



Investor Presentation Consolidated 3M-2021

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energy PTPO

PT Perusahaan Gas Negara Tbk A member of Pertamina







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3M-2021

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Strategic Projects & Investment 2021

About PGAS

PT Perusahaan Gas Negara Tbk (PGAS:IJ) the leading natural gas distribution and transportation player in Indonesia. PGAS continues to strengthen its position in the market by gradually transforming into an integrated energy solution company, encouraging the use of natural gas.

PGAS is engaged in upstream oil and gas, midstream and downstream fields across the Indonesian peninsula. PGAS owns and operates natural gas pipelines in excess of more than 10,000km in total length, covering c. 96% of the national natural gas pipeline network. PGAS' upstream portfolio consist of 10 oil and gas blocks across the country, and 1 shale gas in Houston, US. PGAS has 2 FSRU's (Lampung & West Java) and land based regasification facility in Arun. PGAS, through its downstream entities, serves more than 2,000 industrial and commercial customers.

PGAS become subsidiary of PT Pertamina (Persero) since 11 March 2018 as part of Government of Indonesia's Oil & Gas Holding initiatives. With the acquisition of 51% stake in PT Pertamina Gas (and its subsidiaries) on 28 December 2018, PGAS has officially been the Gas Subholding Company.

Company Overview

The Milestones | The Sub-Holding Co | Leadership | Business Portfolio | Business Structure | 3M-2021 Highlights



The Milestones



1998

- Completion of Grissik Duri transmission pipeline
- Establishment of PT Transportasi Gas Indonesia (TGI) in 2002

2020

- Restructuring of Subholding organization
- Sapta PGN+ (The National Gasification Programs)
- Implementation of the Decree of Minister of Energy and Mineral Resources No. 89 and 91 of 2020

2003

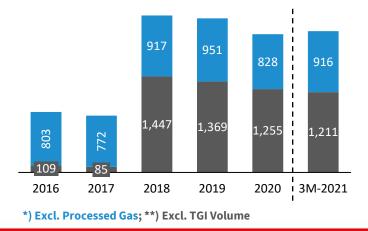
• Completion of Grissik- Batam-

Listed Company ("PGAS")

Singapore transmission pipeline

Gas Commercial (BBTUD)*





2007

- Completion of SSWJ transmission pipeline
- Establishment of PT PGAS Telekomunikasi Nusantara (PGASCOM)

2019

- Business Alignment of Sub-Holding Gas
- The Transfer of the LNG, SPBG and City Gas Business from Pertamina to PGN as subholding gas.



2018

Establishment of the Sub-Holding Gas

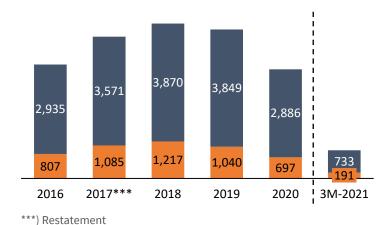
Operation of FSRU

2015 Completion of Kalija transmission pipeline by KJG

2016

Development of gas distribution pipeline in Musi Banyuasin, Bandar Lampung, DKI Jakarta and Mojokerto.

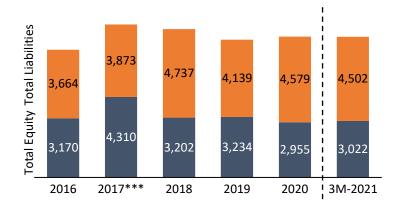




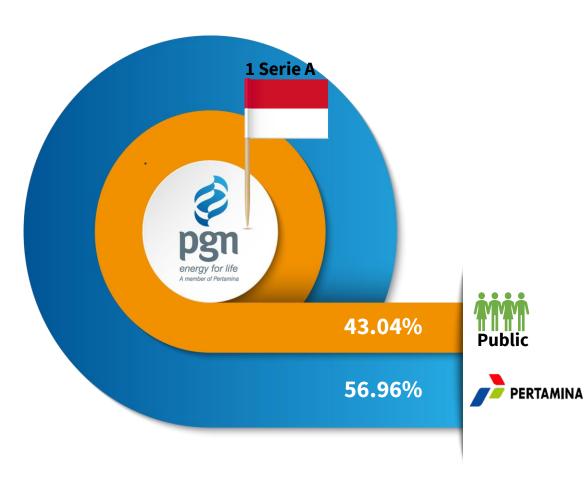
Capitalization (USD Million)

2014

Lampung



The Sub-Holding Co.





