



## PT Bekasi Fajar Industrial Estate Tbk (Perseroan)

Public Expose – 24 June 2025

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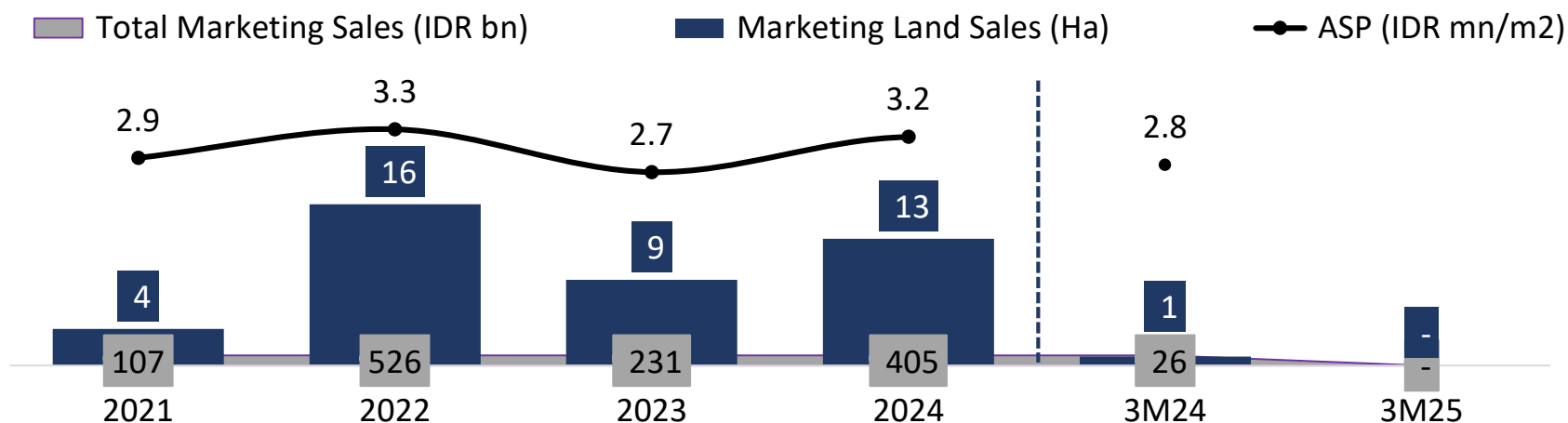
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# Land Sales Performance

