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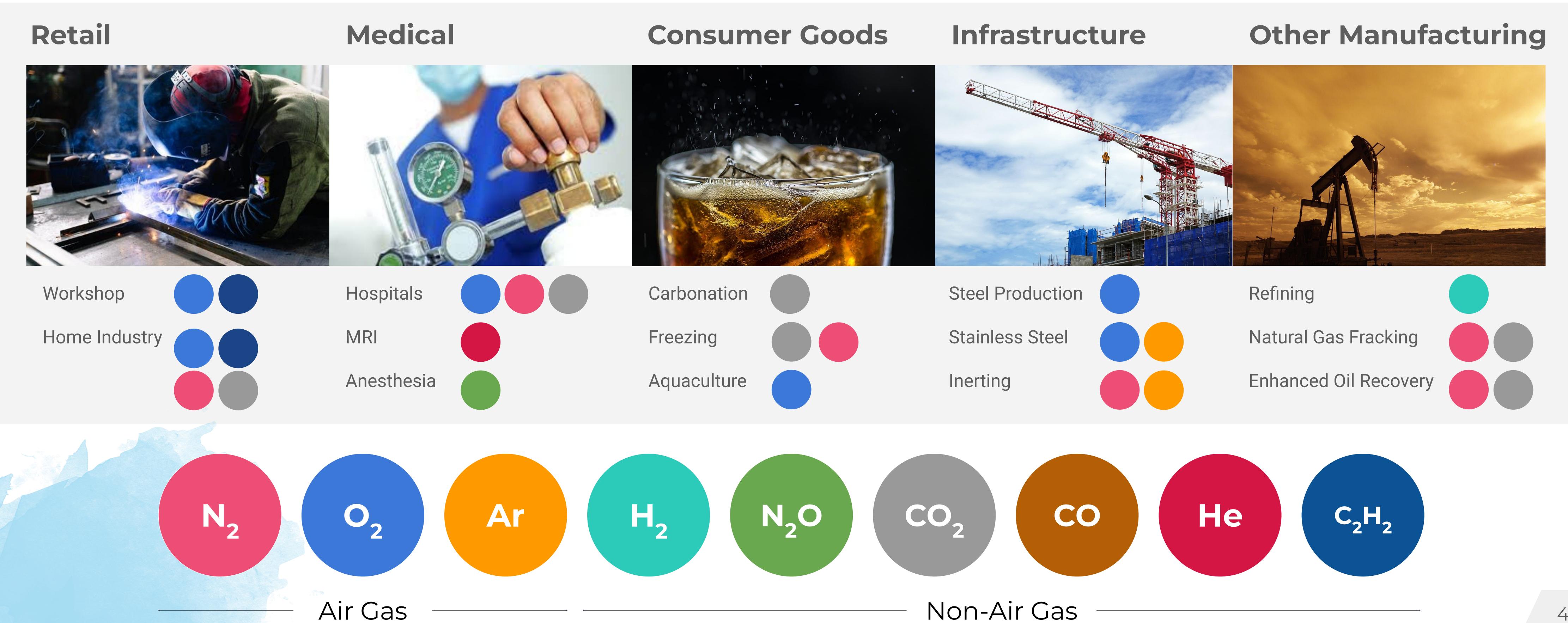
Contents





From Everywhere, In Everything

Our Expertise is Able to Provide Solutions Across Multiple Sectors



Non-Air Gas



Company Overview





At-A Glance

Key Segments

Segments	Key Products

Gas Products

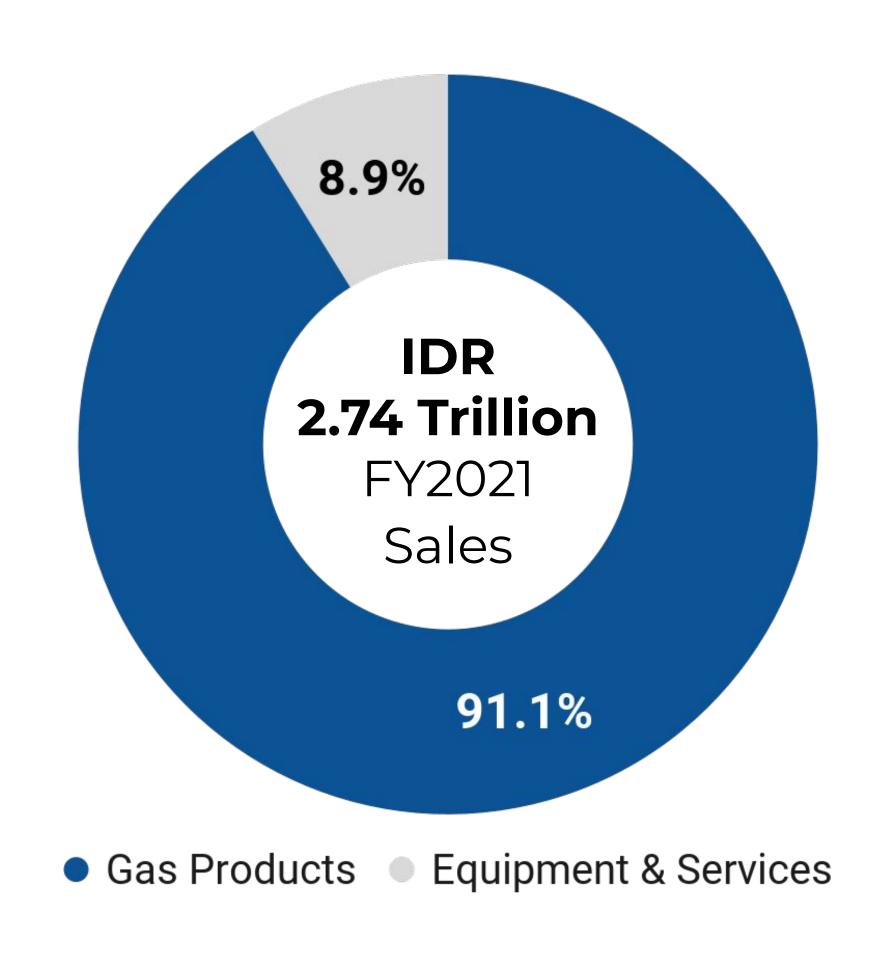
Air Gas*
Oxygen
Fuel Gas
Nitrogen
Rare Gas
Argon
Mixed Gas
Synthetic Gas
Specialty Gas

Equipment and Services

Installation Services Gas Piping Installation Gas Equipment Medical Gas Equipment

*Atmospheric air is separated in an Air Separation Plant to obtain Oxygen, Nitrogen and Argon

Sales Mix



Product Applications

Oxygen

- Medical Services, i.e. Respiratory Support
- Metal Fabrication
- Steel Manufacturing
- Live Fishery

Nitrogen

- Food Industry, i.e.:
- □ IQF (Individual Quick Frozen)
- MAP (Modified Atmosphere Packaging)
 Petroleum Recovery & Refinery
- Glass Manufacturing

Argon

- Lighting
- Metal Fabrication
- Steel Manufacturing
- Carbon Dioxide
- Food & Beverage, i.e. Carbonated Drinks
- Metal Fabrication
- Enhanced Oil Recovery (EOR) for Oil & Gas
- Wastewater Treatment
- Hydrogen
- Steel Industry
- Aviation and Aerospace
- Petrochemicals, Oleochemical, Alternative Fuels, Fuel Cells
- Others
- Acetylene for Welding
- Nitrous Oxide for Medical
- Helium for Medical, Other Manufacturing
- Sterilization Gas for Healthcare
- And many more



Key Competitive Advantages

Nationwide Network

Largest Distribution Network in The Industry, Covering 54 Plants & 106 Filling Stations Located in 28 Provinces in Indonesia

First & Largest Industrial Gas Company

Pioneer and Market Leader of the Nation's Industrial Gas Business with 45% Market Share by Revenue as of FY2021

The Nation's Leading Medical Gas Provider

75% to 80% market share in the medical gas sector and 60%-65% of healthcare clients also procure equipment & installation services

Strong & Collaborative International Network

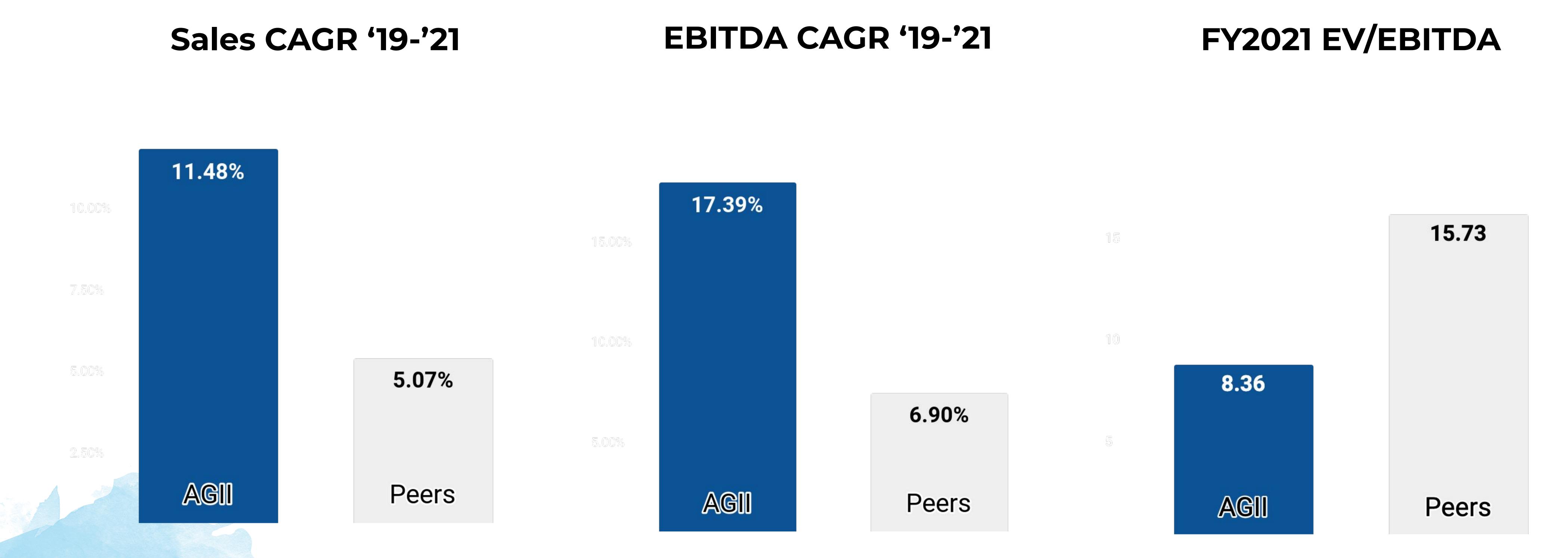
Access to Key International Players enabling Wider Range of Solutions, Product Innovation as well as Product Variety

Experienced Management Team

Board Members have on Average 30+ Years of Industry Experience with stellar expertise shared among Samator Group Leadership



AGII vs Peers



Note: 1) Peers include 3 (Three) Multinational Companies operating in the same sector. 2) Peers figures are average of those of the 3 (three) companies, 3) Closing Price used in EV/EBITDA are that of during the end of each companies' 2021 financial year, 4) EV include Market Value of Equity and Net Debt.



