



INVESTOR BULLETIN

OPERATIONAL UPDATE Q1 2022

23 MAY 2022

Share Price Data (as of 23rd May 2022):

Ticker on IDX	STAA
Last Closing Price (IDR):	1,005
Outstanding Shares:	10,903,372,600
Market Cap (IDR Bn):	10,958

Shareholder Structure:

PT Malibu Indah Lestari (%):	36.69
PT Kedaton Perkasa (%):	28.87
Russel Maminta Wijaya (%):	13.23
Gani (%):	6.34
Lele Tanjung (%):	3.75
Hardi Mistani (%):	2.84
Public (%):	8.28

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ISO 9001 : 2015
ISO 14001 : 2015



Industry Highlights:

- Welcoming 2022! Year 2022 is very bullish for the plantation industry. CPO prices continue to surge this year and breaching MYR 7,000/ton. A lower soybean yield in South America, skyrocketing oil prices and the Black Sea tensions all help to keep the prices at all time high.
- In 1Q22, we also see flip-flopping policies by the Indonesia government. It started with the Domestic Market Obligation (DMO) and Domestic Price Obligation (DPO), these two policies were eventually cancelled in less than 2 months and replaced with exports levy from a maximum of USD 175/ton to a maximum of USD 375/ton on a progressive scale.

Financial Performance Highlights:

- The Company's financial performance for 1Q22 was well supported by higher ASPs for Crude Palm Oil (CPO) and Palm Kernel (PK) as shown by the Company's revenue achieving IDR 1.6 trillion which is +44% higher YoY.
- Despite of the higher fertilizer price, both gross and operating profit margin have instead increase YoY proving the Company's ability in implementing cost efficiency.
- Net Profit achieved during 1Q22 is IDR 494 billion, a YoY increase of +147%, mainly attributable to higher gross profit (+46%) and lower selling and marketing expenses (-76%) as there is no export CPO tax charges because all CPO were sold in domestic market. These factors also add to EBITDA increase of +103% YoY to IDR 712 billion.

Statement of Profit & loss

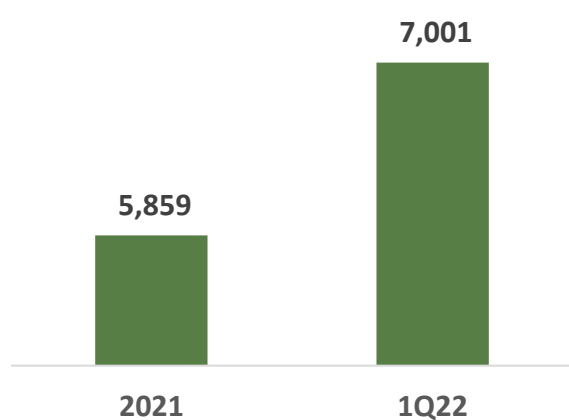
In IDR billion	1Q22	1Q21	YoY
Revenue	1,634	1,132	44.3%
Gross Profit	647	442	46.4%
Margin	39.6%	39.0%	
Operating Profit	635	283	124.7%
Margin	38.9%	25.0%	
Net Profit	494	200	147.0%
Margin	30.2%	17.7%	
Profit attributable to Owners of the company	432	169	155.6%
Margin	26.4%	14.9%	
EBITDA	712	351	102.8%
Margin	43.6%	31.0%	



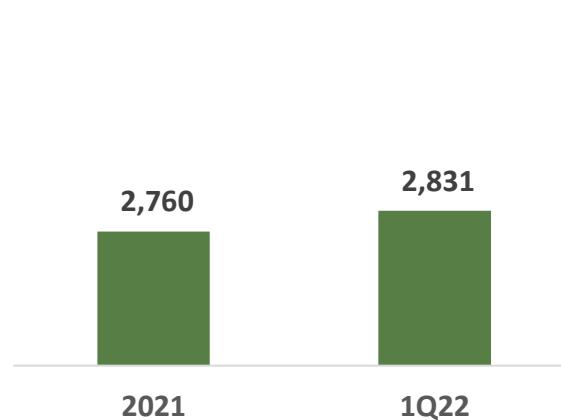
Assets & Liabilities Position:

