



PT Bekasi Fajar Industrial Estate Tbk

Investors Highlight – FY 2022

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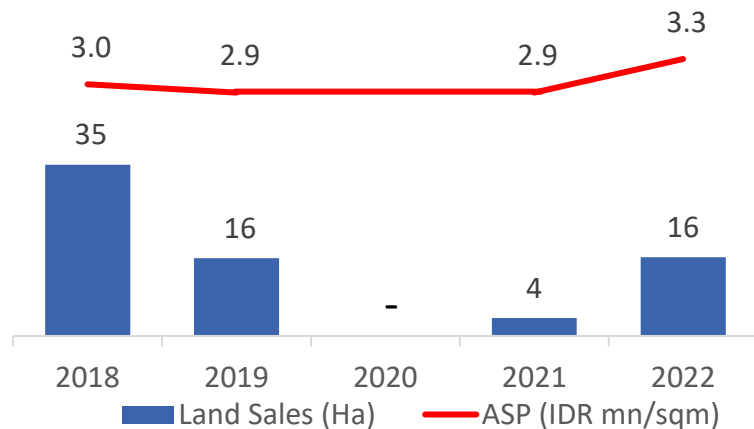
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2022 Performance and 2023 Outlook

Marketing Land Sales



	2018	2019	2020	2021	2022
In IDR bn	1,043	460	-	107	526

		2022	2021
Marketing Land Sales	Area (ha)	16	4
	ASP (IDR mn/sqm)	3.3	2.9
Accounting Land Sales	Area (ha)	12	3
	ASP (IDR mn/sqm)	3.2	2.7
	Gross (ha)	1,042	1,048
Land bank	Net (ha)	693	700
	Addition (ha)	6	11

2022 Business Overview

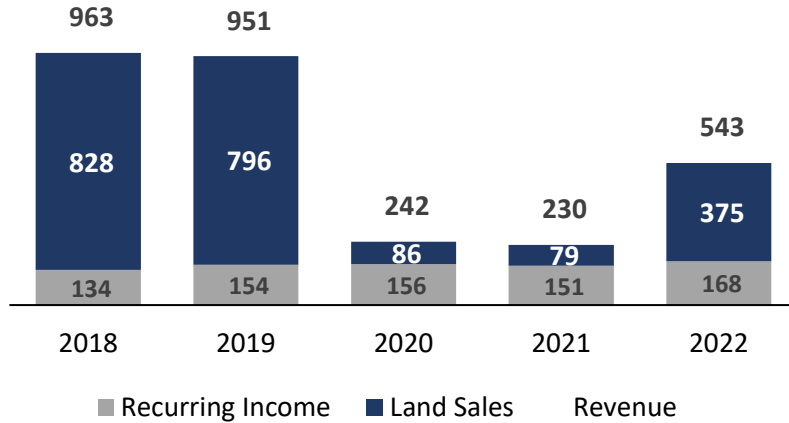
- ❑ **Industrial land sales: consistent improved business confidence and transaction in 2022**
 - The Company achieved marketing sales of IDR 526 bn in 2022 .
 - The sales consists of 16 ha of industrial land to automotive, F&B, warehouse and other industries.
- ❑ **Improvement in recurring income performance** from estate management services.
- ❑ **Healthy balance sheets with conservative leverage ratio** with cash balance of IDR 546 bn and net gearing ratio at 0.25 times.

2023 Outlook

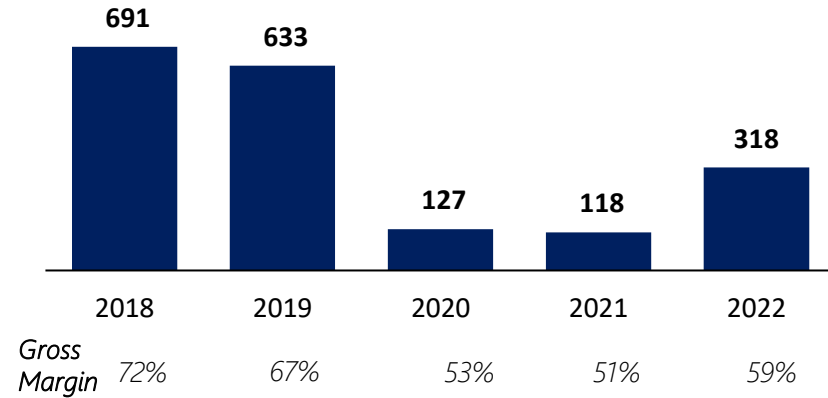
- ❑ **Marketing sales target** for 2023 is IDR 651 bn.
- ❑ **The company's strategy:** focus on developing Befi Digital Town to capture growing demand from high tech sectors and to capture existing tenants' expansions and demand from resilient industries.
- ❑ As of 31 December 2022, the Company's pipeline is 74 hectares.

