



PT LAUTAN LUAS Tbk

Investor Newsletter FY2024



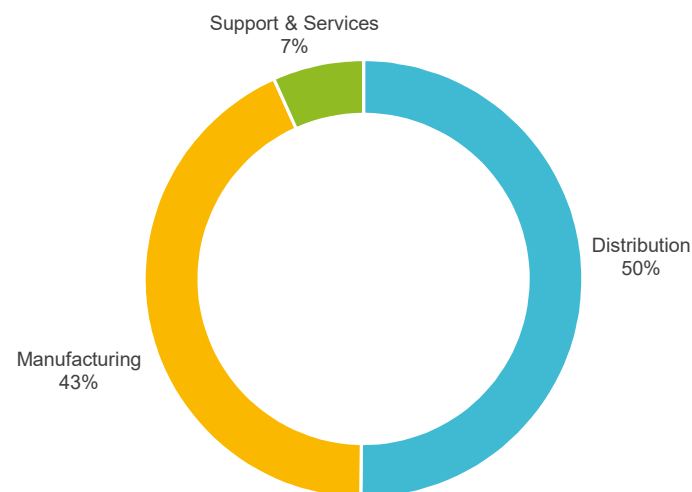
Financial Highlights



(IDR billion)

Consolidated Performance	2021	2022	2023	2024
Revenue	6,636	7,879	7,317	7,722
Gross Margin	19.6%	19.1%	16.2%	17.5%
Income from Operation	540	588	350	416
Net Income	274	321	161	220
EBITDA	745	763	535	609

Revenue FY2024



In FY2024, consolidated revenue reached IDR 7,722 billion, with an improved gross margin of 17.5% contributed mostly from Distribution and Manufacturing, resulting in stronger bottom-line performance including Net income of IDR 220 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	2024
Cash and Bank	499	237	380	283
Trade Receivables	1,025	1,053	1,020	1,086
Inventories	1,044	1,304	994	1,010
Fixed Assets	1,815	1,822	1,755	1,784
Investment in Associates	845	828	770	773
Others	990	851	710	1,124
Total Assets	6,218	6,094	5,629	6,060
Interest Bearing Debt	1,754	1,374	1,035	1,182
Trade Payables	1,261	1,258	1,172	1,249
Others	464	475	448	498
Total Liabilities	3,480	3,107	2,655	2,930
Equity	2,738	2,987	2,973	3,131

As of FY2024, consolidated total Assets amounted to IDR 6,060 billion, increase from December 2023, mainly due to an increase in other current and non-current assets, which includes prepaid tax and investment in properties.

On the liabilities side, total interest-bearing debt and trade payables was slightly increased. The bond repayment of IDR315 billion was paid in November 2024.

Key Financial Ratio	2021	2022	2023	2024
Current Ratio (x)	1.14	1.22	1.18	1.16
EBITDA / Net Interest Expense (x)	7.16	5.73	5.76	6.77
Net Debt / EBITDA (x)	1.68	1.49	1.22	1.48
Net Debt / Equity (x)	0.46	0.38	0.22	0.29

Working Capital Days	2021	2022	2023	2024
AR Days	56	48	50	51
Inventory Days	70	74	58	57
AP Days	85	71	69	71
WCC Days	41	51	40	37

Financial ratios as of 2024 show positive financial positions, including working capital cycle improved to 37 days compared to 2023.

For a more comprehensive analysis of the FY2024 performance, our audited report is available on our company website (www.lautan-luas.com).



Share (millions) *	1,560	52wk High (Rp)	1,350
Price in 2024, Dec 31 (Rp)	1,020	52wk Low (Rp)	930
Price / Earning (x)	6.94	EPS (Rp)	147
Dividend Yield (%)**	3.68		
ROE (%)	7.73		

* Include 88,194,900 treasury stocks

** 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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