



PT Bekasi Fajar Industrial Estate Tbk (Perseroan)

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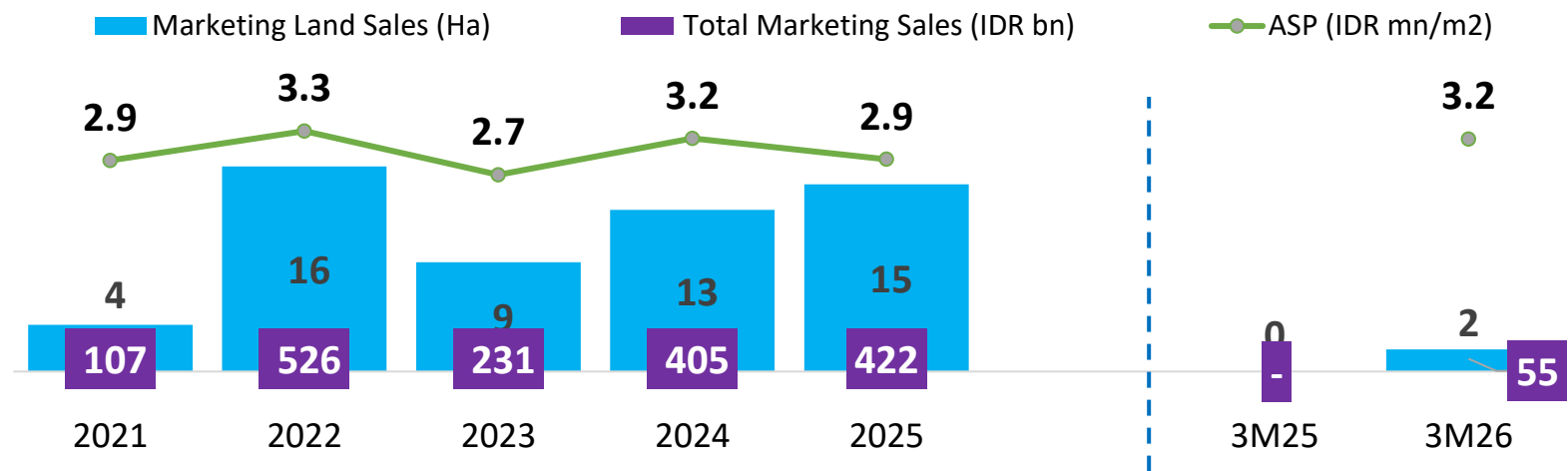
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Kinerja Penjualan Lahan

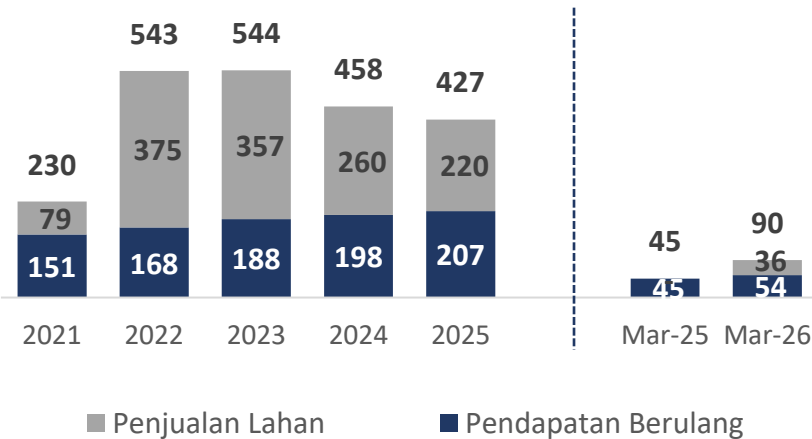


		2024	2025	Mar-2025	Mar-2026
Marketing Land Sales	Area (ha)	13	15	-	2
	ASP (IDR mn/sqm)	3.2	2.9	-	3.2
Accounting Land Sales	Area (ha)	8	9	-	1
	ASP (IDR mn/sqm)	3.1	2.5	-	6.8
Land bank	Gross (ha)	1,028	1,022	1,028	1,021
	Net (ha)	677	670	677	669
	Addition (ha)	2	3	-	-

