



# Management Presentation

Full Year Results 2019

Published May 2020

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- 04** Financial Performance

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# Philosophy

Vision	Mission	Values - PRIDE	Top Five Priorities
<p>To be the most desirable company that continuously grows and expands by utilizing natural resources for the benefit of life</p>	<ol style="list-style-type: none"><li>1. Give the best for the stakeholder</li><li>2. Integrity and committed to quality, health and safety environment, and good corporate governance</li><li>3. Enhance Total Customer Solution (TCS)</li><li>4. Expand the business area coverage and development of product, service and technology</li></ol>	<ul style="list-style-type: none"><li>• Professionalism</li><li>• Righteousness</li><li>• Innovation</li><li>• Diversity</li><li>• Entrepreneurship</li></ul>	<ul style="list-style-type: none"><li>• Human Capital Development</li><li>• Management Control System</li><li>• Operational Excellence</li><li>• Impactful Marketing Initiatives</li><li>• Service Excellence</li></ul>

# Milestones



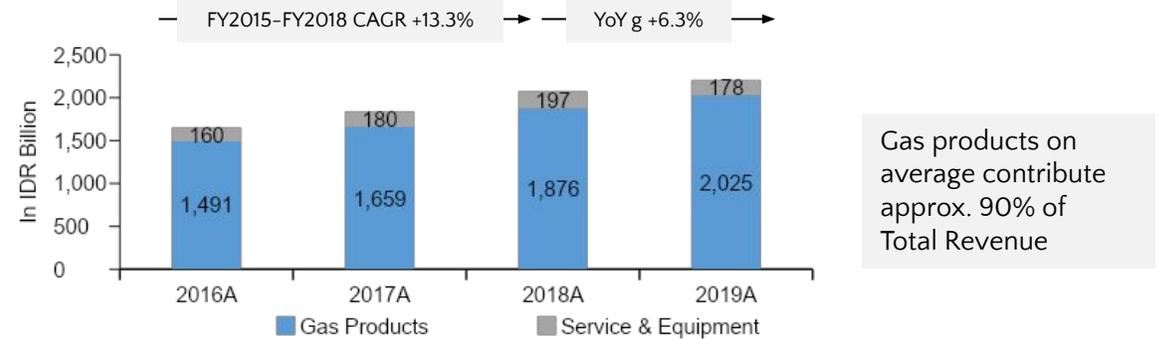
1916	1924	1958	1971	1996	2004	2008	2010-2015	2016	2017	2018	2019
NV WA Hoek Machine en Zuurstof established first O2 plant in Jakarta	NV Javasche Koelzoor established first CO2 plant in Surabaya	Both companies were nationalized by the Gov't of Indonesia and transformed into PN Zatas and PN Asam Arang	PN Zatas and PN Asam Arang were merged and renamed to Aneka Gas Industri/AGI (State-owned Enterprise)	A portion of AGI shares was sold to Messer Griesheim GmbH (40%) and PT Tira Austenite (10%).	SAMATOR (Domestically Owned Private Company) wholly acquired AGI	AGI issued 1 <sup>st</sup> Bond & Sukuk to support business expansion plans	AGII had rapid expansion by opening plants around Indonesia Issued its 2 <sup>nd</sup> Bond & Sukuk in 2012	AGI became the 1 <sup>st</sup> public industrial gas company in Indonesia ("AGII")	AGII issued shelf registration I bonds and sukuk of 2017 phase 1 and 2	AGII acquired 24.9% share ownership of PT Samator Gas Indonesia	National network includes a total of 44 Plants and 104 Filling Stations in 26 Provinces in Indonesia
1 (one) Plant	4 (Four) Plants	7 (Seven) Plants	7 (Seven) Plants	7 (Seven) Plants	11 Plants	16 Plants	41 Plants	44 Plants	44 Plants	44 Plants	44 Plants

# Company Highlights

## Business Overview

- Own 44 plants and 104 filling stations in 26 provinces across Indonesia as of 31 Dec 2019
- Engage in 4 (four) business lines
  - Industrial gas production;
  - Industrial gas trading;
  - Industrial gas equipment trading; and
  - Industrial gas installation
- Gas products are delivered through on-site plants, pipelines, bulk and cylinder
- Rated A-(idn) with Stable Outlook by Fitch Ratings Indonesia as of 27 Feb 2020
- Owned and managed by the SAMATOR Group

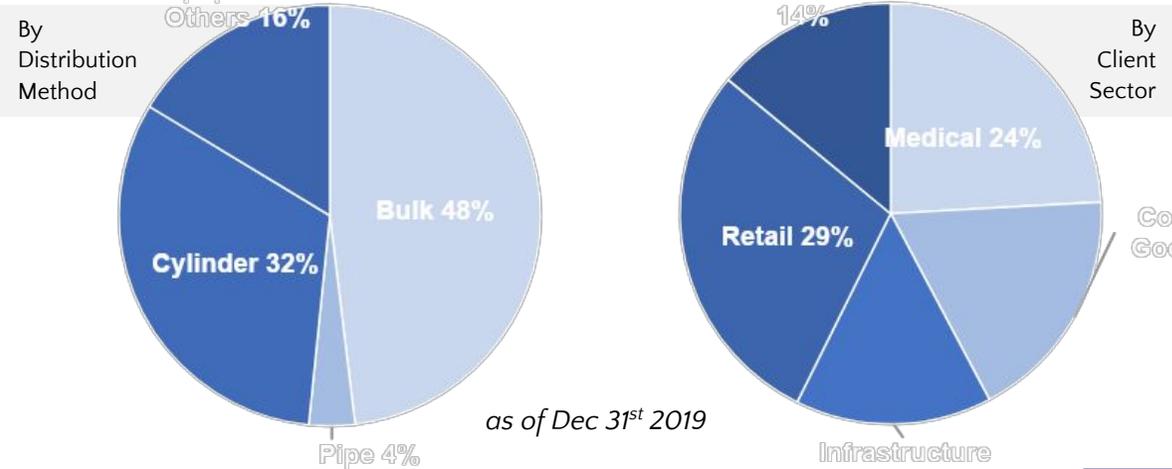
## Revenue Contribution



## Business Highlights

	Products/Services	Key Products/Services
<b>Gas Products</b>	<ul style="list-style-type: none"> <li>Air Gas</li> <li>Fuel Gas</li> <li>Rare Gas</li> </ul>	<ul style="list-style-type: none"> <li>Mixed Gas</li> <li>Synthetic Gas</li> <li>Specialty Gas</li> <li>Oxygen (O<sub>2</sub>)</li> <li>Nitrogen (N<sub>2</sub>)</li> <li>Argon (Ar)</li> </ul>
<b>Gas Equipment Installation</b>	<ul style="list-style-type: none"> <li>Gas Equipment Installation</li> <li>Medical Equipment Trading</li> </ul>	<ul style="list-style-type: none"> <li>Medical Gas Equipment</li> <li>Gas Piping</li> </ul>

## Revenue Mix



# Products and Services

## Air Gas

Oxygen\*  
Nitrogen\*  
Argon\*

## Specialty 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

## Others

Medical Gas  
installation services \*

Industrial gas equipment  
trading (ie. storage tank,  
cylinder tank, etc.)

\*Products manufactured by AGI



# Industrial Gas Application

Type of Gas	Selected Applications	Production Process
 <p>Oxygen</p>	<ul style="list-style-type: none"> <li>• Medical services such as for respiratory support purposes</li> <li>• Metal fabrication</li> <li>• Steel manufacturing</li> <li>• Live fishery</li> </ul>	<p>Atmospheric air is separated in an Air Separation Plant to obtain Oxygen, Nitrogen and Argon.</p>
 <p>Nitrogen</p>	<ul style="list-style-type: none"> <li>• Food industry for IQF (Individual Quick Frozen)</li> <li>• MAP (Modified Atmosphere Packaging)</li> <li>• Petroleum recovery and refining</li> <li>• Glass manufacturing</li> </ul>	
 <p>Argon</p>	<ul style="list-style-type: none"> <li>• Lighting</li> <li>• Metal fabrication</li> <li>• Steel manufacturing</li> </ul>	
 <p>Carbon Dioxide</p>	<ul style="list-style-type: none"> <li>• Food and beverage such as in carbonated drinks</li> <li>• Metal fabrication</li> <li>• Enhanced oil recovery (EOR) for oil and gas industry</li> <li>• Waste water treatment</li> </ul>	<p>Carbon dioxide is produced from steam reforming or recovered from purification of the waste gases produced during processing of natural gas.</p>
 <p>Hydrogen</p>	<ul style="list-style-type: none"> <li>• Steel Industry</li> <li>• Aviation and aerospace</li> <li>• Petrochemicals, oleochemical, alternative fuels and fuel cells</li> </ul>	<p>Hydrogen is produced from the electrolysis of water and steam reforming from natural gas, oil or coal.</p>
 <p>Other Gases</p>	<ul style="list-style-type: none"> <li>• Acetylene, Nitrous Oxide, Helium, Ethylene Oxide, Sterilization Gas, etc.</li> </ul>	

