

AITKEN SPENCE PLC

Quarterly Investor/ Partner Presentation



4Q 2024/25

1st January 2024 - 31st March 2025

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)

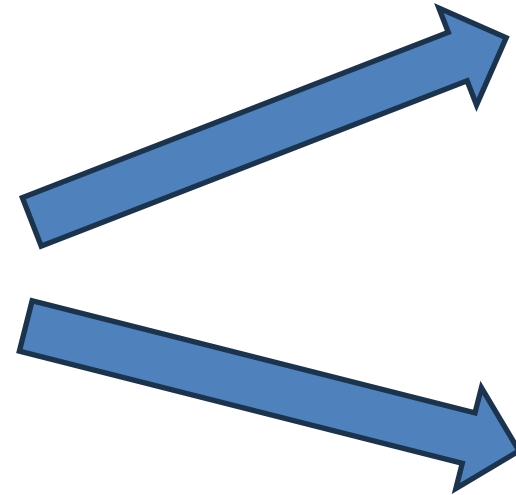


Investor Information



Rs. 127.75

Market Price per Share



Rs. 162.75

Highest

Rs. 110.00

Lowest



9.73 times

Price Earnings Ratio



Rs. 190.23

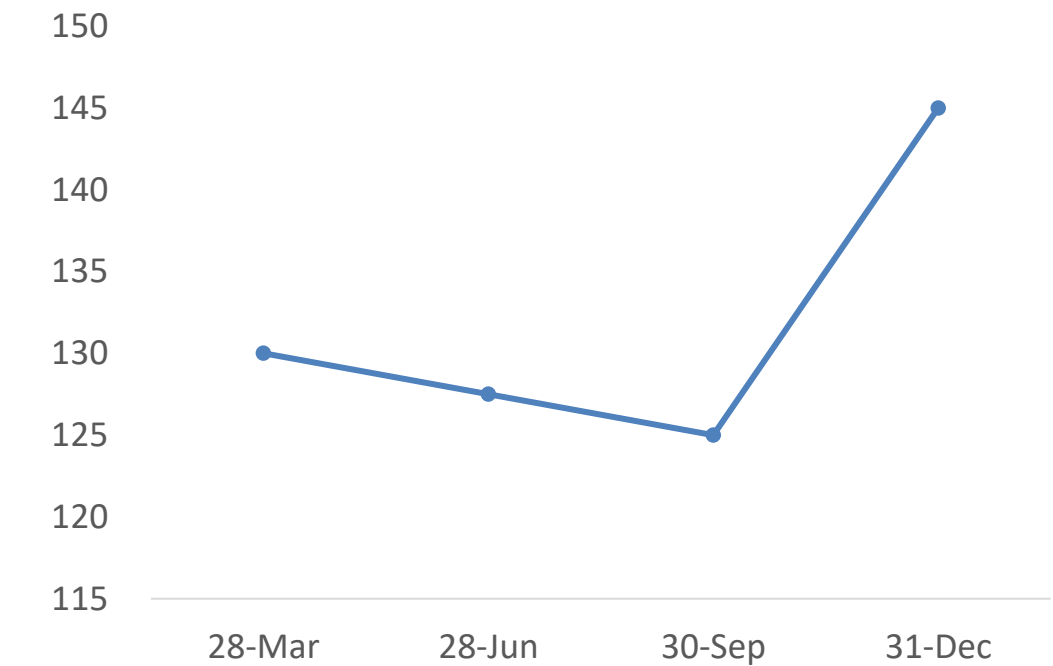
Net Assets per Share



Rs. 4.00

Dividend per Share

Share Price Movement



4Q 2024/25 AT A GLANCE



Rs. 95.1 Bn

REVENUE



Rs. 7.18 Bn

NET PROFIT AFTER TAX



Rs. 202.00 Bn

TOTAL ASSETS



Rs. 13.13

EPS



Rs. 77.2 Bn

SHAREHOLDER'S FUNDS



Rs. 16.6 Bn

CASH & SHORT-TERM DEPOSITS

Aitken Spence 

Segmental Analysis

Revenue (Quarter ended 31-March)

LKR Mn

		12M 2024/25	Q4 2024/25	Q4 2023/24	Variance - Quarterly (%)
Tourism Sector		65,183.1	23, 792.3	22, 940.9	3.7
Maritime & Logistics		17, 198.4	4, 466.3	4, 182.2	6.8
Strategic Investments		10, 970.9	2, 679.1	3,587.0	(25.3)
Services		1, 742.4	457.3	354.8	28.9
Total		95, 094.8	31, 395.0	31, 064.9	1.1