## Marketing Land Sales

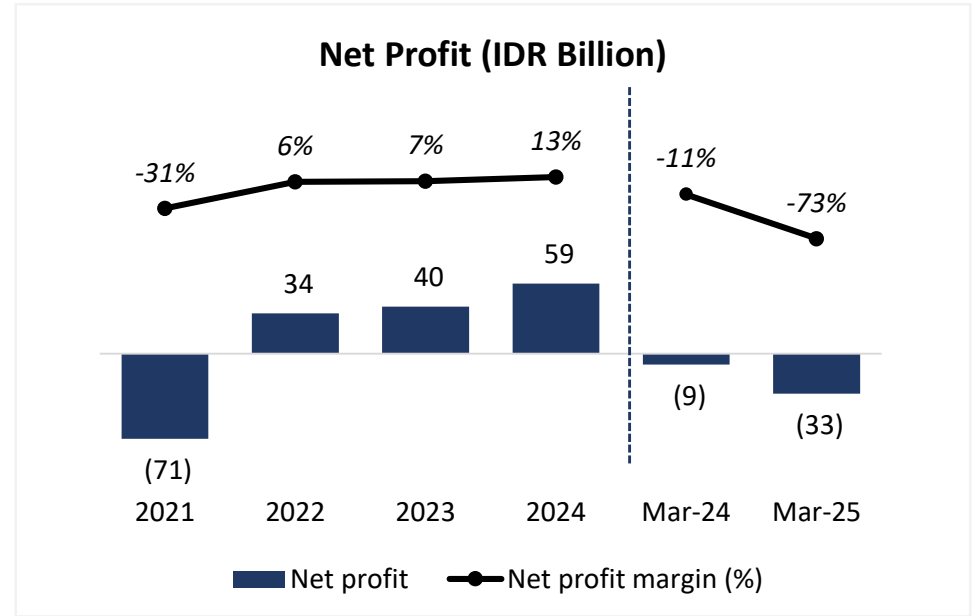
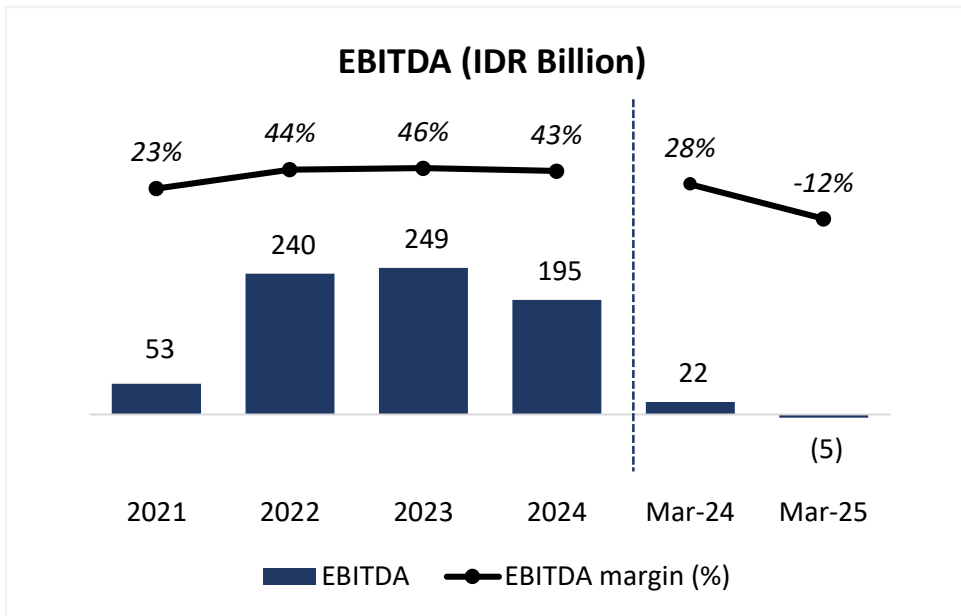
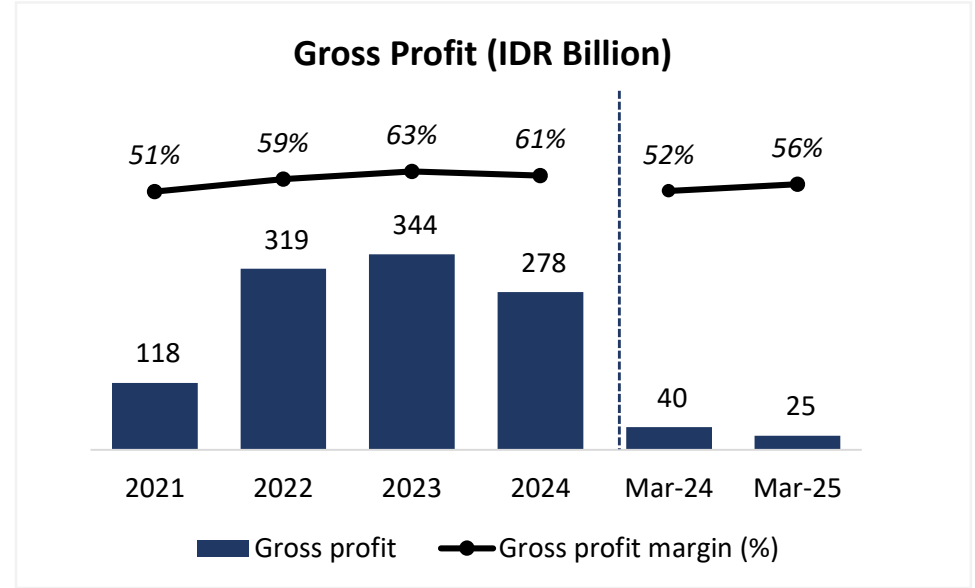
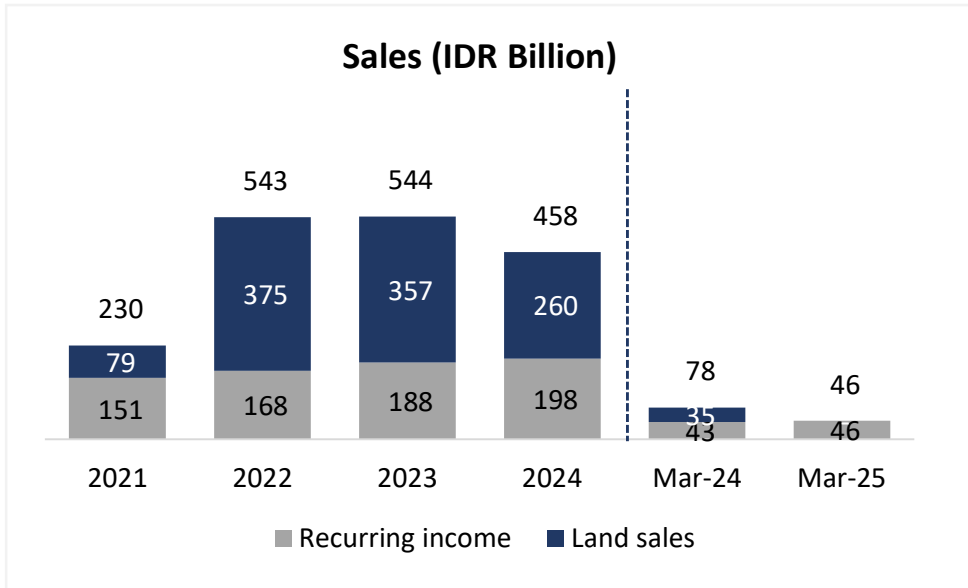