# Distribution Method



On Site Plant



Pipeline



Cylinder (Packaged)



Bulk



# Business Strategy

## Operation Monitoring

- › Use real-time online monitoring platform for production & storage facilities developed by 3rd party

## Supply Chain Monitoring

- › Apply GPS and Telemetry system to monitor distribution efficiency and ensure on-time delivery
- › Enable on-site monitoring to ensure uninterrupted gas supply

## Human Resources

- › Develop Human Resource Information System (HRIS) to ensure staff competencies are up-to-date

**1** Continue business development in ecosystem & **strengthen competitive advantages**

## Integrated Services

- › Expand Medical Equipment Trading & Medical Installation Business



**2** Improve productivity & supply chain efficiency by leveraging technology & innovation

**3** Capitalize on **first-mover advantage** to maintain market leadership position

## First Mover

- › Establish a strong network able to serve all 34 provinces in Indonesia
- › Develop more industrial gas applications as well as product variety
- › Maintain position as market leader in Sumatra, Java, Kalimantan and Sulawesi by ensuring product supply
- › Produce industrial gas which has limited supply in the market
- › Invest in research and development

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# Competitive Advantages

- 01 The First and Largest Industrial Gas Company
- 02 Market Leader in Medical Gas Sector
- 03 Well-diversified End Customer Base
- 04 Nationwide Distribution Network
- 05 Integrated Operational Activity
- 06 International Network
- 07 Experienced Management



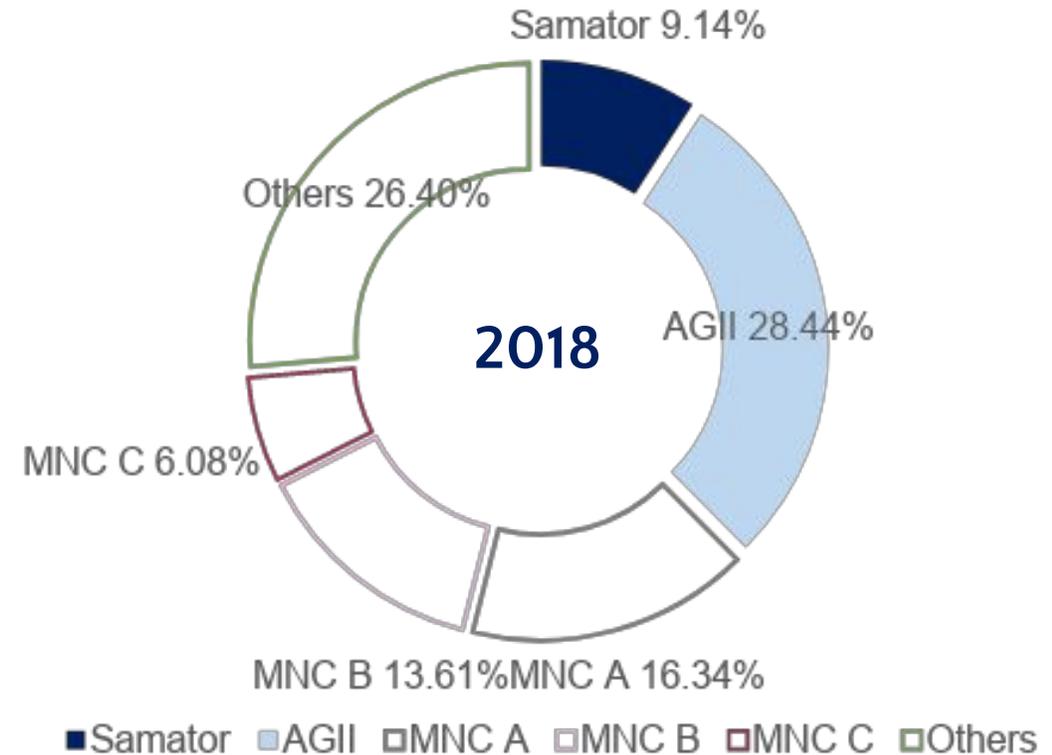
# 1. The First and Largest Industrial Gas Company

## Largest Market Share\* by Revenue

### AGII is pioneer and market leader of the nation's industrial gas business

- ✓ Together with Samator Group (parent company), AGII holds a total market share of 38% as of FY2018
- ✓ The company aims to maintain this by ensuring a well-positioned distribution network in Indonesia

Industrial Gas Market Share in Indonesia



\*Source: Gasworld, 2019

## 2. Market Leader in Medical Gas Sector

Providing Total Customer Solution to Healthcare Clients

### 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 nation-wide

\*Source: Gasworld, 2016



Medical Gas & Respiratory

- Oxygen (respiratory gas)
- Nitrous oxide (N2O)
- Medical gas air
- Medical gas nitrogen
- Medical CO2

- Lung function mix gases
- Blood analyzer calibration gas
- Surgery Laser Gas
- Cryopreservation gas



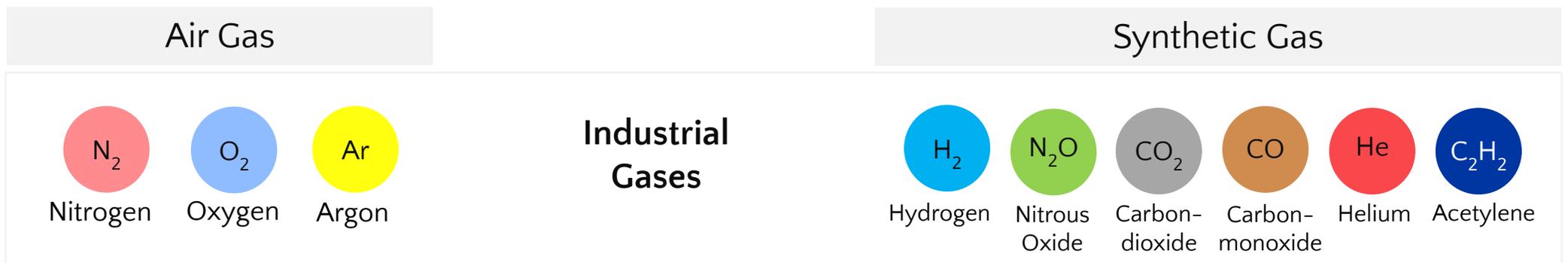
Medical Gas Equipment & Installation System

- Medical supply equipment
- Medical monitoring system
- Modular operating theatre
- Onsite generation system
- Gas handling & cutting equipment
- Installation services

- Cryogenic containers for biological fluids
- Specimen transport and storage of cryogenic fluids

# 3. Well-Diversified End Customer Base

Not one sector contributes larger than 30% of revenue\*



\*As of Dec 31st 2019

# 4. Nationwide Distribution Network

## Ensuring On-Time Supply Continuity



### Strategy

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



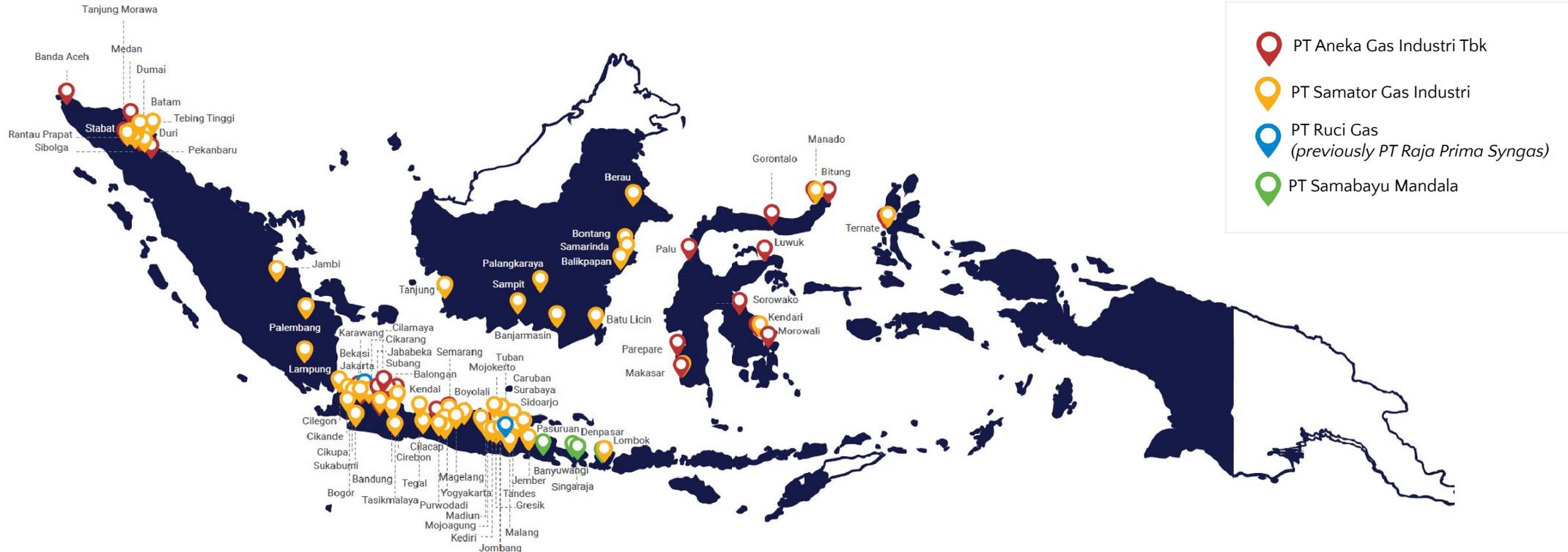
### Result

The largest distribution network with 44 plants (Air Separation Plants & others) & 104 filling stations in 26 provinces across Indonesia



