



PT LAUTAN LUAS Tbk

Investor Newsletter 3Q2025



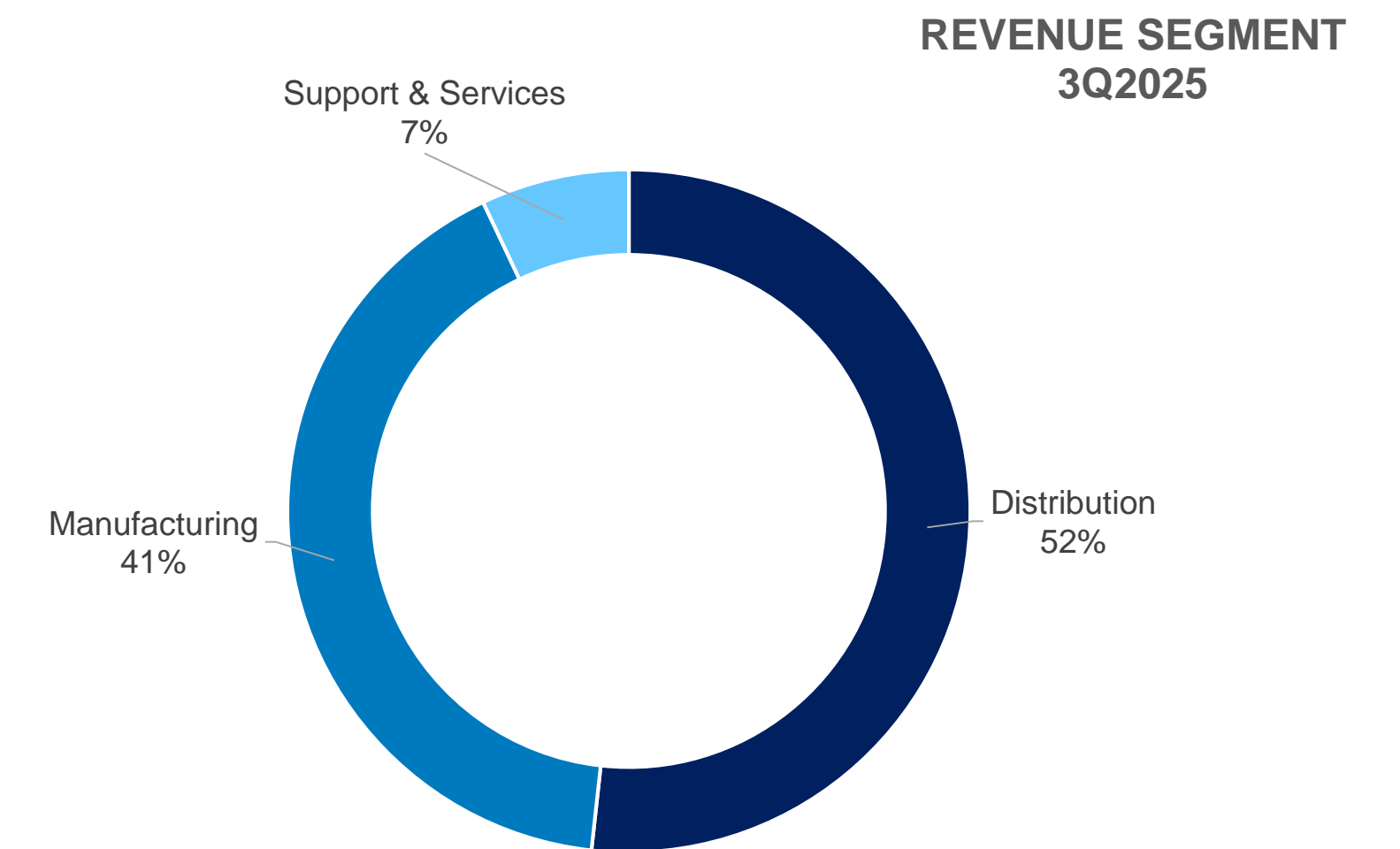
FINANCIAL HIGHLIGHTS



Bettering
Your
World

(IDR billion)

Consolidated Performance	2023	2024	QoQ		YoY	
			2Q2025	3Q2025	3Q2024	3Q2025
			Revenue	7,317	7,722	2,096
Gross Margin	16.2%	17.5%	16.3%	15.7%	17.8%	15.7%
Income from Operation	350	416	97	101	375	308
Net Income	161	220	40	40	183	120
EBITDA	535	609	142	143	499	421



As of 3Q2025, the Company recorded a 12% year-on-year (YoY) increase in revenue. Despite margin pressure from certain chemical prices and challenging results from affiliates, the Company achieved a net profit of IDR 120 billion, demonstrating solid operations and financial stability.