FY2021 Performance

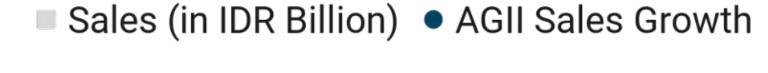
Gas

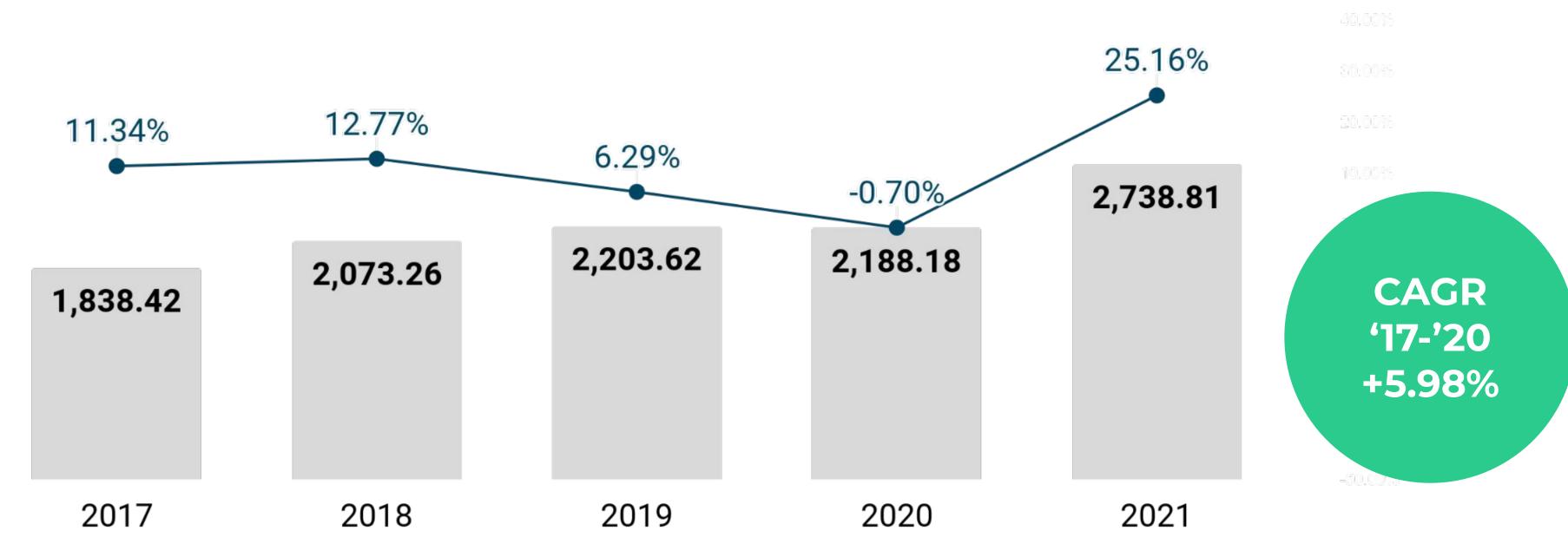




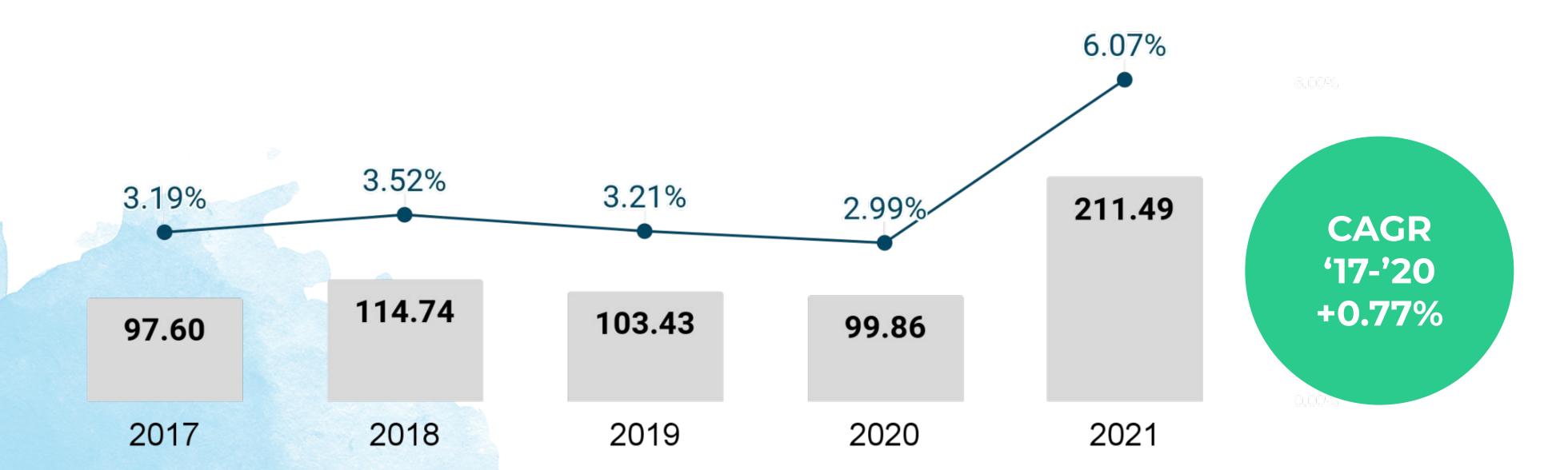
FY2021 - Recent Developments

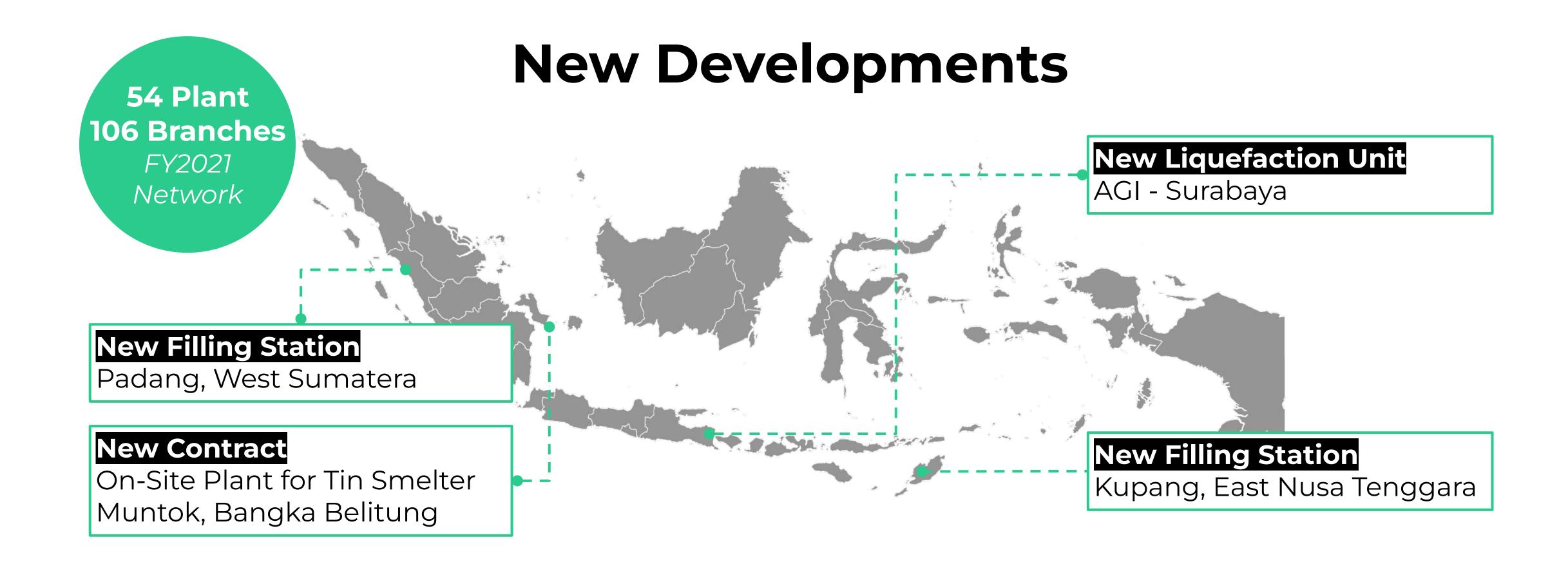
Sales & Profitability





Net Profit (in IDR Billion) ● Return on Equity





Corporate Actions & Announcements

March 2021

Completed Transaction for 2 (Two) **Business Units of PT** Samator with Transaction Value amounted to IDR 683.39 billion

July 2021

Completed Shelf Registration II Phase III for Bonds and Sukuk raising a total of IDR 482 Billion to be used for Refinancing & Capex

Oct 2021

Fitch Ratings Indonesia has revised the Outlook on the Company's National Long-Term Rating to Positive from Stable and affirmed the rating at 'A-(idn)'

Dec 2021

Completed Shelf Registration II Phase IV for Bonds and Sukuk raising a total of IDR 350 Billion to be used for Refinancing & Capex



Financial Highlights

	2021	2020	Growth (%)	Q4-2021	Q4-2020	Growth (%)
P&L						
				163	139	16.99%
Total Gas Sales	2,496,201	1,952,919	27.82%	593,141	529,295	12.06%
Equip. & Serv. Sales	242,613	235,260	3.13%	71,089	82,130	-13.44%
Total Sales	2,738,813	2,188,179	25.16%	664,230	611,425	8.64%
COGS	1,507,448	1,254,746	20.14%	391,559	351,602	11.36%
Gross Profit	1,231,365	933,433	31.92%	272,671	259,824	4.94%
OPEX	661,293	573,164	15.38%	156,480	143,320	9.18%
Operating Profit	570,072	360,269	58.24%	116,192	116,504	-0.27%
Net Profit	211,485	99,863	111.78%	32,629	67,692	-51.80%
EBITDA	944,652	672,963	40.37%	221,095	202,125	9.39%
Balance Sheet						
Total Asset	8,164,599	7,121,458	14.65%			
Total Liabilities	4,581,674	3,739,317	22.53%			
Total Equity	3,582,925	3,382,141	5.94%			

Well-Diversified Business Risk

- Historically, not one Customer Sector contributes >30% of Sales
- Able to perform across varying state of economy

Stable Growth Profile

- 11% Sales CAGR 2016-2021, approx.
 1.5x to 2.0x National GDP Growth,
- Dominant Player in Growth Sectors,
 i.e. Healthcare & Consumer Goods

