



PT Bekasi Fajar Industrial Estate Tbk (Perseroan)

Public Expose – 30 May 2023

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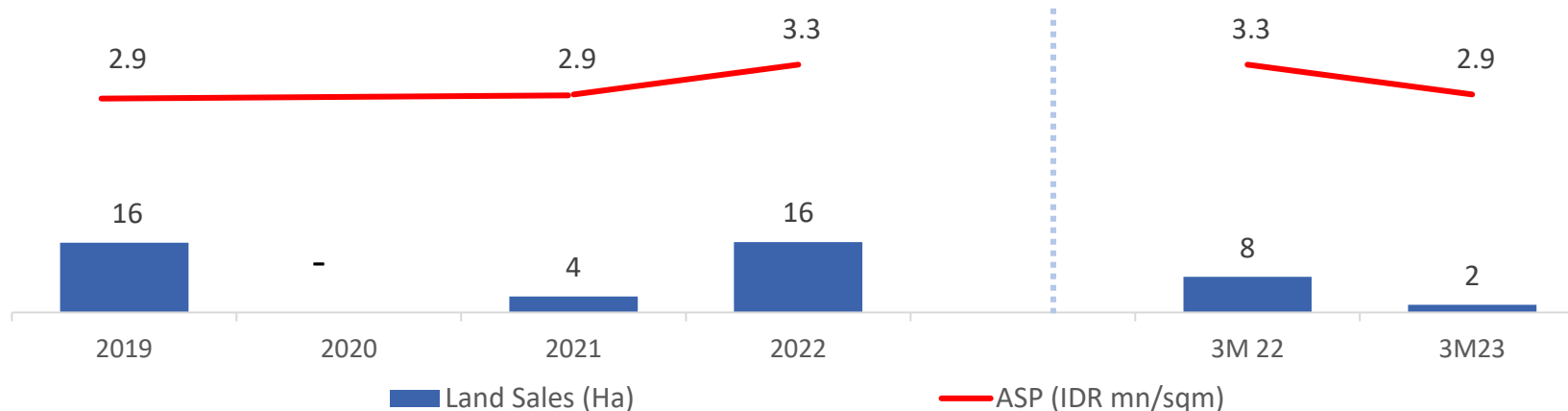
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Land Sales Performance



