



BEST Investor Highlights

	Dec 2011	March 2012	June 2012	
<u>Balance Sheets (in IDR bio)</u>				
Cash & cash equivalents	60	48	269	
Inventories	1,450	1,351	1,312	
Other assets	134	142	195	
Total assets	1,644	1,541	1,776	
Bank loans	251	228	204	
Customer deposit	396	258	146	
Other liabilities	102	53	41	
Total equity	895	1,002	1,384	
Total liabilities and equity	1,644	1,541	1,776	
Landbank - gross	ha	805	782	777
Landbank - net	ha	642	617	607
Additional landbank 2012	ha			20

*** In July 2012, the Company has paid the down payment for 150 ha, and already secure 30 ha from 150 ha. The transaction is expected to be completed before end of 2012.**



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	2011 Jan - Dec	2012 Jan - March	2012 Jan - June	
<u>Profit & Loss (in IDR bio)</u>				
Sales - land	453	249	436	
Sales - others	23	7	15	
COGS - land	(274)	(122)	(196)	
COGS - others	(8)	(2)	(5)	
Gross profit	194	132	250	
Operating expenses & others	(51)	(12)	(24)	
Tax expense	(23)	(13)	(22)	
Minority interest	(0)	(0)	(0)	
Net profit	120	107	204	
Accounting land sales	ha	85	30	49
Marketing average selling price	usd/m2	97	131	138