Sustainable Profitability

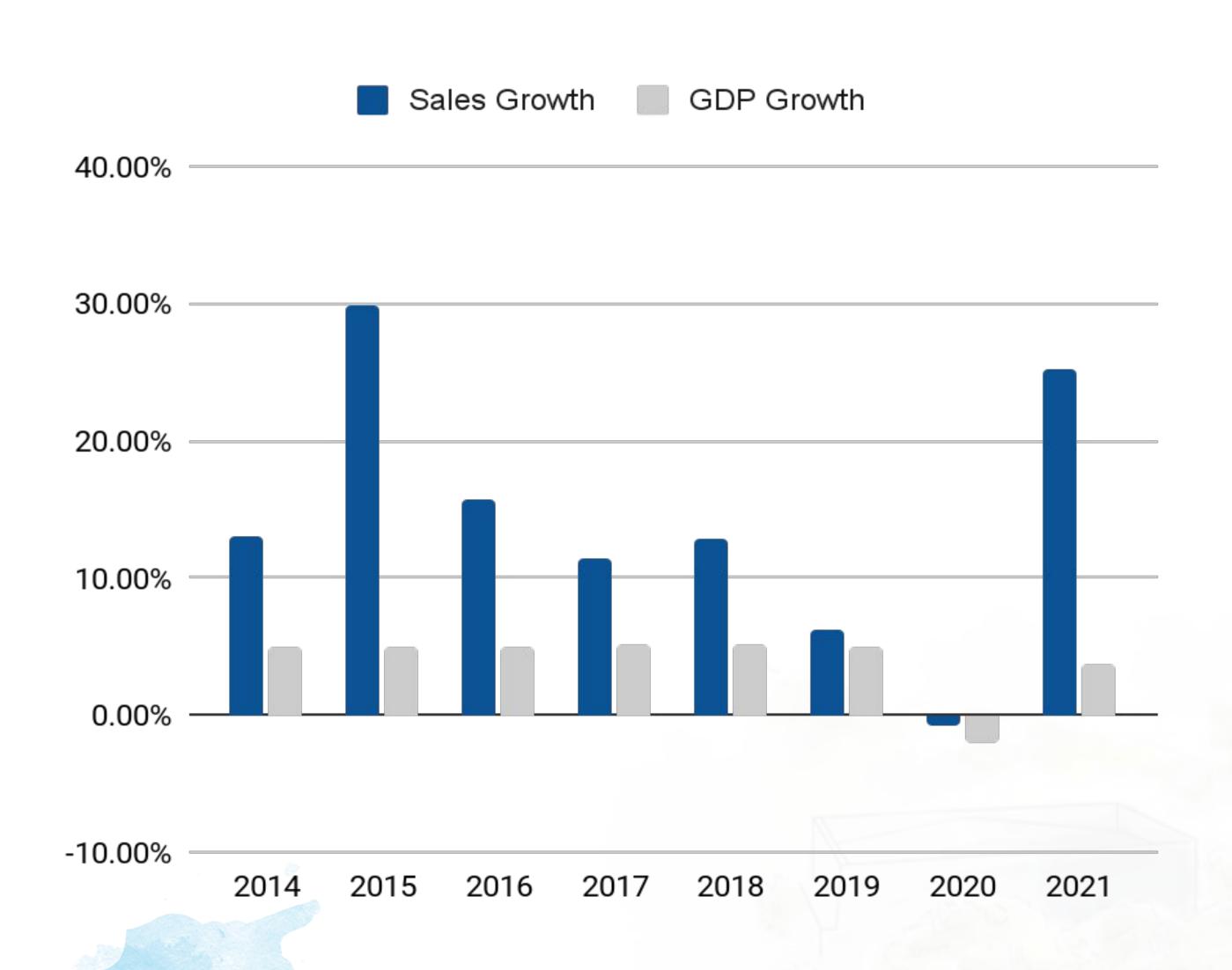
- 44%-45% GPM 2016-2021;
- >30% EBITDA Margin, one of the highest among global peers

*Operating Profit exclude Other Income (Expense)

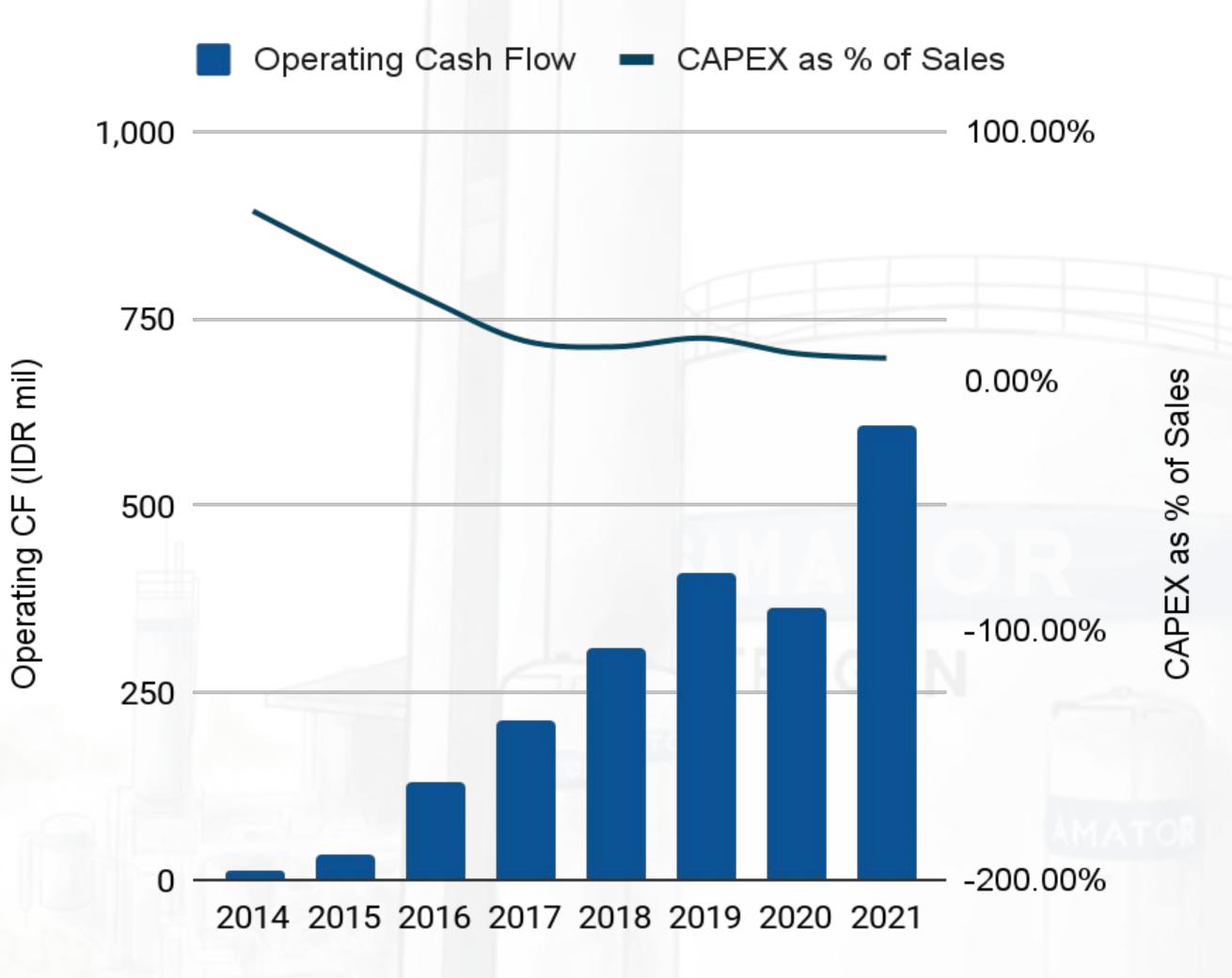


Key Financial Trends

Outperforming GDP while Growing the Business

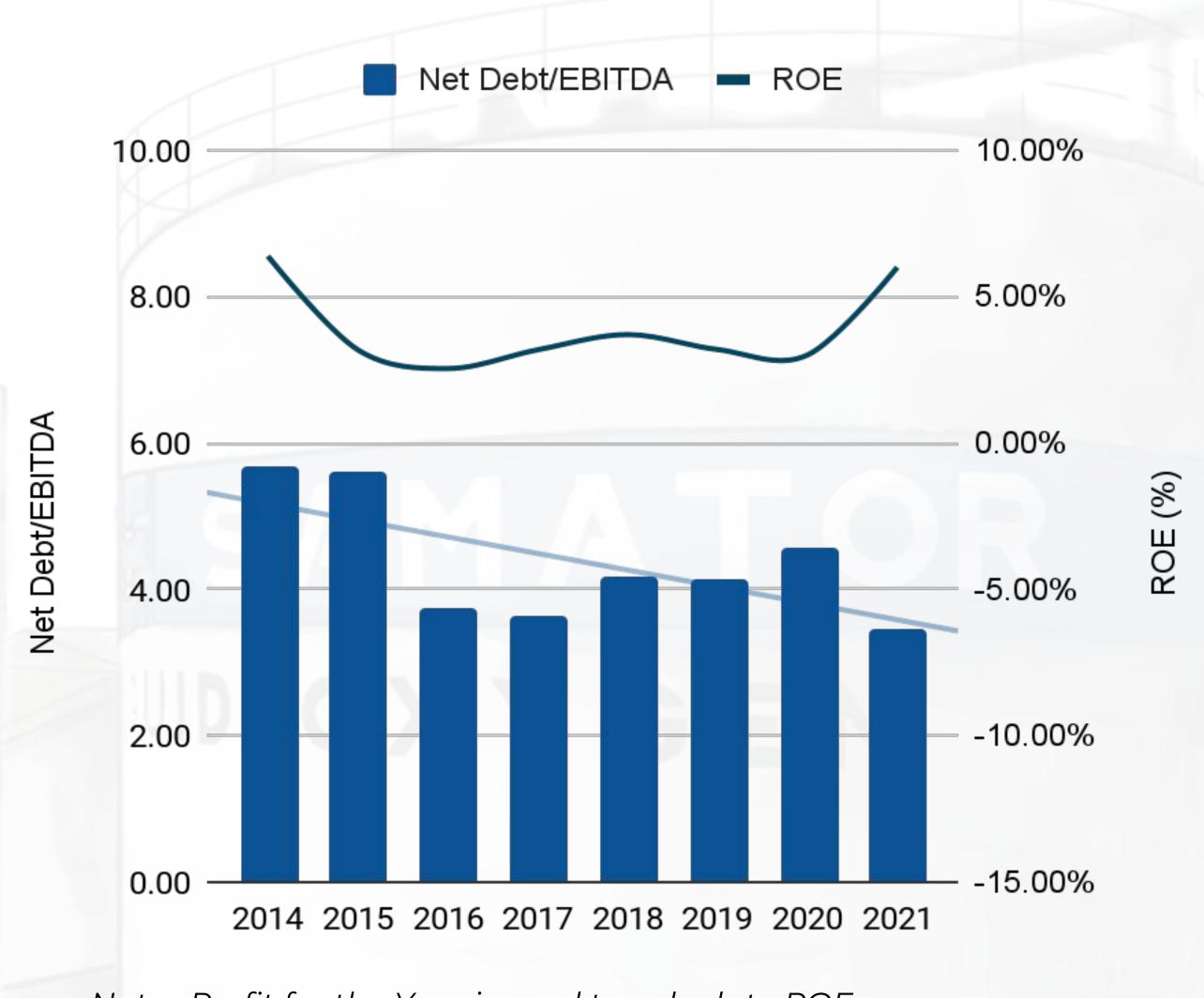


Growth of Operational Cash Flow



Note: 2021 CAPEX exclude Addition of Fixed Asset from Transaction with Samator Group