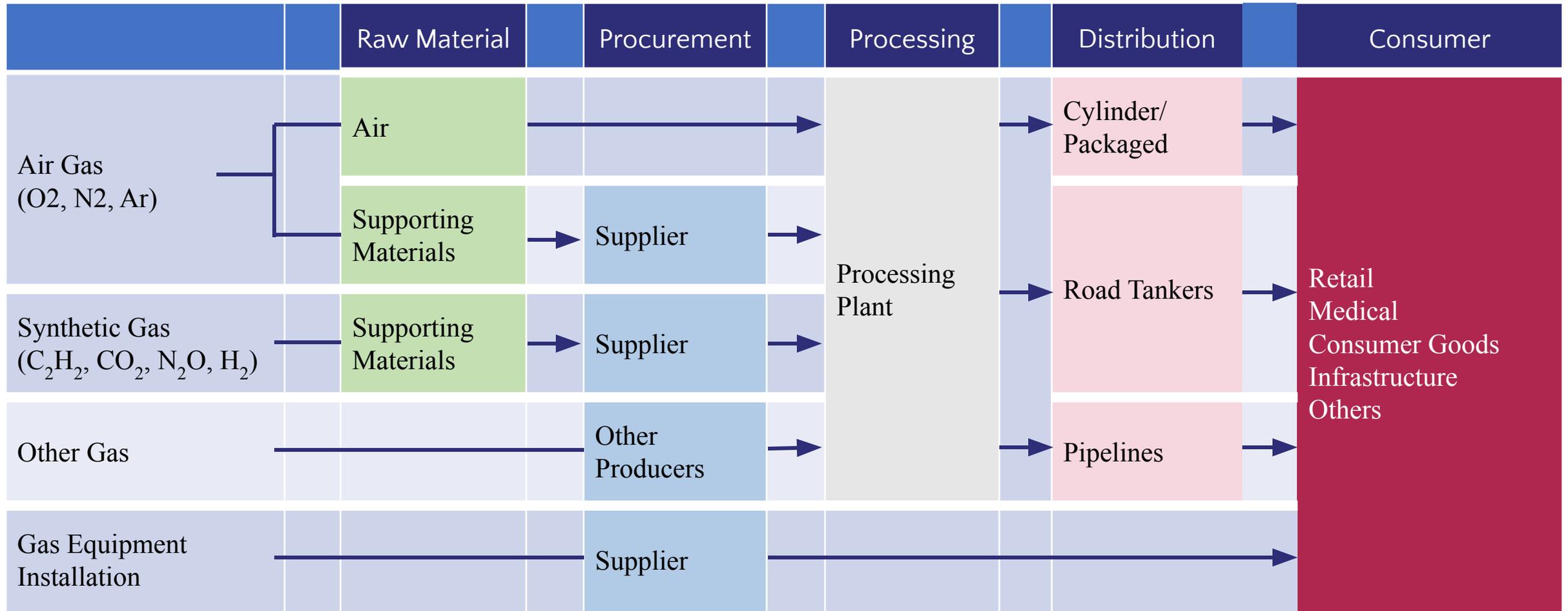
### Support

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



# 5. Integrated Operational Activity

## Advantage in Operational Management



# 6. International Network

Access to Key Providers in Industrial and Healthcare Equipment



- › Managed under Samator Group
- › Access to Key Multinational Players
- › Enables wider range of solutions for clients
- › Promotes innovation & product variety

The infographic displays the Samator Group logo at the top, followed by a list of key providers in two rows. Each provider's logo is shown above its full name.

Samator Group				
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

# 7. Experienced Management

## Average 30+ Years of Industry Experience

### Board of Commissioner



**Arief Harsono**  
President Commissioner  
Chairman of Samator Group  
45 Years of Industry Experience



**Rasid Harsono**  
Vice President Commissioner  
Joined 2006 – Present  
34 Years of Industry Experience



**Heyzer Harsono**  
Vice President Commissioner  
Joined 2007 – Present  
38 Years of Industry Experience



**C.M. Bing Soekianto**  
Independent Commissioner  
Joined 2004 – Present  
44 Years of Industry Experience



**Hargo Utomo**  
Independent Commissioner  
Joined 2005 – Present  
5 Years of Industry Experience



**Agoest Soebhektie**  
Independent Commissioner  
Joined 2013 – Present  
7 Years of Industry Experience

### Board of Directors



**Rachmat Harsono**  
President Director  
Joined 2004 – Present  
16 Years of Industry Experience



**Ferryawan Utomo**  
Vice President Director  
Joined 2015 – Present  
30 Years of Industry Experience



**Imelda Mulyani Harsono**  
Legal, Compliance & Risk  
Management Director      Joined  
2006 – Present  
14 Years of Industry Experience



**Budi Susanto**  
Operational Director  
Joined 2015 – Present  
30 Years of Industry Experience



**Nini Liemijanto**  
Finance Director      (from  
2015 – Present)  
31 Years of Industry Experience



**Djanarko Tjandra**  
Technical Director  
Joined 2004 – Present  
18 Years of Industry Experience



**Agus Purnomo**  
Regional Development/  
Independent Director  
Joined 2006 – Present  
34 Years of Industry Experience

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# Key Updates

	Received Supplier Quality Excellence Award from Coca-Cola Amatil Indonesia (CCAI)		One of the most prestigious awards given to companies that have met or exceeded a very stringent set of quality performance criteria
	Participated in Indonesia Gas Summit & Exhibition 2019		A sales-driven initiative aimed to increase product awareness & connect with industry players
	Established 4 (four) additional Filling Stations in FY2019		<ol style="list-style-type: none"><li>1. South Sumatera (1 (one) Filling Station)</li><li>2. North Sumatera (2 (two) Filling Stations)</li><li>3. Central Java (1 (one) Filling Station)</li></ol>
	During FY2019, 395 contracts were being processed		Approximately 55-60% of Total Contracts Processed were contributed by the medical sector
	First Dividend Distribution		Dividend per share at IDR3.25/share, representing 10% payout
	Initiated partnership with renowned Indonesian Universities for Product and Human Capital Development		<ul style="list-style-type: none"><li>• MoU signing with UGM (2019) &amp; ITB (2018) for R&amp;D</li><li>• MoU signing with HarukaEDU to use CorporateEDU as Tech-based Educational &amp; Training Platform for Employees</li></ul>

# Awards & Events



Best Vendor 2018 Material – Pertamina Drilling



Supplier Quality Excellence – Coca Cola Amatil



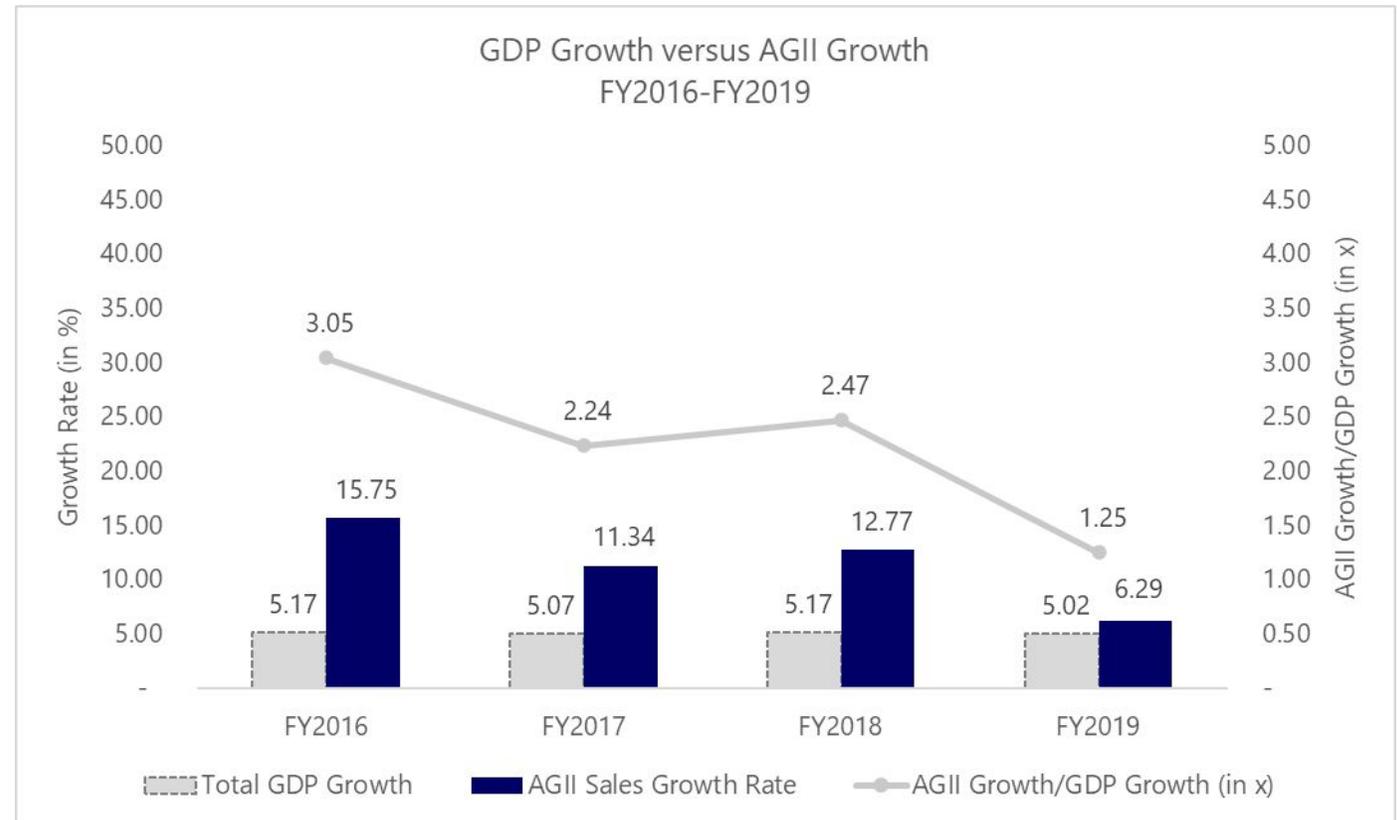
MoU Signing with ITB (Institut Teknologi Bandung)\*

