Subang Jawa Barat Per 30 September 2015 telah berhasil membebaskan lahan sejumlah 300 ha dari total land bank yang ingin dikuasai perseroan sebesar 1000ha. Perseroan berharap mulai dapat melakukan pra penjualan marketing sales untuk lahan di Subang pada akhir tahun 2017.

#### **PT Metropolitan Land Tbk (MTLA):**

- Perseroan memberikan arahan bahwa pelemahan di sektor property domestic tidak dapat terelakkan lagi, yang terutama disebabkan oleh pelemahan mata uang rupiah, pelemahan daya beli masyarakat dan juga ketidakpastian terkait perpajakan di tanah air.
- Sekedar informasi, MTLA merupakan emiten property yang bergerak dalam bidang property development dan investasi property dalam bentuk perhotelan dan mall. Untuk divisi pengembangan property, MTLA masih fokus untuk menggarap sektor property untuk kalangan menengah, baik kalangan menengah atas maupun menengah bawah. Per tanggal 30 September 2015, komposisi pendapatan perseroan adalah 65% masih didominasi oleh pendapatan dari penjualan pengembangan property dan 35% adalah pendapatan berulang yang didapat baik dari Mall maupun perhotelan. Untuk pembagian daerah nya, untuk saat ini mayoritas land bank perusahaan masih terletak di daerah Jakarta Timur.
- Perseroan mengatakan untuk saat ini pra-penjualan marketing sales perseroan masih didominasi oleh property untuk segmen menengah. Project perseroan yang masuk kategori tersebut adalah Metland Cileungsi, Metland Transyogi yang terletak di Bogor dan Metland Cibitung yang terletak di daerah Bekasi. Untuk range harga project-project tersebut berada di kisaran Rp 200 juta sampai dengan Rp 700 juta.
- Pipeline project perseroan untuk tahun 2016 adalah Metland Cyber City di kawasan Tangerang tepat nya Km 11 tol Jakarta-Merak. Perseroan memiliki total gross area 62 ha di kawasan tersebut. Perseroan mengharapkan untuk mulai melakukan penjualan untuk project ini pada Kuartal 1 2016.
- Untuk issue terkait revaluasi asset, perseroan mengatakan masih belum akan melakukan revaluasi asset, mengingat posisi balance sheet perseroan yang masih kuat dengan posisi DER perseroan per 30 September 2015 sebesar 0.6x.

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