Net Debt/EBITDA VS ROE 2015-2020



Note: Profit for the Year is used to calculate ROE



Financial Ratios

		Covenants	12M2017	12M2018	12M2019	12M2020	12M2021
Profitability ratios							
Gross Profit Margin	%		45.78	45.33	45.28	42.66	44.96
Earning Before Interest & Tax (EBIT) Margin	%		20.67	18.78	18.47	17.01	21.62
EBITDA Margin	%		33.22	31.25	31.11	30.75	34.49
Net Income Margin for The Current Year	%		5.31	5.52	4.69	4.56	7.72
Comprehensive Income Current Year	%		28.82	4.98	7.44	4.30	7.56
Return on Assets (ROA) ¹	%		9.29	1.78	2.38	1.37	2.63
Return on Equities (ROE) ²	%		17.29	3.34	5.06	2.83	5.88
Liquidity ratios							
Current	X	>=]	1.50	1.22	0.87	1.01	1.03
Quick	X		1.13	0.87	0.64	0.73	0.80
Solvency ratios							
Debts to Equities (DER)	X	<= 3	0.91	1.11	1.13	1.11	1.28
Debt to Asset (DAR)	X		0.48	0.53	0.53	0.53	0.56
Interest Bearing Debts/Equities	X	<= 2	0.79	0.97	0.98	0.98	1.14
Net Debts/Equities	X	<= 2,5	0.66	0.86	0.86	0.86	0.91
Interest Bearing Debts/EBITDA	X		4.34	4.72	4.70	4.93	4.34
Net Debt/EBITDA	X		3.64	4.16	4.15	4.30	3.46
EBITDA/Interest	X	>=1,5	2.48	2.68	2.55	2.44	2.99
EBITDA/(Interest + Principal)	X		1.12	1.24	1.09	1.16	1.62
EBITDA/Total Debts	%		20.06	18.51	18.42	18.00	20.62

- Highest Operating and EBITDA margin during the last 5 years
- Declining trend of Net Debt to EBITDA
- Stable Debt to Asset Ratio

^{*}Notes : 1) Based on Total Comprehensive Income, 2) Based on Comprehensive Income attributable to Owners of Entity



FY2022 & Beyond

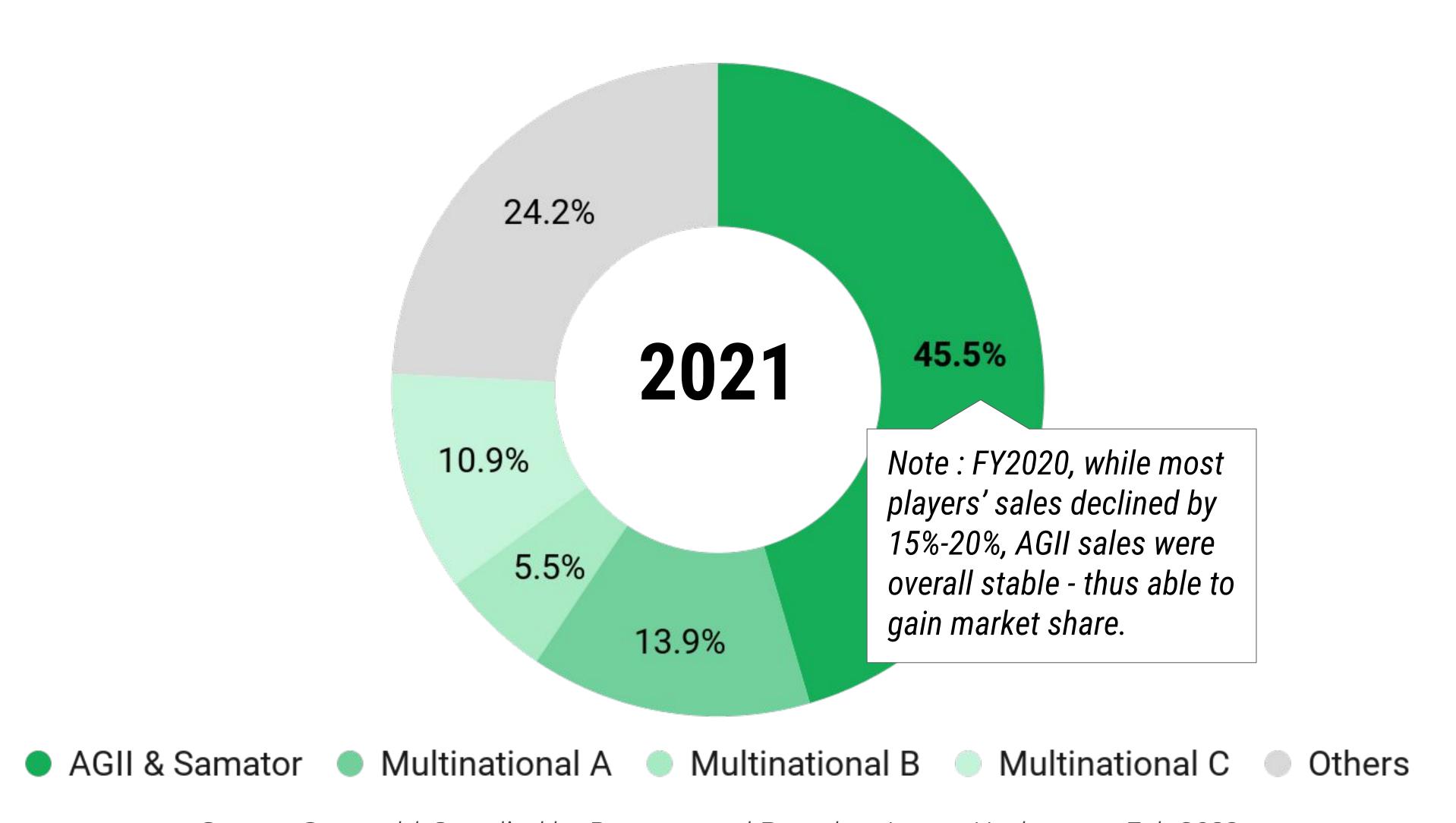
Industry & Market Analysis





Market Share & Growth Outlook

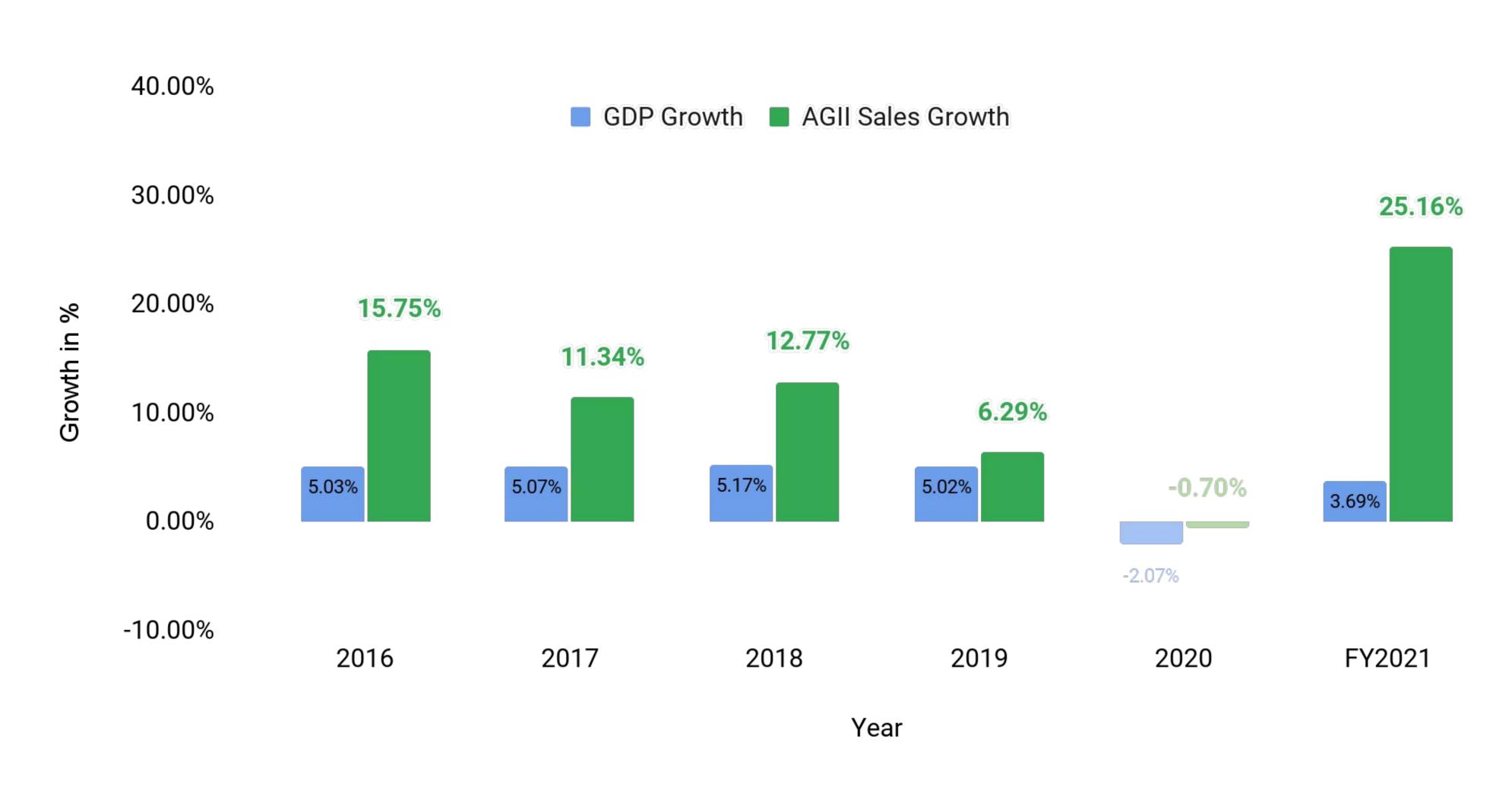
Market Share



Source: Gasworld, Supplied by Request and Based on Latest Update per Feb 2022

- Pioneer and Market Leader of the Nation's Industrial Gas Business
- AGII holds a total market share of 45% as of FY2021, stable year-on-year
- AGII business strategies will always find ways to expand its market shares
- Gasworld projects market to grow 9%-10% per annum until 2025

