



BEST Investor Highlights Q2 - 2013

31 July 2013

	Dec 2012	June 2013	
<u>Balance Sheets (in IDR bio)</u>			
Cash & cash equivalents	583	672	
Inventories	1,545	1,504	
Other assets	158	805	
Total assets	2,286	2,982	
Bank loans	227	536	
Customer deposit	215	129	
Other liabilities	74	323	
Total equity	1,770	1,995	
Total liabilities and equity	2,286	2,982	
Landbank - gross	ha	868	859
Landbank - net	ha	657	643
Additional landbank 2013	ha		18



BEST Investor Highlights Q2-2013

31 July 2013

	2012 Jan - June	2013 Jan - June	
<u>Profit & Loss (in IDR bio)</u>			
Sales - land	436	423	
Sales - others	15	21	
COGS - land	(196)	(110)	
COGS - others	(5)	(8)	
Gross profit	250	326	
Operating expenses & others	(24)	(41)	
Tax expense	(22)	(21)	
Minority interest	(0)	(0)	
Net profit	204	263	
Accounting land sales	ha	48.9	27.2
Marketing average selling price	usd/m2	138	175