



# PT BISI International Tbk

## COMPANY UPDATE

### Full Year 2023 Results

#### Contact:

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#### Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/12/2023	31/12/2022
Cash on hand and in banks	1,042,206	1,501,451
Trade receivables (Third parties)	1,009,143	413,255
Trade receivables (Related parties)	1,659	1,960
Inventories	857,539	752,573
Other component of current assets	34,652	30,164
<b>Total Current Assets</b>	<b>2,945,199</b>	<b>2,699,403</b>
Fixed assets	721,419	515,181
Other component of non-current assets	235,202	195,897
<b>Total Non-current Assets</b>	<b>956,621</b>	<b>711,078</b>
<b>Total Assets</b>	<b>3,901,820</b>	<b>3,410,481</b>
Short-term bank loans	-	-
Trade payable (Third parties)	41,444	31,067
Trade payable (Related parties)	4,463	-
Current portion of long-term debts	-	-
Other component of current liabilities	355,554	275,685
<b>Total Current Liabilities</b>	<b>401,461</b>	<b>306,752</b>
Long-term debts	-	-
Other component of non-current liabilities	53,663	53,479
<b>Total Non-current Liabilities</b>	<b>53,663</b>	<b>53,479</b>
<b>Total Liabilities</b>	<b>455,124</b>	<b>360,231</b>
Share capital	300,000	300,000
Other equity	104,582	104,582
Retained earnings	3,041,166	2,644,832
Noncontrolling interests	948	836
<b>Total Equity</b>	<b>3,446,696</b>	<b>3,050,250</b>

#### Sales Volume FY 2023

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	15,532,160	-1.92%	IDR76,692
Horticulture Seed (kg)	1,357,683	4.86%	IDR196,455
Rice Seed (kg)	697,518	94.49%	IDR17,436
Agrochemical (kg)	12,598,565	9.04%	IDR61,928
Fertilizers (kg)	817,566	85.28%	IDR35,498

#### Sales and COGS Breakdown FY 2023

(in million IDR)					
Product	Sales	Growth	% Sales	COGS	GPM
Corn Seed	1,191,189	15.35%	51.83%	409,535	65.62%
Horticulture Seed	266,723	14.28%	11.61%	131,750	50.60%
Rice Seed	12,162	39.96%	0.53%	9,015	25.87%
Agrochemicals	780,201	-11.88%	33.95%	543,634	30.32%
Fertilizers	29,022	76.88%	1.26%	18,009	37.94%
Others	18,834	-92.12%	0.82%	24,069	-27.80%
<b>Total</b>	<b>2,298,131</b>	<b>-4.86%</b>	<b>100.00%</b>	<b>1,136,012</b>	<b>50.57%</b>

#### Other Numbers

	FY 2023	FY 2022
EBITDA (IDR million)	741.900	659,844
Earning Per Share (IDR)	199	174
Gross Profit Margin	50.57%	42.25%
Operating Profit Margin	30.13%	25.51%
Net Profit Margin	25.92%	21.66%

STATEMENTS OF COMPREHENSIVE INCOME	FY 2023	FY 2022
Net Sales	2,298,131	2,415,592
Cost of Goods Sold	(1,136,012)	(1,395,090)
<b>Gross Profit</b>	<b>1,162,119</b>	<b>1,020,502</b>
Operating Expenses	(469,778)	(404,252)
Finance income	41,834	28,708
Finance costs	(280)	(64)
<b>Profit Before Income Tax</b>	<b>733,895</b>	<b>644,894</b>
Income Tax – Net	(138,155)	(121,652)
Others	-	-
<b>Total Comprehensive Income</b>	<b>595,740</b>	<b>523,242</b>

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