



PT Bekasi Fajar Industrial Estate Tbk (Perseroan)

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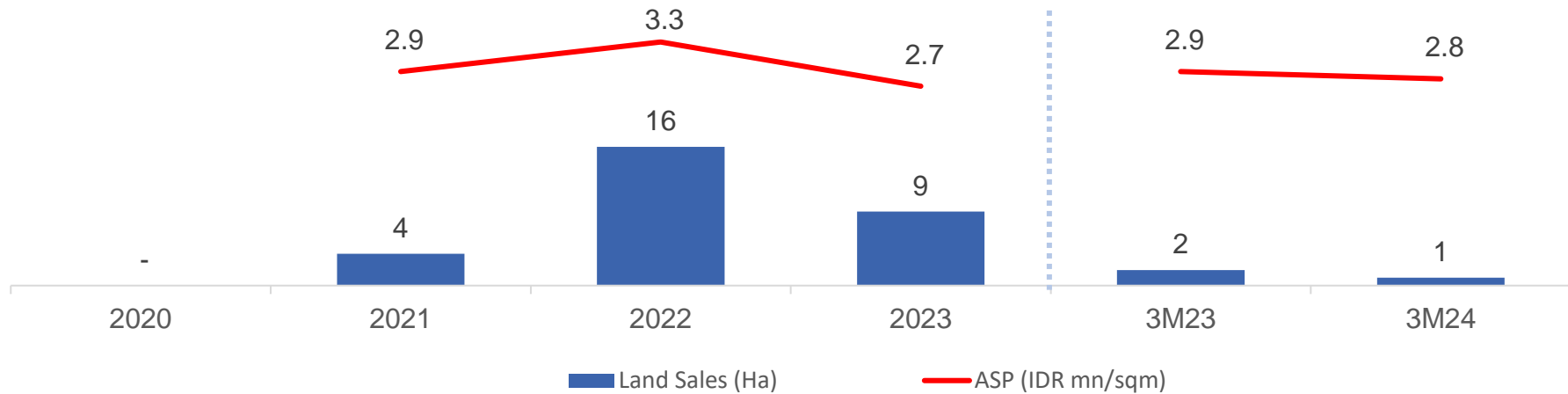
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Kinerja Penjualan Lahan

