



PT Bekasi Fajar Industrial Estate Tbk (Perseroan)

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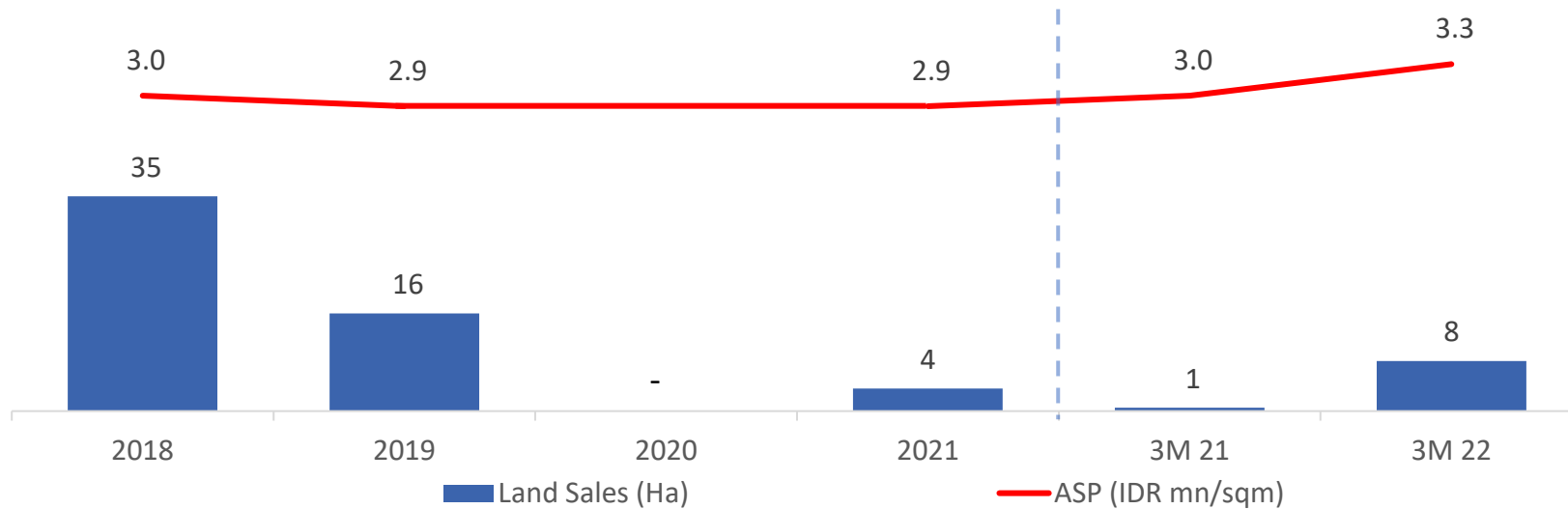
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Kinerja Penjualan Tanah

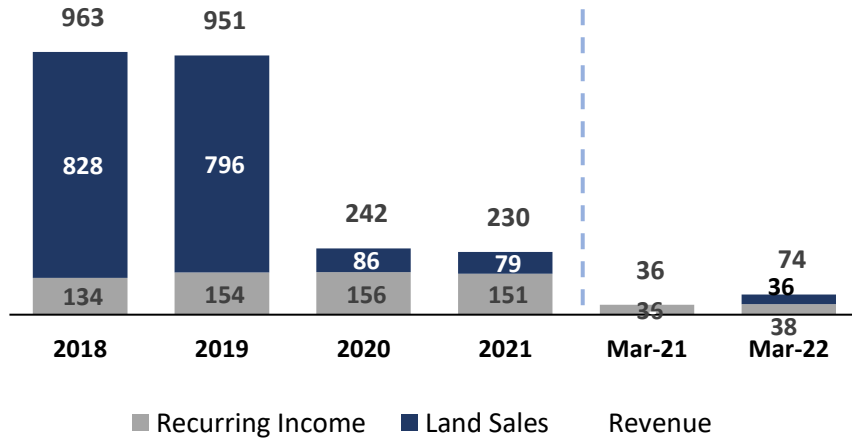


		FY 2020	FY 2021	3M21	3M22
Marketing Land Sales	Area (ha)	-	4	0.5	8
	ASP (Rp juta/m ²)	-	2.9	3.0	3.3
Accounting Land Sales	Area (ha)	3	3	-	1
	ASP (Rp juta/m ²)	2.5	2.7	-	2.9
Land bank	Gross (ha)	1,040	1,048	1,041	1,046
	Net (ha)	696	700	696	699

