



PT BISI International Tbk

COMPANY UPDATE

9 Months 2016 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 9M 2016

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	11,364,338	12.21%	IDR42,677
Horticulture Seed (kg)	667,594	13.41%	IDR288,499
Rice Seed (kg)	2,723,997	-1.20%	IDR9,585
Agrochemicals (kg)	9,145,755	18.31%	IDR50,509
Fertilizers (kg)	1,170,872	17.29%	IDR17,700

Sales and COGS Breakdown 9M 2016

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	484,999	24.28%	40.71%	214,885	55.69%
Horticulture Seed	192,600	24.61%	16.17%	127,932	33.58%
Rice Seed	26,110	-4.41%	2.19%	27,559	-5.55%
Agrochemicals	461,947	14.27%	38.78%	292,451	36.69%
Fertilizers	20,724	30.29%	1.74%	11,822	42.96%
Others	4,864	56.74%	0.41%	5,516	-13.40%
Total	1,191,244	19.68%	100.00%	680,165	42.90%

Other Numbers

OTHER NUMBERS	9M 2016	9M 2015
EBITDA (IDR million)	314,469	253,249
Earning Per Share (IDR)	78	63
Gross Profit Margin	42.90%	37.80%
Operating Profit Margin	24.00%	22.91%
Net Profit Margin	19.58%	18.86%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2016	31/12/2015
Cash on hand and in banks	278,247	314,655
Trade receivables (Third parties)	732,643	618,708
Trade receivables (Related parties)	7,771	16,623
Inventories	798,238	712,599
Other component of current assets	38,923	115,799
Total Current Assets	1,855,822	1,778,384
Fixed assets	300,033	293,093
Other component of non-current assets	71,774	70,123
Total Non-current Assets	371,807	363,216
Total Assets	2,227,629	2,141,600
Short-term bank loans	-	-
Trade payable (Third parties)	77,907	120,545
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	148,583	158,699
Total Current Liabilities	226,490	279,244
Long-term debts	-	-
Other component of non-current liabilities	50,768	47,060
Total Non-current Liabilities	50,768	47,060
Total Liabilities	277,258	326,304
Share capital	300,000	300,000
Additional paid-in capital	93,695	93,695
Retained earnings	1,556,408	1,421,401
Noncontrolling interests	268	200
Total Equity	1,950,371	1,815,296
STATEMENTS OF COMPREHENSIVE INCOME	9M 2016	9M 2015
Net Sales	1,191,244	995,383
Cost of Goods Sold	680,165	619,105
Gross Profit	511,079	376,278
Operating Expenses	225,181	148,238
Operating Profit	285,898	228,040
Finance income	10,614	8,967
Finance costs	(930)	(943)
Profit Before Income Tax	295,582	236,064
Income Tax - Net	(62,285)	(48,335)
Others	-	-
Total Comprehensive Income	233,297	187,729

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