Vision

To Be The Leading National Gas Company with Global Credibility Standard In Providence of Natural Gas Infrastructure and Utilization

Mission

Conducting midstream and downstream gas business and other supporting business in commitment to increase the value for stakeholders through:

- 1. Natural Gas and LNG trading as a driver of national economic growth based on solid commercial principles;
- 2. Providence of integrated Natural Gas and LNG infrastructure;
- 3. Organize services to support the provision of gas infrastructure and utilization through applicable selection of technology;
- 4. Business development through natural gas utilization for gasbased industries and its derivatives.

Board of Commissioners





Master and Ph.D. of Ocean Engineering – Texas A&M University
Having no affiliation with other members of the Board of Directors and the Board of Commissioners, as well as majority and/or controlling shareholders

• Previously served as Vice Minister Energy and Mineral Resources of Republic of Indonesia (2016 – 2019)

President Commissioner Arcandra Tahar



Independent Commissioner **Kiswodarmawan**

• A Bachelor of Civil Engineering from ITS, Surabaya.

• Previously served as Managing Director of Adhi Karya (Persero) Tbk

 Having no affiliation with other members of the Board of Directors and the Board of Commissioners, as well as majority and/or controlling shareholders

s Independent Commissioner Paiman Raharjo

 A Master of Economic Administration from the University of Prof. Dr. Moestopo and Doctor of Administrative Sciences from Padjajaran University

• Having no affiliation with members of the Board of Directors and other members of the Board of Commissioners, as well as major shareholders and/or controllers.



 A Master of Business Administration & Management from PPM Graduate School of Management and Paris School of Business.

 Having no affiliation with members of the Board of Directors and other members of the Board of Commissioners, as well as major shareholders and/or controllers.

Independent Commissioner Christian H. Siboro



Commissioner Warih Sardono • A Master of Law from University of Padjadjaran and Doctoral Degree from University of Airlangga

• Having an affiliation with the Republic of Indonesia as the controlling shareholder, in his position as Expert Advisor of Implementation of Strategic Policy in Ministry of State-Owned Entities (BUMN)



Commissioner Luky Alfirman

• A MA and PhD in Economic, University of Colorado

 Having an affiliation with the Republic of Indonesia as the controlling shareholder, in his position as General Director of Funding & Risk in Ministry of Finance

Board of Commissioners

(as of 3 May 2021 – Resolution of the Annual General Meeting of Shareholders)





Master and Ph.D. of Ocean Engineering – Texas A&M University • Having no affiliation with other members of the Board of Directors and the Board of Commissioners, as well as majority and/or controlling shareholders

• Previously served as Vice Minister Energy and Mineral Resources of Republic of Indonesia (2016 – 2019)

President Commissioner Arcandra Tahar



Independent Commissioner Dini Shanti Purwono

- A Master (LL.M) of International Finance Law from Harvard Law School.
- A member of the Investment Committee of the Board of Commissioners PT Pertamina (Persero) and previously served as Special Staff to the President of the Republic of Indonesia
- Having no affiliation with other members of the Board of Directors and the Board of Commissioners
- Independent Commissioner Paiman Rahario

 A Master of Economic Administration from the University of Prof. Dr. Moestopo and Doctor of Administrative Sciences from Padjajaran University

• Having no affiliation with members of the Board of Directors and other members of the Board of Commissioners, as well as major shareholders and/or controllers.



 A Master of Business Administration & Management from PPM Graduate School of Management and Paris School of Business.

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Commissioner Luky Alfirman

- A MA and PhD in Economic. University of Colorado
- Having an affiliation with the Republic of Indonesia as the controlling shareholder, in his position as General Director of Funding & Risk in Ministry of Finance

Board of Directors





Bachelor of Chemical • A Engineering from Institute of Technology, Bandung (ITB) · Serves as President Director of PGN since May 15, 2020. • Previously served as President Director of PT Pertamina Gas

President Director Suko Hartono

Director of Commercial Faris Aziz

 Master of Management from University of Sumatera Utara (USU).

