



PT LAUTAN LUAS Tbk



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Investor Newsletter 3Q2023



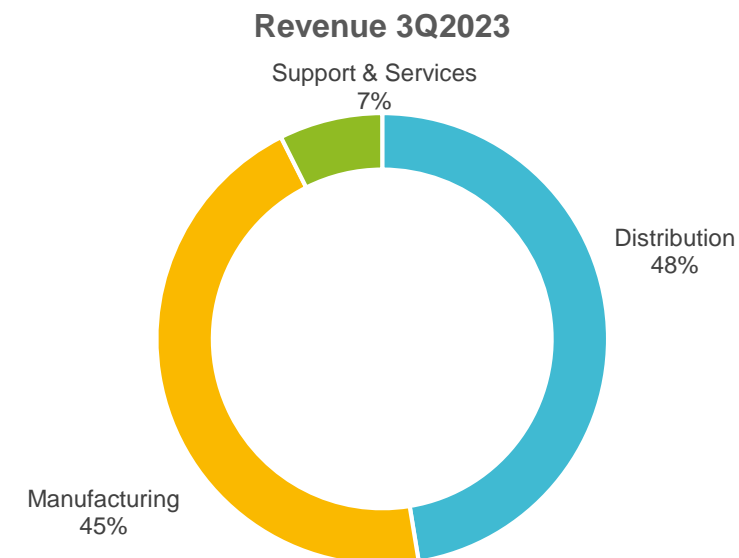
Financial Highlights



PT LAUTAN LUAS Tbk

(IDR billion)

Consolidated Performance	2020	2021	2022	3Q2022	3Q2023
Revenue	5,592	6,636	7,879	6,011	5,390
Gross Margin	21.0%	19.6%	19.1%	19.7%	16.6%
Income from Operation	331	540	588	490	255
Net Income	75	274	321	261	83
EBITDA	645	745	763	626	373



Consolidated revenue was IDR 5,390 billion in 3Q2023, with gross margin of 16.6%; which is tracking lower compared to FY2022. Lower revenue and gross margin were mainly attributable to slower demand from our customer as well as the declining price from certain chemical products.

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	3Q2022	3Q2023
Cash and Bank	376	499	237	296	273
Trade Receivables	817	1,025	1,053	1,111	992
Inventories	746	1,044	1,304	1,082	1,051
Fixed Assets	1,829	1,815	1,822	1,801	1,743
Investment in Associates	813	845	828	782	743
Others	934	990	851	977	807
Total Assets	5,514	6,218	6,094	6,048	5,609
Interest Bearing Debt	1,959	1,754	1,374	1,542	1,122
Trade Payables	829	1,261	1,258	1,000	1,075
Others	442	464	475	648	520
Total Liabilities	3,230	3,480	3,107	3,189	2,716
Equity	2,284	2,738	2,987	2,859	2,893

Consolidated Financial Position as of 3Q2023 is stronger compare to 3Q2022, with Interest Bearing Debt decrease to IDR1,122 billion.



Key Financial Ratio	2020	2021	2022	3Q2022	3Q2023
Current Ratio (x)	0.98	1.14	1.22	1.25	1.36
EBITDA / Net Interest Expense (x)	3.89	7.16	5.73	5.52	4.94
Net Debt / EBITDA (x)	2.47	1.68	1.49	1.49	1.71
Net Debt / Equity (x)	0.69	0.46	0.38	0.44	0.29

Working Capital Days	2020	2021	2022	3Q2022	3Q2023
AR Days	53	56	48	50	50
Inventory Days	61	70	74	61	63
AP Days	68	85	71	56	65
WCC Days	46	41	51	55	48

Current ratio slightly improve to 1.36x as well as Net debt to Equity that improved to 0.29x. Net Debt/EBITDA and EBITDA/Interest relatively within our expected range despite lower performance for the current year. We maintain our working capital cycle at 48 days.

For a more comprehensive analysis of the 3Q2023 performance, the quarterly report is available on our company website (www.lautan-luas.com).



Share (millions) *	1,560
Price in 2023, Sep 30 (Rp)	1,025
Price / Earning (x) **	14.30
Dividend Yield (%)	7.32
ROE (%) **	4.25

52wk High (Rp)	1,520
52wk Low (Rp)	975
EPS (Rp)	54
EPS Annualized ** (Rp)	72

* Include 7,510,800 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 four subsidiaries that are engaged in supply chain, information technology and water services.

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