



# PT LAUTAN LUAS Tbk

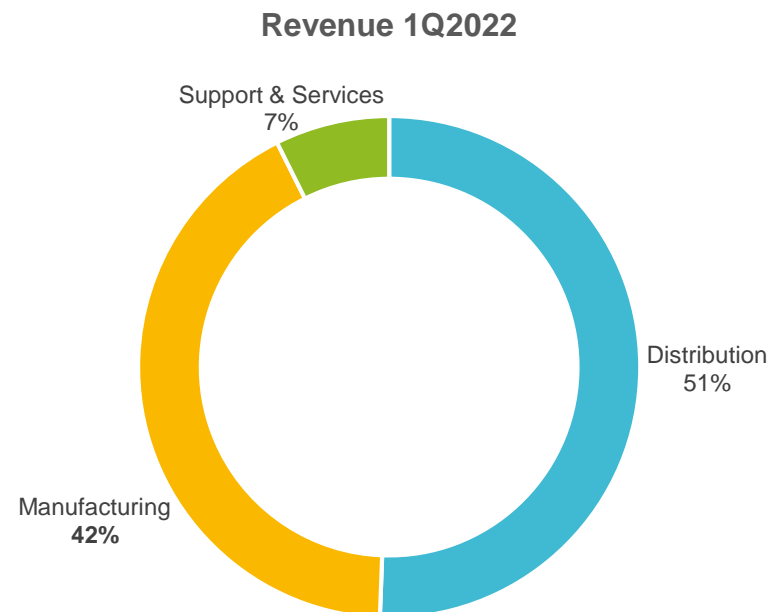
Investor Newsletter 1Q2022



# Financial Highlights

(IDR billion)

Consolidated Performance	2019	2020	2021	1Q2021	1Q2022
Revenue	6,535	5,592	6,636	1,493	2,102
Gross Margin	19.6%	21.0%	19.6%	20.6%	19.8%
Income from Operation	447	331	547	100	189
Net Income	181	75	280	39	98
EBITDA	656	645	753	179	230



Revenue was IDR 2,102 billion in the 1Q2022, or 40.9% higher than 1Q2021. The increase was mainly from Distribution (46.8%) and Manufacturing segment (32.4%).

Consolidated gross profit in 1Q2022 increased by 35.4%, with gross margin relatively stable at 19.8%.

Income from operation was achieved at IDR 189 billion in 1Q2022, 89.7% higher than 1Q2021. The increase was mainly contributed from higher revenue and gross profit.

Profit for the year attributable to owners of the parent entity in 1Q2022 was IDR 98 billion, higher by 149.4% than 1Q2021, in line with improvement in income from operation.

(IDR billion)

Consolidated Financial Position	2019	2020	2021	1Q2021	1Q2022
Cash and Bank	86	376	499	391	527
Trade Receivables	1,084	817	1,025	920	1,256
Inventories	1,163	746	1,044	707	971
Fixed Assets	1,881	1,829	1,815	1,835	1,807
Investment in Associates	820	812	845	842	842
Others	829	944	998	941	1,010
<b>Total Assets</b>	<b>5,863</b>	<b>5,524</b>	<b>6,226</b>	<b>5,636</b>	<b>6,412</b>
Interest Bearing Debt	2,190	1,959	1,754	1,847	1,642
Trade Payables	1,078	829	1,261	888	1,326
Others	435	493	508	562	641
<b>Total Liabilities</b>	<b>3,703</b>	<b>3,281</b>	<b>3,524</b>	<b>3,297</b>	<b>3,608</b>
<b>Equity</b>	<b>2,160</b>	<b>2,243</b>	<b>2,702</b>	<b>2,338</b>	<b>2,804</b>

Net debt 1Q2022 was IDR 1,115 billion, lower by 11.2% compared to December 2021 of IDR1,255 billion.

