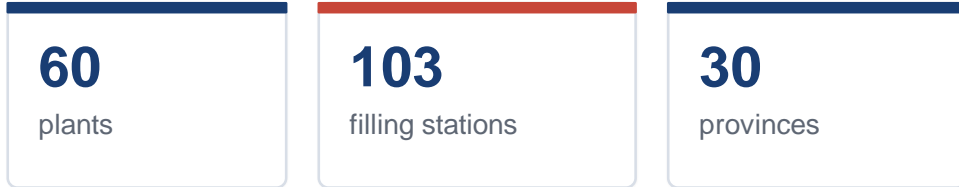


A Rare National Industrial Infrastructure Asset

Entrenched network. Embedded demand across essential industries. Resilient across cycles

Indonesia's Broadest Industrial Gas Network


Scale, density, and proximity create structural advantage




- National reach — 60 plants and 103 filling stations across 30 provinces.
- Proximity advantage — Assets located close to customers support reliability and lower delivery cost
- Service density — Local presence enables faster response times and consistent supply
- Scalable platform — The network serves as a scalable distribution platform for continued growth

Samator operates the broadest industrial gas distribution network in Indonesia.

Difficult to replicate due to capital intensity, permitting, and network density



60 Plants **103 Filling Stations** **30 Provinces**



The network is built around continuity, price advantage, and market coverage.

One network, Four Revenue Streams

A single network serves diverse customer needs across industries and use cases.

On-site plant

Long-term, contracted supply for large, continuous demand.

Pipeline

Direct, high-volume supply where customer scale supports pipeline connection.

Cylinder / packaged

Flexible, route-based supply for fragmented and recurring demand.

Bulk

Liquid distribution for off-site customers requiring scale, reliability and speed.

Why density wins

- **Shorter routes reduce delivered-cost economics**
- **Local coverage improves reliability and response time**
- **One network serves both large-scale and fragmented demand**
- **Customers scale from cylinder to bulk to on-site, increasing integration and lifetime value**
- **Density lowers cost and improves service across all delivery modes**

Q1 2026 Performance

Operating leverage of the established platform demonstrated in Q1 26



Q1 2026 demonstrates the operating leverage of an established national platform — revenue growth converting into materially stronger earnings across every line of the P&L.

Adjusted EBITDA presented Pre-PSAK Post-VCP, consistent with prior-period internal reporting and net of non-recurring items. Q1 2025 comparable figures restated to reflect final FY2025 audit adjustments. PATAMI: Profit After Tax attributable to owners of the parent.

FY2025 in Context

Investment cycle complete; FY2025 sets the base for the operating leverage trajectory now visible

