



PT BISI International Tbk

COMPANY UPDATE

3 Months 2019 Results

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Sales Volume 3M 2019

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	8,552,008	95.81%	IDR34,956
Horticulture Seed (kg)	242,056	-35.41%	IDR253,382
Rice Seed (kg)	139,233	-48.09%	IDR11,686
Agrochemicals (kg)	3,486,955	-36.76%	IDR52,949
Fertilizers (kg)	393,370	-20.19%	IDR18,760

Sales and COGS Breakdown 3M 2019

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	298,942	111.08%	53.92%	215,162	28.03%
Horticulture Seed	61,333	-6.92%	11.06%	42,051	31.44%
Rice Seed	1,627	-51.02%	0.29%	3,368	-106.99%
Agrochemicals	184,629	-29.43%	33.30%	137,989	25.26%
Fertilizers	7,380	-12.26%	1.33%	4,463	39.52%
Others	506	-78.11%	0.10%	679	-34.31%
Total	554,417	14.74%	100.00%	403,712	27.18%

Other Numbers

OTHER NUMBERS	3M 2019	3M 2018
EBITDA (IDR million)	107,087	50,627
Earning Per Share (IDR)	25	11
Gross Profit Margin	27.18%	17.79%
Operating Profit Margin	17.68%	8.05%
Net Profit Margin	13.57%	6.80%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2019	31/12/2018
Cash on hand and in banks	77,729	94,489
Trade receivables (Third parties)	1,060,518	915,384
Trade receivables (Related parties)	11,191	12,117
Inventories	1,069,818	1,111,690
Other component of current assets	30,957	34,404
Total Current Assets	2,250,213	2,168,084
Fixed assets	494,076	498,764
Other component of non-current assets	109,182	98,162
Total Non-current Assets	603,258	596,926
Total Assets	2,853,471	2,765,010
Short-term bank loans	145,000	100,000
Trade payable (Third parties)	45,386	68,567
Trade payable (Related parties)	800	-
Current portion of long-term debts	-	-
Other component of current liabilities	215,950	226,821
Total Current Liabilities	407,136	395,388
Long-term debts	-	-
Other component of non-current liabilities	61,213	59,692
Total Non-current Liabilities	61,213	59,692
Total Liabilities	468,349	455,080
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	1,980,075	1,904,846
Noncontrolling interests	384	421
Total Equity	2,385,122	2,309,930
STATEMENTS OF COMPREHENSIVE INCOME	3M 2019	3M 2018
Net Sales	554,417	483,193
Cost of Goods Sold	403,712	397,225
Gross Profit	150,705	85,968
Operating Expenses	52,659	47,078
Operating Profit	98,046	38,890
Finance income	203	3,784
Finance costs	(1,791)	(61)
Profit Before Income Tax	96,458	42,613
Income Tax - Net	(21,205)	(9,766)
Others	-	-
Total Comprehensive Income	75,253	32,847

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