



PT BISI International Tbk

COMPANY UPDATE

9 Months 2018 Results

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Sales Volume 9M 2018

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	22,865,450	31.17%	IDR37,763
Horticulture Seed (kg)	966,984	-1.63%	IDR182,049
Rice Seed (kg)	773,727	-27.52%	IDR14,991
Agrochemicals (kg)	10,354,785	-12.74%	IDR45,081
Fertilizers (kg)	1,206,208	-4.31%	IDR16,995

Sales and COGS Breakdown 9M 2018

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	863,460	27.39%	55.77%	498,605	42.25%
Horticulture Seed	176,038	-9.45%	11.37%	128,731	26.87%
Rice Seed	11,644	9.07%	0.75%	17,277	-48.38%
Agrochemicals	466,802	-15.53%	30.15%	365,258	21.75%
Fertilizers	20,500	-3.29%	1.32%	11,299	44.88%
Others	9,895	58.22%	0.64%	11,550	-16.72%
Total	1,548,339	5.84%	100.00%	1,032,720	33.30%

Other Numbers

OTHER NUMBERS	9M 2018	9M 2017
EBITDA (IDR million)	320,248	296,396
Earning Per Share (IDR)	79	73
Gross Profit Margin	33.30%	34.94%
Operating Profit Margin	18.48%	17.94%
Net Profit Margin	15.21%	15.03%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2018	31/12/2017
Cash on hand and in banks	81,449	535,617
Trade receivables (Third parties)	944,305	818,613
Trade receivables (Related parties)	14,861	12,427
Inventories	788,960	650,839
Other component of current assets	27,181	24,274
Total Current Assets	1,856,756	2,041,770
Fixed assets	502,412	512,280
Other component of non-current assets	92,083	68,286
Total Non-current Assets	594,495	580,566
Total Assets	2,451,251	2,622,336
Short-term bank loans	-	50,000
Trade payable (Third parties)	83,617	139,028
Trade payable (Related parties)	838	-
Current portion of long-term debts	-	-
Other component of current liabilities	164,967	173,222
Total Current Liabilities	249,422	362,250
Long-term debts	-	-
Other component of non-current liabilities	67,180	59,976
Total Non-current Liabilities	67,180	59,976
Total Liabilities	316,602	422,226
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	1,729,582	1,795,056
Noncontrolling interests	404	391
Total Equity	2,134,649	2,200,110
STATEMENTS OF COMPREHENSIVE INCOME	9M 2018	9M 2017
Net Sales	1,548,339	1,462,956
Cost of Goods Sold	1,032,720	951,751
Gross Profit	515,619	511,205
Operating Expenses	229,513	248,758
Operating Profit	286,106	262,447
Finance income	8,826	14,628
Finance costs	(243)	-
Profit Before Income Tax	294,689	277,075
Income Tax - Net	(59,132)	(57,122)
Others	-	-
Total Comprehensive Income	235,557	219,953

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