

## AGII Announces Full Year 2020 Results, Reports All-Time High Quarterly Sales Q4-2020

**Jakarta, 09 April 2021** – PT Aneka Gas Industri Tbk (Bloomberg Code: AGII IJ or “the Company”) has announced its Consolidated Financial Statements for the years ended December 31, 2020 (“FY2020”) and 2019 (“FY2019”). During FY2020, the Company recorded sales of IDR 2.19 Trillion, approximately stable with a decrease of 0.7% compared to sales of the previous year. Sales in the fourth quarter of 2020 (“Q4-2020”) was an all-time high, reaching IDR 611.42 billion or grew 11.9% compared to sales of the third quarter of 2020 (“Q3-2020”). Likewise, Q4-2020 Net Profit was also an all-time high, reaching IDR 67.69 billion or nearly 5x (five times) of the profit in Q3-2020. The achievements in Q4-2020 supported the company in recording Gross Profit and Profit for the Period for FY2020 to reach IDR 933.43 billion and IDR 99.86 billion, respectively.

President Director of AGII, Mr. Rachmat Harsono, said “During 2020, Aneka Gas Industri has successfully proved our resilience in a challenging fiscal year. Our performance is stable compared to the previous year, as FY2020 sales only declined by 0.7% year-on-year (“y.o.y”), lower than the decline in Gross Domestic Product (“GDP”) of other business sectors which fell up to 15% to 20% y.o.y. We saw great growth particularly from the Healthcare Sector, in relation to the demand for medical gas as well as its installation services and supporting equipment. In addition, during Q4-2020, we also started to see an increase from other customer sectors, including from Infrastructure and Consumer Goods. We are also grateful that the company's efforts to maintain operational efficiency have helped us to maintain our EBITDA and Net Profit Margin for the Year at 30.8% and 4.6%, respectively, approximately stable compared to the previous year. In addition, such performance have thankfully made PT Aneka Gas Industri Tbk to earn an award as best company in the category of "Plastics, Packaging and Chemical Industry" in Bisnis Indonesia Awards (BIA) 2020 themed “Resilience During Pandemic”. Thanks to the hard work and dedication of all AGII employees, the company was able to take advantage of available opportunities through strategic initiatives that we have planned together, and even accelerated the transformation that we have long envisioned. For 2021, we look forward to an even better performance which will be supported by market development, process improvement as well as by the acquisition of Samator assets which we have just completed”.

### FY2020 Highlights

- Total sales reached IDR 2.19 trillion in FY2020, or decreased by 0.7% compared to IDR 2.20 trillion in the previous year
- Net Profit for the period reached IDR 99.86 billion in FY2020, or decreased by 3.5% compared to IDR 103.43 billion in the previous year
- Balance sheet remains strong with cash position at IDR 405.16 billion as of 31 Dec 2020 while Debt to asset ratio is stable year-on-year at 0.53x

**Table 1 – Summary of Consolidated Statement of Income FY2020 VS FY2019**

In IDR Million	Change (%)	FY2020	FY2019
Revenue	-0.7%	2,188,179	2,203,617
Gross Profit	-6.5%	933,433	997,797
<i>Gross Margin (%)</i>		42.7%	45.3%
Operating Profit	-8.6%	372,182	407,022
<i>Operating Margin (%)</i>		17.0%	18.5%
EBITDA	-1.8%	672,963	685,493
<i>EBITDA Margin (%)</i>		30.8%	31.1%
Net Profit for the Period	-3.5%	99,862	103,431
<i>Net Profit Margin (%)</i>		4.6%	4.7%
<i>Income attributable to Owners of Parent Entity</i>	-4.5%	96,412	100,971
<i>Owners Income Margin (%)</i>		4.4%	4.6%

### Sustaining Growth and Profitability

The company's business trends during 2020 were significantly highlighted by businesses from the Healthcare Sector, especially from the Services and Equipment segment, which includes medical gas installation services and other supporting healthcare equipment, which includes ventilators, isolation room facilities, modular operating theater, and many more. The Company has maintained its profitability by keeping its EBITDA and Net Profit Margin at 30.8% and 4.6%, respectively, which is comparatively stable compared to the previous year's 31.1% and 4.7%. This was supported by Selling Expenses and General and Administrative Expenses decreasing by 5.2% and 3.7% respectively y.o.y. The company has made several efforts to optimize business operations, including through technology development to optimize distribution systems, digitizing business processes, and increasing company productivity.

