



# PT LAUTAN LUAS Tbk

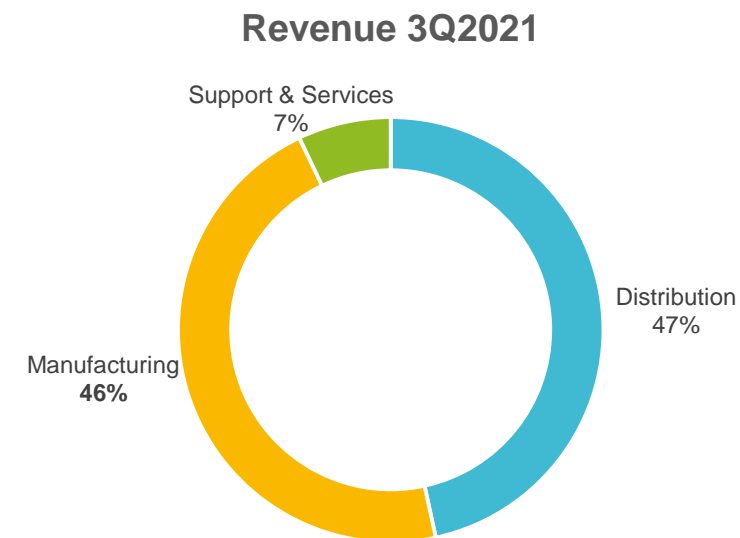
Investor Newsletter 3Q2021



# Financial Highlights

(IDR billion)

Consolidated Performance	2018	2019	2020	3Q2020	3Q2021
Revenue	7,076	6,535	5,592	4,213	4,728
Gross Margin	18.2%	19.6%	21.0%	20.8%	19.1%
Income from Operation	438	447	331	196	363
Net Income	200	181	75	27	138
EBITDA	694	656	645	417	527



Revenue was IDR 4,728 billion in the 3Q2021, or 12.2% higher than 3Q2020. The increase was mainly from Distribution segment (16.6%) mainly attributable to higher sales to customers in animal feed & nutrition.

Consolidated gross margin in 3Q2021 was lower at 19.1% compared to 3Q2020. The decrease was from Manufacturing segment.

Income from operation was achieved at IDR 363 billion in 3Q2021, higher than 3Q2020. The increase was a combination of higher gross profit, lower operating expense and improvement in foreign exchange in 3Q2021.

Profit for the year attributable to owners of the parent entity in 3Q2021 was IDR 138 billion, higher from IDR 27 billion in 3Q2020 in line with higher income from operation.

(IDR billion)

Consolidated Financial Position	2018	2019	2020	3Q2020	3Q2021
Cash and Bank	144	86	376	456	462
Trade Receivables	1,210	1,084	817	772	881
Inventories	1,287	1,163	746	928	792
Fixed Assets	1,902	1,881	1,829	1,929	1,818
Investment in Associates	753	820	812	794	800
Others	1,022	829	944	942	908
<b>Total Assets</b>	<b>6,318</b>	<b>5,863</b>	<b>5,524</b>	<b>5,821</b>	<b>5,660</b>
Interest Bearing Debt	2,577	2,190	1,959	2,292	1,837
Trade Payables	1,247	1,078	829	749	939
Others	369	435	493	549	558
<b>Total Liabilities</b>	<b>4,193</b>	<b>3,703</b>	<b>3,281</b>	<b>3,589</b>	<b>3,287</b>
<b>Equity</b>	<b>2,125</b>	<b>2,160</b>	<b>2,243</b>	<b>2,233</b>	<b>2,373</b>

Net debt 3Q2021 was IDR 1,375 billion, lower by 13.2% compared to December 2020 of IDR1,583 billion.

