



ANJ

INVESTOR NEWSLETTER

Bloomberg: ANJT: IJ

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Photo: Corporate Communications

Table 1 : Production and Sales

	6M2022	6M2021	Change
FFB Production (tonnes)			
FFB from our estates	379,350	400,235	-5.2%
<i>Belitung Island</i>	90,855	112,666	-19.4%
<i>North Sumatra I</i>	58,971	62,399	-5.5%
<i>North Sumatra II</i>	83,006	91,742	-9.5%
<i>West Kalimantan</i>	92,494	86,875	6.5%
<i>West Papua*</i>	54,024	46,553	16.0%
FFB bought from third parties	269,351	242,912	10.9%
Total FFB processed	648,701	643,147	0.9%
FFB YIELD (tonnes per hectare)			
Average yield	8.7	9.5	-7.9%
<i>Belitung Island</i>	7.3	9.8	-25.1%
<i>North Sumatra I</i>	8.0	8.0	-0.3%
<i>North Sumatra II</i>	10.7	11.8	-9.3%
<i>West Kalimantan</i>	10.4	9.5	9.1%
<i>West Papua</i>	7.7	7.8	-1.5%
CPO Production (tonnes)			
Total production	130,722	132,910	-1.6%
<i>Belitung Island</i>	32,312	37,497	-13.8%
<i>North Sumatra I</i>	26,818	27,068	-0.9%
<i>North Sumatra II</i>	27,941	27,369	2.1%
<i>West Kalimantan</i>	31,910	30,580	4.3%
<i>West Papua*</i>	11,741	10,396	12.9%
Palm Kernel production	25,658	25,881	-0.9%
PKO production*	513	345	48.7%
Sales (tonnes)			
CPO Sales	116,247	132,160	-12.0%
<i>Belitung Island</i>	29,400	41,500	-29.2%
<i>North Sumatra I</i>	26,800	26,150	2.5%
<i>North Sumatra II</i>	24,344	28,600	-14.9%
<i>West Kalimantan</i>	26,100	27,369	-4.6%
<i>West Papua</i>	9,603	8,540	12.4%
PK sales	25,916	25,777	0.5%
PKO Sales	428	298	43.5%
PRODUCTIVITY			
Extraction Rate - CPO (Mixed)	20.2%	20.7%	-2.4%
CPO Average Selling Price - USD	1,043	719	45.1%
PK Average Selling Price - USD	777	495	57.0%
PKO Average Selling Price - USD	1,493	1,062	40.6%

Notes: *West Papua Estate production includes the scout harvesting

6M2022 OPERATIONAL UPDATE

PT Austindo Nusantara Jaya Tbk (“ANJT” or “the Company”) announced its operational performance and financial results for the sixth-month period ended 30 June 2022 (6M2022).

The Company ended 30 June 2022 by producing a total of 379,350 mt of Fresh Fruit Bunches (FFB), a decrease of 5.2% compared to the 400,235 mt of FFB production in 6M2021. Our FFB production in Q2 2022 was 206,011 mt, 18.8% higher than the Q1 2022 FFB production and we expect that this positive trend in our FFB production will continue in the following months. In 6M2022, our newly mature West Papua estate contributed a total FFB production of 54,024 mt, 16.0% higher than the 6M2021 production of 46,553 mt. Our Belitung Island, North Sumatra I and North Sumatra II estates experienced reductions in FFB production of 19.4%, 5.5%, and 9.5% respectively due to the impact of the replanting program in our Belitung Island and North Sumatra I estates and the resting period after higher fruit production last year. As for North Sumatra II, the decline was due to a flood that disrupted FFB supplies to the mill. Meanwhile our West Kalimantan estates recorded an increase in FFB production of 6.5%.

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	3,333.2 mn
# treasury stocks	21.0 mn
Listing date	8-5-2013
IPO Price	Rp 1,200
Highest	Rp 1,140
Lowest	Rp 870
Close	Rp 870

SHAREHOLDERS STRUCTURE

(as of 30 June 2022)	%
PT Austindo Kencana Jaya	41.34
PT Memimpin Dengan Nurani	41.34
George Santosa Tahija	4.80
Sjakon George Tahija	4.79
Yayasan Tahija	0.00
Public	8.26
*exclude treasury stocks	

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In line with the FFB production, our Crude Palm Oil (CPO) and Palm Kernel (PK) production in 6M2022 decreased by 1.6% and 0.9% to 130,722 mt and 25,658 mt respectively. Meanwhile, the Company also reported a decrease in CPO sales volume by 12.0% to 116,247 mt in 6M2022 compared to 132,160 mt in 6M2021, in line with the lower CPO production coupled with a delay in sales shipments from June 2022 to July 2022.

