

PT Aneka Gas Industri Tbk

Paparan Publik (*Public Expose*)

11 Desember 2017



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Agenda

Sekilas Tentang Perseroan

Keunggulan Bersaing Perseroan

Tantangan dan Prospek Bisnis

Update Perseroan

Kinerja Keuangan Perseroan

Sekilas Tentang Perseroan

PT Aneka Gas Industri Tbk



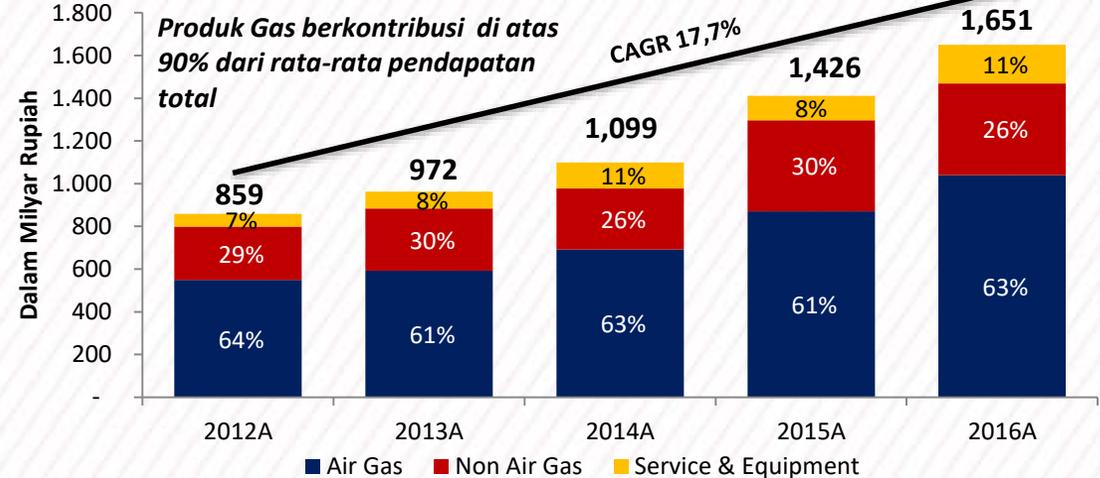
Perusahaan Gas Industri Terbesar di Indonesia

Sekilas Tentang Perseron

- Memiliki 44 pabrik dan 89 stasiun pengisian (*filling stations*) pada 23 propinsi di Indonesia per 30 September 2017
- Memiliki 4 (empat) lini bisnis
 - Produksi gas industri;
 - Perdagangan gas Industri;
 - Perdagangan peralatan dan perlengkapan gas industri; dan
 - Instalasi gas Industri
- Produk gas didistribusikan melalui on-site plants, pipelines, bulk dan cylinder
- Diperingkat A-(idn) oleh Fitch Ratings Indonesia
- Dimiliki dan dikelola oleh SAMATOR

Kontribusi Pendapatan

Ringkasan Pendapatan



Business Highlights

Produk Gas

PRODUK/JASA

- Air gas
- Fuel gas
- Rare gas
- Mixed gas
- Synthetic gas
- Specialty gas

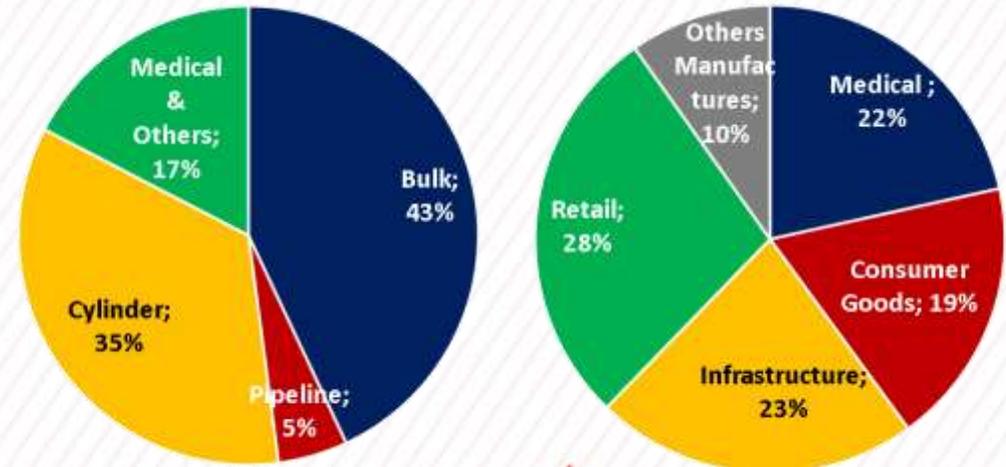
Instalasi Peralatan Gas

- Gas equipment installation
- Medical equipment trading

PRODUK / JASA UTAMA

- Oxygen (O₂)
- Nitrogen (N₂)
- Argon (Ar)
- Medical gas equipment
- Gas piping

Bauran Pendapatan



Per 30 September 2017

Landasan Pijakan



1916

NV WA Hoek Machine en Zuurstof
Established first O2 plant in Jakarta



1924

NV Javasche Koelzoor
Established first CO2 plant in Surabaya



1958

PN Zatas and PN Asam Arang changed its status to national companies



1971

PN Zatas and PN Asam Arang were merged and renamed to AGI (State owned Enterprise)



1996

Messer Griesheim GmbH and PT Tira Austenite took over AGI



2004

AGI was wholly acquired by SAMATOR (national company)



2008

AGI issued first bond & sukuk to support business expansion plans



2010 – 2015

AGI had rapid expansion by opening plants around Indonesia
AGI issued its second bond and sukuk offering in 2012



2016

AGI became the first industrial gas public company in Indonesia ("AGII")



2017

AGI plans to issue a shelf registration I bonds and sukuk year 2017 phase 2

1 plant

4 plants

7 plants

7 plants

7 plants

11 plants

16 plants

41 plants

44 plants

44 plants

Dengan pengalaman lebih dari 100 tahun di Indonesia

Pemegang Saham AGII



Mr. Arief Harsono

Pendiri dan Group CEO Samator



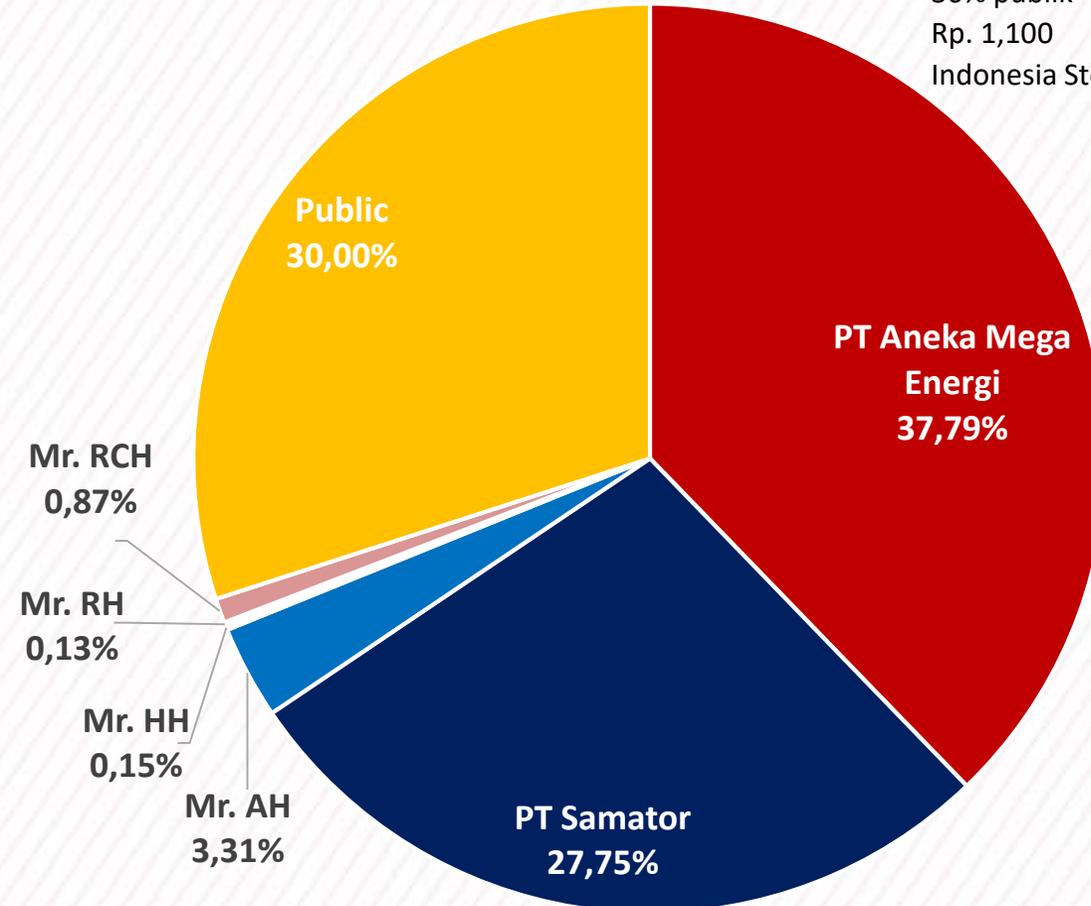
IPO

28 September 2016

30% publik

Rp. 1,100

Indonesia Stock Exchange (IDX)



Per 30 September 2017



Falsafah Yang Dianut



Vision

Perusahaan yang paling diidamkan, terus bertumbuh dan berkembang dengan mendayagunakan sumber daya alam yang memberikan manfaat bagi kehidupan

Mission

Memberikan yang terbaik bagi para pemangku kepentingan (*stakeholders*)

