



PT BISI International Tbk

COMPANY UPDATE

9 Months 2023 Results

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Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2023	31/12/2022
Cash on hand and in banks	1,111,835	1,501,451
Trade receivables (Third parties)	496,111	413,255
Trade receivables (Related parties)	626	1,960
Inventories	823,214	752,573
Other component of current assets	60,341	30,164
Total Current Assets	2,492,127	2,699,403
Fixed assets	705,648	515,181
Other component of non-current assets	200,634	195,897
Total Non-current Assets	906,282	711,078
Total Assets	3,398,409	3,410,481
Short-term bank loans	-	-
Trade payable (Third parties)	46,186	31,067
Trade payable (Related parties)	-	-
Current portion of long-term debts	-	-
Other component of current liabilities	200,726	275,685
Total Current Liabilities	246,912	306,752
Long-term debts	-	-
Other component of non-current liabilities	49,213	53,479
Total Non-current Liabilities	49,213	53,479
Total Liabilities	296,125	360,231
Share capital	300,000	300,000
Other equity	104,582	104,582
Retained earnings	2,696,796	2,644,832
Noncontrolling interests	906	836
Total Equity	3,102,284	3,050,250

Sales Volume 9M 2023

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	7,320,235	-28.26%	IDR80,900
Horticulture Seed (kg)	899,501	-7.78%	IDR227,382
Rice Seed (kg)	323,264	91.71%	IDR19,686
Agrochemical (kg)	9,621,026	18.41%	IDR65,255
Fertilizers (kg)	633,699	87.33%	IDR35,902

Sales and COGS Breakdown 9M 2023

Product	(in million IDR)				
	Sales	Growth	% Sales	COGS	GPM
Corn Seed	592,211	-18.86%	40.35%	205,785	65.25%
Horticulture Seed	204,530	9.60%	13.94%	97,784	52.19%
Rice Seed	6,364	97.50%	0.43%	4,722	25.79%
Agrochemicals	627,823	-6.05%	42.78%	409,829	34.72%
Fertilizers	22,751	71.69%	1.55%	13,817	39.27%
Others	13,916	-94.07%	0.95%	17,867	-28.39%
Total	1,467,595	-20.06%	100.00%	749,804	48.91%

Other Numbers

	9M 2023	9M 2022
EBITDA (IDR million)	312,929	433,529
Earning Per Share (IDR)	85	114
Gross Profit Margin	48.91%	43.92%
Operating Profit Margin	18.85%	21.87%
Net Profit Margin	17.30%	18.57%

STATEMENTS OF COMPREHENSIVE INCOME	9M 2023	9M 2022
Net Sales	1,467,595	1,835,965
Cost of Goods Sold	749,804	1,029,670
Gross Profit	717,791	806,295
Operating Expenses	441,195	404,764
Finance income	33,002	19,440
Finance costs	-	-
Profit Before Income Tax	309,598	420,971
Income Tax – Net	(55,708)	(80,087)
Others	-	-
Total Comprehensive Income	253,890	340,884

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