



PT BISI International Tbk

COMPANY UPDATE

3 Months 2022 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 3M 2022

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	3,120,571	119.13%	IDR69,724
Horticulture Seed (kg)	363,030	-0.47%	IDR188,766
Rice Seed (kg)	17,985	-76.39%	IDR28,114
Agrochemicals (kg)	3,146,250	-33.32%	IDR80,976
Fertilizers (kg)	167,397	-42.56%	IDR39,167

Sales and COGS Breakdown 3M 2022

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	217,577	115.13%	35.16%	80,428	63.03%
Horticulture Seed	68,528	1.43%	11.07%	34,563	49.56%
Rice Seed	506	-58.79%	0.08%	719	-42.09%
Agrochemicals	254,770	-0.31%	41.17%	140,590	44.82%
Fertilizers	6,556	-22.93%	1.06%	3,182	51.47%
Others	70,944	36,191.62%	11.46%	69,986	1.35%
Total	618,881	42.54%	100.00%	329,468	46.76%

Other Numbers

OTHER NUMBERS	3M 2022	3M 2021
EBITDA (IDR million)	202,284	108,001
Earning Per Share (IDR)	51	26
Gross Profit Margin	46.76%	46.52%
Operating Profit Margin	30.17%	22.12%
Net Profit Margin	24.93%	18.31%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2022	31/12/2021
Cash on hand and in banks	1,304,247	1,095,398
Trade receivables (Third parties)	478,021	533,688
Trade receivables (Related parties)	37,495	3,324
Inventories	753,230	788,289
Other component of current assets	71,424	47,675
Total Current Assets	2,644,417	2,468,374
Fixed assets	492,763	497,760
Other component of non-current assets	172,995	166,068
Total Non-current Assets	665,758	663,828
Total Assets	3,310,175	3,132,202
Short-term bank loans	-	-
Trade payable (Third parties)	94,787	107,549
Trade payable (Related parties)	-	5,273
Current portion of long-term debts	-	-
Other component of current liabilities	273,842	233,223
Total Current Liabilities	368,629	346,045
Long-term debts	-	-
Other component of non-current liabilities	59,298	58,112
Total Non-current Liabilities	59,298	58,112
Total Liabilities	427,927	404,157
Share capital	300,000	300,000
Other equity	104,582	104,663
Retained earnings	2,476,924	2,322,693
Noncontrolling interests	742	689
Total Equity	2,882,248	2,728,045

STATEMENTS OF COMPREHENSIVE INCOME	3M 2022	3M 2021
Net Sales	618,881	434,181
Cost of Goods Sold	329,468	232,220
Gross Profit	289,413	201,961
Operating Expenses	102,674	105,939
Operating Profit	186,739	96,022
Finance income	6,110	3,488
Finance costs	-	-
Profit Before Income Tax	192,849	99,510
Income Tax - Net	(38,565)	(19,996)
Others	-	-
Total Comprehensive Income	154,284	79,514

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