



# PT Bekasi Fajar Industrial Estate Tbk

*Investors Highlight – FY2020*

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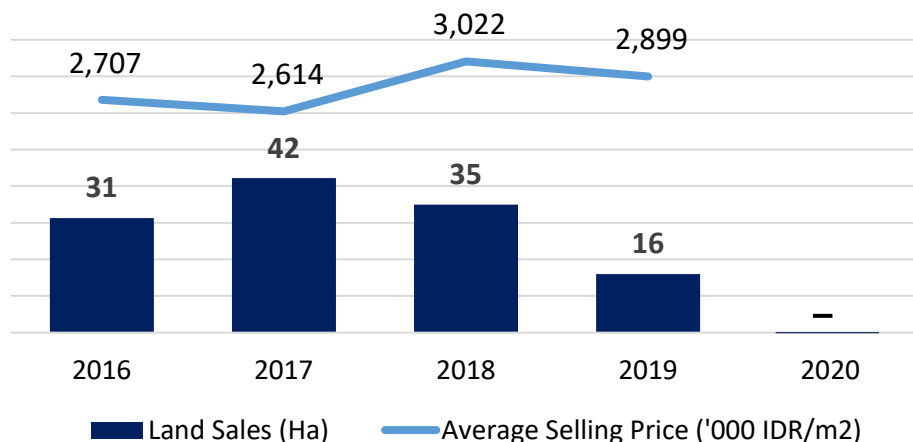
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# 2020 Performance

## Marketing Land Sales



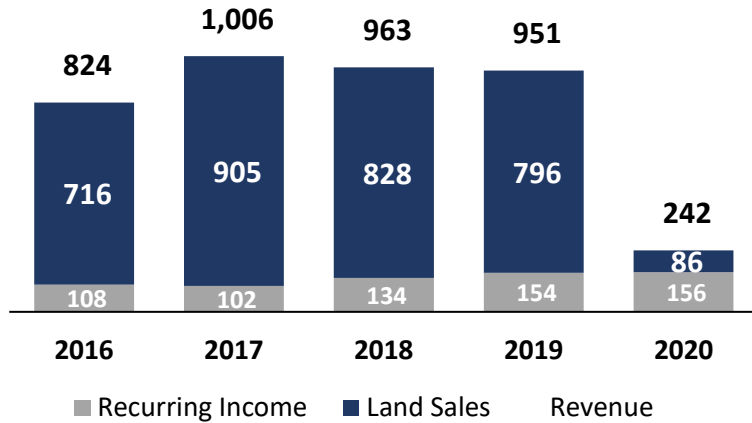
		FY2020	FY2019
<b>Marketing Land Sales</b>	Area (ha)	-	16
	ASP (IDR k/sqm)	-	2,899
<b>Accounting Land Sales</b>	Area (ha)	3	37
	ASP (IDR k/sqm)	2,532	2,145
<b>Land bank</b>	Gross (ha)	1,040	1,040
	Net (ha)	696	697
	Addition (ha)	5	26

## 2020 Summary

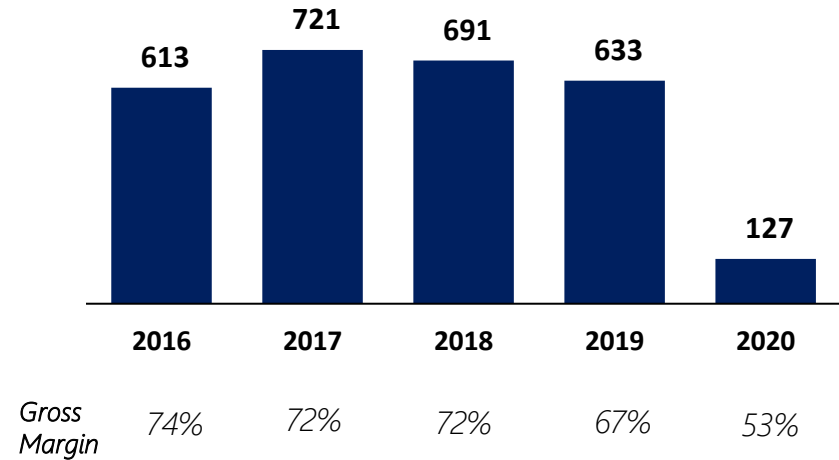
- **Industrial land sales** - very challenging due to the Covid-19 pandemic that resulted in delay or cancelation of investment plans; the Company did not achieve 2020 revised marketing sales target and recorded no marketing sales which also impacted the realization of accounting sales.
- **Recurring and other Income** - stable for industrial related services and rental businesses
- **Conservative cash management made 2020 ending cash balance higher than 2019** – selective capex, successful collection of receivables and JPY loan refinancing in 2020 resulted in positive net cash flow with ending balance of IDR 799bn and maintain net gearing at 0.2 times.

