



PT. LADANGBAJA MURNI Tbk

PRESS RELEASE

PUBLIC EXPOSE

PT LADANGBAJA MURNI Tbk (The "COMPANY")

BEKASI, January 31st, 2023 - PT Ladangbaja Murni Tbk (the "Company") held a public expose at the Company's workshop, Jl. Raya Imam Bonjol, RT.08/RW.13, Sukadanau, Kec. West Cikarang, Bekasi Regency, West Java 17530, to convey the Company's performance up to the Q3-2022 period.

In this public expose, the Company's Directors explained the financial performance up to Q3-2022. The company recorded an increase in net sales from IDR 7,184 million in Q3-2021 to IDR 10,197 million in Q3-2022, an increase of 42% YoY. Meanwhile, the Q3-2022 cost of goods sold was Rp. 5,691 million, relatively the same as the Q3-2021 cost of goods sold of Rp. 5,529, an increase of 2.9% due to increased factory overhead costs in line with the increase in sales of mould products produced by the Company.

Operationally, the Company managed to record an increase in gross profit in Q3-2022 of IDR 4,506 million from IDR 1,655 million in Q3-2021, an increase of 172%. The increase in the Company's gross profit was in line with the increase in the Company's net sales where the cost of goods sold was relatively the same in the Q3-2022 period of IDR 5,691 million compared to Q3-2021 of IDR 5,529 million or an increase of 2.9%. On the other hand, the Company's Q3-2022 EBIT decreased by (Rp. 4,269) million or decreased by Rp. 21,163 million from Q3-2021. The decrease in EBIT in Q3-2022 compared to Q3-2021 was due to the recording of a significant gain from the sale of Fixed Assets in Q3-2021 while this did not occur in Q3-2022. During Q3-2022 there was no significant increase in operating expenses from the Company compared to Q3-2021. The increase in operating expenses by 16% was due to an increase in employee salaries & benefits and an increase in depreciation costs for the addition of production machines obtained by the Company.

Regarding the desired target in 2023, the Company projects net sales of IDR 36,900 million. Generally, there are 4 (four) main focuses in the realization of this target including determining the market segmentation of the industry to be served, cost efficiency, expanding the market network outside Jabodetabek, maximizing the Company's revenue by utilizing existing machine facilities. The Board of Directors is optimistic about this target by looking at the growth rate of Indonesia's GDP and economy which has shown a positive trend since the Covid-19 pandemic and is supported by the proportion of non-energy commodity prices which has shown a downward trend, in which the decline in non-energy commodity prices can be utilized by the Company to reduce its production costs.

For further information, please contact:
Email : [lbm@ladangbaja Murni.com](mailto:lbm@ladangbaja-murni.com)
Tel : (021) 89523792

Bekasi, January 31st 2023
Board of Directors