Berintegritas dan berkomitmen terhadap kualitas, HSE (*Health Safety Environment*), dan GCG (*Good Corporate Governance*)

Meningkatkan TCS (*Total Customer Solution*)

Memperluas wilayah usaha dan mengembangkan produk, layanan, serta teknologi

Values (P.R.I.D.E)

Professionalism
(Profesionalisme)

Righteousness
(Berbudi Luhur)

Innovation
(Inovasi)

Diversity
(Kebhinekaan)

Entrepreneur
(Kewirausahaan)

5 Prioritas Utama

Human Capital
Development

Management Control
System

Operational Excellence

Impactful Marketing
Initiatives

Service Excellence

Produk-Produk

Air gas

Oxygen*
Nitrogen*
Argon*

Speciality gas

Sulphur
Hexafluoride
Sterilization*
Ammonia
Refrigerant Gas

Rare gas

Helium
Neon
Krypton
Xenon

Synthetic gas

Hydrogen*
Acetylene*
Carbon Dioxide*
Carbon Monoxide
Nitrous Oxide*
Ethylene Oxide*
Sulphur Dioxide

Mixed gas

CNG Mixed Gas
Environmental
Calibration Gas
Engine Exhaust
Emission

Fuel gas

Liquid Propane
Natural Gas
Liquid Petroleum

Note:

**) gas products manufactured by AGI*



HALAL CERTIFIED



SAFETY CERTIFIED



ZERO ACCIDENT



LPAKARTI



ISO 9001:2008



SWA Win SOLUTION



Aplikasi Gas Industri

| Jenis Gas | Aplikasi | Proses Produksi |
|--|---|--|
|  Oxygen | <ul style="list-style-type: none">▪ Jasa medis misal yang terkait dengan pendukung sistem pernapasan▪ Pabrikasi metal▪ Produksi baja▪ Perikanan | |
|  Nitrogen | <ul style="list-style-type: none">▪ Industri makanan untuk <i>IQF (Individual Quick Frozen)</i> dan <i>MAP (Modified Atmosphere Packaging)</i>▪ Pemulihan dan pemurnian minyak bumi▪ Produksi kaca | Udara yang terdapat di atmosfer dipisah-pisahkan dalam <i>Air Separation Plant</i> untuk memperoleh Oxygen, Nitrogen and Argon |
|  Argon | <ul style="list-style-type: none">▪ Lighting▪ Pabrikasi metal▪ Produksi baja | |
|  Carbon Dioxide | <ul style="list-style-type: none">▪ Makanan dan minuman misalnya untuk minuman berkarbonasi▪ Pabriksi metal▪ <i>Enhanced oil recovery (EOR)</i> untuk industri minyak dan gas bumi▪ <i>Waste water treatment</i> | Karbon dioksida diproduksi melalui proses <i>steam reforming</i> atau proses purifikasi gas buang yang dihasilkan selama pemrosesan gas alam |
|  Hydrogen | <ul style="list-style-type: none">▪ Industri baja▪ Industri penerbangan dan luar angkasa (<i>aerospace</i>)▪ <i>Petrochemicals, oleochemical</i>, bahan bakar alternatif dan <i>fuel cells</i> | Hidrogen diproduksi dari proses elektrolisa air dan <i>steam reforming</i> dari gas alam, minyak atau batu bara |
|  Other Gases | <ul style="list-style-type: none">▪ Acetylene, Nitrous Oxide, Helium, Ethylene Oxide, Sterilization Gas, etc. | |

Metode Distribusi



On Site Plant



Bulk



Cylinder



Pipeline



Strategi Bisnis



Pengawasan di Bidang Operasi

Kegiatan monitoring secara Real-time bagi fasilitas produksi dan penyimpanan (software dikembangkan oleh pihak ketiga yang mumpuni)



Pengawasan Pasokan

- GPS dan sistem Telemetry untuk memonitor efisiensi distribusi dan memastikan *on-time delivery*
- *On-site monitoring* untuk memastikan kelancaran psokan gas industri



Sumber Daya Manusia

Mengembangkan *Human Resource Information System (HRIS)* untuk memastikan kompetensi staff sesuai dengan kebutuhan masa kini

Mengembangkan ekosistem bisnis dan memperkuat keunggulan kompetitif

MIHAMA CARECOM



- Mengembangkan bisnis peralatan medis dan keamanan
- Bekerjasama dengan Bank Mandiri dalam hal pembiayaan untuk mendukung kebijakan pemerintah pada sektor kesehatan



Meningkatkan produktivitas dan efisiensi rantai nilai, dengan mendayagunakan teknologi & inovasi

Secara konsisten menjadi the first mover untuk menjaga posisi pemimpin pasar

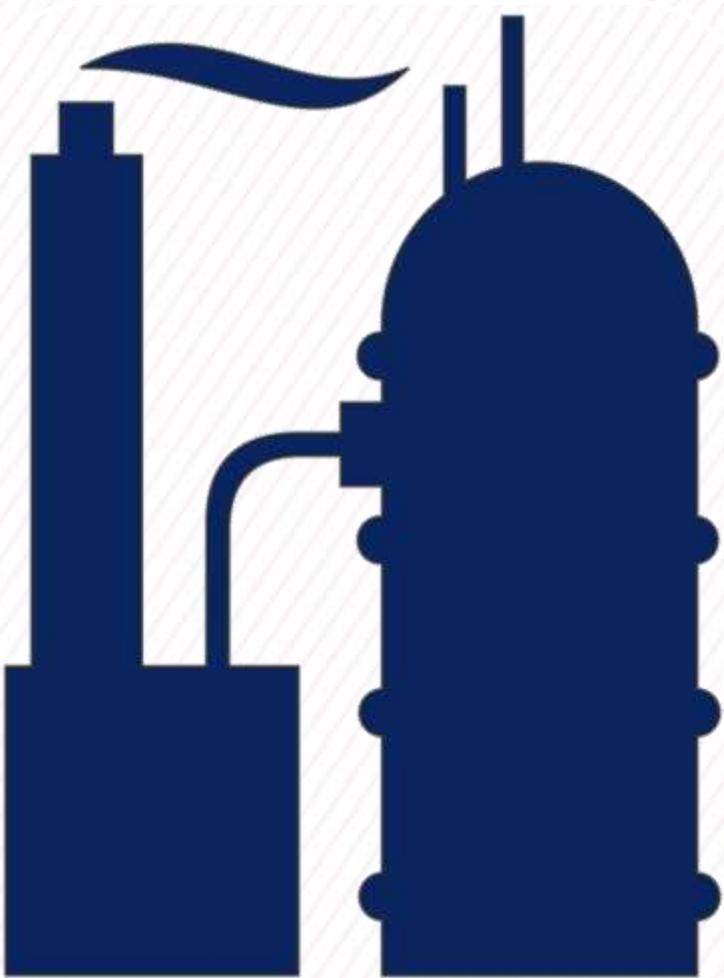
- Membangun pabrik baru untuk meraih pelanggan *onsite* dan *merchant gas*
- Mengembangkan jaringan distribusi dengan membangun *filling stations* di luar pulau Jawa
- Mempertahankan posisi *market leader* di Sumatra, Jawa, Kalimantan dan Sulawesi dengan memastikan pasokan produk yang berkesinambungan
- Memproduksi gas industri yang memiliki pasokan terbatas di pasar
- Invest asi pada riset dan pengembangan



Keunggulan Bersaing Perseroan



Keunggulan Bersaing

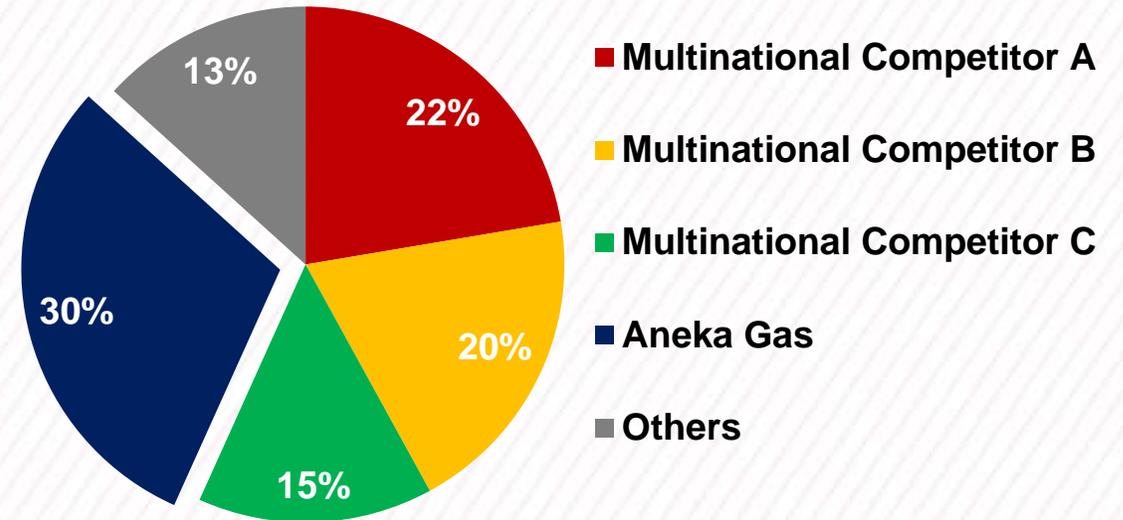


- 1 Perusahaan gas industri yang pertama dan terbesar
- 2 Pemimpin pasar pada sektor gas medis
- 3 Memiliki basis pelanggan akhir yang beragam dan terdiversifikasi dengan baik
- 4 Jaringan distribusi yang tersebar di seluruh penjuru nusantara
- 5 Kegiatan operasi yang terintegrasi
- 6 Jaringan internasional
- 7 Tim manajemen dengan pengalaman yang mumpuni