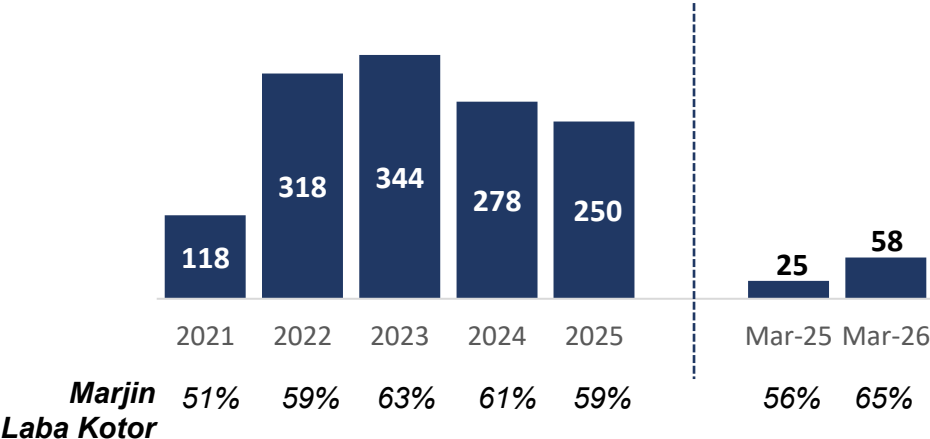
- ❑ Pada 2025, Perseroan mencatat penjualan lahan industri seluas 15 hektare dengan nilai *marketing sales* Rp422 miliar, didorong oleh sektor makanan dan minuman, logistik/peredagangan, otomotif, dan lainnya.
- ❑ Hingga 31 Maret 2026, pipeline mencapai 72 hektare, terutama dari sektor data center, logistik /peredagangan, serta makanan dan minuman.
- ❑ Perseroan tengah mengembangkan **Data Center Cluster** untuk menangkap tingginya permintaan dari sektor teknologi, sekaligus mempercepat segmen komersial **BeFa Industrial Hub**, yaitu gudang multifungsi yang baru diluncurkan. Inisiatif strategis ini ditujukan untuk membuka sumber pendapatan baru serta memaksimalkan pemanfaatan lahan.

Kinerja Keuangan

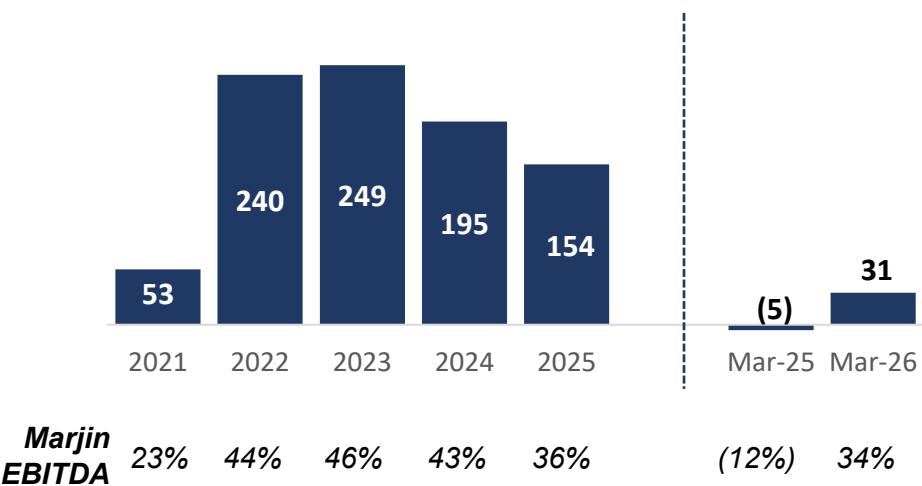
Pendapatan (miliar Rupiah)



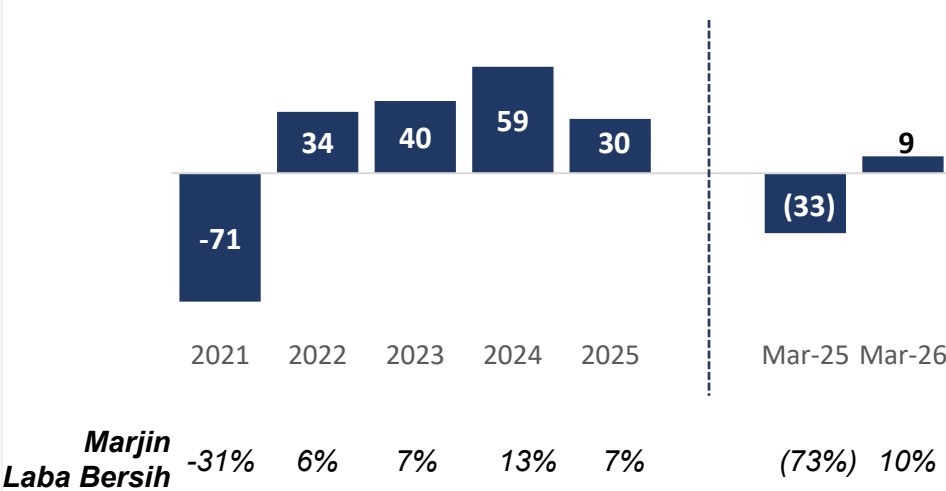
Laba Kotor (miliar Rupiah)



