



PT LAUTAN LUAS Tbk

Investor Newsletter 1H2021



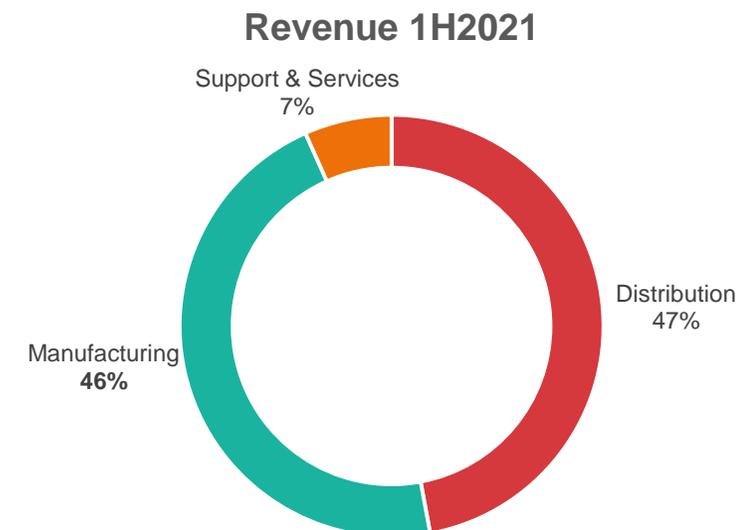
Financial Highlights



PT LAUTAN LUAS Tbk

(IDR billion)

Consolidated Performance	2018	2019	2020	1H2020	1H2021
Revenue	7,076	6,535	5,592	2,881	3,076
Gross Margin	18.2%	19.6%	21.0%	20.8%	19.6%
Income from Operation	438	447	331	123	224
Net Income	200	181	75	6	77
EBITDA	694	656	645	276	368



Revenue was IDR 3,076 billion in the 1H2021, or 6.8% higher than 1H2020. The increase was mainly from Distribution segment (13.6%) mainly attributable to higher sales to customers in personal & home care industry.

Consolidated gross margin in 1H2021 was lower at 19.6% compared to 1H2020. The decrease was from Manufacturing segment.

Income from operation was achieved at IDR 224 billion in 1H2021, higher than 1H2020. The improvement was mainly due to lower operating expense and foreign exchange loss in 1H2021.

Profit for the year attributable to owners of the parent entity in 1H2021 was IDR 77 billion, higher from IDR 6 billion in 1H2020 in line with higher income from operation.

