



PT BISI International Tbk

COMPANY UPDATE

3 Months 2021 Results

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Sales Volume 3M 2021

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	1,424,059	-53.59%	IDR71,022
Horticulture Seed (kg)	364,733	53.48%	IDR185,183
Rice Seed (kg)	76,177	-32.50%	IDR16,114
Agrochemicals (kg)	4,718,459	35.25%	IDR54,160
Fertilizers (kg)	291,409	14.24%	IDR29,193

Sales and COGS Breakdown 3M 2021

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	101,139	-14.66%	23.29%	30,641	69.70%
Horticulture Seed	67,560	10.57%	15.56%	39,677	41.27%
Rice Seed	1,228	-22.38%	0.28%	1,184	3.60%
Agrochemicals	255,552	20.15%	58.86%	155,590	39.12%
Fertilizers	8,507	18.90%	1.96%	4,923	42.13%
Others	195	-35.86%	0.05%	205	-5.01%
Total	434,181	8.18%	100.00%	232,220	46.52%

Other Numbers

OTHER NUMBERS	3M 2021	3M 2020
EBITDA (IDR million)	108,001	42,809
Earning Per Share (IDR)	26	8
Gross Profit Margin	46.52%	35.58%
Operating Profit Margin	22.12%	8.42%
Net Profit Margin	18.31%	6.07%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2021	31/12/2020
Cash on hand and in banks	770,205	602,271
Trade receivables (Third parties)	614,691	667,410
Trade receivables (Related parties)	10,011	11,142
Inventories	945,468	919,678
Other component of current assets	53,179	46,727
Total Current Assets	2,393,554	2,247,228
Fixed assets	497,879	492,340
Other component of non-current assets	178,741	175,411
Total Non-current Assets	676,620	667,751
Total Assets	3,070,174	2,914,979
Short-term bank loans	-	-
Trade payable (Third parties)	158,789	103,669
Trade payable (Related parties)	1,504	1,460
Current portion of long-term debts	-	-
Other component of current liabilities	296,803	280,502
Total Current Liabilities	457,096	385,631
Long-term debts	-	-
Other component of non-current liabilities	75,177	70,961
Total Non-current Liabilities	75,177	70,961
Total Liabilities	532,273	456,592
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	2,132,684	2,053,219
Noncontrolling interests	554	505
Total Equity	2,537,901	2,458,387
STATEMENTS OF COMPREHENSIVE INCOME	3M 2021	3M 2020
Net Sales	434,181	401,342
Cost of Goods Sold	232,220	258,560
Gross Profit	201,961	142,782
Operating Expenses	105,939	108,997
Operating Profit	96,022	33,785
Finance income	3,488	274
Finance costs	-	(1,572)
Profit Before Income Tax	99,510	32,487
Income Tax - Net	(19,996)	(8,107)
Others	-	-
Total Comprehensive Income	79,514	24,380

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