- As at 1Q22, total assets increased by 19.5% to IDR 7.0 trillion QoQ, mainly due to higher cash and cash equivalent balance and inventory. The increase in cash balance is a direct result of IPO proceed received in March 2022 and positive cashflow generated from operation.
- Total liabilities only increased slightly by 2.6% QoQ to IDR 2.8 trillion which is due to increase in tax payable as a result of higher profit recorded during this quarter.
- Total equities increased by 34.6% over the last quarter mainly because of the enlarged share capital after the IPO exercise undertaken by the Company in March and also increased in retained earnings.
- With the increase in total assets and total equities, the Debt to Assets and Debt to Equities ratios improved further during this quarter. These ratios are now stand at 0.40 and 0.68 respectively and show that the Company's financial position remained very healthy.

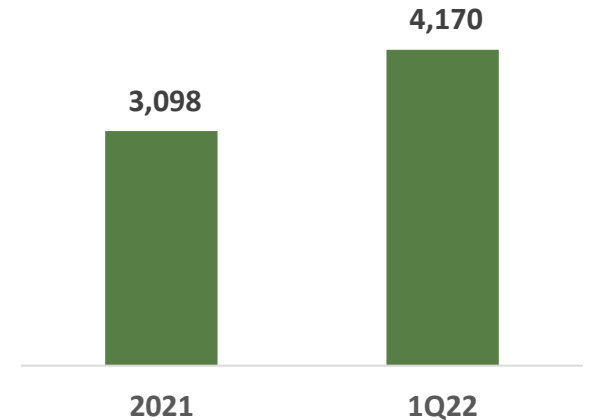
Assets



Liabilities



Equity



Note: in IDR billion





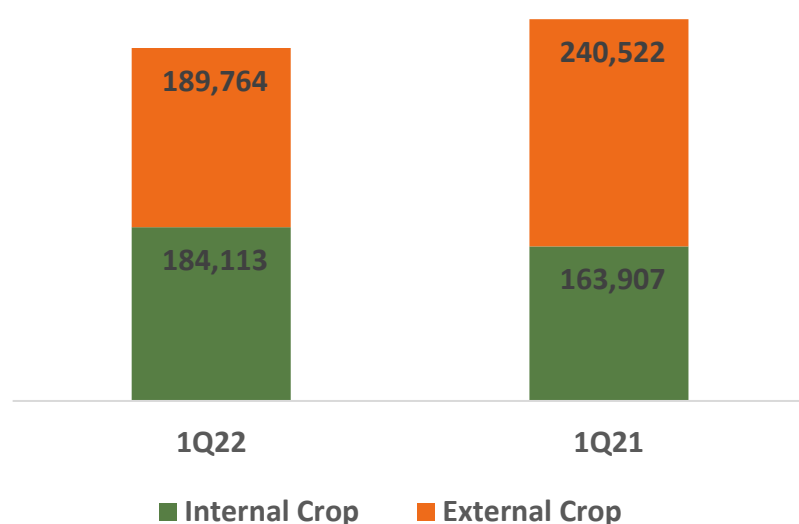
Production Highlights:

- During 1Q22, the Company's produced a total 207,047 tons of total Fresh Fruit Bunch (FFB), reaching yield of 5.0 ton/ha. The shortfall of 3.6% YoY is primarily due to extreme weather condition experienced in most of the palm oil company in Indonesia. The weather conditions impact was kept at a minimum due the Company adoption of best practice in plantation management, primary in drainage and water management.
- FFB processed in 1Q22 is lower by 7.6% YoY mainly caused by lower volume of 3rd party FFB purchased as their production also impacted by extreme weather condition. However, the Company's CPO and PK production in 1Q22 only lower by 5.6% YoY and 4.6% YoY respectively due to the Company's ability to extract higher OER (21.5%) and KER (4.7%).
- Higher Average Selling Price (ASP) across CPO, PK and Palm Kernel Oil (PKO) have confirmed the continuation of CPO price uptrend since 1Q21.

