



PT BISI International Tbk

COMPANY UPDATE

6 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 6M 2017

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	7,714,534	24.91%	IDR37,604
Horticulture Seed (kg)	645,661	46.62%	IDR218,540
Rice Seed (kg)	901,106	-63.35%	IDR9,287
Agrochemicals (kg)	8,107,161	29.77%	IDR48,712
Fertilizers (kg)	837,474	0.77%	IDR17,539

Sales and COGS Breakdown 6M 2017

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	290,094	15.43%	34.02%	198,585	31.54%
Horticulture Seed	141,103	10.53%	16.55%	115,280	18.30%
Rice Seed	8,369	-64.09%	0.98%	13,579	-62.25%
Agrochemicals	394,919	22.20%	46.31%	261,043	33.90%
Fertilizers	14,689	0.73%	1.72%	8,829	39.90%
Others	3,514	12.88%	0.42%	3,925	-11.70%
Total	852,688	14.74%	100.00%	601,241	29.49%

Other Numbers

OTHER NUMBERS	6M 2017	6M 2016
EBITDA (IDR million)	125,007	188,585
Earning Per Share (IDR)	29	46
Gross Profit Margin	29.49%	40.73%
Operating Profit Margin	11.93%	22.74%
Net Profit Margin	10.30%	18.57%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/06/2017	31/12/2016
Cash on hand and in banks	443,160	379,593
Trade receivables (Third parties)	667,358	937,592
Trade receivables (Related parties)	10,788	9,888
Inventories	638,807	688,921
Other component of current assets	49,227	25,915
Total Current Assets	1,809,340	2,041,909
Fixed assets	324,707	318,022
Other component of non-current assets	83,015	56,246
Total Non-current Assets	407,722	374,268
Total Assets	2,217,062	2,416,177
Short-term bank loans	-	-
Trade payable (Third parties)	146,556	122,175
Trade payable (Related parties)	748	-
Current portion of long-term debts	-	-
Other component of current liabilities	126,635	179,349
Total Current Liabilities	273,939	301,524
Long-term debts	-	-
Other component of non-current liabilities	55,355	51,128
Total Non-current Liabilities	55,355	51,128
Total Liabilities	329,294	352,652
Share capital	300,000	300,000
Other equity	104,663	104,582
Retained earnings	1,482,765	1,658,657
Noncontrolling interests	340	286
Total Equity	1,887,768	2,063,525
STATEMENTS OF COMPREHENSIVE INCOME	6M 2017	6M 2016
Net Sales	852,688	743,165
Cost of Goods Sold	601,241	440,505
Gross Profit	251,447	302,660
Operating Expenses	149,737	133,692
Operating Profit	101,710	168,968
Finance income	10,684	7,651
Finance costs	-	(930)
Profit Before Income Tax	112,394	175,689
Income Tax - Net	(24,538)	(37,650)
Others	-	-
Total Comprehensive Income	87,856	138,039

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.