PT Bekasi Fajar Industrial Estate Tbk (Perseroan)

Public Expose – June 18th, 2026

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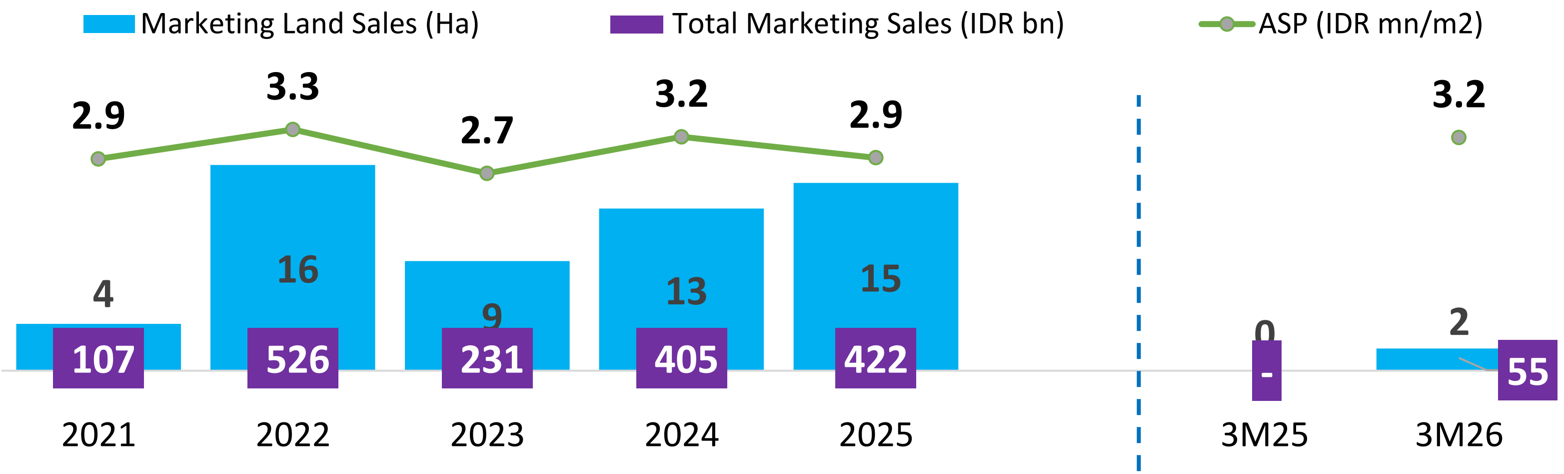
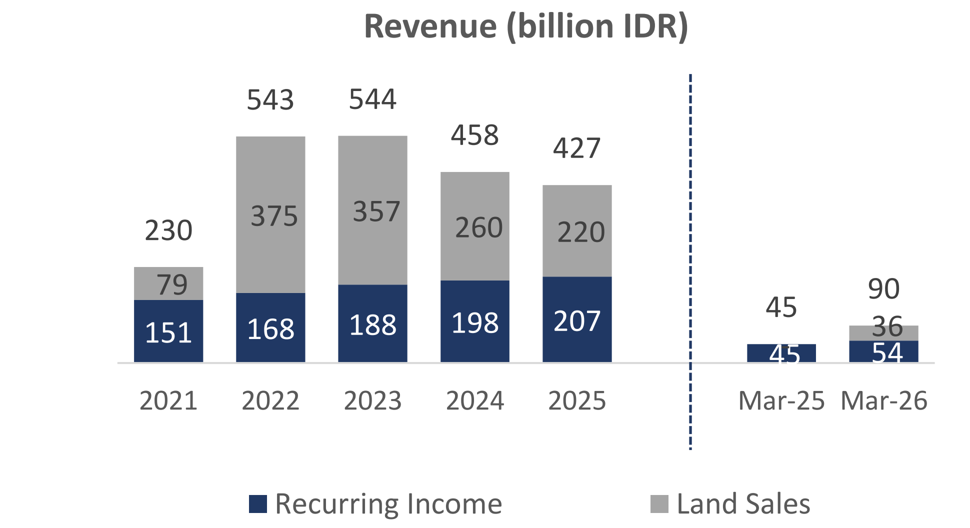
Land Sales Performance