Serves as a Director of Commerce since May 15, 2020. Last position as as SVP Supply Distribution & Infrastructure PT Pertamina (Persero)



Director of Infrastructure & Technology

Redy Ferryanto



Director of Finance Arie Nobelta Kaban • Bachelor and Master degree from University of Gajah Mada. • Previously served as Team Investigation in Eradication



Director of HR & General Affairs Beni Syarif Hidayat • Bachelor of Social and Political Science from University of Padjadjaran, Bandung.

• Serves as HC and General Affairs Director of PGN since May 15, 2020. Last position as SVP Human Capital Management PT Pertamina (Persero)



Director of Strategy & **Business Development Syahrial Mukhtar**

• A Master degree in International Management from University of Pelita Harapan/UPH (Harvard University Class).

• Serves as a Director since August 30, 2019. Previously served as the Operational & Director of Development PΤ Energi Management Indonesia

Bachelor Industrial • A of Engineering ITB, Master of Management University of Gajah Mada and Doctor of Management Strategic University of Indonesia • Previously served as Corporate Secretary PT. Pertamina (Persero)

Board of Directors

(as of 3 May 2021 – Resolution of the Annual General Meeting of Shareholders)





- A Master of Management and Bachelor of Law.
- Serves as President Director of PGN since May 3, 2021.
- Previously served as Corporate Services Director of PT Pertamina (Persero)

President Director Muhammad Haryo Yunianto



Director of Sales & Operations Faris Aziz

- Master of Management from University of Sumatera Utara (USU).
- Serves as a Director of Commerce since May 15, 2020. Last position as as SVP Supply Distribution & Infrastructure PT Pertamina (Persero)



Director of Infrastructure & Technology Achmad Muchtasyar

- A Master degree in Industrial Technology from University of New Haven
- Serves as a Director since May 3, 2021.
- Previously served as the Director of Business Development of PT Rekayasa Industri (REKIND)



- Bachelor Degree of Management from University of Diponegoro.
- 2021.
- Previously served as SVP Controller PT Pertamina (Persero) and Director of Finance & Business Support of PT Pertamina EP

Director of Finance & **Risk Management** Fadjar Harianto Widodo

- Serves as Director since May 3,

Director of HR and **Business Support** Beni Syarif Hidayat

- Bachelor of Social and Political Science from University of Padjadjaran, Bandung.
- Serves as HR and General Affairs Director of PGN since May 15, 2020. Last position as SVP Human Capital Management PT Pertamina (Persero)



Director of Strateav & **Business Development** Heru Setiawan

- A Master of Business Administration (MBA) from Montreal, Canada and Bachelor of Mechanical Engineering from Bandung Institute of Technology (ITB).
- Serves as a Director since May 3, 2021.
- Previously served as Director of Planning, Investment & Risk Management PT Pertamina (Persero)

