



PT Bekasi Fajar Industrial Estate Tbk

Investors Highlight – FY 2021

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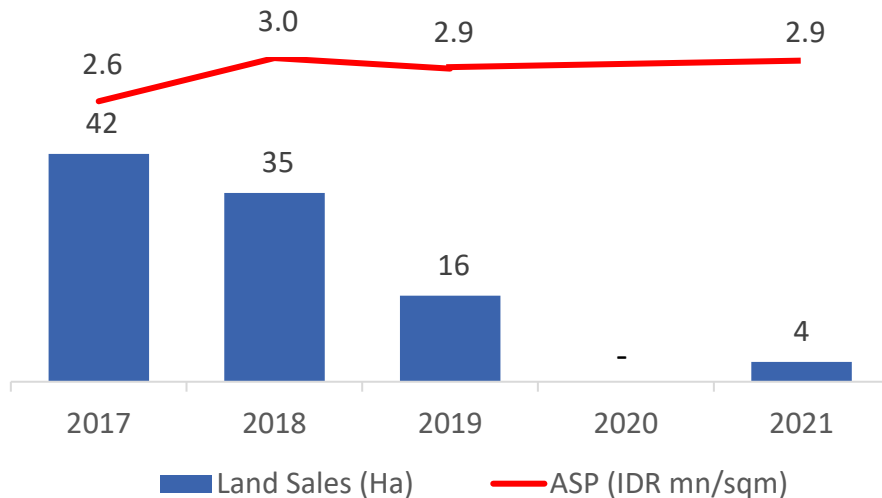
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2021 Performance and 2022 Outlook

Marketing Land Sales



		2021	2020
Marketing Land Sales	Area (ha)	4	-
	ASP (IDR mn/sqm)	2.9	-
Accounting Land Sales	Area (ha)	3	3
	ASP (IDR mn/sqm)	2.7	2.5
Land bank	Gross (ha)	1,048	1,040
	Net (ha)	700	696
	Addition (ha)	11	5

2021 Business Overview

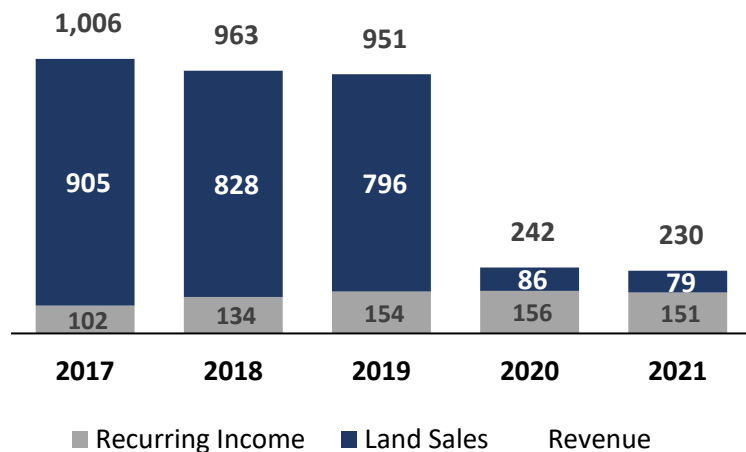
- ❑ **Industrial land sales** - improved business confidence and transaction in the last quarter of 2021
 - Stronger demand from increasing pipeline, especially from data center, warehousing/ logistic and electronic industries
 - Additional sales of 2 hectares in 4Q21, full year 2021 marketing sales became 4 hectares all from local companies
- ❑ **Recurring and other Income** - stable industrial related services and rental businesses
- ❑ **Maintained sufficient cash balance** – conservative cash management in 2021 resulting in cash balance of IDR560 bn in December 2021. Net gearing ratio maintained at 0.25x.

2022 Outlook

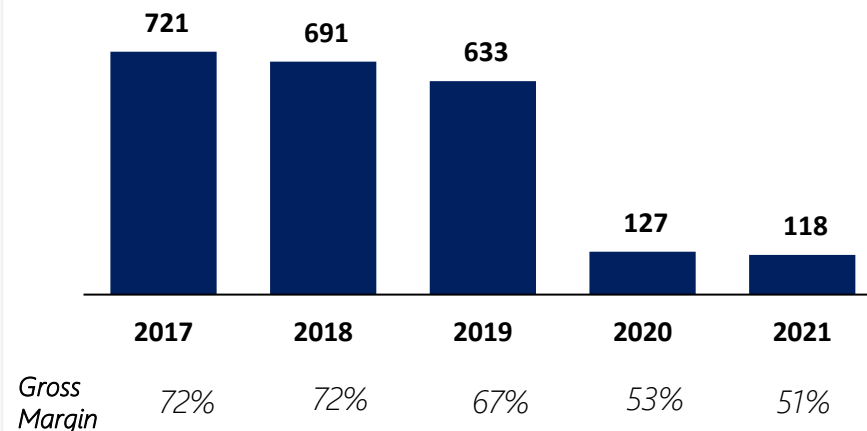
- ❑ **Land sales target** for 2022: 20 hectares
- ❑ **The Company's strategy:** focus to capture demand from resilient industries and growing demand from high tech sectors
- ❑ As of 31 December 2021, the Company's pipeline is 81 hectares

