



PT BISI International Tbk

COMPANY UPDATE

6 Months 2022 Results

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Sales Volume 6M 2022

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	5,548,853	0.21%	IDR66,903
Horticulture Seed (kg)	705,026	7.98%	IDR186,712
Rice Seed (kg)	61,127	-55.38%	IDR21,327
Agrochemicals (kg)	6,050,021	-37.39%	IDR82,043
Fertilizers (kg)	212,018	-61.79%	IDR40,607

Sales and COGS Breakdown 6M 2022

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	371,236	21.29%	31.61%	149,994	59.60%
Horticulture Seed	131,637	14.61%	11.21%	70,793	46.22%
Rice Seed	1,304	-36.67%	0.11%	1,383	-6.06%
Agrochemicals	496,363	-1.96%	42.26%	296,962	40.17%
Fertilizers	8,609	-45.74%	0.73%	4,387	49.04%
Others	165,441	13,826.01%	14.08%	164,016	0.86%
Total	1,174,590	24.12%	100.00%	687,535	41.47%

Other Numbers

OTHER NUMBERS	6M 2022	6M 2021
EBITDA (IDR million)	279,418	200,345
Earning Per Share (IDR)	69	49
Gross Profit Margin	41.47%	43.40%
Operating Profit Margin	21.08%	18.59%
Net Profit Margin	17.70%	15.43%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/06/2022	31/12/2021
Cash on hand and in banks	1,135,228	1,095,398
Trade receivables (Third parties)	357,415	533,688
Trade receivables (Related parties)	70,256	3,324
Inventories	703,183	788,289
Other component of current assets	132,781	47,675
Total Current Assets	2,398,863	2,468,374
Fixed assets	494,492	497,760
Other component of non-current assets	189,876	166,068
Total Non-current Assets	684,368	663,828
Total Assets	3,083,231	3,132,202
Short-term bank loans	-	-
Trade payable (Third parties)	71,302	107,549
Trade payable (Related parties)	5,314	5,273
Current portion of long-term debts	-	-
Other component of current liabilities	215,149	233,223
Total Current Liabilities	291,765	346,045
Long-term debts	-	-
Other component of non-current liabilities	59,496	58,112
Total Non-current Liabilities	59,496	58,112
Total Liabilities	351,261	404,157
Share capital	300,000	300,000
Other equity	104,582	104,663
Retained earnings	2,326,611	2,322,693
Noncontrolling interests	777	689
Total Equity	2,731,970	2,728,045
STATEMENTS OF COMPREHENSIVE INCOME	6M 2022	6M 2021
Net Sales	1,174,590	946,330
Cost of Goods Sold	687,535	535,635
Gross Profit	487,055	410,695
Operating Expenses	239,486	234,747
Operating Profit	247,569	175,948
Finance income	12,806	7,071
Finance costs	-	(22)
Profit Before Income Tax	260,375	182,997
Income Tax - Net	(52,530)	(37,021)
Others	-	-
Total Comprehensive Income	207,845	145,976

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