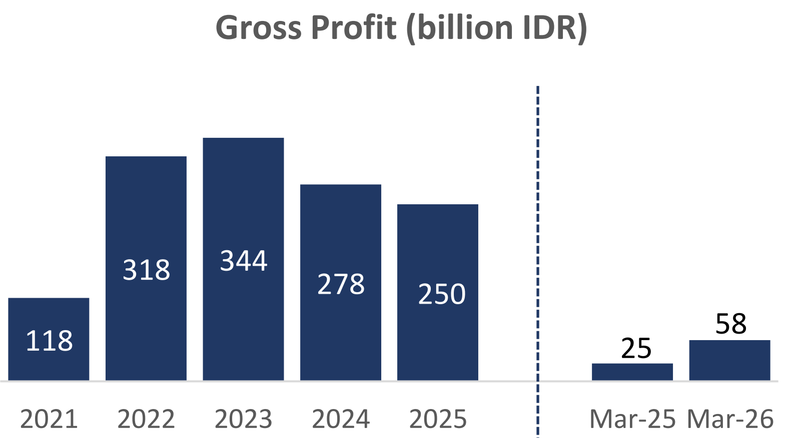


		2024	2025	Mar-2025	Mar-2026
Marketing Land Sales	Area (ha)	13	15	-	2
	ASP (IDR mn/sqm)	3.2	2.9	-	3.2
Accounting Land Sales	Area (ha)	8	9	-	1
	ASP (IDR mn/sqm)	3.1	2.5	-	6.8
Land bank	Gross (ha)	1,028	1,022	1,028	1,021
	Net (ha)	677	670	677	669
	Addition (ha)	2	3	-	-

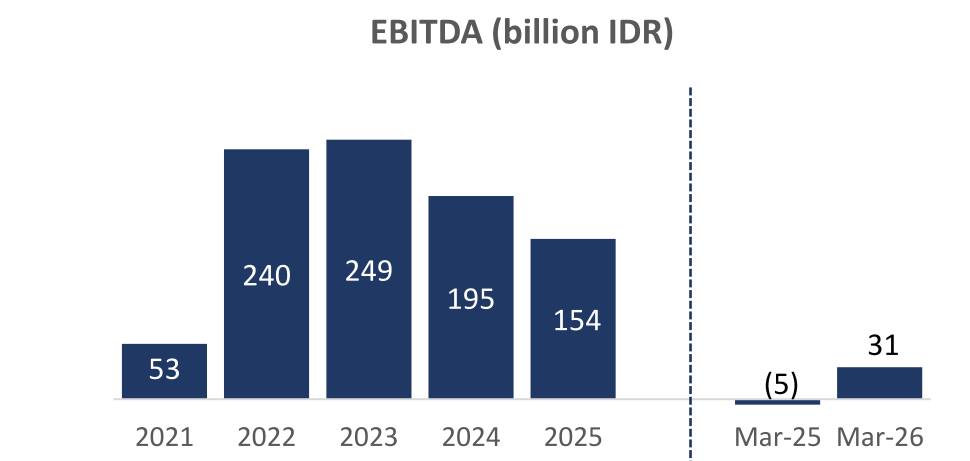
- In 2025, the Company recorded sales of 15 hectares of industrial land with marketing sales of IDR 422 billion, driven by the food and beverage, logistics & warehousing, automotive, and other sectors.
- As of March 31, 2026, the pipeline stood at 72 hectares, primarily from the data center, logistics & warehousing, and food and beverage sectors.
- The Company is currently developing a **Data Center Cluster** to capture the high demand from the technology sector, while simultaneously accelerating the commercial segment of the **BeFa Industrial Hub**, namely the newly launched multifunctional warehouse. This strategic initiative is aimed at opening new revenue streams and maximizing land use efficiency.

