



BEST Investor Highlights

30 April 2013

	Dec 2012	March 2013	
<u>Balance Sheets (in IDR bio)</u>			
Cash & cash equivalents	583	498	
Inventories	1,545	1,510	
Other assets	158	507	
Total assets	2,286	2,516	
Bank loans	227	212	
Customer deposit	215	160	
Other liabilities	74	165	
Total equity	1,770	1,980	
Total liabilities and equity	2,286	2,516	
Landbank - gross	ha	868	858
Landbank - net	ha	657	645
Additional landbank 2013	ha		7



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	2012 Jan - March	2013 Jan - March	
<u>Profit & Loss (in IDR bio)</u>			
Sales - land	249	263	
Sales - others	7	10	
COGS - land	(122)	(69)	
COGS - others	(2)	(4)	
Gross profit	132	199	
Operating expenses & others	(12)	(12)	
Tax expense	(13)	(13)	
Minority interest	(0)	(0)	
Net profit	107	174	
Accounting land sales	ha	30	17
Marketing average selling price	usd/m2	131	169