Image Source : <https://www.itb.ac.id/>

# Industry Outlook

## GDP versus AGII

- › From 2016–2019, AGII sales on average grew 2x (twice) domestic GDP growth %
- › An economic and/or sectoral boost will increase the possibility of an accelerated in company growth – and vice versa
- › Early FY2020, the Indonesian Central Bank projects approximately 5% to 5.4% GDP growth but by April 2020 revised it by up to 2.3% year-on-year



\*Source: [www.bps.go.id](http://www.bps.go.id), Company Data

# Industry Outlook

## Southeast Asia Market\*

### Market Size per FY2018

An estimated total of  
USD 3.54 Billion



Myanmar  
USD 37.4 Mil

Thailand  
USD 849 Mil

Malaysia  
USD 632 Mil

Singapore  
USD 997 Mil

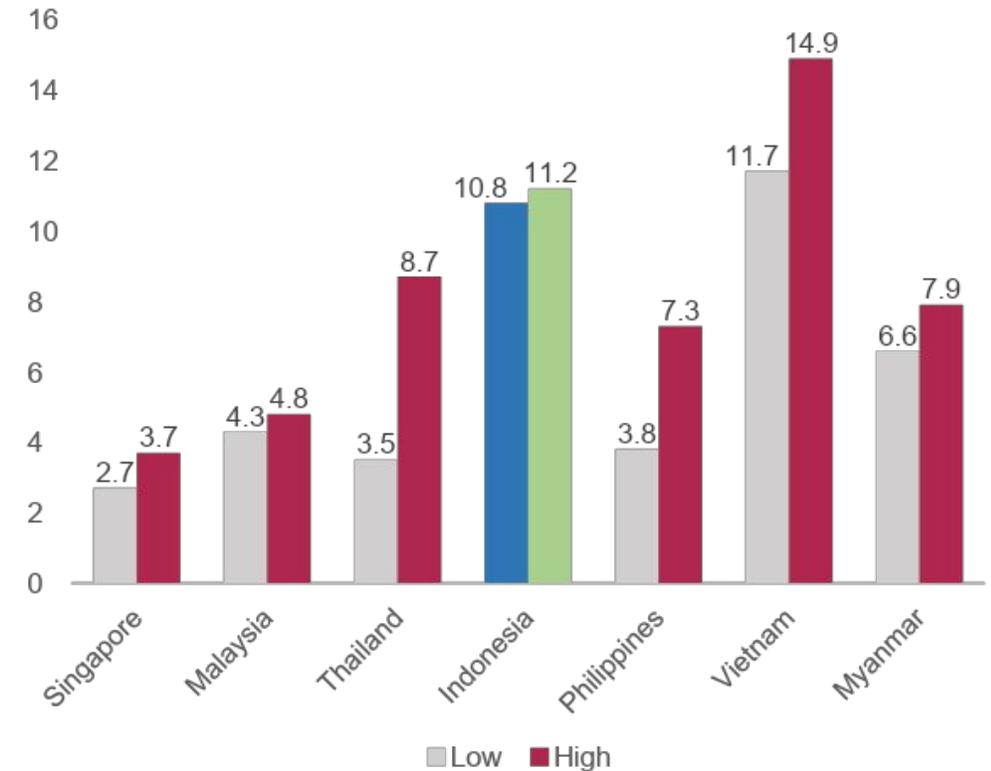
Vietnam  
USD 206 Mil

Philippines  
USD 356 Mil

Indonesia  
USD 465 Mil

### Market Forecast

Projected Annual Growth Rate (in %) 2018-2022



\*Source: Gasworld Business Intelligence, 2019

# Shelf Registration Information

	Fixed-Coupon Bonds		Sukuk Ijarah	
Issuer	PT Aneka Gas Industri Tbk			
Listed	Indonesia Stock Exchange			
Corporate rating	Bonds and the Sukuk are both rated A-(idn) by Fitch			
Purpose	Refinancing			
Maturity (years)	3	5	3	5
Listing date	6 June 2017			
1 <sup>st</sup> tranche of 310 (IDR billion)	45	19	147	99
coupon p.a. (%)	9.9	10.35	9.9	10.35
Listed	8 December 2017			
2 <sup>nd</sup> tranche of 400 (IDR billion)	195	61	107	37
Coupon p.a. (%)	9.5	9.9	9.5	9.9
Listed	20 March 2019			
3 <sup>rd</sup> tranche of 290 (IDR billion)	164	16	110	0
Coupon p.a. (%)	11.0	11.5	11.0	0

Due in FY2020

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# Financial Highlights

## Well-Diversified Risk



- Exposed to various industries, including Food & Beverage, Light, Healthcare, Retail, Energy, Consumer Goods, Oil & Gas, Petrochemical & Many More

## Sustained Profitability



- 45% – 50% Gross Margin
- 18% – 20% EBIT Margin
- 30% – 35% EBITDA Margin

## Stable Growth



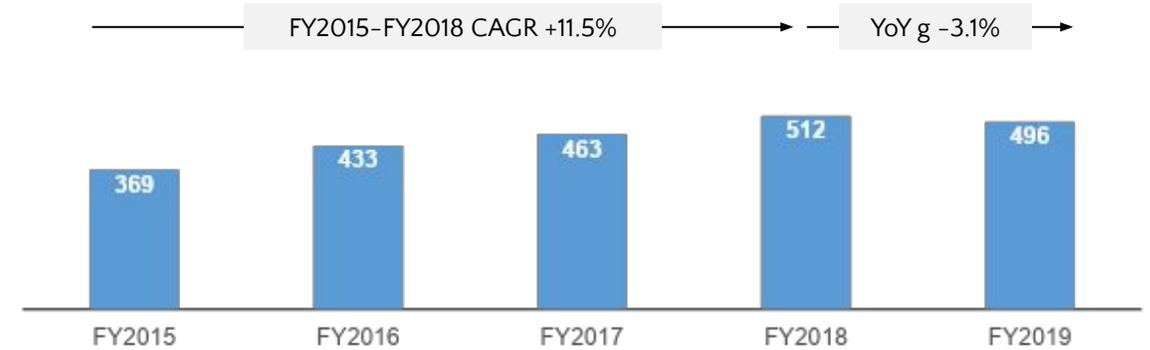
- Dominant player in high growth sectors (i.e. Retail and Medical)