Financial Performance

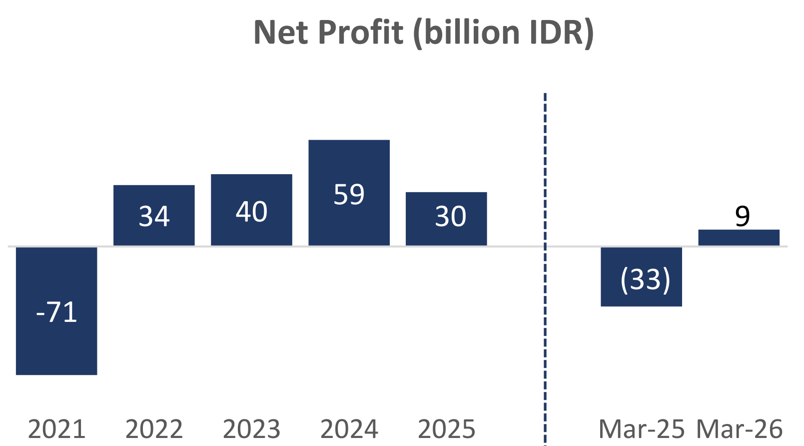




	2021	2022	2023	2024	2025	Mar-25	Mar-26
Gross Profit Margin	*51%*	*59%*	*63%*	*61%*	*59%*	*56%*	*65%*

