



PT LAUTAN LUAS Tbk



Distribution Center – Sempur, Jakarta

PT LAUTAN LUAS Tbk

Investor Newsletter 3Q2022



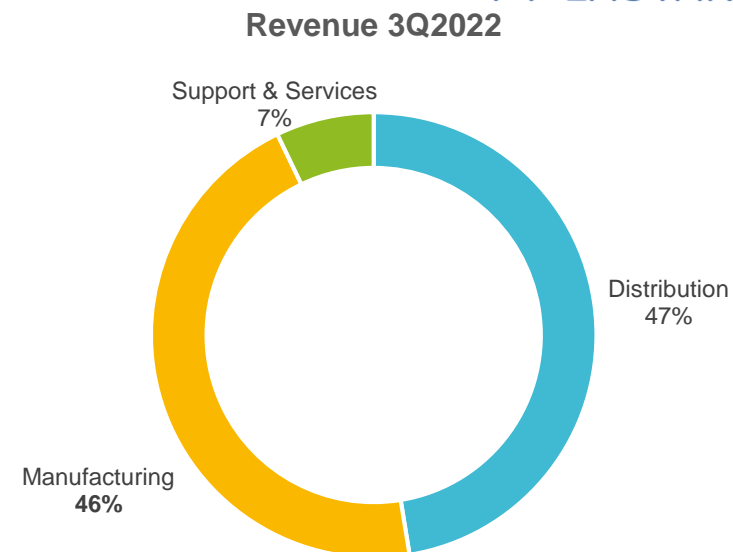
Financial Highlights



PT LAUTAN LUAS Tbk

(IDR billion)

Consolidated Performance	2019	2020	2021	3Q2021	3Q2022
Revenue	6,535	5,592	6,636	4,728	6,011
Gross Margin	19.6%	21.0%	19.6%	19.1%	19.7%
Income from Operation	447	331	547	363	490
Net Income	181	75	280	138	261
EBITDA	656	645	753	527	626



Revenue was IDR 6,011 billion in the 3Q2022, or 27.1% higher than 3Q2021. The increase was mainly from Distribution (29.4%) and Manufacturing segment (24.8%). Almost 90% of our total revenue in 3Q2022 represent sales in Indonesia, mainly to B2B customers in the F&B, Animal Feed, Chemical and Personal & Home Care industry.

Consolidated gross profit in 3Q2022 increased by 31.2%. Income from operation was achieved at IDR 490 billion in 3Q2022, 35.1% higher than 3Q2021. The increase was mainly contributed from higher revenue and gross profit.

Profit for the year attributable to owners of the parent entity in 3Q2022 was IDR 261 billion, higher by 88.7% than 3Q2021, in line with improvement in income from operation.



(IDR billion)

Consolidated Financial Position	2019	2020	2021	3Q2021	3Q2022
Cash and Bank	86	376	499	462	296
Trade Receivables	1,084	817	1,025	881	1,111
Inventories	1,163	746	1,044	792	1,082
Fixed Assets	1,881	1,829	1,815	1,818	1,801
Investment in Associates	820	812	845	800	782
Others	829	944	998	908	977
Total Assets	5,863	5,524	6,226	5,660	6,048
Interest Bearing Debt	2,190	1,959	1,754	1,837	1,542
Trade Payables	1,078	829	1,261	939	1,000
Others	435	493	508	558	648
Total Liabilities	3,703	3,281	3,524	3,287	3,189
Equity	2,160	2,243	2,702	2,373	2,859

Our current performance has translated to an earning per-share (annualized) of IDR 224/share in 2022.



Key Financial Ratio	2019	2020	2021	3Q2021	3Q2022
Current Ratio (x)	0.84	0.98	1.14	1.03	1.25
EBITDA / Net Interest Expense (x)	3.15	3.92	7.23	5.71	5.52
Net Debt / EBITDA (x)	3.21	2.45	1.67	1.96	1.49
Net Debt / Equity (x)	0.97	0.71	0.46	0.58	0.44

Working Capital Days	2019	2020	2021	3Q2021	3Q2022
AR Days	60	53	56	50	50
Inventory Days	80	61	70	56	61
AP Days	74	68	85	66	56
WCC Days	66	46	41	40	55

Favourable key financial ratio was a result of higher EBITDA as well as improvement in net debt level.

For a more comprehensive analysis of the 3Q2022 performance, the quarterly report is available on our company website (www.lautan-luas.com).



Share (millions) *	1,560
Price in 2022, September 30 (Rp)	1,465
Price / Earning (x) **	6.55
Dividend Yield (%)	5.71
ROE (%) **	13.43

52wk High (Rp)	1,645
52wk Low (Rp)	595
EPS (Rp)	168
EPS Annualized ** (Rp)	224

* 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 three subsidiaries that are engaged in supply chain and information technology.

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