



PT Bekasi Fajar Industrial Estate Tbk

Public Expose

14 August 2020

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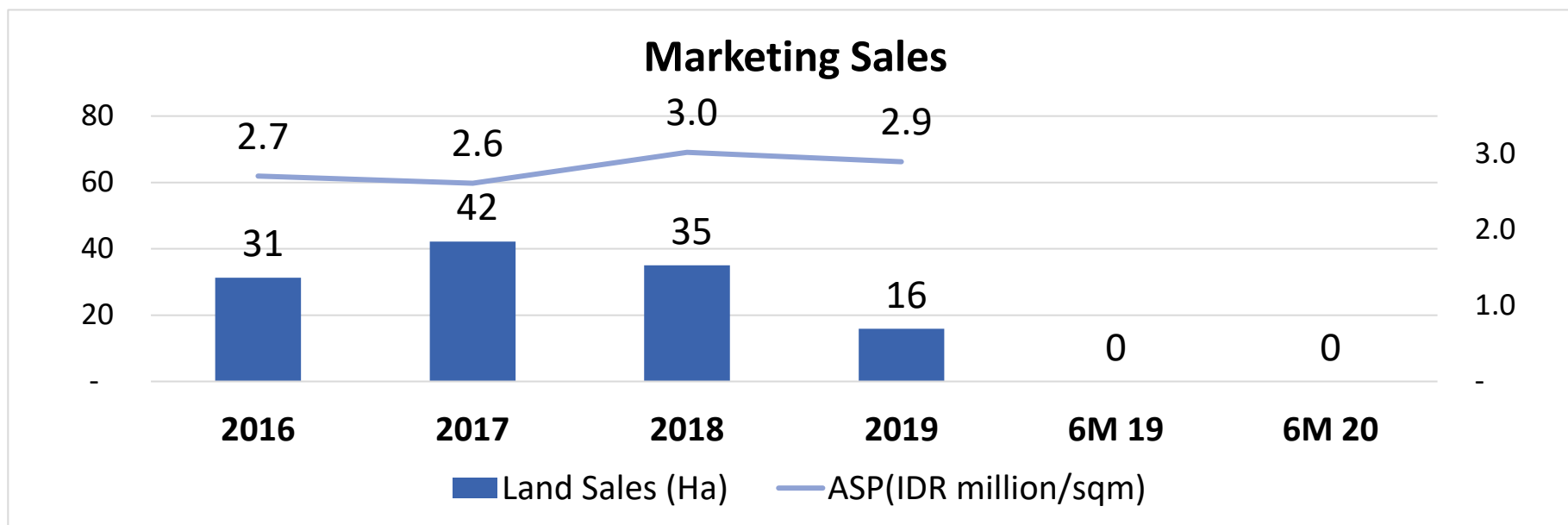
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01 | Financial and Operational Performance

*Paving Your Way
to Endless Possibilities*

Operational Performance

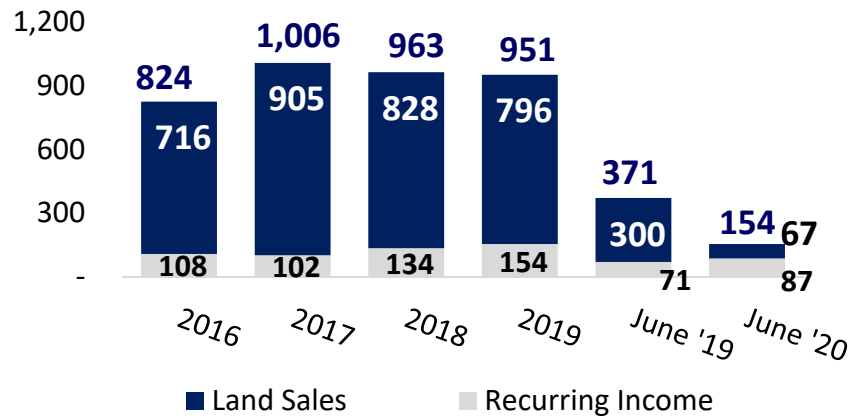


		FY 2018	FY 2019	6M19	6M20
Marketing Land Sales	Area (ha)	35	16	-	-
	ASP (IDR mn/sqm)	3.0	2.9	-	-
Accounting Land Sales	Area (ha)	29	37	20	3
	ASP (IDR mn/sqm)	2.9	2.1	1.5	2.7
Land bank	Gross (ha)	1,051	1,040	1,043	1,038
	Net (ha)	716	697	705	695

