



# PT Bekasi Fajar Industrial Estate Tbk

*Investors Highlight – FY 2023*

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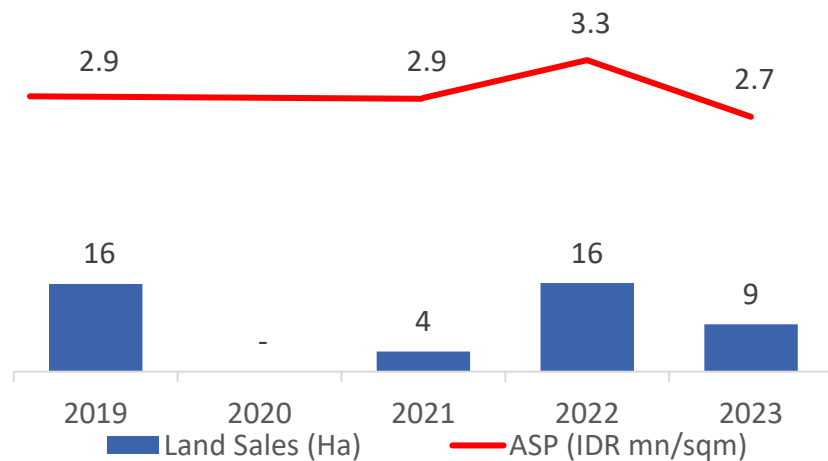
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# 2023 Performance and 2024 Outlook

## Marketing Land Sales



	2019	2020	2021	2022	2023
In IDR bn	461	-	107	526	231

		2023	2022
<b>Marketing Land Sales</b>	Area (ha)	9	16
	ASP (IDR mn/sqm)	2.7	3.3
<b>Accounting Land Sales</b>	Area (ha)	13	12
	ASP (IDR mn/sqm)	2.8	3.2
<b>Land bank</b>	Gross (ha)	1,034	1,042
	Net (ha)	684	693
	Addition (ha)	5	6