# Financial Performance

## Revenue in IDR Billion



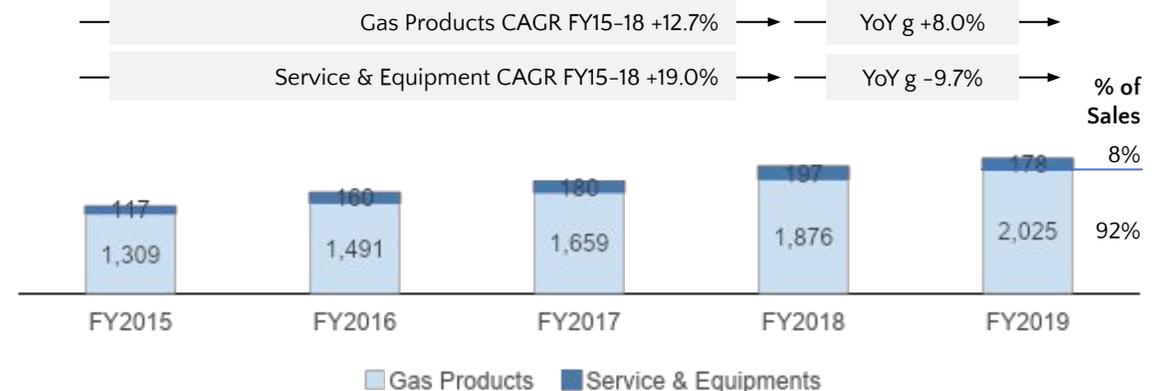
## Gas Sales Volume in Cubic Meter



## Cost Composition in IDR Billion

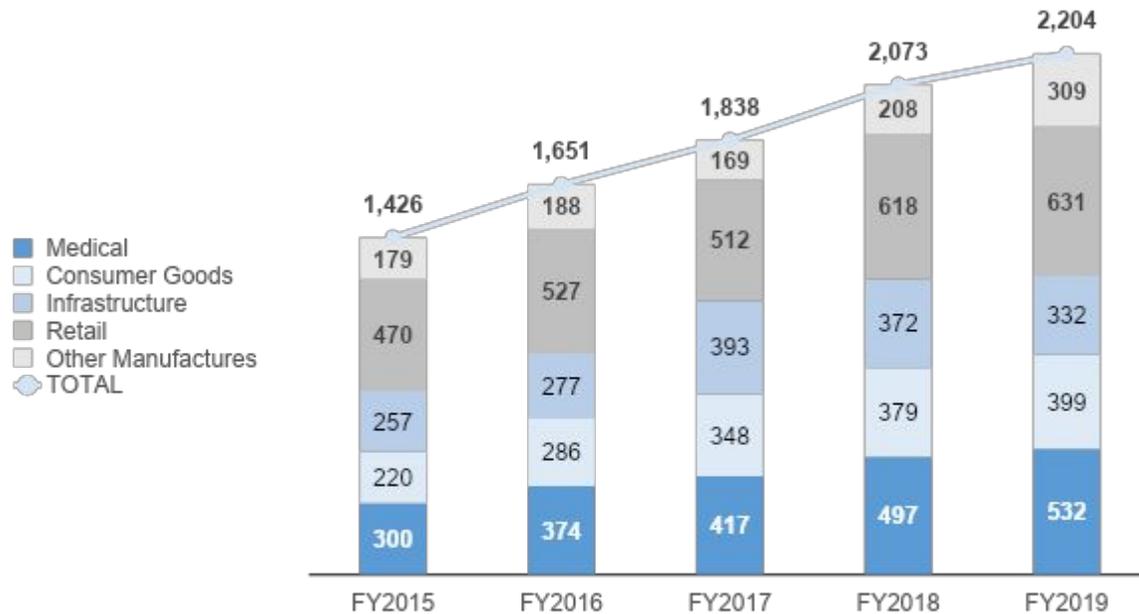


## Revenue by Product in IDR Billion



# Financial Performance

Revenue by Sector (in IDR Billion)

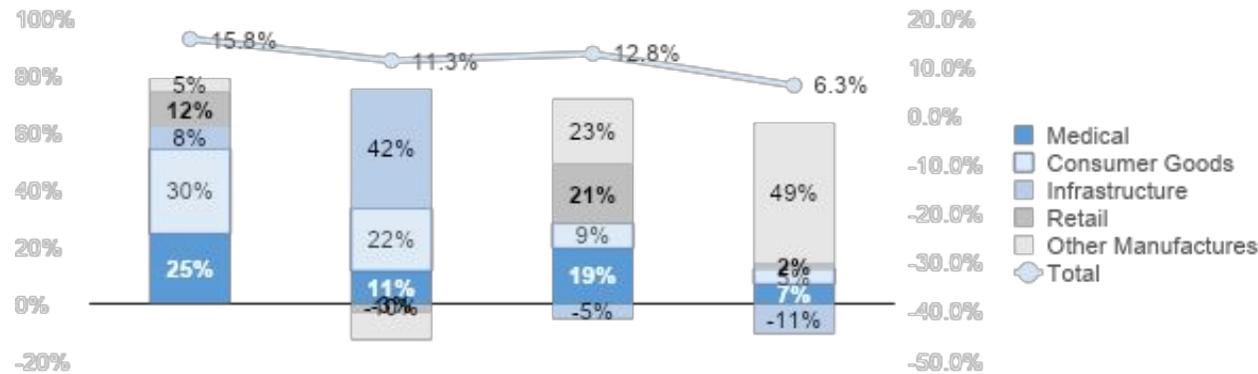


Revenue by Mode of Supply (in IDR Billion)