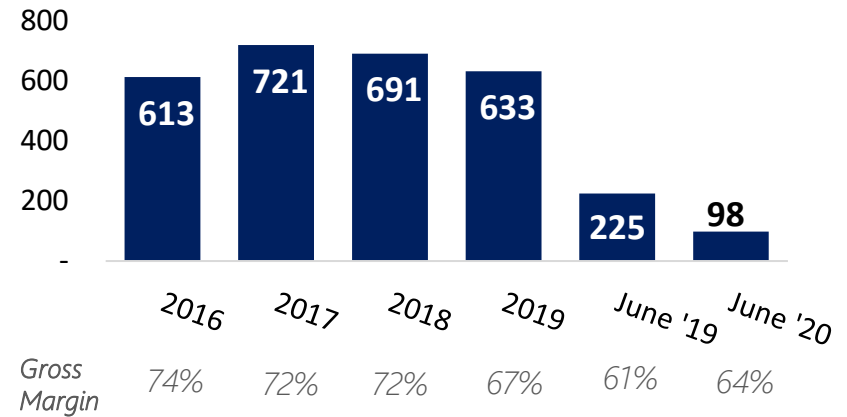
- The Company revised 2020 industrial marketing sales target to become 10 to 15 ha with ASP of IDR 2.6-3.2 million/sqm, due to Covid-19 pandemic condition.
- Total inquiries as of end June 2020: 63 hectares.

Financial Performance

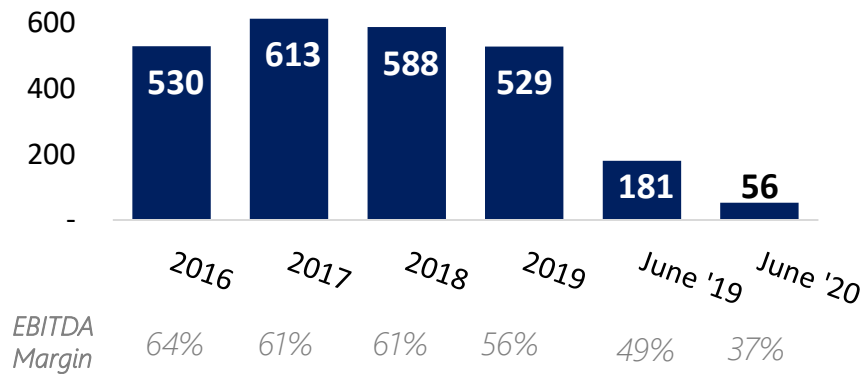
Sales (IDR billion)



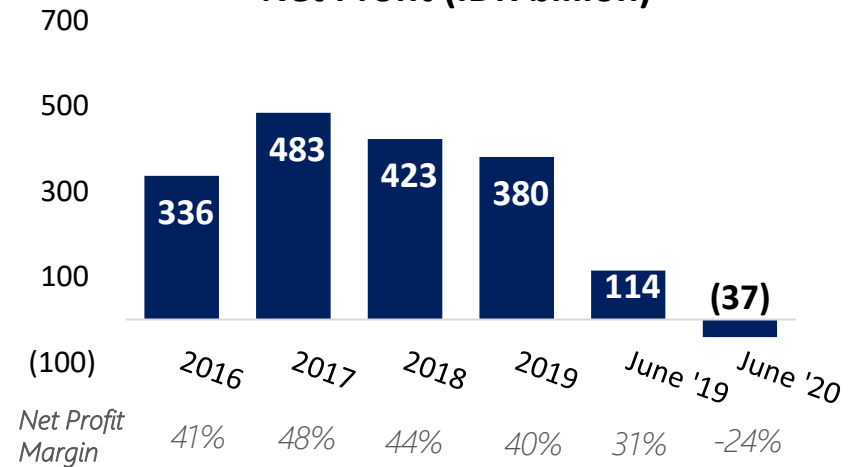
Gross Profit (IDR billion)



EBITDA (IDR billion)

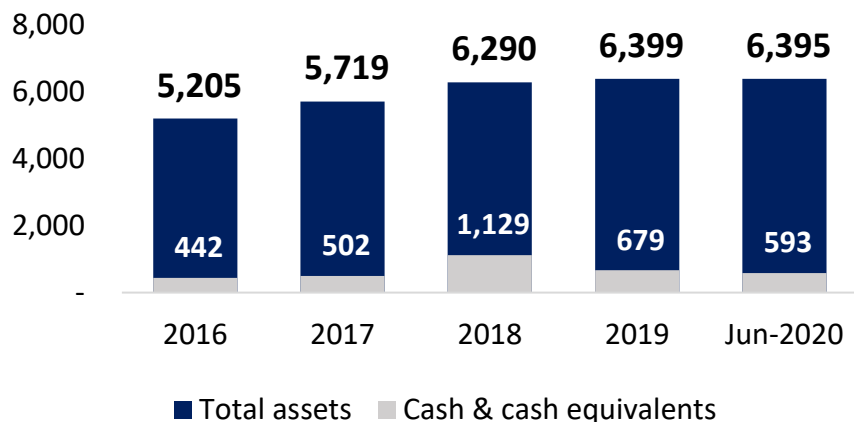


Net Profit (IDR billion)