1 Perusahaan Gas Industri Yang Pertama dan Terbesar



Posisi kepemimpinan pasar yang kuat



*) source: Gasworld, 2015

- Didirikan 100 tahun yang lalu, Perseroan menjadi pelopor dalam bisnis gas industri dan menjadi pemimpin pasar di Indonesia
- Pangsa pasar sebesar 30% di tahun 2015
- Memiliki jaringan distribusi yang khas di seluruh penjuru nusantara

2 Pemimpin Pasar Pada Sektor Gas Medis

- Satu-satunya pelaku di bidang gas industri yang menawarkan *total customer solution* dengan menyediakan gas medis, peralatan dan konstruksi & instalasi infrastruktur gas medis pada sektor *healthcare*
- Pangsa pasar di sektor gas medis sebesar 75 to 80% di tahun 2015^{*)}
- Sekitar 60%-65% rumah sakit yang menjadi klien juga memperoleh jasa instalasi dari Aneka Gas
- *Umbrella contracts* dengan kelompok-kelompok bisnis rumah sakit di Indonesia (baik rumah sakit swasta maupun rumah sakit pemerintah) dalam memberikan solusi dan bertumbuh bersama dengan kelompok-kelompok bisnis rumah sakit ini secara nasional



Medical gas & respiratory

Medical gas oxygen
(respiratory gas)
Medical gas nitrous oxide
(N₂O)
Medical gas air
Medical gas nitrogen
Medical CO₂
Lung function mix gases
Blood analyzer calibration
gas
Laser gas for surgery
Cryopreservation gas



Medical gas equipment & installation system

Medical supply equipment
Medical monitoring
system
Modular operating theatre
Onsite generation system
Gas handling and cutting
equipment
Installation services
Cryogenic containers for
biological
Specimen transport and
storage of cryogenic fluids

^{*)} source: Gasworld, 2015

3 Basis Pelanggan Akhir Yang Beragam dan Terdiversifikasi Dengan Baik



28%

Retail

- Workshop ● ●
- Home industry ● ● ● ● ●



23%

Infrastructure

- Steel production ●
- Stainless steel ● ●
- Inerting ● ●



22%

Medical

- Hospitals ● ● ●
- MRI ●
- Anesthesia ●



9%

Other Manufacturing

- Refining ●
- Natural gas fracking ● ●
- Enhanced oil recovery ● ●



19%

Consumer Goods

- Carbonation ●
- Freezing ● ●
- Aquaculture ●
- Inerting ●

Industrial Gases

Air Gases N₂ O₂ Ar

Synthetic Gases H₂ N₂O CO₂

CO He C₂H₂

as of 30 September 2017

4 Jaringan Distribusi Yang Tersebar di Seluruh Nusantara

Strategi

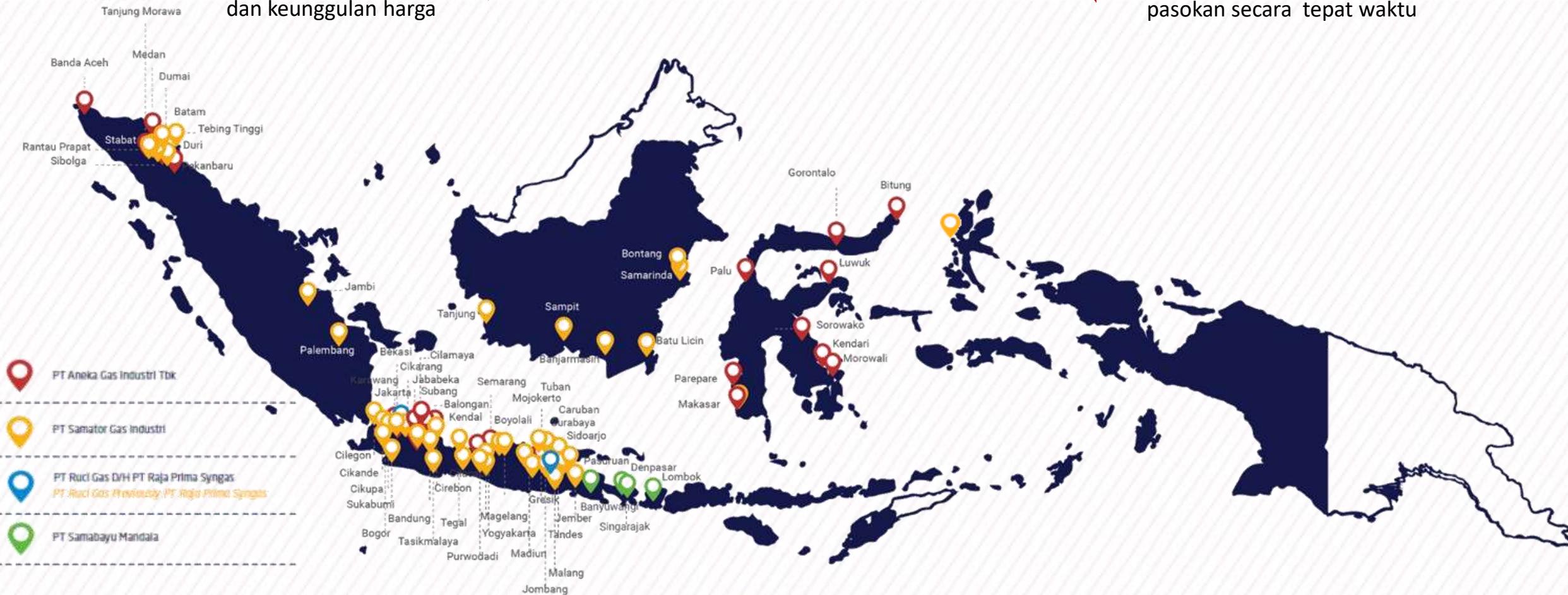
Membangun pabrik dan filling stations yang dekat dengan pelanggan untuk memastikan kesinambungan pasokan dan keunggulan harga

Hasil

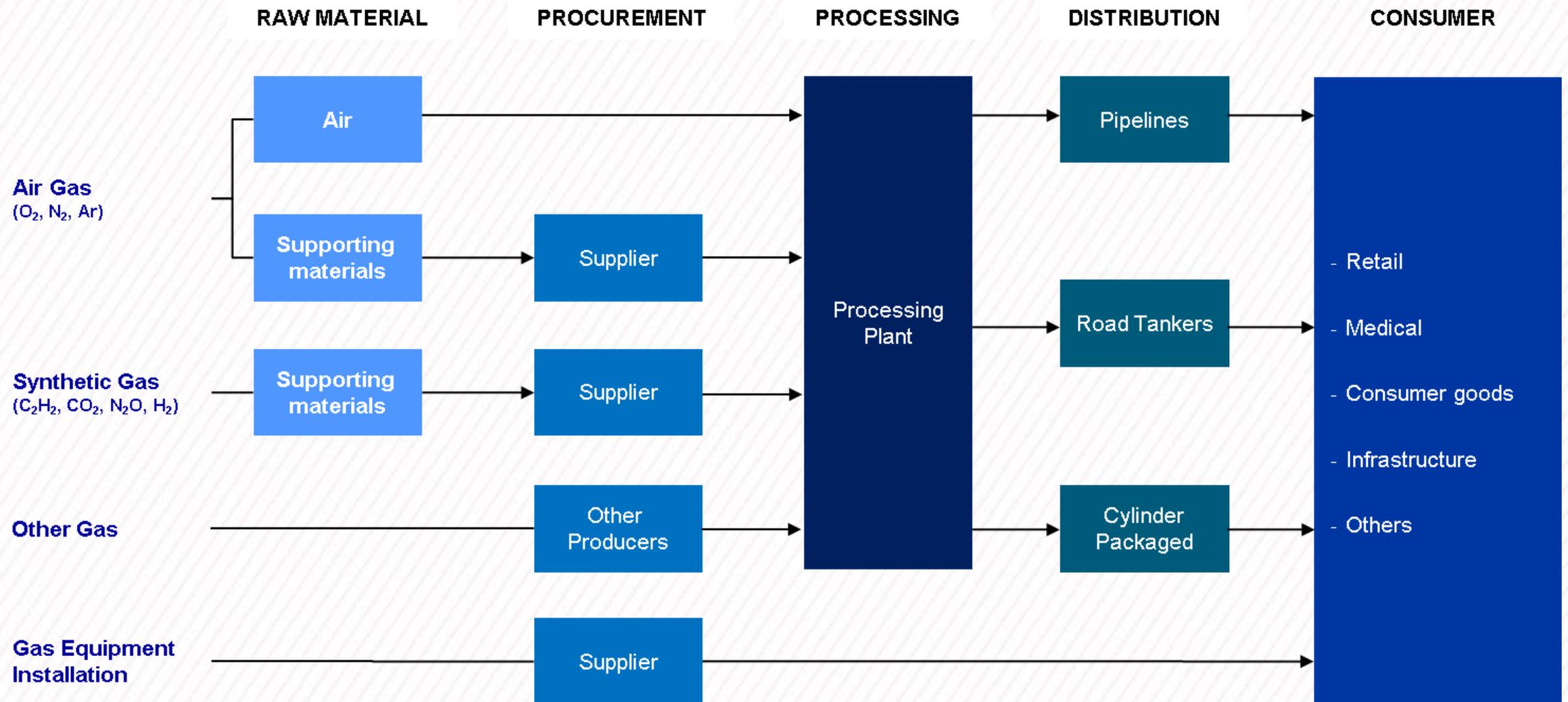
Jaringan distribusi terbesar dengan 44 pabrik (ASP & lainnya) dan 89 filling stations pada 23 propinsi di Indonesia

Dukungan

Armada transportasi terbesar di industri untuk melayani psar sasaran dan memastikan kesinambungan pasokan secara tepat waktu



5 Kegiatan Operasi Yang Terintegrasi



6 Jaringan Internasional

Dikelola oleh Samator Group agar AGI memiliki akses terhadap pemain berkaliber multinasional



Air Water



Mihama Corporation



Tomoe Sokai Co, Ltd.



