

Profit & Loss Summary

(IDR billions)	1Q18	1Q17	Change
Net Revenues	287.21	336.14	(14.56%)
Cost of Revenues	165.45	175.46	(5.71%)
Gross Profit	121.77	160.68	(24.22%)
Operating Expenses	113.25	121.88	(7.08%)
Operating Profit	8.52	38.8	(78.04%)
EBITDA	31.87	69.08	(53.87%)
Net Profit (Loss)*	3,113.12	(5.12)	60,903.13%

Financial Position Summary

(IDR billions)	1Q18	FY17	Change
Cash & Banks	40.54	68.27	(40.62%)
Trade Receivables – 3rd Parties	788.90	592.86	33.07%
Inventories	1,517.35	1,519.22	(0.12%)
Land for Development	1,754.11	1,754.11	0.00%
Fixed Assets	2,906.66	2,922.19	(0.53%)
Other Assets	7,114.36	7,225.87	(1.54%)
Total Assets	14,121.92	14,082.52	0.28%
Interest Bearing Liabilities	1,822.97	5,761.23	(68.36%)
Other Liabilities	2,248.44	2,157.73	4.20%
Total Liabilities	4,071.41	7,918.96	(48.59%)
Non-controlling Interest	1,294.94	435.52	197.33%
Equity*	8,755.57	5,728.03	52.85%

*attributable to parent entity

- Bakrieland's consolidated net revenues for 1Q18 declined by 14.56% to IDR 287.21 billion compared to 1Q17, due to lower revenue contribution by PT Bakrie Swasakti Utama's business unit.
- Operating Expenses for 1Q18 declined by 7.08% or equivalent to IDR 8.63 billion primarily due to lower selling expenses from the business units.
- Gross profit declined by 24.22% to IDR 121.77 billion in 1Q18 from IDR 160.68 billion in 1Q17.
- In 1Q18 Bakrieland booked net profit of IDR 3,113.12 billion, an increase by 60,903.13% compared to 1Q17 due to the gain on the convertible bond settlement in 1Q18.
- Bakrieland recorded lower cash & banks for 1Q18, amounting to IDR 40.54 billion or a decrease of 40.62% compared to FY2017.
- In 1Q18, trade receivables increased 33.07% to IDR 788.90 billion mainly from PT Provinces Indonesia.
- Total assets slightly increased from IDR 14,082.52 billion in FY2017 to IDR 14,121.92 billion.
- Interest bearing liabilities in 1Q18 sharply declined to IDR 1,822.97 billion or a decrease of 68.36% from IDR 5,761.23 billion in FY2017. The decline was mainly contributed by the convertible bond settlement in 1Q18.
- Total liabilities in 1Q18 significantly decreased by 48.59% to IDR 4,071.41 billion compared to IDR 7,918.96 billion in FY2017, with the debt to equity ratio at 46.50%.

Key Ratios

Ratio	1Q18	1Q17	Change
Gross Margin	42.40%	47.80%	(11.30%)
Operating Margin	2.97%	11.54%	(74.30%)
EBITDA Margin	11.10%	20.55%	(46.00%)
Net Margin	1,083.92%	(1.52%)	71,410.53%
ROA**	22.23%	(0.15%)	15,412.77%
ROE**	35.85%	(0.34%)	10,800.01%
Debt to Equity	46.50%	138.25%	(66.37%)

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Investor Relations

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Shareholders Composition as of March 31st 2018