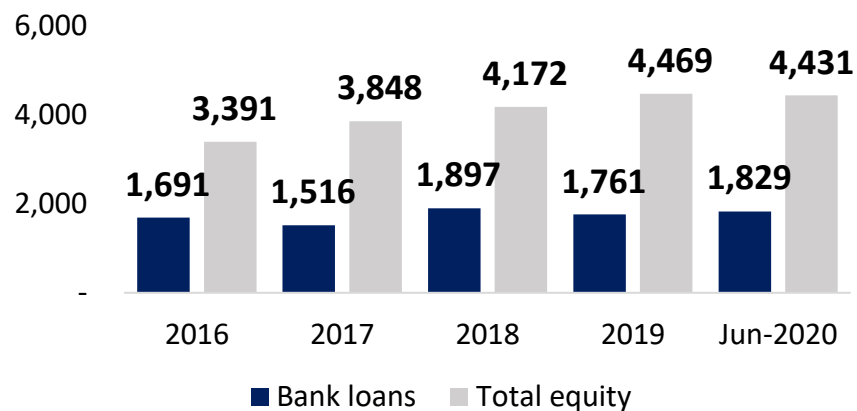


Financial Position

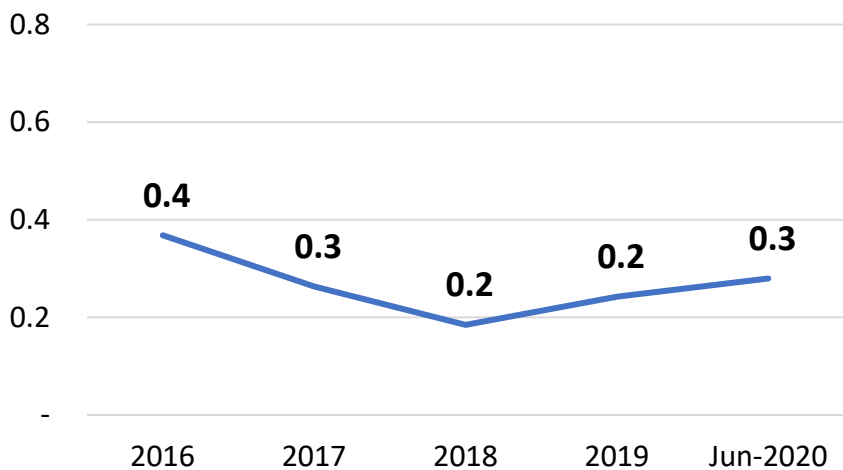
Cash & Cash Equivalents and Total Assets (IDR billion)



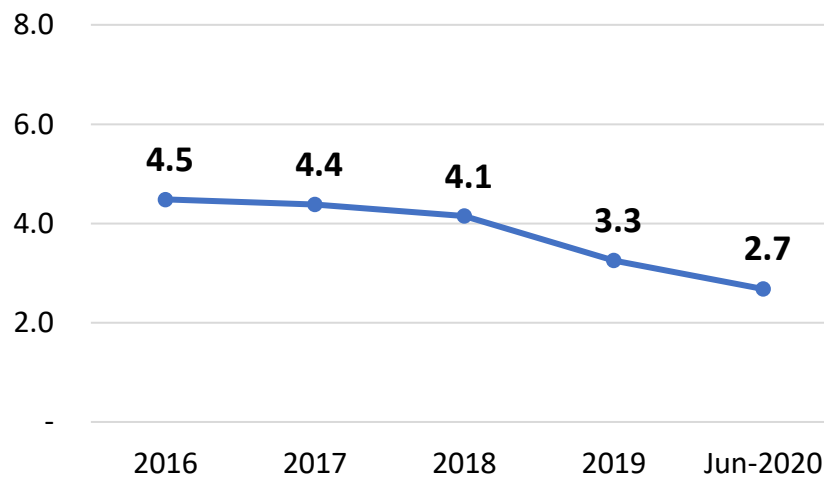
Bank Loans and Total Equity (IDR Billion)



Net Debt to Equity



EBITDA to Interest Expense Ratio (LTM)





02 | BeFa Navigating through Covid-19 Pandemic

BeFa Navigating through Covid-19 Pandemic

Covid-19 pandemic situation has created challenging business environment for all business players in Indonesia especially in investments. Nevertheless, we still believe in future investment growth potential in Indonesia.

SUSTAINABLE GROWTH through moderate sales target

OPTIMIZE and develop existing assets

FOCUS marketing efforts to capture market opportunity

EFFICIENCY in operation and effective capex selection

BeFa Social Responsibility in Covid-19 Pandemic

The Company together with MM2100 tenants support community and local society through several programs:

Distribution of Covid Prevention supplies to 10 Puskesmas around MM2100, RSUD Cibitung, BNPB and Dinas Kesehatan Bekasi



BeFa Social Responsibility in Covid-19 Pandemic

Basic needs assistance programs to 7 villages around MM2100, Cikarang Barat public kitchen, PMI, BNPB and Dinas Kesehatan Bekasi





Q & A

*Paving Your Way
to Endless Possibilities*



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