AITKEN SPENCE PLC

Quarterly Investor/ Partner Presentation

2Q 2025/26

1st July 2025 to 30th September 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=YQTfAHyKeos&t=188s
Corporate video (30 sec): https://www.youtube.com/watch?v=0Mr3ZFlIIzM

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. 147.75

Market Price per Share

Rs. 148.00

Highest

Rs. 120.00

Lowest

64.52 times

Price Earnings Ratio

Rs. 189.61

Net Assets per Share

Rs. 4.00

Dividend per Share

2Q 2025/26 AT A GLANCE

Rs. 40.66 Bn
REVENUE

Rs. 0.42 Bn
NET PROFIT AFTER TAX

Rs. 198.50 Bn
TOTAL ASSETS

Rs. 2.29
EPS

Rs. 76.98 Bn
SHAREHOLDER'S FUNDS

Rs. 14.68 Bn
CASH & SHORT-TERM DEPOSITS

Segmental Analysis

Revenue (Quarter ended 30-September)

LKR Mn

	6M 2025/26	Q2 2025/26	Q2 2024/25	Variance - Quarterly (%)
Tourism Sector	26,148.2	13,268.9	12,183.6	8.9
Maritime & Logistics	7,903.2	4,289.1	4,702.4	(8.8)
Strategic Investments	5,631.6	3,393.0	2,757.2	23.1
Services	976.0	517.7	534.3	(3.1)
Total	**40,659.0**	**21,468.7**	**20,177.6**	**6.4**

Segmental Analysis

Net Profit / (Loss) After Tax (Quarter ended 30-September)

LKR Mn

``2	6M 2025/26	Q2 2025/26	Q2 2024/25	Variance (%)
Tourism Sector	(1,325.4)	(877.6)	(1,048.6)	(16.3)
Maritime & Logistics	1,657.0	866.5	1,150.6	(24.7)
Strategic Investments	(365.8)	(203.9)	(44.4)	359.4
Services	455.6	231.1	(46.9)	(592.4)
Total	**421.5**	**16.1**	**10.7**	**50.4**

Segmental Analysis

Group Assets

LKR Mn

	30.09.2025	31.03.2025
Tourism Sector	102,896.0	108,339.0
Maritime & Logistics	31,407.1	29,986.1
Strategic Investments	68,509.5	66,005.8
Services	6,247.7	7,900.9

Sustainability Highlights

Aitken Spence PLC has partnered with the **Sri Lanka Air Force** for **the "Clean Today – Green Tomorrow"** initiative, an environmental programme launched by the SLAF Seva Vanitha Unit to mark World Environment Day.

Through its waste-to-energy power plant, the Group repurposed **90,273 metric tonnes of municipal solid waste** this financial year, contributing to cleaner and more sustainable urban development in Colombo, while supporting low-carbon energy generation.

Across operations, **58,276 cubic metres of rainwater** were harvested, accounting for approximately **8% of total water consumption**, reducing freshwater withdrawal and enriching soil systems.

Aitken Spence also represented Sri Lanka at the **7th United Nations Responsible Business and Human Rights Forum Asia-Pacific, held in Bangkok**, and led the **Business and Human Rights Working Group of the UN Global Compact (UNGC) Sri Lanka Network**.

Key Highlights

Aitken Spence continues its strong performance by recording a **42% growth in PBT** for the first half of FY 2025/26.

The Group's Services sector achieved **a profit from operations** (including the share of profits from equity-accounted investees) of **Rs. 577.0 million**, primarily driven by the recently commenced BPO operations in Port City Colombo.