AGII Sales VS National GDP Growth



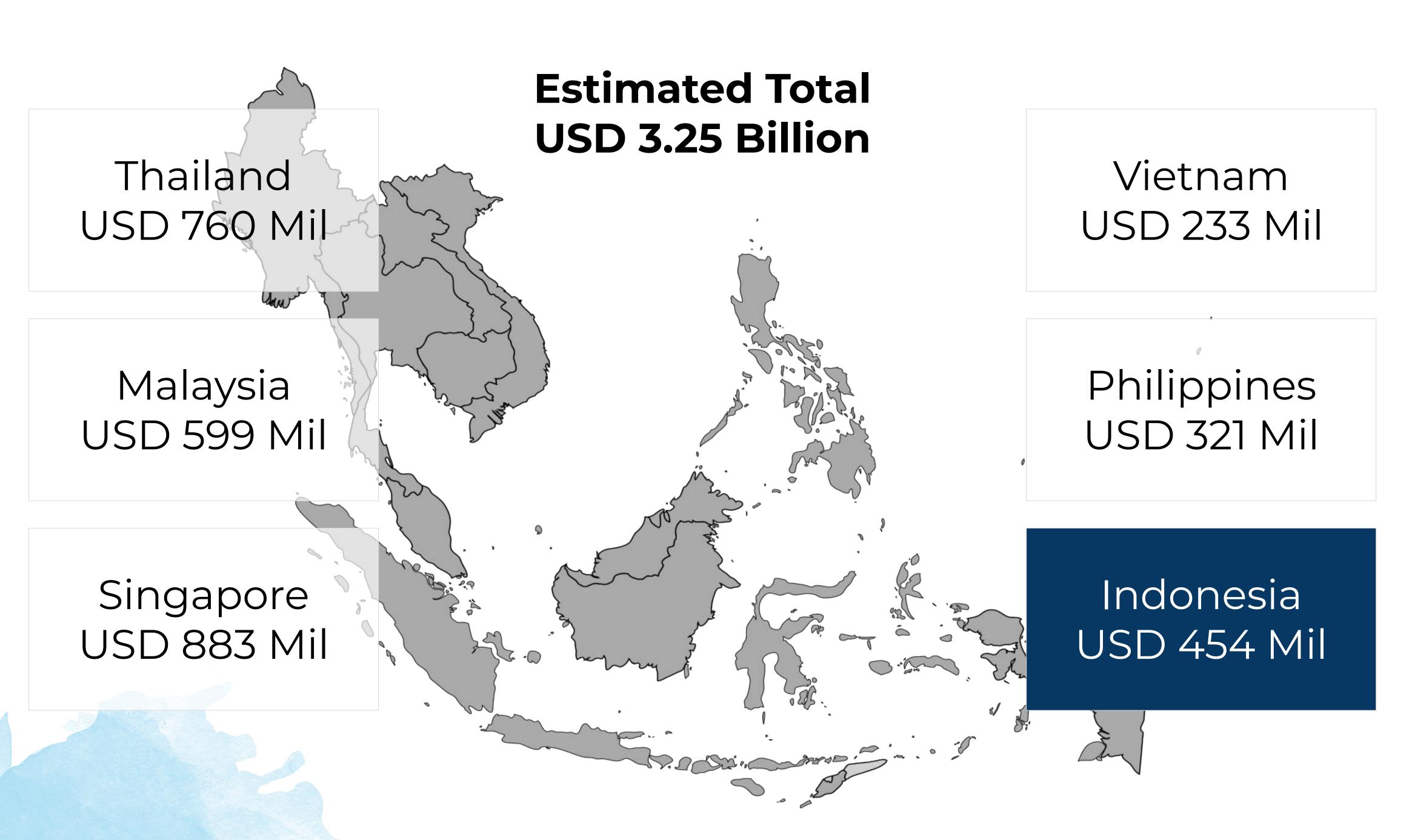
Source: National Statistics Bureau & Company Data

- AGII has consistently outperformed National GDP Growth
- AGII's ability to supply via a diversified, yet reliable mode of distributions have served well in getting products delivered in a timely manner.
- AGII is the only scalable player in Healthcare and Retail clients due to the Company's Diversified Portfolio and Nationwide Network



ASEAN Outlook

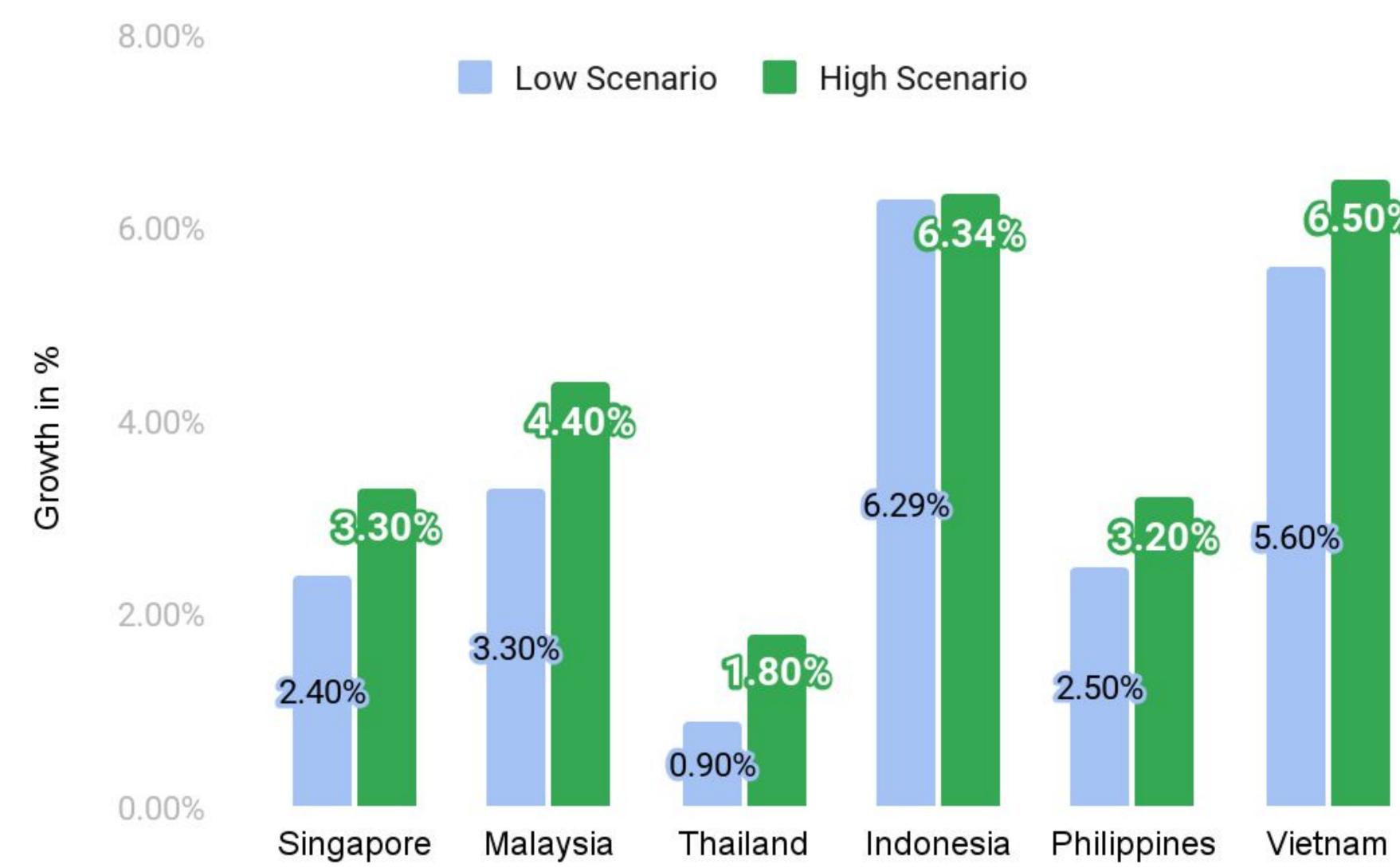
Market Size per 31 December 2019*



*Gasworld Business Intelligence, Updated 2020

Market Forecast*

Projected Annual Growth Rate in % 2019-2024

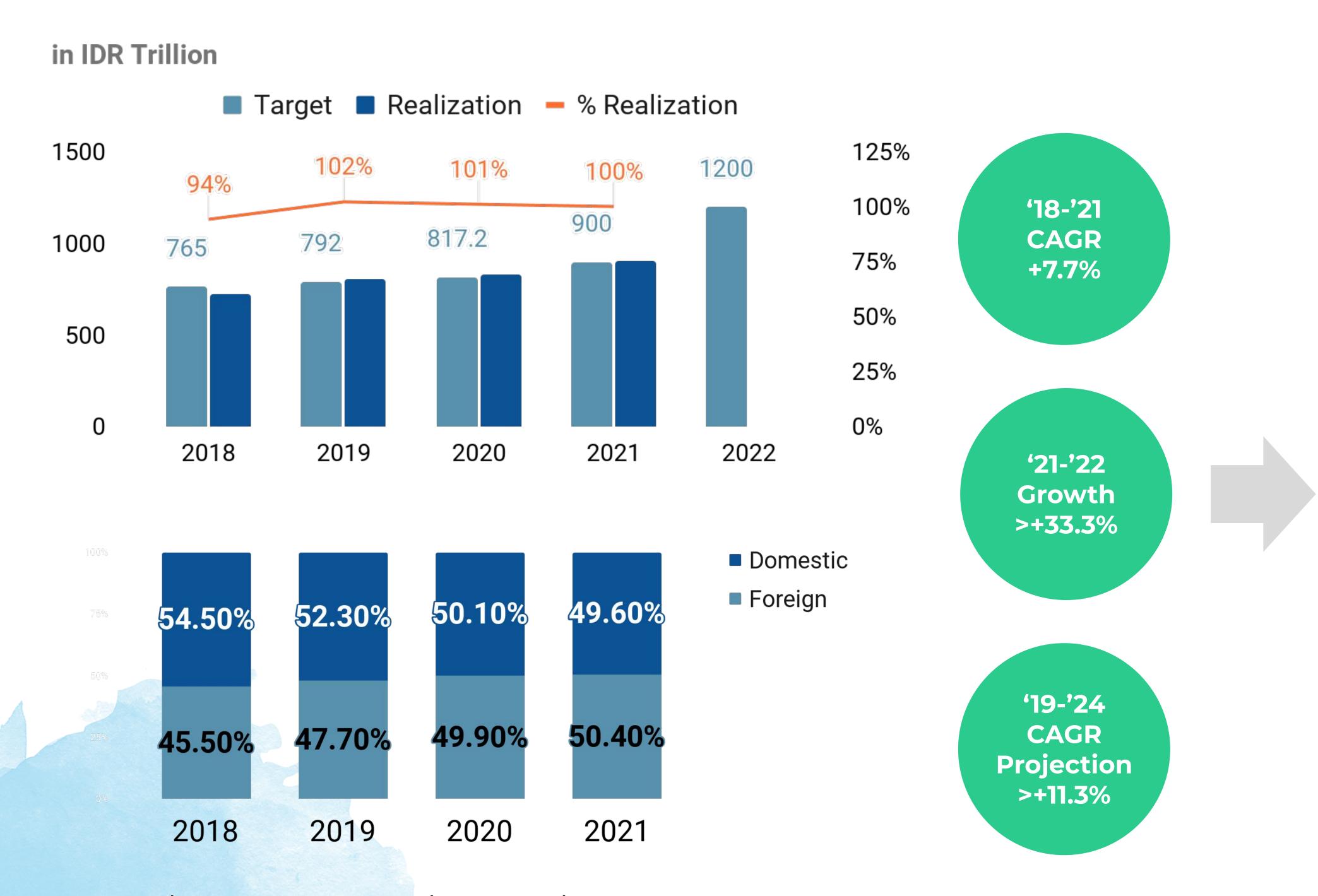




Indonesia Investment Outlook

Opportunities in Industrialization & Downstreaming

Indonesia Investment Realization



Source: Indonesian Investment Coordinating Board

Tapping into Industrial Estate & Commodity Down Streaming

Government Targets Investment through Industrial Estates

Batang
Integrated
Industrial
Estate

- Primary Sector : EV Battery, Glass, Automotive
- Announced Tenants include KCC, LG Chem, Foxconn, Hyundai
- Phase 1 Target Investment : IDR 300
 Trillion (~ USD 20 Billion)