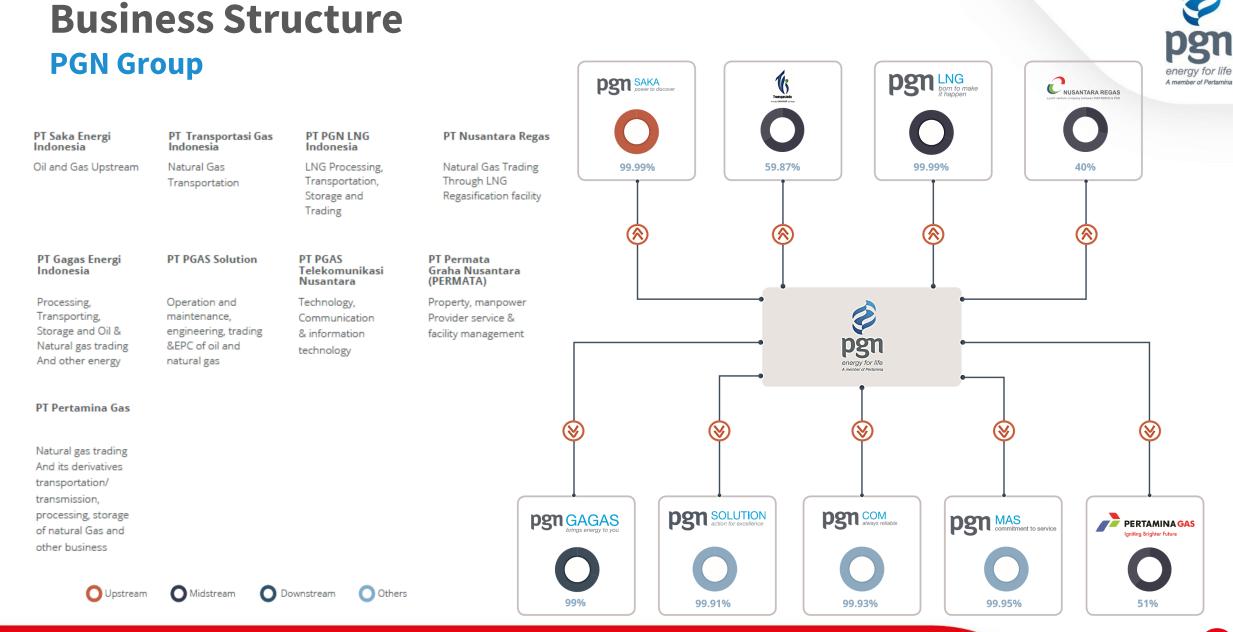
Business Portfolio

Sub Holding Gas

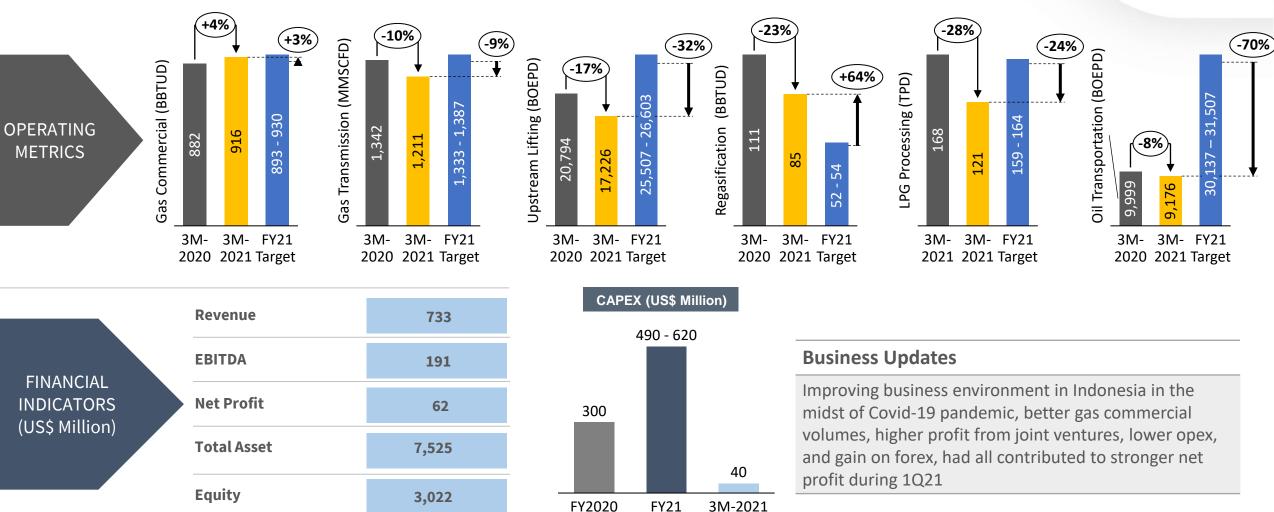


UPSTREAM MIDSTREAM DOWNSTREAM Through TGI, KJG and Pertagas, PGN **Oil and Gas Production** maintain a very high reliability and Natural gas reserves in Indonesia are operational infrastructure security. larger than oil. Saka Energi Indonesia is FSRU converts LNG into high-quality subsidiary of PGN that has business natural gas. PGN has 2 (two) FSRUs **Commercial Customers Gas Transport Module (Gas Link)** activities in the upstream business namely FSRU lampung and FSRU West Gas Link is a solution for chanelling natural MRU is the solution for natural gas Java and also land base regasification gas to location that are not connected to a filling station for trantation using facility in Arun through Pertagas gas pipeline CNG technology \rightarrow Power Plants **Commercial Customer Household Customer Gas Filling Station** Industrial Sector (SPBG) and Mobile Power plant made from gas Efficiency and reliability are PGN has distributed gas to Indonesia's growth is driven by fuel is more environment important factor in more than 400.000 household the growth of its industrial **Refueling Unit (MRU)** distributing energy to friendly compared to