

**PT Sekar Laut Tbk.
Annual Public Expose**

Annual Public Expose will be scheduled on :

- Day/ Date : Monday, 10 May 2021.
- Location : Finna Meeting Room + Online Meeting.
Jl. Raya Darmo No.23-25, Surabaya.

Management members attending the public expose :

- Board of Directors

Public Expose's Agenda:

1. Announcement of AGM result, May 10, 2021.
 2. Company's Performance
 3. Financial Highlights year 2019, 2020, and March 31, 2021.
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MANAGEMENT OF PT SEKAR LAUT, TBK. 2019

Board of Commissioners:	
President Commissioner	Fanni Susilo
Commissioner	Harry Fongjaya
Independent Commissioner	Fredy
Board of Directors:	
President Director	Harry Sunogo
Director	John C. Gozal
Director	S. Sandiono Sungkono
Director	Welly Gunawan
Director	Michele Mallorie S.

COMPANY'S PERFORMANCE

1. Business Performance

PT Sekar Laut Tbk has succeeded in maintaining its business performance in 2020, amidst the decline in the world economy resulting from the Covid-19 pandemic. The Company took various steps to maintain the production and distribution of its products, adjusting to the pandemic situation that created many restrictions on the movement of people and changes in consumption patterns. Indonesia's national economy fell by 2.07%, still better than the originally forecast. The Company recorded sales of Rp 1.25T and a Net Profit of Rp 42.5b which is close to the previous year's value.

Management implements our business strategy whilst remaining focused on its market share. Following changes in public spending patterns, product availability is still prioritized so that sales value can be maintained. The success achieved is mainly due to good product distribution and public acceptance of the Company's product quality.

2. Business Barriers

The biggest obstacle this year is the decline in people's purchasing power due to pandemic conditions. However, this does not stop management from consistently and continuously marketing our products. So that positive performance can be maintained.

To be able to maintain the Company's performance, management has implemented various strategies to keep up with market changes. Many hotels and restaurants in the city experienced a drastic decline in revenue due to restrictions on community activities during the pandemic. Public consumption has shifted to increasing household consumption. By maintaining an even distribution of products to local markets that are easily accessible, including sales via the online market, the Company's product sales can be maintained.

3. Balance Sheet

In 2020, the company Current assets increase by 0.4%. The largest component of the company's current assets was trade accounts receivable of IDR 158 billion and inventories of IDR 147 billion. The company did not make much of an investment in 2020. Overall, the company's total assets decreased by 2.15% from 2020 to 2019.

The company's current liabilities decreased by 16% in 2020. The largest contribution to current liabilities came from short-term bank loans amounting to IDR127 billion. Total company liabilities decreased to IDR367 billion in 2020 from IDR410 billion in 2019. Decreased total liabilities by 10.61%. In 2020, we succeeded in reducing the overall level of debt, so that the company cashflow is more liquid and manageable.

During 2020, our equity increased by 7%. The largest contribution to the increase in equity was obtained from the company's profit in 2020. This increase in equity demonstrates our ability to manage sources of capital into net income, as well as non-debt funding which will have an impact on the strength of our capital structure.

4. Business Prospect

Even though the pandemic conditions are still prolonged entering into 2021, we are sure that the company's business growth will continue. People will be more selective in choosing food products that are hygienic and of good quality. The Company will continue to maintain the quality of its products, which are well recognized as products with international quality standards. The market for food products will grow in line with the growing needs of the community. For the coming year, management projects sales growth of 5%.

IKHTISAR KEUANGAN
FINANCIAL HIGHLIGHT

DALAM MILYAR RUPIAH / IN BILLION RUPIAH	31-Mar		
Perhitungan Laba Rugi / Income Statement	2019	2020	2021
Pendapatan Neto / <i>Net Sales</i>	1.281	1.254	337
Laba Kotor / <i>Gross Profit</i>	324	334	85
Laba Bersih / <i>Net Income</i>	45	43	18
Total laba komprehensif / <i>Total Comprehensive Income</i>	47	36	18
Laba Bersih per saham / <i>Net Income per share (Rp)</i>	65	62	26
Aktiva Lancar / <i>Current Assets</i>	378	380	413
Jumlah Aset / <i>Total Assets</i>	791	774	804
Kewajiban Lancar / <i>Current Liabilities</i>	293	247	258
Jumlah Liabilitas / <i>Total Liabilities</i>	411	367	379
Jumlah Ekuitas / <i>Stockholder's Equity</i>	380	407	425
Rasio laba terhadap Jumlah Aset / <i>Return on Assets</i>	5,7%	5,5%	2,3%
Rasio laba terhadap Jumlah Ekuitas / <i>Return on Equity</i>	11,8%	10,4%	4,3%
Rasio laba terhadap Pendapatan / <i>Net Income to Sales</i>	3,5%	3,4%	5,4%
Rasio Lancar / <i>Current Ratio</i>	129,0%	153,7%	160,5%
Rasio Liabilitas terhadap Ekuitas / <i>Total Liabilities to Equity</i>	107,9%	90,2%	89,1%
Rasio Liabilitas terhadap Jumlah Aset / <i>Total Liabilities to Assets</i>	51,9%	47,4%	47,1%

IKHTISAR KEUANGAN
FINANCIAL HIGHLIGHT
MILYAR RUPIAH / BILLION RUPIAH

PENJUALAN BERSIH / NET SALES



JUMLAH ASET / TOTAL ASSETS

