



# PT BISI International Tbk

## COMPANY UPDATE

### FY 2015 Results

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#### Sales Volume FY 2015

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	14,293,962	53.80%	IDR41,886
Horticulture Seed (kg)	892,220	22.01%	IDR260,955
Rice Seed (kg)	5,353,042	486.22%	IDR10,086
Agrochemicals (kg)	10,237,954	-1.11%	IDR51,625
Fertilizers (kg)	956,947	-19.40%	IDR20,500

#### Sales and COGS Breakdown FY 2015

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	598,719	41.96%	41.65%	290,320	51.51%
Horticulture Seed	232,829	10.16%	16.20%	132,418	43.13%
Rice Seed	53,989	413.71%	3.76%	49,817	7.73%
Agrochemicals	528,537	7.64%	36.77%	384,661	27.22%
Fertilizers	19,617	5.34%	1.36%	13,931	28.99%
Others	3,840	66.46%	0.26%	4,297	-11.91%
<b>Total</b>	<b>1,437,531</b>	<b>24.40%</b>	<b>100.00%</b>	<b>875,444</b>	<b>39.10%</b>

#### Other Numbers

OTHER NUMBERS	FY 2015	FY 2014
EBITDA (IDR million)	354,298	229,216
Earning Per Share (IDR)	88	55
Gross Profit Margin	39.10%	34.90%
Operating Profit Margin	22.33%	17.56%
Net Profit Margin	18.44%	14.36%

#### Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2015	31/12/2014
Cash on hand and in banks	314,655	174,425
Trade receivables (Third parties)	618,708	614,031
Trade receivables (Related parties)	16,623	13,406
Inventories	712,599	534,245
Other component of current assets	115,799	193,885
<b>Total Current Assets</b>	<b>1,778,384</b>	<b>1,529,992</b>
Fixed assets	293,093	275,534
Other component of non-current assets	70,123	62,781
<b>Total Non-current Assets</b>	<b>363,216</b>	<b>338,315</b>
<b>Total Assets</b>	<b>2,141,600</b>	<b>1,868,307</b>
Short-term bank loans	-	-
Trade payable (Third parties)	120,545	79,419
Trade payable (Related parties)	-	9,719
Current portion of long-term debts	-	-
Other component of current liabilities	158,699	121,981
<b>Total Current Liabilities</b>	<b>279,244</b>	<b>211,119</b>
Long-term debts	-	-
Other component of non-current liabilities	47,060	43,958
<b>Total Non-current Liabilities</b>	<b>47,060</b>	<b>43,958</b>
<b>Total Liabilities</b>	<b>326,304</b>	<b>255,077</b>
Share capital	300,000	300,000
Additional paid-in capital	93,695	93,695
Retained earnings	1,421,401	1,219,376
Noncontrolling interests	200	159
<b>Total Equity</b>	<b>1,815,296</b>	<b>1,613,230</b>
STATEMENTS OF COMPREHENSIVE INCOME	FY 2015	FY 2014
Net Sales	1,437,531	1,155,560
Cost of Goods Sold	875,444	752,239
<b>Gross Profit</b>	<b>562,087</b>	<b>403,321</b>
Operating Expenses	241,144	200,425
<b>Operating Profit</b>	<b>320,943</b>	<b>202,896</b>
Finance income	11,597	6,748
Finance costs	(947)	(901)
<b>Profit Before Income Tax</b>	<b>331,593</b>	<b>208,743</b>
Income Tax - Net	(67,626)	(43,770)
Others	1,105	969
<b>Total Comprehensive Income</b>	<b>265,072</b>	<b>165,942</b>

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