



PT BISI International Tbk

COMPANY UPDATE

FY 2021 Results

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Sales Volume FY 2021

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	13,654,114	-5.69%	IDR61,343
Horticulture Seed (kg)	1,520,504	1.06%	IDR143,823
Rice Seed (kg)	445,673	-41.74%	IDR14,321
Agrochemicals (kg)	16,554,016	-0.73%	IDR55,234
Fertilizers (kg)	926,615	-8.86%	IDR30,781

Sales and COGS Breakdown FY 2021

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	837,582	32.97%	41.56%	400,330	52.20%
Horticulture Seed	218,683	-8.89%	10.85%	163,830	25.08%
Rice Seed	6,383	-53.95%	0.32%	11,565	-81.20%
Agrochemicals	914,348	2.04%	45.37%	603,932	33.95%
Fertilizers	28,522	1.58%	1.42%	16,382	42.56%
Others	9,620	98.15%	0.48%	9,129	5.11%
Total	2,015,138	11.16%	100.00%	1,205,168	40.19%

Other Numbers

OTHER NUMBERS	FY 2021	FY 2020
EBITDA (IDR million)	512,990	402,736
Earning Per Share (IDR)	127	92
Gross Profit Margin	40.19%	37.99%
Operating Profit Margin	22.84%	20.00%
Net Profit Margin	18.91%	15.21%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2021	31/12/2020
Cash on hand and in banks	1,095,398	602,271
Trade receivables (Third parties)	533,688	667,410
Trade receivables (Related parties)	3,324	11,142
Inventories	788,289	919,678
Other component of current assets	47,675	46,727
Total Current Assets	2,468,374	2,247,228
Fixed assets	497,760	492,340
Other component of non-current assets	166,068	175,411
Total Non-current Assets	663,828	667,751
Total Assets	3,132,202	2,914,979
Short-term bank loans	-	-
Trade payable (Third parties)	107,549	103,669
Trade payable (Related parties)	5,273	1,460
Current portion of long-term debts	-	-
Other component of current liabilities	233,223	280,502
Total Current Liabilities	346,045	385,631
Long-term debts	-	-
Other component of non-current liabilities	58,112	70,961
Total Non-current Liabilities	58,112	70,961
Total Liabilities	404,157	456,592
Share capital	300,000	300,000
Other equity	104,663	104,663
Retained earnings	2,322,693	2,053,219
Noncontrolling interests	689	505
Total Equity	2,728,045	2,458,387
STATEMENTS OF COMPREHENSIVE INCOME	FY 2021	FY 2020
Net Sales	2,015,138	1,812,762
Cost of Goods Sold	1,205,168	1,124,032
Gross Profit	809,970	688,730
Operating Expenses	349,794	326,242
Operating Profit	460,176	362,488
Finance income	17,321	5,199
Finance costs	(130)	(2,749)
Profit Before Income Tax	477,367	364,938
Income Tax - Net	(96,375)	(89,271)
Others	-	-
Total Comprehensive Income	380,992	275,667

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