



PT BISI International Tbk

COMPANY UPDATE

3Months 2012 Results

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Sales Volume 3Mo 2012

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	2,526,962	36.31%	IDR41,740
Vegetable Seed (kg)	195,997	-75.37%	IDR325,746
Rice Seed (kg)	38,144	-31.91%	IDR12,220
Agrochemicals (kg)	2,425,439	6.89%	IDR41,726
Fertilizers (kg)	338,340	39.51%	IDR14,780

Sales and COGS Breakdown 3Mo 2012

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	105,476	83.09%	38.11%	49,463	53.11%
Vegetable Seed	63,845	-9.10%	23.07%	24,889	61.02%
Rice Seed	466	-80.51%	0.17%	307	34.20%
Agrochemicals	101,203	2.16%	36.56%	62,347	38.39%
Fertilizers	5,001	20.62%	1.81%	3,473	30.56%
Others	809	44.13%	0.28%	878	-8.57%
Total	276,800	18.29%	100.00%	141,357	48.93%

Other Numbers

OTHER NUMBERS	3Mo 2012	3Mo 2011
EBITDA	90,109	58,965
Earning Per Share	23	14
Gross Profit Margin	48.93%	37.76%
Operating Profit Margin	30.75%	23.05%
Net Profit Margin	24.78%	18.00%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2012	31/12/2011
Cash on hand and in banks	261,997	248,531
Trade receivables (Third parties)	389,222	397,754
Trade receivables (Related parties)	11,771	17,795
Inventories	534,578	523,299
Other component of current assets	27,798	29,038
Total Current Assets	1,225,366	1,216,417
Property, plant & equipment	254,875	256,350
Other component of non-current assets	44,004	45,767
Total Non-current Assets	298,879	302,117
Total Assets	1,524,245	1,518,534
Short-term bank loans	-	49,524
Trade payable (Third parties)	52,053	56,812
Trade payable (Related parties)	7,222	5,620
Current portion of long-term debts	357	511
Other component of current liabilities	74,957	87,648
Total Current Liabilities	134,589	200,115
Long-term debts	-	-
Other component of non-current liabilities	41,701	39,065
Total Non-current Liabilities	41,701	39,065
Total Liabilities	176,290	239,180
Share capital	300,000	300,000
Other component of equity	93,695	93,695
Retained earnings	954,152	885,561
Noncontrolling interests	108	98
Total Equity	1,347,955	1,279,354
STATEMENTS OF COMPREHENSIVE INCOME	3Mo 2012	3Mo 2011
Net Sales	276,800	234,010
Cost of Goods Sold	141,357	145,640
Gross Profit	135,443	88,370
Operating Expenses	50,337	34,419
Income From Operations	85,106	53,951
Finance income	2,324	957
Finance costs	(14)	(63)
Income Before Income Tax	87,416	54,845
Income Tax - Net	(18,815)	(12,717)
Net Income	68,601	42,128

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