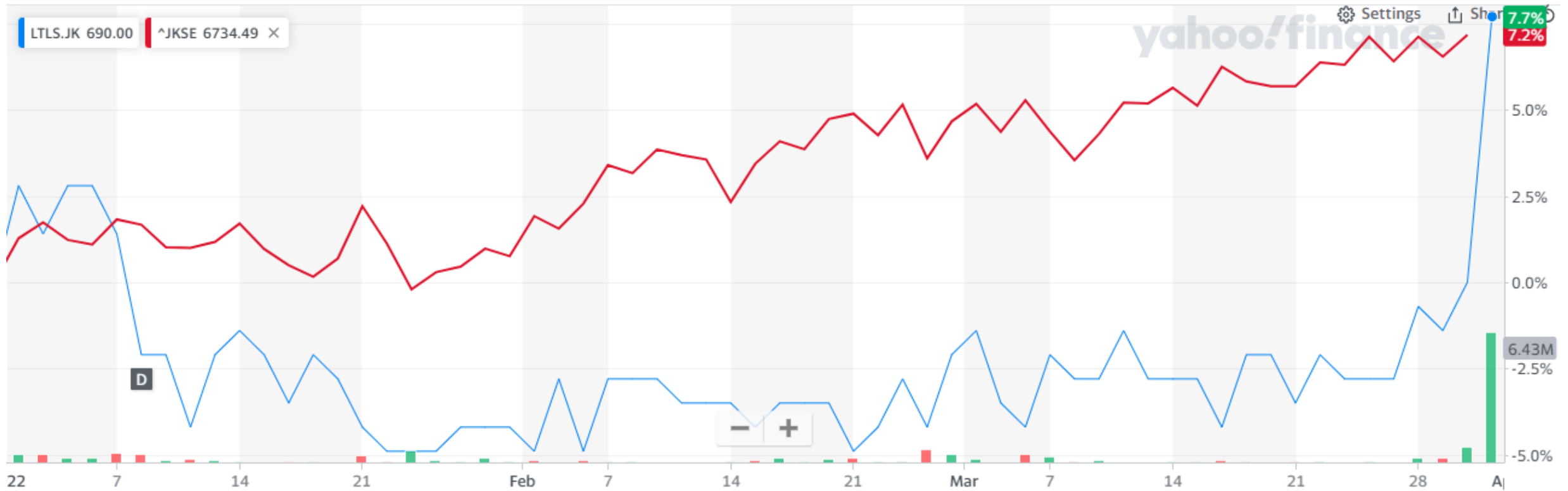
Our current performance has translated to an earning per-share (annualized) of IDR 253/share in 2022.

Key Financial Ratio	2019	2020	2021	1Q2021	1Q2022
Current Ratio (x)	0.84	0.98	1.14	1.02	1.21
EBITDA / Net Interest Expense (x)	3.15	3.92	7.23	6.59	6.49
Net Debt / EBITDA (x)	3.21	2.45	1.67	2.04	1.21
Net Debt / Equity (x)	0.97	0.71	0.46	0.62	0.40

Working Capital Days	2019	2020	2021	1Q2021	1Q2022
AR Days	60	53	56	55	54
Inventory Days	80	61	70	54	52
AP Days	74	68	85	67	71
WCC Days	66	46	41	42	35

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

For a more comprehensive analysis of the 1Q2022 performance, the quarterly report is available on our company website ([www.lautan-luas.com](http://www.lautan-luas.com)).



Share (millions) *	1560
Price in 2022, March 31 (Rp)	770
Price / Earning (x) **	3.04
Dividend Yield (%)	2.59
ROE (%) **	15

52wk High (Rp)	770
52wk Low (Rp)	490
EPS (Rp)	63
EPS Annualized ** (Rp)	253

\* Include 5,149,000 treasury stocks

\*\* Annualized

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Established in 1951, **PT LAUTAN LUAS Tbk** is a leading company engaged in chemicals and fine ingredients in Indonesia. The Company has three business segments consisting of Distribution, Manufacture, and Support & Services.

Headquartered in Jakarta, the Company's Distribution segment is supported by 100 international principals, with more than 1,000 varieties of products. In addition, the Company operates four branches, five 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 ten production facilities in Indonesia and two facilities in China.

Support & Services segment comprise of three subsidiaries that are engaged in supply chain and information technology.

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