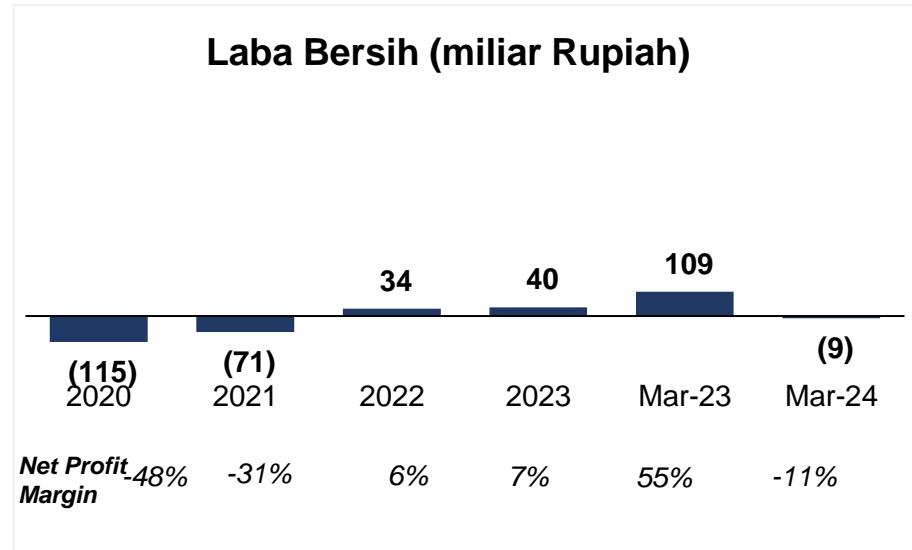
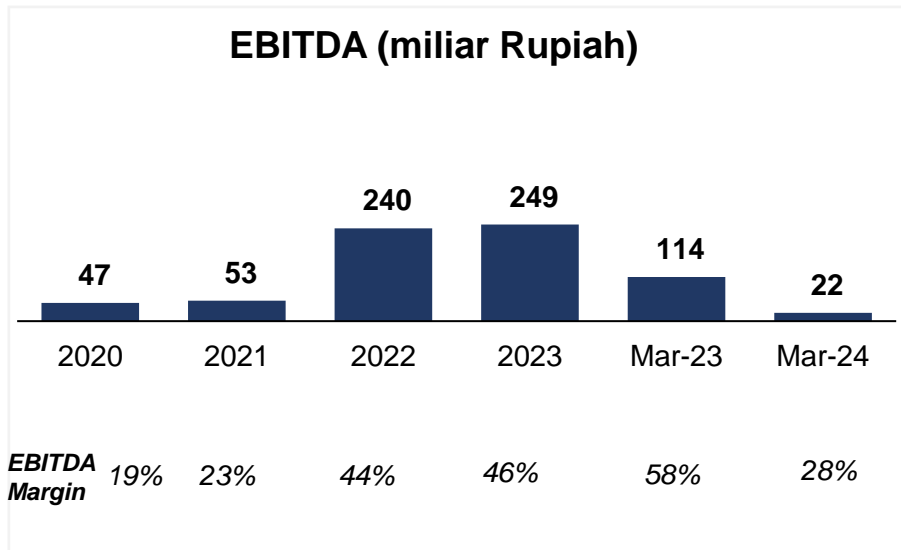
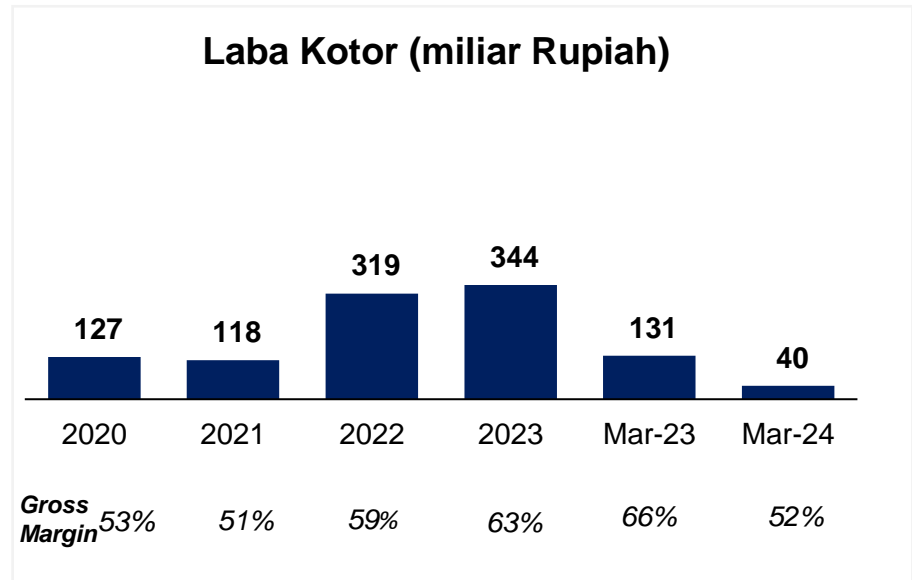
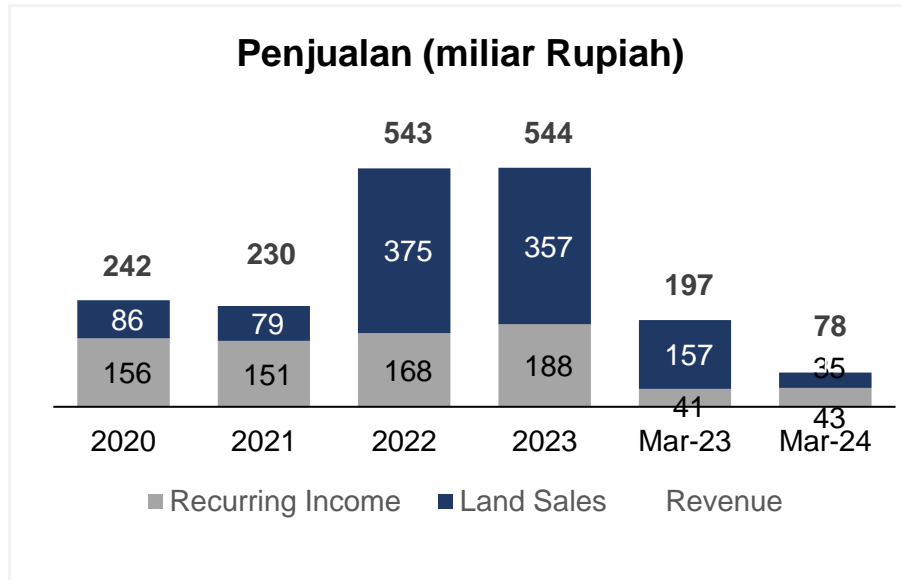