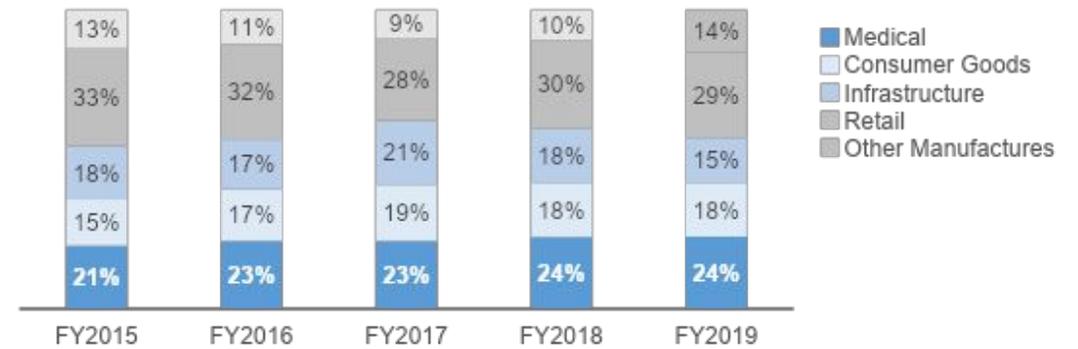


# Financial Performance

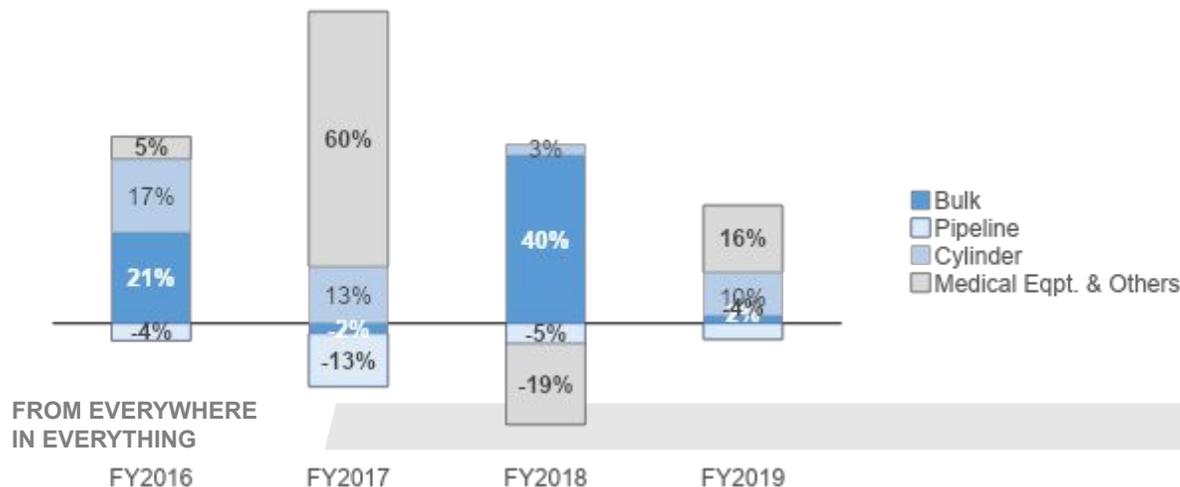
### Revenue Growth by Sector



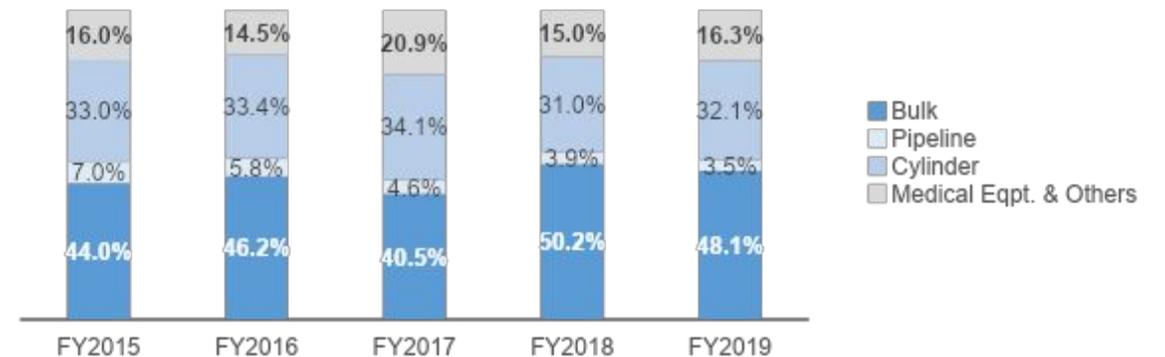
### Revenue Contribution by Sector



### Revenue Growth by Mode of Supply



### Revenue Contribution by Mode of Supply

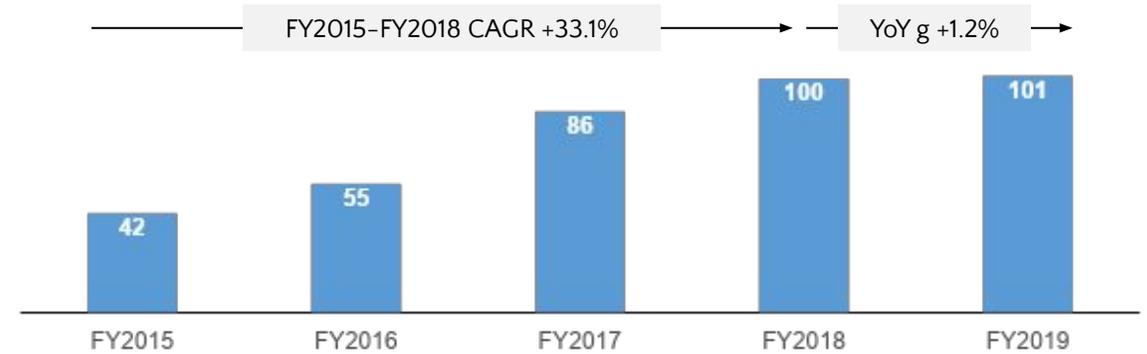


# Financial Performance

## Gross Profit



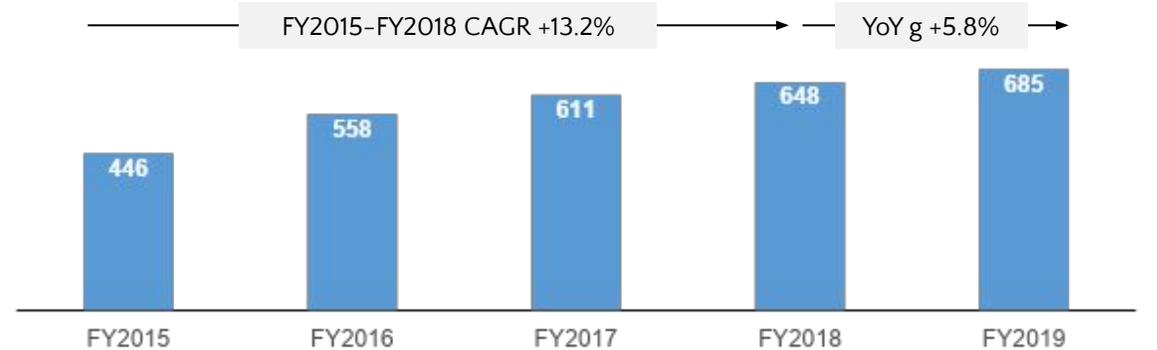
## Profit Attributable to Owners of Entity



## EBIT



## EBITDA



# Financial Performance

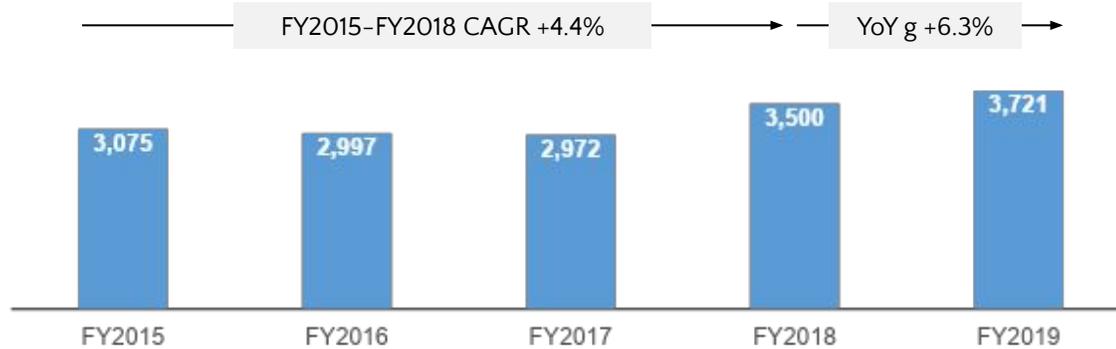
## Assets, Liabilities & Equities in IDR Billion