TAIYO NIPPON SANSO
The Gas Professionals

Taiyo Nippon Sanso Corporation and National Oxygen Pte. Ltd.



Central Uni Co. Ltd.



Carecom Co. Ltd.



Cryo Diffusion S.A.S.



Panasonic Health Care Co., Ltd.



ESCO Industries



Genstar Technologies Company Inc.



7 Tim Manajemen Dengan Pengalaman Yang Mumpuni

Manajemen tim dengan pengalaman lebih dari 30 tahun di bidang gas industri

Dewan Komisaris



Arief Harsono

- *President Commissioner*
- *Chairman of Samator Group*
- *41 years of industry experience*



Rasid Harsono

- *Vice President Commissioner*
- *(2006 – present)*
- *30 years of industry experience*



Djasri Marin

- *Commissioner*
- *(2006 – present)*



C.M. Bing Soekianto

- *Independent Commissioner*
- *(2004 – present)*
- *40 years of industry experience*



Hargo Utomo

- *Commissioner*
- *(2005 – present)*



Agoest Soebhektie

- *Independent Commissioner*
- *(2013 – Present)*

Direksi



Heyzer Harsono

- *President Director*
- *(2007 - present)*
- *34 years of industry experience*



Rachmat Harsono

- *Vice President Director*
- *(2004 – present)*
- *14 years of industry experience*



Imelda Mulyani Harsono

- *Legal, Compliance and Risk Management Director*
- *(2006 – present)*
- *10 years of industry experience*



Phajar Hadywibowo

- *Technical Director*
- *(2013 – present)*
- *26 years of industry experience*



Agus Purnomo

- *Regional Development Director (Independent Director)*
- *(2006 – present)*
- *30 years of industry experience*



Nini Liemijanto

- *Finance Director*
- *(2015 – present)*
- *27 years of industry experience*



Ferryawan Utomo

- *Operational Director – West Region*
- *(2015 – present)*
- *26 years of industry experience*



Budi Susanto

- *Operational Director – East Region*
- *(2015 – present)*
- *26 years of industry experience*

...from EVERYWHERE in EVERYTHING...

WE are the first and largest player which provides the most integrated industrial gas product and service to vast industries (especially in medical and retail) across Indonesia

Competitive advantage

- The first and largest industrial gas company
- Market leader in medical gas sector
- Well-diversified end customer base
- Nationwide distribution network
- Integrated operational activity
- International network
- Experienced management team

Business positioning

- Dominant in medical and retail (no competition with multinational players)
- First mover advantage for outside Java market share (no competition with multinational players)
- Vast network distribution enable us to provide a nation wide service to large scale national company
- Steady market share from extensive diversification of product, distribution, industry and customer
- 4 (four) large scale players in Indonesia

Business model

- End to end integration which include pipeline, onsite, bulk and cylinder
- Medium to long term secured contract to ensure a steady sales growth
- Cost-plus pricing which enable cost pass through mechanism

Kondisi Terkini Perseroan

3Q2017



Update Perseroan

Secara Konsisten Menjadi *First Mover* Untuk Menjaga Posisi Pemimpin Pasar



Membangun 9 (sembilan) *filling stations* (Per Juni 2017) di Lampung; Lombok; Berau; Ternate; Manado; Palangkaraya, Kediri, Mojoagung, dan Secang.



>350 list kontrak potensial dimana 67% telah ditandatangani dan sisany dalam proses.

Kemitraan Bisnis

Mengembangkan ekosistem bisnis dan memperkuat keunggulan kompetitif



Dipercaya sebagai satu-satunya distributor oleh Mihama, perusahaan Jepang, untuk mendistribusikan *refrigerant gas* (Maret 2017)

Update Perseroan

Mengembangkan ekosistem bisnis dan memperkuat keunggulan kompetitif

Samator Fuel Gas (SFG) as a substitute for Acetylene

| PROPERTIES | SFG | LPG | ACETYLENE | APPLICATIONS | SFG | ACETYLENE |
|-------------------------------|------------------|--------------------|-----------------------|-------------------------------|-----|-----------|
| Flame Temperature (In Oxygen) | 3000-3300 C | 2526 - 2820 C | 3087 C | Normal & Thin Plates (<75mm) | ✓ | ✓ |
| Heating Value (BTU / Cu Ft) | 1300 | 3051 | 1470 | Profile Cutting | ✓ | ✓ |
| Specific Gravity (SG) | 0.65 | 1.859 | 0.906 | Thick Plates (>75mm) | ✓ | ✓ |
| Explosive Limit in Air (%) | 5.3 - 14 | 1.9 - 9.5 | 2.5 - 80 | Beveling | ✓ | ✓ |
| Toxicity | Low | Low | Low | Cutting Heavily Rusted Plates | ✓ | ✓ |
| Reactivity | Low | Low | Copper & Silver Alloy | On-shore | ✓ | ✓ |
| Back Fire Tendency | Low | Low | High | Off-shore | ✓ | ✓ |
| Shock Sensitivity | Stable | Stable | Unstable | | | |
| Max Usage Pressure (Cylinder) | 70 Psi (0.5 MPa) | 10 Psi (< 0.1 MPa) | 15 Psi (0.1 MPa) | | | |

Update Perseroan

Mengembangkan ekosistem bisnis dan memperkuat keunggulan kompetitif



Refrigeration & HVAC Indonesia
28-30 September 2017



Indonesian Hospital Expo 2017,
18-21 October 2017

Kemitraan Perseroan

Mengembangkan ekosistem bisnis dan memperkuat keunggulan kompetitif



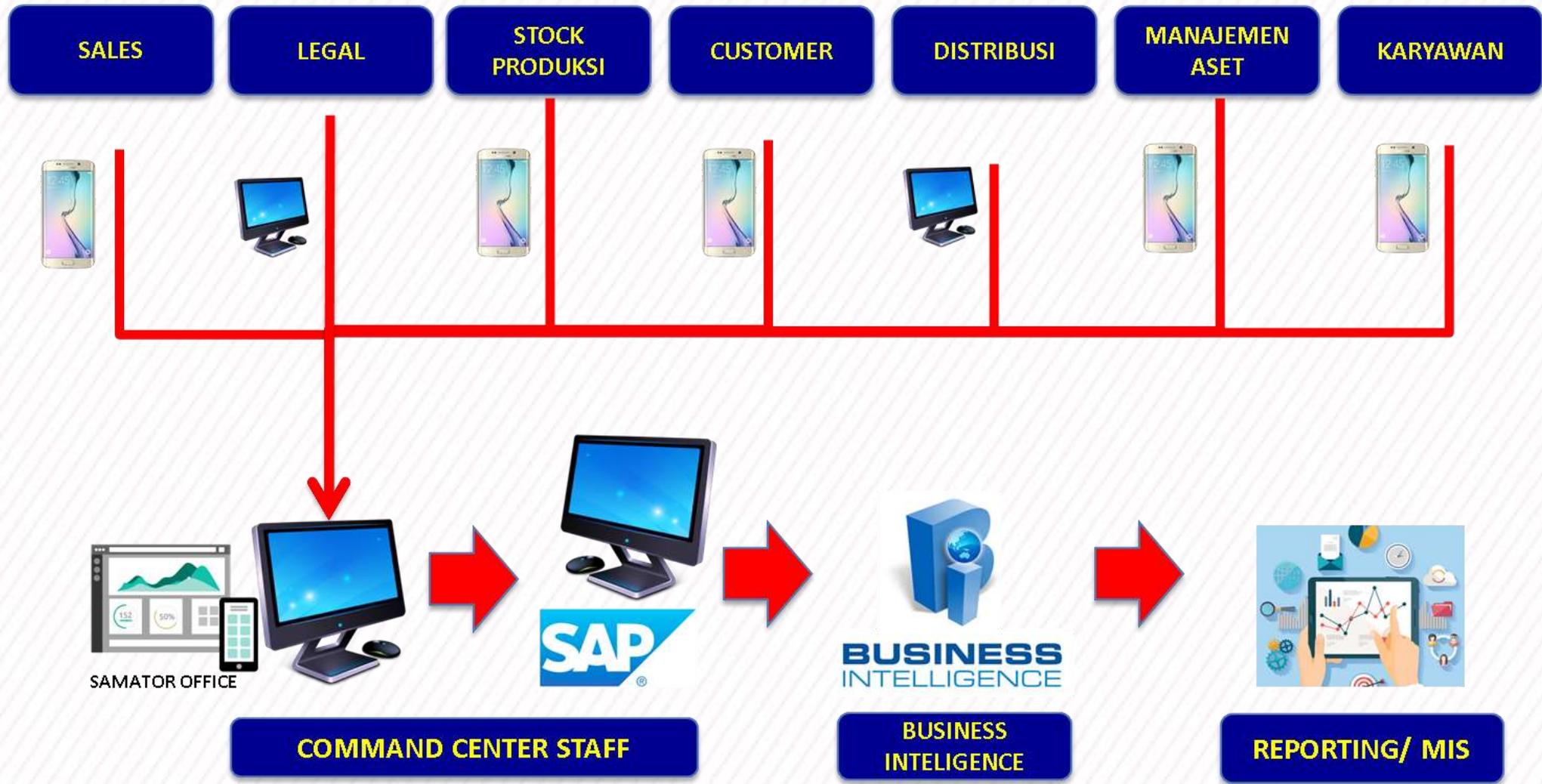
Mengkaji peluang untuk memasarkan *Pressure Swing Adsorption (PSA) type nitrogen gas* bagi pasar Indonesia