Batam,
Bintan &
Karimun
Industrial
Estate

 Primary Sector: Food & Beverage, Electronics, Chemicals, Refinery, Agri-Tech, Maritime

North
Kalimantan
Green
Industrial
Estate

- Primary Sector: high-tech & precision prod.(semiconductors, lithium-ion batteries, solar panels, industrial silicon, green aluminum).
- Announced Hydropower up to 13,000 MegaWatt (~18% of National Capacity)

Others

- Medan, North Sumatera
- Makassar, South Sulawesi
- Surabaya Industrial Estate Rungkut (SIER), East Java
- Jakarta Industrial Estate
 Pulogadung (JIEP), Jakarta

Commodity Down Streaming & Smelter Developments



- Down Streaming of bauxite, iron, copper, manganese, lead and zinc commodities is estimated to attract an investment of US\$21.28 billion (~IDR 305 Trillion)
- The Investment Ministry/BKPM estimates that increase in export value of nickel products will increase from USD 1.1 billion in 2017-2018 to USD 20 billion in 2021.



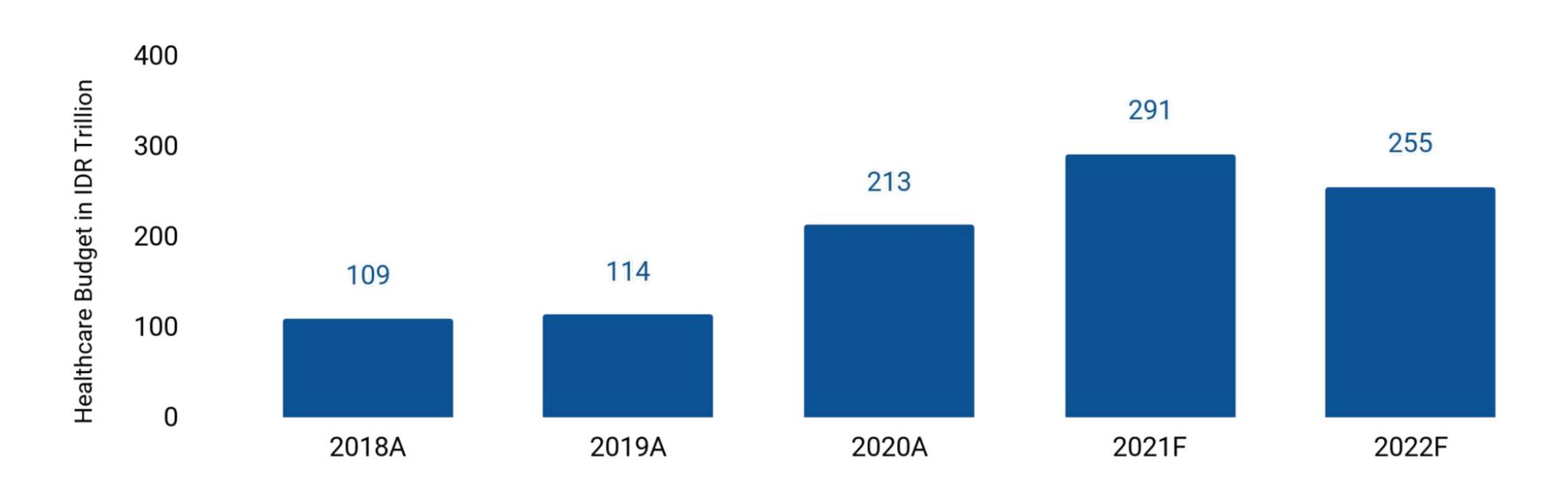
Indonesia Healthcare Agenda

Opportunities to Provide Total Customer Solution for Healthcare

Indonesia Healthcare Budget

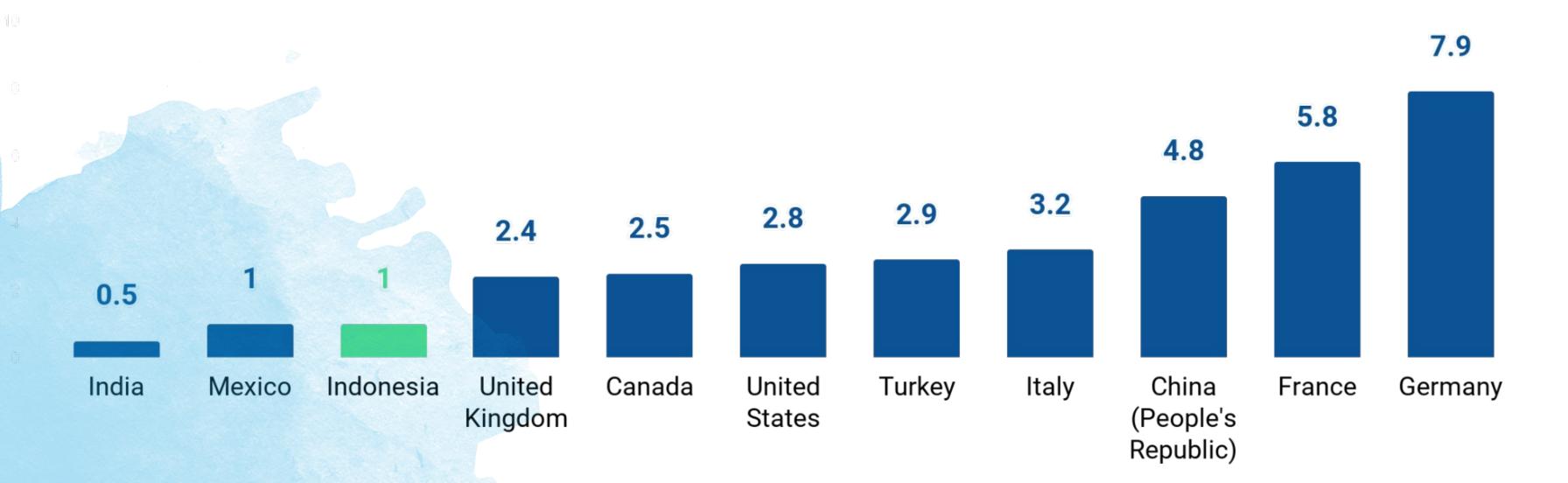
Indonesian Healthcare Budget 2018-2022F

Source: https://www.kemenkeu.go.id/



Hospital Bed per 1,000 Population (2020/Latest Data)

Source: https://data.oecd.org/healtheqt/hospital-beds.htm



Upcoming Healthcare Agenda



Regular 2022 healthcare budget is estimated to grow 22.7% compared to 2019 due to the increase in the allocation of JKN contributions and the health system reform budget



One of the 2022 healthcare budget allocation is to upgrade facilities and equipment in more than 850 hospitals



The Indonesian Government are also committed to develop Medical Tourism Indonesia, which is expected to accelerate development in Indonesian Healthcare



Source: https://medicaltourism.id/



Ministry of National
Planning Development
together with Ministry of
Communication and
Informatics plans to
accelerate Healthcare
Digitization, including for
Telemedicine, Remote
Surgery, Real-Time Patient
Monitoring



Highlights: Green & Healthcare Innovations

Carbon Dioxide for Waste Water Treatment



Image: Existing Company Packaged Gas

- To treat alkaline wastewater, industries commonly use Sulfuric Acid or Hydrochloride, both highly acidic compound that are toxic and corrosive.
- As a substitute, CO2 is not only just as effective, but is also non-hazardous & enables industries to re-use & reduce overall carbon emission.
- AGII approximately hold 60% of Carbon Dioxide market share domestically.
- Potential clients include industries generating alkaline wastewater, including Beverage Industry, Dairy & Meat Processing, Electroplating, Paper & Pulp, Textile, Cement & Concrete, and many more.

