



PT BISI International Tbk

COMPANY UPDATE

9M 2020 Results

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Sales Volume 9M 2020

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	11,548,516	-40.57%	IDR39,709
Horticulture Seed (kg)	855,491	28.96%	IDR200,313
Rice Seed (kg)	368,465	-17.00%	IDR14,661
Agrochemicals (kg)	11,184,354	18.71%	IDR58,199
Fertilizers (kg)	760,813	-24.30%	IDR28,606

Sales and COGS Breakdown 9M 2020

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	458,584	-35.31%	34.93%	264,316	42.36%
Horticulture Seed	171,366	10.30%	13.05%	131,126	23.48%
Rice Seed	5,402	0.26%	0.41%	10,971	-103.09%
Agrochemicals	650,914	24.31%	49.59%	375,625	42.29%
Fertilizers	21,764	8.24%	1.66%	12,844	40.98%
Others	4,655	-10.34%	0.36%	4,704	-1.04%
Total	1,312,685	-7.46%	100.00%	799,586	39.09%

Other Numbers

OTHER NUMBERS	9M 2020	9M 2019
EBITDA (IDR million)	225,572	216,555
Earning Per Share (IDR)	51	47
Gross Profit Margin	39.09%	30.17%
Operating Profit Margin	14.97%	13.28%
Net Profit Margin	11.70%	9.88%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2020	31/12/2019
Cash on hand and in banks	369,165	195,165
Trade receivables (Third parties)	717,006	971,873
Trade receivables (Related parties)	11,593	11,637
Inventories	1,010,486	1,115,260
Other component of current assets	27,900	26,037
Total Current Assets	2,136,150	2,319,972
Fixed assets	484,022	480,957
Other component of non-current assets	185,666	140,127
Total Non-current Assets	669,688	621,084
Total Assets	2,805,838	2,941,056
Short-term bank loans	-	150,000
Trade payable (Third parties)	107,825	84,070
Trade payable (Related parties)	-	2,266
Current portion of long-term debts	-	-
Other component of current liabilities	274,988	324,100
Total Current Liabilities	382,813	560,436
Long-term debts	-	-
Other component of non-current liabilities	64,642	64,034
Total Non-current Liabilities	64,642	64,034
Total Liabilities	447,455	624,470
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	1,953,143	1,911,474
Noncontrolling interests	577	449
Total Equity	2,358,383	2,316,586
STATEMENTS OF COMPREHENSIVE INCOME	9M 2020	9M 2019
Net Sales	1,312,684	1,418,498
Cost of Goods Sold	799,586	990,529
Gross Profit	513,098	427,969
Operating Expenses	316,606	239,599
Operating Profit	196,492	188,370
Finance income	2,594	1,259
Finance costs	(2,611)	(7,387)
Profit Before Income Tax	196,475	182,242
Income Tax - Net	(42,912)	(42,129)
Others	-	-
Profit for the Period	153,563	140,113

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