During the first four months of 2022, the CPO price trend continued to increase but this began to reverse in May due to the Government of Indonesia's decision to implement an export ban on CPO and its derivative products in an attempt to stabilize domestic cooking oil prices. The Company recorded an Average Selling Price (ASP) for CPO of USD 1,043/mt in 6M2022, 45.1% higher than the 6M2021 ASP of USD 719/mt. Meanwhile the ASP for PK in 6M 2022 was USD 777/mt, 57.0% higher than the ASP in 6M2021 of USD 495/mt.

FINANCIAL HIGHLIGHTS

Our Financial Performance Results

Table 2: Consolidated Statements of Comprehensive Income

	6M2022		6M2021 ⁽²⁾		Change
	"USD Thousands"	"Rp. Millions ⁽¹⁾ "	"USD Thousands"	"Rp. Millions ⁽¹⁾ "	
Revenue	144,148	2,082,224	120,375	1,721,117	19.7%
Cost of revenue	(106,567)	(1,539,358)	(83,172)	(1,189,192)	28.1%
Gross profit	37,582	542,866	37,203	531,925	1.0%
Total operating expenses, net	(7,272)	(105,050)	(18,741)	(267,965)	-61.2%
Operating profit	30,309	437,816	18,461	263,960	64.2%
Finance income	292	4,212	360	5,153	-19.1%
Finance charges	(2,494)	(36,022)	(2,634)	(37,656)	-5.3%
Profit before tax	28,107	406,006	16,188	231,457	73.6%
Income tax expense	(8,855)	(127,904)	(4,599)	(65,761)	92.5%
Profit for the period	19,252	278,102	11,589	165,696	66.1%
Other comprehensive (loss) income	(7,823)	(112,997)	(6,969)	(99,638)	12.3%
Total comprehensive income (loss)	11,430	165,105	4,620	66,058	147.4%
EBITDA	45,141	652,062	30,590	437,376	47.6%
EBITDA margin (%)	31.3%	31.3%	25.4%	25.4%	23.2%

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 14,445 to USD 1 for 6M2022 and Rp 14,298 to USD 1 for 6M2021.

2) As restated due to the adoption of Amendment of PSAK 16: "Fixed Asset - Proceeds before Intended Use".

Revenue from Sales and Service Concessions

In 6M2022 ANJT posted total revenue of USD 144.1 million, an increase of 19.7% compared to 6M2021 mainly due to the higher ASPs of CPO and PK.

CPO, PK, and CPKO sales contributed 98.8% of our total revenue or USD 142.3 million, compared to USD 119.4 million or 99.2% of our total revenue in 6M2021. Our sago segment contributed USD 845.9 thousand to our total revenue in 6M2022, an increase from

USD 438.1 thousand in 6M2021 due to higher sales volume and price. Our renewable energy segment contributed USD 284.5 thousand in 6M2022, higher than USD 277.3 thousand in 6M2021 due to higher electricity production at our biogas power plant compared to 6M2021. Meanwhile, our edamame sales revenue was USD 657.1 thousand, an increase of 178.5% from the USD 235.9 thousand in 6M2021 mainly due to higher fresh and frozen edamame sales volume and frozen edamame prices. 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 7.3 million, a decrease of 61.2% from USD 18.7 million in 6M2021 mainly due to lower selling expenses as a result of our decision in December 2021 to sell all of our CPO, PK and CPKO products to the domestic market thus avoiding the imposition of the export tax and export levy. Included in operating expenses in 6M2022 is a foreign exchange loss of USD 1.0 million, an increase from the foreign exchange loss of USD 0.3 million in 6M2021, due to a slight depreciation of the Rupiah against the US Dollar in 6M2022.

Our financial charges, which represent interest expenses on our loans, fell to USD 2.5 million in 6M2022 from interest expenses of USD 2.6 million in 6M2021, due to the decrease in our long-term loans as a result of earlier than scheduled loan repayments of USD 10.4 million made during 6M2022.

Net Profit (Loss)

The Company recorded a net profit of USD 19.3 million, an increase of 66.1% from a net profit of USD 11.6 million in 6M2021, due to the higher ASP for CPO and PK in 6M2022. This factor also contributed to an increase in EBITDA from USD 30.6 million in 6M2021 to USD 45.1 million in 6M2022 and an increase in the EBITDA margin from 25.4% in 6M2021 to 31.3% in 6M2022.

