



PT BISI International Tbk

COMPANY UPDATE

3 Months 2013 Results

Investor Relations:

Jl. Ancol VIII/1, Jakarta 14430, Indonesia
 Phone (62 21) 6927068;
 Faximile (62 21) 6925263
 investor.relations@bisi.co.id

Sales Volume 3Mo 2013

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	1,477,413	-41.53%	IDR48,998
Vegetable Seed (kg)	202,491	3.31%	IDR254,339
Rice Seed (kg)	16,678	-56.28%	IDR12,399
Agrochemicals (kg)	2,376,775	-2.01%	IDR41,560
Fertilizers (kg)	292,088	-13.67%	IDR13,834

Sales and COGS Breakdown 3Mo 2013

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	72,390	-31.37%	31.82%	30,056	58.48%
Vegetable Seed	51,501	-19.33%	22.64%	23,267	54.82%
Rice Seed	207	-55.63%	0.09%	516	-149.41%
Agrochemicals	98,778	-2.40%	43.43%	60,834	38.41%
Fertilizers	4,041	-19.20%	1.78%	2,171	46.27%
Others	548	-32.24%	0.24%	610	-11.39%
Total	227,465	-17.82%	100.00%	117,454	48.36%

Other Numbers

OTHER NUMBERS	3Mo 2013	3Mo 2012
EBITDA	78,395	92,433
Earning Per Share	18	23
Gross Profit Margin	48.36%	48.93%
Operating Profit Margin	31.73%	30.75%
Net Profit Margin	23.98%	24.78%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2013	31/12/2012
Cash on hand and in banks	127,774	126,125
Trade receivables (Third parties)	407,197	371,060
Trade receivables (Related parties)	13,512	17,352
Inventories	733,843	744,730
Other component of current assets	22,451	44,887
<i>Total Current Assets</i>	1,304,777	1,304,154
Property, plant & equipment	250,146	253,165
Other component of non-current assets	27,682	30,284
<i>Total Non-current Assets</i>	277,828	283,449
Total Assets	1,582,605	1,587,603
Short-term bank loans	-	49,648
Trade payable (Third parties)	36,931	45,426
Trade payable (Related parties)	5,449	4,462
Other component of current liabilities	57,880	61,930
<i>Total Current Liabilities</i>	100,260	161,466
Long-term debts	-	-
Other component of non-current liabilities	49,094	47,433
<i>Total Non-current Liabilities</i>	49,094	47,433
Total Liabilities	149,354	208,899
Share capital	300,000	300,000
Additional paid-in capital	93,695	93,695
Retained earnings	1,039,415	984,882
Noncontrolling interests	141	127
Total Equity	1,433,251	1,378,704
STATEMENTS OF COMPREHENSIVE INCOME	3Mo 2013	3Mo 2012
Net Sales	227,465	276,800
Cost of Goods Sold	117,454	141,357
Gross Profit	110,011	135,443
Operating Expenses	37,834	50,337
Income From Operations	72,177	85,106
Finance income	1,261	2,324
Finance costs	(361)	(14)
Income Before Income Tax	73,077	87,416
Income Tax - Net	(18,530)	(18,815)
Others	-	-
Net Income	54,547	68,601

This report has been prepared by PT BISI International Tbk and is provided for information purposes only. The document contains certain financial conditions and result of operation. With all reasonable care has been taken to ensure that information contained herein is not untrue or misleading at the time of publication. This report does not have regard to the specific person or specific class of persons who may read this report. Forward looking statements, by their nature, involve risk and uncertainty that could cause actual results and development to differ materially from those expressed or implied in these statements. PT BISI International Tbk do not guarantee that any action, which should have been taken in reliance on this document will bring specific results as expected.