

AITKEN SPENCE PLC

Quarterly Investor/ Partner Presentation



3Q 2024/25

1st October 2024 - 31st December 2024

About Aitken Spence PLC

Aitken Spence PLC is one of Sri Lanka's most respected and diversified blue-chip conglomerates, with over 150 years of operational excellence across tourism, logistics, maritime services, renewable energy, and strategic investments. Listed on the Colombo Stock Exchange and consistently ranked among the country's most admired corporates, the Group is recognised for its robust governance, financial stability, and strong regional presence in South Asia, Africa, and the Pacific.

Aitken Spence is a regional leader in corporate sustainability, being the first Sri Lankan conglomerate to commit to the Science Based Targets initiative (SBTi) and a signatory to the UN Global Compact since 2002. The Company currently leads the UNGC's Working Group on Business & Human Rights while also actively supporting the Working Groups on gender, climate action and supply chain. Notably, it was Aitken Spence that certified the first building outside the United States, and the first hotel in the World, under the U.S. based LEED green building rating system: a milestone that reflects our alignment with internationally recognised environmental standards. We have been recognised as the Best Corporate Citizen of 2024 by the Ceylon Chamber of Commerce for our commitment to responsible business practices. Aitken Spence has won this recognition 5 times and is the only company in Sri Lanka to have been ranked by the Ceylon Chamber of Commerce among their Top Ten Corporate Citizens for 19 consecutive years illustrating our commitment to ESG, ethical conduct and sustainable business practices.

Through our extensive portfolio, Aitken Spence offers a one-stop solution for diverse needs. Our hospitality network extends across Sri Lanka, Oman, India, and the Maldives, providing trusted accommodation options in multiple strategic locations. Our integrated cargo and freight operations can manage secure relocation of your belongings – from household goods and vehicles to pets – with full compliance to international standards. The Group also operates port management in the Fiji Islands and maintains partnerships with global leaders such as Western Union, reflecting our capability to operate at scale and with global compliance.

The Group has built enduring alliances with leading international institutions, including a joint venture with TUI, the world's largest integrated tourism operator, and as a General Sales Agent (GSA) for Singapore Airlines in Sri Lanka – the longest-standing GSA partnership in the entire Singapore Airlines global network. We have also partnered with DEG, the German development finance institution, on infrastructure and clean energy projects. Our enduring partnerships with globally recognised leaders such as OTIS, Lloyd's of London, Western Union, TUI, Singapore Airlines, and DEG underscore our credibility, operational excellence, and ability to meet the highest international standards. These alliances open access to global expertise, technology, and markets – enhancing our competitive positioning and ensuring we can deliver world-class solutions across our diverse portfolio.

Further, Aitken Spence has a proven track record in printing & packaging solutions, apparel manufacturing, and plantations – sectors where our investments in technology, sustainable practices, supply chain excellence and equitable social development have strengthened our competitive advantage. We also play a growing role in supporting infrastructure solutions that enable economic growth, from logistics hubs to renewable energy projects, while investing in innovation that addresses evolving development needs in our markets.

This strategic focus on sustainable growth and innovation positions the Group at the forefront of delivering high-impact solutions that align with both market demand and long-term development priorities.

With our unmatched breadth of services and a legacy built on trust, Aitken Spence is your single, strategic partner—delivering seamless solutions in Sri Lanka and beyond.

Vision

To achieve excellence in all our activities, establish high growth businesses in Sri Lanka and across new frontiers, and become a globally competitive market leader in the region.

Purpose

“Inspire to create great futures for all”

Corporate video: <https://www.youtube.com/watch?v=1ncwTcwB2fM>

Corporate video (1 min): <https://youtu.be/KwgWylCw4NA>

Aitken Spence: A Diversified Portfolio



Tourism Sector

- Hotels
- Destination Management
- Airline GSA



Maritime & Freight Logistics Sector

- Maritime & Port Services
- Freight Forwarding & Courier
- Integrated Container Services
- Airline GSA (Cargo)
- Education



Strategic Investments Sector

- Apparel Manufacture
- Printing & Packaging
- Power Generation
- Plantations



Services Sector

- Insurance
- Money Transfer
- Property Management
- BPO Services
- Elevators

Our locations of operation

Sri Lanka



Maldives



Fiji Islands



India



Oman



Bangladesh



British Virgin Islands



Myanmar



Cambodia



Mozambique




Singapore



United Arab Emirates



Investor Information

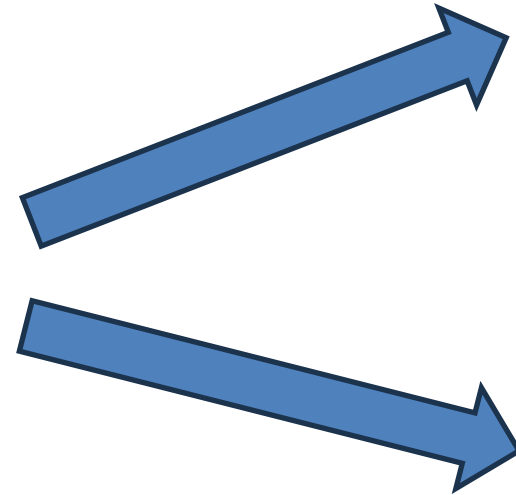
Company Name	Aitken Spence PLC	
Stock Symbol	SPEN.N0000	
ISIN	LK0004N00008	
Security Type in Issue	Quoted Ordinary Shares	
Listed Exchange	The Colombo Stock Exchange (CSE) - Main Board	
Market Sector	Capital Goods Sector	
Featured Stock Indices	All Share Price Index (ASPI)	
	Capital Goods Sector Index (SPCSECGP)	