Financial Performance 2022

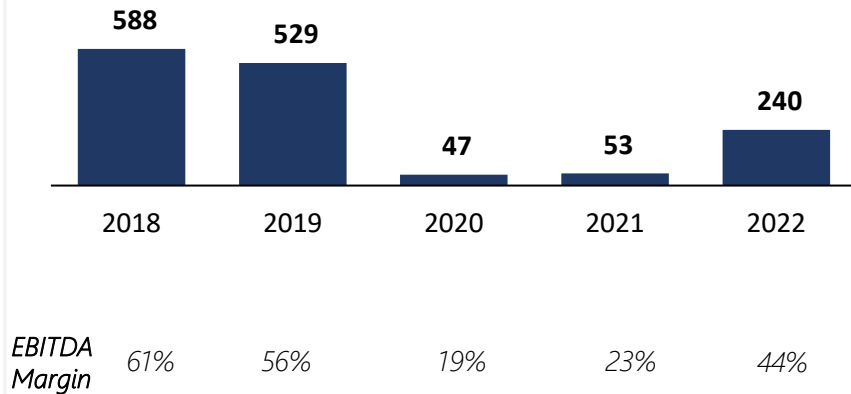
Sales (IDR billion)



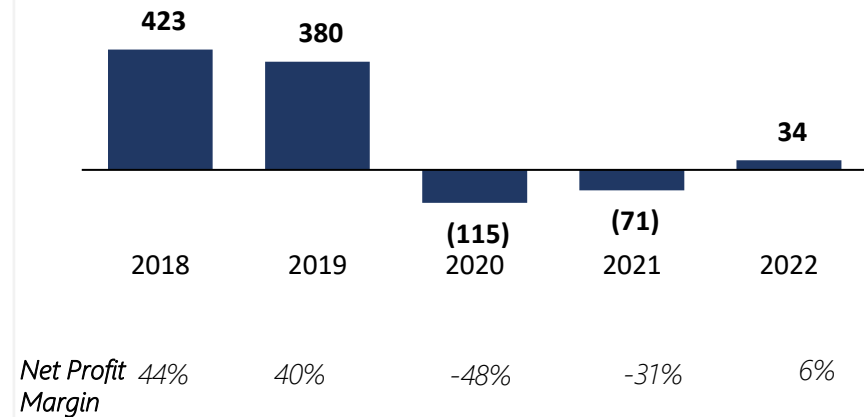
Gross Profit (IDR billion)



EBITDA (IDR billion)

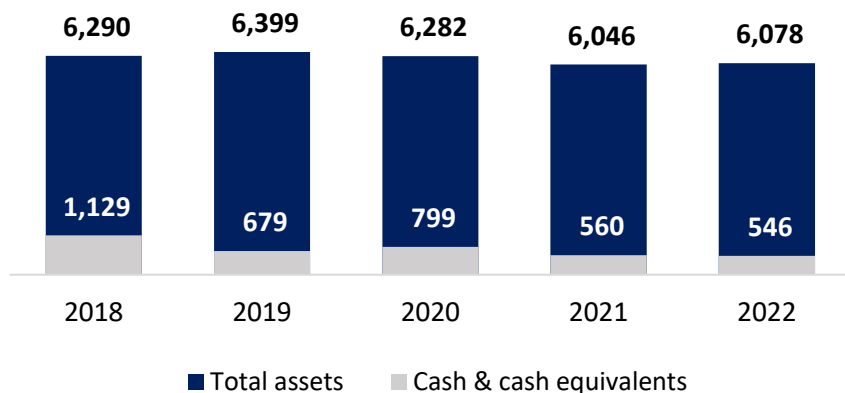


Net Profit (IDR billion)

