Maybank

Regional Plantations

Indonesia taking measures to lift demand and exports

A normalization of inventory still 2 months away

Export-friendly measure and increase in biodiesel mandate (to B35) announced recently by the Indonesia (ID) government will help resolve its bloated inventories (estimated to be >8.5mt) but may take at least 2 months for inventories to normalize as ID is now entering its seasonal peak production cycle in 2H. The high export taxes for the month of July is a currently a deterrent on exports and ought to be cut immediately to help boost exports. Stay NEUTRAL. Our preferred BUYs: IOI and KLK.

Lifted export ratio & raising biodiesel blend to B35

After months of trying to bring down domestic CPO prices to provide for affordable cooking oil to the masses, the ID government is now mulling measures to boost the demand of palm oil. Over the past two weeks, the ID government announced two key measures aimed at boosting demand and exports: (1) the ID government lifted its domestics vs. export ratio to 1:7 from 1:5 effective 1 July. Under the changes, exporters can now export palm oil at a rate of seven times their domestic sales (ie. the so-called DMO or domestic market obligation); (2) the ID government plans to implement B35 biodiesel blend (from B30) starting 20 July. According to senior energy ministry official Dadan Kusdiana, the higher mandate could create additional demand for 0.73m KL of palm biodiesel this year, bringing the full year KL consumption to 10.88m. This translates to additional 0.15mt of CPO usage a month.

ID government is mulling lowering export taxes too

It is also reported that the ID government is considering: (a) setting its CPO export reference price every 2 weeks instead of every month, aiming to adjust quicker to the fast-changing market prices, and (b) cutting palm oil export levy to help stimulate more overseas shipments. We believe either strategy is sensible as the recent sharp drop in global CPO prices coupled with high export taxes in the month of July is making it difficult for any new sales to transact this month. We reckon exporters will likely negotiate to push back export deliveries to the month of August in anticipation of significantly lower export taxes to be announced by monthend. In the month of July, the applicable CPO export tax is USD488/t (see Fig.1; before domestic market obligation or USD200/t extra export taxes applicable under the Flush Out program). But end-July (assuming current global CPO prices are unchanged), we believe the ID government will announce a sharply lower export taxes applicable for the month of August, likely to be USD224/t or USD289/t (see Fig.2) as global CPO prices have fallen sharply the past month.

Domestic CPO price in ID hit new lows in recent days

Domestic CPO price in ID was MYR2,152/t on 8 July (or IDR7,288/kg), after briefly dipping below IDR7,000/kg on 6 & 7 July (Fig.3). The lower prices are in tandem with lower BMD FCPO global benchmark prices. The price gap between MY and ID is now at MYR2,152/t (Fig.4). We believe the price gap will narrow once ID revises down its export taxes. But without fresh catalyst to push CPO price higher, all eyes will be on the weather condition and crop development in the Northern Hemisphere for fresh price direction (and support to CPO price).

NEUTRAL

Unchanged]

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Regional CPO price forecast

	2022E	2023E
	MYR/t	MYR/t
Full year avg (FOB)	5,000	3,400
MDEX / MPOB prices:		
3M CPO price (8 July)	4,163	
YTD (8 July) 3M CPO ASP	5,833	
YTD (8 July) spot CPO ASP	6,286	

Plantation stocks mentioned on cover page

Company	BBG ticker	Rec	Shr px	Tgt px
MY listed			LCY	LCY
KL Kepong	KLK	Buy	20.62	28.10
IOI Corp	IOI	Buy	3.80	4.21

Source: Maybank IBG Research

Terms used in this note:

