



PT BISI International Tbk

COMPANY UPDATE

FY 2020 Results

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Sales Volume FY 2020

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	14,477,978	-53.42%	IDR43,509
Horticulture Seed (kg)	1,504,549	31.70%	IDR159,535
Rice Seed (kg)	765,036	-0.01%	IDR18,115
Agrochemicals (kg)	16,676,196	12.43%	IDR53,731
Fertilizers (kg)	1,016,749	-19.78%	IDR27,616

Sales and COGS Breakdown FY 2020

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	629,917	-50.05%	34.75%	346,764	44.95%
Horticulture Seed	240,028	12.31%	13.24%	185,312	22.80%
Rice Seed	13,859	30.16%	0.76%	21,772	-57.10%
Agrochemicals	896,025	18.55%	49.43%	548,299	38.81%
Fertilizers	28,078	10.56%	1.55%	16,976	39.54%
Others	4,855	-16.31%	0.27%	4,909	-1.11%
Total	1,812,762	-20.23%	100.00%	1,124,032	37.99%

Other Numbers

OTHER NUMBERS	FY 2020	FY 2019
EBITDA (IDR million)	402,736	451,871
Earning Per Share (IDR)	92	102
Gross Profit Margin	37.99%	37.64%
Operating Profit Margin	20.00%	18.24%
Net Profit Margin	15.21%	13.51%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2020	31/12/2019
Cash on hand and in banks	602,271	195,165
Trade receivables (Third parties)	667,410	971,873
Trade receivables (Related parties)	11,142	11,637
Inventories	919,678	1,083,835
Other component of current assets	46,727	57,462
Total Current Assets	2,247,228	2,319,972
Fixed assets	492,340	480,957
Other component of non-current assets	175,411	140,127
Total Non-current Assets	667,751	621,084
Total Assets	2,914,979	2,941,056
Short-term bank loans	-	150,000
Trade payable (Third parties)	103,669	84,070
Trade payable (Related parties)	1,460	2,266
Current portion of long-term debts	-	-
Other component of current liabilities	280,502	324,100
Total Current Liabilities	385,631	560,436
Long-term debts	-	-
Other component of non-current liabilities	70,961	64,034
Total Non-current Liabilities	70,961	64,034
Total Liabilities	456,592	624,470
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	2,053,219	1,911,474
Noncontrolling interests	505	449
Total Equity	2,458,387	2,316,586
STATEMENTS OF COMPREHENSIVE INCOME	FY 2020	FY 2019
Net Sales	1,812,762	2,272,410
Cost of Goods Sold	1,124,032	1,417,183
Gross Profit	688,730	855,227
Operating Expenses	326,242	440,652
Operating Profit	362,488	414,575
Finance income	5,199	1,517
Finance costs	(2,749)	(11,321)
Profit Before Income Tax	364,938	404,771
Income Tax - Net	(89,271)	(97,819)
Others	-	-
Total Comprehensive Income	275,667	306,952

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