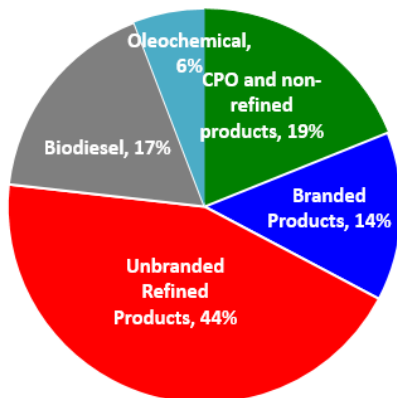


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- SMART's revenue in the first quarter 2024 saw a slight year-on-year increase to Rp 17.88 billion despite lower CPO market prices, driven by expanded sales volume
- EBITDA margin for the first quarter 2024 was well maintained at 5.4%

FINANCIAL PERFORMANCE

In billion Rupiah	1Q 2024	1Q 2023	Change
Net sales	17,883	17,520	2%
Cost of goods sold	16,167	15,662	3%
Gross profit	1,716	1,858	-8%
Income from operations	363	490	-26%
EBITDA	958	1,005	-5%
Net profit attributable to owners of the parent company	178	248	-28%



First quarter 2024's net sales increased to Rp 17.88 trillion year-on-year resulting from higher sales volume, which offset the lower selling prices. CPO market prices (FOB Belawan) during the current period weakened by 8% year-on-year, averaging at US\$ 910 per MT from US\$ 990 per MT in the first quarter 2023.

Most of our revenue came from palm-based derivative products, i.e. refined branded and unbranded products (including biodiesel and oleochemicals), which accounted for 81% of total sales. CPO and other non-refined product sales represented the remaining 19%.

Cost of goods sold for the three-month period ended 31 March 2024 increased by 3% to Rp 16.17 trillion from Rp 15.66 trillion in the previous year. The increase was mostly due to higher raw materials cost as sales volume expanded.

Income from operations for the current quarter was lower by 26% to Rp 363 billion in line with the decrease in gross profit, which was partly offset by the decrease in operating expenses. The decline in operating expenses was mostly attributable to lower export tax and levy charged, which partly compensated for the increase in salaries, wages, and employees' benefits. The increase was related to the payment of Religious Holiday Allowance (THR) that occurred in the first quarter this year compared to the second quarter in 2023.

Corresponding to the decrease in income from operations, the Company booked a slightly lower EBITDA of Rp 958 billion from Rp 1.01 trillion in the first quarter 2023. As a result, net profit attributable to owners of the parent company stood at Rp 207 billion, which translated into earnings per share of Rp 62.

FINANCIAL POSITION

In billion Rupiah	31-Mar-24	31-Dec-23	Change
Assets	38,722	39,716	-3%
Liabilities	19,423	20,644	-6%
Equity attributable to owners of the parent company	19,285	19,059	1%
Debt to Equity ratio (times)	0.78x	0.84x	

As of 31 March 2024, the Company's total assets decreased by 3% to Rp 38.72 trillion from Rp 39.72 trillion at the end of 2023. The decrease was mainly attributable to lower cash and cash equivalents as well as inventories.

Total liabilities as per end of March 2024 stood at Rp 19.42 trillion, 6% lower compared to that at the end of 2023. The decrease primarily came from the settlement of bank loans and bonds payable. As of 31 March 2024, bank loans (including bonds payable) totaled Rp 14.95 trillion with gearing further lowered to 0.78x.

Total equity attributable to owners of parent company increased to Rp 19.29 trillion as of 31 March 2024, from Rp 19.06 trillion at the end of 2023. The Company's retained earnings was higher at Rp 16.49 trillion compared to Rp 16.31 trillion as at end 2023 resulting from the current period's income.

PLANTATION STATISTICS

As of 31 March 2024, the Company's palm plantation area stood at approximately 134,900 hectares, comprising 127,500 hectares of mature estates and 7,400 hectares of immature estates. Nucleus and plasma estates amounted to 103,600 and 31,300 hectares, respectively.

Description	1Q 2024	1Q 2023	Change
FFB produced - MT	501,057	505,550	-1%
CPO produced - MT	121,382	116,146	5%
PK produced - MT	33,125	32,539	2%
Oil extraction rate - %	20.9	20.5	0.4%
Kernel extraction rate - %	5.7	5.7	-

In the first quarter 2024, SMART's harvested fruit amounted to 501 thousand tonnes, slightly lower than the output in the first quarter 2023. CPO production, however, grew by 5% at 121 thousand tonnes, owing to higher fruit volume purchased from third parties and increase in oil extraction rate to 20.9%. PK output was the same as the previous year's quarter of 33 thousand tonnes while kernel extraction rate was maintained at 5.7%.

~ end ~

For further information, please contact:

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