



PT BISI International Tbk

COMPANY UPDATE

FY 2019 Results

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Sales Volume FY 2019

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	31,078,859	0.87%	IDR40,576
Horticulture Seed (kg)	1,142,447	-0.45%	IDR187,071
Rice Seed (kg)	765,100	-46.24%	IDR13,917
Agrochemicals (kg)	14,833,139	5.53%	IDR50,953
Fertilizers (kg)	1,267,473	-15.78%	IDR20,037

Sales and COGS Breakdown FY 2019

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	1,261,053	-2.96%	55.49%	752,219	40.35%
Horticulture Seed	213,719	-10.15%	9.40%	175,571	17.85%
Rice Seed	10,648	-50.56%	0.47%	18,564	-74.35%
Agrochemicals	755,792	13.42%	33.26%	511,123	32.37%
Fertilizers	25,396	-1.02%	1.12%	15,220	40.07%
Others	5,802	-60.40%	0.26%	6,855	-18.15%
Total	2,272,410	0.30%	100.00%	1,479,552	34.89%

Other Numbers

OTHER NUMBERS	FY 2019	FY 2018
EBITDA (IDR million)	451,871	541,524
Earning Per Share (IDR)	102	135
Gross Profit Margin	34.89%	37.91%
Operating Profit Margin	18.24%	21.98%
Net Profit Margin	13.51%	17.83%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2019	31/12/2018
Cash on hand and in banks	195,165	94,489
Trade receivables (Third parties)	971,873	915,384
Trade receivables (Related parties)	11,637	12,117
Inventories	1,115,260	1,111,690
Other component of current assets	26,037	34,404
Total Current Assets	2,319,972	2,168,084
Fixed assets	480,957	498,764
Other component of non-current assets	140,127	98,162
Total Non-current Assets	621,084	596,926
Total Assets	2,941,056	2,765,010
Short-term bank loans	150,000	100,000
Trade payable (Third parties)	84,070	68,567
Trade payable (Related parties)	2,266	-
Current portion of long-term debts	-	-
Other component of current liabilities	324,100	226,821
Total Current Liabilities	560,436	395,388
Long-term debts	-	-
Other component of non-current liabilities	64,034	59,692
Total Non-current Liabilities	64,034	59,692
Total Liabilities	624,470	455,080
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	1,911,474	1,904,846
Noncontrolling interests	449	421
Total Equity	2,316,586	2,309,930
STATEMENTS OF COMPREHENSIVE INCOME	FY 2019	FY 2018
Net Sales	2,272,410	2,265,615
Cost of Goods Sold	1,479,552	1,406,725
Gross Profit	792,858	858,890
Operating Expenses	378,283	360,977
Operating Profit	414,575	497,913
Finance income	1,517	9,179
Finance costs	(11,321)	(1,593)
Profit Before Income Tax	404,771	505,499
Income Tax - Net	(97,819)	(101,629)
Others	-	-
Total Comprehensive Income	306,952	403,870

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