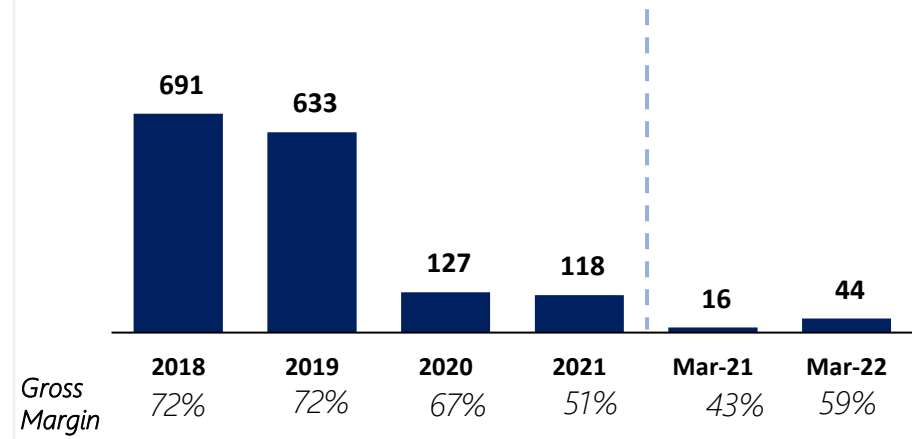
- Perseroan menargetkan marketing land sales sebesar **20 hektar** dengan rata-rata harga jual (“**ASP**”) Rp 2,7 – 3,5 juta/m².
- Sampai dengan kuartal 1 – 2022, Perseroan mencatatkan marketing land sales sebesar 8 hektar ke sektor otomotif dan F&B.

Kinerja Keuangan

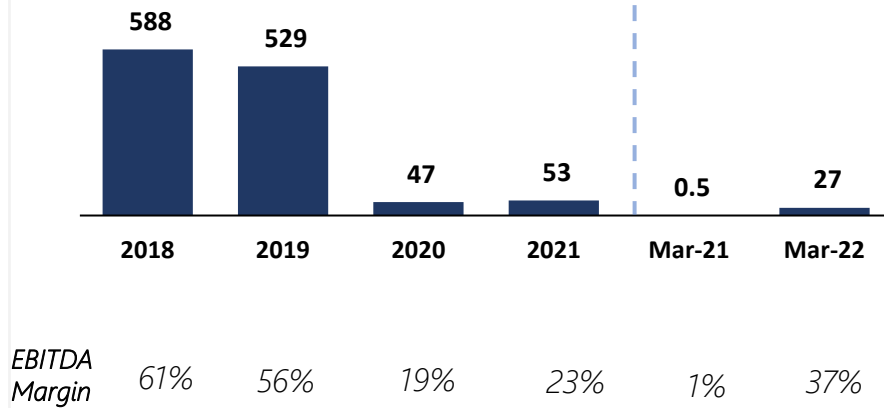
Penjualan (Miliar Rupiah)