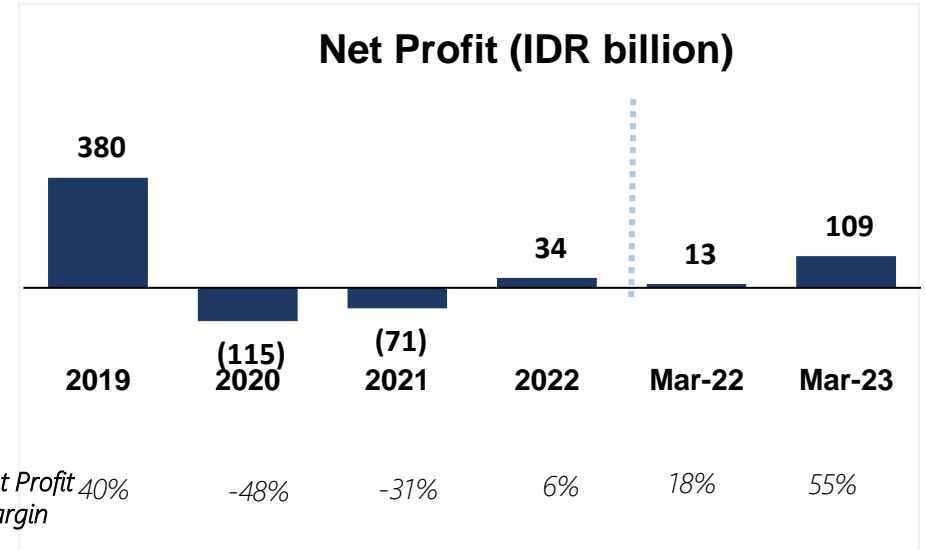
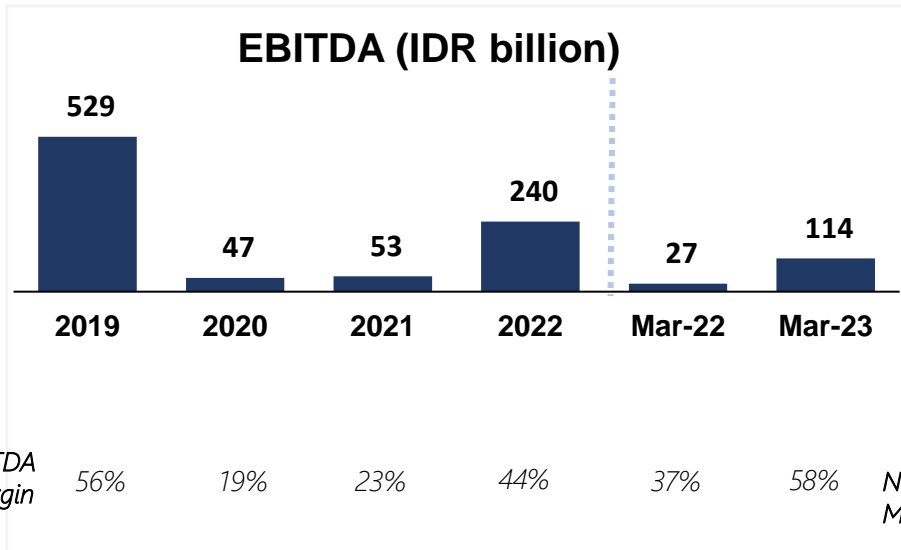
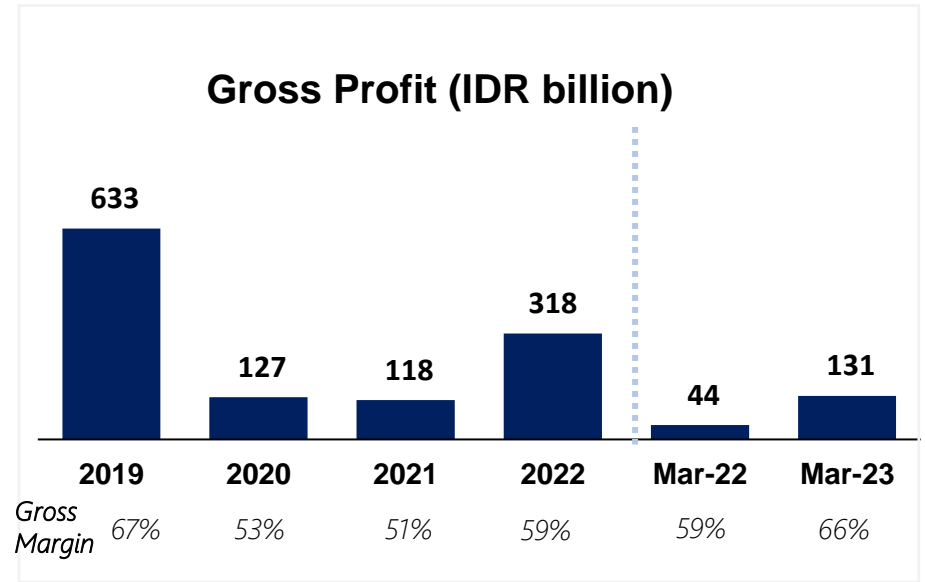
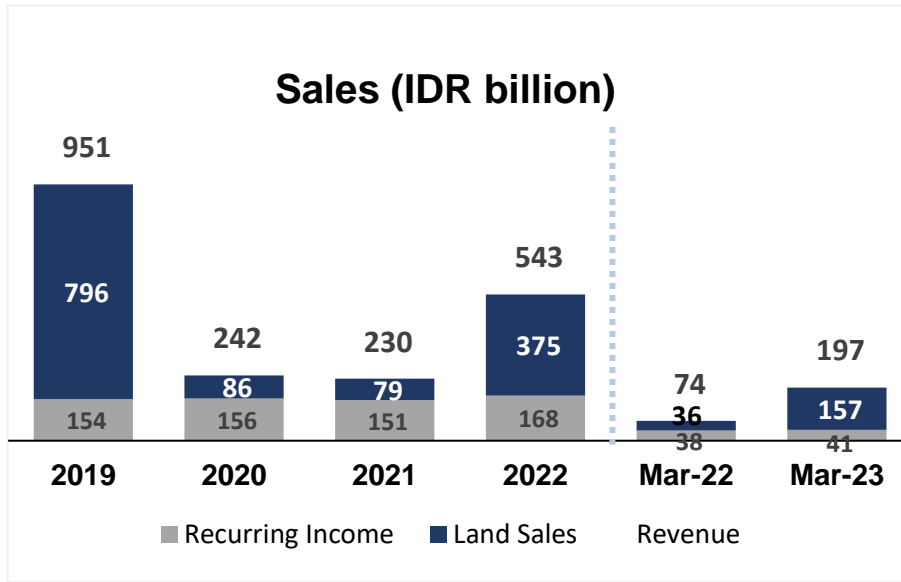
In IDR bn

