



PT BISI International Tbk

COMPANY UPDATE

3M 2020 Results

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Sales Volume 3M 2020

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	3,068,448	-64.12%	IDR38,622
Horticulture Seed (kg)	237,646	-1.82%	IDR257,122
Rice Seed (kg)	112,854	-18.95%	IDR14,017
Agrochemicals (kg)	3,488,607	0.05%	IDR60,966
Fertilizers (kg)	255,075	-35.16%	IDR28,052

Sales and COGS Breakdown 3M 2020

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	118,510	-60.36%	29.53%	75,594	36.21%
Horticulture Seed	61,104	-0.37%	15.22%	49,607	18.82%
Rice Seed	1,582	-2.78%	0.39%	2,564	-62.06%
Agrochemicals	212,687	15.20%	52.99%	126,118	40.70%
Fertilizers	7,155	-3.04%	1.78%	4,352	39.18%
Others	304	-39.88%	0.09%	325	-6.98%
Total	401,342	-27.61%	100.00%	258,560	35.58%

Other Numbers

OTHER NUMBERS	3M 2020	3M 2019
EBITDA (IDR million)	42,809	107,087
Earning Per Share (IDR)	8	25
Gross Profit Margin	35.58%	27.18%
Operating Profit Margin	8.42%	17.68%
Net Profit Margin	6.07%	13.57%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2020	31/12/2019
Cash on hand and in banks	90,761	195,165
Trade receivables (Third parties)	1,019,233	971,873
Trade receivables (Related parties)	15,765	11,637
Inventories	1,096,328	1,115,260
Other component of current assets	23,796	26,037
Total Current Assets	2,245,883	2,319,972
Fixed assets	480,536	480,957
Other component of non-current assets	162,454	140,127
Total Non-current Assets	642,990	621,084
Total Assets	2,888,873	2,941,056
Short-term bank loans	60,000	150,000
Trade payable (Third parties)	126,018	84,070
Trade payable (Related parties)	-	2,266
Current portion of long-term debts	-	-
Other component of current liabilities	296,438	324,100
Total Current Liabilities	482,456	560,436
Long-term debts	-	-
Other component of non-current liabilities	65,451	64,034
Total Non-current Liabilities	65,451	64,034
Total Liabilities	547,907	624,470
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	1,935,817	1,911,474
Noncontrolling interests	486	449
Total Equity	2,340,966	2,316,586
STATEMENTS OF COMPREHENSIVE INCOME	3M 2020	3M 2019
Net Sales	401,342	554,417
Cost of Goods Sold	258,560	403,712
Gross Profit	142,782	150,705
Operating Expenses	108,997	52,659
Operating Profit	33,785	98,046
Finance income	274	203
Finance costs	(1,572)	(1,791)
Profit Before Income Tax	32,487	96,458
Income Tax - Net	(8,107)	(21,205)
Others	-	-
Total Comprehensive Income	24,380	75,253

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