# Quarterly Report 03-2021

State Trading Organization plc







This is the third quarter report of State Trading Organization plc. for the year 2021.

In compiling this report, STO has made its best efforts to adhere to the Listing Rules, the Corporate Governance Code of Capital Market Development Authority and the Securities (Continuing Disclosure Obligation of Issuers) Regulation 2019.

This report includes events for the period from 01st July 2021 to 30th September 2021.

This report was published on 28th October 2021.



## **Contents**

#### Page Key Financial Figures 5 Our People, Our Pride Corporate Events Corporate Social Responsibility Marketing Events 11 **Share Performance** 12 The Board of Directors 13 **Board Committees** 14 **Board Activities Statement** 15 Shareholding Details Major Board Decisions 16 17 **Board and Board Committee Attendance** Compliance to Governance 18 19 Financial Highlights of this Quarter 20 **Debt Securities** 21 Income Statement 22-23 **Balance Sheet** 24-25 **Cashflow Statement** Statement of Equity 26



### Vision

Enriching lives through expansion and accessibility

## **Values**

Progressive

Respectful

Innovative

Accessible

Caring

### **Mission**

**Lead** through expansion of existing businesses, diversification, exploring new possibilities and entering into new ventures.

**Explore beyond our borders**, expand our markets and establish ourselves as an international player, respected by the international business community.

**Ensure accessibility** with our presence nationwide; offer peace of mind and assurance to the public of uninterrupted provision and affordability of essential goods and services and those that contribute to a fulfilling modern lifestyle.

**Build a skilled workforce** by investing in human development; build our competencies, to achieve sustainable and unhindered growth and fulfil our vision.

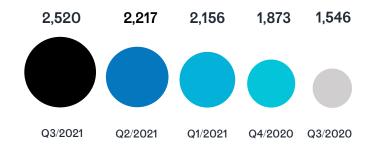




## **Key Financial Figures**

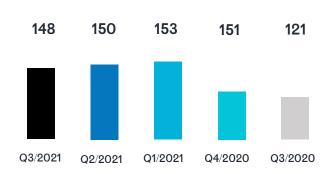
### **Total Revenue**

In Millions, MVR



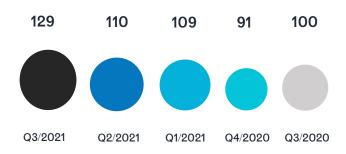
### **Operating Profit**

In Millions, MVR



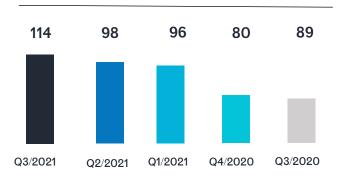
### **Net Profit**

In Millions, MVR



### **Earning per Share**

In MVR



## Our People, Our Pride







## **Corporate Events**

### **Introduction of Paper Bags at STO**

On 1st August 2021, STO started using paper bags instead of plastic bags, in all STO Male' Region Pharmacies. This is to support the initiative by Government to ban the use of single-use-plastic products.



### Submitted application to establish a Digital Bank

On 7<sup>th</sup> September 2021, STO submitted applications to license from MMA, to establish a digital bank in Maldives.



## **Corporate Social Responsibility**

### Donation of Muller sports Medicine

STO donated Muller sports medicinal products to Olympians taking part in the Olympics 2020 in Tokyo. The event was held on 15th July 2021.



### **Donation of VRF Systems**

STO signed a Memorandum of Understanding with Maldives Institute of Technology (MIT) on 26th August 2021, agreeing to collaborate in installing and providing VRF systems.



## **Marketing Events**

### **UHD TV Promotion in collaboration with Medianet**

On 4th July 2021, STO in collaboration with Medianet, commenced a promotion where customers who purchased an UHD Android TV from STO, won one month's free MSTV subscription.



### **Devondale Promotion**

On 15th July 2021, STO launched a Devondale Milk Promotion, where for every purchase made above MVR1000, customers were subject to winning gift packs through a coupon.



## **Marketing Events**

### **Wholesale Customer Registration Promotion**

In order to encourage wholesale customers to register in the Company, a promotion was held from 4<sup>th</sup> August 2021 onwards, where upon registration customers were subject to win great

prizes.