Achievements and Other Highlights

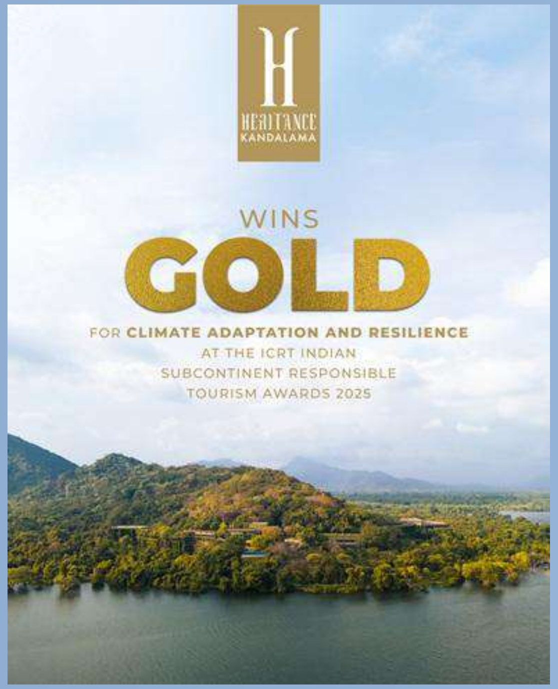
Strategic Investments

Aitken Spence Printing has reaffirmed its industry leadership by winning the **Platinum Award** for the **second consecutive year** at the **Sri Lanka Packaging Awards "Lanka Star 2025."**

In collaboration with Sri Lanka Customs and Ceylon Tobacco Company PLC, **Western Power Company (Pvt) Ltd**, a subsidiary of Aitken Spence PLC, facilitated the secure incineration of two large consignments of illicit cigarettes at Western Power's Waste-to-Energy (WtE) Plant in Kerawalapitiya.

Achievements and Other Highlights

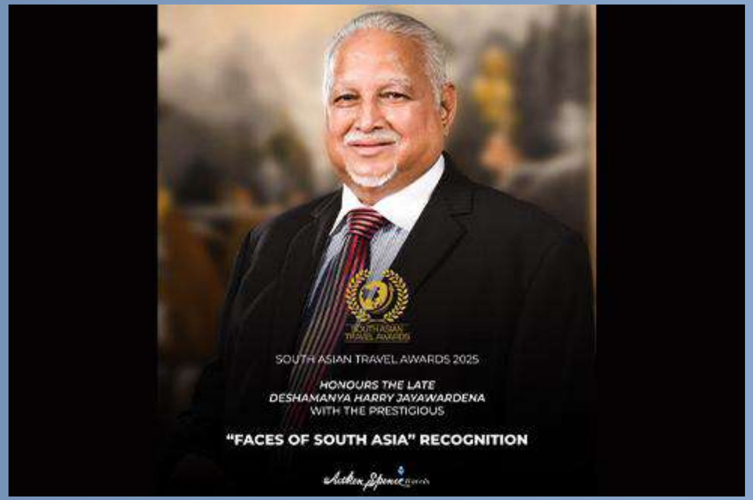
Tourism



Heritance Kandalama Wins Gold under the Climate Adaptation and Resilience category at ICRT Indian Subcontinent Responsible Tourism Awards 2025.

- The South Asian Travel Awards (SATA) 2025 honoured the late Deshamanya Harry Jayawardena with a special tribute for his visionary leadership and contribution to the region’s hospitality industry.

- Aitken Spence Hotels was recognised with three accolades, while Aitken Spence Travels was recognised with two awards, at SATA.



Achievements and Other Highlights

Tourism

Aitken Spence Hotels' culinary team returned from the **Culinary Art Food Expo 2025** with **116 medals**.

Heritance Hotels and Resorts celebrated the graduation of the inaugural batch of its flagship management trainee programme, **'Heritance Rise'**, marking a significant milestone in the company's continued efforts to cultivate the next generation of hospitality leaders.

Aitken Spence Institute of Hotel Management, a key initiative of Aitken Spence Hotels' Learning and Development arm, held its latest graduation ceremony at Heritance Ahungalla, bolstering hospitality sector with new graduates.

Contact Us

+94 112 308 308

info@aitkenspence.lk

https://aitkenspence.com

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.