



# PT BISI International Tbk

## COMPANY UPDATE

### 9 Months 2022 Results

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#### Sales Volume 9M 2022

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	10,203,324	2.93%	IDR71,535
Horticulture Seed (kg)	975,359	-2.73%	IDR191,332
Rice Seed (kg)	168,623	-43.69%	IDR19,109
Agrochemicals (kg)	8,125,366	-38.03%	IDR82,241
Fertilizers (kg)	338,276	-57.12%	IDR39,173

#### Sales and COGS Breakdown 9M 2022

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	729,891	28.10%	39.76%	275,632	62.24%
Horticulture Seed	186,617	9.37%	10.16%	97,488	47.76%
Rice Seed	3,222	-21.89%	0.18%	3,017	6.36%
Agrochemicals	668,238	-6.35%	36.40%	414,701	37.94%
Fertilizers	13,251	-42.77%	0.72%	7,116	46.31%
Others	234,746	10,827.32%	12.78%	231,716	1.29%
<b>Total</b>	<b>1,835,965</b>	<b>23.77%</b>	<b>100.00%</b>	<b>1,029,670</b>	<b>43.92%</b>

#### Other Numbers

OTHER NUMBERS	9M 2022	9M 2021
EBITDA (IDR million)	449,708	308,697
Earning Per Share (IDR)	114	75
Gross Profit Margin	43.92%	43.57%
Operating Profit Margin	21.87%	18.22%
Net Profit Margin	18.57%	15.24%

#### Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2022	31/12/2021
Cash on hand and in banks	1,272,636	1,095,398
Trade receivables (Third parties)	363,764	533,688
Trade receivables (Related parties)	2,838	3,324
Inventories	834,740	788,289
Other component of current assets	153,814	47,675
<b>Total Current Assets</b>	<b>2,627,792</b>	<b>2,468,374</b>
Fixed assets	501,492	497,760
Other component of non-current assets	192,195	166,068
<b>Total Non-current Assets</b>	<b>693,687</b>	<b>663,828</b>
<b>Total Assets</b>	<b>3,321,479</b>	<b>3,132,202</b>
Short-term bank loans	-	-
Trade payable (Third parties)	131,261	107,549
Trade payable (Related parties)	3,853	5,273
Current portion of long-term debts	-	-
Other component of current liabilities	263,607	233,223
<b>Total Current Liabilities</b>	<b>398,721</b>	<b>346,045</b>
Long-term debts	-	-
Other component of non-current liabilities	57,668	58,112
<b>Total Non-current Liabilities</b>	<b>57,668</b>	<b>58,112</b>
<b>Total Liabilities</b>	<b>456,389</b>	<b>404,157</b>
Share capital	300,000	300,000
Other equity	104,582	104,663
Retained earnings	2,459,713	2,322,693
Noncontrolling interests	795	689
<b>Total Equity</b>	<b>2,865,090</b>	<b>2,728,045</b>
<b>STATEMENTS OF COMPREHENSIVE INCOME</b>	<b>9M 2022</b>	<b>9M 2021</b>
Net Sales	1,835,965	1,483,369
Cost of Goods Sold	1,029,670	837,023
<b>Gross Profit</b>	<b>806,295</b>	<b>646,346</b>
Operating Expenses	404,764	376,132
<b>Operating Profit</b>	<b>401,531</b>	<b>270,214</b>
Finance income	19,440	12,194
Finance costs	-	-
<b>Profit Before Income Tax</b>	<b>420,971</b>	<b>282,408</b>
Income Tax - Net	(80,087)	(56,300)
Others	-	-
<b>Total Comprehensive Income</b>	<b>340,884</b>	<b>226,108</b>

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