



PT LAUTAN LUAS Tbk

Investor Newsletter 3Q2024



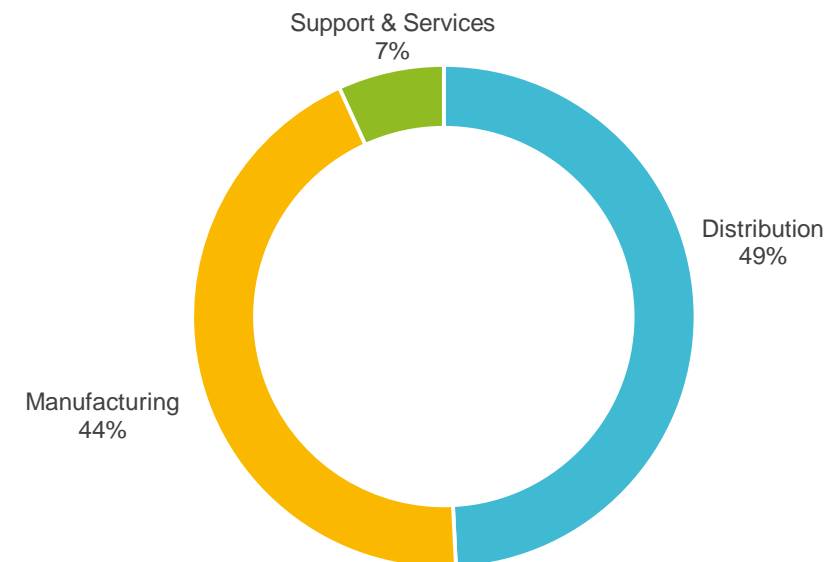
Financial Highlights



(IDR billion)

Consolidated Performance	2021	2022	2023	3Q2023	3Q2024
Revenue	6,636	7,879	7,317	5,390	5,734
Gross Margin	19.6%	19.1%	16.2%	16.6%	17.8%
Income from Operation	540	588	350	255	375
Net Income	274	321	161	83	183
EBITDA	745	763	535	373	499

Revenue 3Q2024



In 3Q2024, consolidated revenue reached IDR 5,734 billion, with an improved gross margin of 17.8%, resulting in stronger bottom-line performance including Net income of IDR 183 billion. As part of this net income, the Company also recorded a gain of IDR 47 billion (net of tax) from the sales of idle assets in Vietnam.

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

(IDR billion)

Consolidated Financial Position	2021	2022	2023	3Q2024
Cash and Bank	499	237	380	293
Trade Receivables	1,025	1,053	1,020	1,074
Inventories	1,044	1,304	994	1,008
Fixed Assets	1,815	1,822	1,755	1,729
Investment in Associates	845	828	770	734
Others	990	851	710	1,007
Total Assets	6,218	6,094	5,629	5,845
Interest Bearing Debt	1,754	1,374	1,035	1,059
Trade Payables	1,261	1,258	1,172	1,187
Others	464	475	448	576
Total Liabilities	3,480	3,107	2,655	2,822
Equity	2,738	2,987	2,973	3,023

As of 3Q2024, consolidated total Assets amounted to IDR 5,845 billion, a slight increase from December 2023, mainly due to an increase in other current and non-current assets, which includes prepaid tax and asset purchase advances. On the liabilities side, total interest-bearing debt and trade payables remained relatively stable. The upcoming bond repayment of IDR315 billion will due in November and is expected to reduce funding costs moving forward.

Key Financial Ratio	2021	2022	2023	3Q2024
Current Ratio (x)	1.14	1.22	1.18	1.24
EBITDA / Net Interest Expense (x)	7.16	5.73	5.76	7.40
Net Debt / EBITDA (x)	1.68	1.49	1.22	1.15
Net Debt / Equity (x)	0.46	0.38	0.22	0.25

Working Capital Days	2021	2022	2023	3Q2024
AR Days	56	48	50	51
Inventory Days	70	74	58	58
AP Days	85	71	69	68
WCC Days	41	51	40	40

Financial ratios showed improvement in 3Q2024 reflecting stronger performance, including working capital cycle that has been favorably maintained at 40 days from 2023.

For a more comprehensive analysis of the 3Q2024 performance, the quarterly report is available on our company website (www.lautan-luas.com).

Lautan Luas Tbk., 1D, IDX O1005 H1015 L1005 C1010 0 (0.00%)



Share (millions) *	1,560	52wk High (Rp)	1,350
Price in 2024, Sep 30 (Rp)	1,005	52wk Low (Rp)	930
Price / Earning (x)	6.24	EPS (Rp)	121
Dividend Yield (%)**	3.68	EPS annualized (Rp)	161
ROE (%)	8.85		

* Include 81,559,300 treasury stocks (include buyback shares until 26 Sep 2024)

** share price as per dividend payout at 13 June 2024

Established in 1951, **PT LAUTAN LUAS Tbk** is a leading company 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 nine production facilities in Indonesia and two facilities in China.

Support & Services segment comprise of three subsidiaries that are engaged in supply chain, information technology and water services.

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