In IDR bn	2020	2021	2022	2023	3M23	3M24
	-	107	526	231	51	26

		FY 2022	FY 2023	3M23	3M24
Marketing Land Sales	Area (ha)	16	9	2	1
	ASP (IDR mn/sqm)	3.3	2.7	2.9	2.8
Accounting Land Sales	Area (ha)	12	13	5	1
	ASP (IDR mn/sqm)	3.2	2.8	3.1	3.2
Land bank	Gross (ha)	1,042	1,034	1,037	1,033
	Net (ha)	693	684	688	683

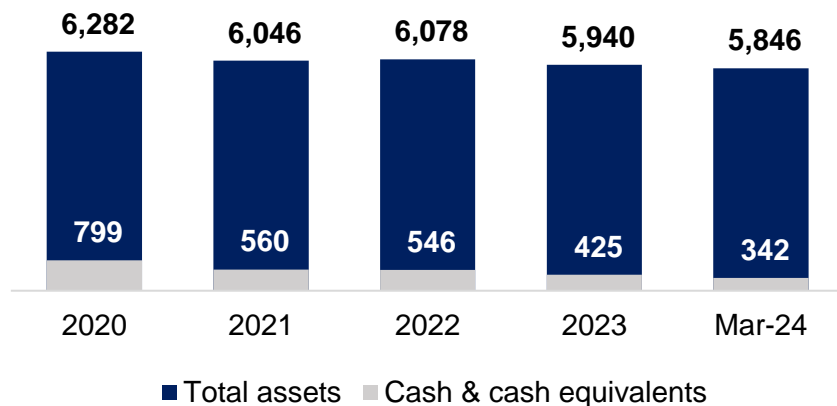
- Pada tahun 2023, Perseroan memperoleh marketing sales sebesar Rp 231 miliar. Untuk tahun 2024, Perseroan menargetkan marketing land sales sebesar Rp 600 miliar.
- Sampai dengan kuartal 1-2024, Perseroan mencatatkan marketing land sales sebesar Rp 26 miliar ke perusahaan cold storage dan perusahaan kontraktor

Kinerja Keuangan

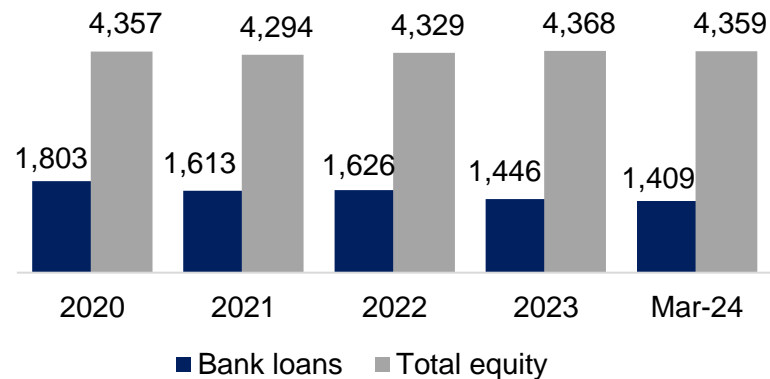


Posisi Keuangan

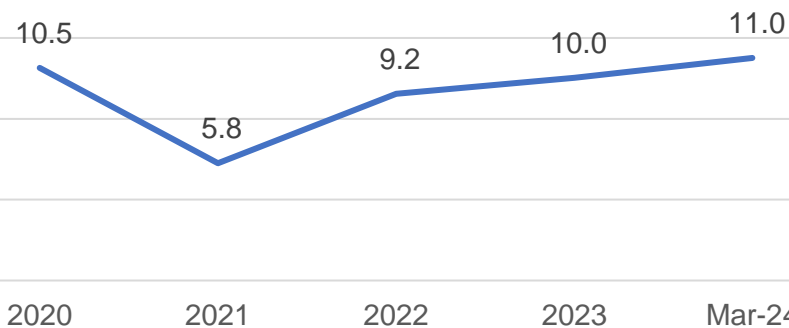
Kas and Total Aset (miliar Rupiah)