Medical Gas Equipment & Services

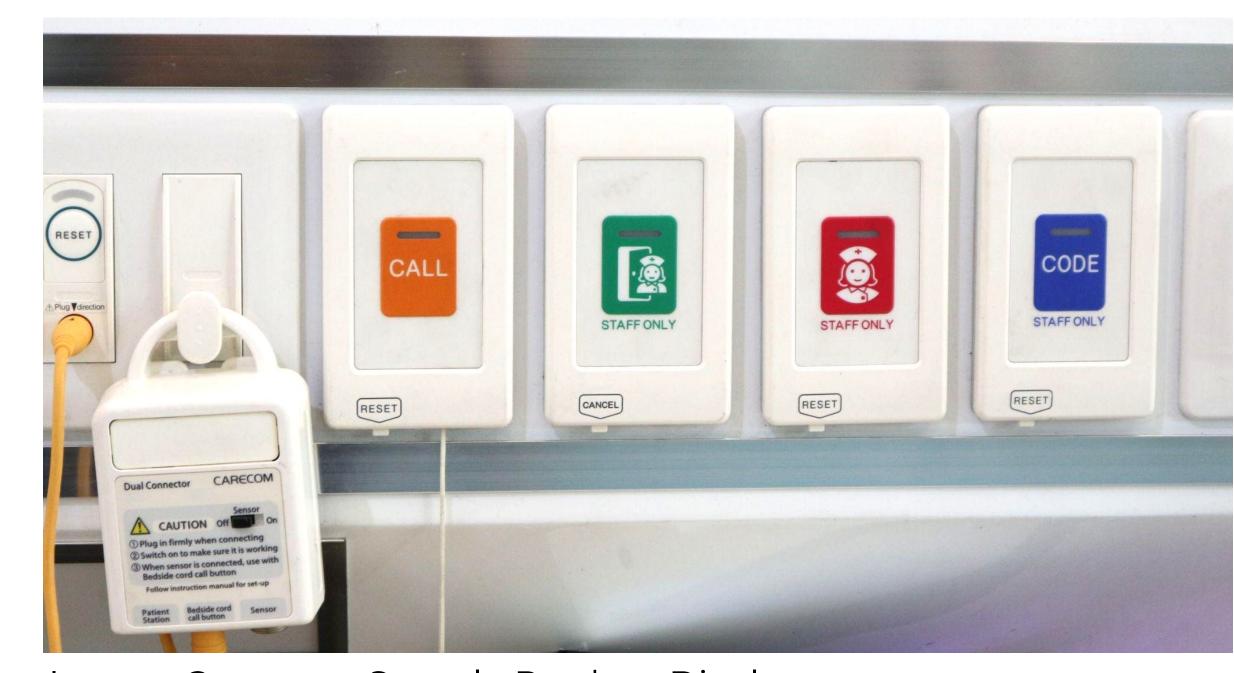
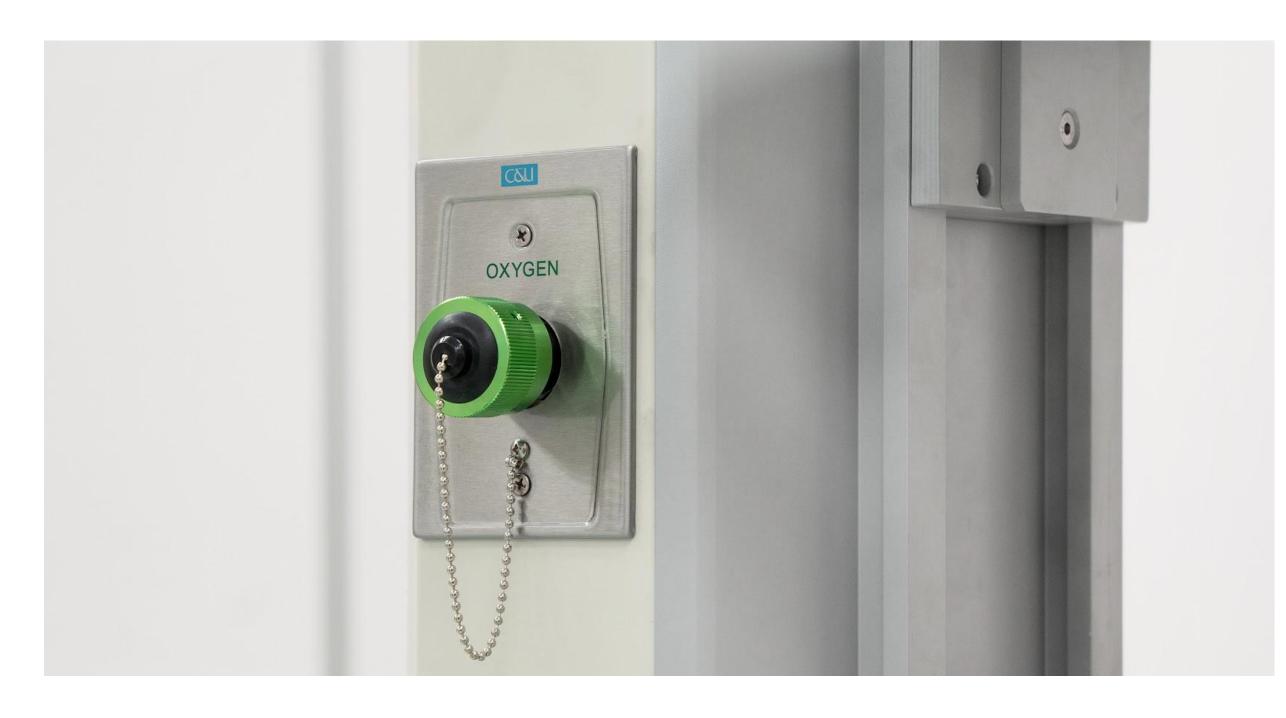


Image: Company Sample Product Display

- Considering the Government's initiative to advance healthcare facilities in Indonesia through Hospital Rejuvenation & Medical Tourism, AGII remains optimistic on penetrating Healthcare medical gas and equipment further in 2022.
- AGII is the largest medical gas player in the nation, and 60%-70% of healthcare clients procure medical equipment in addition to medical gas from the company.



Healthcare Multinational Network













Note : Our partnering network in Healthcare include Central Uni Co. (Modular Operating Theatre, Bedhead Unit Systems, Medical Gas Central Piping System), Esco Industries (medical electrical and gas equipment for hospitals), Miura (Central Sterile Supply Department), Telecom (Pneumatic Tube Systems), Carecom (Nurse Call), Eizo (Imaging Technology), and more.



FY2022 Strategy

Key Priorities & Guidelines



Key Priorities





Market Development

Process Improvement



Human Capital Development

Explore Integrated Services, i.e. Industrial and/or Medical Equipment and Gas Piping Installation

Identify and Develop High Growth Segments, i.e. Healthcare, Industrial Estates, Energy & Mining (including Smelter Developments)

Technology Developments, i.e. Cylinder & Road Tankers Tracking, IoT Telemetry in Gas Tanks, Efficient and/or Renewable Energy in Facilities

Business Process Improvement, i.e. Centralized Command Center (as seen above)

People and Organization Transformation i.e. Online Employee Journal to track Career Growth & Performance, Digitized HC Processes

Human Capital Excellence through Personalized Training & Education as well as Alignment of Individual Goals towards Overall Company Vision



Highlights: Process Improvements



Asset Tracking
System



IoT Telemetry



Digitized Talent Management



Digitized & Integrated Contract & Billing System



Centralized
Command Center



Installing Renewable Energy in Facilities



Samator Raih Penghargaan Digitech Award 2022





FY2022 Guidelines

FY2022 Guidelines

Sales

• 1.5X - 2.0x National GDP Growth

EBITDA Margin

• 32% - 34%

Net Profit Margin

• 7% - 9%

CAPEX

• 10% - 20% of Sales

Utilization

• ~75%

Summary of 2022 Key Performance Drivers

Target High Growth Segments, i.e. Consumer Goods, Other Manufacturing

Identify Potential Locations for Expansion

Product Innovation & Green Initiatives

Medical Gas Equipment & Services

Performance Improvements

Other Potential Projects & Synergies

Blue Hydrogen Retrofitting

- One of our existing plants in Gresik, East Java has installed Solar Power Panel with annual production ranging 950 MWh
- We're studying and evaluating the potential to retrofit one of our 6 (six) Grey Hydrogen Plants to Blue Hydrogen using Solar Panel

Provider for Future Smelters

- We proactively communicate with players and policy makers in discussing further collaboration for future smelter opportunities
- AGII aims that the TINS project is a forefront to future smelter projects

Improved Capital Structure

 We proactively seek ways to optimize our cost of funds; including diversifying our debt profile, negotiating with creditors, achieving better credit ratings through fundamental improvements, and many more

Synergies with **Business Partners**

- Saratoga currently owns 10% of AGII
- Both AGII nd Saratoga will continue to look at potential synergies/strategic partnerships such as combining operational excellence particularly in strategy, business development and M&A

Thank You

Contact Us

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Appendix





Milestones



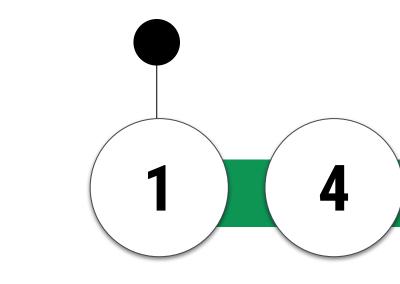
1916 NV WA Hoek Machine en Zuurstof established first O2 plant in Jakarta

1924

NV Javasche Koelzoor established first CO2 plant in Surabaya

MESSER O

A portion of AGI shares was sold to Messer Grieshiem GmbH (40%) and PT Tira Austenite (10%).



Total

Plants

1916 &1924

1971

1996



1958

1958 &

Both companies were nationalized by the Gov't of Indonesia and transformed into PN Zatas and PN Asam Arang



1971

PN Zatas and PN Asam Arang were merged and renamed to Aneka Gas Industri/AGI (State-owned Enterprise)



11



SAMATOR (Domestically Owned Private Company) wholly acquired AGI





Milestones

2008

Issued 1st Bond & Sukuk to support business expansion plans and began rapid expansion throughout Indonesia



Acquired 24.9% share ownership of PT Samator Gas Industri

44



16

2008



Became the 1st public industrial gas company in Indonesia ("AGII")

2021 **53**

> National network includes a total of 54 Plants and 106 Filling Stations in 28 Provinces in Indonesia

 Completed Acquisition of 2 (Two) Samator Business Units as of March 2021



Products & Services

Air Gas

Oxygen, Nitrogen, Argon

Synthetic Gas

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

Others

Medical Gas Installation Services, Industrial Gas Equipment (i.e. Storage Tanks, Cylinder Tanks)

Specialty Gas

Sulphur Hexafluoride, Sterilization, Ammonia, Refrigerant Gas

Mixed Gas

CNG Mixed Gas, Environmental Calibration Gas, Engine Exhaust Emission

*Products Manufactured by AGII

Rare Gas

Helium, Neon, Krypton, Xenon

Fuel Gas

Liquid Propane, Natural Gas, Liquid Petroleum























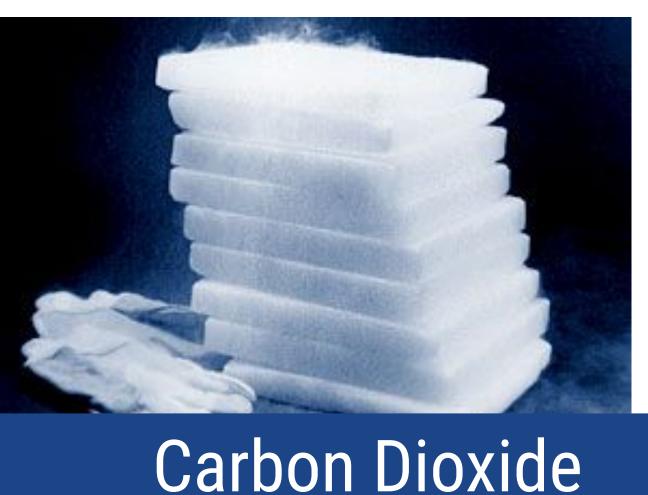
Industrial Gas Application





Nitrogen









Oxygen

Medical Services, i.e.
 Respiratory Support

- Metal Fabrication
- Steel Manufacturing
- Live Fishery

- Food Industry, i.e.:

- IQF (Individual Quick Frozen)
- MAP (Modified Atmosphere Packaging)
- Petroleum Recovery & Refinery
- Glass Manufacturing

