



# BEST Investor Highlights

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	Dec 2011	June 2012	Sept 2012	
<b><u>Balance Sheets (in IDR bio)</u></b>				
Cash & cash equivalents	60	269	309	
Inventories	1,450	1,312	1,314	
Other assets	134	195	359	
<b>Total assets</b>	<b>1,644</b>	<b>1,776</b>	<b>1,982</b>	
Bank loans	251	204	246	
Customer deposit	396	146	156	
Other liabilities	102	41	98	
Total equity	895	1,384	1,482	
<b>Total liabilities and equity</b>	<b>1,644</b>	<b>1,776</b>	<b>1,982</b>	
Landbank - gross	ha	805	777	766
Landbank - net	ha	642	607	593
Additional landbank 2012	ha			33

**\* As of Sept 2012, the Company already paid down payment more than 55% from the total cost of 150 ha land acquisition and already secure around 85 ha (still booked under Advance Payment). The transaction is expected to be completed before end of 2012.**



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	2011 Jan - Dec	2012 Jan - June	2012 Jan - Sept	
<b><u>Profit &amp; Loss (in IDR bio)</u></b>				
Sales - land	453	436	638	
Sales - others	23	15	23	
COGS - land	(274)	(196)	(280)	
COGS - others	(8)	(5)	(9)	
<b>Gross profit</b>	<b>194</b>	<b>250</b>	<b>373</b>	
Operating expenses & others	(51)	(24)	(40)	
Tax expense	(23)	(22)	(32)	
Minority interest	(0)	(0)	(0)	
<b>Net profit</b>	<b>120</b>	<b>204</b>	<b>301</b>	
Accounting land sales	ha	85	49	72
Marketing average selling price	usd/m <sup>2</sup>	97	138	151