



# ANJ

# INVESTOR NEWSLETTER

Bloomberg: ANJT: IJ

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Photo: Corporate Communications

## Q1 2022 OPERATIONAL UPDATE

PT Austindo Nusantara Jaya Tbk (“ANJT” or “the Company”) announced its operational performance and financial results for the first quarter (Q1) of 2022.

The Company’s first quarter 2022 saw it produce a total 173,339 mt of Fresh Fruit Bunches (FFB), a decrease of 5.3% compared to the 183,096 mt of FFB production in Q1 2021. In Q1 2022, our newly mature West Papua estate contributed a total FFB production of 26,468 mt, 39.9% higher than the Q1 2021 production of 18,920 mt. Meanwhile, our Belitung Island, North Sumatra II and West Kalimantan estates experienced a decrease in FFB production of 28.1%, 5.7% and 0.4% respectively due to the impact of the replanting program in our Belitung Island estate and the resting period after higher fruit production last year. Based on the field surveys of the fruits potential, our FFB production from the North Sumatra II and West Kalimantan estates is forecast to increase in the following months. Meanwhile our North Sumatra I estates recorded an increase in FFB production of 6.8%.

Table 1 : Production and Sales

	Q1 2022	Q1 2021	Change
<b>FFB Production (tonnes)</b>			
FFB from our estates	173,339	183,096	-5.3%
<i>Belitung Island</i>	42,797	59,501	-28.1%
<i>North Sumatra I</i>	28,488	26,679	6.8%
<i>North Sumatra II</i>	37,227	39,487	-5.7%
<i>West Kalimantan</i>	38,359	38,509	-0.4%
<i>West Papua*</i>	26,468	18,920	39.9%
<b>FFB bought from third parties</b>	<b>124,239</b>	<b>119,413</b>	<b>4.0%</b>
<b>Total FFB processed</b>	<b>297,578</b>	<b>302,509</b>	<b>-1.6%</b>
<b>FFB YIELD (tonnes per hectare)</b>			
Average yield	3.9	4.3	-9.2%
<i>Belitung Island</i>	3.4	5.2	-35.1%
<i>North Sumatra I</i>	3.7	3.3	13.3%
<i>North Sumatra II</i>	4.8	5.1	-5.7%
<i>West Kalimantan</i>	4.3	4.2	2.4%
<i>West Papua</i>	3.8	3.2	18.2%
<b>CPO Production (tonnes)</b>			
<b>Total production</b>	<b>60,433</b>	<b>62,742</b>	<b>-3.7%</b>
<i>Belitung Island</i>	14,802	19,771	-25.1%
<i>North Sumatra I</i>	13,229	12,199	8.4%
<i>North Sumatra II</i>	13,032	12,940	0.7%
<i>West Kalimantan</i>	13,450	13,637	-1.4%
<i>West Papua*</i>	5,920	4,195	41.1%
<b>Palm Kernel production</b>	<b>11,816</b>	<b>12,706</b>	<b>-7.0%</b>
<b>PKO production*</b>	<b>271</b>	<b>133</b>	<b>103.8%</b>
<b>Sales (tonnes)</b>			
<b>CPO Sales</b>	<b>60,057</b>	<b>65,898</b>	<b>-8.9%</b>
<i>Belitung Island</i>	14,900	25,579	-41.7%
<i>North Sumatra I</i>	15,068	11,550	30.5%
<i>North Sumatra II</i>	13,500	14,300	-5.6%
<i>West Kalimantan</i>	11,600	12,369	-6.2%
<i>West Papua</i>	4,989	2,100	137.6%
<b>PK sales</b>	<b>11,925</b>	<b>12,700</b>	<b>-6.1%</b>
<b>PKO Sales</b>	-	-	-
<b>PRODUCTIVITY</b>			
Extraction Rate - CPO (Mixed)	20.4%	20.7%	-1.8%
CPO Average Selling Price - USD	1,069	695	53.7%
PK Average Selling Price - USD	882	492	79.4%
PKO Average Selling Price - USD	-	-	-

Notes: \*West Papua Estate production includes the scout harvesting.

### COMPANY PROFILE

PT Austindo Nusantara Jaya Tbk (“ANJT”) is an Indonesian agribusiness based food company committed to responsible development. The company is primarily engaged in the production of crude palm oil at its established and developing estates. ANJT also engages in the production of sago starch and edamame.

