



PT BISI International Tbk

COMPANY UPDATE

6 Months 2018 Results

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Sales Volume 6M 2018

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	7,281,613	-5.61%	IDR29,340
Horticulture Seed (kg)	669,029	3.62%	IDR172,357
Rice Seed (kg)	452,361	-49.80%	IDR12,689
Agrochemicals (kg)	8,187,068	0.99%	IDR46,405
Fertilizers (kg)	852,857	1.84%	IDR17,177

Sales and COGS Breakdown 6M 2018

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	213,645	-.26.35%	29.10%	217,642	-1.87%
Horticulture Seed	115,312	-18.28%	15.70%	86,880	24.66%
Rice Seed	5,740	-31.41%	0.78%	9,479	-65.13%
Agrochemicals	379,918	-3.80%	51.74%	294,280	22.54%
Fertilizers	14,649	-0.27%	2.00%	7,221	50.70%
Others	5,022	42.92%	0.68%	5,984	-19.16%
Total	734,286	-13.89%	100.00%	621,486	15.36%

Other Numbers

OTHER NUMBERS	6M 2018	6M 2017
EBITDA (IDR million)	27,017	125,007
Earning Per Share (IDR)	3	29
Gross Profit Margin	15.36%	29.49%
Operating Profit Margin	0.30%	11.93%
Net Profit Margin	1.30%	10.30%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/06/2018	31/12/2017
Cash on hand and in banks	121,567	535,617
Trade receivables (Third parties)	714,466	818,613
Trade receivables (Related parties)	12,504	12,427
Inventories	681,660	650,839
Other component of current assets	27,043	24,274
Total Current Assets	1,557,240	2,041,770
Fixed assets	505,000	512,280
Other component of non-current assets	122,966	68,286
Total Non-current Assets	627,966	580,566
Total Assets	2,185,206	2,622,336
Short-term bank loans	-	50,000
Trade payable (Third parties)	55,654	139,028
Trade payable (Related parties)	2,710	-
Current portion of long-term debts	-	-
Other component of current liabilities	153,219	173,222
Total Current Liabilities	211,583	362,250
Long-term debts	-	-
Other component of non-current liabilities	64,645	59,976
Total Non-current Liabilities	64,645	59,976
Total Liabilities	276,228	422,226
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	1,503,895	1,795,056
Noncontrolling interests	420	391
Total Equity	1,908,978	2,200,110
STATEMENTS OF COMPREHENSIVE INCOME	6M 2018	6M 2017
Net Sales	734,286	852,688
Cost of Goods Sold	621,486	601,241
Gross Profit	112,800	251,447
Operating Expenses	110,574	149,737
Operating Profit	2,226	101,710
Finance income	8,245	10,684
Finance costs	(61)	-
Profit Before Income Tax	10,410	112,394
Income Tax - Net	(876)	(24,538)
Others	-	-
Total Comprehensive Income	9,534	87,856

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