Financial Performance 2021

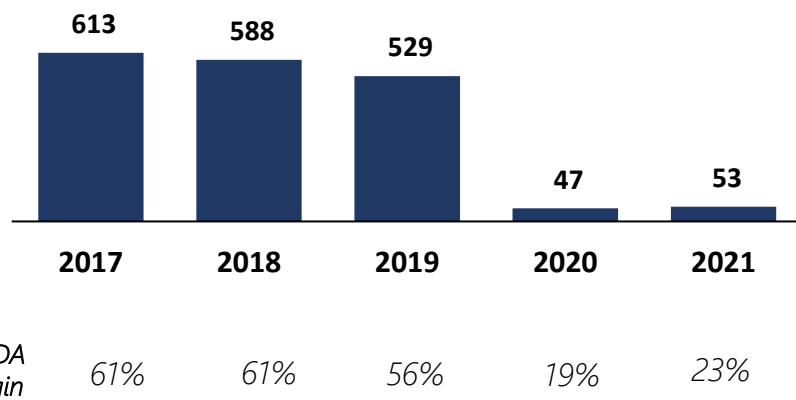
Sales (IDR billion)



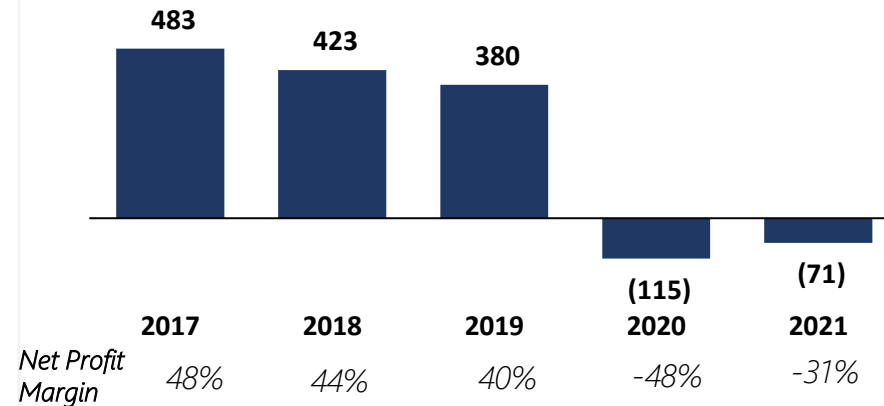
Gross Profit (IDR billion)