### "Bathirees" TV Promotion

STO Home Improvement launched a "Bathirees" Promotion that offered exciting prizes upon purchase of Hitachi 32" Android Smart TV's. This promotion started n 15th September 2021 at STO Home Improvement.



## **Share Performance**

	Q3/2021	Q2/2021	Q1/2021	Q4/2020	Q3/2020	Q2/2020	Q1/2020
Lowest Trading Price (MVR)	580	550	700	455	515	700	600
Highest Trading Price (MVR)	581	552	700	700	520	700	500
Last Trading Price (MVR)	581	550	700	455	520	700	510
No. of Trades	2	2	2	4	2	1	7
No. of Securities Traded	19	50	28	726	150	1	180
Value of Securities Traded	11,030	27,560	19,600	335,450	77,750	700	93,335
Weighted Average Trade Price (WATP)	581	551	700	462	518	700	518
Market Capitalization (MVR in millions)	655	620	789	513	586	789	610
Dividend Yield %	10	11	8	13	11	8	11
Earnings Per Share (EPS in MVR)	114	98	96	80	89	93	104
Price Earning Ratio	5.09	5.63	7.26	5.66	5.84	7.52	5.03



<sup>\*</sup> Dividend yield has been calculated based on dividend value of MVR 60.00, approved by the shareholders at the last Annual General Meeting.

<sup>\*\* (</sup>Last Trade on 06/10/2021)

## The Board of Directors

- \* Members were last appointed to the Board, at the Annual General Meeting held on 31/05/2021.
- \* Members were re-elected to Board Committees on 15/06/2021.



Hamid Nasheed Mohamed Chairman, Non-Executive, Independent Director



Husen Amru Mohamed Rashad
Chief Executive Officer & Managing Director
Executive Director



Mohamed Nizam
Chief Financial Officer
Executive Director



Shimad Ibrahim

Non-Executive, Independent Director
Chairman of AR Committee
Member of CG Committee



Aminath Rushma
Non-Executive, Independent Director
Chairperson of CG Committee
Member of AR and NR Committee
(Director elected to represent public shareholders)



Ismail Zumayl Rasheed
Non-Executive, Independent Director
Member of NR Committee
Member of AR Committee



Gais Ismail

Non-Executive, Independent Director
Chairman of NR Committee

Member of AR and CG Committee

## **Board Committees**

Audit & Risk Committee



Shimad Ibrahim Chairman



Aminath Rushma Member



Ismail Zumayl Rasheed Member



Gais Ismail Member

### Nomination & Remuneration Committee



Gais Ismail Chairman



Aminath Rushma Member



Ismail Zumayl Rasheed Member

## Corporate Governance & Compliance Committee



Aminath Rushma Chairperson



Shimad Ibrahim Member



Gais Ismail Member

## **Board Activities**

The Articles of Association of STO specifies that the Board should comprise of 7 directors. This include of 5 non-executive, independent members and 2 executive members.

At the Annual General Meeting held on 31st May 2021, the Government appointed 6 members to the Board of Directors, while the public shareholders elected 1 member. Appointed directors and their positions are given on page 12.

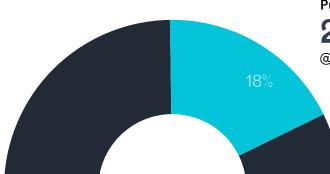
There was no change to the shareholding structure of the Company. As such the Government of Maldives represents 81.63% shares while the public represent 18.37% of shares in the Company. (Details on page 15)

There were no known material transactions with Directors, associates, substantial shareholders or associates, other than those conducted under ordinary course of business.



