



PT BISI International Tbk

COMPANY UPDATE

3 Months 2015 Results

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Sales Volume 3Mo 2015

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	1,400,192	5.94%	IDR36,961
Horticulture Seed (kg)	189,431	-14.88%	IDR265,641
Rice Seed (kg)	286,771	2,472.63%	IDR14,252
Agrochemicals (kg)	2,901,258	7.35%	IDR51,947
Fertilizers (kg)	326,386	-11.23%	IDR15,929

Sales and COGS Breakdown 3Mo 2015

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	51,752	-6.14%	19.70%	28,713	44.52%
Horticulture Seed	50,321	-15.78%	19.15%	24,158	51.99%
Rice Seed	4,087	1,838.32%	1.56%	2,994	26.75%
Agrochemicals	150,712	10.95%	57.35%	111,142	26.26%
Fertilizers	5,199	-12.16%	1.98%	3,618	30.42%
Others	693	84.34%	0.26%	500	27.77%
Total	262,764	2.15%	100.00%	171,125	34.87%

Other Numbers

OTHER NUMBERS	3Mo 2015	3Mo 2014
EBITDA	64,892	40,864
Earning Per Share	16	9
Gross Profit Margin	34.88%	31.35%
Operating Profit Margin	21.74%	13.43%
Net Profit Margin	18.42%	10.97%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2015	31/12/2014
Cash on hand and in banks	207,910	174,425
Trade receivables (Third parties)	600,508	614,031
Trade receivables (Related parties)	13,369	13,406
Inventories	552,784	534,245
Other component of current assets	155,862	193,885
Total Current Assets	1,530,433	1,529,992
Property, plant & equipment	284,697	275,534
Other component of non-current assets	69,119	62,782
Total Non-current Assets	353,816	338,316
Total Assets	1,884,249	1,868,308
Short-term bank loans	-	-
Trade payable (Third parties)	65,918	79,419
Trade payable (Related parties)	39	9,719
Current portion of long-term debts	-	-
Other component of current liabilities	111,124	121,981
Total Current Liabilities	177,081	211,119
Long-term debts	-	-
Other component of non-current liabilities	45,542	43,959
Total Non-current Liabilities	45,542	43,959
Total Liabilities	222,623	255,078
Share capital	300,000	300,000
Additional paid-in capital	93,695	93,695
Retained earnings	1,267,757	1,219,376
Noncontrolling interests	174	159
Total Equity	1,661,626	1,613,230
STATEMENTS OF COMPREHENSIVE INCOME	3Mo 2015	3Mo 2014
Net Sales	262,764	257,228
Cost of Goods Sold	171,125	176,577
Gross Profit	91,639	80,651
Operating Expenses	34,520	46,112
Income From Operations	57,119	34,539
Finance income	2,559	1,352
Finance costs	-	-
Income Before Income Tax	59,678	35,891
Income Tax - Net	(11,282)	(7,671)
Others	-	-
Net Income	48,396	28,220

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