Total Comprehensive Income

The depreciation of the Rupiah against the US Dollar from Rp 14,269 at the end of 2021 to Rp 14,848 by the end of June 2022 has reduced the net assets of some of the Company's subsidiaries (those which maintain their bookkeeping records in Rupiah) by USD 7.9 million when their financial statements are translated from Rupiah to US Dollar. As a result, the Company reported a total comprehensive income of USD 11.4 million in 6M2022 compared to a comprehensive income of USD 4.6 million in 6M2021.



Our Assets and Liabilities Position

Table 3: Consolidated Statements of Financial Position

	30 June 2022		31 December 2021 ⁽²⁾		Change
	"USD Thousands"	"Rp. Millions" ⁽¹⁾	"USD Thousands"	"Rp. Millions" ⁽¹⁾	
Current assets	91,466	1,358,086	78,229	1,116,243	16.9%
Non-current assets	550,303	8,170,902	568,135	8,106,715	-3.1%
Total Assets	641,769	9,528,988	646,363	9,222,958	-0.7%
Current liabilities	47,910	711,375	48,778	696,016	-1.8%
Non-current liabilities	163,744	2,431,265	170,596	2,434,233	-4.0%
Total Liabilities	211,654	3,142,639	219,374	3,130,249	-3.5%
Equity attributable to the owners of the Company	427,984	6,354,705	424,332	6,054,792	0.9%
Total Equity	430,115	6,386,349	426,989	6,092,709	0.7%

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 30 June 2022 of Rp 14,848 to USD 1 and as of 31 December 2021 of Rp 14,269 to USD 1.

2) As restated due to the adaption of Amendment of PSAK 16: "Fixed Assets - Proceeds before Intended Use".

As of 30 June 2022, total assets fell slightly by 0.7% to USD 641.8 million. This was mainly due to depreciation of the bearer plants and property, plant and equipment.

Total liabilities decreased by 3.5% from USD 219.4 million to USD 211.7 million, primarily driven by the decrease in long-term bank loans due to earlier than scheduled loan repayments made during 6M2022.

The Company was still able to maintain its prudent debt to equity and debt to asset ratios amounting to 0.49 and 0.33, respectively as at 30 June 2022.

Financing Facilities

As of 30 June 2022, ANJT and its subsidiaries collectively maintained bank loan facilities amounting to the equivalent of USD 225.9 million, comprising short-term loan facilities of USD 66.0 million and long-term loan facilities of USD 159.9 million.

The outstanding balance of the Company's bank loans by the end of June 2022 was USD 153.5 million, a decrease of USD 16.3 million from the USD 169.8 million as at the end of December 2021, mainly due to loan repayments.

Other Corporate Updates

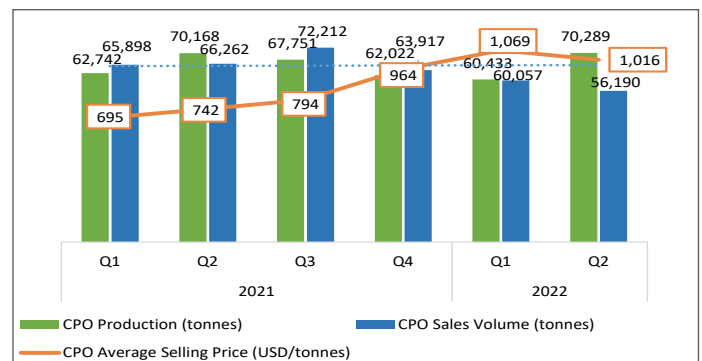
Awards

In Q2 2022, Bisnis Indonesia daily newspaper awarded ANJT the title of "Golden Champion in Corporate Social Responsibility" as part of its annual Corporate Social Responsibility Award (BISRA). The Company also received an award from the PR Indonesia Group for its ESG communication on the Saving Cooperative Project in West Papua.

Final Dividend Distribution

The Company's Annual General Meeting of Shareholders (AGMS) on 8 June 2022 approved the distribution of a cash dividend amounting to Rp 143.3 billion (equivalent to USD 9.7 million), representing a dividend per share of Rp 43/share and a payout ratio of 25%. As of the date of this newsletter, the dividend has been fully paid.

Key Performance (Quarterly)

Graph 1: CPO Sales Volume and Average Selling Price Each Quarter

Graph 2: Net Profit and EBITDA Growth