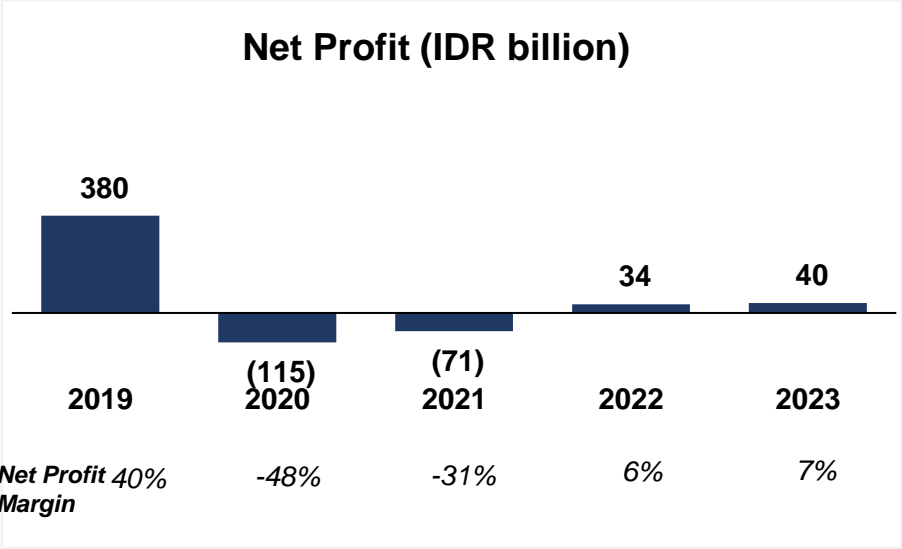
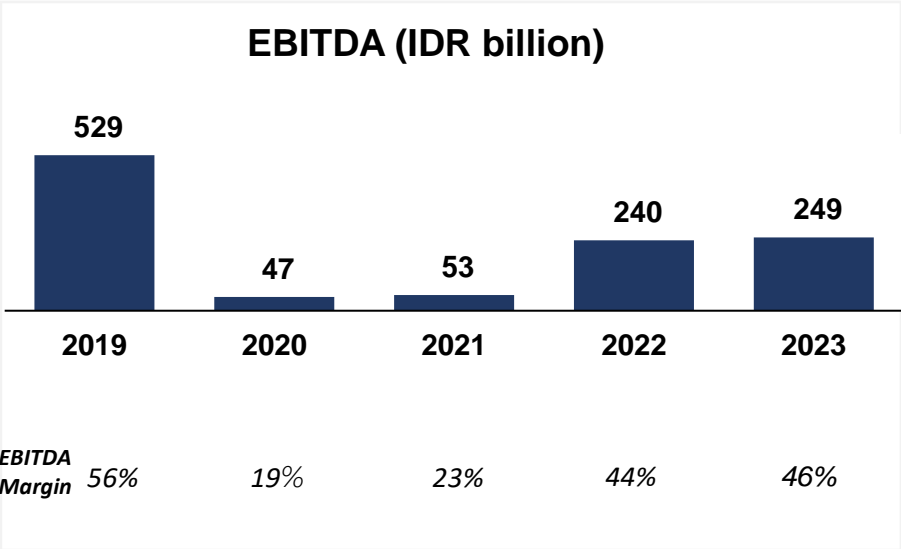
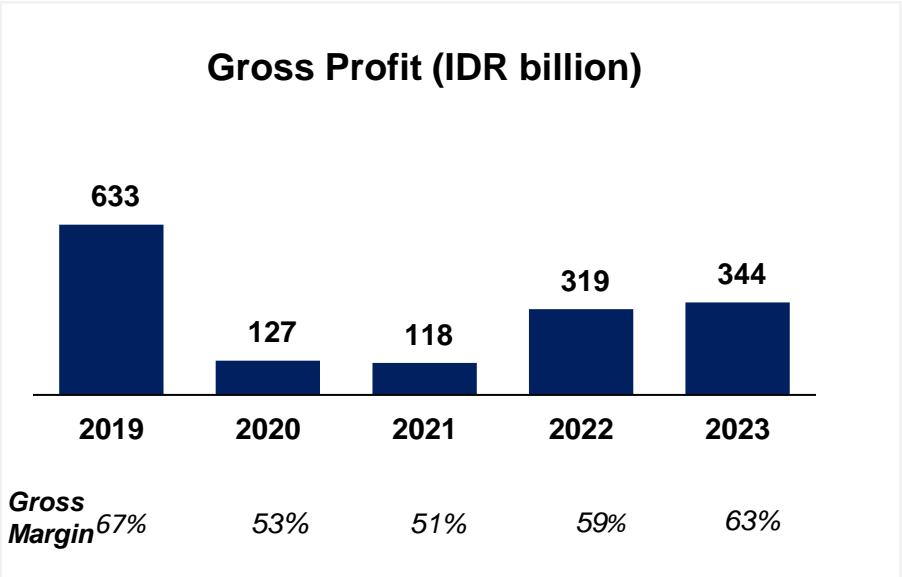
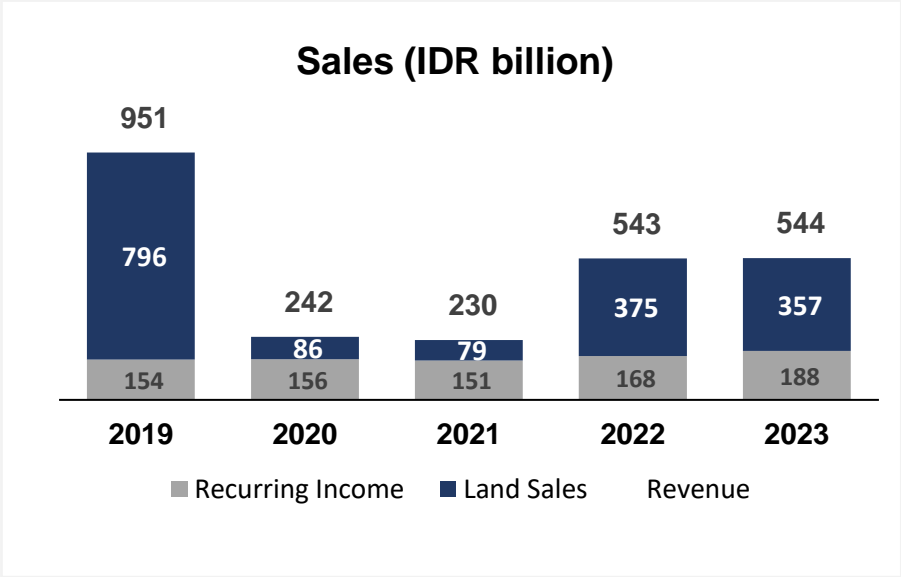
## 2023 Business Overview

- ❑ **Maintained steady revenue and improved profitability:** The Company maintained revenue at IDR 544bn and improved EBITDA margin at 46% and net profit margin at 7%.
- ❑ **Industrial land sales:** The Company achieved marketing sales of IDR 231 bn in 2023. The sales consisted of 9 ha of industrial land to warehouse/logistics, automotive, F&B and other industries.
- ❑ **Strong improvement in recurring income performance with growth 12% YoY:** The increase is contributed by estate management services, rental and hospitality businesses.
- ❑ **Maintained healthy balance sheets with net gearing ratio of 0.23.** In 2023, the Company refinance all foreign currency loans with an IDR loan thus eliminating any currency risk and increase efficiency in cost of fund.

