# Quarterly Report Q2-2022



State Trading Organization plc





This is the second quarter report of State Trading Organization plc. (STO) for the year 2022.

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 April 2022 to 30th June 2022.

This report was published on 30<sup>th</sup> July 2022



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# 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**



**Operating Profit** 

In Millions, MVR

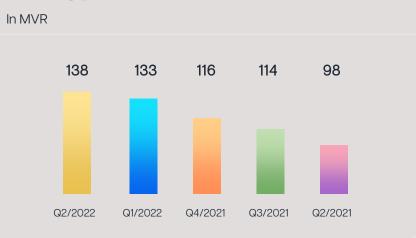


#### Net Profit

In Millions, MVR

Earning per Share





### Our People, Our Pride



# **Corporate** Events

#### "Aa Adhabee Bas" Social Media Campaign

"Aa Adhabee Bas" Social media campaign launched on 1st April 2022 was aimed to encourage and promote use of Dhivehi literature, specially among the young generation.

#### **Majeedee Run**

It was a privilege to collaborate with Majeedhiyya School - the first Government school in the Maldives -, as the main sponsor of 'Majeedhee Run', held on the occasion of its 95th Anniversary.

#### Children's Day 2022

We celebrated Children's Day 2022 by holding a children's evening at STO People's Choice, with fun activities.

#### LOU signing ceremony with Senahiya Military Hospital and Hulhumale Hospital

A LOU was signed with Senehiya Military Hospital and Hulhumale Hospital, agreeing to carry out internship trainings for the participants of STO introduced scholarship program on "Diploma in Radiography". This program is carried out in collaboration with GE Healthcare, with the aim to develop local talent in the field of Radiology.

#### **Opening of Makita Showroom**

STO Makita Showroom was opened on 27th June 2022. This showroom is specialized for Makita Tools and its after sales services.

#### Annual General Meeting 2021

The AGM 2021 was held at Marina Crossroads on 30<sup>th</sup> May 2022. A total of 782 shareholders participated in the meeting, in person, through proxy and online.

#### "Ufanvaa Konme Kujjakah Hadhiya eh"

Becoming a parent is the most important day for a family. To celebrate with them on this special day, STO began gifting every newborn baby in the Country, with a gift hamper of first care essential items for both the baby and the mother.

#### Readymix Concrete to Thilamale' Bridge Project

Agreement signing ceremony was held on 12th May 2022 between STO and AFCONS for the supply of Readymix Concrete to Thilamale' Bridge project.

# Completion of Ambulance handover project

The official handover ceremony of Ambulances procured under the MOU signed with Ministry of Health was held on 26th April 2022. A total of 96 ambulances were handed over under this project.

#### International Seafarers Day 2022

With an aim to enlighten young generation on the maritime field, a Panel Discussion on the theme - "Career in Maritime" was held. The Panel members consisted of maritime experts with over 15 years of experience. Students of grade 11 & 12 of 3 different schools visited to observe and participate in the discussions. This event was held in association with Maldives State Shipping.

# **CSR** Events

#### World Autism Awareness Day

STO Head Office building was lit up in blue to show our support in creating awareness about Autism. World Autism Awareness Day is celebrated on 2nd April every year.

#### "Plastic Noon Gotheh' Campaign

On 26th April 2022, STO in collaboration with MACCS started the "Plastic Noon Gotheh" Campaign which advocates for the use of alternatives to single-use plastic bags in the community.

#### 'Thuhthu Dharifulhu" book

"Thuhthu Dharifulhu"; a special book curated for new parents was launched on 9th June 2022. The book highlights on the first 100 days of newborns with medically sound information to provide guidance to the new parents.

#### Donation of Vaccines to Fiyavathi

STO donated the 2nd dose of Influenza and Chickenpox Vaccines to Fiyavathi on 15th May 2022.

#### Participating in "Hakathari" program of Ministry of Environment, Climate Change and Technology

STO became the first company to participate in the "Hakathari' program; energy efficiency labelling, initiated by the Ministry of Environment, Climate Change and Technology on 19th May 2022, where STO received energy efficiency rankings for some of the products offered.