IDR 3.01tn

Revenue
+3.5% YoY

IDR 841bn

EBITDA
+2.4% YoY

IDR 451bn

Operating Cash Flow
+65.2% YoY

IDR 446bn

Capex
-23.8% YoY

From investment cycle to operating leverage

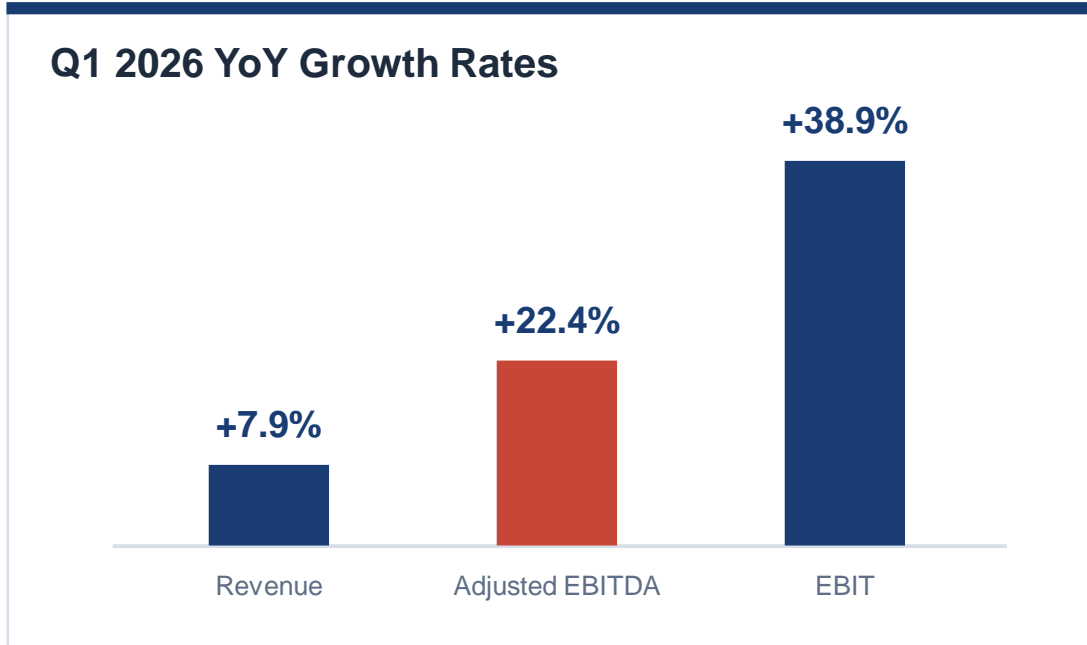
FY2025 reflects the completion of a multi-year investment cycle that established the national network footprint now in place. Revenue and EBITDA grew despite the heavier comparison base, while operating cash flow expansion and lower capex intensity reflect the natural evolution from build-out to in-market deployment. The Q1 2026 results indicate the operating leverage embedded in this platform is now translating into stronger earnings momentum.

Footnote

Net profit declined year-on-year in FY2025, reflecting non-cash items associated with the investment cycle that do not affect the operating earnings trajectory. Q1 2026 PATAMI of IDR 35.2bn (4.5x the prior-year comparable) evidences the underlying earnings recovery now visible at the bottom line.

Operating Leverage in Action

Revenue growth converting to disproportionately stronger earnings



Each 1% of revenue growth in Q1 2026 translated to approximately 2.8% EBITDA growth and 4.9% EBIT growth. Operating leverage extended to the bottom line, with PATAMI reaching 4.5x the prior-year comparable.

1. Installed capacity utilisation

Revenue growth captured on a largely fixed cost base. The existing network has capacity to absorb incremental volume without proportional capex or operating cost.

2. Cost discipline across the P&L

Production efficiency, distribution optimisation, and SG&A discipline combined with revenue growth, expanding margins by 356bps year-on-year.

3. Mix evolution

Growth in higher-value segments — medical, specialty, and on-site — supports margin expansion alongside volume growth.

Q1 26 demonstrated that the platform's earnings power can scale faster than its revenue

Capital Efficiency Funding Growth

Improving capital intensity supports both continued investment and stronger returns

<p>CAPEX / SALES</p> <p>20.1% → 14.8%</p> <p>FY2024 → FY2025</p> <p>Capital intensity reduced as core network reached scale</p>	<p>OPERATING CASH FLOW (FY2025)</p> <p>IDR 451bn</p> <p>+65.2% vs FY2024</p> <p>Cash generation scaling with capital efficiency</p>	<p>What this enables</p> <ul style="list-style-type: none">• Completion of the Batang plant and recent capacity expansion projects has materially reduced capital intensity• Capacity headroom on the installed base allows incremental growth at lower marginal capex• Capital allocated to demand-led, returns-disciplined opportunities — funding growth from internally generated cash• Improving efficiency creates flexibility for selective expansion while maintaining balance sheet strength
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Capital efficiency improvements fund continued growth while preserving balance sheet flexibility.

Net debt / EBITDA: 3.64x at FY2025 (FY2024: 3.67x).

