



Gresik Plant

# PT LAUTAN LUAS Tbk

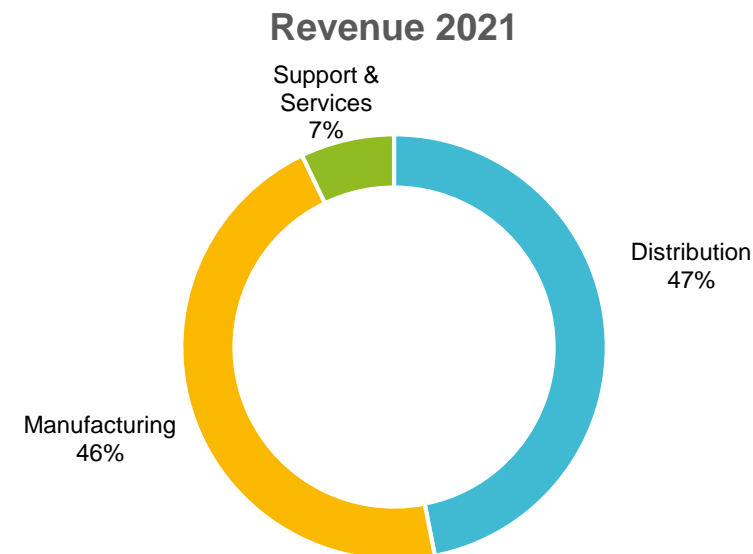
Investor Newsletter FY2021



# Financial Highlights

(IDR billion)

Consolidated Performance	2018	2019	2020	2021
Revenue	7,076	6,535	5,592	6,636
Gross Margin	18.2%	19.6%	21.0%	19.6%
Income from Operation	438	447	331	547
Net Income	200	181	75	280
EBITDA	694	656	645	753



Revenue was IDR 6,636 billion in the 2021, or 18.7% higher than 2020. The increase was mainly from Distribution (24.4%) and Manufacturing segment (15.9%).

Consolidated gross profit in 2021 increased by 10.6%, with gross margin relatively stable at 19.6%.

Income from operation was achieved at IDR 547 billion in 2021, higher 65% than 2020. The increase was a combination of higher gross profit and efficient operating expense in 2021.

Profit for the year attributable to owners of the parent entity in 2021 was IDR 280 billion, higher from IDR 75 billion in 2020 in line with higher income from operation.

(IDR billion)

<b>Consolidated Financial Position</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Cash and Bank	144	86	376	499
Trade Receivables	1,210	1,084	817	1,025
Inventories	1,287	1,163	746	1,044
Fixed Assets	1,902	1,881	1,829	1,815
Investment in Associates	753	820	812	845
Others	1,022	829	944	998
<b>Total Assets</b>	<b>6,318</b>	<b>5,863</b>	<b>5,524</b>	<b>6,226</b>
Interest Bearing Debt	2,577	2,190	1,959	1,754
Trade Payables	1,247	1,078	829	1,261
Others	369	435	493	508
<b>Total Liabilities</b>	<b>4,193</b>	<b>3,703</b>	<b>3,281</b>	<b>3,524</b>
<b>Equity</b>	<b>2,125</b>	<b>2,160</b>	<b>2,243</b>	<b>2,702</b>

Net debt 2021 was IDR 1,255 billion, improved by 21% compared to December 2020 of IDR1,583 billion.

Our current performance has translated to an earning per-share (annualized) of IDR 182/share in 2021.

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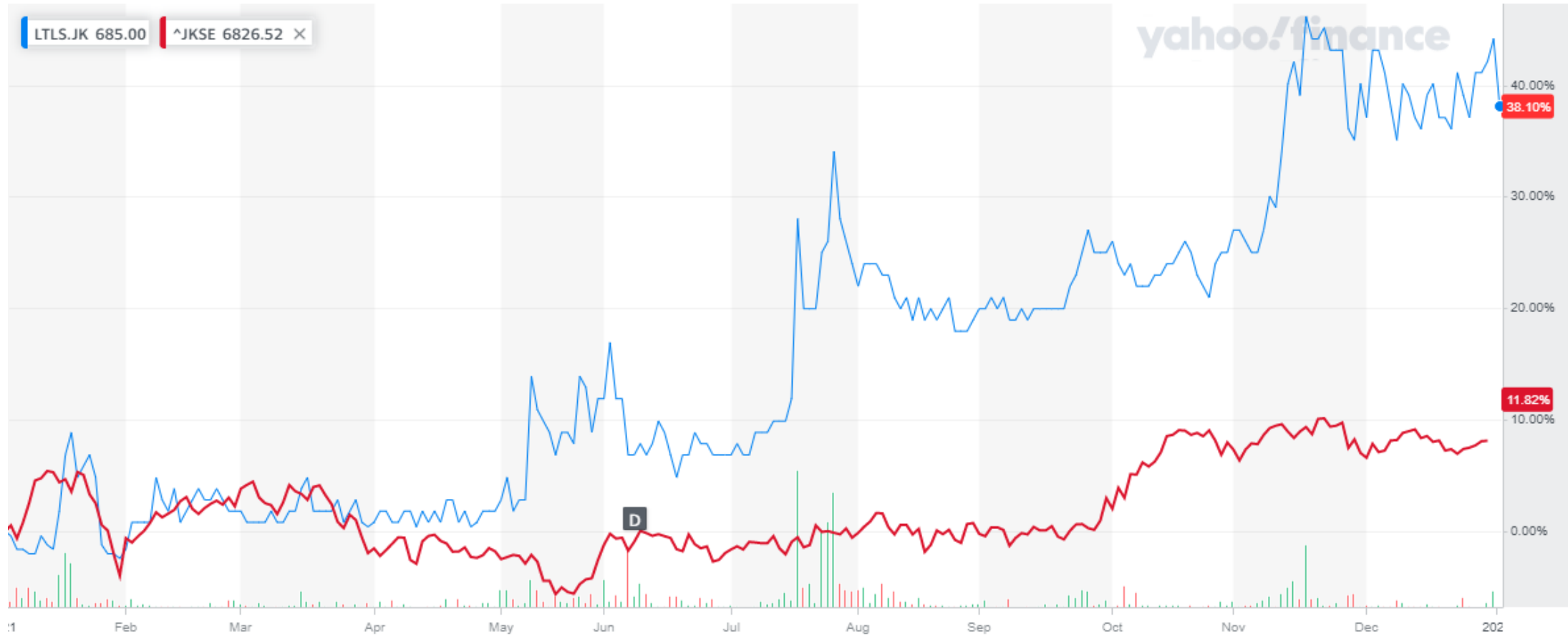
Key Financial Ratio	2018	2019	2020	2021
Current Ratio (x)	0.95	0.84	0.98	1.14
EBITDA / Net Interest Expense (x)	3.59	3.15	3.92	7.23
Net Debt / EBITDA (x)	3.50	3.21	2.45	1.67
Net Debt / Equity (x)	1.14	0.97	0.71	0.46

Working Capital Days	2018	2019	2020	2021
AR Days	62	60	53	56
Inventory Days	80	80	61	70
AP Days	78	74	68	85
<b>WCC Days</b>	<b>64</b>	<b>66</b>	<b>46</b>	<b>41</b>

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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 2021 performance, the quarterly report is available on our company website ([www.lautan-luas.com](http://www.lautan-luas.com)).



Share (millions) *	1,560	52wk High (Rp)	750
Price in 2021, June 30 (Rp)	715	52wk Low (Rp)	464
Price / Earning (x)	3.93	EPS (Rp)	182
Deviden Yield (%)	2.07		
ROE (%)	12%		

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

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