## **Shareholding** Details





Public 207,041 shares

@ MVR50.00 each, amounts to MVR10,352,050

Authorized Capital	Paid up Capital	Premium
100,000,000	56,345,000	27,814,500

Government

82%

919,869 shares

@ MVR50.00 each, amounts to MVR45,993,450

## **Major Board Decisions**

- Approved to purchase required fleet to carry out the operations of MSS
- Appointed a consultant to develop the business plan and feasibility studies to establish a Flour Mill in Maldives
- Appointed directors to vacant positions in subsidiary boards
- A Legal and Risk function was formed and Uz.Mohamed Samah was appointed as the Chief Legal Officer of the Company

- Approved to proceed establishment of a fuel lab, in association with Geo-Chem
- Board was informed status of the major projects of the Company
- Board Committees presented their reports
- Decided to do a re-valuation of STO Group land and buildings

### **Board and Board Committee Attendance**

	Board Meeting	Audit and Risk Committee	Nomination and Remuneration Committee	Corporate Governance and Compliance Committee
Hamid Nasheed Mohamed Chairman	4/4			
Husen Amru Mohamed Rashad CEO/MD	4/4			
Mohamed Nizam CFO/Executive Director	4/4			
Shimad Ibrahim Board Member Chairman of AR Committee Member of CG Committee	4/4	1/1		
Gais Ismail Board Member Chairman of NR Committee Member of CG Committee Member of AR Committee	4/4	1/1	1/1	-
Ismail Zumayl Rasheed Board Member Member of NR committee Member of AR Committee	4/4	1/1	1/1	-
Aminath Rushma Board Member Chairperson of CG Committee Member of AR Committee Member of NR Committee	4/4	1/1	1/1	-



### Compliance

### **Compliance to Corporate Governance**

STO's Board of Directors and Management strongly support the principles of good corporate governance and are committed to embed such principles into the operations and management of STO and its Group.

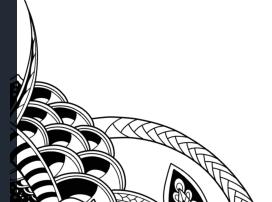
STO believes that the governance arrangements adopted by STO Group are reflective of a high performing, well governed organization. These arrangements enable the Board and Management to make well informed decisions, provide appropriate accountability and transparency, and establish the proper culture and behaviors. STO also believes that leading governance practices is essential for the long-term sustainability of our businesses.

The Board regularly reviews the Company's corporate governance framework, policies and practices to ensure at a minimum that they meet the expectations of our shareholders and evolve in line with the Corporate Governance Code of Capital Market Development Authority and our own internal processes and practices.

### **Reporting Compliance**

This report has been prepared in compliance with the Capital Market Development Authority's Minimum Criteria for Periodic Reporting for Listed Companies.

There were no fines due on Company with regard to any regulations, during the Quarter.



## Financial Highlights of this Quarter

**Total Revenue** 

2,520

(in millions) MVR O2/2021 MVR2.217m

**Net Asset per Share** 

2,482

In MVR Q2/2021 MVR2,368

**Debt Service Cover Ratio** 

0.85

02/2021 0.96

**Total Expenses** 

251

(in millions) MVR O2/2021 MVR245m

Cash Flow per Share

165

MVR O2/2021 MVR249

**Interest Service Cover Ratio** 

5.73

Q2/2021 5.32

**Net Profit** 

129

(in millions) MVR Q2/2021 MVR110m

**Asset Cover Available** 

2.18

Q2/2021 2.22

Reserves

2,713

(in millions) MVR Q2/2021 MVR2,584m **Earning per Share** 

114

in MVR Q2/2021 MVR98

**Debt Equity Ratio** 

1.59

Q2/2021 1.54

**Net Worth** 

2,797

(in millions) MVR Q2/2021 MVR2,669m

### **Debt Securities**

	Q3/2021	Q2/2021	Q1/2021		Q3/2020
Previous due date for the payment of interest/dividend	31.08.2021	31.05.2021	28.02.2021	30.11.2020	31.08.2020
Repayment of principal	23,441,968	23,138,278	22,838,522	22,542,650	22,250,610
Interest	2,919,000	3,222,690	3,522,446	3,818,318	4,110,357
The amounts and where the same has been paid or not	Paid	Paid	Paid	Paid	Paid
Next due date for the payment of interest/dividend	30.11.2021	31.08.2021	31.05.2021	28.02.2021	30.11.2020
The extent and nature of collateral created and maintained with respect of principal	Sovereign guarantee				
Breach of any covenants under the terms of debt securities	No	No	No	No	No



