



# BEST Investor Highlights Q4-2013

28 March 2014

	Dec 2012	Dec 2013	
<b><u>Balance Sheets (in IDR bio)</u></b>			
Cash & cash equivalents	583	548	
Inventories	1,545	2,400	
Other assets	158	413	
<b>Total assets</b>	<b>2,286</b>	<b>3,360</b>	
Bank loans	227	542	
Sales advances	215	119	
Other liabilities	73	223	
Total equity	1,770	2,477	
<b>Total liabilities and equity</b>	<b>2,286</b>	<b>3,360</b>	
Landbank - gross	ha	868	938
Landbank - net	ha	657	684
Additional landbank in 2013	ha		144



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	2012 Jan - Dec	2013 Jan - Dec	
<b><u>Profit &amp; Loss (in IDR bio)</u></b>			
Sales - land	933	1,278	
Sales - others	32	46	
COGS - land	(378)	(354)	
COGS - others	(18)	(24)	
<b>Gross profit</b>	<b>570</b>	<b>946</b>	
Operating expenses & others	(52)	(134)	
Tax expense	(47)	(67)	
Minority interest	(0)	(1)	
<b>Net profit</b>	<b>470</b>	<b>744</b>	
Accounting land sales	ha	96.1	74.0
Marketing average selling price	usd/m2	153	172