ASP - Average Selling Price

BMD - Bursa Malaysia Derivative

CPO - Crude Palm Oil

FCPO - Futures Crude Palm Oil

ID - Indonesia/ Indonesian

KL - kiloliters

LCY - Local currency

mt - million tonnes

MY - Malaysia/ Malaysian

PO - Palm Oil

t - tonnes



Stock	Bloomberg	Mkt cap	Rating	Price	TP	Upside	P/E	(x)	P/B	3 (x)	Div y	d (%)
	code	(USD'm)		(LC)	(LC)	(%)	22E	23E	22E	23E	22E	23E
Sime Darby Plant	SDPL MK	6,358	Hold	4.07	4.42	14	9.9	16.2	1.7	1.7	6.1	3.7
IOI Corp	IOI MK	5,395	Buy	3.80	4.21	14	14.7	16.4	2.2	2.1	4.1	3.7
KL Kepong	KLK MK	5,035	Buy	20.62	28.10	41	10.1	14.7	1.7	1.6	5.3	4.1
First Resources	FR SP	1,703	Hold	1.51	1.62	13	7.3	9.1	1.3	1.2	6.9	5.5
Genting Plant	GENP MK	1,291	Hold	6.37	6.40	6	10.0	15.9	1.1	1.0	6.0	3.8
Bumitama Agri	BAL SP	776	Buy	0.62	0.78	32	5.8	6.4	1.0	0.9	6.9	6.2
Swk Oil Palms	SOP MK	532	Hold	3.97	4.01	5	4.7	7.9	0.7	0.7	4.3	3.8
Boustead Plant	BPLANT MK	387	Hold	0.77	0.87	18	5.4	14.2	0.6	0.6	18.4	4.2
Ta Ann	TAH MK	383	Hold	3.81	4.06	17	5.4	8.4	1.0	0.9	11.0	7.1
TSH Resources	TSH MK	321	Hold	1.03	0.98	1	8.1	11.5	0.8	0.7	5.9	2.6
TH Plantations	THP MK	111	Sell	0.56	0.55	(1)	4.3	10.6	0.6	0.6	0.0	0.0

July 12, 2022 2



Fig. 1: Indonesia's combined export taxes (ie export duty + levy) - till 31 July 2022

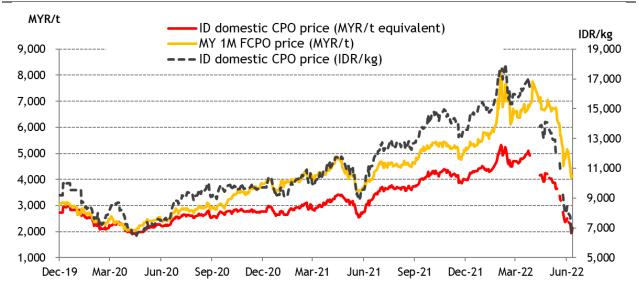
Palm oil (Ministry of Trade Reference Price)	<750	751- 800	801- 850	851- 900	901- 950	951- 1000	1001- 1050	1051- 1100	1100- 1150	1151- 1200	1021- 1250	1251- 1300	1301- 1350	1351- 1400	1401- 1450	1451- 1500	>1500
Per tonne	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD
СРО	55	78	113	148	187	219	274	303	338	366	390	415	430	445	460	475	488
RBD Palm Olein	35	51	67	85	111	131	181	203	224	243	267	275	290	305	320	335	352
RBD Palm Oil	38	54	70	86	107	125	174	194	214	233	251	248	261	274	287	300	314
Biodiesel	25	41	57	73	89	95	132	140	147	186	193	202	212	223	233	243	255
Source: Indo	nesia's	Ministe	ers Decre	ee													

Fig. 2: Indonesia's combined export taxes (ie export duty + levy) - to be effective 1 Aug 2022

