

AITKEN SPENCE PLC

Quarterly Investor/ Partner Presentation

3Q 2025/26

1st October 2025 to 31st December 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)

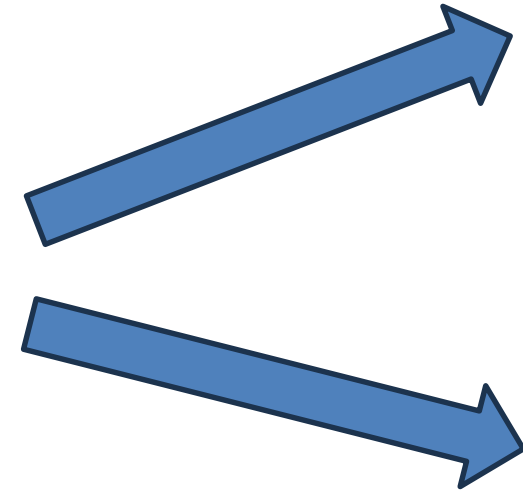


Aitken Spence[®]

Investor Information



Rs. 156.00
Market Price per Share



Rs. 175.00
Highest

Rs. 145.00
Lowest



21.18 times
Price Earnings Ratio



Rs. 196.06
Net Assets per Share



Rs. 4.00
Dividend per Share

3Q 2025/26 AT A GLANCE

Rs. 66.58 Bn

REVENUE

Rs. 3.35 Bn

NET PROFIT AFTER TAX

Rs. 207.03 Bn

TOTAL ASSETS

Rs. 7.37

EPS

Rs. 79.60 Bn

SHAREHOLDER'S FUNDS

Rs. 16.51 Bn

CASH & SHORT-TERM DEPOSITS

Aitken Spence

Segmental Analysis

Revenue (Quarter ended 31-December)





LKR Mn

		12M 2025/26	Q3 2025/26	Q3 2024/25	Variance - Quarterly (%)
Tourism Sector		45,242.9	19,094.7	17,452.5	9.4
Maritime & Logistics		11,821.9	3,918.7	4,327.3	(9.4)
Strategic Investments		8,077.5	2,445.9	2,782.2	(12.1)
Services		1,437.5	461.5	400.6	15.2
Total		66,579.8	25,920.9	24,962.6	3.8

Segmental Analysis

Net Profit / (Loss) After Tax (Quarter ended 31-December)





LKR Mn

		12M 2025/26	Q3 2025/26	Q3 2024/25	Variance (%)
Tourism Sector		1,094.2	2,419.5	1,902.5	27.2
Maritime & Logistics		2,478.8	821.8	802.3	2.4
Strategic Investments		(974.3)	(608.6)	(578.9)	5.1
Services		754.4	298.8	129.5	130.7
Total		3,353.1	2,931.6	2,255.4	30.0

Segmental Analysis

Group Assets

LKR Mn

		31.12.2025	31.03.2025
Tourism Sector		109,231.8	108,339.0
Maritime & Logistics		31,511.7	29,986.1
Strategic Investments		68,985.8	66,005.8
Services		7,434.0	7,900.9

Key Highlights

Aitken Spence ended Q3 FY2025/26 on a strong note, reporting a profit before tax of Rs. **5.6 Bn.**

Achievements and Other Highlights

Strategic Investments



Elpitiya Plantations PLC continues to be recognised nationally for its strong corporate citizenship and community impact

- Recognised among Sri Lanka's **Top Ten Best Corporate Citizens**, and named **1st Runner-Up** for the **Annual Revenue Below Rs. 15 Billion** category, reflecting the Company's continued focus on responsible and sustainable business practices.
- Received the **Category Award for Community Relations**, highlighting its ongoing efforts to uplift and engage with plantation communities in a meaningful and inclusive manner.
- Awarded a **Merit Certificate** for the **'Best Harvest' Rainwater Harvesting Project**, a practical climate resilience initiative addressing water scarcity while supporting long term operational sustainability.



Achievements and Other Highlights

Tourism



Aitken Spence Institute of Hotel Management was awarded the title of “**World's Leading Sustainable Female Empowerment Initiative**” at the **World Sustainable Travel & Hospitality Awards 2025**, acknowledging its role in creating meaningful opportunities and inclusion for women in hospitality



Aitken Spence Travels marked a significant milestone with the handling of **The Ritz-Carlton Yacht Collection's first call to the ports of Colombo & Galle**. This milestone reflects the hard work and dedication of the Travels team in positioning Sri Lanka within the luxury cruise travel segment.



Heritage Kandalama was awarded Silver for **Climate Adaptation and Resilience at the ICRT Global Responsible Tourism Awards 2025**, making it the only Sri Lankan hotel recognised globally in 2025.



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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.