



PT BISI International Tbk

COMPANY UPDATE

FY 2014 Results

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Sales Volume FY 2014

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	9,293,665	-6.52%	IDR45,380
Horticulture Seed (kg)	731,295	-12.48%	IDR289,013
Rice Seed (kg)	913,147	345.75%	IDR11,509
Agrochemicals (kg)	10,353,098	13.37%	IDR47,428
Fertilizers (kg)	1,187,247	14.83%	IDR15,686

Sales and COGS Breakdown FY 2014

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	421,744	0.31%	36.50%	205,964	51.16%
Horticulture Seed	211,354	17.35%	18.29%	114,399	45.87%
Rice Seed	10,510	378.46%	0.91%	8,522	18.91%
Agrochemicals	491,022	28.10%	42.49%	406,695	17.17%
Fertilizers	18,623	22.68%	1.61%	14,810	20.48%
Others	2,307	21.96%	0.20%	1,849	19.84%
Total	1,155,560	15.20%	100.00%	752,239	34.90%

Other Numbers

OTHER NUMBERS	FY 2014	FY 2013
EBITDA	229,625	177,527
Earning Per Share	55	42
Gross Profit Margin	34.90%	39.34%
Operating Profit Margin	17.59%	15.10%
Net Profit Margin	14.30%	12.66%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2014	31/12/2013
Cash on hand and in banks	174,425	130,843
Trade receivables (Third parties)	614,031	551,993
Trade receivables (Related parties)	13,406	14,947
Inventories	534,245	693,081
Other component of current assets	193,885	18,167
Total Current Assets	1,529,992	1,409,031
Property, plant & equipment	275,534	249,245
Other component of non-current assets	65,517	54,407
Total Non-current Assets	341,051	303,652
Total Assets	1,871,043	1,712,683
Short-term bank loans	-	-
Trade payable (Third parties)	79,419	80,315
Trade payable (Related parties)	9,719	2,495
Current portion of long-term debts	-	-
Other component of current liabilities	121,981	101,802
Total Current Liabilities	211,119	184,612
Long-term debts	-	-
Other component of non-current liabilities	54,900	52,326
Total Non-current Liabilities	54,900	52,326
Total Liabilities	266,019	236,938
Share capital	300,000	300,000
Additional paid-in capital	93,695	93,695
Retained earnings	1,211,170	1,081,907
Noncontrolling interests	159	143
Total Equity	1,605,024	1,475,745
STATEMENTS OF COMPREHENSIVE INCOME	FY 2014	FY 2013
Net Sales	1,155,560	1,003,104
Cost of Goods Sold	752,239	608,481
Gross Profit	403,321	394,623
Operating Expenses	200,016	243,183
Income From Operations	203,305	151,440
Finance income	6,748	6,120
Finance costs	(901)	(1,325)
Income Before Income Tax	209,152	156,235
Income Tax - Net	(43,873)	(29,194)
Others	-	-
Net Income	165,279	127,041

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