



PT BISI International Tbk

COMPANY UPDATE

3 Months 2024 Results

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Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	31/03/2024	31/12/2023
Cash on hand and in banks	1,108,024	1,042,206
Trade receivables (Third parties)	783,727	1,009,143
Trade receivables (Related parties)	1,001	1,659
Inventories	964,610	857,539
Other component of current assets	60,449	34,652
Total Current Assets	2,917,811	2,945,199
Fixed assets	776,214	721,419
Other component of non-current assets	214,907	235,202
Total Non-current Assets	991,121	956,621
Total Assets	3,908,932	3,901,820
Short-term bank loans	-	-
Trade payable (Third parties)	41,616	41,444
Trade payable (Related parties)	4,463	4,463
Current portion of long-term debts	-	-
Other component of current liabilities	320,466	355,554
Total Current Liabilities	366,545	401,461
Long-term debts	-	-
Other component of non-current liabilities	55,329	53,663
Total Non-current Liabilities	55,329	53,663
Total Liabilities	421,874	455,124
Share capital	300,000	300,000
Other equity	104,582	104,582
Retained earnings	3,081,499	3,041,166
Noncontrolling interests	977	948
Total Equity	3,487,058	3,446,696

Sales Volume 3M 2024

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	679,189	-56.76%	IDR70,452
Horticulture Seed (kg)	288,200	-1.31%	IDR277,766
Rice Seed (kg)	123,519	175.96%	IDR15,183
Agrochemical (kg)	1,214,377	-50.84%	IDR105,424
Fertilizers (kg)	164,885	-34.66%	IDR35,497

Sales and COGS Breakdown 3M 2024

Product	(in million IDR)				
	Sales	Growth	% Sales	COGS	GPM
Corn Seed	47,850	-58.78%	17.94%	18,075	62.23%
Horticulture Seed	80,053	15.61%	30.00%	32,664	59.20%
Rice Seed	1,875	71.42%	0.70%	1,374	26.74%
Agrochemicals	128,025	-35.59%	47.98%	66,371	48.16%
Fertilizers	5,853	-36.35%	2.19%	3,797	35.12%
Others	3,172	44.72%	1.19%	3,522	-11.00%
Total	266,828	-32.71%	100.00%	125,803	52.85%

Other Numbers

	3M 2024	3M 2023
EBITDA (IDR million)	53,952	61,628
Earning Per Share (IDR)	13	17
Gross Profit Margin	52.85%	45.04%
Operating Profit Margin	15.13%	12.58%
Net Profit Margin	15.13%	12.65%

STATEMENTS OF COMPREHENSIVE INCOME	3M 2024	3M 2023
Net Sales	266,828	396,556
Cost of Goods Sold	(125,803)	(217,964)
Gross Profit	141,025	178,592
Operating Expenses	(100,663)	(128,686)
Finance income	8,891	10,691
Finance costs	-	-
Profit Before Income Tax	49,253	60,597
Income Tax – Net	(8,891)	(10,450)
Others	-	-
Total Comprehensive Income	40,362	50,147

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