Investor Information



Rs. 145

Market Price per Share



Rs. 148

Highest

Rs. 116

Lowest



9.8 times

Price Earnings Ratio



Rs. 182.01

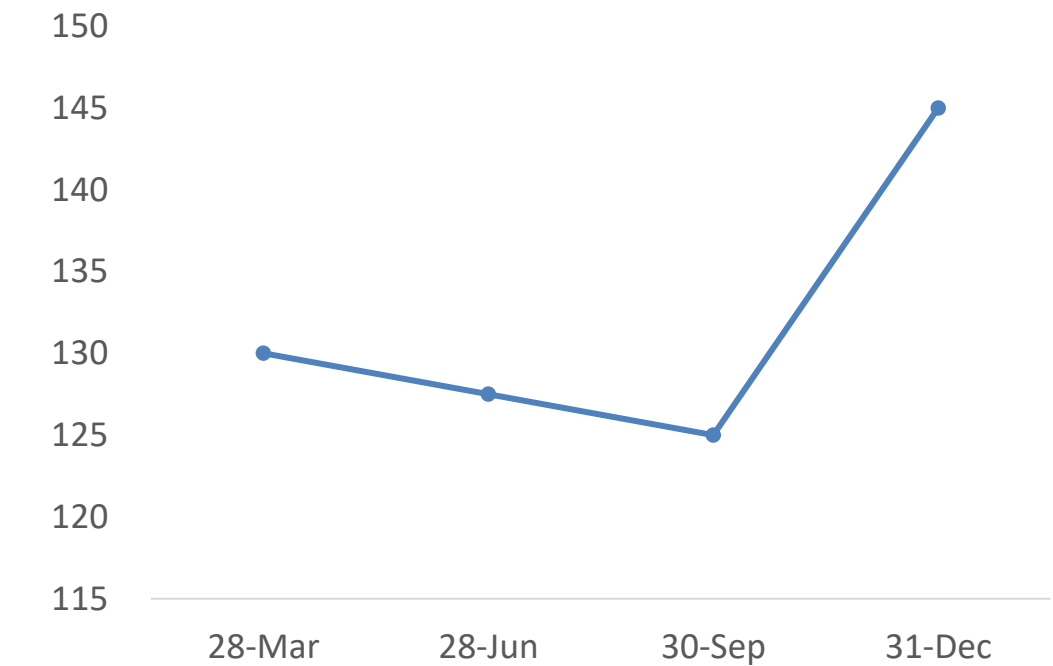
Net Assets per Share



Rs. 4.25

Dividend per Share

Share Price Movement



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Aitken Spence Diversified Portfolio

TOURISM 	MARITIME & FREIGHT LOGISTICS 	STRATEGIC INVESTMENTS 	SERVICES 
Hotels	Maritime & Port Services	Power Generation	Insurance
Destination Management	Freight Forwarding & Courier	Apparel Manufacturer	Money Transfer
Airline GSA	Integrated Container Services	Printing & Packaging	Elevators
	Airline GSA (Cargo)	Plantations	Property Management
	Education		BPO Services

3Q 2024 AT A GLANCE



Rs. 24.7 Bn

REVENUE



Rs. 2.3 Bn

NET PROFIT AFTER TAX



Rs. 204.1 Bn

TOTAL ASSETS



Rs. 3.70

EPS



Rs. 73.9 Bn

SHAREHOLDER'S FUNDS



Rs. 24.6 Bn

CASH & SHORT-TERM DEPOSITS

Aitken Spence 

Segmental Analysis

Revenue (Quarter ended 31-Dec)

LKR Mn

		9M 2024/25	Q3 2024/25	Q3 2023/24	Variance - Quarterly (%)
Tourism Sector		41,390.9	17,452.5	20,210.8	(13.6)
Maritime & Logistics		12,732.1	4,327.3	3,577.2	21.0
Strategic Investments		8,291.8	2,782.2	3,381.3	(17.7)
Services		1,285.1	475.4	505.2	(5.9)
Total		63,699.9	25,037.3	27,674.4	(9.5)

Segmental Analysis

Net Profit After Tax (Quarter ended 31-Dec)





LKR Mn

		9M 2024/25	Q3 2024/25	Q3 2023/24	Variance (%)
Tourism Sector		(233.7)	1,902.5	1,689.8	12.6
Maritime & Logistics		2,710.1	802.3	953.2	(15.8)
Strategic Investments		(137.8)	(578.9)	243.2	(338.0)
Services		19.7	129.5	101.7	27.4
Total		2,358.3	2,255.4	2,987.9	(24.5)

Segmental Analysis

Group Assets

LKR Mn

		31.12.2024	31.03.2024
Tourism Sector		105,182.5	110,951.8
Maritime & Logistics		30,495.8	29,986.2
Strategic Investments		70,783.6	63,474.3
Services		7,355.9	6,911.4

ESG Highlights

Aitken Spence is the **first conglomerate in Sri Lanka to sign commitment** to the **Science Based Targets initiative (SBTi)** and is committed to work towards achieving **NetZero**. The Group set and submitted ambitious '**Near Term Targets**' for validation.