### **Income Statement**

	Q3/2021	Q2/2021	Q1/2021		Q3/2020
Fuel Revenue	1,748,253,756	1,446,517,031	1,448,672,945	972,092,817	818,626,012
Non-Fuel Revenue	771,431,258	770,029,535	706,973,700	900,449,815	727,025,764
Total Revenue	2,519,685,014	2,216,546,566	2,155,646,645	1,872,542,632	1,545,651,776
Cost of Sales	(2,144,500,458)	(1,843,441,039)	(1,793,446,266)	(1,499,667,584)	(1,211,225,497)
Gross Profit	375,184,556	373,105,526	362,200,380	372,875,048	334,426,279
Other Operating Income	23,338,576	21,821,561	14,720,357	30,062,417	12,793,939
	398,523,131	394,927,087	376,920,737	402,937,465	347,220,218
Selling and Marketing Costs	(50,045,026)	(62,266,027)	(45,720,608)	(78,380,387)	(68,317,322)
Administrative Costs	(199,708,724)	(180,777,804)	(176,813,142)	(171,770,022)	(158,255,640)
Other Operating Expenses	(753,463)	(1,772,888)	(1,593,725)	(1,842,939)	(28,969)
Operating Profit	148,015,918	150,110,369	152,793,261	150,944,116	120,618,286
Net finance Costs	5,600,224	(17,048,086)	(22,889,295)	(35,455,514)	(861,743)
Profit Before Tax	153,616,142	133,062,283	129,903,967	115,488,602	119,756,543
Business Profit Tax Expense	(24,886,241)	(22,978,521)	(21,303,714)	(24,873,270)	(19,494,805)
Profit After Tax	128,729,901	110,083,762	108,600,253	90,615,332	100,261,738
Earnings per Share	114	98	96	80	89

### **Balance Sheet**

	Q3/2021	Q2/2021	Q1/2021		Q3/2020
ASSETS					
NON-CURRENT ASSETS					
Property Plant and Equipment	1,696,281,859	1,717,324,724	1,752,774,065	1,757,883,151	1,798,899,532
Investment in Subsidiaries	157,107,425	157,107,425	157,107,425	122,639,380	104,944,380
Investment in Associates	10,567,267	10,567,267	10,567,267	10,567,267	10,567,267
Investment in Joint Venture	4,700,000	4,700,000	4,700,000	4,700,000	4,700,000
Available-for-sale Financial Assets	2,240,800	2,240,800	2,240,800	2,240,800	2,240,800
Investments	3,130,391	4,141,833	5,583,333	7,528,197	5,675,926
Deferred Tax Asset	87,726,148	87,726,148	80,207,242	80,207,242	80,207,242
Right-of-use Assets	164,879,935	164,879,935	164,879,935	154,232,501	154,232,501
Trade and other Receivables	289,125,000	337,312,500	-	-	<del>-</del>
Total Non-Current Assets	2,415,758,826	2,486,000,632	2,178,060,067	2,139,998,538	2,161,467,648
CURRENT ASSETS					
Inventories	807,635,783	801,845,949	893,111,984	985,795,528	1,050,440,791
Trade and Other Receivables	3,254,822,575	3,099,256,643	3,473,940,890	3,169,133,740	2,953,893,063
Cash and Cash Equivalents	775,095,583	385,420,109	493,412,942	386,546,500	250,396,466
Total Current Assets	4,837,553,940	4,286,522,701	4,860,465,817	4,541,475,768	4,254,730,319
Total Assets	7,253,312,766	6,772,523,334	7,038,525,884	6,681,474,306	6,416,197,967
EQUITY					
Share Capital	56,345,500	56,345,500	56,345,500	56,345,500	56,345,500
Share Premium	27,814,500	27,814,500	27,814,500	27,814,500	27,814,500
General Reserve	881,540,683	855,794,702	843,917,040	822,196,990	804,073,923
Retained Earnings	1,831,618,091	1,728,634,170	1,727,822,715	1,658,288,155	1,585,795,889
Total Equity	2,797,318,774	2,668,588,873	2,655,899,755	2,564,645,144	2,474,029,812