### SHARE INFORMATION

# shares	3,354.2 mn
# free float	3,323.7 mn
# treasury stocks	30.5 mn
Listing date	8-5-2013
IPO Price	Rp 1,200
Highest	Rp 1,140
Lowest	Rp 975
Close	Rp 1,020

### SHAREHOLDERS STRUCTURE

(as of 31 March 2022)	%
PT Austindo Kencana Jaya	41.34
PT Memimpin Dengan Nurani	41.34
George Santosa Tahija	4.80
Sjackson George Tahija	4.79
Yayasan Tahija	0.000
Public	7.9

\*exclude treasury stocks

### CONTACT US

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In line with the FFB production, our Crude Palm Oil (CPO) and Palm Kernel (PK) production in Q1 2022 decreased by 3.7% and 7.0% to 60,433 mt and 11,816 mt respectively. Meanwhile, the Company also reported a decrease in CPO and PK sales volume by 8.9% and 6.1% to 60,057 mt and 11,925 mt in Q1 2022 compared to 65,898 mt and 12,700 mt in Q1 2021.

During Q1 2022 the CPO price trend continued to increase, resulting in an Average Selling Price (ASP) for CPO of USD 1,069/mt, 53.7% higher than the Q1 2021 ASP of USD 695/mt. Meanwhile the ASP for PK in Q1 2022 was USD 882/mt, 79.4% higher than the ASP in Q1 2021 of USD 492/mt.

## FINANCIAL HIGHLIGHTS

### Our Financial Performance Results

Table 2: Consolidated Statements of Comprehensive Income

	Q1 2022		Q1 2021		Change
	"USD Thousands"	"Rp. Millions <sup>(1)</sup> "	"USD Thousands"	"Rp. Millions <sup>(1)</sup> "	
Revenue	75,546	1,083,637	58,656	831,983	28.8%
Cost of revenue	(56,010)	(803,412)	(42,828)	(607,466)	30.8%
<b>Gross profit</b>	<b>19,536</b>	<b>280,224</b>	<b>15,829</b>	<b>224,517</b>	<b>23.4%</b>
Total operating expenses, net	(2,861)	(41,034)	(9,363)	(132,811)	-69.4%
<b>Operating profit</b>	<b>16,675</b>	<b>239,190</b>	<b>6,465</b>	<b>91,706</b>	<b>157.9%</b>
Finance income	167	2,397	198	2,813	-15.7%
Finance charges	(1,300)	(18,653)	(1,400)	(19,857)	-7.1%
<b>Profit before tax</b>	<b>15,542</b>	<b>222,934</b>	<b>5,264</b>	<b>74,662</b>	<b>195.3%</b>
Income tax expense	(4,380)	(62,830)	(2,180)	(30,914)	101.0%
<b>Profit for the period</b>	<b>11,162</b>	<b>160,105</b>	<b>3,084</b>	<b>43,748</b>	<b>261.9%</b>
Other comprehensive (loss) income	(1,091)	(15,643)	(8,263)	(117,199)	-86.8%
<b>Total comprehensive income (loss)</b>	<b>10,071</b>	<b>144,461</b>	<b>(5,178)</b>	<b>(73,451)</b>	<b>294.5%</b>
<b>EBITDA</b>	<b>23,704</b>	<b>340,014</b>	<b>12,852</b>	<b>183,115</b>	<b>84.4%</b>
<b>EBITDA margin (%)</b>	<b>31.4%</b>	<b>31.4%</b>	<b>21.9%</b>	<b>21.9%</b>	<b>43.2%</b>

1) The translation of US Dollar amounts into the Indonesian Rupiah amounts are included solely for the convenience of the readers and has been made using the average of the exchange rates of Rp 14,344 to USD 1 for Q1 2022 and Rp 14,184 to USD 1 for Q1 2021.

### Revenue from Sales and Service Concessions

In Q1 2022 ANJT posted total revenue of USD 75.5 million, an increase of 28.8% compared to Q1 2021 mainly due to the higher ASPs of CPO and PK.

CPO and PK sales contributed 99.0% of our total revenue or USD 74.8 million, compared to USD 58.2 million or 99.2% of our total revenue in Q1 2021. Our sago segment contributed USD 378.8 thousand to our total revenue in Q1 2022, an increase from USD 212.3 thousand in Q1 2021 due to higher sales volume. Our renewable energy segment contributed USD 150.6 thousand in Q1 2022, slightly lower than USD 151.2 thousand in Q1 2021 due to lower electricity production at our biogas power plant compared to Q1 2021. Meanwhile, our edamame sales revenue was USD 203.2 thousand, an increase of 174.9% from USD 73.9 thousand in Q1 2021 mainly due to both higher fresh and frozen

edamame sales volume and price. Our frozen edamame started commercial operation in Q3 2021.