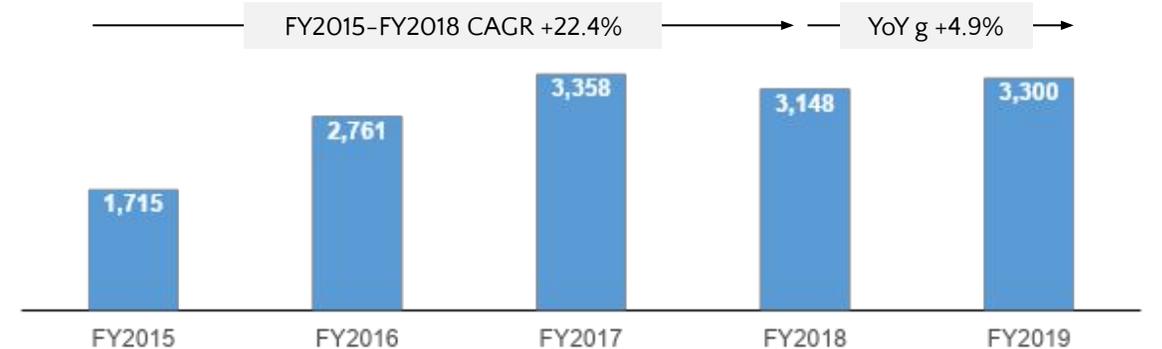
## Assets in IDR Billion



## Liabilities in IDR Billion

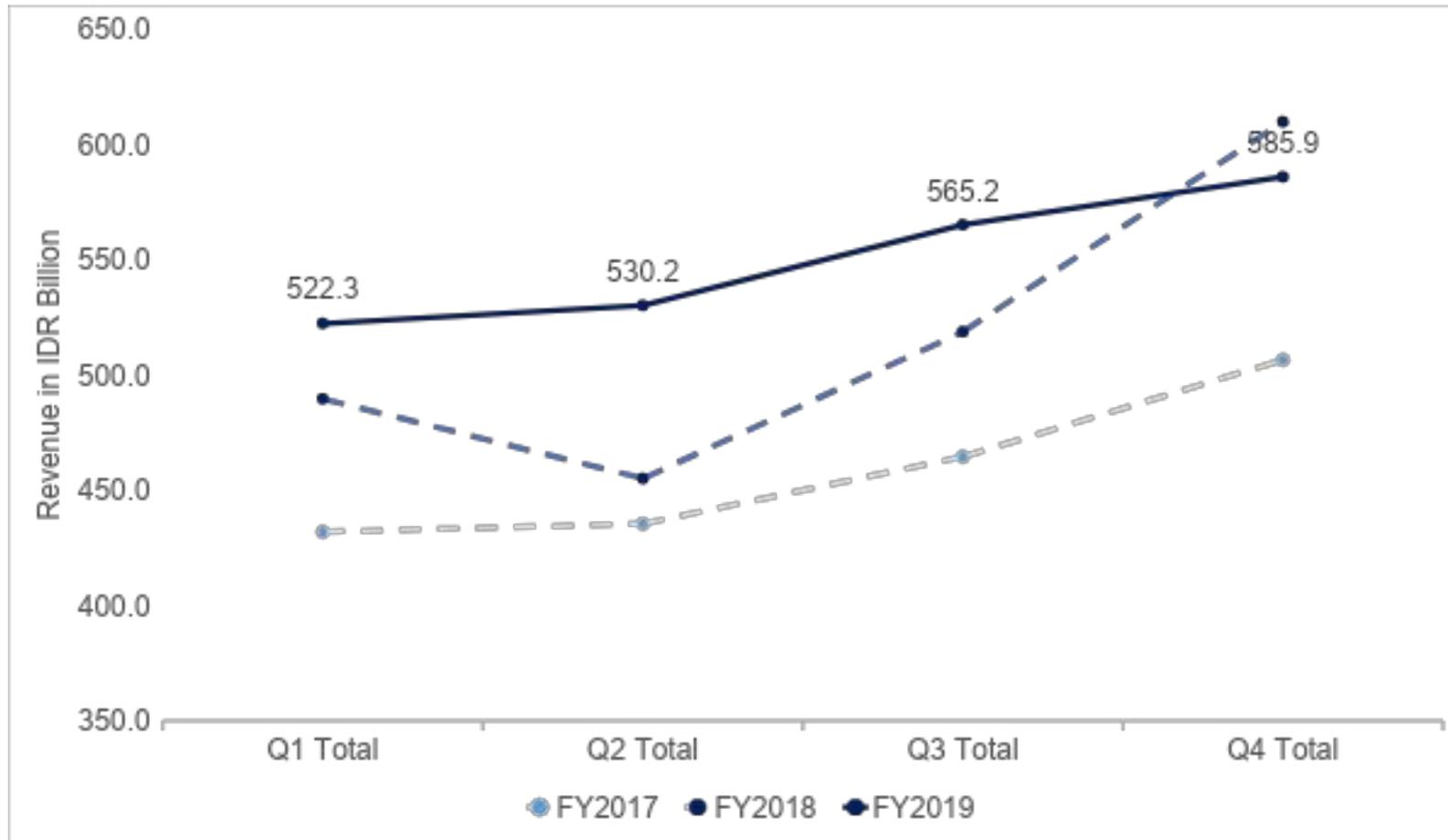


## Equities in IDR Billion



# Quarterly Trends

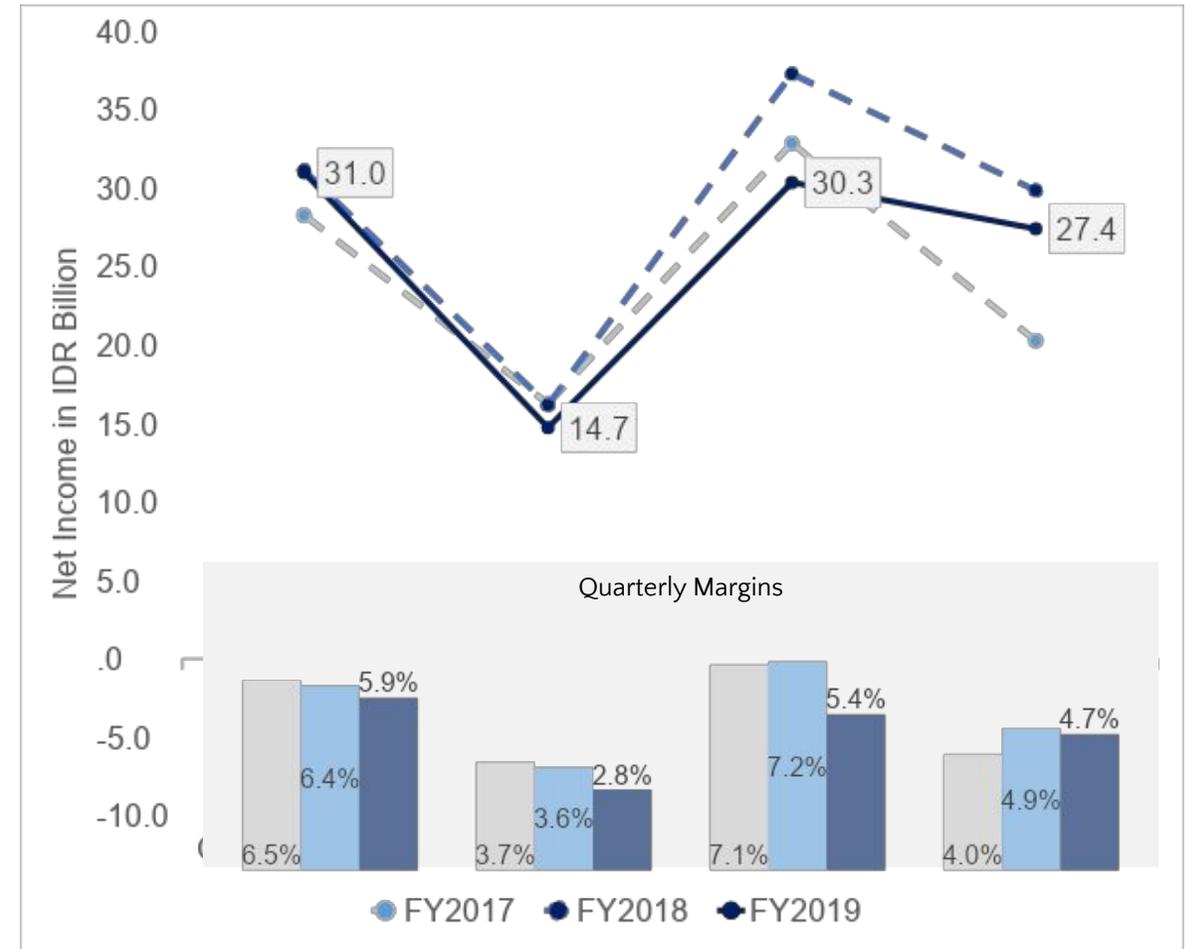
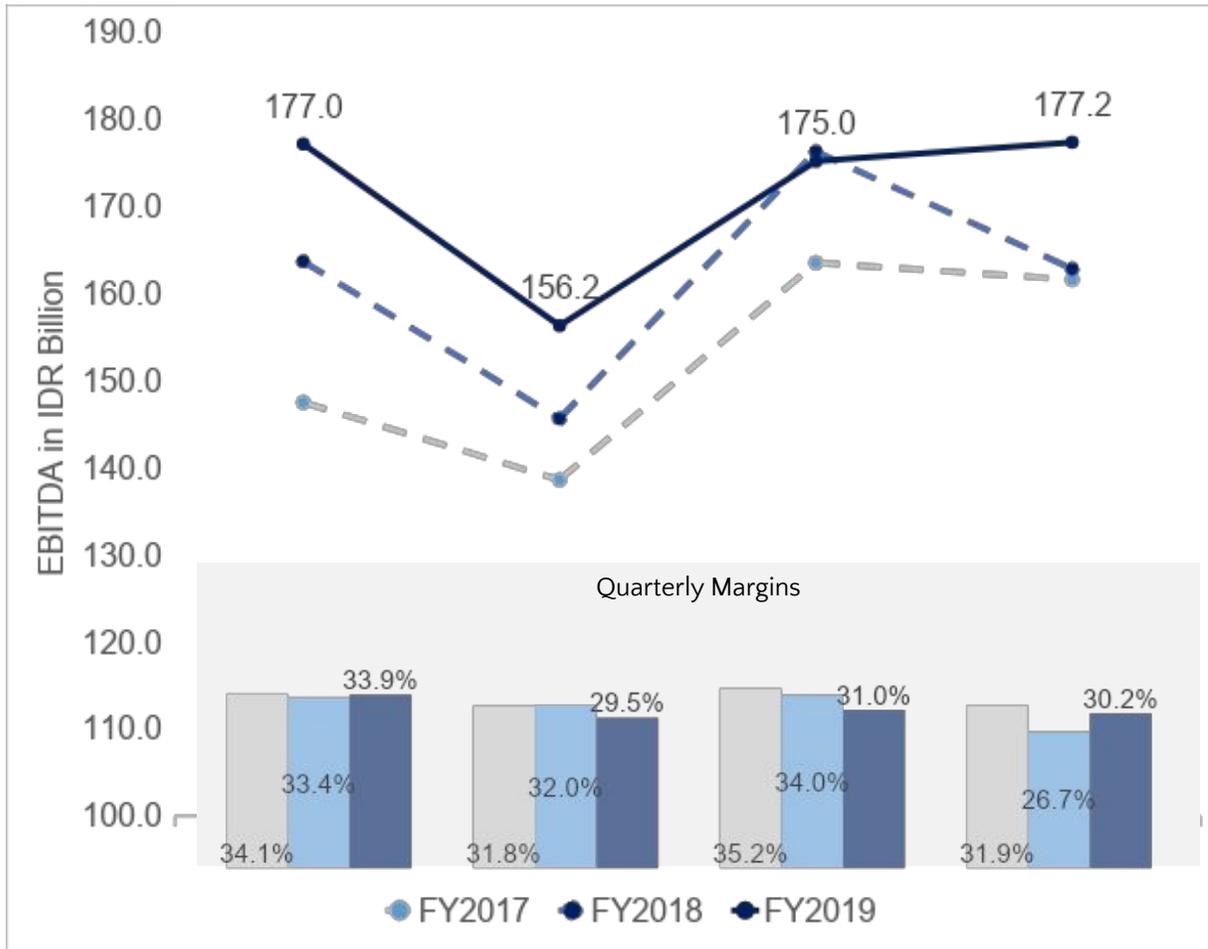
## Revenue



- › Since 2017, the company on average booked 52%-53% of sales on 2<sup>nd</sup> half
- › Each year, sales continue to grow positively as targeted
- › In Q4 2019, GDP growth slowed down to slightly less than 5% - caused by various sectors, including Basic Metals and Mining
- › The slowdown therefore affected our Q4 2019 achievement
- › In Q4 2019, all customer sectors grew positive except infrastructure

