



PT BISI International Tbk

COMPANY UPDATE

6 Months 2019 Results

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Sales Volume 6M 2019

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	14,348,321	97.05%	IDR34,384
Horticulture Seed (kg)	374,686	-44.00%	IDR280,561
Rice Seed (kg)	319,034	-29.47%	IDR11,856
Agrochemicals (kg)	6,537,007	-20.15%	IDR56,326
Fertilizers (kg)	689,365	-19.17%	IDR19,477

Sales and COGS Breakdown 6M 2019

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	493,359	130.92%	49.97%	382,667	22.44%
Horticulture Seed	105,122	-8.84%	10.65%	73,344	30.23%
Rice Seed	3,782	-34.11%	0.38%	7,166	-89.46%
Agrochemicals	368,203	-3.08%	37.30%	246,260	33.12%
Fertilizers	13,427	-8.34%	1.36%	8,110	36.90%
Others	3,334	-33.62%	0.34%	4,049	-21.44%
Total	987,227	34.45%	100.00%	721,596	26.91%

Other Numbers

OTHER NUMBERS	6M 2019	6M 2018
EBITDA (IDR million)	137,125	27,017
Earning Per Share (IDR)	29	3
Gross Profit Margin	26.91%	15.36%
Operating Profit Margin	11.98%	0.30%
Net Profit Margin	8.92%	1.30%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/06/2019	31/12/2018
Cash on hand and in banks	153,662	94,489
Trade receivables (Third parties)	890,704	915,384
Trade receivables (Related parties)	10,175	12,117
Inventories	962,157	1,111,690
Other component of current assets	36,670	34,404
Total Current Assets	2,053,368	2,168,084
Fixed assets	489,366	498,764
Other component of non-current assets	131,559	98,162
Total Non-current Assets	620,925	596,926
Total Assets	2,674,293	2,765,010
Short-term bank loans	220,000	100,000
Trade payable (Third parties)	64,527	68,567
Trade payable (Related parties)	12	-
Current portion of long-term debts	-	-
Other component of current liabilities	226,659	226,821
Total Current Liabilities	511,198	395,388
Long-term debts	-	-
Other component of non-current liabilities	64,351	59,692
Total Non-current Liabilities	64,351	59,692
Total Liabilities	575,549	455,080
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	1,693,663	1,904,846
Noncontrolling interests	418	421
Total Equity	2,098,744	2,309,930
STATEMENTS OF COMPREHENSIVE INCOME	6M 2019	6M 2018
Net Sales	987,227	734,286
Cost of Goods Sold	721,596	621,486
Gross Profit	265,631	112,800
Operating Expenses	147,368	110,574
Operating Profit	118,263	2,226
Finance income	877	8,245
Finance costs	(4,338)	(61)
Profit Before Income Tax	114,802	10,410
Income Tax - Net	(26,724)	(876)
Others	-	-
Total Comprehensive Income	88,078	9,534

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