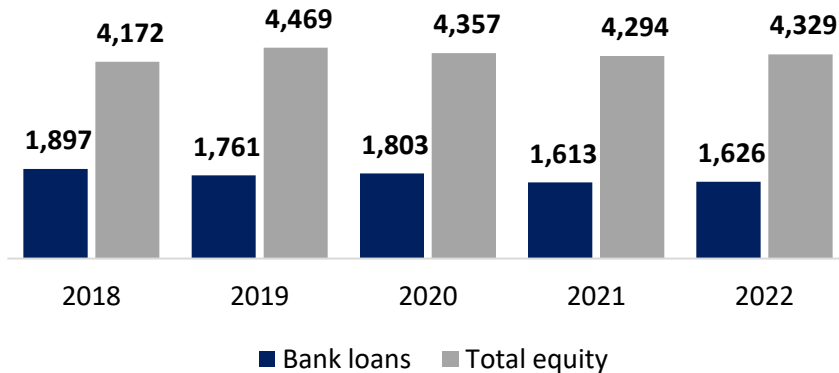


Financial Position 31 December 2022

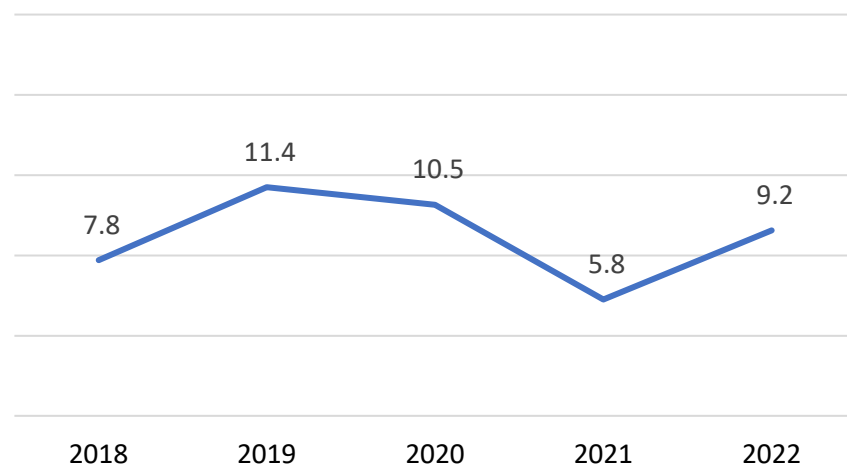
Cash and Total Assets (IDR billion)



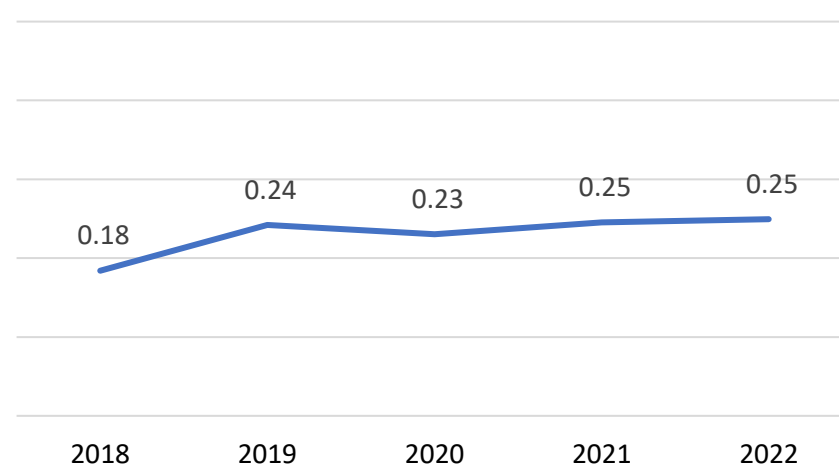
Bank Loans and Total Equity (IDR Billion)



Current Ratio



Net Debt to Equity





PT Bekasi Fajar Industrial Estate Tbk.

Wisma Argo Manunggal 10th floor

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

Befa.id

For more information please contact: investor.relations@befa.id