EBITDA (miliar Rupiah)

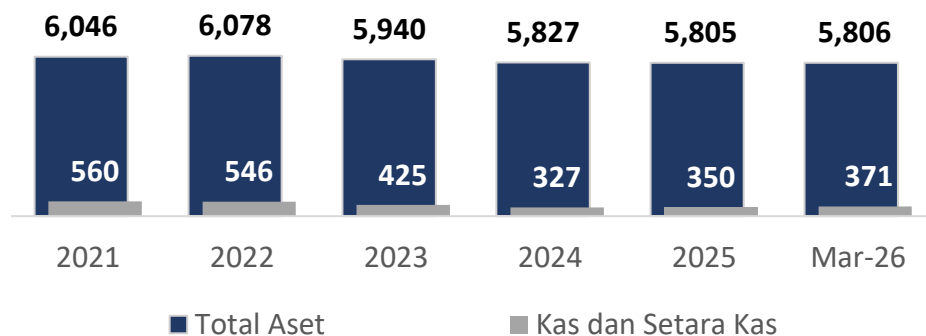


Laba Bersih (miliar Rupiah)

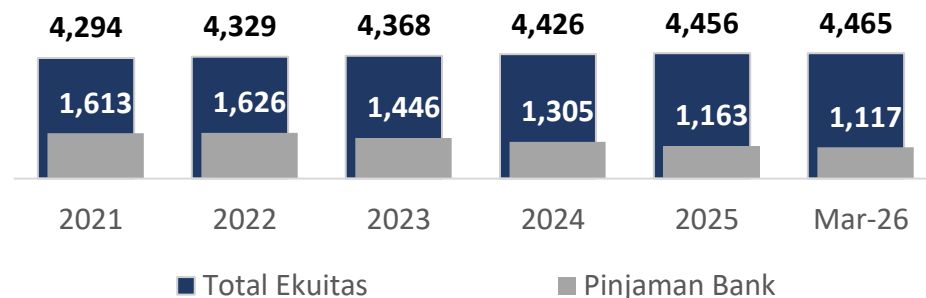


Posisi Keuangan

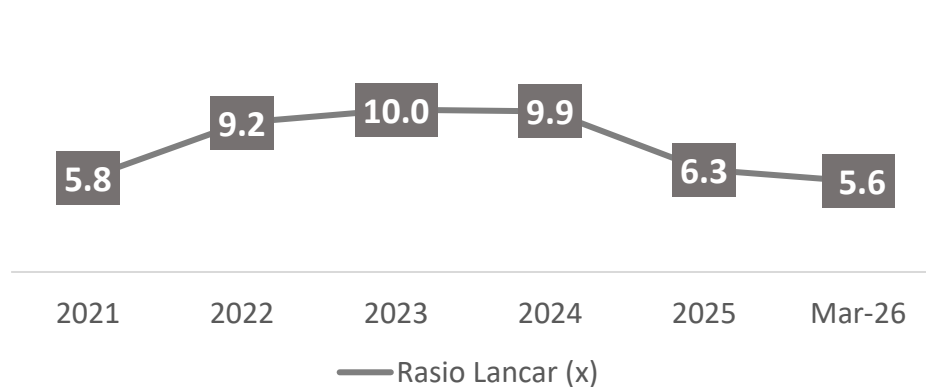
Kas dan Total Aset
(miliar Rupiah)