### Operating (Expenses) Income and Financial Charges

The Company recorded an operating expense (net of operating income) of USD 2.9 million, a decrease of 69.4% from USD 9.4 million in Q1 2021 mainly due to lower selling expenses as a result of there being no export tax levy in Q1 2022 as a consequence of our decision to sell all of our CPO product to the domestic market. Included in operating expense in Q1 2022 is a foreign exchange loss of USD 0.1 million, a decrease from the foreign exchange loss of USD 0.3 million in Q1 2021, due to a slight depreciation of the Rupiah against the US Dollar in Q1 2022.

Our financial charges, which represent interest expenses on our loans, decreased to USD 1.3 million in Q1 2022 compared to interest expenses of USD 1.4 million in Q1 2021, due to the decrease in our long-term loans following earlier than scheduled loan repayments during Q1 2022.

### Net Profit (Loss)

The Company recorded a net profit of USD 11.2 million, an increase of 261.9% compared to a net profit of USD 3.1 million in Q1 2021, due to the higher ASPs for CPO and PK in Q1 2022. This factor also contributed to an increase in EBITDA from USD 12.9 million in Q1 2021 to USD 23.7 million in Q1 2022 and an increase in EBITDA margin from 21.9% in Q1 2021 to 31.4% in Q1 2022.

### Total Comprehensive Income

The depreciation of the Rupiah against the US Dollar from Rp 14,269 at the end of 2021 to Rp 14,349 by the end of March 2022 has reduced the net assets of some of the Company's subsidiaries (those which maintain their bookkeeping records in Rupiah), by USD 1.2 million when their financial statements are translated from Rupiah to US Dollar. As a result, the Company reported a total comprehensive income of USD 10.1 million in Q1 2022 compared to a comprehensive loss of USD 5.2 million in Q1 2021.



## Our Assets and Liabilities Position

Table 3: Consolidated Statements of Financial Position

	31 March 2022		31 December 2021		Change
	"USD Thousands"	"Rp. Millions" <sup>1)</sup>	"USD Thousands"	"Rp. Millions" <sup>1)</sup>	
Current assets	95,917	1,376,314	78,229	1,116,243	22.6%
Non-current assets	567,300	8,140,184	574,422	8,196,425	-1.2%
<b>Total Assets</b>	<b>663,217</b>	<b>9,516,498</b>	<b>652,650</b>	<b>9,312,668</b>	<b>1.6%</b>
Current liabilities	49,404	708,891	48,778	696,016	1.3%
Non-current liabilities	169,780	2,436,170	170,596	2,434,233	-0.5%
<b>Total Liabilities</b>	<b>219,183</b>	<b>3,145,060</b>	<b>219,374</b>	<b>3,130,249</b>	<b>-0.1%</b>
Equity attributable to the owners of the Company	441,465	6,334,577	430,619	6,144,502	2.5%
<b>Total Equity</b>	<b>444,034</b>	<b>6,371,438</b>	<b>433,276</b>	<b>6,182,419</b>	<b>2.5%</b>

1) The translation of US Dollar amounts into the Indonesian Rupiah amounts are included solely for the convenience of the readers and has been made using the Bank Indonesia middle rate as of 31 March 2022 of Rp 14,349 to USD 1 and as of 31 December 2021 of Rp 14,269 to USD 1.

As of 31 March 2022, total assets increased by 1.6% to USD 663.2 million. This was mainly due to a higher cash and cash equivalents balance, the biological asset balance and an increase in inventory.

Total liabilities decreased by 0.1% from USD 219.4 million to USD 219.2 million, primarily driven by the decrease in long-term bank loans due to loan repayments earlier than scheduled during Q1 2022.

The Company was still able to maintain prudent debt to equity and debt to asset ratios amounting to 0.49 and 0.33, respectively as at 31 March 2022.

### Financing Facilities

As of 31 March 2022, ANJT and its subsidiaries collectively maintained bank loan facilities amounting to the equivalent of USD 230.1 million, comprising short-term loan facilities of USD 66.1 million and long-term loan facilities of USD 164.0 million.

