



PT BISI International Tbk

COMPANY UPDATE

9 Months 2015 Results

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Sales Volume 9Mo 2015

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	10,127,701	57.12%	IDR38,532
Horticulture Seed (kg)	588,667	3.99%	IDR262,568
Rice Seed (kg)	2,757,040	1,250.94%	IDR9,908
Agrochemicals (kg)	7,730,420	7.13%	IDR52,294
Fertilizers (kg)	998,281	-1.17%	IDR15,933

Sales and COGS Breakdown 9Mo 2015

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	390,238	40.25%	39.20%	213,458	45.30%
Horticulture Seed	154,565	-2.55%	15.53%	76,731	50.36%
Rice Seed	27,315	1,051.48%	2.74%	24,848	9.03%
Agrochemicals	404,256	12.41%	40.61%	288,812	28.56%
Fertilizers	15,906	-1.52%	1.60%	11,852	25.49%
Others	3,103	71.87%	0.32%	3,404	-9.70%
Total	995,383	21.86%	100.00%	619,105	37.80%

Other Numbers

OTHER NUMBERS	9Mo 2015	9Mo 2014
EBITDA	253,249	128,430
Earning Per Share	63	30
Gross Profit Margin	37.80%	33.95%
Operating Profit Margin	22.91%	13.33%
Net Profit Margin	18.86%	10.99%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2015	31/12/2014
Cash on hand and in banks	126,324	174,425
Trade receivables (Third parties)	732,723	614,031
Trade receivables (Related parties)	12,190	13,406
Inventories	628,351	534,245
Other component of current assets	139,986	193,885
Total Current Assets	1,639,574	1,529,992
Property, plant & equipment	296,935	275,534
Other component of non-current assets	71,927	62,782
Total Non-current Assets	368,862	338,316
Total Assets	2,008,436	1,868,308
Short-term bank loans	-	-
Trade payable (Third parties)	82,697	79,419
Trade payable (Related parties)	835	9,719
Current portion of long-term debts	-	-
Other component of current liabilities	138,153	121,981
Total Current Liabilities	221,685	211,119
Long-term debts	-	-
Other component of non-current liabilities	48,792	43,959
Total Non-current Liabilities	48,792	43,959
Total Liabilities	270,477	255,078
Share capital	300,000	300,000
Additional paid-in capital	93,695	93,695
Retained earnings	1,344,063	1,219,376
Noncontrolling interests	201	159
Total Equity	1,737,959	1,613,230
STATEMENTS OF COMPREHENSIVE INCOME	9Mo 2015	9Mo 2014
Net Sales	995,383	816,825
Cost of Goods Sold	(619,105)	(539,536)
Gross Profit	376,278	277,289
Operating Expenses	(148,238)	(168,426)
Income From Operations	228,040	108,863
Finance income	8,967	4,773
Finance costs	(943)	(751)
Income Before Income Tax	236,064	112,885
Income Tax - Net	(48,335)	(23,131)
Others	-	-
Net Income	187,729	89,754

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