



PT LAUTAN LUAS Tbk



# PT LAUTAN LUAS Tbk

Investor Newsletter 1Q2023



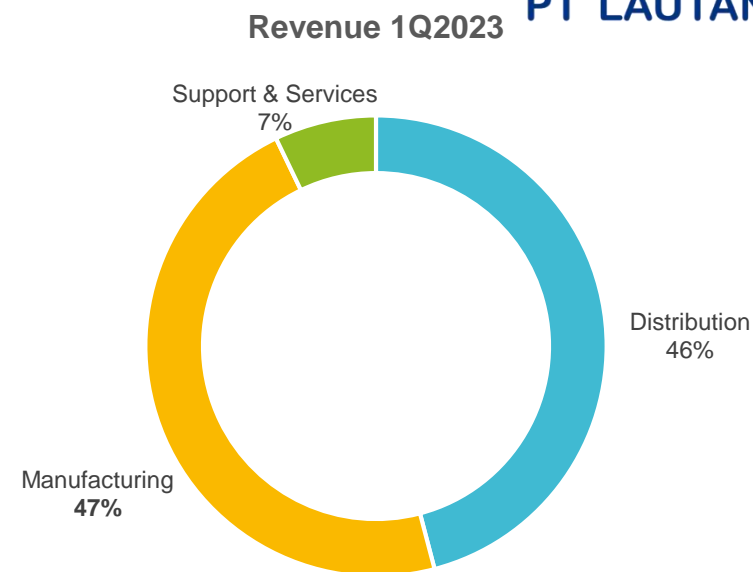
# Financial Highlights



PT LAUTAN LUAS Tbk

(IDR billion)

Consolidated Performance	2020	2021	2022	1Q2022	4Q2022	1Q2023
Revenue	5,592	6,636	7,879	2,102	1,868	1,853
Gross Margin	21.0%	19.6%	19.1%	19.8%	17.3%	18.5%
Income from Operation	331	540	588	189	119	123
Net Income	75	274	321	98	60	51
EBITDA	645	745	763	230	137	161



Revenue was IDR 1,853 billion in 1Q2023, tracking lower than 2022, mainly as a result of the decrease in sales volume from agriculture industry. The decreasing price in several chemical products also a factor to the lower revenue, as well as lower gross margin.

Almost 90% of our total revenue represent sales in Indonesia, mainly to B2B customers in the F&B, Animal Feed, Chemical and Personal & Home Care industry.

Profit for the year attributable to owners of the parent entity in 1Q2023 was IDR 51 billion, lower vs IDR 60 billion (4Q2022) and IDR 98 billion (1Q2022).



(IDR billion)

Consolidated Financial Position	2020	2021	2022	1Q2023
Cash and Bank	376	499	237	336
Trade Receivables	817	1,025	1,053	1,045
Inventories	746	1,044	1,304	1,167
Fixed Assets	1,829	1,815	1,822	1,769
Investment in Associates	813	845	828	779
Others	944	998	851	815
<b>Total Assets</b>	<b>5,514</b>	<b>6,218</b>	<b>6,094</b>	<b>5,912</b>
Interest Bearing Debt	1,959	1,754	1,374	1,262
Trade Payables	829	1,261	1,258	1,159
Others	493	508	475	519
<b>Total Liabilities</b>	<b>3,230</b>	<b>3,480</b>	<b>3,107</b>	<b>2,940</b>
<b>Equity</b>	<b>2,284</b>	<b>2,738</b>	<b>2,987</b>	<b>2,972</b>

The Company's financial condition relatively stable compared to December 2022.

As of March 2023, cash and bank increased by 41.5% and total Interest bearing debt decreased by 8.2% compared to December 2022.



---

Key Financial Ratio	2020	2021	2022	1Q2023
Current Ratio (x)	0.98	1.14	1.22	1.31
EBITDA / Net Interest Expense (x)	3.89	7.16	5.73	7.32
Net Debt / EBITDA (x)	2.47	1.68	1.49	1.44
Net Debt / Equity (x)	0.69	0.46	0.38	0.31

Working Capital Days	2020	2021	2022	1Q2023
AR Days	53	56	48	51
Inventory Days	61	70	74	70
AP Days	68	85	71	69
<b>WCC Days</b>	<b>46</b>	<b>41</b>	<b>51</b>	<b>51</b>

---

Current ratio and other leverage ratios show an improving result in 1Q2023, as reflected in lower net debt level and relatively stable EBITDA.

For a more comprehensive analysis of the 1Q2023 performance, the quarterly report is available on our company website ([www.lautan-luas.com](http://www.lautan-luas.com)).



PT LAUTAN LUAS Tbk



Share (millions) *	1,560
Price in 2023, March 31 (Rp)	1,340
Price / Earning (x) **	10.27
Dividend Yield (%)	5.60
ROE (%) **	7.54

52wk High (Rp)	1,510
52wk Low (Rp)	1,285
EPS (Rp)	33
EPS Annualized ** (Rp)	131

\* **Include 5,149,000 treasury stocks**

\*\* **Annualized**



**PT LAUTAN LUAS Tbk**

---

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 four subsidiaries that are engaged in supply chain, information technology and water services.

---

For more information, please contact:  
**Investor Relations**  
**Eurike Hadijaya**  
**Investor.relations@lautan-luas.com**  
**+62 21 8066 0777**