**Table 2 – Highlights of Consolidated Statement of Income FY2020 VS FY2019**

	in IDR Million	Change (%)	FY2020	FY2019
<b>Revenue</b>		<b>-0.7%</b>	<b>2,188,179</b>	<b>2,203,617</b>
<i>COGS</i>		4.1%	-1,254,746	-1,205,820
<b>Gross Profit</b>		<b>-6.5%</b>	<b>933,433</b>	<b>997,797</b>
<i>Gross Margin</i>			42.7%	45.3%
<i>Other Income*</i>		9.7%	16,952	15,459
<i>Selling Expenses</i>		-5.2%	-318,622	-336,028
<i>General &amp; Admin Expenses</i>		-3.7%	-254,542	-264,297
<i>Other Expenses</i>		-14.7%	-5,040	-5,910
<b>Operating Profit</b>		<b>-8.6%</b>	<b>372,181</b>	<b>407,022</b>
<i>Operating Margin</i>			17.0%	18.5%
<i>Interest Income</i>		26.2%	79,721	63,173
<i>Financial Expenses</i>		7.1%	-355,724	-332,058
<b>Profit Before Tax</b>		<b>-30.4%</b>	<b>96,179</b>	<b>138,137</b>
<i>Tax</i>		-110.6%	3,683	-34,706
<b>Profit for the Period</b>		<b>-3.5%</b>	<b>99,862</b>	<b>103,431</b>
<i>Net Profit Margin</i>			4.6%	4.7%
<i>Profit for the Period attributable :</i>				
<i>To Owners of Parent Entity</i>		-4.5%	96,412	100,971
<i>To Non-Controlling Interest</i>		40.2%	3,450	2,460
<i>Average Outstanding Shares (in million)</i>		-0.5%	3,052	3,067
<b>EPS (in full amount)</b>			<b>31.59</b>	<b>32.92</b>
<i>Total Comprehensive Income :</i>				
<i>To Owners of Parent Entity</i>		-42.7%	93,987	163,982
<i>To Non-Controlling Interest</i>		7.9%	3,514	3,257
<b>Total Comprehensive Income</b>		<b>-41.7%</b>	<b>97,501</b>	<b>167,239</b>
<b>EBITDA</b>		<b>-1.8%</b>	<b>672,963</b>	<b>685,493</b>
<i>EBITDA Margin</i>			30.8%	31.1%

\*Other Income exclude Financial Income

### Improving Productivity and Synergies

As of 31 December 2020, total assets reached IDR 7.12 trillion, a slight increase of 1.4% compared to that of 31 December 2019 which was reported at IDR 7.02 trillion, while total liabilities reached IDR 3.73 trillion, an increase of 0.5% compared to that of 31 December 2019 which amounted to IDR 3.72 trillion. During FY2020, the company set stricter capital expenditure requirements because the company is targeting to increase productivity of existing assets. In addition, on December 29th 2020, the Company also announced plans to acquire 2 (two) business units belonging to Samator Group located in Cikande, Banten Province and Gresik, East Java Province in order to increase the synergy of the gas business under Samator Group.