#### Donation of Paint to Fiyavathi

STO donated Nippon Paint to Fiyavathi on 7th June 2022.



# Marketing Events

#### STO signed as a co-sponsor of F&B

#### Show

On 3rd April 2022, STO signed as a co-sponsor of the 5th Food and Beverage Show. Our finest brands were showcased at the show.

#### "Kruger Challenge" Promotion

"Kruger Challenge" Promotion commenced on 19th May 2022 at STO People's Choice.

#### "Tea talk with Zinan"

On 26th May 2022, STO celebrated International Tea Day at STO People's Choice, where Fitness Coach, Mr. Hussain Zinan, interacted with our customers through a wellness talk.

#### Launching of Credit Scheme via Leasing Partners

On 1st June 2022, an easy credit payment scheme was launched for the convenience of STO Peoples Choice customers, on the products offered by the Leasing Partners operating in the store.

#### Launching of "Russel Hobbs" Brand Products

It was an honor to have our newly partnered brand Russel Hobbs, UK and its range of products, be introduced by His Excellencey Vice President Mr. Faisal Naseem, at the Food and Beverage Fair on 4th June 2022.

#### Launching of "Hama Hitachi Promotion"

On 20th June 2022, STO launched "Hama Hitachi" Promotion.

#### MIFCO as a leasing partner of STO People's Choice

On 16th June 2022, STO People's Choice partnered with MIFCO as a leasing partner of the store, thereby making available the wide range of MIFCO products from the store.







### **Share Performance**

	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021
Lowest Trading Price (MVR)	750	650	580	580	550
Highest Trading Price (MVR)	1300	650	581	581	552
Last Trading Price (MVR)	1300	650	581	581	550
No. of Trades	5	1	-	2	2
No. of Securities Traded	46	15	-	19	50
Value of Securities Traded	44,700	9,750	-	11,030	27,560
Weighted Average Trade Price (WATP)	972	650	580	581	551
Market Capitalization (MVR in millions)	1,465	733	655	655	620
Dividend Yield %	5	9	10	10	11
Earnings Per Share (EPS in MVR)	138	133	116	114	98
Price Earning Ratio	9.43	4.89	5.00	5.09	5.63

\* Dividend yield has been calculated based on dividend value of MVR 65.00, approved by the shareholders at the last Annual General Meeting.

\*\* (Last Trade on 29/06/2022)

# The Board of **Directors**

\* Members were last appointed to the Board, at the Annual General Meeting held on 30/05/2022.

\* Members were re-elected to Board Committees on 22/06/2022.



Hamid Nasheed Mohamed Chairman, Non-Executive, Independent Director



Husen Amr 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



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



Abdulla Saeed Non-Executive, Independent Director Chairperson of CG Committee Member of NR Committee (Director elected to represent public shareholders)

## The Board Committees

Audit & Risk Committee Nomination & Remuneration Committee Corporate Governance & Compliance Committee



Shimad Ibrahim Chairman



Chairman



Abdulla Saeed Chairman



### 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 30<sup>th</sup> May 2022, 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 13.

Currently there are no female directors in the Board.

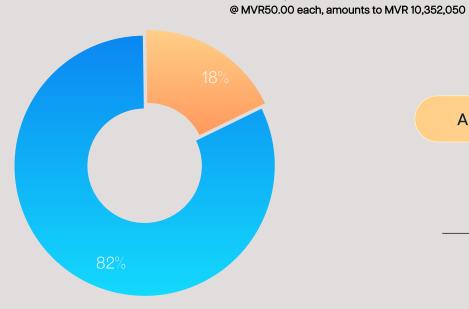
There was no change to the shareholding structure of the Company. As such the Government of Maldives represents 81.63% shares while the public represent 18.37% of shares in the Company. (Details on page 16)

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

 Authorized Capital
 Paid up Capital
 Premium

 100,000,000
 56,345,000
 27,814,500

Government 919,869 shares @ MVR50.00 each, amounts to MVR 45,993,450



## Major Board Decisions

- Strategic plan updates and its implementation status was reviewed
- 8-degree channel bunkering project was discussed
- Discussion were made on matters relating to Annual General Meeting and necessary approvals were given
- It was decided to declare MVR65 per share as dividend for 2021, at the Annual General Meeting