The outstanding balance of the Company's bank loans by the end of March 2022 was USD 161.0 million, a decrease of USD 8.8 million from USD 169.8 million by the end of December 2021 mainly due to loan repayments earlier than scheduled.

## Other Corporate Updates Awards

In Q1 2022, ANJT received the following awards:

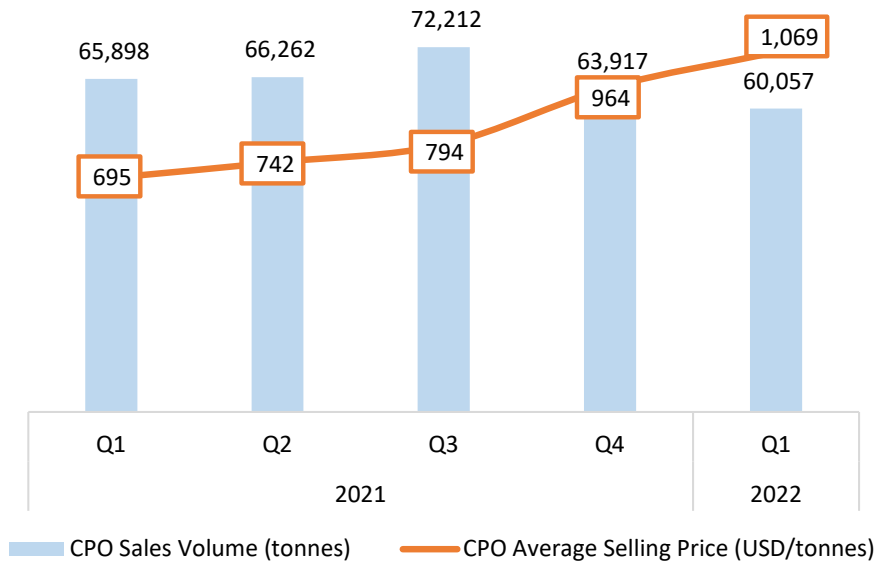
- Award from Warta Ekonomi for PT Austindo Nusantara Jaya Tbk as "Excellence Good Corporate Governance Implementation on Integrating Sustainable Business".
- Corporate Emission Awards 2022 for PT Austindo Nusantara Jaya Tbk from Berita Satu and Bumi Global Karbon.

### Regulatory Update

On January 5, 2022, the Ministry of Environment and Forestry ("MOEF") issued Decree No.SK.01/MENLHK/SETJEN/KUM.1/1/2022 regarding Revocation of Forest Area Concession Permits ("SK 01") which revoked a number of forestry concession licenses, including those under the Approval for Relinquishment of Forestry Area (Persetujuan Pelepasan Kawasan Hutan). The Company and two of our subsidiaries, namely PT Permata Putera Mandiri ("PPM") and PT Putera Manunggal Perkasa ("PMP"), were included in the list of companies whose concession permits were revoked. Notwithstanding the above, SK 01 calls for an official revocation letter to be issued by three directorate generals under the MOEF to give effect to such revocation (the "Official Letter"). The Company submitted a letter to the MOEF and the Ministry of Agrarian and Spatial Affairs / National Land Agency providing clarification that the Company, PPM and PMP have all obtained land rights (Hak Guna Usaha, "HGU") for these three land parcels and have developed an oil palm plantation in PPM and PMP as well as the ongoing review of the development options for the third concession.

On April 12, 2022, the Minister of Agrarian and Spatial Affairs/ Head of National Land Agency issued a letter No. HT.01.01/528/IV/2022 to the Chairman of the Indonesian Palm Oil Association ("GAPKI") regarding the Status of HGU which are Included In the List of Companies / Forest Area Concession Permit.

Holders which have been or will be Revoked or Evaluated by the MOEF ("HT 01 Letter"). HT 01 Letter confirmed that the HGU of PPM and PMP remains valid since both HGUs have been utilized or developed, whereas the HGU of the third concession owned by the Company remains valid with status quo until data verification and a spatial analysis process have been completed and a decree by the Task Force for Land Use and Investment Affairs is issued. Although HT 01 Letter has confirmed the HGU status of the Company, PPM and PMP, we expect that a final decree will still need to be issued. We have assessed that the Company, PPM and PMP have a strong basis to continue holding the HGU for these three land parcels.

**Key Performance (Quarterly)**
**Graph 1: CPO Sales Volume and Average Sales Price by Quarter**

**Graph 2: Net Profit (Loss) and EBITDA Growth**
