



PT BISI International Tbk

COMPANY UPDATE

6 Months 2016 Results

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Sales Volume 6M 2016

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	6,176,227	43.76%	IDR40,692
Horticulture Seed (kg)	440,354	16.10%	IDR289,910
Rice Seed (kg)	2,458,819	108.30%	IDR9,479
Agrochemicals (kg)	6,247,505	6.80%	IDR51,729
Fertilizers (kg)	831,034	13.72%	IDR17,548

Sales and COGS Breakdown 6M 2016

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	251,325	54.69%	33.82%	117,055	53.42%
Horticulture Seed	127,663	20.76%	17.18%	81,747	35.97%
Rice Seed	23,306	72.17%	3.14%	24,742	-6.16%
Agrochemicals	323,175	6.26%	43.49%	204,572	36.70%
Fertilizers	14,583	23.91%	1.96%	8,889	39.05%
Others	3,113	48.33%	0.41%	3,500	-12.44%
Total	743,165	23.92%	100.00%	440,505	40.73%

Other Numbers

OTHER NUMBERS	6M 2016	6M 2015
EBITDA (IDR million)	188,585	136,248
Earning Per Share (IDR)	46	33
Gross Profit Margin	40.73%	33.83%
Operating Profit Margin	22.74%	19.90%
Net Profit Margin	18.57%	16.46%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/06/2016	31/12/2015
Cash on hand and in banks	243,632	314,655
Trade receivables (Third parties)	677,667	618,708
Trade receivables (Related parties)	11,877	16,623
Inventories	768,263	712,599
Other component of current assets	65,102	115,799
Total Current Assets	1,766,541	1,778,384
Fixed assets	297,841	293,093
Other component of non-current assets	71,419	70,123
Total Non-current Assets	369,260	363,216
Total Assets	2,135,801	2,141,600
Short-term bank loans	-	-
Trade payable (Third parties)	83,061	120,545
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	148,543	158,699
Total Current Liabilities	231,604	279,244
Long-term debts	-	-
Other component of non-current liabilities	49,343	47,060
Total Non-current Liabilities	49,343	47,060
Total Liabilities	280,947	326,304
Share capital	300,000	300,000
Additional paid-in capital	93,695	93,695
Retained earnings	1,460,913	1,421,401
Noncontrolling interests	246	200
Total Equity	1,854,854	1,815,296
STATEMENTS OF COMPREHENSIVE INCOME	6M 2016	6M 2015
Net Sales	743,165	599,731
Cost of Goods Sold	440,505	396,819
Gross Profit	302,660	202,912
Operating Expenses	133,692	83,556
Operating Profit	168,968	119,356
Finance income	7,651	6,223
Finance costs	(930)	(926)
Profit Before Income Tax	175,689	124,653
Income Tax - Net	(37,650)	(25,953)
Others	-	-
Total Comprehensive Income	138,039	98,700

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