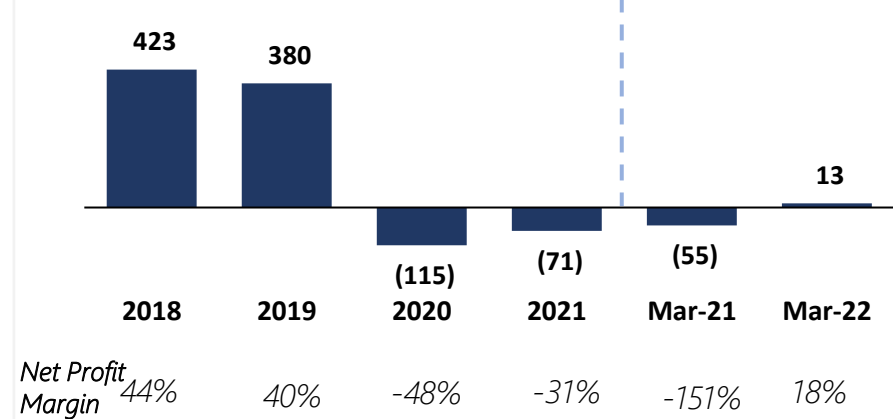
Lab Kotor (Miliar Rupiah)



EBITDA (Miliar Rupiah)

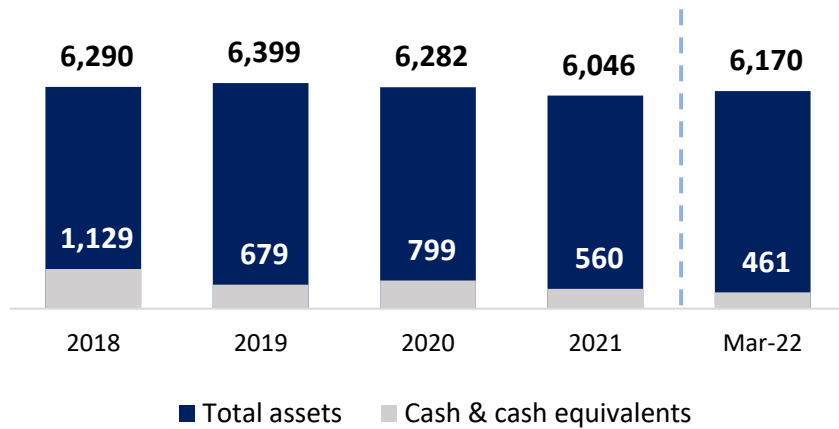


Lab (Rugi) Bersih (Miliar Rupiah)

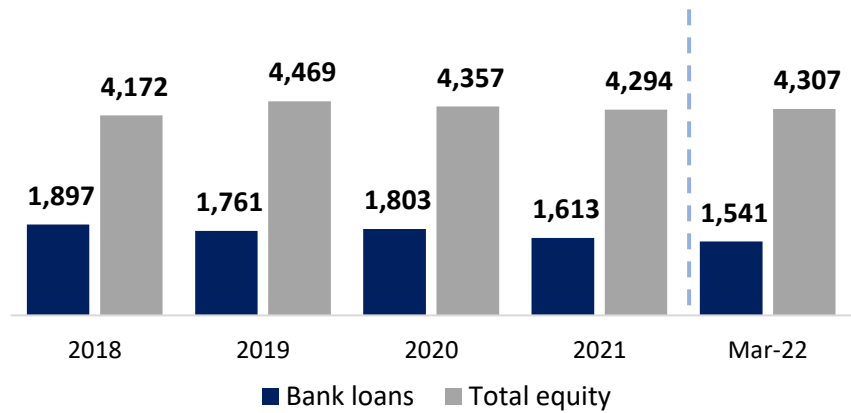


Posisi Keuangan

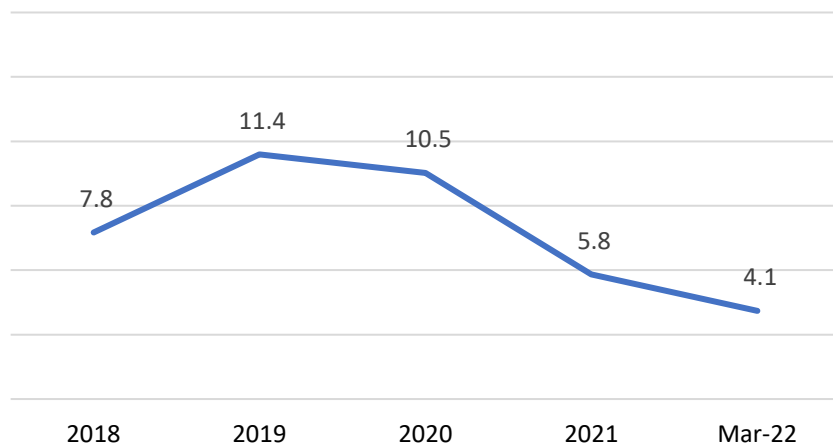
Kas dan Total Aset (Miliar Rupiah)



