



PT BISI International Tbk

COMPANY UPDATE

FY 2018 Results

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Sales Volume FY 2018

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	30,810,790	15.51%	IDR42,178
Horticulture Seed (kg)	1,147,615	-28.08%	IDR207,264
Rice Seed (kg)	1,423,099	-56.54%	IDR15,134
Agrochemicals (kg)	14,055,766	-21.19%	IDR47,410
Fertilizers (kg)	1,504,948	-7.19%	IDR17,049

Sales and COGS Breakdown FY 2018

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	1,299,533	11.43%	57.36%	650,455	49.95%
Horticulture Seed	237,859	-11.27%	10.50%	171,714	27.81%
Rice Seed	21,537	-34.42%	0.95%	32,243	-49.71%
Agrochemicals	666,380	-17.35%	29.41%	520,839	21.84%
Fertilizers	25,657	-4.59%	1.13%	14,530	43.47%
Others	14,649	47.67%	0.65%	16,944	-15.67%
Total	2,265,615	-1.93%	100.00%	1,406,725	37.91%

Other Numbers

OTHER NUMBERS	FY 2018	FY 2017
EBITDA (IDR million)	541,524	546,121
Earning Per Share (IDR)	135	134
Gross Profit Margin	37.91%	38.10%
Operating Profit Margin	21.98%	21.67%
Net Profit Margin	17.83%	17.46%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2018	31/12/2017
Cash on hand and in banks	94,489	535,617
Trade receivables (Third parties)	915,384	818,613
Trade receivables (Related parties)	12,117	12,427
Inventories	1,111,690	650,839
Other component of current assets	34,404	24,274
Total Current Assets	2,168,084	2,041,770
Fixed assets	498,764	512,280
Other component of non-current assets	98,162	68,286
Total Non-current Assets	596,926	580,566
Total Assets	2,765,010	2,622,336
Short-term bank loans	100,000	50,000
Trade payable (Third parties)	68,567	139,028
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	226,821	173,222
Total Current Liabilities	395,388	362,250
Long-term debts	-	-
Other component of non-current liabilities	59,692	59,976
Total Non-current Liabilities	59,692	59,976
Total Liabilities	455,080	422,226
Share capital	300,000	300,000
Other equity	104,633	104,663
Retained earnings	1,904,846	1,795,056
Noncontrolling interests	421	391
Total Equity	2,309,930	2,200,110
STATEMENTS OF COMPREHENSIVE INCOME	FY 2018	FY 2017
Net Sales	2,265,615	2,310,290
Cost of Goods Sold	1,406,725	1,430,026
Gross Profit	858,890	880,264
Operating Expenses	360,977	379,541
Operating Profit	497,913	500,723
Finance income	9,179	18,552
Finance costs	(1,593)	(78)
Profit Before Income Tax	505,499	519,197
Income Tax - Net	(101,629)	(115,910)
Others	-	-
Total Comprehensive Income	403,870	403,287

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