



# BEST Investor Highlights Q1-2014

29 April 2014

	Dec 2013	Mar 2014
<b><u>Balance Sheets (in IDR bio)</u></b>		
Cash & cash equivalents	548	264
Inventories	2,400	2,423
Other assets	413	586
<b>Total assets</b>	<b>3,360</b>	<b>3,273</b>
Bank loans	542	480
Sales advances	119	108
Other liabilities	223	118
Total equity	2,477	2,567
<b>Total liabilities and equity</b>	<b>3,360</b>	<b>3,273</b>
Landbank - gross	ha	937
Landbank - net	ha	681
Additional landbank in 2013	ha	7



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	2013 Jan - March	2014 Jan - March
<b><u>Profit &amp; Loss (in IDR bio)</u></b>		
Sales - land	263	144
Sales - others	10	13
COGS - land	(69)	(45)
COGS - others	(4)	(7)
<b>Gross profit</b>	<b>199</b>	<b>105</b>
Operating expenses & others	(12)	(7)
Tax expense	(13)	(7)
Minority interest	(0)	(0)
<b>Net profit</b>	<b>174</b>	<b>90</b>
Accounting land sales	17	8
Marketing land sales	19	3.50
Marketing average selling price	169	175