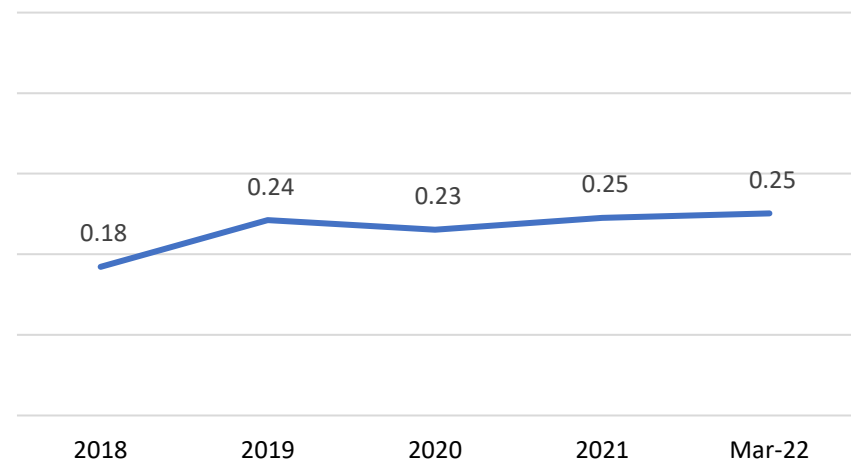
Pinjaman Bank dan Total Ekuitas (Miliar Rupiah)



Rasio Lancar



Hutang Bersih terhadap Ekuitas



Outlook 2022

- ❑ **Menjaga target penjualan lahan sebesar 20 hektar dengan kisaran harga rata-rata antara Rp 2,7 – 3,5 juta/m².**
 - Terdapat peningkatan kepercayaan bisnis dan peningkatan transaksi penjualan tanah industri sejak kuartal 4 2021 yang berlanjut ke kuartal 1 2022
 - Sampai dengan kuartal 1 2022, Perseroan telah mencapai 41% target marketing sales 2022
 - Perseroan fokus untuk menangkap permintaan dari industri-industri yang bertumbuh seperti data center, elektronik, otomotif, dan pergudangan/logistik.
 - Jumlah inquiry hingga bulan Maret 2022: 88 hektar.
- ❑ **Perseroan menargetkan recurring income memiliki pertumbuhan yang stabil**



Pengembangan Komunitas Berkelanjutan

Dalam menghadapi pandemi Covid-19, Perseroan bersama penghuni MM2100 berkomitmen untuk mendukung warga sekitar dan karyawan MM2100 melalui:

- Pengadaan Sentra Vaksinasi di beberapa lokasi di MM2100 seperti di SMK Mitra Industri MM2100, Masjid Baitul Musthafa dan Aula BKPM/PMK bagi masyarakat sekitar
- Menyiapkan lokasi isolasi mandiri dan sarana penunjangnya dengan kapasitas 1.500 tempat tidur bagi karyawan-karyawan di MM2100
- Bantuan gizi Balita di Posyandu Desa Telaga Murni, Bekasi



Pengembangan Komunitas Berkelanjutan (lanjutan)

- Penyaluran bantuan makanan dan pembukaan dapur umum untuk daerah terdampak bencana banjir, di Pabuaran dan Muara Gembong, Kabupaten Bekasi
- Penyaluran peralatan kantor ke Kantor Desa Sukasejati Office
- Penyaluran hewan Qurban bagi masyarakat dan komunitas di sekitar MM2100





Q & A



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