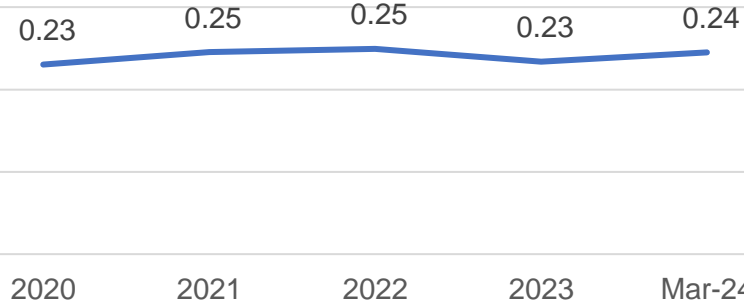
Pinjaman Bank dan Total Ekuitas (miliar Rupiah)



Rasio Lancar



Rasio Hutang Bersih terhadap Ekuitas



Outlook 2024



Target penjualan lahan (marketing sales) sebesar Rp 600 Miliar

Sampai Q1-2024, Perusahaan telah mencapai marketing sales sebesar Rp 26 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



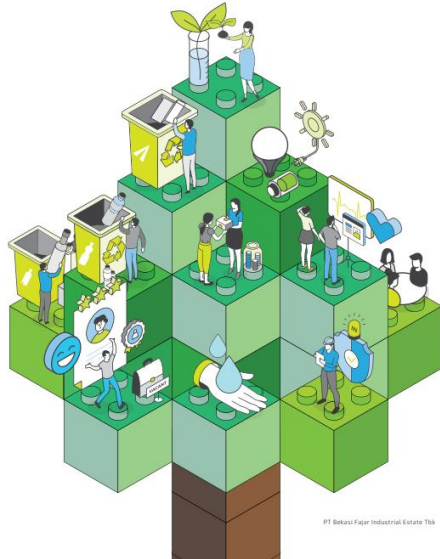
Penjualan lahan tetap menjadi sumber utama pendapatan Perseoran

Pertumbuhan pendapatan berulang yang stabil

Komitmen terhadap ESG dan Keberlanjutan

SUSTAINABILITY REPORT 2023

Green Environment
Blue Environment



PT Bekasi Fajar Industrial Estate Tbk



- 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 2023, merupakan tahun ke-4 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

Sebagai komitmen Perseroan terhadap pengembangan yang berkelanjutan, aktivitas untuk mendukung komunitas dan para pemangku kepentingan di antaranya:

Bidang Kesehatan

- Acara donor darah bertepatan dengan Hari K3 Nasional diikuti oleh 65 pendonor dan 22,750cc darah terkumpul



Bidang Pendidikan

- Pelatihan Prakerja untuk 31 lulusan SMK dari beberapa daerah sekitar MM2100



Pengembangan Berkelanjutan (lanjutan)

Bidang Sosial

- Pembangunan 12 rumah permanen di Desa Padaluyung untuk korban gempa Cianjur
- Penyaluran bantuan dan upaya pencegahan kekeringan air di Desa Mulya, Kab.Bekasi



- Penyaluran donasi bahan makanan di Bulan Ramadhan dan hewan ternak di Idul Adha untuk komunitas sekitar Kawasan Industri MM2100

Pengembangan Berkelanjutan (lanjutan)

Bidang Sosial

- Pembangunan renovasi Mushola Qolbum Salim di Desa Telajung, Kab. Bekasi
- Donasi untuk pencegahan stunting di Babelan, Kab. Bekasi



Pengembangan Berkelanjutan (lanjutan)

Bidang Lingkungan

- Penanaman 200 pohon mahogani di area Kawasan MM2100
- Penanaman 21.600 pohon Mangrove di Muara Gembong, Kab. Bekasi



Bidang Keselamatan dan Kesehatan Kerja Karyawan

- Seminar *Behaviour Based Safety and Safety Culture* untuk karyawan BeFa





Q & A



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