# Quarterly Trends

## EBITDA & Net Income

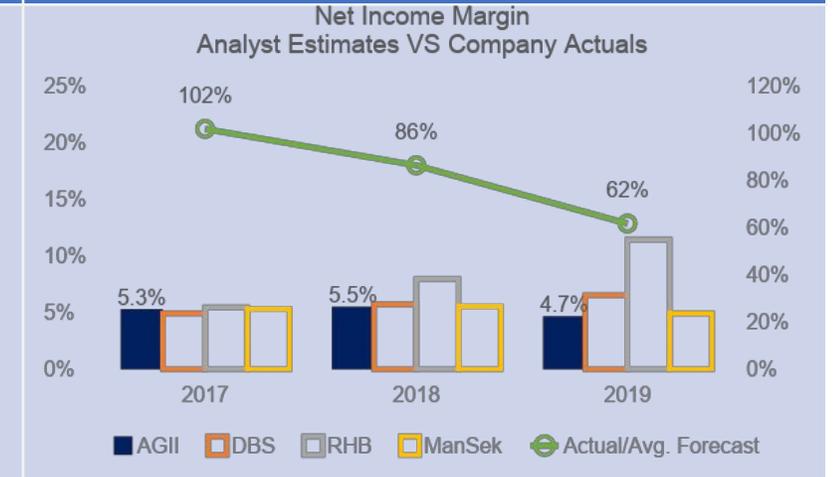
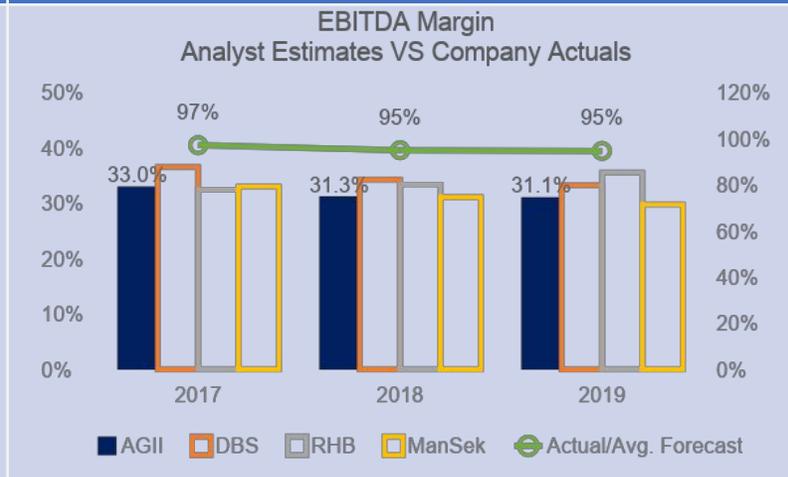
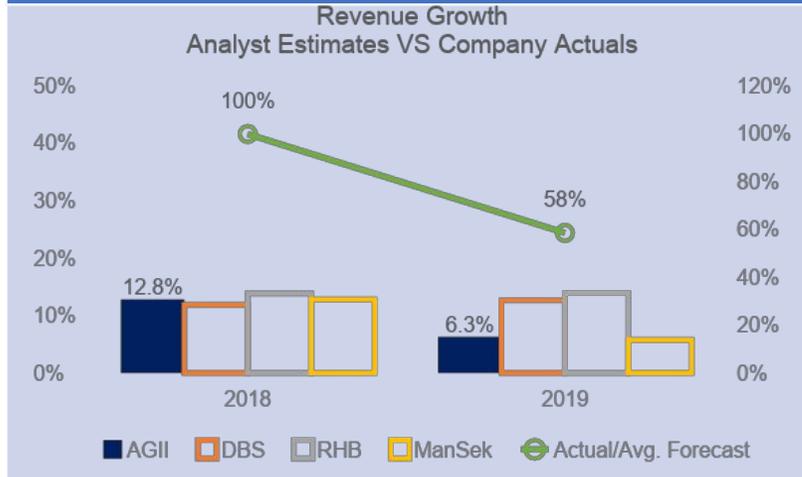
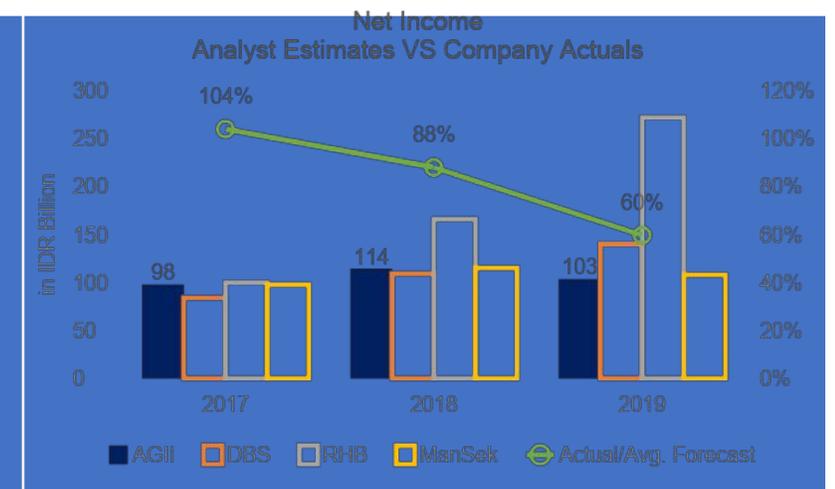
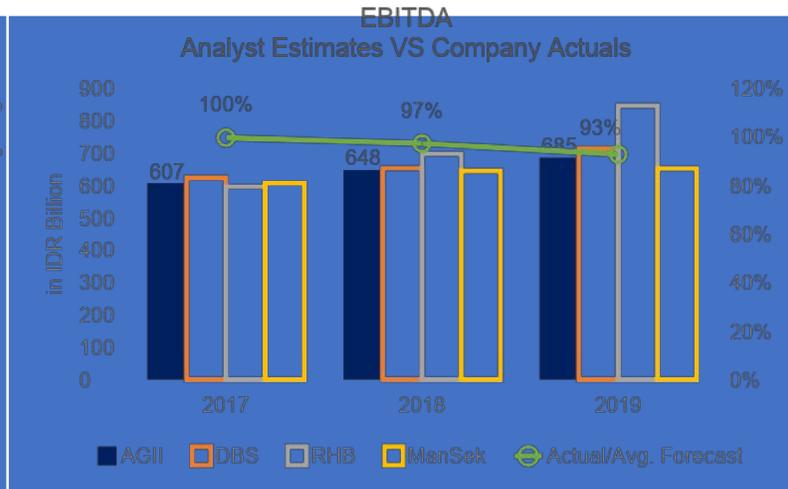
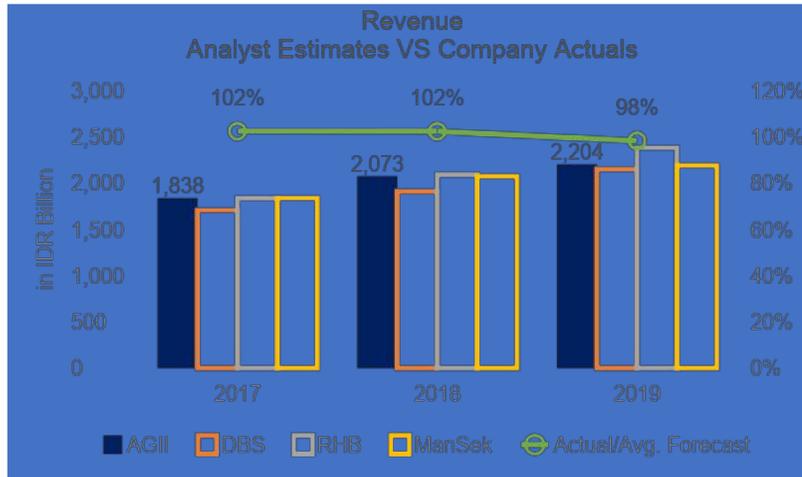


# Key Financial Ratios

		12M2016	12M2017	12M2018	12M2019
<b>Profitability</b>					
Gross Profit Margin	%	46.24	45.78	45.33	45.28
Earning Before Interest & Tax (EBIT) Margin	%	21.54	20.67	18.78	18.47
Earning Before Interest, Tax Depreciation & Amortization (EBITDA) Margin	%	33.77	33.22	31.25	31.11
Net Income Margin for The Current Year	%	3.89	5.31	5.52	4.69
Comprehensive Income Current Year	%	3.70	28.82	4.98	7.48
Return on Assets (ROA) <sup>1</sup>	%	1.24	9.29	1.78	2.39
Return on Equities (ROE) <sup>2</sup>	%	2.41	17.29	3.34	5.09
<b>Liquidity</b>					
Current	X >= 1	1.13	1.50	1.22	0.87
Quick	X	0.90	1.13	0.87	0.64
<b>Solvency</b>					
Debts to Equities (DER)	X <= 3	1.12	0.91	1.11	1.13
Debt to Asset (DAR)	X	0.53	0.48	0.53	0.53
Interest Bearing Debts/Equities	X <= 2	0.93	0.79	0.97	0.98
Net Debts/Equities	X <= 2,5	0.76	0.66	0.86	0.86
Interest Bearing Debts/EBITDA	X	4.59	4.34	4.72	4.70
(Interest Bearing Debts - Cash)/EBITDA	X	3.74	3.64	4.16	4.15
EBITDA/Interest	X >=1,5	1.99	2.14	2.20	2.06
EBITDA/(Interest + Principal)	X	1.03	1.12	1.24	1.09
EBITDA/Total Debts	%	18.06	20.06	18.51	18.42

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

# Analyst Estimates





# Thank You

Contact us



Investor Relations

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