



PT BISI International Tbk

COMPANY UPDATE

3 Months 2023 Results

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Sales Volume 3M 2023

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	1,570,836	-49.66%	IDR73,894
Horticulture Seed (kg)	292,022	-19.56%	IDR237,116
Rice Seed (kg)	44,759	148.87%	IDR24,443
Agrochemicals (kg)	2,470,343	-21.48%	IDR80,457
Fertilizers (kg)	252,364	50.76%	IDR36,437

Sales and COGS Breakdown 3M 2023

(in million IDR)

Product	Sales	Growth	% of Sales	COGS	Gross Margin
Corn Seed	116,075	-46.65%	29.27%	48,767	57.99%
Horticulture Seed	69,243	1.04%	17.46%	32,174	53.53%
Rice Seed	1,094	116.37%	0.28%	935	14.56%
Agrochemicals	198,756	-21.99%	50.12%	128,124	35.54%
Fertilizers	9,196	40.25%	2.32%	5,882	36.03%
Others	2,192	-96.91%	0.55%	2,082	5.02%
Total	396,556	-35.92%	100.00%	217,964	45.04%

Other Numbers

OTHER NUMBERS	3M 2023	3M 2022
EBITDA (IDR million)	61,628	197,247
Earning Per Share (IDR)	17	51
Gross Profit Margin	45.04%	46.76%
Operating Profit Margin	12.58%	30.17%
Net Profit Margin	12.65%	24.93%

Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2023	31/12/2022
Cash on hand and in banks	1,608,259	1,501,451
Trade receivables (Third parties)	297,554	413,255
Trade receivables (Related parties)	3,278	1,960
Inventories	728,480	752,573
Other component of current assets	28,938	30,164
Total Current Assets	2,666,509	2,699,403
Fixed assets	525,283	515,181
Other component of non-current assets	203,210	195,897
Total Non-current Assets	728,493	711,078
Total Assets	3,395,002	3,410,481
Short-term bank loans	-	-
Trade payable (Third parties)	32,174	31,067
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	208,560	275,685
Total Current Liabilities	240,734	306,752
Long-term debts	-	-
Other component of non-current liabilities	53,871	53,479
Total Non-current Liabilities	53,871	53,479
Total Liabilities	294,605	360,231
Share capital	300,000	300,000
Other equity	104,582	104,582
Retained earnings	2,694,954	2,644,832
Noncontrolling interests	861	836
Total Equity	3,100,397	3,050,250
STATEMENTS OF COMPREHENSIVE INCOME	3M 2023	3M 2022
Net Sales	396,556	618,881
Cost of Goods Sold	217,964	329,468
Gross Profit	178,592	289,413
Operating Expenses	128,686	102,674
Operating Profit	49,906	186,739
Finance income	10,691	6,110
Finance costs	-	-
Profit Before Income Tax	60,597	192,849
Income Tax - Net	(10,450)	(38,565)
Others	-	-
Total Comprehensive Income	50,147	154,284

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