### Balance Sheet continued..

	Q3/2021	Q2/2021	Q1/2021		Q3/2020
LIABILITIES					
NON-CURRENT LIABILITIES					
Loans and Borrowings	391,197,773	466,160,534	131,161,034	155,538,197	184,225,554
Current Liablilities					
Current Tax Liabilities	28,988,684	61,786,487	46,912,318	57,148,253	32,274,983
Lease Liabilities	179,373,306	179,373,306	179,373,306	159,087,803	159,087,803
Trade and Other Payables	1,957,951,780	1,752,146,993	1,653,826,670	1,883,964,969	2,021,536,121
Borrowings	1,898,482,450	1,644,467,141	2,371,352,800	1,861,089,940	1,545,043,694
Total Current Liabilities	4,064,796,220	3,637,773,927	4,251,465,095	3,961,290,965	3,757,942,601
Total Liabilities	4,455,993,992	4,103,934,461	4,382,626,129	4,116,829,162	3,942,168,155
Total Equity and Liabilities	7,253,312,766	6,772,523,334	7,038,525,884	6,681,474,306	6,416,197,967

**Mohamed Nizam** Chief Financial Officer Husen Amru Mohamed Rashad Chief Executive Officer & Managing Director **Shimad Ibrahim** Chairman of AR Committee

## **Cash flow Statement**

	Q3/2021	Q2/2021	Q1/2021		Q3/2020
Profit before business profit tax	153,616,142	133,062,283	129,903,967	115,488,602	119,756,543
Adjustments for:					
Depreciation & amortization	25,555,713	25,265,267	25,140,379	30,992,948	29,226,790
Interest income	(736,106)	(1,182,983)	(1,137,384)	(680,352)	(665,336)
Interest expense	25,834,356	28,207,226	25,016,443	35,526,294	31,091,866
Dividend income	(29,900,867)	(10,000,000)	=	=	(29,900,867)
Provision for impairment of receivables	5,495,723	10,038,796	3,384,557	27,716,377	26,618,540
Provision for impairment of assets	-	12,737,508	-	12,233,788	-
Receivables written off	-	381,605	=	=	=
Provision for slow and non-moving inventories	34,891,744	5,853,948	4,865,681	(549,667)	5,746,326
Profit on disposal of property, plant and equipment	-	(160,132)	(23,625)	(17,691,158)	_
Changes in working capital:					
Inventories	(40,681,577)	55,533,785	80,169,867	65,194,929	(190,348,650)
Trade and other receivables	(111,862,712)	28,392,846	(60,185,424)	(244,809,325)	154,362,635
Trade and other payables	206,846,789	20,844,588	(135,521,601)	(137,309,981)	106,044,522
	269,059,204	308,974,737	71,612,859	(113,887,544)	251,932,369
Cash flows from operating activities					
Interest paid	(25,834,356)	(28,207,226)	(25,016,443)	(35,526,294)	(31,091,866)
Business profit tax paid	(57,684,044)	-	(31,539,649)	-	(54,557,827)
Net cash generated from / (used in) operating activities	185,540,804	280,767,510	15,056,767	(149,413,839)	166,282,677

## Cash flow Statement continued..

	Q3/2021	Q2/2021	Q1/2021		Q3/2020
Cash flows from investing activities					
Purchases of property, plant and equipment - net	(4,512,849)	(2,393,302)	(8,437,587)	15,480,803	(13,713,870)
Sales / (purchases) of available-for-sale financial assets	-	-	-	(17,695,000)	-
(Purchases of) / Proceeds from held-to-maturity financial assets	-	159,571,562	(159,571,562)	-	-
Interest received	736,106	1,182,983	1,137,384	680,352	665,336
Dividends received	29,900,867	10,000,000	-	-	29,900,867
Net cash generated from / (used in) investing activities	26,124,124	168,361,243	(166,871,765)	(1,533,845)	16,852,333
Cash flows from financing activities					
Net proceeds from / (repayment of) borrowings	179,052,547	(386,290,334)	99,192,738	287,358,889	(123,859,925)
Dividends paid to shareholders	(1,042,002)	(11,259,690)	(88,387)	(261,171)	(10,341,117)
Net cash generated from / (used in) financing activities	178,010,545	(397,550,024)	99,104,351	287,097,718	(134,201,042)
Net increase / (decrease) in cash and cash equivalents	389,675,474	51,578,729	(52,710,647)	136,150,034	48,933,968
Cash, cash equivalents and bank overdrafts at beginning of the quarter	385,420,109	333,841,381	-	250,396,466	201,462,498
Adjusted cash, cash equivalents and bank overdrafts at the beginning of the quarter	-	-	386,552,028	-	
Cash, cash equivalents and bank overdrafts at end of the quarter	775,095,583	385,420,109	333,841,381	386,546,500	250,396,466

