



PT BISI International Tbk

COMPANY UPDATE

9 Months 2019 Results

Investor Relations:

Jl. Ancol VIII/1, Jakarta 14430, Indonesia

Phone (62 21) 6927068;

Faximile (62 21) 6925263

investor.relations@bisi.co.id

Sales Volume 9M 2019

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	19,431,238	-15.02%	IDR36,480
Horticulture Seed (kg)	663,403	-31.39%	IDR234,190
Rice Seed (kg)	443,958	-42.84%	IDR12,137
Agrochemicals (kg)	9,421,897	-9.01%	IDR55,573
Fertilizers (kg)	1,005,040	-16.68%	IDR20,007

Sales and COGS Breakdown 9M 2019

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	708,842	-17.91%	49.97%	501,696	29.22%
Horticulture Seed	155,362	-11.75%	10.95%	114,725	26.16%
Rice Seed	5,388	-53.72%	0.38%	9,626	-78.64%
Agrochemicals	523,606	12.17%	36.91%	346,446	33.83%
Fertilizers	20,108	-1.91%	1.42%	11,861	41.01%
Others	5,192	-47.53%	0.37%	6,175	-18.92%
Total	1,418,498	-8.39%	100.00%	990,529	30.17%

Other Numbers

OTHER NUMBERS	9M 2019	9M 2018
EBITDA (IDR million)	216,555	320,248
Earning Per Share (IDR)	47	79
Gross Profit Margin	30.17%	33.30%
Operating Profit Margin	13.28%	18.48%
Net Profit Margin	9.88%	15.21%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2019	31/12/2018
Cash on hand and in banks	96,193	94,489
Trade receivables (Third parties)	768,551	915,384
Trade receivables (Related parties)	10,493	12,117
Inventories	1,154,449	1,111,690
Other component of current assets	30,616	34,404
Total Current Assets	2,060,302	2,168,084
Fixed assets	483,709	498,764
Other component of non-current assets	149,991	98,162
Total Non-current Assets	633,700	596,926
Total Assets	2,694,002	2,765,010
Short-term bank loans	180,000	100,000
Trade payable (Third parties)	94,604	68,567
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	199,519	226,821
Total Current Liabilities	474,123	395,388
Long-term debts	-	-
Other component of non-current liabilities	68,702	59,692
Total Non-current Liabilities	68,702	59,692
Total Liabilities	542,825	455,080
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	1,746,068	1,904,846
Noncontrolling interests	446	421
Total Equity	2,151,177	2,309,930
STATEMENTS OF COMPREHENSIVE INCOME	9M 2019	9M 2018
Net Sales	1,418,498	1,548,339
Cost of Goods Sold	990,529	1,032,720
Gross Profit	427,969	515,619
Operating Expenses	239,599	229,513
Operating Profit	188,370	286,106
Finance income	1,259	8,826
Finance costs	(7,387)	(243)
Profit Before Income Tax	182,242	294,689
Income Tax - Net	(42,129)	(59,132)
Others	-	-
Total Comprehensive Income	140,113	235,557

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