Joint contractor bagi pembangunan *potential on site plant* di Indonesia

Peningkatan Rantai Pasokan dan Logistik

Mengembangkan ekosistem bisnis dan memperkuat keunggulan kompetitif



Peraturan Terkini



MENTERI KETENAGAKERJAAN
REPUBLIK INDONESIA

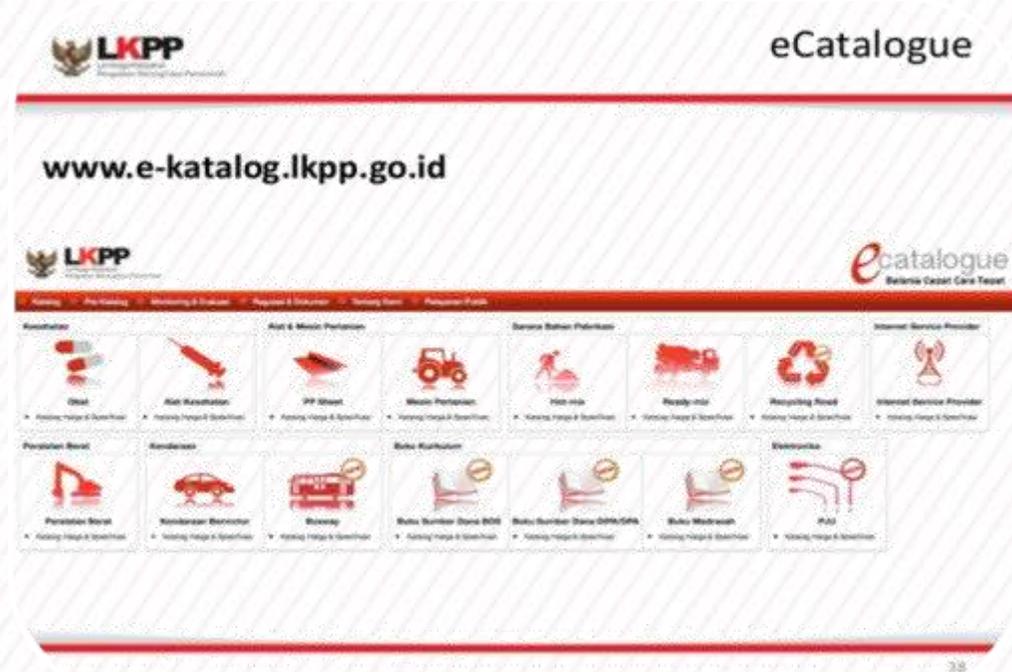
SALINAN

PERATURAN MENTERI KETENAGAKERJAAN
REPUBLIK INDONESIA
NOMOR 37 TAHUN 2016
TENTANG
KESELAMATAN DAN KESEHATAN KERJA
BEJANA TEKANAN DAN TANGKI TIMBUN

DENGAN RAHMAT TUHAN YANG MAHA ESA

MENTERI KETENAGAKERJAAN REPUBLIK INDONESIA,

Peraturan Kementerian Ketenagakerjaan RI No 37 Tahun 2016 tentang keselamatan dan kesehatan kerja bejana bertekanan dan tangki timbun yang melibatkan prosedur aktivitas utama seperti perencanaan, produksi, instalasi, pengisian, distribusi, aplikasi, perawatan, modifikasi, pengamanan, inspeksi dan pengujian. Peraturan ini mensyaratkan distributor lokal untuk mengadopsi aturan standard industri sebagaimana yang telah dilakukan oleh pemain besar di industri ini.



AGII dalam proses pendaftaran pada Lembaga Kebijakan Pengadaan Barang/Jasa Pemerintah (LKPP).

Saat ini, proses pendaftaran telah lengkap untuk propinsi Jawa Barat dan Bali. Propinsi lainnya diharapkan selesai segera.

Kontrak Payung dengan Pemerintah

Inseminasi Buatan Secara Nasional

Govt starts major cattle-breeding program in NTB

The Jakarta Post, 1 May 2017, Prisma Nugraha

Govt seeking to boost national herd through artificial insemination.

The Agriculture Ministry has disbursed Rp 1.1 trillion (US\$82.5 million) this year to boost the national cattle herd through its artificial insemination

(Upsus SIWAB) program.

The program was officially launched on Tuesday at an agriculture education complex in Lelede, West Lombok, West Nusa Tenggara (NTB), which was attended by some 500 cattle farmers on Lombok Island.

The ministry's director general of husbandry and animal health I Ketut Diarmita said the program was a government priority in the husbandry sector.

tor.

"The contribution of local livestock to the national supply has been relatively low so far. This program is part of the government's intervention to improve livestock especially cattle," Diarmita said.

He said the Rp 1.1 trillion was needed to fund facilities such as containers for frozen semen and field operations. He said through the program the

government would target all breeding cows in their productive period through artificial insemination.

Data at the ministry, he said, showed that in previous years, the results from the artificial insemination program had not been good, with only 70 to 76 percent of the cows in their productive period becoming pregnant.

Upsus SIWAB, in which farmers are offered incentives and most importantly

free artificial insemination for their cows, is expected to increase the pregnancy figure to 100 percent.

Through the program, Diarmita said, his office had a target of artificially inseminating some 4 million cows nationwide. "So, we assume that by 2018 we will have 3 million additional calves from the program."

NTB has been one of Indonesia's cow production centers along with East

Java, West Java, Central Java, Lampung and Bali. NTB will receive Rp 20 million from Upsus SIWAB, with a target of artificially inseminating 140,000 cows spread across the province's eight regencies on Lombok and Sumbawa islands.

NTB Deputy Governor Muhammad Amin said the province, dubbed the "land of thousands of cows" was ready to implement the Upsus SIWAB program.

"We are committed to the success of the program because in NTB the husbandry sub-sector is a strategic part in the regional development program, especially in eradicating poverty, apart from the agriculture and tourism sectors," Amin said.

The cattle herd in NTB currently amounts to 1.19 million. The province sends some 20,000 cows for breeding

programs in other provinces and around 40,000 head of cattle to meet the national beef demand.

Amin said the provincial administration continued to encourage people not to make cow breeding a part-time job but rather to engage in it as a serious business with good prospects.

Abdul Martak, 52, a cattle farmer, said farmers were reluctant to artificially inseminate their cows because they had to pay Rp 50,000 to Rp 100,000 for the service while the success rate was low.

"With free artificial insemination, everyone is of course happy," Martak said, adding that failure usually was due to farmers' misinterpretation of their cows' estrus period or damaged semen.

Artificial insemination officer Wirnaya, 40, of Central Lombok Hus-

Land of cows: Cattle are herded in a pen in Lelede village, West Lombok, West Nusa Tenggara (NTB), on Tuesday. NTB has long been known as a major cow-producing center.

bandry Agency said the biggest challenge that staff like him faced was how to get to the cattle farm on time before the frozen semen was damaged prior to being inseminated.

"Until now we have not been able to

<https://www.pressreader.com/indonesia/the-jakarta-post/>



Pemerintah Indonesia, melalui Kementerian Pertanian Direktorat Jenderal Peternakan dan Kesehatan Hewan) telah mencairkan IDR 1.1 triliun untuk mendorong peternakan nasional melalui inseminasi buatan dengan nama Program Upsus SIWAB (Upaya Khusus Percepatan Populasi Sapi dan Kerbau Bunting)

Jalan Tol Cikampek dan Trans Sumatera



Penggerak Pertumbuhan Utama 9M2017



Infrastruktur



Barang Konsumsi



Medis



Ritel



Industrialisasi



Terobosan

Refinancing Pinjaman

PUB I Tahun 2017 – Tahap 1 dan Tahap 2

| | Obligasi Kupon Tetap Reg I Tahun 2017 | | Sukuk ijarah Reg I Tahun 2017 | |
|-------------------------------------|--|-------|-------------------------------|-------|
| Penerbit | PT Aneka Gas Industri Tbk | | | |
| Terdaftar | Bursa Efek Indonesia | | | |
| Tujuan | Refinancing | | | |
| Tanggal Terdaftar | 6 Juni 2017 | | | |
| Tahap 1 Sejumlah 310 (Rp miliar) | 45 | 19 | 147 | 99 |
| Kupon p.a. (%) | 9,9 | 10,35 | 9,9 | 10,35 |
| Jatuh Tempo (tahun) | 3 | 5 | 3 | 5 |
| Tanggal Terdaftar | 8 Desember 2017 | | | |
| Tahap 2 Sejumlah 400 (Rp miliar) | 195 | 61 | 107 | 37 |
| Kupon p.a. (%) | 9,5 | 9,9 | 9,5 | 9,9 |
| Jatuh Tempo (tahun) | 3 | 5 | 3 | 5 |
| Peringkat Perusahaan | Obligasi dan Sukuk sama-sama memperoleh peringkat A-(idn) oleh Fitch | | | |