- Lighting

- Metal Fabrication
- Steel Manufacturing
- Food & Beverage, i.e.
 Carbonated Drinks
- Metal Fabrication
- Enhanced Oil Recovery(EOR) for Oil & Gas
- Wastewater Treatment

- Steel Industry
- Aviation and Aerospace

Hydrogen

- Petrochemicals,Oleochemical,Alternative Fuels, andFuel Cells
- Acetylene
- Nitrous Oxide
- Helium
- Ethylene Oxide
- Sterilization Gas
- And many more

Atmospheric air is separated in an Air Separation Plant to obtain Oxygen, Nitrogen and Argon

Carbon Dioxide is produced from steam reforming or recovered from purification of the waste gases produced during natural gas processing

Hydrogen is produced from electrolysis of water and steam reforming from natural gas, oil and coal

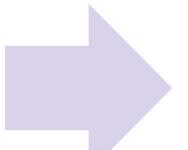


Nationwide Network

Ensuring On-Time Supply Continuity

Strategy

Builds plants and filling stations in the proximity of its customers to ensure supply continuity and price advantage



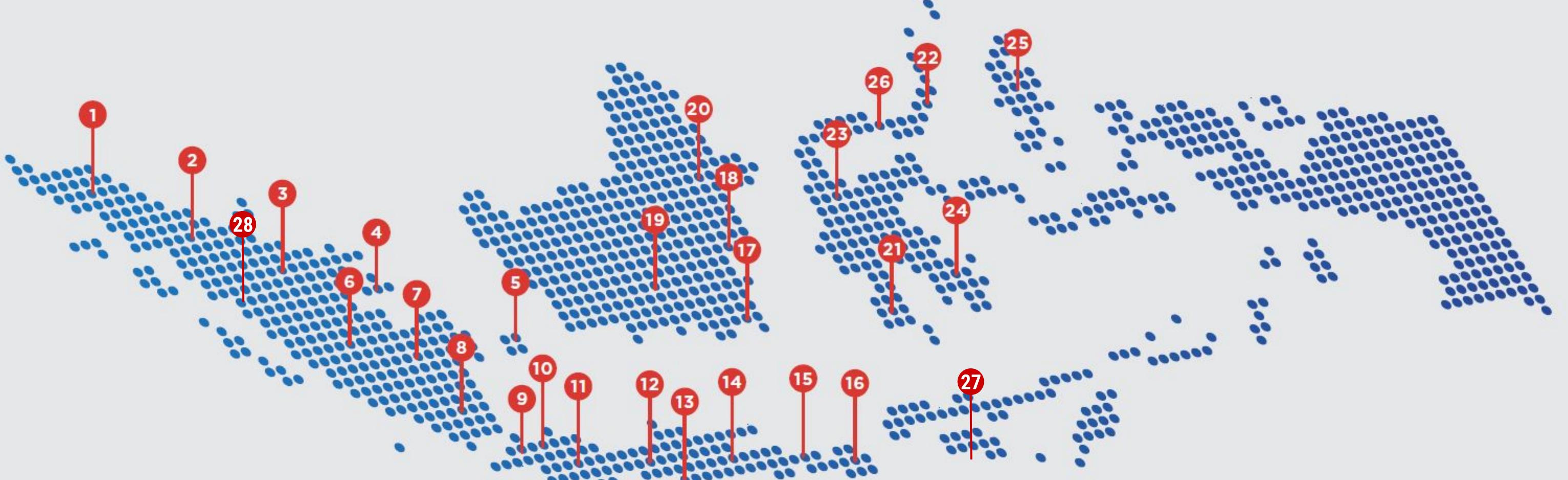
Result

The largest distribution network with 53 plants (including Air Separation Plants) & 106 Filling Stations in 28 Provinces across Indonesia

Support

The largest transportation fleet in the industry to ensure market coverage and on-time supply continuity

- 1. Aceh
- 2. Sumatera Utara
 - 3. Riau
- 4. Kepulauan Riau
- 5. Bangka Belitung
- 6. Sumatera Selatan
 - 7. Jambi
 - 8. Lampung
 - 9. Banten
 - 10. DKI Jakarta
 - 11. Jawa Barat
- 12. D.I. Yogyakarta
- 13. Jawa Tengah 14. Jawa Timur



- 15. Bali
- 16. Nusa Tenggara Barat
- 17. Kalimantan Selatan
- 18. Kalimantan Timur
- 19. Kalimantan Tengah
- 20. Sulawesi Selatan
- 21. Sulawesi Utara
- 22. Sulawesi Tengah
- 23. Sulawesi Tenggara
- 24. Sulawesi Barat
- 25. Maluku Utara
- 26. Gorontalo
- 27. Nusa Tenggara Timur (New)
- 28. Sumatera Barat (New)



Market Leader in Medical Gas

Total Customer Solutions for Healthcare Establishments

- AGII not only provides medical gas, but also provides medical equipment as well as construction & installation services for medical gas infrastructure
- We held 75 to 80% market share in the medical gas sector*
- Approx. 60%-65% of our hospital clients also procures our installation services
- Our healthcare businesses are managed under umbrella contracts with major hospital groups in Indonesia, including both private and SOE hospitals, providing solutions to and growing with these customer groups nationwide

Medical Gas & Respiratory



Oxygen (Respiratory Gas)
Nitrous oxide (N2O)
Medical Gas Nitrogen
Medical CO2

Lung Function Mix Gases
Blood Analyzer Calibration Gas
Surgery Laser Gas
Cryopreservation gas

Medical Equipment & Gas Installation



Medical Supply Equipment
Medical Monitoring System
Modular Operating Theatre
Onsite Generation System

Gas Handling & Cutting Equipment
Installation Services
Cryogenic Containers
Transport/Storage of Cryogenic
Fluids

Source: Gasworld, 2015

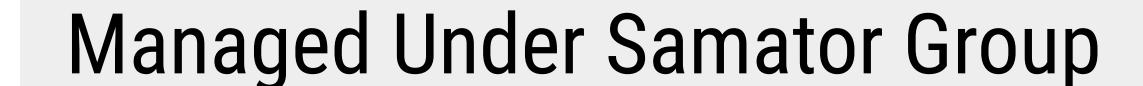


International Network

Access to Key Healthcare & Industrial Equipment Providers



Samator Group



Access to Key
Multinational Players

Enables Wider Range of Solutions for Clients

Promotes Innovation & Product Variety







Air Water Inc.

Tomoe Shokai Co, Ltd

Taiyo Nippon Sanso Corp. and National Oxygen Pte. Ltd.











Carecom Co. Ltd.

Central Uni Co. Ltd.

ESCO Industries

MIURA Co., Ltd.

Telecom Tube Systems



Experienced Management

Average 30+ Years of Industry Experience



Heyzer Harsono
President Commissioner
39 Years Industry Experience



Rasid Harsono
Vice President Commissioner
35 Years Industry Experience



Setyo Wahono
Vice President Commissioner
7 Years Industry Experience



Agoest Soebhektie
Independent Commissioner
8 Years Industry Experience



Hargo Utomo Commissioner 6 Years Industry Experience



C.M. Bing Soekianto Independent Commissioner 45 Years Industry Experience



Rachmat Harsono
President Director
17 Years Industry Experience



Ferryawan Utomo Vice President Director 31 Years Industry Experience



Imelda Mulyani Harsono Legal, Technology, Compliance & Risk Management Director 15 Years Industry Experience



Nini Liemijanto
Finance Director
32 Years Industry Experience



Djanarko Tjandra
Technical Director
19 Years Industry Experience



Budi Susanto
Operational Director
31 Years Industry Experience



Agus Purnomo Independent Director 35 Years Industry Experience



Distribution Methods



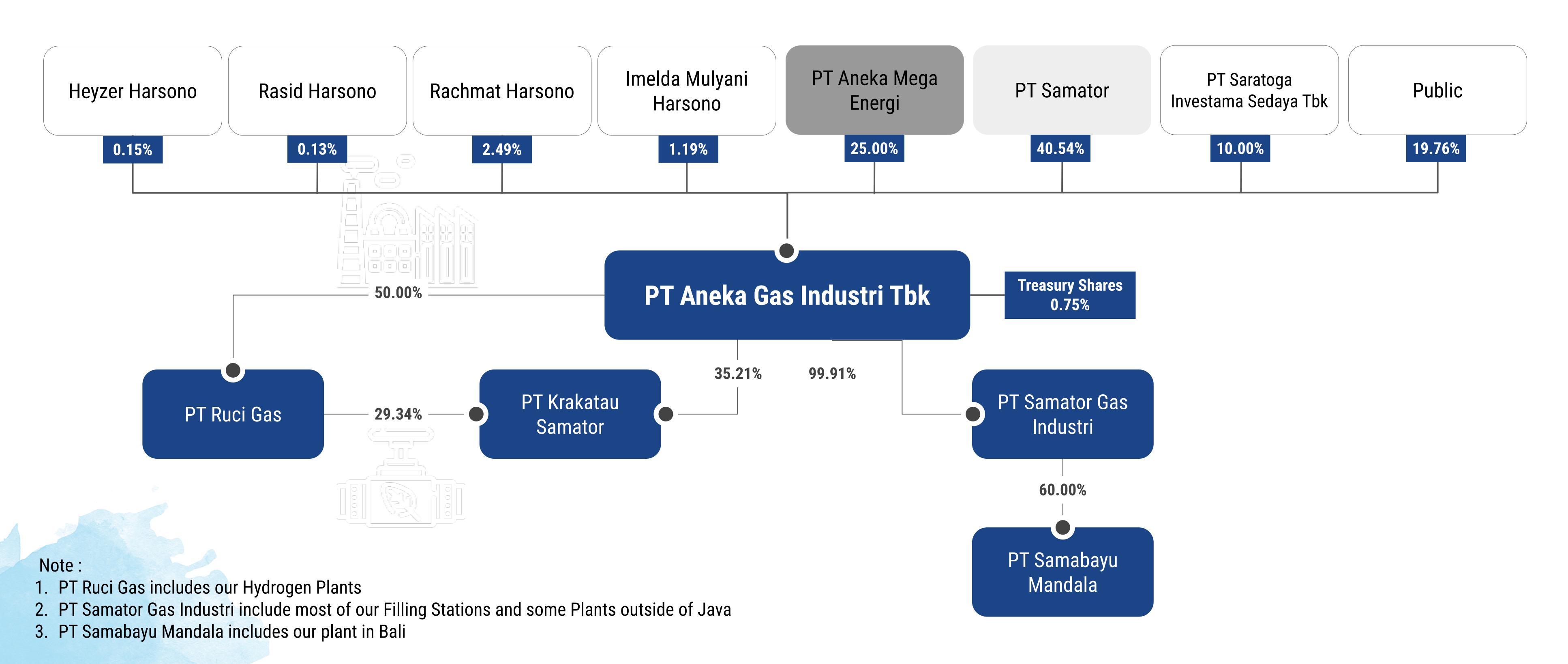








Group Structure



*As of 28 Feb 2022