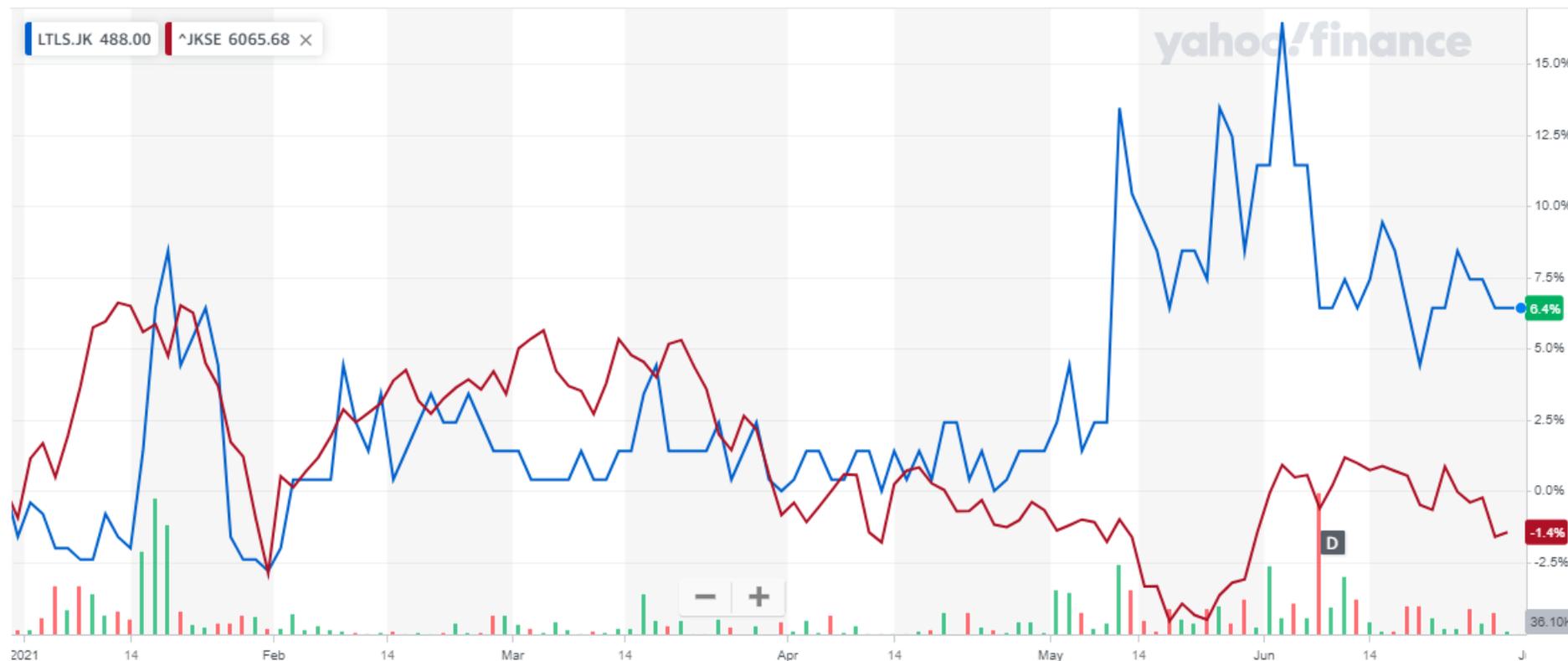


(IDR billion)

Consolidated Financial Position	2018	2019	2020	1H2020	1H2021
Cash and Bank	144	86	376	454	469
Trade Receivables	1,210	1,084	817	772	840
Inventories	1,287	1,163	746	1,109	730
Fixed Assets	1,902	1,881	1,829	1,897	1,836
Investment in Associates	753	820	812	851	852
Others	1,022	829	944	946	920
Total Assets	6,318	5,863	5,524	6,030	5,648
Interest Bearing Debt	2,577	2,190	1,959	2,504	1,881
Trade Payables	1,247	1,078	829	786	886
Others	369	435	493	582	558
Total Liabilities	4,193	3,703	3,281	3,872	3,325
Equity	2,125	2,160	2,243	2,158	2,323

Net debt 1H2021 was IDR 1,412 billion, lower by 10.8% compared to December 2020 of IDR1,583 billion.

Our current performance has translated to an earning per-share (annualized) of IDR 100/share in 1H2021, and translated to a book value per-share of IDR 1,340/share at end of June 2021.



Share (millions) *	1560
Price in 2021, June 30 (Rp)	530
Price / Earning (x) **	5.30
Deviden Yield (%)	2.83
ROE (%) **	8%

52wk High (Rp)	630
52wk Low (Rp)	326
EPS (Rp)	50
EPS Annualized ** (Rp)	100

* Include 28,497,000 treasury stocks

** Annualized



Key Financial Ratio	2018	2019	2020	1H2020	1H2021
Current Ratio (x)	0.95	0.84	0.98	0.84	0.97
EBITDA / Net Interest Expense (x)	3.59	3.15	3.92	3.92	6.79
Net Debt / EBITDA (x)	3.50	3.21	2.45	3.70	1.92
Net Debt / Equity (x)	1.14	0.97	0.71	0.95	0.61

Working Capital Days	2018	2019	2020	1H2020	1H2021
AR Days	62	60	53	48	49
Inventory Days	80	80	61	88	53
AP Days	78	74	68	62	64
WCC Days	64	66	46	74	38

Favourable key financial ratio was a result of improvement in working capital to a more efficient level, higher EBITDA, and lower net debt.

For a more comprehensive analysis of the 1H2021 performance, the quarterly report is available on our company website (www.lautan-luas.com).



Established in 1951, **PT LAUTAN LUAS Tbk** is a distributor and manufacturer of basic and specialty chemicals. The Company represents over 100 international principals, distributing over 1,000 basic and specialty chemical products to more than 2,000 industrial customers throughout Indonesia and the Asia Pacific region.

In addition to the Jakarta headquarters, the Company operates four branches, seven representative offices located in various major cities throughout the archipelago, including a regional office in Singapore that oversees company operations in China, Thailand, and Vietnam.

In manufacturing, the Company currently has stakes in twelve production facilities in Indonesia, two facilities in China, and one in Vietnam.

Its Support & Services business comprise of three subsidiaries that were previously the Company's internal departments, offering supply chain, IT, and laboratory services.

For more information, please contact:
Investor Relations
Eurike Hadijaya
Investor.relations@lautan-luas.com
+62 21 8066 0300