### 3M2025 Update

		FY 2023	FY 2024	3M2024	3M2025
<b>Marketing Land Sales</b>	Area (ha)	9	13	1	-
	ASP (IDR mn/sqm)	2.7	3.2	2.8	-
<b>Accounting Land Sales</b>	Area (ha)	13	8	1	-
	ASP (IDR mn/sqm)	2.8	3.1	3.2	-
<b>Land bank</b>	Gross (ha)	1,034	1,028	1,033	1,028
	Net (ha)	684	677	683	677
	Addition (ha)	5	2	-	-

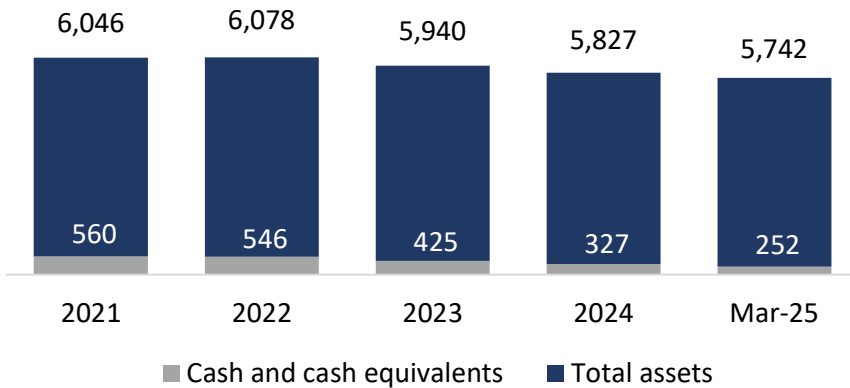
- The Company continued the development of Data Center Cluster and Standard Factory Building to support high demand from high-tech sectors and demand for multi purpose industrial building.
- As of March 31, 2025, the Company's pipeline was 94 hectares.

