



PT LAUTAN LUAS Tbk



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Investor Newsletter FY2023



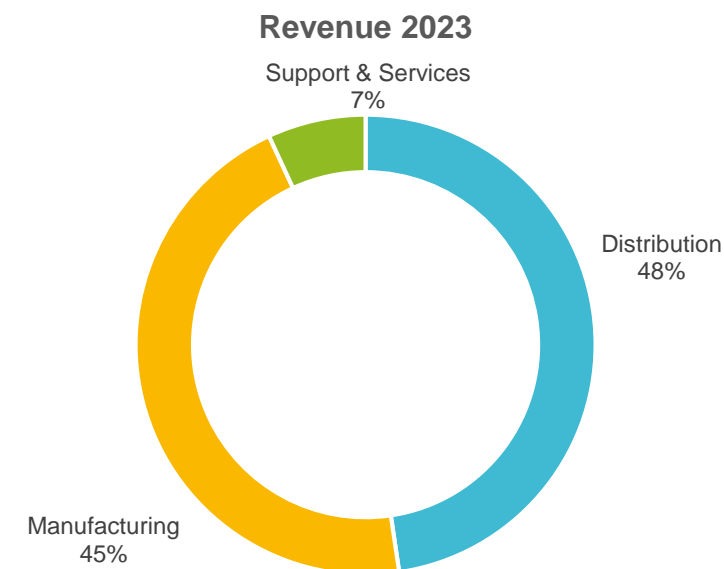
Financial Highlights



PT LAUTAN LUAS Tbk

(IDR billion)

Consolidated Performance	2020	2021	2022	2023
Revenue	5,592	6,636	7,879	7,317
Gross Margin	21.0%	19.6%	19.1%	16.2%
Income from Operation	331	540	588	350
Net Income	75	274	321	161
EBITDA	645	745	763	535



Consolidated revenue was IDR 7,317 billion in 2023, with gross margin of 16.2%; lower compared to 2022 mainly attributable to price volatility of chemical products. Despite the challenges, we achieved net income of IDR 161 billion in FY2023 partly supported by proper managed of expenses and other financial factors.

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



(IDR billion)

Consolidated Financial Position	2020	2021	2022	2023
Cash and Bank	376	499	237	380
Trade Receivables	817	1,025	1,053	1,020
Inventories	746	1,044	1,304	994
Fixed Assets	1,829	1,815	1,822	1,755
Investment in Associates	813	845	828	770
Others	934	990	851	710
Total Assets	5,514	6,218	6,094	5,629
Interest Bearing Debt	1,959	1,754	1,374	1,035
Trade Payables	829	1,261	1,258	1,172
Others	442	464	475	448
Total Liabilities	3,230	3,480	3,107	2,655
Equity	2,284	2,738	2,987	2,973

Consolidated Financial Position as of 2023 is stronger compare to 2022, with Interest Bearing Debt decreased to IDR1,035 billion and increased in Cash and Bank to IDR 380 billion.



Key Financial Ratio	2020	2021	2022	2023
Current Ratio (x)	0.98	1.14	1.22	1.18
EBITDA / Net Interest Expense (x)	3.89	7.16	5.73	5.76
Net Debt / EBITDA (x)	2.47	1.68	1.49	1.22
Net Debt / Equity (x)	0.69	0.46	0.38	0.22

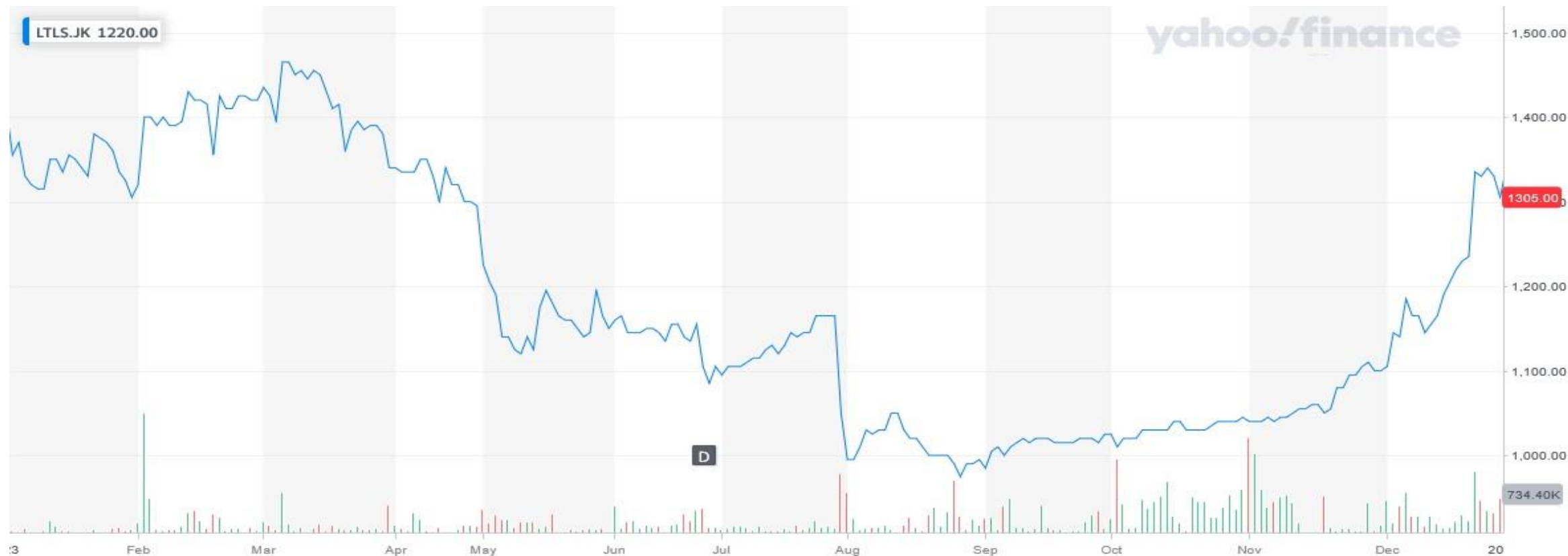
Working Capital Days	2020	2021	2022	2023
AR Days	53	56	48	50
Inventory Days	61	70	74	58
AP Days	68	85	71	69
WCC Days	46	41	51	40

Despite the lower performance in 2023, current ratio were maintained at acceptable range at 1.18x, with other key financial ratio improved in 2023. We also improved our working capital cycle to 40 days in 2023.

For a more comprehensive analysis of the 2023 performance, the quarterly report is available on our company website (www.lautan-luas.com).



PT LAUTAN LUAS Tbk



Share (millions) *	1,560	52wk High (Rp)	1,510
Price in 2023, Dec 31 (Rp)	1,305	52wk Low (Rp)	975
Price / Earning (x)	12.55	EPS (Rp)	104
Dividend Yield (%)	3.38		
ROE (%)	5.96		

* Include 34,166,600 treasury stocks (include buyback shares until 29 Dec 2023)



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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