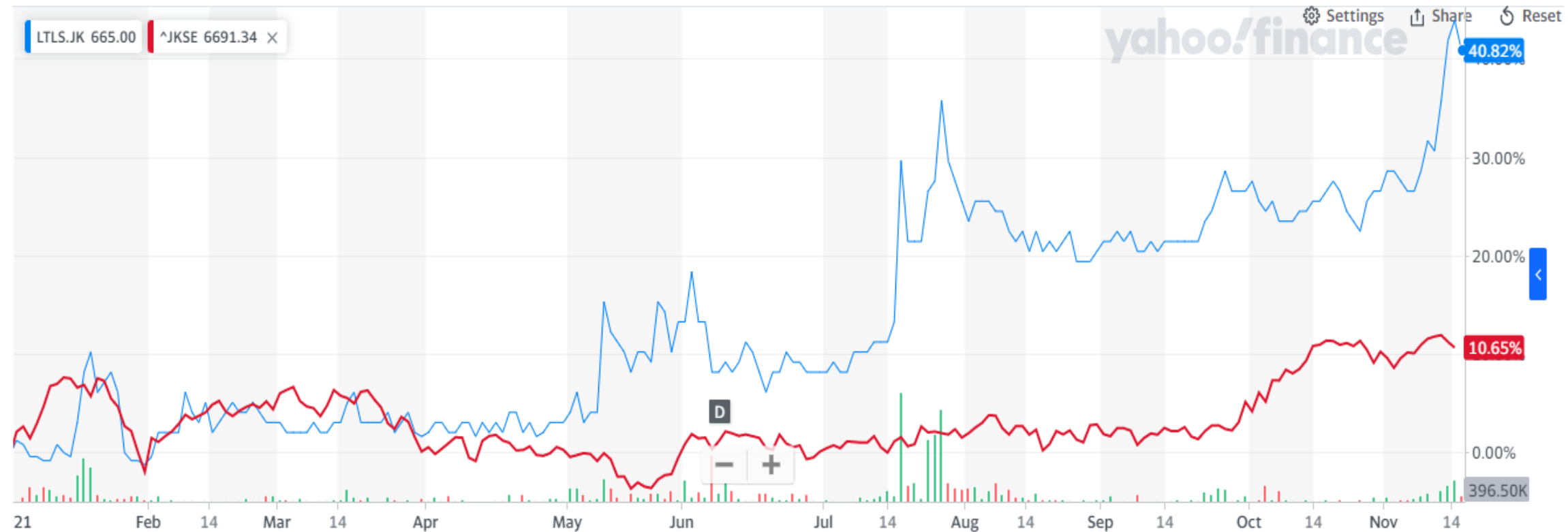
Our current performance has translated to an earning per-share (annualized) of IDR 120/share in 3Q2021, and translated to a book value per-share of IDR 1,370/share at end of September 2021.

Key Financial Ratio	2018	2019	2020	3Q2020	3Q2021
Current Ratio (x)	0.95	0.84	0.98	0.95	1.03
EBITDA / Net Interest Expense (x)	3.59	3.15	3.92	3.86	5.71
Net Debt / EBITDA (x)	3.50	3.21	2.45	3.30	1.96
Net Debt / Equity (x)	1.14	0.97	0.71	0.82	0.58

Working Capital Days	2018	2019	2020	3Q2020	3Q2021
AR Days	62	60	53	49	50
Inventory Days	80	80	61	75	56
AP Days	78	74	68	61	66
WCC Days	64	66	46	64	40

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 lower net debt.

For a more comprehensive analysis of the 3Q2021 performance, the quarterly report is available on our company website ([www.lautan-luas.com](http://www.lautan-luas.com)).



Share (millions) *	1560
Price in 2021, September 30 (Rp)	620
Price / Earning (x) **	5.17
Deviden Yield (%)	2.4%
ROE (%) **	9%

52wk High (Rp)	680
52wk Low (Rp)	326
EPS (Rp)	90
EPS Annualized ** (Rp)	120

**\* Include 28,497,000 treasury stocks**

**\*\* Annualized**

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Established in 1951, **PT LAUTAN LUAS Tbk** is a leading company engaged in basic and specialty chemicals industry 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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