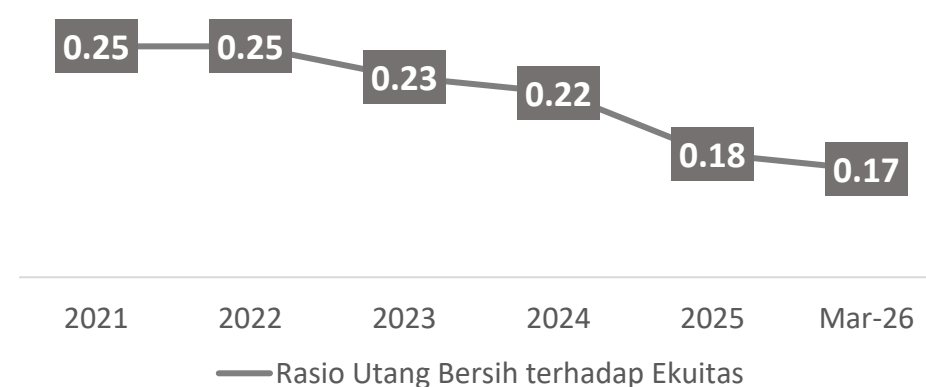
Pinjaman Bank dan Total Ekuitas
(miliar Rupiah)



Rasio Lancar



Rasio Utang Bersih terhadap Ekuitas



Outlook 2026



**Target penjualan
(marketing sales) sebesar
Rp 600 Miliar**



**Fokus menarik permintaan dari
existing tenant dan industri-
industri yang tangguh dan
berkembang**

**Mengembangkan bisnis
pendapatan berulang baru dan
menambah fasilitas yang dapat
meningkatkan nilai kawasan dan
Perseroan**



**Penjualan lahan tetap menjadi
sumber utama pendapatan
Perseroan**

**Pertumbuhan
pendapatan berulang yang stabil**

Komitmen terhadap ESG dan Keberlanjutan



- Befa meyakini penerapan strategi ESG (*Environment, Social, and Governance*) secara komprehensif tidak hanya akan meningkatkan daya saing Perusahaan, namun juga meningkatkan kesejahteraan karyawan dan masyarakat.
- Tahun 2025, merupakan tahun ke-6 Befa menerbitkan Laporan Keberlanjutan
- Pada tahun 2020, Kawasan Industri MM2100 terpilih untuk proyek Global Eco-Industrial Park Program (GEIPP) di Indonesia, program yang diinisiasi oleh United Nations of Industrial Development Organizations (UNIDO). GEIPP memilih kawasan industri yang dapat menjadi teladan dalam meningkatkan ESG kawasan tersebut untuk berkontribusi terhadap komunitas yang berkelanjutan.



- Befa menerapkan standar untuk mencapai keberlanjutan dalam operasinya:
 - ISO 9001:2015 Sistem Manajemen Mutu
 - ISO 14001:2015 Sistem Manajemen Lingkungan dan ISO 45001:2018 Kesehatan dan Keselamatan Kerja
 - ISO 26000:2010 Tanggung Jawab Sosial

Pengembangan Berkelanjutan



Jan - Penyaluran 198 kacamata korektif bagi siswa di Desa Danau Indah



Feb - Kegiatan Donor Darah dengan total 67 peserta. Total darah yang dikumpulkan: 23,45 liter.



Mar - Program tanggap darurat banjir di Cikarang Timur, menyalurkan bahan pangan, air bersih, dan perlengkapan sekolah.



Mei - Kolaborasi Donor Darah bersama PMI Kabupaten Bekasi, Lions Club, MMID, dan BeFa di bawah naungan MM2100 Peduli (22,05 liter).



Jun - Donasi Kurban Iduladha (4 ekor sapi & 27 ekor kambing) kepada institusi lokal dan 15 desa sekitar.



Agt - Penyediaan fasilitas olahraga untuk SDN 03 Danau Indah



Agt - Kegiatan donor darah yang diikuti oleh 28 donor, dengan total darah terkumpul sebanyak 9.800 cc.

Pengembangan Berkelanjutan (lanjutan)



Sep - Donasi pembangunan jalan di TPU Mede, Desa Mekarwangi



Nov - Donasi material untuk pembangunan Masjid di Desa Gandasari



Nov - Kegiatan donor darah oleh 63 donor MM2100 (22.050 cc).



Nov – Donasi 229 paket perlengkapan sekolah untuk siswa di SDN 04 Pantai Bahagia



Nov - Penanaman 27.808 bibit mangrove di Pantai Bahagia, Bekasi



Des - Penyaluran 500 paket bantuan untuk korban banjir dan tanah longsor di Aceh, Sumatra



Dec - Pengadaan mesin pengasap (*fogging machine*) untuk Desa Telajung, Cikarang Barat



Dec - Bantuan infrastruktur untuk SDN Cakung & SDN 02 Pantai Harapan



Tanya Jawab



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