



PT BISI International Tbk

COMPANY UPDATE

6 Months 2024 Results

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Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/06/2024	31/12/2023
Cash on hand and in banks	901,389	1,042,206
Trade receivables (Third parties)	745,860	1,009,143
Trade receivables (Related parties)	452	1,659
Inventories	952,293	857,539
Other component of current assets	80,022	34,652
Total Current Assets	2,680,016	2,945,199
Fixed assets	789,588	721,419
Other component of non-current assets	220,440	235,202
Total Non-current Assets	1,010,028	956,621
Total Assets	3,690,044	3,901,820
Short-term bank loans	-	-
Trade payable (Third parties)	47,186	41,444
Trade payable (Related parties)	-	4,463
Current portion of long-term debts	-	-
Other component of current liabilities	266,066	355,554
Total Current Liabilities	313,252	401,461
Long-term debts	-	-
Other component of non-current liabilities	54,650	53,663
Total Non-current Liabilities	54,650	53,663
Total Liabilities	367,902	455,124
Share capital	300,000	300,000
Other equity	104,582	104,582
Retained earnings	2,916,545	3,041,166
Noncontrolling interests	1,015	948
Total Equity	3,322,142	3,446,696

Sales Volume 6M 2024

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	3,179,303	25.77%	IDR60,096
Horticulture Seed (kg)	657,583	2.06%	IDR240,714
Rice Seed (kg)	266,036	87.71%	IDR15,771
Agrochemical (kg)	4,741,122	-16.19%	IDR71,007
Fertilizers (kg)	361,433	-17.32%	IDR33,552

Sales and COGS Breakdown 6M 2024

Product	(in million IDR)				
	Sales	Growth	% Sales	COGS	GPM
Corn Seed	191,062	7.65%	26.78%	82,898	56.61%
Horticulture Seed	158,290	18.80%	22.18%	69,420	56.14%
Rice Seed	4,196	66.38%	0.59%	3,076	26.68%
Agrochemicals	336,653	-18.44%	47.18%	192,680	42.77%
Fertilizers	12,127	-23.77%	1.70%	7,978	34.21%
Agri Equipment	3,648	100.00%	0.51%	3,134	14.10%
Others	7,536	21.71%	1.06%	9,522	-26.34%
Total	713,512	-4.62%	100.00%	368,708	48.32%

Other Numbers

	6M 2024	6M 2023
EBITDA (IDR million)	149,475	73,128
Earning Per Share (IDR)	38	20
Gross Profit Margin	48.32%	40.37%
Operating Profit Margin	17.09%	6.57%
Net Profit Margin	15.91%	8.06%

STATEMENTS OF COMPREHENSIVE INCOME	6M 2024	6M 2023
Net Sales	713,512	748,095
Cost of Goods Sold	(368,708)	(444,076)
Gross Profit	344,804	302,019
Operating Expenses	(222,847)	(252,891)
Finance income	17,146	22,835
Finance costs	-	-
Profit Before Income Tax	139,103	71,963
Income Tax – Net	(25,596)	(11,658)
Others	-	-
Total Comprehensive Income	113,507	60,305

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