



PT BISI International Tbk

COMPANY UPDATE

9 Months 2024 Results

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Financial Highlights (in million IDR)

STATEMENTS OF FINANCIAL POSITION	30/09/2024	31/12/2023
Cash on hand and in banks	707,319	1,042,206
Trade receivables (Third parties)	637,375	1,009,143
Trade receivables (Related parties)	713	1,659
Inventories	1,224,996	857,539
Other component of current assets	70,996	34,652
Total Current Assets	2,641,399	2,945,199
Fixed assets	805,366	721,419
Other component of non-current assets	254,927	235,202
Total Non-current Assets	1,060,293	956,621
Total Assets	3,701,692	3,901,820
Short-term bank loans	-	-
Trade payable (Third parties)	73,404	41,444
Trade payable (Related parties)	-	4,463
Current portion of long-term debts	-	-
Other component of current liabilities	238,943	355,554
Total Current Liabilities	312,347	401,461
Long-term debts	-	-
Other component of non-current liabilities	54,888	53,663
Total Non-current Liabilities	54,888	53,663
Total Liabilities	367,235	455,124
Share capital	300,000	300,000
Other equity	104,582	104,582
Retained earnings	2,928,842	3,041,166
Noncontrolling interests	1,033	948
Total Equity	3,334,457	3,446,696

Sales Volume 9M 2024

Product	Amount	Growth	Avg Sales Price
Corn Seed (kg)	4,519,857	-38.26%	IDR60,328
Horticulture Seed (kg)	981,194	9.08%	IDR238,534
Rice Seed (kg)	551,564	70.62%	IDR17,228
Agrochemical (kg)	6,724,819	-30.10%	IDR68,063
Fertilizers (kg)	554,135	-12.56%	IDR33,207

Sales and COGS Breakdown 9M 2024

Product	Sales	Growth	% Sales	(in million IDR)	
				COGS	GPM
Corn Seed	272,674	-53.96%	26.88%	123,714	54.63%
Horticulture Seed	234,049	14.43%	23.07%	107,013	54.28%
Rice Seed	9,502	49.31%	0.94%	6,851	27.90%
Agrochemicals	457,708	-27.10%	45.12%	262,327	42.69%
Fertilizers	18,401	-19.12%	1.81%	12,094	34.28%
Agri Equipment	8,549	100.00%	0.85%	6,877	19.56%
Others	13,513	-2.90%	1.33%	17,288	-27.94%
Total	1,014,396	-30.88%	100.00%	536,164	47.14%

Other Numbers

	9M 2024	9M 2023
EBITDA (IDR million)	171,555	312,929
Earning Per Share (IDR)	42	85
Gross Profit Margin	47.14%	48.91%
Operating Profit Margin	12.77%	18.85%
Net Profit Margin	12.31%	17.30%

STATEMENTS OF COMPREHENSIVE INCOME	9M 2024	9M 2023
Net Sales	1,014,396	1,467,595
Cost of Goods Sold	(536,164)	(749,804)
Gross Profit	478,232	717,791
Operating Expenses	(348,716)	(441,195)
Finance income	23,565	33,002
Finance costs	-	-
Profit Before Income Tax	153,081	309,598
Income Tax – Net	(28,228)	(55,708)
Others	-	-
Total Comprehensive Income	124,853	253,890

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