

## PRESS RELEASE

For Immediate Release



### AGII Recorded a Top-Line Growth of 10.5% YoY in 9M19

**JAKARTA, October 31, 2019** – PT Aneka Gas Industri, Tbk (Bloomberg Stock Code: AGII IJ) announced its 9M19 unaudited financial statements whereby net profit attributable to parent entity 9M19 remained relatively stable at IDR73.5 bn compared to the same period in the previous year. Nonetheless, the Company notably booked a 10.5% YoY sales growth and looks to be on track to achieve our full year sales growth target.

Some of the key highlights of AGII's 9M19 financial performance are as follows:

#### **Key Highlights**

- The Company's top-line growth was largely attributed to the increase in the average selling prices, which drove its consolidated revenue to top at IDR1.6 tn.
- Despite the 10.1% YoY decline in net profit after tax brought about by higher interest expenses, the company managed to maintain net profit after tax attributable to parent entity at a relatively stable amount of IDR73.5 bn in 9M19. This, in turn, supported the Company's ability to book stable EPS at IDR24/share on YoY basis.
- As of 9M19, gross profit increased by 6.2% YoY. However, gross margin for the nine months period of 2019 was slightly lower on YoY basis at 44.91%, largely due to higher direct labor cost.
- AGII has completed building of four new filling stations as per the 9M19 period.
- Total assets as of the end of September 2019 was at IDR6.9 tn. Meanwhile, liabilities and equity stood at IDR3.7 tn and IDR 3.2 tn, respectively.

#### **Summary of Consolidated Statement of Income**

<b>In Rp Million</b>	<b>9M 2019</b>	<b>9M 2018</b>	<b>Variance (%)</b>
SALES REVENUES	1,617,701	1,463,458	10.5%
GROSS PROFIT	726,585	684,179	6.2%
<i>Gross Margin</i>	<i>44.91%</i>	<i>46.75%</i>	
OPERATING PROFIT	301,314	292,297	3.1%
<i>Operating Margin %</i>	<i>18.63%</i>	<i>19.97%</i>	
EBITDA	508,268	485,258	4.7%
<i>EBITDA Margin %</i>	<i>31.42%</i>	<i>33.16%</i>	
NET PROFIT AFTER TAX	76,036	84,543	-10.1%
<i>Net Profit Margin %</i>	<i>4.70%</i>	<i>5.78%</i>	

### **Maintaining Positive Growth**

The Company managed to book 4.7% YoY increase in their 9M19 EBITDA figure, resulting from its ability to log 10.5% YoY topline growth. This positive sales achievement in 9M19 was mainly driven by the growth in the Others Manufactures and Retail sectors which grew respectively by 6.3% and 3.5% YoY as of the nine months of 2019. These sectors contributed around 44% of AGII's 9M19 total revenue compared to 39% in the corresponding period a year earlier.

**Table 1. Highlights of Consolidated Statement of Income**

*In IDR Mn*

	9M 2019	9M 2018	%
Sales	1,617,701	1,463,458	10.5%
COGS	(891,116)	(779,279)	14.4%
Gross Profit	726,585	684,179	6.2%
Gross Margin	44.91%	46.75%	
Other Income	12,296	9,195	33.7%
Selling Expenses	(242,157)	(214,165)	13.1%
General & Admin Expenses	(190,648)	(178,603)	6.7%
Other Expenses	(4,762)	(8,309)	-42.7%
Operating Profit	301,314	292,297	3.1%
Operating Margin	18.63%	19.97%	
Interest Income	55,784	39,660	40.7%
Finance Expenses	(257,329)	(222,500)	15.7%
Profit Before Tax	99,769	109,457	-8.9%
Tax	(23,733)	(24,914)	-4.7%
Profit For the Period	76,036	84,543	-10.1%
Net Margin	4.70%	5.78%	
Other Comprehensive Income	-	-	
Non Controlling Interest	(2,568)	(11,331)	-77.3%
Profit for the Period Attributable to Owner and Parent Entity	73,468	73,212	0.3%
EBITDA	508,268	485,258	4.7%
EBITDA Margin	31.42%	33.16%	

### **Solid Balance Sheet Profile**

As of September 30, 2019, the Company booked IDR6.9 tn in total assets compared to IDR6.6 tn in 2018. Total liabilities and equity was at IDR3.7 tn and IDR3.2 tn, respectively. The Company will continue to embark on initiatives aimed at maintaining the appropriate level between its assets and liabilities while maintaining the equity needed to sustain its future growth.

