



PT BISI International Tbk

COMPANY UPDATE

9 Months 2021 Results

Investor Relations:

Jl. Ancol VIII/1, Jakarta 14430, Indonesia

Phone (62 21) 6927068;

Faximile (62 21) 6925263

investor.relations@bisi.co.id

Sales Volume 9M 2021

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	9,912,612	-14.17%	IDR57,481
Horticulture Seed (kg)	1,002,746	17.21%	IDR170,166
Rice Seed (kg)	299,458	-18.73%	IDR13,773
Agrochemicals (kg)	13,110,745	17.22%	IDR54,423
Fertilizers (kg)	788,935	3.70%	IDR29,350

Sales and COGS Breakdown 9M 2021

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	569,785	24.25%	38.41%	252,638	55.66%
Horticulture Seed	170,633	-0.43%	11.50%	107,023	37.28%
Rice Seed	4,125	-23.64%	0.28%	4,146	-0.51%
Agrochemicals	713,523	9.62%	48.10%	457,463	35.89%
Fertilizers	23,155	6.39%	1.56%	13,792	40.44%
Others	2,148	-53.86%	0.15%	1,961	8.71%
Total	1,483,369	13.00%	100.00%	837,023	43.57%

Other Numbers

OTHER NUMBERS	9M 2021	9M 2020
EBITDA (IDR million)	308,697	225,572
Earning Per Share (IDR)	75	51
Gross Profit Margin	43.57%	39.09%
Operating Profit Margin	18.22%	14.97%
Net Profit Margin	15.24%	11.70%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2021	31/12/2020
Cash on hand and in banks	939,397	602,271
Trade receivables (Third parties)	567,543	667,410
Trade receivables (Related parties)	3,977	11,142
Inventories	852,043	919,678
Other component of current assets	67,681	46,727
Total Current Assets	2,430,641	2,247,228
Fixed assets	499,157	492,340
Other component of non-current assets	184,317	175,411
Total Non-current Assets	683,474	667,751
Total Assets	3,114,115	2,914,979
Short-term bank loans	-	-
Trade payable (Third parties)	173,281	103,669
Trade payable (Related parties)	-	1,460
Current portion of long-term debts	-	-
Other component of current liabilities	296,641	280,502
Total Current Liabilities	469,922	385,631
Long-term debts	-	-
Other component of non-current liabilities	74,532	70,961
Total Non-current Liabilities	74,532	70,961
Total Liabilities	544,454	456,592
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	2,164,375	2,053,219
Noncontrolling interests	623	505
Total Equity	2,569,661	2,458,387
STATEMENTS OF COMPREHENSIVE INCOME	9M 2021	9M 2020
Net Sales	1,483,369	1,312,684
Cost of Goods Sold	837,023	799,586
Gross Profit	646,346	513,098
Operating Expenses	376,132	316,606
Operating Profit	270,214	196,492
Finance income	12,194	2,594
Finance costs	-	(2,611)
Profit Before Income Tax	282,408	196,475
Income Tax - Net	(56,300)	(42,912)
Others	-	-
Total Comprehensive Income	226,108	153,563

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