oil customers in 52 sector. PGN continues trying to Subsidiary, Gagas Energi fuel or coal commercial customers. PGN cities/regencies all over encourage fuel usage efficiency Indonesia operates 16 SPBG in this case can fulfil these Indonesia by distributing natural gas to at 11 cities in Java and various industrial area in needs Sumatra Indonesia

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3M-2021 Highlights



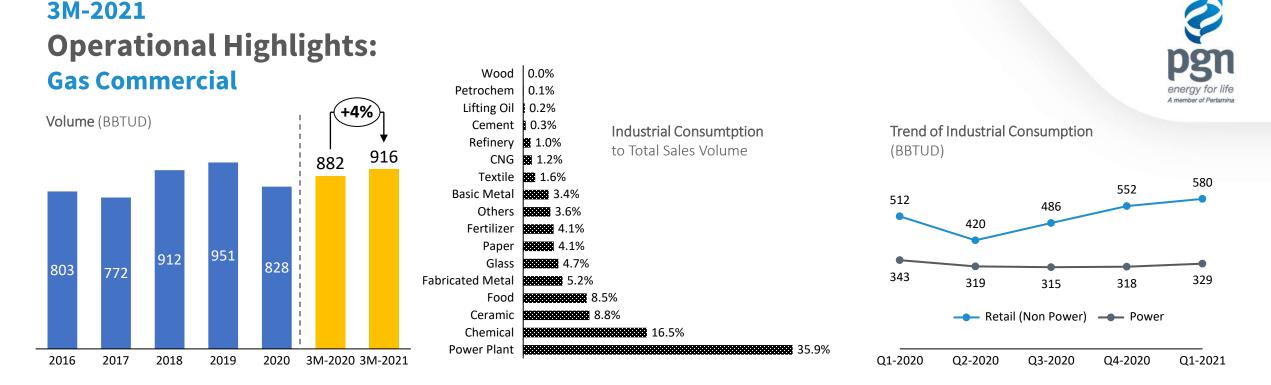
Target





3M-2021 Operational Performance

Gas Commercial | Gas Transmission | Other Downstream | Upstream Lifting



Number of Customers

1,652

1,929

392

2016

1.741

1,991

489

19

2017

,487

1.805

491,643

2020

.455

1.566

393,453

2019

.37

1.470

2018

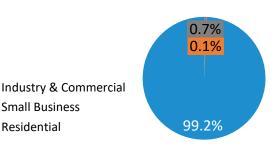
2,452

1.814

503,825

3M-2021





Business Updates

- During the first quarter of the year, businesses in Indonesia had slowly recovered from the on-going Covid-19 pandemic due to the rolled out of Covid-19 vaccinations throughout Indonesia, resulting higher consolidated gas commercial volumes in 3M21 compared to 3M20.
- Upward trend seen on QoQ volume starting since Q3-2020.
- Number of customers increased in all segment with industries and commercial sectors remain the biggest gas consumers.