**Table 3 - Balance Sheet FY2020 VS FY2019**

in IDR Millions	FY2020	FY2019
Cash and Cash Equivalents	405,164	279,518
Short-Term Investments	18,750	98,750
Trade Receivable	375,073	411,612
Inventories	447,731	446,160
Other Current Assets	383,175	459,975
<b>Total Current Assets</b>	<b>1,629,893</b>	<b>1,696,015</b>
Property, Plant and Equipment	4,827,633	5,092,495
Investment in Associated Company	55,051	55,051
Other Non-Current Assets	608,881	177,419
<b>Total Non-Current Assets</b>	<b>5,491,565</b>	<b>5,324,965</b>
<b>TOTAL ASSETS</b>	<b>7,121,458</b>	<b>7,020,980</b>
Trade Payables	116,251	140,528
Short-Term Bank Loan	769,933	690,381
Current Maturities of Long Term		
Bank Loans and Others	269,937	409,871
Current Maturities of Bonds Payable	302,375	491,906
Other Current Liabilities	156,572	206,025
<b>Total Current Liabilities</b>	<b>1,615,068</b>	<b>1,938,711</b>
Long Term Bank and Other Loans	1,456,608	1,129,333
Bonds Payables	518,288	501,514
Other Long-Term Liabilities	149,353	151,858
<b>Total Non-Current Liabilities</b>	<b>2,124,249</b>	<b>1,782,705</b>
<b>TOTAL LIABILITIES</b>	<b>3,739,317</b>	<b>3,721,416</b>
Total Equity Attributable To		
Owners of The Parent Entity	3,325,610	3,241,047
Non-Controlling Interests	56,531	58,517
<b>TOTAL EQUITY</b>	<b>3,382,141</b>	<b>3,299,564</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>7,121,458</b>	<b>7,020,980</b>

During 2020, the company has paid off: 1) Principal debt of Shelf Registration Bonds I and Sukuk I Aneka Gas Industri Phase I 2017 series A amounting to IDR 192 billion which matured on June 8, 2020 by utilizing internal cash and bank loans, and 2) The Principal debt of Shelf Registration Bonds I and Sukuk I Aneka Gas Industri Phase II 2017 Series A, which matured on December 8, 2020 through new bond issuance. Meanwhile, the company has also issued : 1) Shelf Registration Bonds II and Sukuk II Aneka Gas Industri Phase I 2020 on August 14, 2020 of which the funds are used for working capital, and 2) Shelf Registration Bonds II and Sukuk II Aneka Gas Industri Phase II 2020 2 October 2, 2020 of which the funds are used for bond payments. The company also conducted share buyback from 5 May 2020 to 5 August 2020 and bought back 23 million shares.

### Financial Ratio

Gross margin was reported at 42.7% in FY2020, decreased compared to FY2019, which was partly due to slowing sales growth as well as changes in product mix. The Current Ratio as of December 31, 2020 was reported at 1.01x, an increase from the previous year in accordance with management commitment and supported by the repayment of principal bonds and sukuk maturing in 2020. Debt to equity ratio per FY2020 was 1.11x, also in accordance with the management commitment and will continue to be targeted below 1.5x.

**Table 4 - Financial Ratios per FY2020 VS FY2019**

	FY2020	FY2019
<b>Profitabilitas</b>		
Gross Margin	42.7%	45.3%
Operating Profit (EBIT)	17.0%	18.5%
EBITDA Margin	30.8%	31.1%
Net Profit Margin	4.6%	4.7%
<b>Likuiditas</b>		
Current Ratio	1.01	0.87
Quick Ratio	0.73	0.64
<b>Solvabilitas</b>		
Debt to Equity (DER)	1.11	1.13
Debt to Asset (DAR)	0.53	0.53
Interest Bearing Debt/Equity	0.98	0.98
Net Debt/Equity	0.86	0.86
Interest Bearing Debt/EBITDA	4.93	4.70
Net Debt/EBITDA	4.30	4.15

### 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 has been publicly listed on the Indonesian Stock Exchange (IDX) since September 2016 and is majority owned by the Samator Group. As of 31 December 2020, AGII has 44 industrial gas plants and 104 filling stations in 26 provinces across Indonesia.

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