



PT BISI International Tbk

COMPANY UPDATE

6 Months 2021 Results

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Sales Volume 6M 2021

| Product | Amount | Growth | Avg Sales Price |
|------------------------|-----------|---------|-----------------|
| Corn Seed (kg) | 5,537,192 | -31.87% | IDR55,274 |
| Horticulture Seed (kg) | 652,942 | 84.89% | IDR175,913 |
| Rice Seed (kg) | 136,990 | -39.72% | IDR15,031 |
| Agrochemicals (kg) | 9,662,399 | 21.84% | IDR52,398 |
| Fertilizers (kg) | 554,903 | 14.80% | IDR28,594 |

Sales and COGS Breakdown 6M 2021

(in million IDR)

| Product | Sales | Growth | % of Sales | COGS | Gross Margin |
|-------------------|----------------|--------------|----------------|----------------|---------------|
| Corn Seed | 306,063 | 5.12% | 32.34% | 130,962 | 57.21% |
| Horticulture Seed | 114,861 | 8.31% | 12.14% | 68,484 | 40.38% |
| Rice Seed | 2,059 | -32.00% | 0.22% | 1,974 | 4.13% |
| Agrochemicals | 506,292 | 6.89% | 53.50% | 323,565 | 36.09% |
| Fertilizers | 15,867 | 17.08% | 1.68% | 9,566 | 39.71% |
| Others | 1,188 | -59.06% | 0.12% | 1,084 | 8.75% |
| Total | 946,330 | 6.29% | 100.00% | 535,635 | 43.40% |

Other Numbers

| OTHER NUMBERS | 6M 2021 | 6M 2020 |
|-------------------------|---------|---------|
| EBITDA (IDR million) | 200,345 | 141,152 |
| Earning Per Share (IDR) | 49 | 31 |
| Gross Profit Margin | 43.40% | 36.85% |
| Operating Profit Margin | 18.59% | 13.77% |
| Net Profit Margin | 15.43% | 10.58% |

Financial Highlights (in million IDR)

| STATEMENTS OF FINANCIAL POSITION | 30/06/2021 | 31/12/2020 |
|--|------------------|------------------|
| Cash on hand and in banks | 863,958 | 602,271 |
| Trade receivables (Third parties) | 618,412 | 667,410 |
| Trade receivables (Related parties) | 8,923 | 11,142 |
| Inventories | 776,568 | 919,678 |
| Other component of current assets | 64,505 | 46,727 |
| Total Current Assets | 2,332,366 | 2,247,228 |
| Fixed assets | 499,708 | 492,340 |
| Other component of non-current assets | 179,456 | 175,411 |
| Total Non-current Assets | 679,164 | 667,751 |
| Total Assets | 3,011,530 | 2,914,979 |
| Short-term bank loans | - | - |
| Trade payable (Third parties) | 60,612 | 103,669 |
| Trade payable (Related parties) | - | 1,460 |
| Current portion of long-term debts | - | - |
| Other component of current liabilities | 269,397 | 280,502 |
| Total Current Liabilities | 330,009 | 385,631 |
| Long-term debts | - | - |
| Other component of non-current liabilities | 77,714 | 70,961 |
| Total Non-current Liabilities | 77,714 | 70,961 |
| Total Liabilities | 407,723 | 456,592 |
| Share capital | 300,000 | 300,000 |
| Other equity | 104,663 | 104,663 |
| Retained earnings | 2,198,552 | 2,053,219 |
| Noncontrolling interests | 592 | 505 |
| Total Equity | 2,603,807 | 2,458,387 |
| STATEMENTS OF COMPREHENSIVE INCOME | 6M 2021 | 6M 2020 |
| Net Sales | 946,330 | 890,339 |
| Cost of Goods Sold | 535,635 | 562,263 |
| Gross Profit | 410,695 | 328,076 |
| Operating Expenses | 234,747 | 205,500 |
| Operating Profit | 175,948 | 122,576 |
| Finance income | 7,071 | 792 |
| Finance costs | (22) | (2,610) |
| Profit Before Income Tax | 182,997 | 120,758 |
| Income Tax - Net | (37,021) | (26,518) |
| Others | - | - |
| Total Comprehensive Income | 145,976 | 94,240 |

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