Operational Highlights: Gas Commercial

Volume (BBTUD)

130

2016

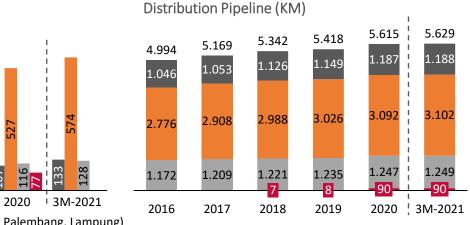
84

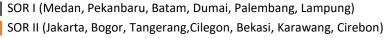
Per Sale & Operation Regional

133

2017

õ





2019

130 104

133

116

L07

SOR III (Sidoarjo, Pasuruan, Surabaya. Semarang)

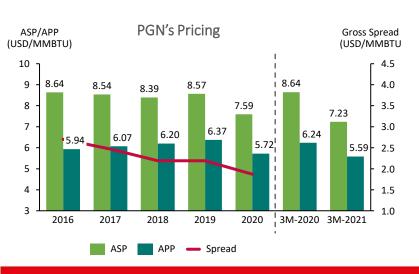
130 76

2018

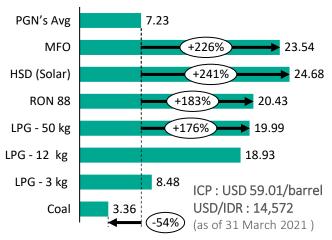
91

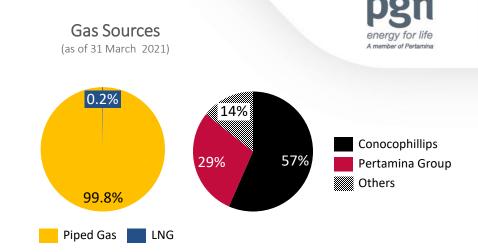
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Pertagas (Operation North Sumatra Area dan Dumai Area)





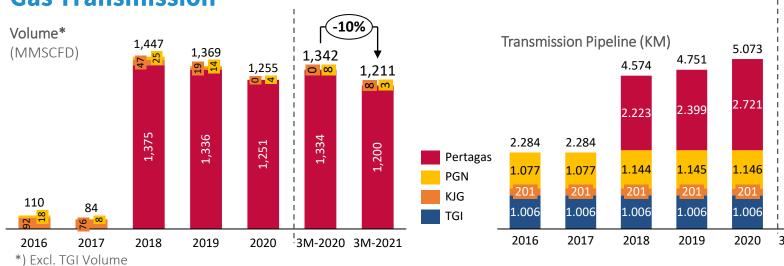




Business Updates

- Consolidated gas spread or margin in 3M-2021 was lower compared to the same period last year as the implementation of Ministerial Decree Numbers 89 & 91 Year 2020 did not occur in 3M-2020
- Natural gas remain competitive compared to oil related fuel.
- Increasing distribution pipeline in 3M21 ± 14 km •

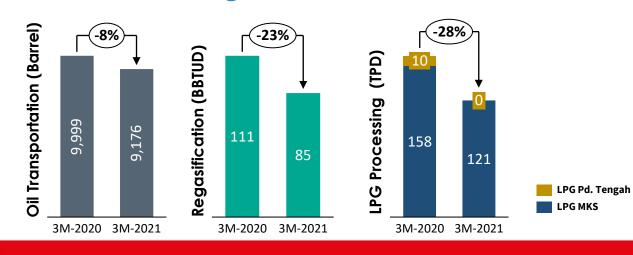
3M-2021 Operational Highlights: Gas Transmission



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energy for life

Pertagas	PGN	KJG	TGI
Gas	Gas	Finance	Profit from
Transmission	Transmission	Lease	Joint
Revenue	Revenue	Revenue	Ventures