# Financial Performance 31 December 2020

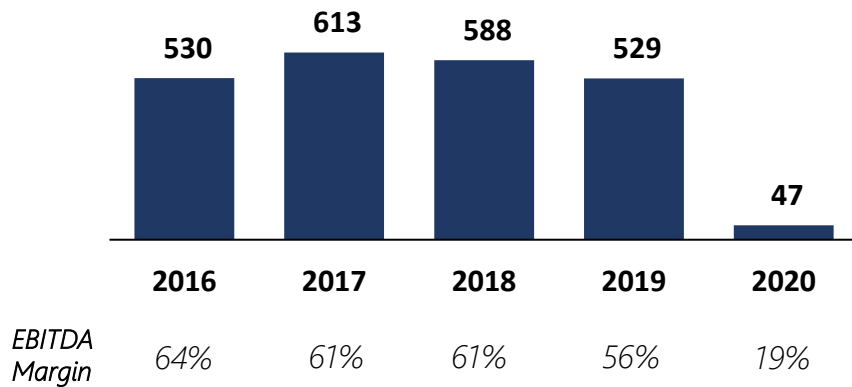
## Sales (IDR billion)



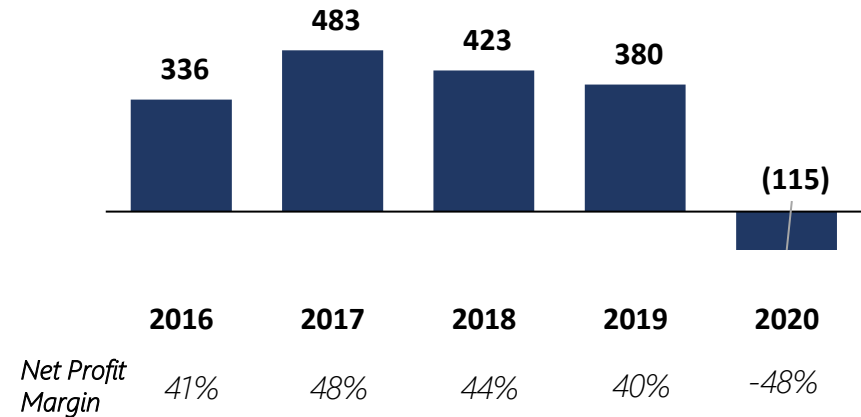
## Gross Profit (IDR billion)



