



PT BISI International Tbk

COMPANY UPDATE

FY 2016 Results

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Sales Volume FY 2016

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	18,603,323	30.15%	IDR43,848
Horticulture Seed (kg)	1,329,988	49.07%	IDR218,183
Rice Seed (kg)	3,435,832	-35.82%	IDR9,907
Agrochemicals (kg)	13,806,737	34.86%	IDR49,060
Fertilizers (kg)	1,530,590	59.95%	IDR18,115

Sales and COGS Breakdown FY 2016

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	815,724	36.24%	44.04%	367,450	54.95%
Horticulture Seed	290,181	24.63%	15.67%	194,161	33.09%
Rice Seed	34,040	-36.95%	1.84%	35,405	-4.01%
Agrochemicals	677,362	28.16%	36.57%	428,049	36.81%
Fertilizers	27,726	41.34%	1.50%	15,229	45.07%
Others	7,046	83.49%	0.38%	7,836	-11.19%
Total	1,852,079	28.84%	100.00%	1,048,130	43.41%

Other Numbers

OTHER NUMBERS	FY 2016	FY 2015
EBITDA (IDR million)	491,192	354,298
Earning Per Share (IDR)	112	88
Gross Profit Margin	43.41%	39.10%
Operating Profit Margin	23.79%	22.33%
Net Profit Margin	18.16%	18.44%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2016	31/12/2015
Cash on hand and in banks	379,593	314,655
Trade receivables (Third parties)	937,592	618,708
Trade receivables (Related parties)	9,888	16,623
Inventories	688,921	712,599
Other component of current assets	25,915	115,799
Total Current Assets	2,041,909	1,778,384
Fixed assets	318,022	293,093
Other component of non-current assets	56,246	70,123
Total Non-current Assets	374,268	363,216
Total Assets	2,416,177	2,141,600
Short-term bank loans	-	-
Trade payable (Third parties)	122,175	120,545
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	179,349	158,699
Total Current Liabilities	301,524	279,244
Long-term debts	-	-
Other component of non-current liabilities	51,128	47,060
Total Non-current Liabilities	51,128	47,060
Total Liabilities	352,652	326,304
Share capital	300,000	300,000
Other equity	104,582	93,695
Retained earnings	1,658,657	1,421,401
Noncontrolling interests	286	200
Total Equity	2,063,525	1,815,296
STATEMENTS OF COMPREHENSIVE INCOME	FY 2016	FY 2015
Net Sales	1,852,079	1,437,531
Cost of Goods Sold	1,048,130	875,444
Gross Profit	803,949	562,087
Operating Expenses	363,310	241,144
Operating Profit	440,639	320,943
Finance income	14,386	11,597
Finance costs	(930)	(947)
Profit Before Income Tax	454,095	331,593
Income Tax - Net	(117,875)	(67,626)
Others	119	1,105
Total Comprehensive Income	336,339	265,072

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