



# PT BISI International Tbk

## COMPANY UPDATE

9 Months 2009 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 9 Mo 2009

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	8,119,936	-68.33%	IDR 31,157
Vegetable Seed (kg)	1,979,353	37.17%	IDR 78,895
Rice Seed (kg)	1,417,193	5.01%	IDR 45,120
Agrochemicals (kg)	3,822,797	-33.77%	IDR 46,420
Fertilizers (kg)	711,249	-56.34%	IDR 14,302

### Sales and COGS Breakdown 9 Mo 2009

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	252,990	-67.28%	37.85%	103,632	59.04%
Vegetable Seed	156,160	32.13%	23.36%	76,621	50.93%
Rice Seed	63,944	7.22%	9.57%	31,490	50.75%
Agrochemicals	177,455	-29.66%	26.55%	115,856	34.71%
Fertilizers	10,172	-36.05%	1.52%	7,789	23.43%
Others	7,649	-44.08%	1.15%	7,570	1.03%
<b>Total</b>	<b>668,370</b>	<b>-45.79%</b>	<b>100.00%</b>	<b>342,958</b>	<b>48.69%</b>

### Other Numbers

OTHER NUMBERS	9 Mo 2009	9 Mo 2008
EBITDA	230,145	509,333
Earning Per Share	43	112
Gross Profit Margin	48.69%	53.43%
Operating Profit Margin	32.24%	40.50%
Net Profit Margin	19.18%	27.17%

### Financial Highlights (in million IDR)

BALANCE SHEET	30/09/2009	30/09/2008
Cash on hand and in banks	11,638	22,923
Trade receivables (Third parties)	815,048	767,417
Trade receivables (Related parties)	14,971	36,844
Inventories	483,356	434,596
Other of the current assets	33,871	93,914
<b>Total Current Assets</b>	<b>1,358,884</b>	<b>1,355,694</b>
Property, plant & equipment	276,105	249,351
Other of the non-current assets	64,330	16,078
<b>Total Non-Current Assets</b>	<b>340,435</b>	<b>265,429</b>
<b>TOTAL ASSETS</b>	<b>1,699,319</b>	<b>1,621,123</b>
Short-term bank loans	348,037	329,822
Trade payable (Third parties)	97,545	82,122
Trade payable (Related parties)	27,804	8,803
Current portion of long-term debts	1,632	3,715
Other of the current liabilities	82,611	200,620
<b>Total Current Liabilities</b>	<b>557,629</b>	<b>625,082</b>
Long-term debts	4,966	8,519
Other of the non-current liabilities	23,422	52,199
<b>Total Non-Current Liabilities</b>	<b>28,388</b>	<b>60,718</b>
<b>TOTAL LIABILITIES</b>	<b>586,017</b>	<b>685,800</b>
M.I.N.A.	44,069	56,277
Share capital	300,000	300,000
Other of the equity	90,848	92,259
Retained earnings	678,385	486,787
<b>TOTAL EQUITY</b>	<b>1,069,233</b>	<b>879,046</b>

STATEMENTS OF INCOME	9 Mo 2009	9 Mo 2008
Net Sales	668,370	1,232,907
Cost of Goods Sold	342,958	574,173
<b>Gross Profit</b>	<b>325,412</b>	<b>658,734</b>
Operating Expenses	109,915	159,433
<b>Income From Operations</b>	<b>215,497</b>	<b>499,301</b>
Financing Cost	(37,572)	(12,858)
Interest Income	112	813
Other of the other income (charges)	4,163	5,806
Total Other Charges - Net	(33,297)	(6,239)
<b>Income Before Income Tax</b>	<b>182,200</b>	<b>493,062</b>
Income Tax - Net	(44,826)	(153,264)
M.I.N.I & Others	(9,154)	(4,774)
<b>Net Income</b>	<b>128,220</b>	<b>335,024</b>

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.