Production & Yield (in ton and ton/ha)	1Q22	1Q21	YoY
Nucleus			
FFB Production	193,579	203,473	(4.8%)
FFB Yield	5.2	5.4	(3.7%)
Plasma			
FFB Production	13,468	11,370	18.5%
FFB Yield	3.6	4.0	(10%)
Total			
FFB Production	207,047	214,843	(3.6%)
FFB Yield	5.0	5.3	(5.7%)

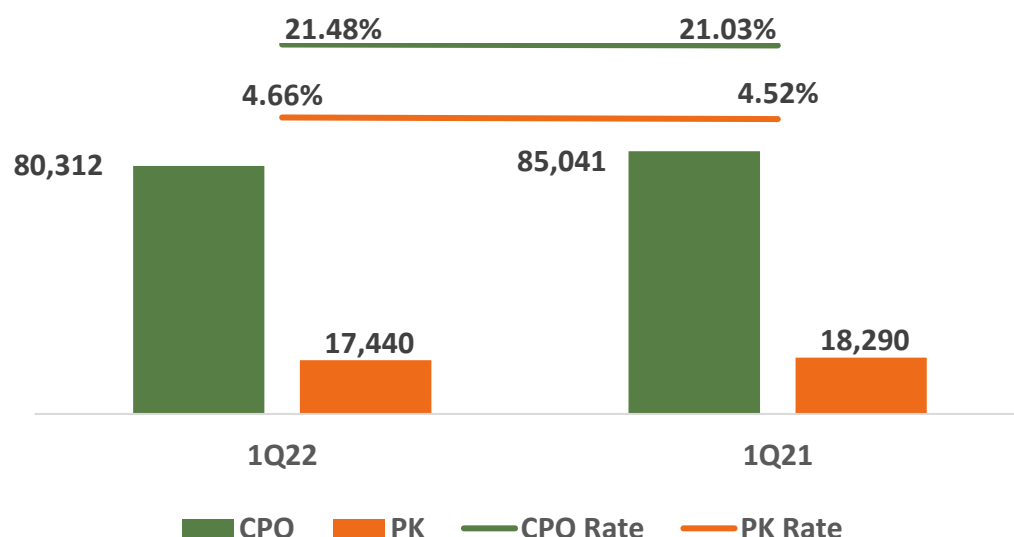
Sales Volume & Price (in ton and IDR/kg)	1Q22	1Q21	YoY
Sales volume			
CPO	84,219	99,562	(15.4%)
PK	5,793	3,968	46.0%
CPKO	7,822	7,199	8.7%
Average selling price			
CPO	15,517	8,043	92.9%
PK	12,525	6,904	81.4%
PKO	27,758	15,372	80.6%

FFB Processed



Note: in Ton

CPO & PK Production Rate



Note: in Ton

"STAA practices hands-on corporate culture drawing on highly motivated teamwork of the Company's human capital. Barring any unforeseen circumstances, we are optimistic that our performance will break new level"

-Mosfly Ang, President Director



Certification Fulfillment :

- As an effort on showing commitment to ESG, in 1Q22 STAA has obtained additional 3 (three) ISPO (Indonesia Sustainable Palm Oil) certifications for its subsidiaries, PT Jaya Selamat Abadi Raya, PT Putra Makmur Lestari and PT Karya Sukses Utama Prima. In addition, 1 subsidiary, PT Karya Serasi Jaya Abadi, which produces palm kernel derivative products, has also obtained the Feed Safety System Certificate (GMP+B2 and GMP+B3) in early 2022.
- Until 1Q22, the completeness of ISPO certification has reached 60%, and our target in 2022 is to add 2 (two) more ISPO certifications or 80% completion of ISPO certification; which prove not only the Company keeps fulfilling its approaches of ESG compliances, but also the implementation of ISPO principles and criteria implemented by the Company is always in accordance with the standards. Similarly, the implementation of GMP+ is the Company's commitment to produce quality feed safety products from the entry of raw materials, production processes, and product distribution that have met the required standards.
- The various stages obtaining ISPO and GMP+ certifications must go through a strict audit mechanism by the certification body. Every human resources must be committed and consistently meet all applicable requirements and regulations. The Company realizes that conditions and several issues will still be a challenge in 2022, especially issues that involve interaction with humans.
- The Company always strive to elevate STAA's competitive advantages from a fundamental perspective, and supported by the implementation of responsible business practices, especially in environmental, social, and governance aspects in our operational activities. Progress and innovation will continue to be made by the Company to continuously improve the achievement of sustainable performance.