**Statement of Equity** 

	Share Capital	Share Premium	General Reserve	Retained Earnings	Total
Balances as at 1st July 2020	56,345,500	27,814,500	784,021,576	1,570,947,278	2,439,128,854
Profit for the year	-	-	-	100,261,738	100,261,738
Transfer to general reserve	=	-	20,052,348	(20,052,348)	
Dividends	=	=	=	(65,360,780)	(65,360,780)
Balance as at 30th September 2020	56,345,500	27,814,500	804,073,923	1,585,795,889	2,474,029,812
Balances as at 1st October 2020	56,345,500	27,814,500	804,073,923	1,585,795,889	2,474,029,812
Profit for the year	-	-	-	90,615,332	90,615,332
Remeasurement of retirement benefit liability (OCI)	-	-	-	-	=
Transfer to general reserve	-	-	18,123,066	(18,123,066)	=
Dividends	-	-	-		=
Balance as at 31st December 2020	56,345,500	27,814,500	822,196,990	1,658,288,154	2,564,645,144
Impact on reported profit due to audit adjustments	-	-	-	(17,345,642)	(17,345,642)
Adjusted balances as at 1st January 2021	56,345,500	27,814,500	822,196,990	1,640,942,513	2,547,299,503
Profit for the year	-	-	-	108,600,253	108,600,253
Transfer to general reserve	-	-	21,720,051	(21,720,051)	-
Dividends	-	-	-	-	-
Balance as at 31st March 2021	56,345,500	27,814,500	843,917,040	1,727,822,715	2,655,899,755
Impact on reported profit due to audit adjustments	-	<del>-</del>	(10,139,090)	(19,640,954)	(29,780,044)
Adjusted balances as at 1st April 2021	56,345,500	27,814,500	833,777,950	1,708,181,761	2,626,119,711
Profit for the year	-	-	-	110,083,762	110,083,762
Remeasurement of retirement benefit liability (OCI)	-	-	-	-	-
Transfer to general reserve	-	-	22,016,752	(22,016,752)	-
Dividends	-	-	-	(67,614,600)	(67,614,600)
Balance as at 30th June 2021	56,345,500	27,814,500	855,794,702	1,728,634,170	2,668,588,873
Adjusted balances as at O1st July 2021	56,345,500	27,814,500	855,794,702	1,728,634,170	2,668,588,873
Profit for the year	-	-	-	128,729,901	128,729,901
Remeasurement of retirement benefit liability (OCI)	-	-	-	-	-
Transfer to general reserve	-	=	25,745,980	(25,745,980)	=
Balance as at 30th September 2021	56,345,500	27,814,500	881,540,683	1,831,618,091	2,797,318,774

### Name of Company

State Trading Organization plc Company Registration Number C-186/2001

### Legal form

A Public Listed Company with limited liability. Initially incorporated as a Government Company, Athireemaafannu Trading Account (ATA) on 20th December 1964. Renamed as State Trading Organization on 9th June 1979. Changed to a public listed company on 14th August 2001.

### Stock exchange listing

Ordinary shares of the Company are listed at the Maldives Stock Exchange Company Pvt. Ltd.

#### Registered address

State Trading Organization plc.
Kan'baa Aisa Rani Hingun,
Maafannu,
Malé 20345
Republic of Maldives
Call Centre: 1422
Email: info@stomaldives.net
Website: sto.mv









/stoplc

sto.mv



Thank you to all our employees, customers, shareholders, suppliers and other stakeholders.

We are proud to be working with you to support and build a more sustainable Community.

Together, let's continue to enhance our lives.



The ideal trade leader in Maldives, contributing to the Health Industry, Consumer Market, Construction Materials Industry, Fuel and logistics Industry, Insurance Industry, Cooking and Medical Gas Industry, Shipping Industry and the manufacturing of Fish and its by-products Industry. Present across the Country with more than 4,000 employees and serving over 250,000 customers, the Company is standing strong, since 1964.