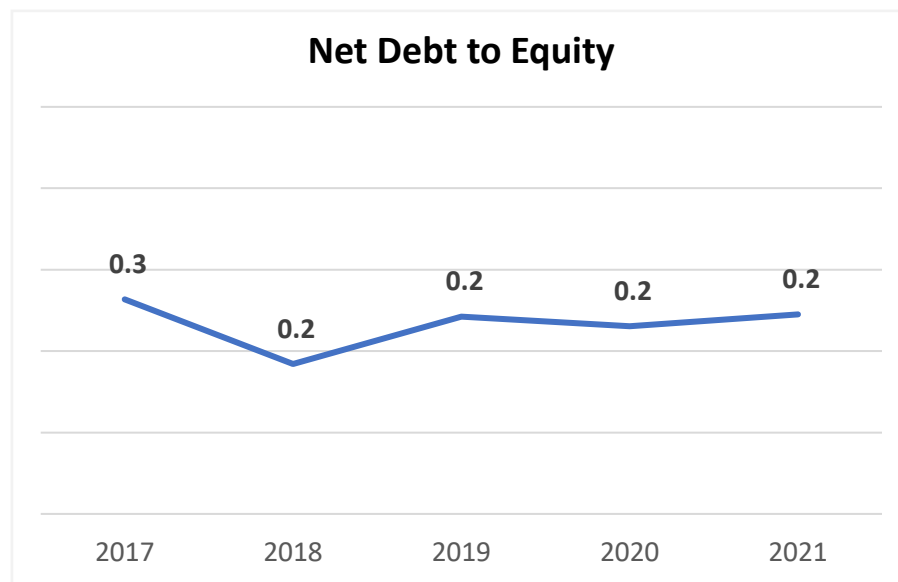
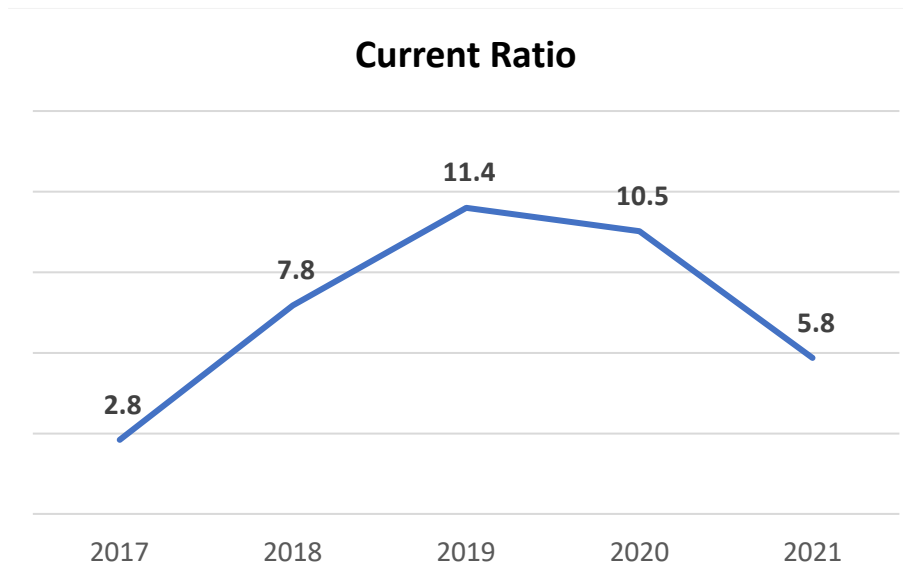
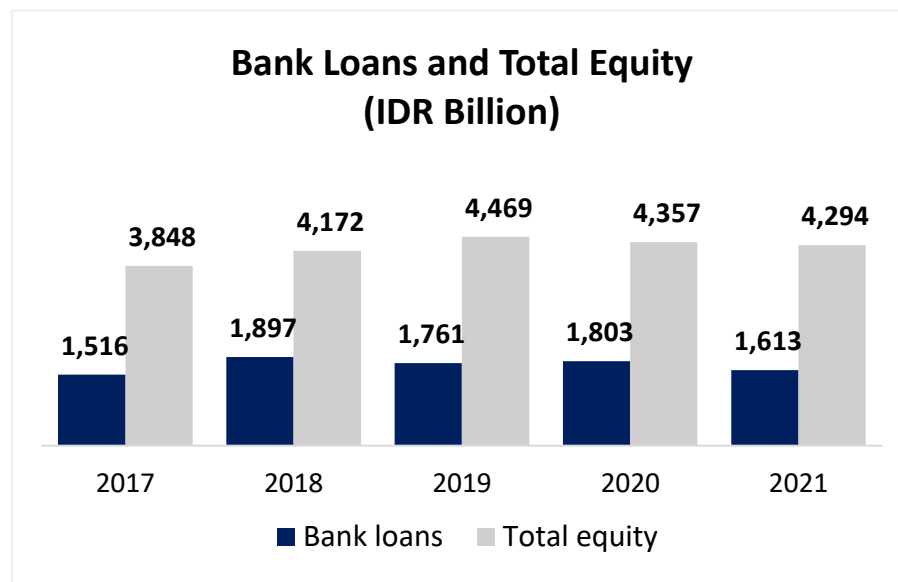
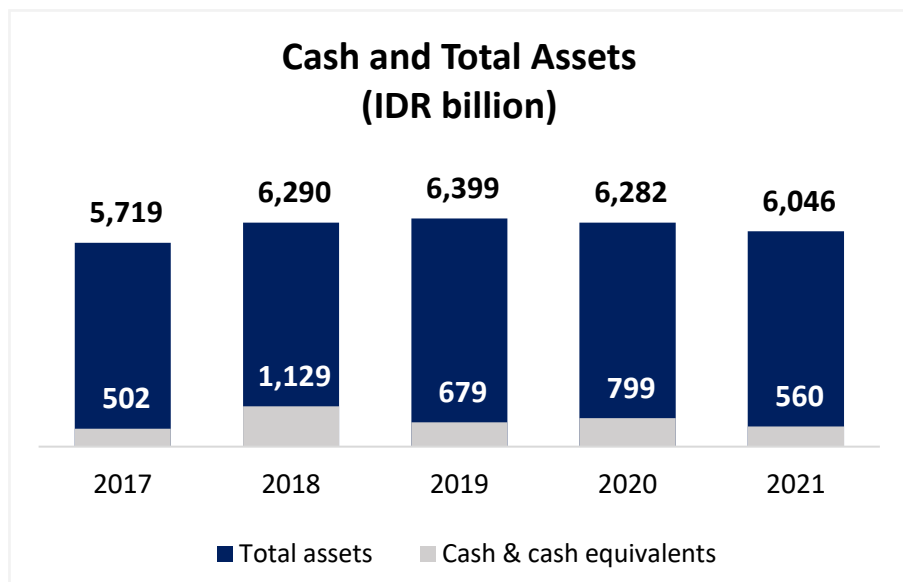
EBITDA (IDR billion)



Net Profit (IDR billion)



Financial Position 31 December 2021





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