



PT BISI International Tbk

COMPANY UPDATE

6 Month 2007 Results

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Sales Volume 6 Mo 2007

Product	6 Mo 2007	Growth	Avg Sales Price
Corn Seed (kg)	7,426,071	99.90%	IDR 22,359
Vegetable Seed (kg)	766,212	-36.19%	IDR 88,076
Rice Seed (kg)	108,758	1,006.95%	IDR 25,205
Agrochemicals (kg)	3,028,228	-23.48%	IDR 34,932
Fertilizers (kg)	2,179,055	-28.64%	IDR 4,530

Sales and COGS Breakdown 6 Mo 2007

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	166,040	102.18%	45.37%	77,424	53.37%
Vegetable Seed	67,485	7.82%	18.44%	38,938	42.30%
Rice Seed	2,741	1,593.27%	0.75%	2,118	22.73%
Agrochemicals	105,783	7.93%	28.91%	73,428	30.59%
Fertilizers	9,870	-30.21%	2.70%	7,987	19.08%
Others	14,033	-17.62%	3.83%	12,185	13.17%
Total	365,952	33.53%	100.00%	212,080	42.05%

Other Numbers

OTHER NUMBERS	6 Mo 2007	6 Mo 2006
EBITDA	87,899	56,953
Earning Per Share	18	n/a
Gross Profit Margin	42.05%	40.16%
Operating Profit Margin	23.88%	22.40%
Net Profit Margin	13.15%	10.68%

Financial Highlights (in million IDR)

BALANCE SHEET	30/06/2007	30/06/2006
Cash and cash equivalent	96,248	4,014
Trade receivables (Third parties)	196,684	73,654
Trade receivables (Related parties)	10,051	2,414
Inventories	240,693	156,348
Other of the current assets	25,840	21,011
Total Current Assets	569,516	257,441
Property, plant & equipment	133,769	113,854
Other of the non-current assets	13,455	6,667
Total Non-Current Assets	147,224	120,521
TOTAL ASSETS	716,740	377,962
Short-term debts	82,479	59,646
Trade payable (Third Parties)	36,560	14,052
Trade payable (Related parties)	12,849	4,428
Current portion of long-term debts	4,446	1,990
Other of the current liabilities	45,139	32,256
Total Current Liabilities	181,473	112,372
Long-term debts	12,135	12,120
Other of the non-current liabilities	24,902	20,165
Total Non-Current Liabilities	37,037	32,285
TOTAL LIABILITIES	218,510	144,657
M.I.N.A.	52,605	42,180
Share capital	300,000	7,100
Other of the equity	95,942	59,619
Retained earning	49,683	124,406
TOTAL EQUITY	445,625	191,125

STATEMENTS OF INCOME	6 Mo 2007	6 Mo 2006
Net Sales	365,952	274,061
Cost of Goods Sold	212,080	164,006
Gross Profit	153,872	110,055
Operating Expenses	66,493	48,663
Income From Operations	87,379	61,392
Financing Cost	(10,470)	(5,947)
Interest Income	97	36
Other of the other income (charges)	(351)	1,020
Total Other Charges - Net	(10,724)	(4,891)
Income Before Income Tax	76,655	56,501
Income Tax - Net	(23,813)	(17,506)
M.I.N.I & Others	(4,729)	(9,728)
Net Income	48,113	29,267

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