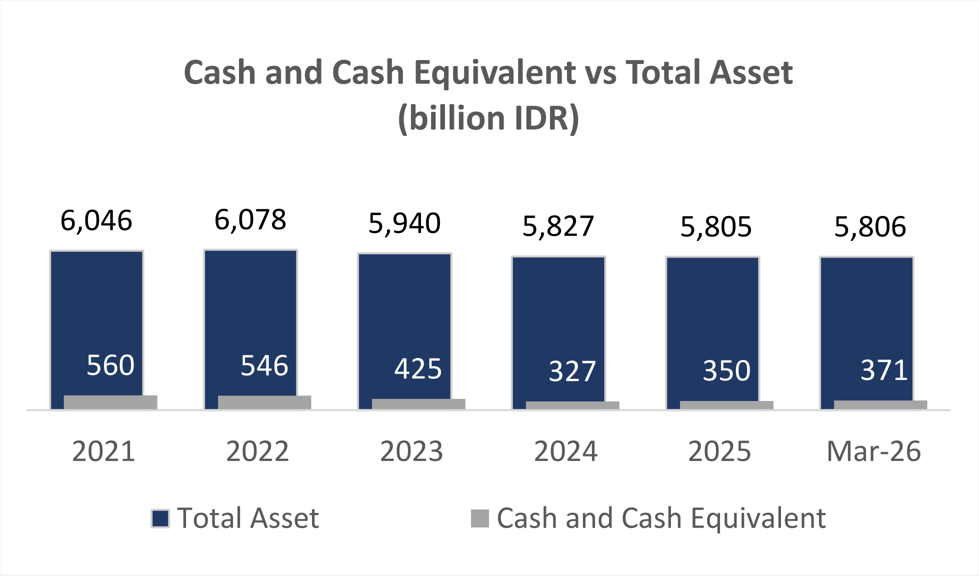


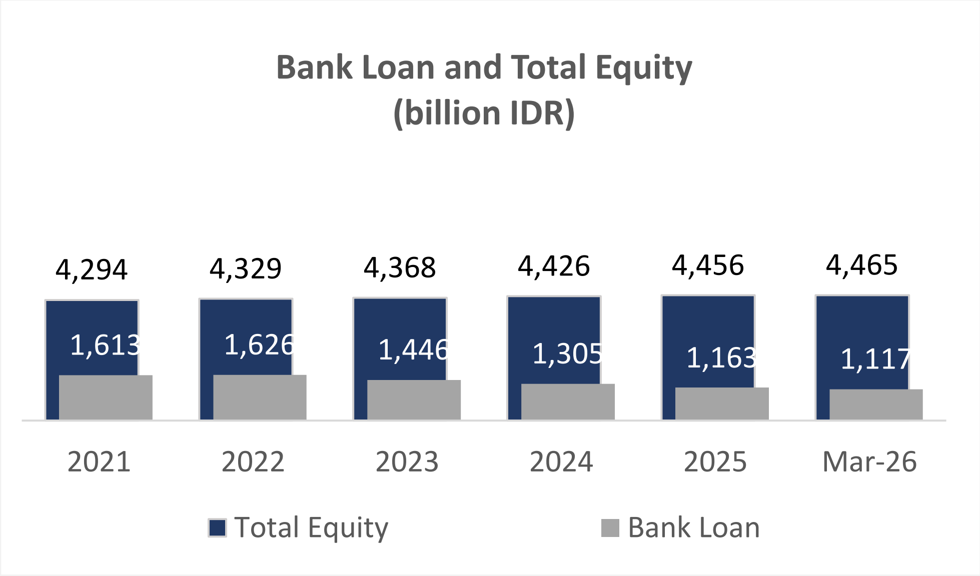
	2021	2022	2023	2024	2025	Mar-25	Mar-26
EBITDA margin	*23%*	*44%*	*46%*	*43%*	*36%*	*(12%)*	*34%*

