



# PT BISI International Tbk

## COMPANY UPDATE

FY 2017 Results

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### Sales Volume FY 2017

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	26,674,467	43.39%	IDR43,722
Horticulture Seed (kg)	1,595,741	19.98%	IDR167,995
Rice Seed (kg)	3,274,156	-4.71%	IDR10,030
Agrochemicals (kg)	17,834,532	29.17%	IDR45,210
Fertilizers (kg)	1,621,552	5.94%	IDR16,585

### Sales and COGS Breakdown FY 2017

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	1,166,256	42.97%	50.48%	558,303	52.13%
Horticulture Seed	268,076	-7.62%	11.60%	218,184	18.61%
Rice Seed	32,841	-3.52%	1.42%	60,825	-85.21%
Agrochemicals	806,304	19.04%	34.90%	561,783	30.33%
Fertilizers	26,893	-3.01%	1.16%	20,820	22.58%
Others	9,920	40.77%	0.44%	10,111	-1.93%
<b>Total</b>	<b>2,310,290</b>	<b>24.74%</b>	<b>100.00%</b>	<b>1,430,026</b>	<b>38.10%</b>

### Other Numbers

OTHER NUMBERS	FY 2017	FY 2016
EBITDA (IDR million)	546,121	480,675
Earning Per Share (IDR)	134	112
Gross Profit Margin	38.10%	43.41%
Operating Profit Margin	21.67%	23.79%
Net Profit Margin	17.46%	18.15%

### Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2017	31/12/2016
Cash on hand and in banks	535,617	379,593
Trade receivables (Third parties)	818,613	937,592
Trade receivables (Related parties)	12,427	9,888
Inventories	650,839	688,921
Other component of current assets	24,274	25,915
<b>Total Current Assets</b>	<b>2,041,770</b>	<b>2,041,909</b>
Fixed assets	512,280	318,022
Other component of non-current assets	68,286	56,246
<b>Total Non-current Assets</b>	<b>580,566</b>	<b>374,268</b>
<b>Total Assets</b>	<b>2,622,336</b>	<b>2,416,177</b>
Short-term bank loans	50,000	-
Trade payable (Third parties)	139,028	122,175
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	173,222	179,349
<b>Total Current Liabilities</b>	<b>362,250</b>	<b>301,524</b>
Long-term debts	-	-
Other component of non-current liabilities	59,976	51,128
<b>Total Non-current Liabilities</b>	<b>59,976</b>	<b>51,128</b>
<b>Total Liabilities</b>	<b>422,226</b>	<b>352,652</b>
Share capital	300,000	300,000
Other equity	104,663	104,582
Retained earnings	1,795,056	1,658,657
Noncontrolling interests	391	286
<b>Total Equity</b>	<b>2,200,110</b>	<b>2,063,525</b>
STATEMENTS OF COMPREHENSIVE INCOME	FY 2017	FY 2016
Net Sales	2,310,290	1,852,079
Cost of Goods Sold	1,430,026	1,048,130
<b>Gross Profit</b>	<b>880,264</b>	<b>803,949</b>
Operating Expenses	379,541	363,310
<b>Operating Profit</b>	<b>500,723</b>	<b>440,639</b>
Finance income	18,552	14,386
Finance costs	(78)	(930)
<b>Profit Before Income Tax</b>	<b>519,197</b>	<b>454,095</b>
Income Tax - Net	(115,910)	(117,875)
Others	-	-
<b>Total Comprehensive Income</b>	<b>403,287</b>	<b>336,220</b>

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