# Financial Performance

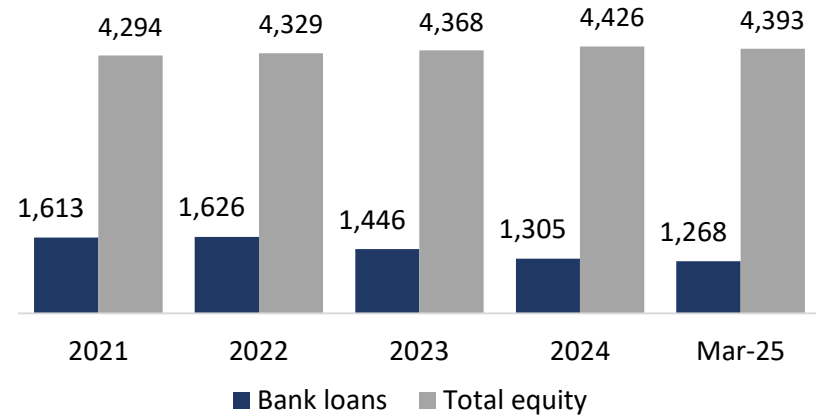


# Financial Position

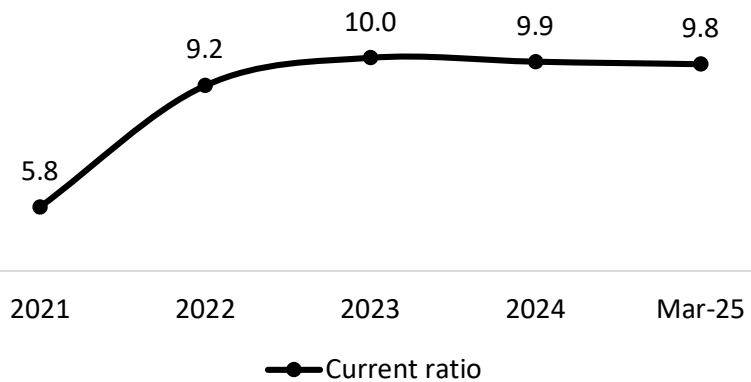
**Cash and Total Assets (IDR Billion)**



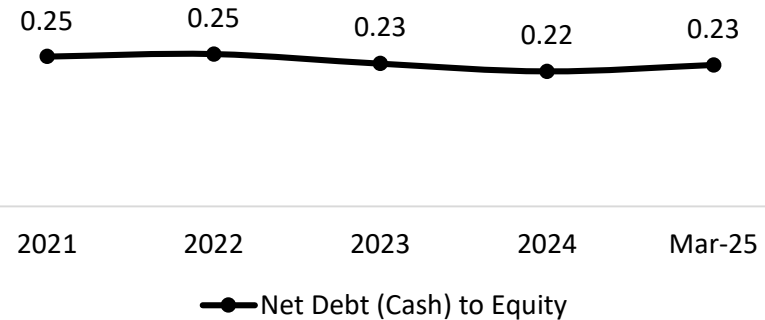
**Bank Loans and Total Equity (IDR Billion)**



**Current Ratio**



**Net Debt (Cash) to Equity Ratio**



# Outlook 2025



**Marketing Sales Target  
IDR 600 bn**



**Focus to capture existing tenant  
expansion and demand from  
resilient and growing industries**

**Looking into new  
recurring business and facilities  
to increase the estate and  
Company's value**



**Land sales as the core revenue  
contributor**

**The stable recurring income  
growth**

# Commitment to ESG and Sustainability



- Befa believes that comprehensive implementation of the Environment, Social, and Governance (ESG) Strategy will improve not only the Company’s competitiveness, but also improve the welfare of employees and community.
- This is the 5th year Befa published its Sustainability Report.



- In 2020, MM2100 Industrial Town was selected for Global Eco-Industrial Park Program (GEIPP) project in Indonesia, the program initiated by United Nations of Industrial Development Organizations (UNIDO). GIEPP select industrial parks that can be role model for improving the ESG of the park to contribute to a sustainable community

- Befa implements standard to achieve sustainability in its operation:
  - ISO 9001:2015 Quality Management System
  - ISO 14001: 2015 Environmental Management System and ISO 45001: 2018 Occupational Health and Safety
  - ISO 26000:2010 Social Responsibility



# Sustainability Highlights

As part of strategic commitment to sustainable development, the activities to support the community and stakeholders were as follows:

## Education



A pre-employment training program was conducted for 31 vocational high school (SMK) graduates from villages surrounding MM2100. (February 19–23, 2024)

## Education



As part of its support for the teaching and learning process, BeFa provided free eye examinations for students and teachers at SDN 01 and 02 Suka Sejati. (December 12, 2024)

# Sustainability Highlights

## Health



In 2024, blood donation events were held three times: in February (in conjunction with National Occupational Health and Safety Day), August, and November. A total of 186 donors participated, and approximately 65,100 cc of blood was collected.

## Social



A mass circumcision event benefiting 50 children from villages surrounding the MM2100 Industrial Town was organized in collaboration with Pondok Khitan Modern, FKKSM, MMID, and BEFA. (June 29, 2024)



# Sustainability Highlights

## Environment



Tree planting of 26,500 seedlings in Pantai Bahagia, Muaragembong, Bekasi, in collaboration with MM2100 Peduli (November 9, 2024).



# Questions and Answers



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