## 2024 Outlook

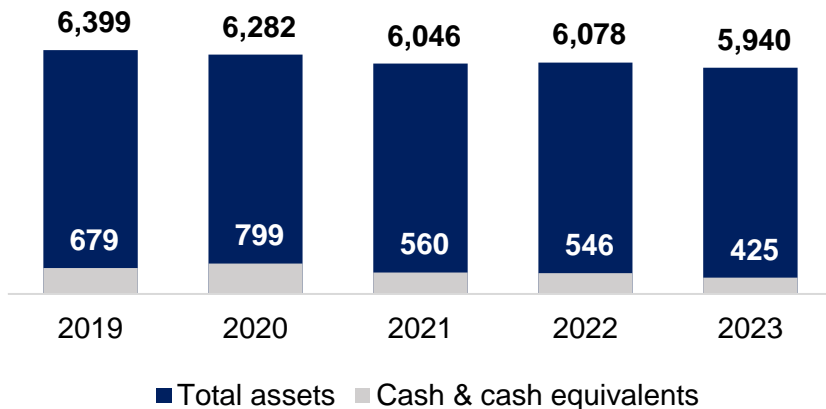
- ❑ **Marketing sales target for 2024** is IDR 600 bn.
- ❑ **The company's strategy:** capture demand from resilient industries, existing tenants and high-tech sectors, looking into new recurring business or adding facilities that can add value to the Company.
- ❑ As of 31 December 2023, the Company's pipeline was 85 hectares.

# Financial Performance 2023

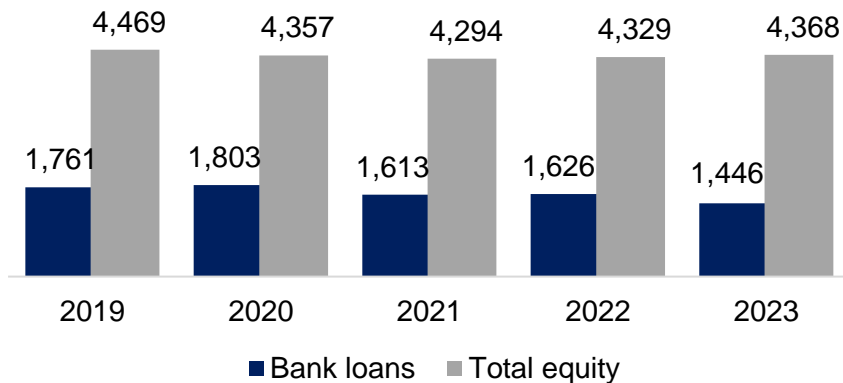


# Financial Position 31 Desember 2023

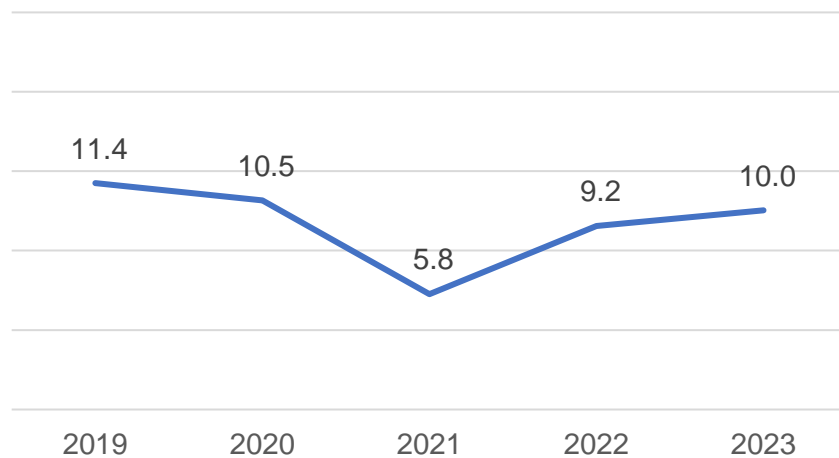
### Cash and Total Assets (IDR billion)



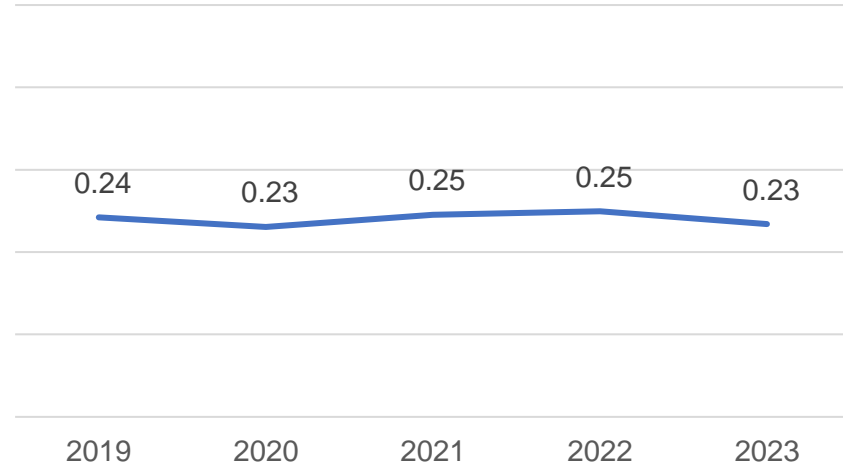
### Bank Loans and Total Equity (IDR Billion)



### Current Ratio



### Net Debt (cash) to Equity





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