- Audited Financial Statements were reviewed and approved for submission at the Annual General Meeting
- Approvals were given to initiate the enhancement of Medicals warehouse project
- Travel Policy and Procedure was reviewed and approved

## Board and Board Committee Attendance

	Board Meeting	Audit and Risk Committee	Nomination and Remuneration Committee	Corporate Governance and Compliance Committee
Hamid Nasheed Mohamed Chairman	6/6			
Husen Amru Mohamed Rashad CEO/MD	5/6			
Mohamed Nizam CFO/Executive Director	6/6			
<b>Shimad Ibrahim</b> Board Member Chairman of AR Committee Member of CG Committee	6/6			-
<b>Gais Ismail</b> Board Member Chairman of NR Committee Member of CG Committee Member of AR Committee	6/6	2/2	-	-
<b>Ismail Zumayl Rasheed</b> Board Member Member of NR committee Member of AR Committee	6/6	2/2	-	
Aminath Rushma Former Board Member (Until 30.05.2022) Former Chairperson of CG Committee Former Member of AR Committee Former Member of NR Committee	4/4		-	-
Abdulla Saeed Board Member (From 30.05.2022) Chairperson of CG Committee Member of NR Committee	2/2		-	-

# 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.

However, given the current procedure and practice for shareholders to appoint Directors to represent them in the Board, there were no female Directors appointed. Hence, currently the composition of the Board does not comply with the Corporate Governance Code of CMDA, on having female members in the Board.

#### **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



# Debt Securities

	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021
Previous due date for the payment of interest/dividend	31.05.2022	28.02.2022	30.11.2021	31.08.2021	31.05.2021
Repayment of principal	24,377,163	24,061,357	23,749,643	23,441,968	23,138,278
Interest	1,983,805	2,299,610	2,611,324	2,919,000	3,222,690
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	31.08.2022	31.05.2022	28.02.2022	30.11.2021	31.08.2021
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

	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021
Revenue	4,949,451,332	4,041,839,000	3,295,088,928	2,519,687,509	2,216,546,566
Cost of Sales	(4,491,932,224)	(3,572,850,541)	(2,897,681,150)	(2,144,501,799)	(1,843,441,039)
Gross Profit	457,519,108	468,988,458	397,407,778	375,185,710	373,105,526
Other operating income	27,312,019	17,882,607	31,998,294	23,338,576	21,821,561
	484,831,127	486,871,065	429,406,072	398,524,286	394,927,087
Selling and marketing costs	(73,432,545)	(60,928,253)	(67,252,091)	(50,045,026)	(62,266,027)
Administrative costs	(192,068,227)	(215,787,653)	(184,705,204)	(199,708,724)	(180,777,804)
Other operating expenses	(2,828,537)	(1,301,002)	(550,936)	(753,463)	(1,772,888)
Operating Profit	216,501,818	208,854,157	176,897,841	148,017,073	150,110,369
Finance costs	(28,664,704)	(31,881,809)	(22,757,018)	5,600,224	(17,048,086)
Profit before tax	187,837,114	176,972,347	154,140,823	153,617,296	133,062,283
Business Profit Tax expense	(32,512,470)	(27,057,204)	(23,077,933)	(24,886,241)	(22,978,521)
Profit After Tax	155,324,644	149,915,143	131,062,890	128,731,055	110,083,762
Earnings per share	138	133	116	114	98

