



PT LAUTAN LUAS Tbk



GRESIK FACILITIES

# PT LAUTAN LUAS Tbk

Investor Newsletter FY2022



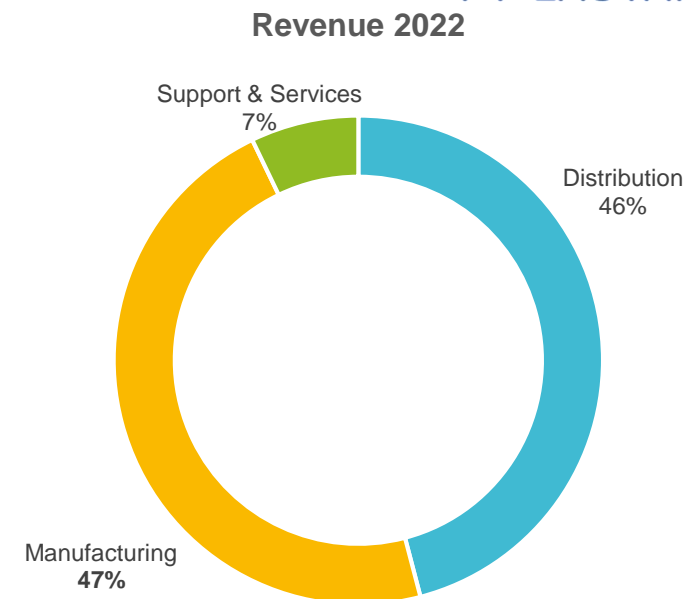
# Financial Highlights



PT LAUTAN LUAS Tbk

(IDR billion)

Consolidated Performance	2019	2020	2021	2022
Revenue	6,535	5,592	6,636	7,879
Gross Margin	19.6%	21.0%	19.6%	19.1%
Income from Operation	447	331	540	588
Net Income	181	75	274	321
EBITDA	656	645	745	763



Revenue was IDR 7,879 billion in 2022, or 18.7% higher than 2021. The increase was mainly from Distribution (16.2%) and Manufacturing segment (21.3%). Almost 90% of our total revenue in 2022 represent sales in Indonesia, mainly to B2B customers in the F&B, Animal Feed, Chemical and Personal & Home Care industry.

Consolidated gross profit in 2022 increased by 16.1%. Income from operation was achieved at IDR 588 billion in 2022, 9% higher than 2021. The increase was mainly contributed from higher revenue and gross profit.

Profit for the year attributable to owners of the parent entity in 2022 was IDR 321 billion, higher by 17% than 2021, in line with improvement in income from operation.



(IDR billion)

Consolidated Financial Position	2019	2020	2021	2022
Cash and Bank	86	376	499	237
Trade Receivables	1,084	817	1,025	1,053
Inventories	1,163	746	1,044	1,304
Fixed Assets	1,881	1,829	1,815	1,822
Investment in Associates	820	813	845	828
Others	829	944	998	851
<b>Total Assets</b>	<b>5,863</b>	<b>5,514</b>	<b>6,218</b>	<b>6,094</b>
Interest Bearing Debt	2,190	1,959	1,754	1,374
Trade Payables	1,078	829	1,261	1,258
Others	435	493	508	475
<b>Total Liabilities</b>	<b>3,703</b>	<b>3,230</b>	<b>3,480</b>	<b>3,107</b>
<b>Equity</b>	<b>2,160</b>	<b>2,284</b>	<b>2,738</b>	<b>2,987</b>

Our current performance has translated to an earning per-share of IDR 206/share in 2022.



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Key Financial Ratio	2019	2020	2021	2022
Current Ratio (x)	0.84	0.98	1.14	1.22
EBITDA / Net Interest Expense (x)	3.15	3.89	7.16	5.73
Net Debt / EBITDA (x)	3.21	2.47	1.68	1.49
Net Debt / Equity (x)	0.97	0.69	0.46	0.38

Working Capital Days	2019	2020	2021	2022
AR Days	60	53	56	48
Inventory Days	80	61	70	74
AP Days	74	68	85	71
<b>WCC Days</b>	<b>66</b>	<b>46</b>	<b>41</b>	<b>51</b>

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Favourable key financial ratio was a result of improvement in net debt level.

For a more comprehensive analysis of the 2022 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	52wk High (Rp)	1,645
Price in 2022, December 31 (Rp)	1,390	52wk Low (Rp)	640
Price / Earning (x)	6.73		
Dividend Yield (%)	5.40	EPS (Rp)	206
ROE (%)	11.40		

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



**PT LAUTAN LUAS Tbk**

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

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