The Group's **indirect energy consumption per unit of revenue rose by 17%**, primarily due to increased operational activity across the organisation, particularly within the tourism sector. In contrast, **direct energy consumption from non-renewable sources declined by 3% compared to the third quarter**.

The **renewable energy in the Group's direct energy consumption rose by 104%, reaching 33%** of the total. This marks significant progress toward the **50% target by 2030**, compared to the same period last year.

Water efficiency improved, with the **Group achieving a 30% reduction in water withdrawal per unit revenue**, compared to the third quarter of the previous financial year.

The Group's **waste-to-energy power plant repurposed 133,099 metric tons of municipal solid waste** from the Colombo district during the first three quarters of the 2024–2025 financial year—a volume that is equivalent in **weight to approximately 26,620 Sri Lankan elephants**—contributing to a cleaner Colombo through a strategic and **sustainable waste management solution**.

Achievements and Other Highlights

Group

- Aitken Spence won the Grand Slam Award as the Best Corporate Citizen of 2024**

Emerged as the overall winner and received the prestigious Grand Slam Award for winning the award 5 times at the Best Corporate Citizen Sustainability Awards (BCCSA) 2024 organised by the Ceylon Chamber of Commerce.

Only corporate in Sri Lanka to be ranked among the Top 10 Corporate Citizens for an unmatched 19 consecutive years.

- Aitken Spence Annual Report was recognised at the TAGS awards by CA Sri Lanka**

The annual report presented under the theme 'The Power to Inspire' won the 'Silver' award under the Diversified Holdings (Group Turnover Up to 100bn) at the 59th TAGS Awards 2024 (Transparency, Accountability, Governance, and Sustainability), organised by the Institute of Chartered Accountants of Sri Lanka (CA Sri Lanka).



Achievements and Other Highlights

Group Human Resources

- **Executive Development Programme (EDP)**

Strengthening the leadership team's capacity for driving organisational transformation at Aitken Spence, targeting Assistant Vice Presidents and above.

- **DE&I – Diversity, Equity and Inclusion**

“Spence Ascend” a Leadership Development Program (EDP) specifically designed to empower and groom female employees for leadership roles.

- **Green HR practices**

Migration of Human Resource Information System (HRIS) to a cloud-based platform and implementing a document management system.



Achievements and Other Highlights

Tourism



- Aitken Spence Hotels triumphs at Sri Lanka Tourism Awards 2024 with 7 wins and highest number of awards. Organised by the Sri Lanka Tourism Development Authority (SLTDA)
- Aitken Spence Hotels set a new benchmark with highest regional awards at SATA 2024 (South Asian Travel Awards)
- The annual report of Aitken Spence Hotel Holdings PLC won the 'Gold' award in the Hotel Sector category at the TAGS awards by CA Sri Lanka. This is the fifth consecutive year to have won this award.



- Aitken Spence Travels won 3 Top awards at the Sri Lanka Tourism Awards 2024 by SLTDA
- German Brands Sustainability award by the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka)
- Aitken Spence Travels Wins Double Awards at SATA 2024
- Heritance Hotels & Resorts secured its fifth consecutive Travelife Gold Certification



Achievements and Other Highlights

Maritime & Freight Logistics



- Aitken Spence Logistics triumphs with 5 wins at the National Logistics Awards 2024 by SLFFA (Sri Lanka Logistics and Freight Forwarders Association)
- Aitken Spence Cargo secures Top Honours at SLFFA National Logistics Awards 2024
- Aitken Spence Shipping welcomed AIDAstella on her maiden call to Sri Lanka



Achievements and Other Highlights

Strategic Investments



- Aitken Spence Printing shines at Lanka Star Awards and wins Platinum Award
 - Aitken Spence Printing consecutive wins at the Asian Packaging Excellence Awards in Vietnam and the Asian Print Awards 2024 in Indonesia
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- Elpitiya Plantations PLC emerged 2nd Runner-Up in the (revenue below Rs. 15 billion) at the Best Corporate Citizen Sustainability Awards by the Ceylon Chamber of Commerce. “Grow to Grow,” was selected as a project award.
 - Elpitiya Plantations won a Bronze award at the TAGS Awards 2024 by CA Sri Lanka.



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Aitken Spence®

Thank you



Aitken Spence PLC ensures the accuracy of the information in this document but does not take responsibility for investment decisions made by prospective investors based on this information. Investors should conduct their own examination and assessment of the Company, including understanding the associated risks, before making any investment decisions.