



PT BISI International Tbk

COMPANY UPDATE

6 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 6Mo 2013

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	3,380,981	-19.35%	IDR47,639
Vegetable Seed (kg)	369,579	9.84%	IDR298,837
Rice Seed (kg)	31,678	-58.74%	IDR10,790
Agrochemicals (kg)	4,225,219	-0.09%	IDR42,862
Fertilizers (kg)	549,510	4.53%	IDR14,899

Sales and COGS Breakdown 6Mo 2013

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	161,065	2.64%	34.84%	66,668	58.61%
Vegetable Seed	110,444	5.46%	23.89%	50,829	53.98%
Rice Seed	342	-78.52%	0.07%	751	-119.85%
Agrochemicals	181,100	1.83%	39.17%	117,346	35.20%
Fertilizers	8,187	0.20%	1.77%	5,795	29.22%
Others	1,150	-30.40%	0.26%	1,342	-16.64%
Total	462,288	2.53%	100.00%	242,731	47.49%

Other Numbers

OTHER NUMBERS	6Mo 2013	6Mo 2012
EBITDA	127,324	116,293
Earning Per Share	31	28
Gross Profit Margin	47.49%	46.26%
Operating Profit Margin	24.81%	22.04%
Net Profit Margin	19.99%	18.33%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/06/2013	31/12/2012
Cash on hand and in banks	196,580	126,125
Trade receivables (Third parties)	440,273	371,060
Trade receivables (Related parties)	14,657	17,352
Inventories	690,837	744,730
Other component of current assets	19,345	44,887
<i>Total Current Assets</i>	1,361,692	1,304,154
Property, plant & equipment	251,762	253,165
Other component of non-current assets	33,487	30,284
<i>Total Non-current Assets</i>	285,249	283,449
Total Assets	1,646,941	1,587,603
Short-term bank loans	49,796	49,648
Trade payable (Third parties)	23,544	45,426
Trade payable (Related parties)	4,148	4,462
Other component of current liabilities	78,440	61,930
<i>Total Current Liabilities</i>	155,928	161,466
Long-term debts	-	-
Other component of non-current liabilities	49,911	47,433
<i>Total Non-current Liabilities</i>	49,911	47,433
Total Liabilities	205,839	208,899
Share capital	300,000	300,000
Additional paid-in capital	93,695	93,695
Retained earnings	1,047,262	984,882
Noncontrolling interests	145	127
Total Equity	1,441,102	1,378,704
STATEMENTS OF COMPREHENSIVE INCOME	6Mo 2013	6Mo 2012
Net Sales	462,288	450,898
Cost of Goods Sold	242,731	242,312
Gross Profit	219,557	208,586
Operating Expenses	104,849	109,214
Income From Operations	114,708	99,372
Finance income	2,666	6,862
Finance costs	(414)	(1,010)
Income Before Income Tax	116,960	105,224
Income Tax - Net	(24,562)	(22,581)
Others	-	-
Net Income	92,398	82,643

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