# Balance Sheet

	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021
ASSETS					
NON-CURRENT ASSETS					
Property Plant and Equipment	1,816,164,075	1,802,885,344	1,685,860,078	1,696,281,698	1,717,324,724
Investment in Subsidiaries	284,900,650	157,107,425	157,107,425	157,107,425	157,107,425
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	4,252,533	5,148,288	6,044,043	3,130,391	4,141,833
Deferred Tax Asset	94,197,450	87,726,148	87,726,148	87,726,148	87,726,148
Right-of-use Assets	147,140,713	147,140,713	164,879,935	164,879,935	164,879,935
Trade and other Receivables	144,562,500	192,750,000	240,937,500	289,125,000	337,312,500
Total Non-Current Assets	2,508,725,987	2,410,265,985	2,360,063,196	2,415,758,664	2,486,000,632
CURRENT ASSETS					
Inventories	1,441,356,008	967,453,342	1,310,055,341	807,634,442	801,845,949
Trade and Other Receivables	4,932,109,516	4,308,373,077	3,788,135,640	3,254,825,070	3,099,256,643
Cash and Cash Equivalents	996,439,446	917,870,129	1,063,412,712	775,095,583	385,420,109
Total Current Assets	7,369,904,971	6,193,696,548	6,161,603,693	4,837,555,095	4,286,522,701
Total Assets	9,878,630,958	8,603,962,533	8,521,666,889	7,253,313,759	6,772,523,334
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	970,040,198	938,975,269	907,753,491	881,540,914	855,794,702
Retained Earnings	2,106,364,743	2,051,758,733	1,926,871,623	1,831,618,853	1,728,634,170
Total Equity	3,160,564,941	3,074,894,002	2,918,785,115	2,797,319,767	2,668,588,873

# Balance Sheet continued.

	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021
LIABILITIES					
NON-CURRENT LIABILITIES					
Loans and Borrowings	426,371,053	407,458,306	368,582,041	391,197,773	466,160,534
CURRENT LIABILITIES					
Current Tax Liabilities	59,823,393	38,869,374	52,066,617	28,988,684	61,786,487
Lease Liabilities	165,645,414	165,645,414	179,373,306	179,373,306	179,373,306
Trade and Other Payables	3,516,081,654	2,641,219,291	2,994,046,863	1,957,951,780	1,752,146,993
Borrowings	2,550,144,503	2,275,876,147	2,008,812,947	1,898,482,450	1,644,467,141
Total Current Liabilities	6,291,694,964	5,121,610,225	5,234,299,734	4,064,796,220	3,637,773,927
Total Liabilities	6,718,066,018	5,529,068,531	5,602,881,775	4,455,993,992	4,103,934,461
Total Equity and Liabilities	9,878,630,958	8,603,962,533	8,521,666,890	7,253,313,759	6,772,523,334

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Mohamed Nizam

Chief Financial Officer

Husen Amr Mohamed Rashad Chief Executive Officer & Managing Director

Shimad Ibrahim Chairman of AR Committee

# Cash flow Statement

	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021
Profit before business profit tax	187,837,114	176,972,347	154,140,823	153,616,142	133,062,283
Adjustments for:					
- Depreciation & amortization	23,615,692	23,205,871	25,974,281	25,555,713	25,265,267
- Interest income	(2,193,587)	(2,624,492)	(1,350,517)	(736,106)	(1,182,983)
- Interest expense	39,050,289	34,550,794	38,018,215	25,834,356	28,207,226
- Dividend income	(8,000,000)	-	(14,999,900)	(29,900,867)	(10,000,000)
- Provision for impairment of receivables	23,836,108	1,181,117	11,660,157	5,495,723	10,038,796
- Provision for impairment of assets	-	10,000,000	-	-	12,737,508
- Receivables written off	-	-	-	-	381,605
- Provision for slow and non-moving inventories	7,808,428	4,560,173	(2,062,449)	34,891,744	5,853,948
- Profit on disposal of property, plant and equipment	(9,402,952)	(53,132)	(25,741)	-	(160,132)
Changes in working capital:					
- Inventories	(660,386,077)	338,041,826	(500,358,451)	(40,681,577)	55,533,785
- Trade and other receivables	(595,903,206)	(470,509,921)	(371,903,654)	(111,862,712)	28,392,846
- Trade and other payables	998,432,533	(344,300,543)	1,026,784,425	206,846,789	20,844,588
	4,694,341	(228,975,960)	365,877,191	269,059,204	308,974,737
Cash flows from operating activities					
Interest paid	(39,050,289)	(34,550,794)	(38,018,215)	(25,834,356)	(28,207,226)
Business profit tax paid	(14,434,308)	(40,254,447)	-	(57,684,044)	-
Net cash generated from / (used in) operating activities	(48,790,256)	(303,781,201)	327,858,976	185,540,804	280,767,510