**Table 2. Balance Sheet as of 9M 2019 and 2018A**

*In Rp Mn*

	9M 2019	2018 A
<u>Current Assets</u>		
Cash and cash equivalents	282,832	284,472
Short-term investments	80,025	80,025
Trade Receivable	489,727	429,088
Inventories	456,731	455,625
Other current assets	492,031	336,733
<b>Total Current Assets</b>	<b>1,801,346</b>	<b>1,585,943</b>
<u>Non Current Assets</u>		
Property, plant and equipment	4,892,377	4,835,210
Investment in associated company	55,051	55,051
Other non current assets	175,057	171,551
<b>Total Non-Current Assets</b>	<b>5,122,485</b>	<b>5,061,812</b>
<b>TOTAL ASSETS</b>	<b>6,923,831</b>	<b>6,647,755</b>
<u>Liabilities</u>		
Trade Payables	110,270	150,015
Short-term Bank Loan	699,730	649,923
Current Maturities of Long Term Bank Loans and Others	391,018	330,346
Current Maturities of Bonds Payable	191,032	-
Other Current Liabilities	189,074	167,556
<b>Total Current Liabilities</b>	<b>1,581,124</b>	<b>1,297,840</b>
Long Term Bank Loans and Other	1,191,867	1,376,375
Bonds Payables	798,641	702,723
Other long term liabilities	138,338	123,025
<b>Total non-current liabilities</b>	<b>2,128,846</b>	<b>2,202,123</b>
<b>TOTAL LIABILITIES</b>	<b>3,709,970</b>	<b>3,499,963</b>
Temporary Syirkah Fund	-	-
<u>Equity</u>		
Total equity attributable to owners of the Parent Entity	3,150,533	3,087,032
Non-controlling interests	63,328	60,760
<b>Total Equity</b>	<b>3,213,861</b>	<b>3,147,792</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>6,923,831</b>	<b>6,647,755</b>

### **Key Financial Ratios**

In terms of profitability, AGII's gross margin was at 44.91% while operating margin was at 18.63% and EBITDA margin at 31.42% as of 9M19. Going forward, the Company will continue to maintain its profitability profile so as to deliver optimum returns for its shareholders.

**Table 3. Key Financial Ratios**

	UOM	9M 2019	9M 2018
<b><u>Profitability ratios</u></b>			
Gross Profit Margin		44.91%	46.75%
Operating Profit (EBIT) Margin		18.63%	19.97%
Operating Profit Before D&A (EBITDA) Margin		31.42%	33.16%
Net Margin		4.70%	5.78%
	UOM	9M 2019	2018A
<b><u>Leverage</u></b>			
Current Ratio	x	1.14	1.22
Asset/Equities	x	2.15	2.11
Interest Bearing Debts/Equities	x	1.02	0.97
Net Debts/Equities	x	0.91	0.86
Interest Bearing Debts/EBITDA*	x	4.83	4.73
Net Interest Bearing Debts/EBITDA*	x	4.29	4.17

\* EBITDA annualized

Some of the key events that took place during 9M19 included the following:

- Commenced operations of four new filling stations in 9M19.
- Retail and Medical sectors continued to become the main contributors of AGII's revenue. These two sectors combined contributed to 53% of total sales in 9M19.
- AGII's sales mix in terms of delivery methods consisted of bulk 51%, cylinder 33%, pipeline 3%, medical equipment and others 13%.
- The Company maintains its leading position by garnering a dominant market share in the production and distribution of air gas & non-air-gas products, specifically to the Retail and Medical sectors.

### **About PT Aneka Gas Industri Tbk**

PT Aneka Gas Industri Tbk ("AGII"), is the largest industrial gas company in Indonesia and is engaged in four business lines, namely: 1) industrial gas production, 2) industrial gas trading, 3) industrial gas equipment trading and 4) industrial gas equipment installation.

AGII is publicly listed on the Indonesian Stock Exchange (IDX) since September 2016 and is majority owned by the Samator Group.

As of September 30, 2019, AGII has 44 industrial gas plants and 104 filling stations in 23 provinces across Indonesia.

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