



PT BISI International Tbk

COMPANY UPDATE

3 Months 2017 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 3M 2017

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	3,692,414	38.78%	IDR40,724
Horticulture Seed (kg)	310,917	18.93%	IDR235,055
Rice Seed (kg)	374,068	-78.05%	IDR9,432
Agrochemicals (kg)	4,888,234	69.68%	IDR50,076
Fertilizers (kg)	407,541	68.09%	IDR18,206

Sales and COGS Breakdown 3M 2017

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	150,369	40.38%	31.29%	95,169	36.71%
Horticulture Seed	73,083	23.84%	15.21%	55,341	24.28%
Rice Seed	3,528	-77.89%	0.73%	5,181	-46.85%
Agrochemicals	244,785	61.39%	50.94%	153,567	37.26%
Fertilizers	7,420	19.07%	1.54%	4,716	36.44%
Others	1,351	55.30%	0.29%	1,473	-9.08%
Total	480,536	40.98%	100.00%	315,447	34.36%

Other Numbers

OTHER NUMBERS	3M 2017	3M 2016
EBITDA (IDR million)	104,282	89,109
Earning Per Share (IDR)	25	22
Gross Profit Margin	34.36%	38.29%
Operating Profit Margin	19.56%	23.24%
Net Profit Margin	15.86%	19.20%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2017	31/12/2016
Cash on hand and in banks	508,623	379,593
Trade receivables (Third parties)	910,256	937,592
Trade receivables (Related parties)	11,066	9,888
Inventories	626,913	688,921
Other component of current assets	32,409	25,915
Total Current Assets	2,089,267	2,041,909
Fixed assets	319,034	318,022
Other component of non-current assets	65,633	56,246
Total Non-current Assets	384,667	374,268
Total Assets	2,473,934	2,416,177
Short-term bank loans	-	-
Trade payable (Third parties)	111,454	122,175
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	168,548	179,349
Total Current Liabilities	280,002	301,524
Long-term debts	-	-
Other component of non-current liabilities	54,111	51,128
Total Non-current Liabilities	54,111	51,128
Total Liabilities	334,113	352,652
Share capital	300,000	300,000
Other equity	104,663	104,582
Retained earnings	1,734,831	1,658,657
Noncontrolling interests	327	286
Total Equity	2,139,821	2,063,525
STATEMENTS OF COMPREHENSIVE INCOME	3M 2017	3M 2016
Net Sales	480,536	340,858
Cost of Goods Sold	315,447	210,354
Gross Profit	165,089	130,504
Operating Expenses	71,074	51,282
Operating Profit	94,015	79,222
Finance income	4,031	3,966
Finance costs	-	-
Profit Before Income Tax	98,046	83,118
Income Tax - Net	(21,831)	(17,747)
Others	-	-
Total Comprehensive Income	76,215	65,441

This report has been prepared by PT BISI International Tbk and is provided for information purposes only. The document contains certain financial conditions and result of operation. With all reasonable care has been taken to ensure that information contained herein is not untrue or misleading at the time of publication. This report does not have regard to the specific person or specific class of persons who may read this report. Forward looking statements, by their nature, involve risk and uncertainty that could cause actual results and development to differ materially from those expressed or implied in these statements. PT BISI International Tbk do not guarantee that any action, which should have been taken in reliance on this document will bring specific results as expected.