



PT BISI International Tbk

COMPANY UPDATE

9 Months 2017 Results

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Sales Volume 9M 2017

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	17,431,436	53.39%	IDR38,883
Horticulture Seed (kg)	982,969	47.24%	IDR197,787
Rice Seed (kg)	1,071,587	-60.66%	IDR9,962
Agrochemicals (kg)	11,866,074	29.74%	IDR46,572
Fertilizers (kg)	1,260,580	7.66%	IDR16,815

Sales and COGS Breakdown 9M 2017

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	677,790	39.75%	46.33%	375,750	44.56%
Horticulture Seed	194,418	0.94%	13.29%	160,748	17.32%
Rice Seed	10,676	-59.11%	0.73%	16,827	-57.62%
Agrochemicals	552,622	19.63%	37.77%	379,013	31.42%
Fertilizers	21,196	2.28%	1.45%	12,439	41.32%
Others	6,254	28.59%	0.43%	6,974	-11.51%
Total	1,462,956	22.81%	100.00%	951,751	34.94%

Other Numbers

OTHER NUMBERS	9M 2017	9M 2016
EBITDA (IDR million)	296,396	314,469
Earning Per Share (IDR)	73	78
Gross Profit Margin	34.94%	42.90%
Operating Profit Margin	17.94%	24.00%
Net Profit Margin	15.03%	19.58%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2017	31/12/2016
Cash on hand and in banks	324,608	379,593
Trade receivables (Third parties)	817,779	937,592
Trade receivables (Related parties)	11,325	9,888
Inventories	663,840	688,921
Other component of current assets	39,920	25,915
Total Current Assets	1,857,472	2,041,909
Fixed assets	424,381	318,022
Other component of non-current assets	73,130	56,246
Total Non-current Assets	497,511	374,268
Total Assets	2,354,983	2,416,177
Short-term bank loans	50,000	-
Trade payable (Third parties)	93,862	122,175
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	134,244	179,349
Total Current Liabilities	278,106	301,524
Long-term debts	-	-
Other component of non-current liabilities	56,861	51,128
Total Non-current Liabilities	56,861	51,128
Total Liabilities	334,967	352,652
Share capital	300,000	300,000
Other equity	104,663	104,582
Retained earnings	1,614,981	1,658,657
Noncontrolling interests	372	286
Total Equity	2,020,016	2,063,525
STATEMENTS OF COMPREHENSIVE INCOME	9M 2017	9M 2016
Net Sales	1,462,956	1,191,244
Cost of Goods Sold	951,751	680,165
Gross Profit	511,205	511,079
Operating Expenses	248,758	225,181
Operating Profit	262,447	285,898
Finance income	14,628	10,614
Finance costs	-	(930)
Profit Before Income Tax	277,075	295,582
Income Tax - Net	(57,122)	(62,285)
Others	-	-
Total Comprehensive Income	219,953	233,297

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