



PT LAUTAN LUAS Tbk

Investor Newsletter FY2025



FINANCIAL HIGHLIGHTS

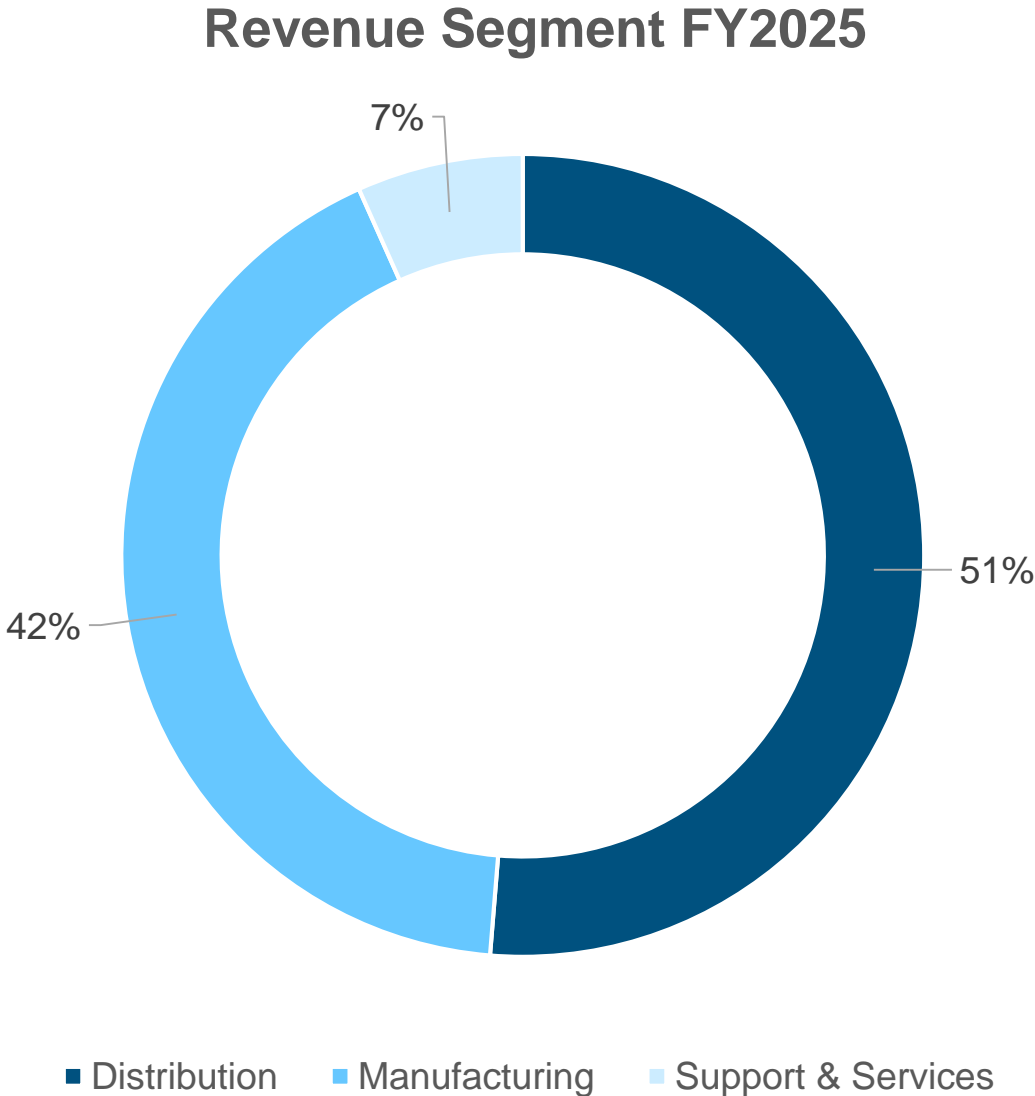


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(IDR billion)

Consolidated Performance	2022	2023	2024	2025
Revenue	7,879	7,317	7,722	8,799
Gross Margin	19.1%	16.2%	17.5%	15.7%
Income from Operation	588	350	429*	413
Net Income	321	161	220	149
EBITDA	763	535	622*	573

*adjustments due to reclass



In FY2025, the Company recorded revenue growth of 13.94% year-on-year, driven by strong performance across the F&B, personal care and homecare, water treatment and chemicals. While margins were affected by movements in certain chemical prices and challenging results from affiliates, the Company maintained solid operational execution and closed the year with a net profit of IDR 149 billion, underscoring the resilience of its business model and financial position.

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(IDR billion)

Consolidated Financial Position	2022	2023	2024	2025
Cash and Bank	237	380	283	276
Trade Receivables	1,053	1,020	1,086	1,391
Inventories	1,304	994	1,010	1,272
Fixed Assets	1,822	1,755	1,784	1,777
Investment in Associates	828	770	773	713
Others	851	710	1,124	1,254
Total Assets	6,094	5,629	6,060	6,682
Interest Bearing Debt	1,374	1,035	1,182	1,349
Trade Payables	1,258	1,172	1,249	1,503
Others	475	448	498	524
Total Liabilities	3,107	2,655	2,930	3,376
Equity	2,987	2,973	3,131	3,306

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 1.3Tn, representing a 14% 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	2022	2023	2024	2025
Current Ratio (x)	1.22	1.18	1.16	1.18
EBITDA / Net Interest Expense (x)	5.73	5.76	6.77	4.47
Net Debt / EBITDA (x)	1.49	1.22	1.48	1.87
Net Debt / Equity (x)	0.38	0.22	0.29	0.32

Working Capital Days	2022	2023	2024	2025
AR Days	48	50	51	57
Inventory Days	74	58	57	62
AP Days	71	69	71	73
WCC Days	51	40	37	46

The current ratio reached 1.18x, reflecting modest liquidity. The net debt-to-EBITDA ratio increased inline with higher working capital. Although the EBITDA-to-net interest expense ratio declined, it was maintained at a manageable level.

PRICE MOVEMENT



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Share (millions) *	1,560	52wk High (Rp)	1,025
Price in 2025, Dec 31 (Rp)	850	52wk Low (Rp)	815
Price / Earning (x)	8.59	EPS (Rp)	99
Dividend Yield (%)	5.29		
ROE (%)	4.91		

*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 fourteen manufacturing facility 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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