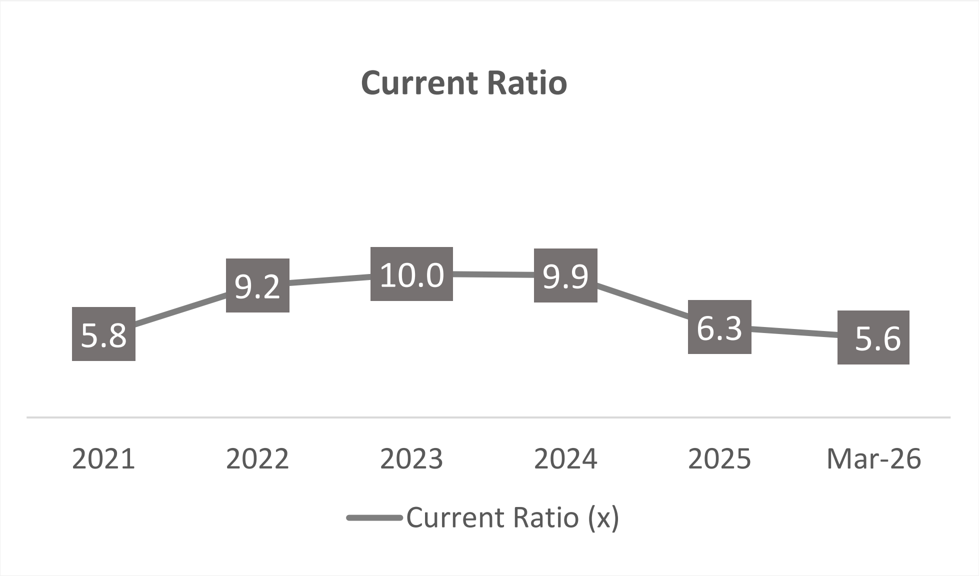


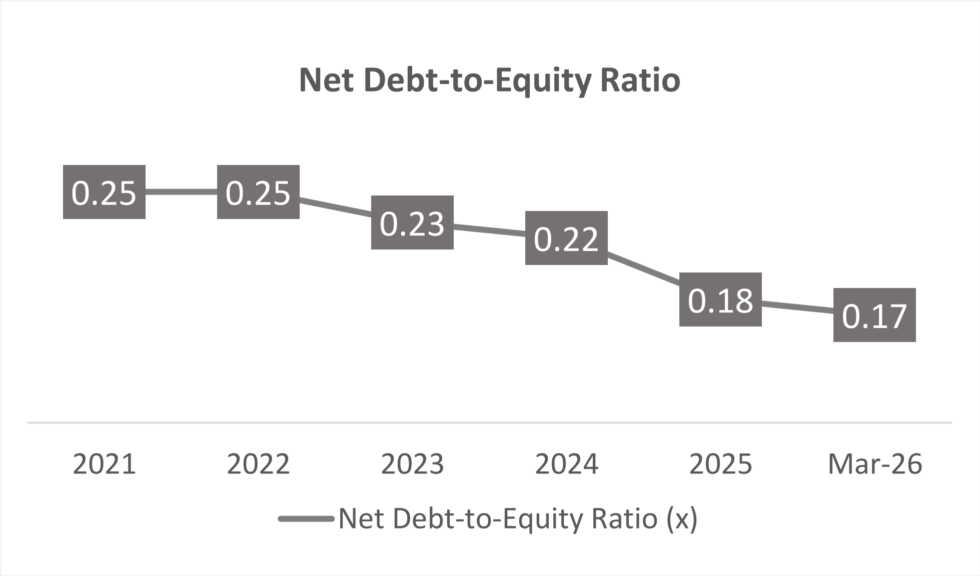
	2021	2022	2023	2024	2025	Mar-25	Mar-26
Net Profit Margin	*-31%*	*6%*	*7%*	*13%*	*7%*	*(73%)*	*10%*

Financial Position









Outlook 2026

Sales target (marketing sales) of IDR 600 billion

Focus on attracting demand from existing tenants and resilient, growing industries

Develop new recurring income businesses and add facilities that can enhance the value of the area and the Company

Land sales remain the Company's primary source of revenue

Stable growth in recurring income

Commitment to ESG and Sustainability

- Befa believes that the comprehensive implementation of ESG (Environmental, Social, and Governance) strategies will not only enhance the Company's competitiveness but also improve the well-being of employees and the community.

- 2025 marks the sixth year that Befa has published its Sustainability Report

- In 2020, the MM2100 Industrial Park was selected for the Global Eco-Industrial Park Program (GEIPP) in Indonesia, an initiative launched by the United Nations Industrial Development Organization (UNIDO). GEIPP selects industrial parks that can serve as models for improving their ESG performance to contribute to sustainable communities.

- Befa implements standards to achieve sustainability in its operations:
  - 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

Sustainable Development

Jan - Distribution of 198 prescription glasses for students in Danau Indah Village

Feb - Blood Donation with total 67 participant. Total blood collected: 23.45 liters.

Mar - Flood relief program in East Cikarang, distributing food, water, and school supplies.

Mei - Blood Donation collab with PMI Bekasi Regency, Lions Club, MMID, and BeFa under MM2100 Peduli (22.05 liters.)

Jun - Eid al-Adha Qurban donations (4 cows & 27 sheep) to local institutions and 15 villages.

Aug - Providing sports facilities for SDN 03 Danau Indah

Aug - Blood donation event followed by 28 donors, with 9.800 cc of blood collected.

Sustainable Development

Sep - Road construction donation in TPU Mede Desa Makarwangi

Nov - Material donation for the construction of the Mosque at Gandasari village

Nov - Blood donation event by 63 donors MM2100 (22.050 cc).

Nov – 229 package School supplies donation to students at SDN 04 Pantai Bahagia

Nov - Planting of 27,808 mangrove seedlings at Pantai Bahagia, Bekasi

Des - 500 packages for flood and landslide victims in Aceh, Sumatra

Dec - Fogging machine for Telajung Village, West Cikarang

Dec - Infrastructure assistance to SDN Cakung & SDN 02 Pantai Harapan

Q & A

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