Disciplined Growth Anchored in Visible Demand

How Samator approaches new projects, with growth driven by visibility and returns discipline

1. Customer-backed demand

Projects are pursued where demand is contracted or highly visible before capital is committed

2. Returns discipline

Growth capex is returns-led, with projects meeting a minimum **15% ROIC** threshold

3. Platform fit

New projects strengthen and scale the existing network platform

Base-case cash generation is supported by the existing asset base

Future on-site and pipeline wins are additive to the base case

Growth follows demand. Capital is allocated to returns.

Healthcare Demand Strengthens the Network

Healthcare is a high-quality, recurring demand segment embedded within the network

~75 - 80%

Medical gas market share

280+ Hospitals

Hospitals served with medical gas systems

9.2% CAGR

Healthcare demand growth

Medical gas & respiratory

Oxygen, nitrous oxide, medical nitrogen, medical CO₂, and broader respiratory support solutions.



Equipment & installation

Monitoring systems, operating theatre solutions, cryogenic handling, and installation services.



Why it matters

- Recurring and essential demand, growing 7-8% annually and resilient across economic cycles
- Deep, embedded relationships with hospital networks
- Integrated gas and equipment offering increases switching costs

Healthcare demand is recurring, embedded and strengthens the overall network

Positioned in Gas-Intensive Growth Sectors

Samator is aligned with sectors growing at ~6–11% CAGR ('25–'35) (Bain), where industrial gas intensity is structurally increasing.

General Manufacturing

~9.2% CAGR ('25–'35) as higher-value manufacturing lifts demand for welding and process gases

Metallurgy

~10.7% CAGR ('25–'35) as smelter expansion and downstream processing increase gas intensity

Healthcare

~9.2% CAGR ('25–'35) as hospital capacity and procedures lift medical gas demand

F&B

~9.0% CAGR ('25–'35) as packaged food consumption supports preservation and carbonation gases

Chemicals & Refining

~6.4% CAGR ('25–'35) as capacity expansion lifts hydrogenation and process gas demand

Structural demand drivers

- Downstream processing increases oxygen and nitrogen demand
- Advanced manufacturing drives specialty and high-purity gas demand
- Healthcare and process industries support resilient, recurring demand

Why Samator is advantaged

- National network already serves key industrial and healthcare sectors
- Full delivery capability across on-site, pipeline, packaged and bulk
- Growth can be layered onto existing infrastructure with limited incremental capital

Structural demand growth aligns directly with Samator's existing network

Execution Drives Cash Generation and Returns

Commercial discipline, cash conversion and network productivity underpin the next phase

Commercial discipline	Cash conversion	Network productivity
<ul style="list-style-type: none">• Target higher-value end markets with favourable pricing dynamics• Expand on-site and pipeline projects where demand is visible• Increase cross-sell and convert customers from cylinder to bulk	<ul style="list-style-type: none">• Improve billing, collections, and working capital discipline• Increase visibility across customers and assets• Introduce cylinder rental to improve asset turnover and cash flow	<ul style="list-style-type: none">• Capture downstream and fabrication demand from industrial expansion• Expand into high-margin specialty gas segments• Selectively expand the distribution network to support demand

These initiatives strengthen cash generation, resilience and disciplined growth

Indonesia's Industrial Gas Backbone — Operating Leverage on a National Platform

National scale. Embedded demand. Platform Built. Disciplined growth.

National scale

60 plants and 103 filling stations
across 30 provinces.

Embedded demand

Healthcare and industrial
relationships support recurring,
resilient volumes.

Operating Leverage

Q1 2026 demonstrated the platform's
capacity to translate revenue growth into
materially stronger earnings

Disciplined Growth

New projects follow visible demand
and returns discipline.

Q1 2026 demonstrates the earnings power of a national infrastructure platform at scale

The platform is established, with increasing focus on cash generation, disciplined growth and resilient performance across cycles

A national platform. Built to scale. Disciplined Growth