Other Business Segments



Business Updates

5.073

2.721

1.146

1.006

3M-2021

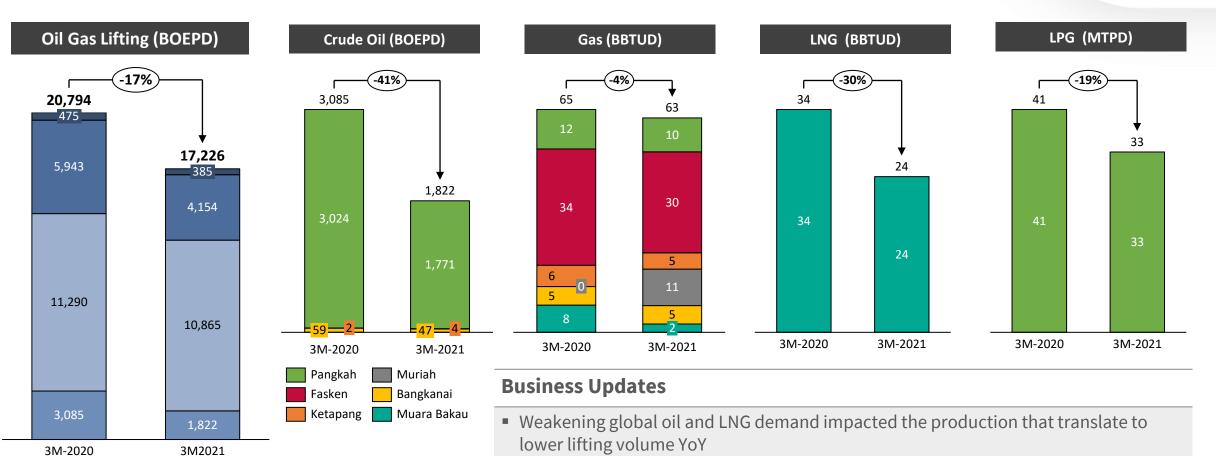
- Pandemic impact on weakening consumption of gas contributes to lower gas transportation through Pertagas and PGN transmission pipeline.
- Downward trends seen in other business segments due to weakening demand as well as the shutdown of Pd. Tengah LPG plant due to declining feed gas.

3M–2021 Operational Highlights: Upstream Lifting

LNG Gas Oil

LPG





 Pangkah PSC has additional upside for near term production and reserve growth potentials through West Pangkah and Sidayu development

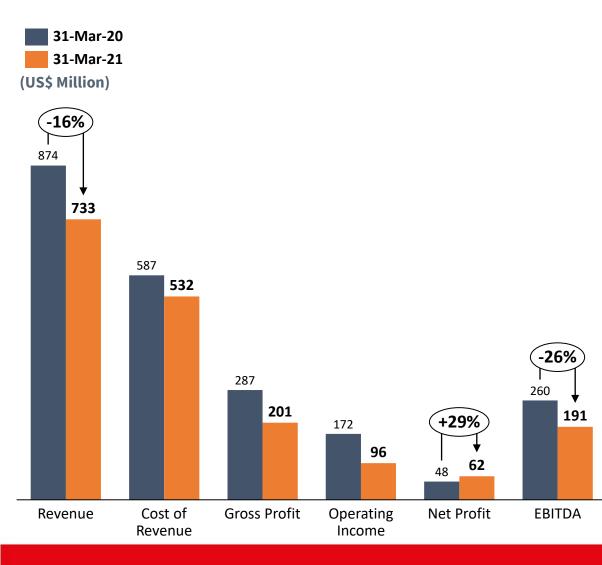


3M-2021 Financial Performance

Income Statement | Balance Sheet | Cashflow | Financial Ratios | Debt Profile | CAPEX

3M–2021 Financial Highlights:

Consolidated Income Statement

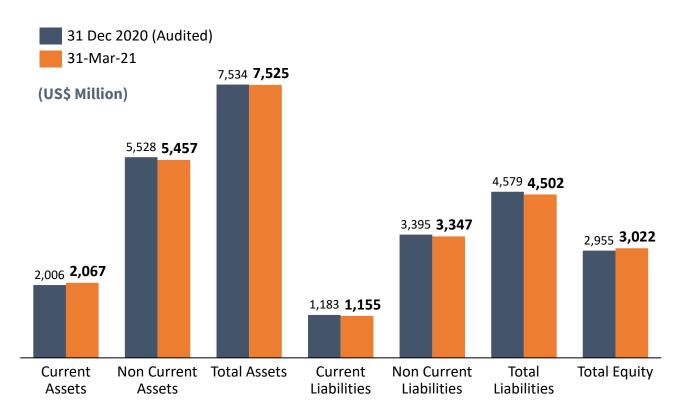


- **Consolidated Revenue** driven by lower contribution primarily from distribution segments due to the implementation of MEMR 89 and 91 as well as the impact of Covid-19 on lower energy demand to other business segments.
- Increasing Net Profit primarily contributed by higher profits from joint ventures, lower opex and gain in forex, despite lower generated revenues
- **Consolidated EBITDA** mainly contributed from lower operating income as well as lower depreciation of Saka