	2019	2020	2021	2022	3M22	3M23
	461	-	107	526	266	51

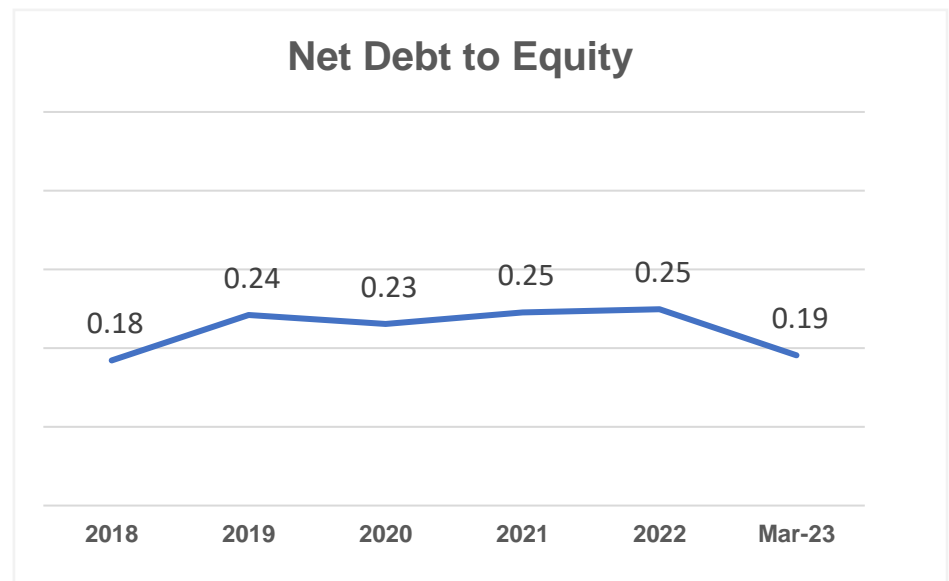
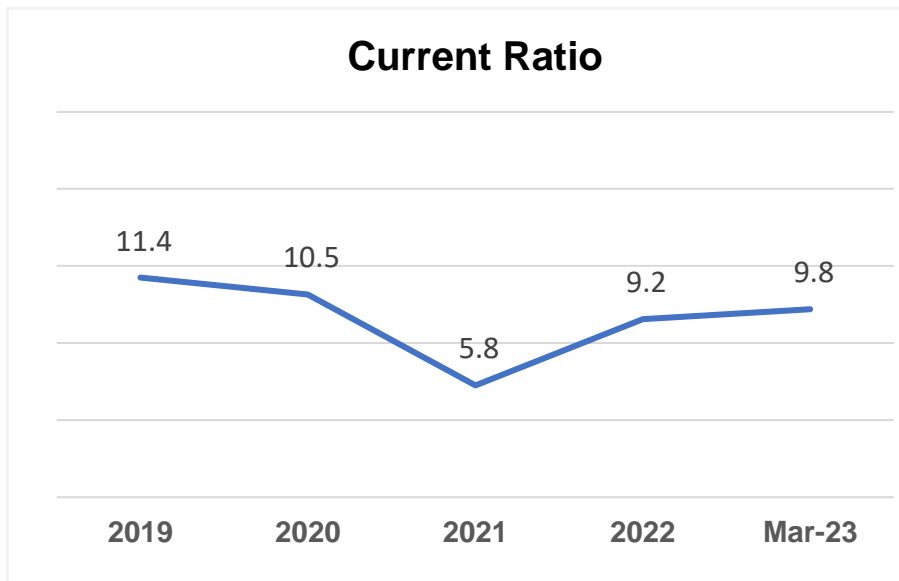
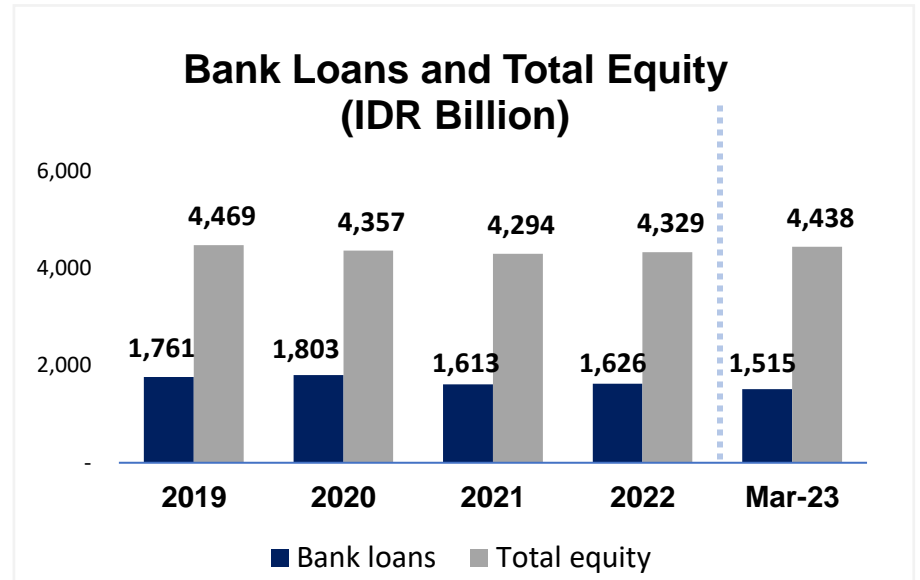
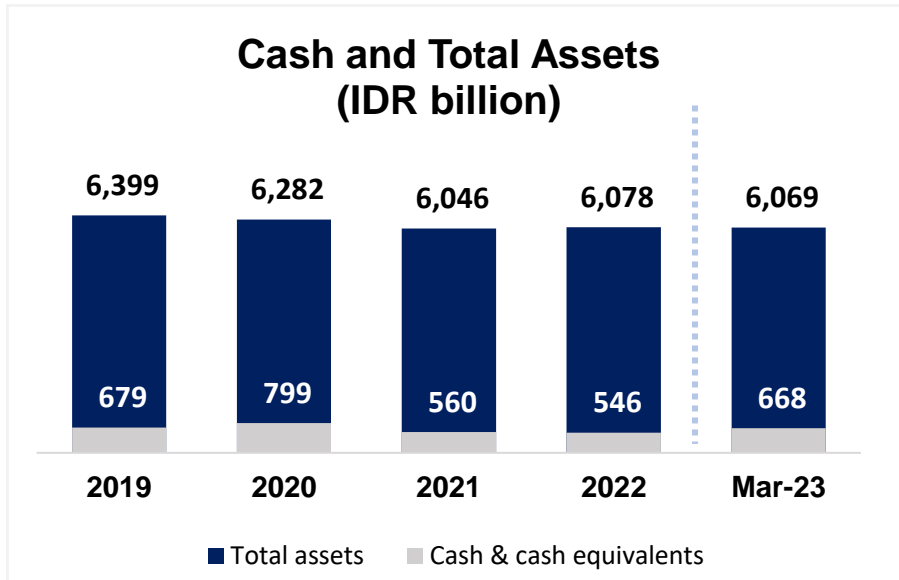
		FY 2021	FY 2022	3M22	3M23
Marketing Land Sales	Area (ha)	4	16	8	2
	ASP (IDR mn/sqm)	2.9	3.3	3.3	2.9
Accounting Land Sales	Area (ha)	3	12	1	5
	ASP (IDR mn/sqm)	2.7	3.2	2.9	3.1
Land bank	Gross (ha)	1,048	1,042	1,046	1,036
	Net (ha)	700	693	699	688

