



PT BISI International Tbk

COMPANY UPDATE

FY 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 FY 2013

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	9,942,389	9.42%	IDR44,153
Vegetable Seed (kg)	835,578	-15.97%	IDR235,162
Rice Seed (kg)	204,856	97.00%	IDR10,723
Agrochemicals (kg)	9,131,874	20.85%	IDR43,917
Fertilizers (kg)	1,033,881	11.56%	IDR15,227

Sales and COGS Breakdown FY 2013

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	438,989	24.11%	41.56%	194,768	55.63%
Vegetable Seed	196,496	5.47%	18.60%	103,490	47.33%
Rice Seed	2,197	15.24%	0.21%	4,387	-99.72%
Agrochemicals	401,045	30.44%	37.96%	292,134	27.16%
Fertilizers	15,743	11.53%	1.49%	11,427	27.42%
Others	1,891	-32.12%	0.18%	2,275	-20.31%
Total	1,056,361	21.94%	100.00%	608,481	42.40%

Other Numbers

OTHER NUMBERS	FY 2013	FY 2012
EBITDA	177.527	190.928
Earning Per Share	42	43
Gross Profit Margin	42.40%	44.90%
Operating Profit Margin	14.34%	18.78%
Net Profit Margin	12.03%	14.93%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2013	31/12/2012
Cash on hand and in banks	130,843	126,125
Trade receivables (Third parties)	551,993	371,060
Trade receivables (Related parties)	14,947	17,352
Inventories	693,081	744,730
Other component of current assets	18,167	44,887
<i>Total Current Assets</i>	1,409,031	1,304,154
Property, plant & equipment	249,245	253,165
Other component of non-current assets	54,407	30,284
<i>Total Non-current Assets</i>	303,652	283,449
Total Assets	1,712,683	1,587,603
Short-term bank loans	-	49,648
Trade payable (Third parties)	80,315	45,426
Trade payable (Related parties)	2,495	4,462
Current portion of long-term debts	-	-
Other component of current liabilities	101,802	61,930
<i>Total Current Liabilities</i>	184,612	161,466
Long-term debts	-	-
Other component of non-current liabilities	52,326	47,433
<i>Total Non-current Liabilities</i>	52,326	47,433
Total Liabilities	236,938	208,899
Share capital	300,000	300,000
Additional paid-in capital	93,695	93,695
Retained earnings	1,081,907	984,882
Noncontrolling interests	143	127
Total Equity	1,475,745	1,378,704

STATEMENTS OF COMPREHENSIVE INCOME	FY 2013	FY 2012
Net Sales	1,056,361	866,269
Cost of Goods Sold	608,481	477,280
Gross Profit	447,880	388,989
Operating Expenses	296,440	226,317
Income From Operations	151,440	162,672
Finance income	6,120	7,982
Finance costs	(1,325)	(1,258)
Income Before Income Tax	156,235	169,396
Income Tax - Net	(29,194)	(40,046)
Others	-	-
Net Income	127,041	129,350

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