Segmental Analysis

Net Profit After Tax (Quarter ended 31-March)





LKR Mn

		12M 2024/25	Q4 2024/25	Q4 2023/24	Variance (%)
Tourism Sector		4,334.1	4,567.8	4,076.1	12.1
Maritime & Logistics		3,528.0	817.8	1,270.0	(35.6)
Strategic Investments		(920.6)	(782.8)	(919.1)	(14.8)
Services		237.7	217.9	(174.8)	(224.7)
Total		7,179.1	4,820.8	4,252.2	13.4

Segmental Analysis

Group Assets

LKR Mn

		31.03.2025	31.03.2024
Tourism Sector		108, 339.0	110,951.8
Maritime & Logistics		29, 986.1	29,986.2
Strategic Investments		66, 005.8	63,474.3
Services		7,900.9	6,911.4

Key Highlights

For the full financial year 2024/2025, Aitken Spence's **total energy consumption per unit revenue declined by 12%**, and **total energy consumed from non-renewable sources and indirect energy saw a significant 76% decline**.

The Group has commenced its journey to implement **SLFRS S1 and S2** (localised sustainability disclosure standards) and has carried out gap assessments and training in preparation for their mandatory implementation from FY2025/2026

Aitken Spence's **water consumption per unit of revenue** notably **declined by 18.7%**, marking a **reversal from the 50% increase** in 2023/2024

The Group's **waste-to-energy power plant** was featured as an 'Impact Story' at the **UN Global Compact's "Forward Faster Now: Asia & Oceania"** conference, being **one of only two companies from Sri Lanka** to receive this recognition

Key Highlights

The **total number of employees** increased substantially to **16,513** in FY2024/25, **up from 13,281 in FY2023/24**, primarily due to the launch of the new Port City BPO joint venture which added nearly 2,000 employees. The workforce boasts **42% female representation**.

The **percentage of female managers in the managerial workforce rose by 3% to 21%** in FY2024/25, reflecting progress in the Diversity, Equity, and Inclusion (DE&I) agenda

Total training hours increased by 45% to 278,034 in FY2024/25, reflecting a significant **uplift in employee development and capability building efforts**

Aitken Spence launched its first flagship **Disaster Risk Reduction (DRR)** programme on 20th February 2025 as part of a broader initiative to ensure awareness and preparedness among employees in event of unforeseen circumstances.

Aitken Spence prioritises working with local **SMEs and MSMEs** to strengthen the local economy and provide growth opportunities for emerging businesses. **Total payments to suppliers** during the year amounted to **Rs. 64.0 billion**. Ongoing capacity building programmes and engagement with suppliers ensures that suppliers particularly in rural areas of Sri Lanka are benefitted by capacity building, job creation, and the advancement of sustainable industrial practices.

Achievements and Other Highlights

Group

Ms. D.S.T. Jayawardena was appointed as the Executive Chairperson effective 6th February 2025, marking a historic milestone as the **first female Chairperson** in the company's **156-year legacy**.

- **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.



Achievements and Other Highlights

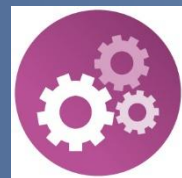
Tourism



- Aitken Spence was established as Sri Lanka's only Travelife-certified destination management company



Strategic Investments



- The apparel segment won two awards at the Best Management Practices Award, organised by the Institute of Chartered Professional Managers of Sri Lanka (CPM Sri Lanka)
- ACE Apparel (Pvt) Ltd Koggala (a subsidiary of Aitken Spence PLC), becomes the first and only company in Sri Lanka to receive the prestigious OEKO-TEX Organic Cotton certification for its products.



Achievements and Other Highlights

Maritime & Freight Logistics



- **CINEC Campus won the Best Exporter Award in the Education Services Category at the 26th Presidential Export Awards 2023/24.**
- **Hapag Lloyd Lanka (Pvt) Ltd. was recognised as the “Best Customer Service Provider” in the Europe / Mediterranean trade for the 4th consecutive year at the ICS Annual Awards ceremony. It also received a Silver Award at the National Logistics Awards 2024 and was recognised as the 4th highest volume contributor to the Port of Colombo**

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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.