- ❑ The Company's marketing sales target is IDR 651 bn
- ❑ On the first quarter of 2023, the Company has achieved IDR 51bn marketing sales to warehouse/logistics and the automotive sectors

Financial Performance



Financial Position



Outlook 2023



Marketing Sales Target IDR 651 bn

In the first quarter of 2023, the Company has achieved IDR 51bn marketing sales from the 2023 marketing sales target



Focus on developing Befa Digital Town

Focus to capture existing tenant expansion and demand from resilient industries



The stable recurring income growth

Corporate Social Responsibility

The company's strategic commitment to sustainable development:

- Donation of 10 units of *oxygen concentrator machines* to Bekasi Health Agency
- Rehabilitation of Jalan Ayong and Jalan Kampung Tegal Tangsi in Kampung Jatiwangi
- Office equipment donation to Jatiwangi Village Office dan other institutions in Cikarang Barat
- Aid for Turkey and Syria earthquake



Corporate Social Responsibility (continued)

- Mangrove Planting of 20.500 trees in Muara Gembong, Bekasi
- Donation of groceries, blankets and cooking utensils to the Cianjur Earthquake affected communities
- Blood Donation event in MM2100 area



Corporate Social Responsibility (continued)

- Construction of SMK Bina Industri building, Desa Jatiwangi, Bekasi
- Construction of 12 permanent house in Desa Padaluyung for Cianjur earthquake victims





Q & A



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