



PT BISI International Tbk

COMPANY UPDATE

FY 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 FY 2022

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	15,835,865	15.98%	IDR65,212
Horticulture Seed (kg)	1,294,779	-14.85%	IDR180,252
Rice Seed (kg)	358,635	-19.53%	IDR24,231
Agrochemicals (kg)	11,554,383	-30.20%	IDR76,629
Fertilizers (kg)	441,261	-52.38%	IDR37,182

Sales and COGS Breakdown FY 2022

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	1,032,692	23.29%	42.75%	412,943	60.01%
Horticulture Seed	233,386	6.72%	9.66%	131,569	43.63%
Rice Seed	8,690	36.15%	0.36%	6,843	21.26%
Agrochemicals	885,402	-3.17%	36.65%	598,791	32.37%
Fertilizers	16,407	-42.48%	0.68%	9,433	42.50%
Others	239,015	2,384.42%	9.90%	235,511	1.47%
Total	2,415,592	19.87%	100.00%	1,395,090	42.25%

Other Numbers

OTHER NUMBERS	FY 2022	FY 2021
EBITDA (IDR million)	659,843	512,990
Earning Per Share (IDR)	174	127
Gross Profit Margin	42.25%	40.19%
Operating Profit Margin	25.51%	22.84%
Net Profit Margin	21.66%	18.91%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2022	31/12/2021
Cash on hand and in banks	1,501,451	1,095,398
Trade receivables (Third parties)	413,255	533,688
Trade receivables (Related parties)	1,960	3,324
Inventories	752,573	788,289
Other component of current assets	30,164	47,675
Total Current Assets	2,699,403	2,468,374
Fixed assets	515,181	497,760
Other component of non-current assets	195,897	166,068
Total Non-current Assets	711,078	663,828
Total Assets	3,410,481	3,132,202
Short-term bank loans	-	-
Trade payable (Third parties)	31,067	107,549
Trade payable (Related parties)	-	5,273
Current portion of long-term debts	-	-
Other component of current liabilities	275,685	233,223
Total Current Liabilities	306,752	346,045
Long-term debts	-	-
Other component of non-current liabilities	53,479	58,112
Total Non-current Liabilities	53,479	58,112
Total Liabilities	360,231	404,157
Share capital	300,000	300,000
Other equity	104,583	104,663
Retained earnings	2,644,831	2,322,693
Noncontrolling interests	836	689
Total Equity	3,050,250	2,728,045
STATEMENTS OF COMPREHENSIVE INCOME	FY 2022	FY 2021
Net Sales	2,415,592	2,015,138
Cost of Goods Sold	1,395,090	1,205,168
Gross Profit	1,020,502	809,970
Operating Expenses	404,252	349,794
Operating Profit	616,250	460,176
Finance income	28,708	17,321
Finance costs	(64)	(130)
Profit Before Income Tax	644,894	477,367
Income Tax - Net	(121,652)	(96,375)
Others	-	-
Total Comprehensive Income	523,242	380,992

This report has been prepared by PT BISI International Tbk and is provided for information purposes only. The document contains certain financial conditions and result of operation. With all reasonable care has been taken to ensure that information contained herein is not untrue or misleading at the time of publication. This report does not have regard to the specific person or specific class of persons who may read this report. Forward looking statements, by their nature, involve risk and uncertainty that could cause actual results and development to differ materially from those expressed or implied in these statements. PT BISI International Tbk do not guarantee that any action, which should have been taken in reliance on this document will bring specific results as expected.