## EBITDA (IDR billion)

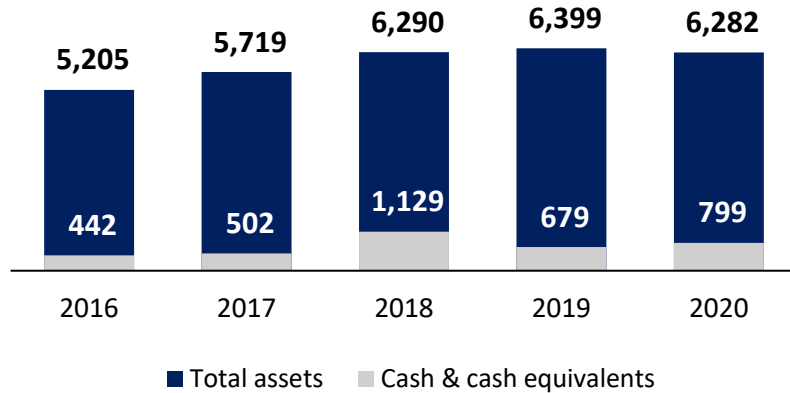


## Net Profit (IDR billion)

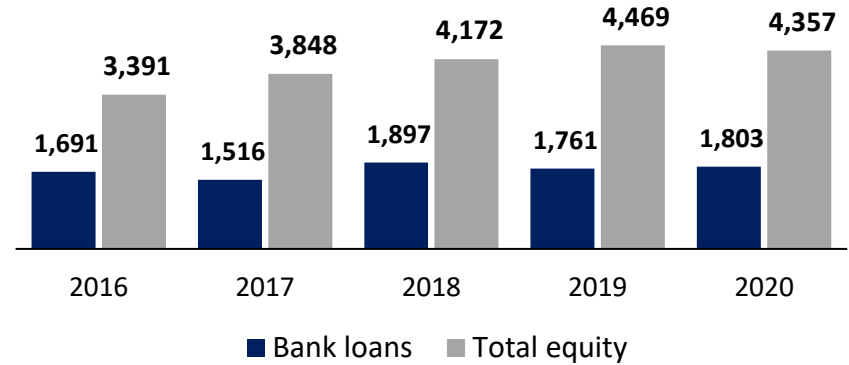


# Financial Position 31 December 2020

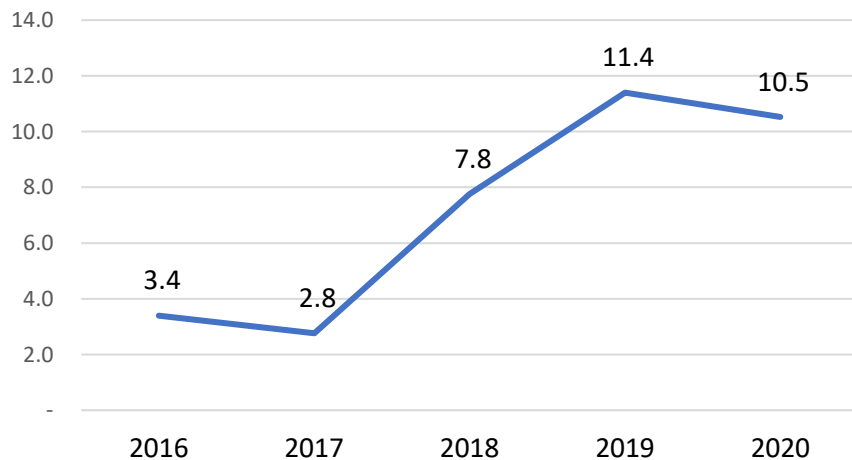
**Cash and Total Assets  
(IDR billion)**



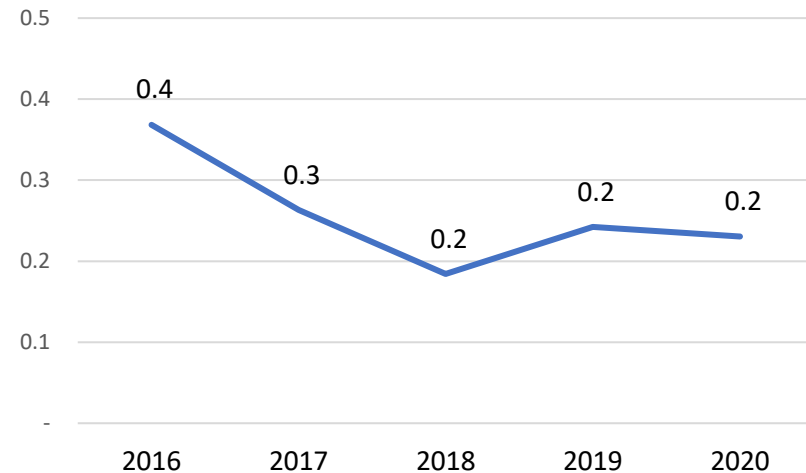
**Bank Loans and Total Equity  
(IDR Billion)**



**Current Ratio**



**Net Debt to Equity**



# 2021 Outlook

- ❑ **Maintain land sales target of 10 to 15 hectares with average selling price of IDR 2.6 to 3.2 million per sqm.**
  - Demand has not yet recovered to pre-pandemic level but there are some increasing business confidence in consumer market and investment due to vaccines rollout and Omnibus law;
  - Marketing strategies: focus on industries that are more resilient during the pandemic
  - Inquiry as of 31 December 2020 is 56 hectares
- ❑ **The Company expect recurring income to have stable growth**
- ❑ **Start with healthy cash balance of IDR 799 billion and continue with conservative cash management**





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