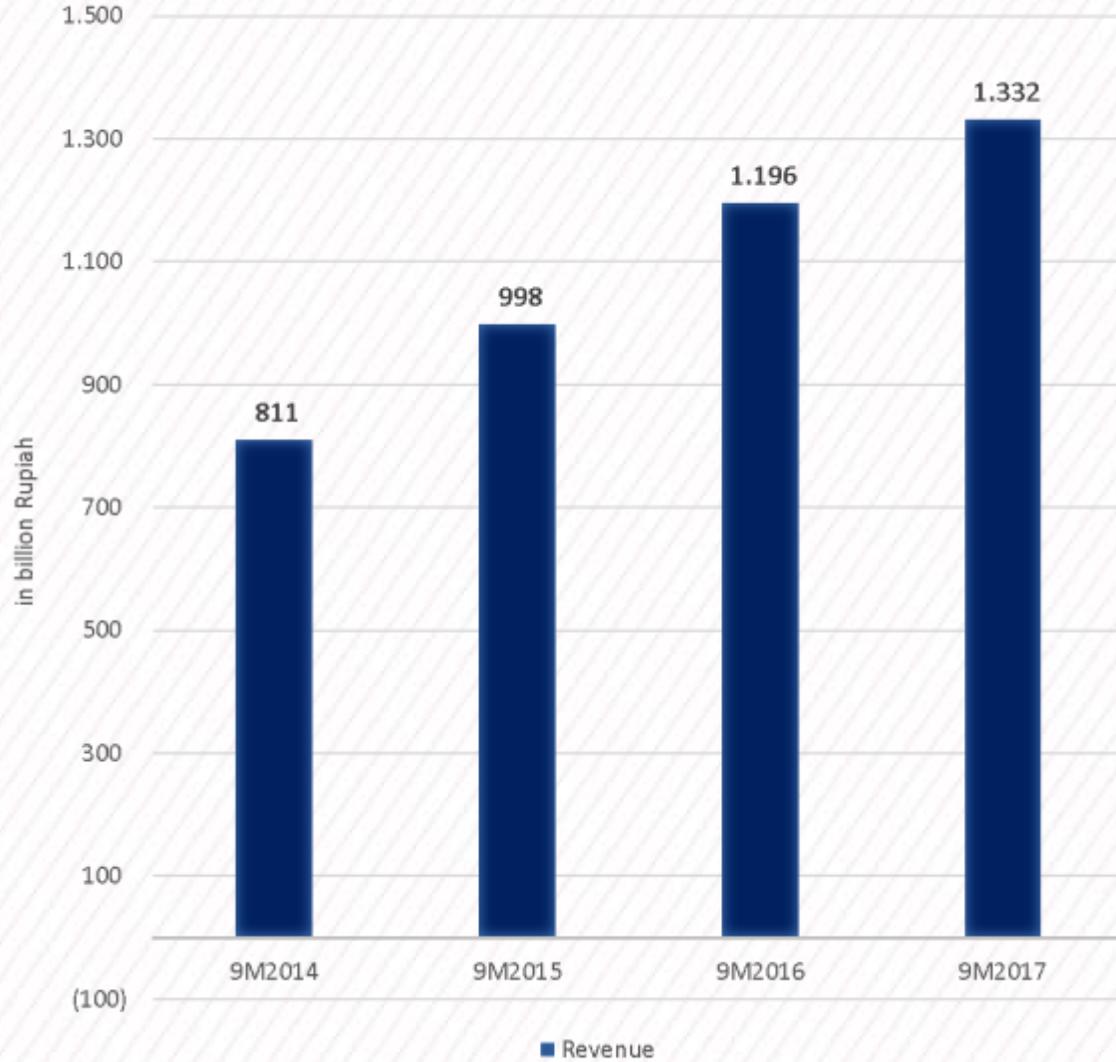
Kinerja Keuangan Perseroan

3Q2017

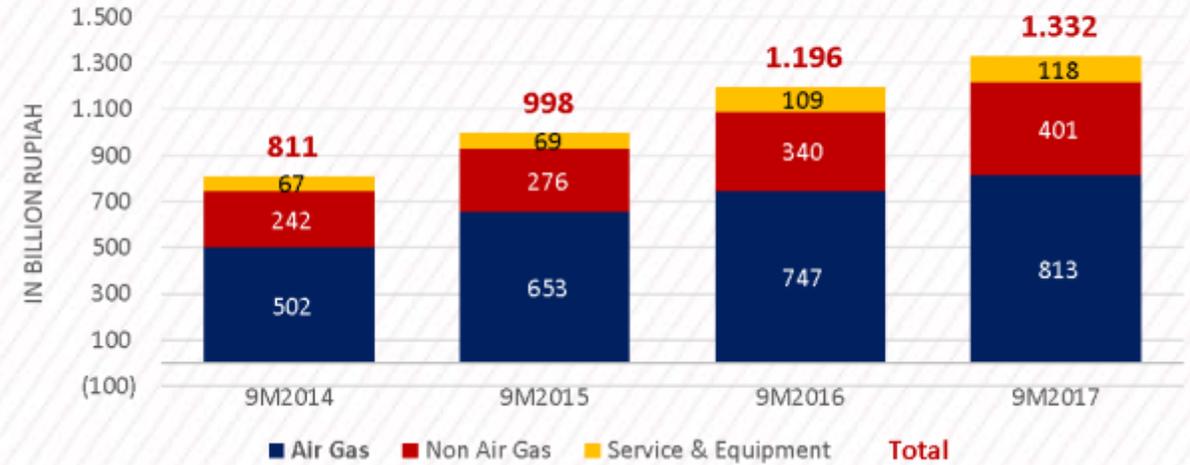


Kinerja Keuangan

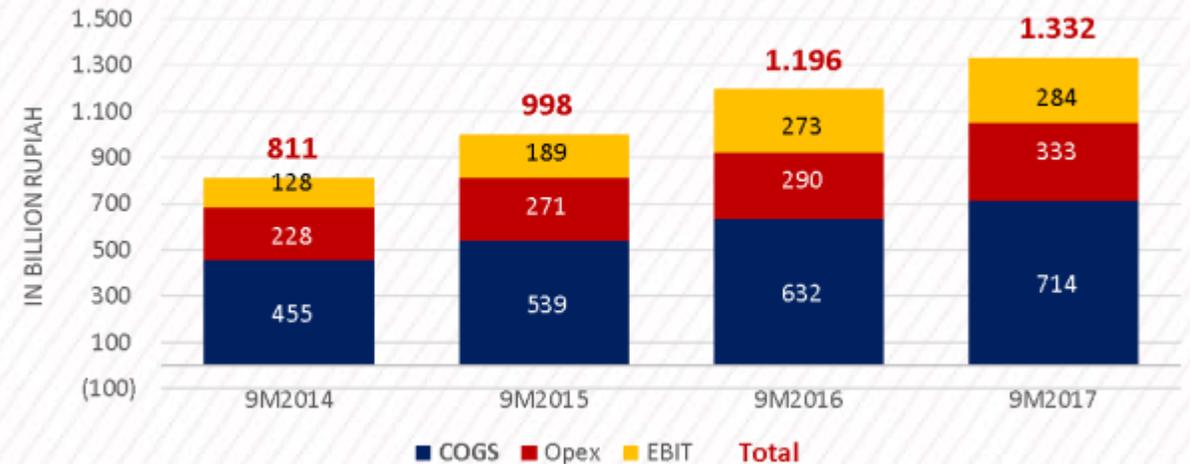
REVENUE



REVENUE BY PRODUCT

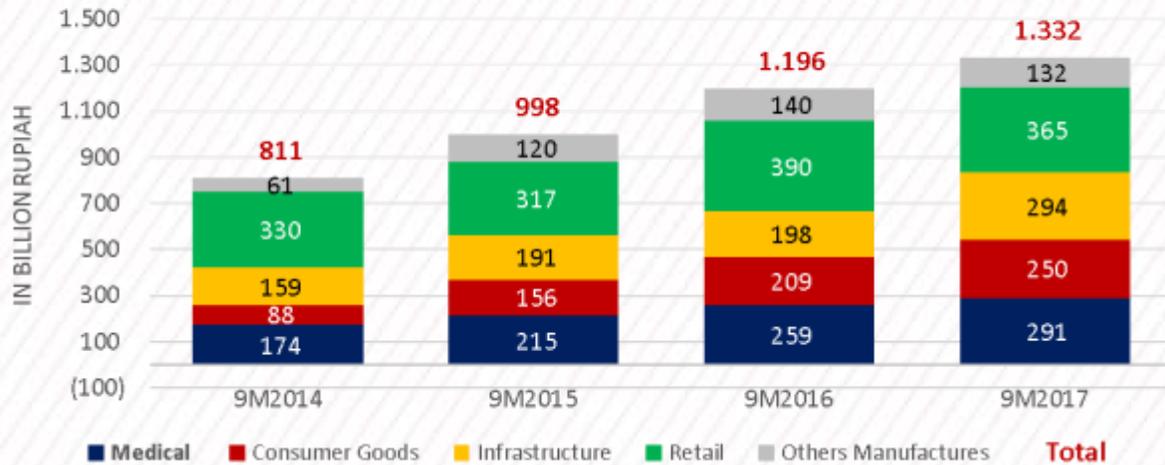


REVENUE COMPOSITION

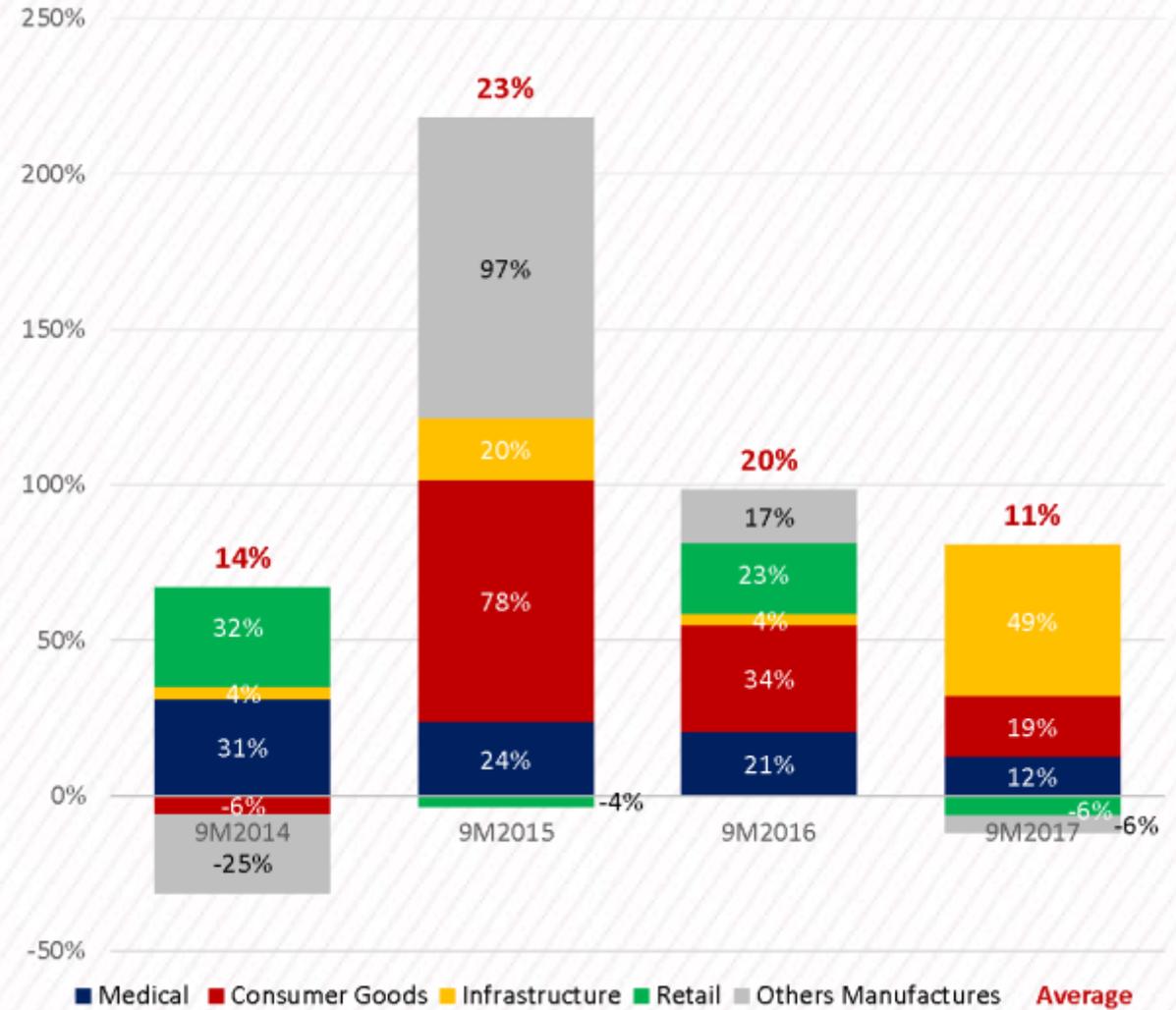


Kinerja Keuangan

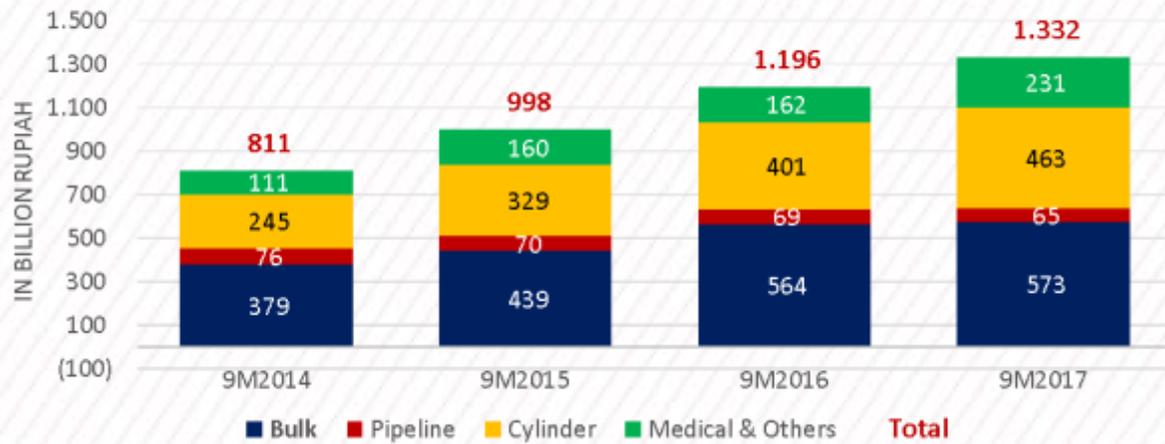
REVENUE BY SECTOR



REVENUE GROWTH SECTOR

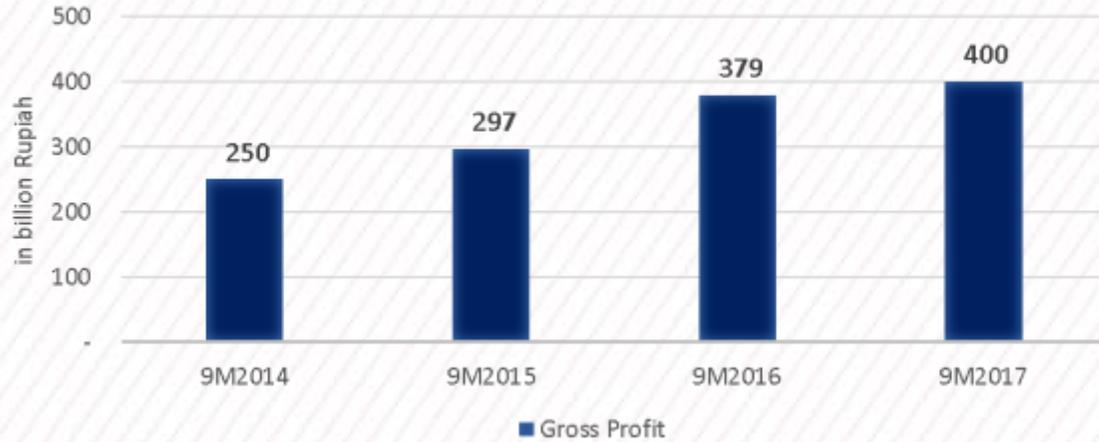


REVENUE BY MODE OF SUPPLY

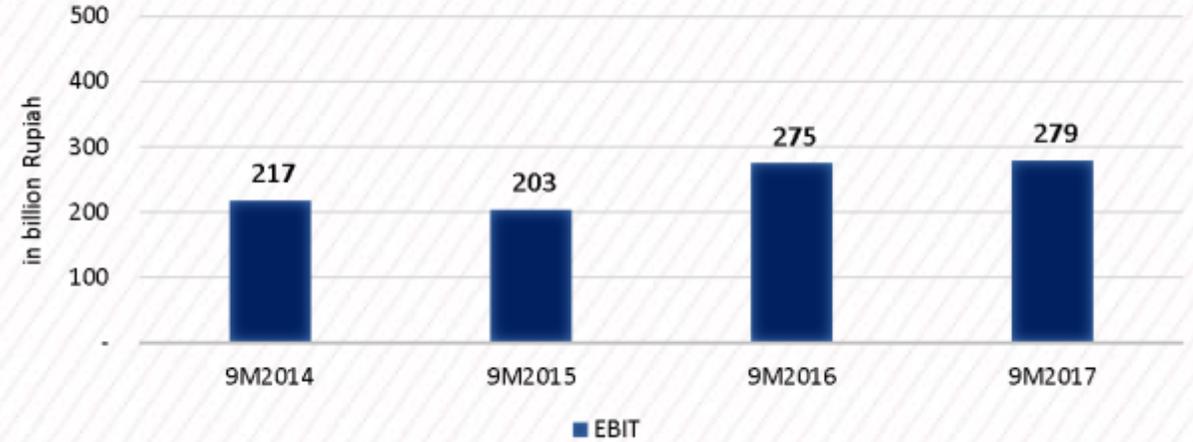


Kinerja Keuangan

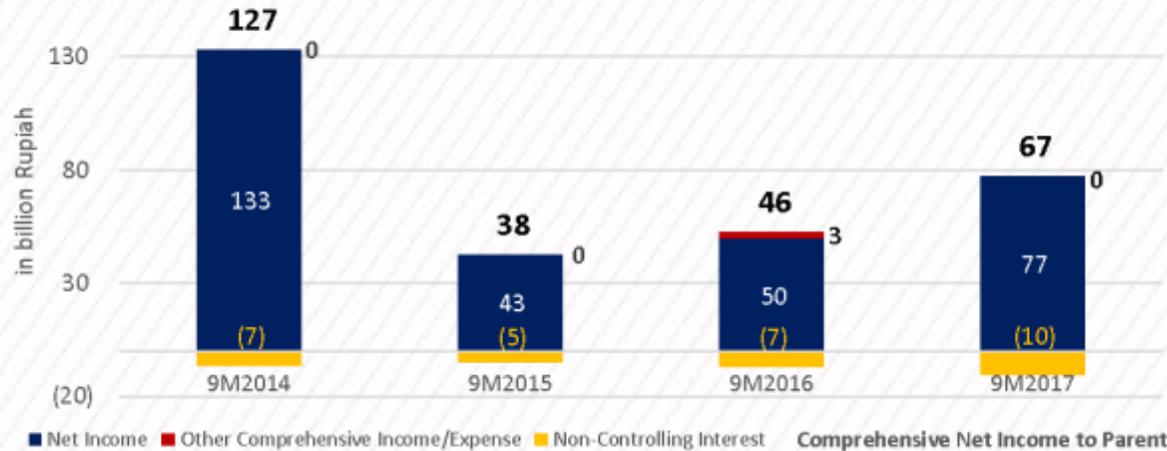
GROSS PROFIT



EBIT



COMPREHENSIVE NET INCOME

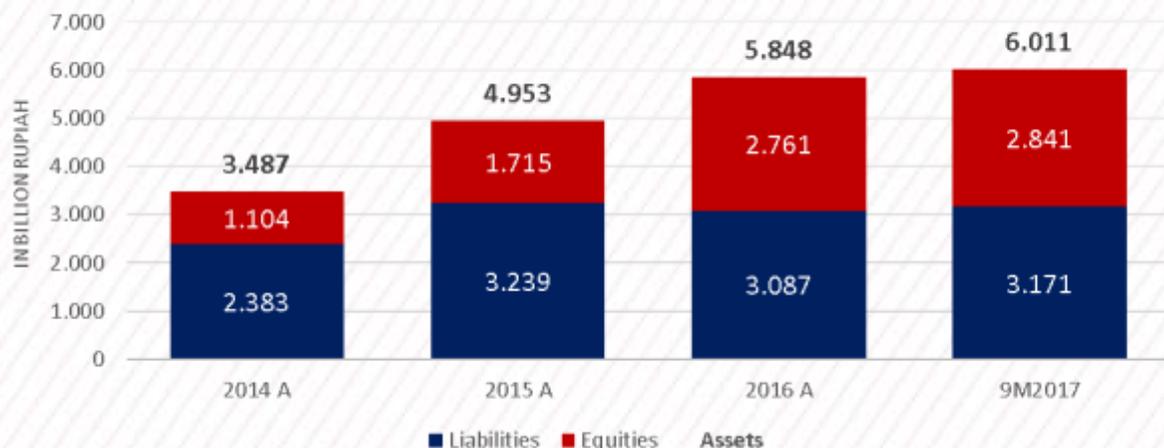


EBITDA

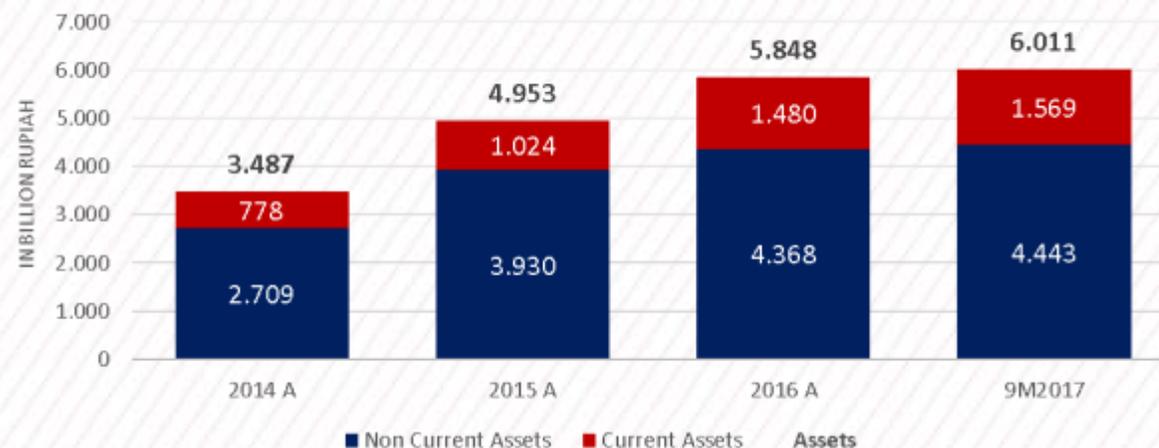


Kinerja Keuangan – Neraca

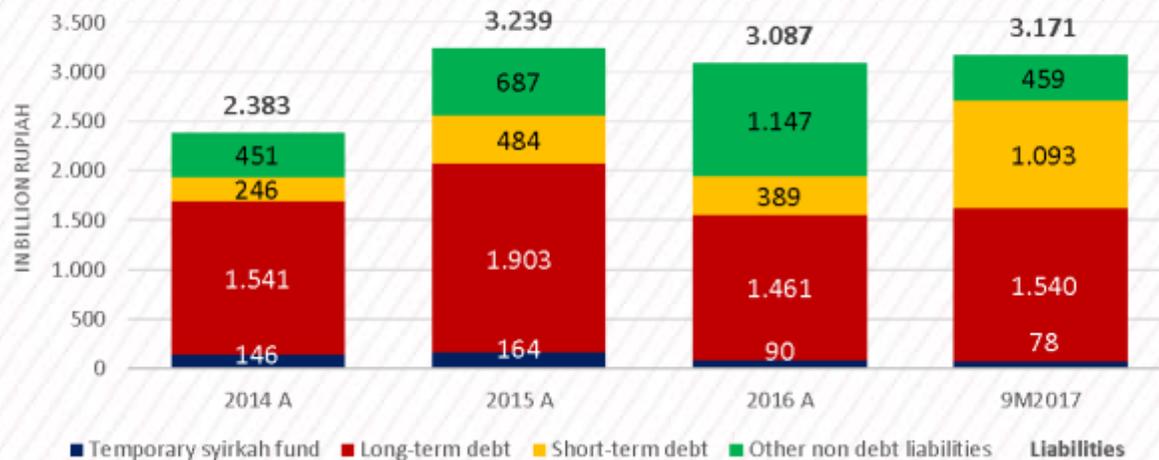
ASSETS



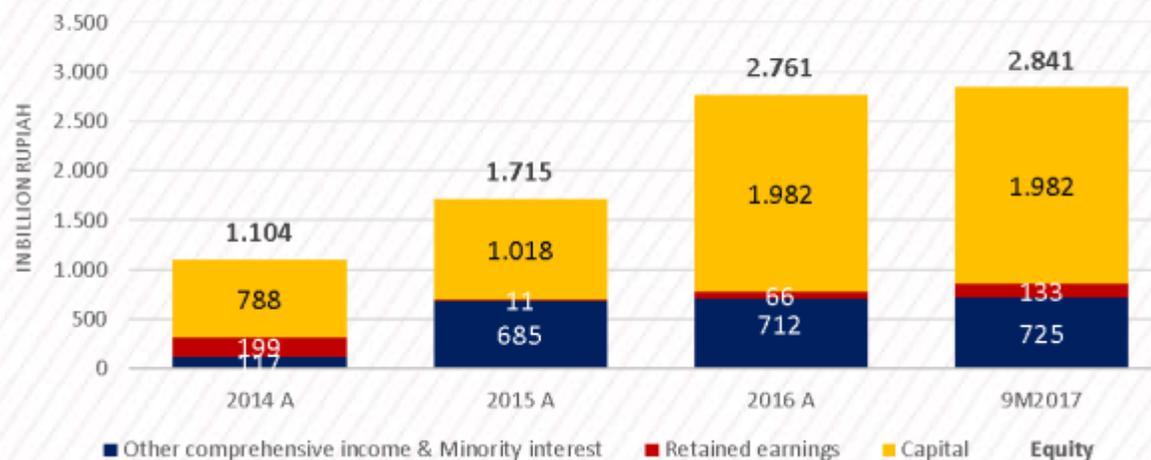
ASSETS



LIABILITIES



EQUITIES



Ikhtisar Rasio-Rasio Keuangan

