



PT BISI International Tbk

COMPANY UPDATE

6 Months 2023 Results

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Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/06/2023	31/12/2022
Cash on hand and in banks	1,332,632	1,501,451
Trade receivables (Third parties)	273,128	413,255
Trade receivables (Related parties)	2,017	1,960
Inventories	705,911	752,573
Other component of current assets	57,461	30,164
Total Current Assets	2,371,149	2,699,403
Fixed assets	551,636	515,181
Other component of non-current assets	247,708	195,897
Total Non-current Assets	799,344	711,078
Total Assets	3,170,493	3,410,481
Short-term bank loans	-	-
Trade payable (Third parties)	42,611	31,067
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	171,441	275,685
Total Current Liabilities	214,052	306,752
Long-term debts	-	-
Other component of non-current liabilities	48,457	53,479
Total Non-current Liabilities	48,457	53,479
Total Liabilities	262,509	360,231
Share capital	300,000	300,000
Other equity	104,582	104,582
Retained earnings	2,502,520	2,644,832
Noncontrolling interests	882	836
Total Equity	2,907,984	3,050,250

Sales Volume 6M 2023

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	2,527,895	-54.44%	IDR70,210
Horticulture Seed (kg)	644,290	-8.61%	IDR206,804
Rice Seed (kg)	141,726	131.85%	IDR17,792
Agrochemical (kg)	5,657,182	-6.49%	IDR72,960
Fertilizers (kg)	437,147	106.18%	IDR36,389

Sales and COGS Breakdown 6M 2023

Product	(in million IDR)				
	Sales	Growth	% Sales	COGS	GPM
Corn Seed	177,484	-52.19%	23.72%	83.236	53.10%
Horticulture Seed	133,241	1.22%	17.81%	67.663	49.24%
Rice Seed	2,522	93.43%	0.34%	2.202	12.67%
Agrochemicals	412,749	-16.85%	55.17%	275.197	33.33%
Fertilizers	15,907	84.77%	2.13%	9.956	37.41%
Others	6,192	241.46%	0.83%	7,852	-26.80%
Total	748,095	-36.31%	100.00%	446,076	40.37%

Other Numbers

	6M 2023	6M 2022
EBITDA (IDR million)	73,128	268,773
Earning Per Share (IDR)	20	69
Gross Profit Margin	40.37%	41.47%
Operating Profit Margin	6.57%	21.08%
Net Profit Margin	8.06%	17.70%

STATEMENTS OF COMPREHENSIVE INCOME	6M 2023	6M 2022
Net Sales	748,095	1,745,590
Cost of Goods Sold	446,076	687,535
Gross Profit	302,019	487,055
Operating Expenses	252,891	239,486
Finance income	22,835	12,806
Finance costs	-	-
Profit Before Income Tax	71,963	260,375
Income Tax – Net	(11,658)	(52,530)
Others	-	-
Total Comprehensive Income	60,305	207,845

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