<750	751- 800	801- 850	851- 900	901- 950	951- 1000	1001- 1050	1051- 1100	1100- 1150	1151- 1200	1021- 1250	1251- 1300	1301- 1350	1351- 1400	1401- 1450	1451- 1500	>1500
USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD	USD
55	78	113	148	187	224	289	328	368	401	430	455	470	485	500	515	528
35	51	67	85	111	140	200	232	258	282	311	319	334	349	364	379	396
38	54	70	86	107	134	193	223	248	272	295	292	305	318	331	344	358
25	41	57	73	89	104	151	169	181	225	237	246	256	267	277	287	299
	USD 55 35 38	USD USD 55 78 35 51 38 54	USD USD USD 55 78 113 35 51 67 38 54 70	USD USD USD USD 55 78 113 148 35 51 67 85 38 54 70 86	4750 800 850 900 950 USD USD USD USD USD 55 78 113 148 187 35 51 67 85 111 38 54 70 86 107	USD USD USD USD USD USD 55 78 113 148 187 224 35 51 67 85 111 140 38 54 70 86 107 134	4/50 800 850 900 950 1000 1050 USD USD USD USD USD USD USD 55 78 113 148 187 224 289 35 51 67 85 111 140 200 38 54 70 86 107 134 193	4750 800 850 900 950 1000 1050 1100 USD USD </td <td>4750 800 850 900 950 1000 1050 1100 1150 USD USD<</td> <td>4750 800 850 900 950 1000 1050 1100 1150 1200 USD USD</td> <td>4750 800 850 900 950 1000 1050 1100 1150 1200 1250 USD US</td> <td>4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 USD U</td> <td>4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 USD USD</td> <td>4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 1400 USD <td< td=""><td>4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 1400 1450 USD <t< td=""><td>4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 1400 1450 1500 USD <</td></t<></td></td<></td>	4750 800 850 900 950 1000 1050 1100 1150 USD USD<	4750 800 850 900 950 1000 1050 1100 1150 1200 USD USD	4750 800 850 900 950 1000 1050 1100 1150 1200 1250 USD US	4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 USD U	4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 USD USD	4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 1400 USD USD <td< td=""><td>4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 1400 1450 USD <t< td=""><td>4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 1400 1450 1500 USD <</td></t<></td></td<>	4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 1400 1450 USD USD <t< td=""><td>4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 1400 1450 1500 USD <</td></t<>	4750 800 850 900 950 1000 1050 1100 1150 1200 1250 1300 1350 1400 1450 1500 USD <

Source: Indonesia's Ministers Decree

Fig.3: Domestic CPO spot prices in Malaysia and Indonesia (converted from IDR into MYR per tonne)



Source: Bloomberg, GAPKI

MYR/t — Indonesia's CPO price discount to Malaysia

200
(300)
(300)
(300)
(1,300)
(1,300)
(1,800)
(2,300)
(2,800)
(3,300)
(2,800)
(3,300)
(3,300)

Apr-22
Mar-21
May-21
May-22
May-23
May-23
May-23
May-23
May-24
May-25
Ma

Fig.4: Indonesia's CPO price discount to Malaysia (in MYR per tonne)

Source: Bloomberg, GAPKI, Maybank IBG Research

Fig. 5: Geographical exposure (by oil palm planted area) for stocks under coverage

Company	Malaysia	Indonesia	Others	Remarks	
	(%)	(%)	(%)		
		22			
SDPL MK - Sime Darby Plantation	51	33	16	Integrated player	
IOI MK - IOI Corporation	88	12	-	Integrated player	
KLK MK - KL Kepong	43	55	2	Integrated player	
GENP MK - Genting Plantations	41	59	-	Integrated player	
THP MK - TH Plantations	97	3	-		
SOP MK - Sarawak Oil Palms	100	-	-	Integrated player	
TAH MK - Ta Ann Holdings	100	-	-		
TSH MK - TSH Resources	15	85	-		
BPLANT MK -Boustead Plantations	100	-	-		
FR SP - First Resources	-	100	-	Integrated player	
BAL SP - Bumitama Agri	-	100	-		

Source: Companies

Risk statement

There are several risk factors that may affect our sector view, earnings estimates, price targets, and ratings of stocks under coverage. Key risks to the sector and companies are:

Upside risks: (i) Weaker-than-expected production recovery of palm oil and other vegetable oils in 2H22; (ii) Brent crude oil price inches closer to USD150/barrel; (iii) Weather anomalies at major palm oil and oilseeds producing regions persisting into 2H22; (iv) Unfriendly government policies at producing or exporting countries; and (v) the Russia-Ukraine war extending into 2H22.

Downside risks: (i) Reversal of Brent crude oil price to sharply below USD80/barrel; (ii) Negative policies imposed by importing countries; (iii) Unfriendly government policies at producing or exporting countries; (iv) Production in 2022 turns out much stronger than expected; (v) Global demand turns out to be weaker than expected on demand destruction; and (vi) Weaker competing oil prices (like soybean and rapeseed).

July 12, 2022 4



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July 12, 2022 7



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8