# Cash flow Statement continued..

	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021
Cash flows from investing activities					
Purchases of property, plant and equipment - net	(157,870,782)	(150,178,005)	(15,526,921)	(4,512,849)	(2,393,302)
Loan to related parties	-	-	(127,793,225)	-	-
(Purchases of) / Proceeds from held-to-maturity financial assets	-	-	-	-	159,571,562
Interest received	2,193,587	2,624,492	1,350,517	736,106	1,182,983
Dividends received	8,000,000	-	14,999,900	29,900,867	10,000,000
Net cash generated from / (used in) investing activities	(147,677,195)	(147,553,514)	(126,969,729)	26,124,124	168,361,243
Cash flows from financing activities					
Net proceeds from / (repayment of) borrowings	287,475,220	305,939,464	87,714,766	179,052,547	(386,290,334)
Dividends paid to shareholders	(12,438,452)	(189,535)	(286,884)	(1,042,002)	(11,259,690)
Net cash generated from / (used in) financing activities	275,036,768	305,749,929	87,427,882	178,010,545	(397,550,024)
Net increase / (decrease) in cash and cash equivalents	78,569,318	(145,584,785)	288,317,129	389,675,474	51,578,729
Cash, cash equivalents and bank overdrafts at beginning of the quarter	917,870,129	-	775,095,583	385,420,109	333,841,381
Adjusted cash, cash equivalents and bank overdrafts at the beginning of the quarter		1,063,454,914	-	-	
Cash, cash equivalents and bank overdrafts at end of the quarter	996,439,446	917,870,129	1,063,412,712	775,095,583	385,420,109

### Statement of Equity

	Share capital	Share premium	General reserve	Retained Earnings	Total
Adjusted balances as at 01st July 2021	56,345,500	27,814,500	855,794,702	1,728,634,009	2,668,588,712
Profit for the year	-	-	-	128,731,055	128,731,055
Remeasurement of retirement benefit liability (OCI)	-	-	-	-	-
Transfer to general reserve	-	-	25,746,211	(25,746,211)	-
Balance as at 30th September 2021	56,345,500	27,814,500	881,540,914	1,831,618,853	2,797,319,767
Adjusted balances as at 01st October 2021	56,345,500	27,814,500	881,540,914	1,831,618,853	2,797,320,528
Profit for the year	-	-	-	131,062,890	131,062,890
Remeasurement of retirement benefit liability (OCI)	-	-	-	(9,597,542)	(9,597,542)
Transfer to general reserve	-	-	26,212,578	(26,212,578)	-
Dividends	-	-	-		-
Balance as at 31st Dec 2021	56,345,500	27,814,500	907,753,491	1,926,871,623	2,918,785,115
Impact on reported profit due to audit adjustments			1,238,749	4,954,995	6,193,744
Adjusted balances as at 01st January 2022	56,345,500	27,814,500	908,992,240	1,931,826,618	2,924,978,859
Profit for the year	-	-	-	149,915,143	149,915,143
Transfer to general reserve	-	-	29,983,029	(29,983,029)	-
Balance as at 31st March 2022	56,345,500	27,814,500	938,975,269	2,051,758,733	3,074,894,002
Impact on reported profit due to audit adjustments	-	-	-	3,595,444	3,595,444
Adjusted balances as at 01st April 2022	56,345,500	27,814,500	938,975,269	2,055,354,177	3,078,489,446
Profit for the year	-	-	-	155,324,644	155,324,644
Transfer to general reserve	-	-	31,064,929	(31,064,929)	-
Dividends	-	-	-	(73,249,149)	(73,249,149)
Balance as at 30th June 2022	56,345,500	27,814,500	970,040,198	2,106,364,743	3,160,564,941



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.

#### Name of Company

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

#### Legal form

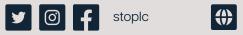
A Public Listed Company with limited liability. Initially incorporated as a Government Company, Athireemaafannu Trading Account (ATA) on 20th December 1964. Renamed as State Trading Organization on 9th June 1979. Changed to a public listed company on 14th August 2001.

#### 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

#### Stock exchange listing

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







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.