



BEST Investor Highlights Q3-2013

30 October 2013

	Dec 2012	Sept 2013	
<u>Balance Sheets (in IDR bio)</u>			
Cash & cash equivalents	583	420	
Inventories	1,545	2,452	
Other assets	158	530	
Total assets	2,286	3,402	
Bank loans	227	559	
Sales advances	215	163	
Other liabilities	73	466	
Total equity	1,770	2,214	
Total liabilities and equity	2,286	3,402	
Landbank - gross	ha	868	948
Landbank - net	ha	657	699
Additional landbank 2013	ha		126



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	2012 Jan - Sept	2013 Jan - Sept	
<u>Profit & Loss (in IDR bio)</u>			
Sales - land	638	748	
Sales - others	23	33	
COGS - land	(280)	(166)	
COGS - others	(9)	(12)	
Gross profit	373	604	
Operating expenses & others	(40)	(88)	
Tax expense	(32)	(34)	
Minority interest	(0)	(0)	
Net profit	301	482	
Accounting land sales	ha	72	46
Marketing average selling price	usd/m2	148	175