| | | Q3 2014A | Q3 2015A | Q3 2016A | Q3 2017A |
|---|---|----------|----------|----------|----------|
| Profitability ratios | | | | | |
| Gross Profit Margin | % | 43,86 | 46,04 | 47,15 | 46,36 |
| Operating Profit (EBIT) Margin | % | 26,76 | 20,33 | 22,96 | 20,94 |
| EBITDA Margin | % | 37,84 | 33,02 | 34,55 | 33,74 |
| Net Income Margin for The Current Year | % | 16,44 | 4,30 | 4,15 | 5,81 |
| Comprehensive Income Current Year | % | 15,62 | 3,77 | 3,82 | 5,02 |
| Return on Assets (ROA) | % | 5,91 | 1,46 | 1,21 | 1,72 |
| Return on Equities (ROE) | % | 20,47 | 4,90 | 2,42 | 3,43 |
| Liquidity ratios | | | | | |
| Current | X | 1,20 | 1,09 | 1,90 | 1,23 |
| Quick | X | 0,90 | 0,89 | 1,56 | 0,96 |
| Solvency ratios | | | | | |
| Debts to Equities (DER) | X | 2,07 | 2,39 | 1,13 | 1,12 |
| Debt to Asset (DAR) | X | 0,67 | 0,71 | 0,53 | 0,53 |
| Interest Bearing Debts/Equities | X | 1,64 | 2,04 | 0,93 | 0,95 |
| Net Debts/Equities | X | 1,58 | 1,89 | 0,71 | 0,80 |
| Interest Bearing Debts/EBITDA* | X | 3,92 | 5,36 | 4,60 | 4,53 |
| (Interest Bearing Debts - Cash)/EBITDA* | X | 3,77 | 4,97 | 3,53 | 3,81 |
| EBITDA/Interest | X | 4,79 | 2,27 | 1,96 | 2,20 |
| EBITDA/(Interest + Principal) | X | 3,42 | 0,91 | 0,48 | 1,14 |
| EBITDA/Total Debts | % | 20,18 | 15,86 | 17,85 | 18,89 |

^{*)} annualized

Investment highlights

Well-diversified risk

- Melayani berbagai industri
- 70% pendapatan telah diamankan dengan kontrak jangka menengah hingga jangka panjang dengan lama kontrak selama 5 hingga 15 tahun

High return

- 44% - 47% *gross margin*
- 20% - 27% *EBIT margin*
- 33% - 38% *EBITDA margin*

High growth

- Pertumbuhan penjualan lebih dari 2 digit selama 5 tahun terakhir
- Pemain dominan pada sektor dengan tingkat pertumbuhan yang tinggi seperti retail dan medical



PT Aneka Gas Industri Tbk is a group member of SAMATOR

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