



# PT BISI International Tbk

## COMPANY UPDATE

6M 2020 Results

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### Sales Volume 6M 2020

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	8,127,669	-43.35%	IDR35,822
Horticulture Seed (kg)	353,153	-5.75%	IDR300,281
Rice Seed (kg)	227,259	-28.77%	IDR13,326
Agrochemicals (kg)	7,930,080	21.31%	IDR59,730
Fertilizers (kg)	483,375	-29.88%	IDR28,037

### Sales and COGS Breakdown 6M 2020

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	291,147	-40.99%	32.70%	190,291	34.64%
Horticulture Seed	106,045	0.88%	11.91%	82,375	22.32%
Rice Seed	3,028	-19.93%	0.34%	4,644	-53.36%
Agrochemicals	473,665	28.64%	53.20%	273,963	42.16%
Fertilizers	13,552	0.93%	1.52%	8,099	40.23%
Others	2,902	-12.96%	0.33%	2,891	0.38%
<b>Total</b>	<b>890,339</b>	<b>-9.81%</b>	<b>100.00%</b>	<b>562,263</b>	<b>36.85%</b>

### Other Numbers

OTHER NUMBERS	6M 2020	6M 2019
EBITDA (IDR million)	141,153	137,125
Earning Per Share (IDR)	31	29
Gross Profit Margin	36.85%	26.91%
Operating Profit Margin	13.77%	11.98%
Net Profit Margin	10.58%	8.92%

### Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/06/2020	31/12/2019
Cash on hand and in banks	200,535	195,165
Trade receivables (Third parties)	949,214	971,873
Trade receivables (Related parties)	11,876	11,637
Inventories	950,698	1,115,260
Other component of current assets	18,202	26,037
<b>Total Current Assets</b>	<b>2,130,525</b>	<b>2,319,972</b>
Fixed assets	481,751	480,957
Other component of non-current assets	188,701	140,127
<b>Total Non-current Assets</b>	<b>670,452</b>	<b>621,084</b>
<b>Total Assets</b>	<b>2,800,977</b>	<b>2,941,056</b>
Short-term bank loans	-	150,000
Trade payable (Third parties)	79,501	84,070
Trade payable (Related parties)	-	2,266
Current portion of long-term debts	-	-
Other component of current liabilities	244,202	324,100
<b>Total Current Liabilities</b>	<b>323,703</b>	<b>560,436</b>
Long-term debts	-	-
Other component of non-current liabilities	64,947	64,034
<b>Total Non-current Liabilities</b>	<b>64,947</b>	<b>64,034</b>
<b>Total Liabilities</b>	<b>388,650</b>	<b>624,470</b>
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	2,007,106	1,911,474
Noncontrolling interests	558	449
<b>Total Equity</b>	<b>2,412,327</b>	<b>2,316,586</b>
STATEMENTS OF COMPREHENSIVE INCOME	6M 2020	6M 2019
Net Sales	890,339	987,227
Cost of Goods Sold	562,263	721,596
<b>Gross Profit</b>	<b>328,076</b>	<b>265,631</b>
Operating Expenses	205,500	147,368
<b>Operating Profit</b>	<b>122,576</b>	<b>118,263</b>
Finance income	792	877
Finance costs	(2,610)	(4,338)
<b>Profit Before Income Tax</b>	<b>120,758</b>	<b>114,802</b>
Income Tax - Net	(26,518)	(26,724)
Others	-	-
<b>Total Comprehensive Income</b>	<b>94,240</b>	<b>88,078</b>

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