On a quarter-on-quarter (QoQ) basis, revenue grew by 5.3%. Despite a modest decline in gross profit margin, the Company recorded a 1% increase in gross profit and maintained net income attributable to the parent at IDR 40 billion.

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(IDR billion)

Consolidated Financial Position	2021	2022	2023	2024	3Q2024	3Q2025
Cash and Bank	499	237	380	283	293	330
Trade Receivables	1,025	1,053	1,020	1,086	1,074	1,242
Inventories	1,044	1,304	994	1,010	1,008	1,243
Fixed Assets	1,815	1,822	1,755	1,784	1,729	1,753
Investment in Associates	845	828	770	773	734	746
Others	990	851	710	1,124	1,007	1,299
Total Assets	6,218	6,094	5,629	6,060	5,845	6,613
Interest Bearing Debt	1,754	1,374	1,035	1,182	1,059	1,655
Trade Payables	1,261	1,258	1,172	1,249	1,187	1,174
Others	464	475	448	498	576	527
Total Liabilities	3,480	3,107	2,655	2,930	2,822	3,357
Equity	2,738	2,987	2,973	3,131	3,023	3,256

Increase in trade receivables is inline with revenue growth, meanwhile increase in inventory mainly for distribution segment, inline with strategic stockpiling initiatives.

Interest bearing debt amounted to Rp 1.7Tn, representing a 39% increase from Dec 2024, mainly attributable to additional short-term bank loan aimed at bolstering liquidity to support working capital needs.

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Key Financial Ratio	2021	2022	2023	2024	2Q2025	3Q2025
Current Ratio (x)	1.14	1.22	1.18	1.16	1.17	1.22
EBITDA / Net Interest Expense (x)	7.16	5.73	5.76	6.77	5.10	4.84
Net Debt / EBITDA (x)	1.68	1.49	1.22	1.48	2.42	2.36
Net Debt / Equity (x)	0.46	0.38	0.22	0.29	0.43	0.41

Working Capital Days	2021	2022	2023	2024	2Q2025	3Q2025
AR Days	56	48	50	51	57	52
Inventory Days	70	74	58	57	67	62
AP Days	85	71	69	71	67	59
WCC Days	41	51	40	37	57	55

The current ratio reached a record high of 1.22x, reflecting strong liquidity. The net debt-to-EBITDA ratio increased inline with higher working capital. Although the EBITDA-to-net interest income ratio declined, it was maintained at a manageable level, while the net debt-to-equity ratio improved slightly on a QoQ basis.

PRICE MOVEMENT



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Share (millions) *	1,560
Price in 2025, Sept 30 (Rp)	845
Price / Earning (x)	7.92
Dividend Yield (%)	5.33
ROE (%)	5.32

52wk High (Rp)	1,035
52wk Low (Rp)	815
EPS (Rp)	80
EPS annualized (Rp)	107

*Include 95,311,200 treasury stocks



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PT Lautan Luas Tbk (IDX: LTLS) is a leading Integrated Ingredients and Solutions Provider in Indonesia and Asia. Established in 1951 as an importer and distributor of basic chemicals, Lautan Luas has grown into a company with nearly 75 years of experience and three business segments: distribution, manufacturing, as well as support and services.

Lautan Luas Distribution partners with more than 100 international principals and offers over 1,000 product variants to meet the needs of both domestic and regional markets. Our distribution network spans Indonesia, Singapore, Shanghai, Thailand, and Vietnam, supported by four branch offices, five representative offices, and one bonded warehouse in Indonesia. Meanwhile, Lautan Luas Manufacturing operates eight subsidiaries and three affiliated companies in Indonesia, with twelve manufacturing facilities that focus on providing products that support a wide range of industries.

In addition, Lautan Luas Support and Services manages five companies engaged in information technology, water treatment, and logistics that covering warehousing, tank storage, and transportation. With its integrated capabilities and network, Lautan Luas serves as a strategic partner for various industries, delivering efficiency, quality, and sustainability through end-to-end solutions that drive the growth of key sectors in Indonesia and across Asia.

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