6%	Revenues (US\$ Million)	31 Mar 2020	31 Mar 2021	
4%	Gas Commercial	693	596	
	Gas Transmission	65	59	
89%	Oil Transportation	5	4	
Distribution & Transmission	E&P	76	47	
Upstream	Fiber Optic	4	4	
Others Distribution, Transmission & Others	Finance Lease	-	-	
	Gas Processing	25	21	
EBITDA Contribution	Regasification	-	-	
11%	Others	4	1	
	Total	874	733	

Revenue Contribution

3M-2021 Financial Highlights: Consolidated Balance Sheet



Total Assets and Total Liabilities primarily affected by depreciation of asset and the repayment of loan respectively.



Consolidated Cashflow

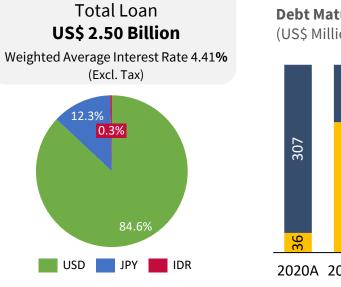
Cash Flow (ÙS\$ Million)	31 Mar 2020	31 Mar 2021
Beginning Balance	1,040	1,1790
Cash flow from operating	182	167
Cash flow from investment	101	(96)
Cash flow from financing	89	(60)
Foreign Exchange Impact	(66)	(14)
Ending Balance	1,346	1,177

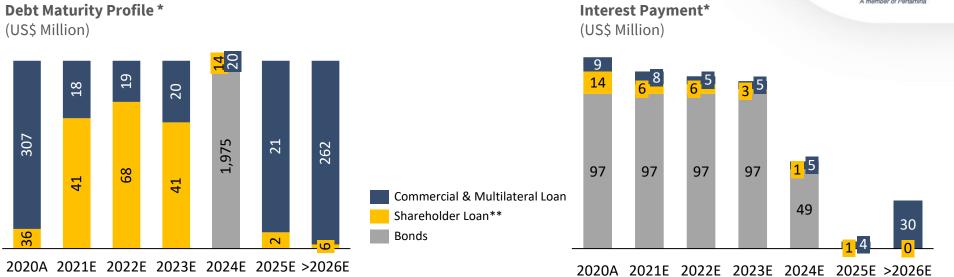
Consolidated cash flow reflecting lower operating cash due to the impact of the implementation of lower price regulation on our sales

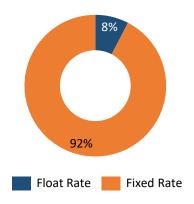
Financial Ratios	31 Mar 2020	31 Mar 2021
EBITDA Margin	30%	26%
EBITDA /Interest Expense (x)	6.9	5.3
Debt-to-Equity (x)	0.9	0.8

3M-2021 Debt Profile









*) The amount stated above may differ due to loan prepayment and/or withdrawal, currency and rate volatility **) Pertagas Shareholder Loan is lent by PT Pertamina (Persero) A = Actual; E = Estimate

Entities	PGN			SAKA	Pertagas*	PGASSOL
Lender	JBIC (JPY)	IBRD (USD)	Bond (USD)	Bond (USD)	Pertamina SHL (USD)	Bank Mandiri (IDR)
Outstanding	35,004,596,000	25,267,563	1,350,000,000	625,000,000	173,151,139	130,000,000,000
Maturity	2043	2026	2024	2024	2023 - 2028	2021



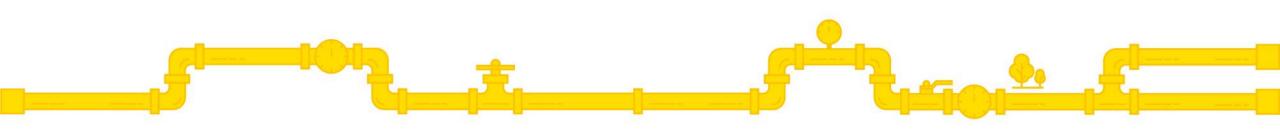


Capex spending reached US\$40 million in 3M-2021 with the following breakdown:

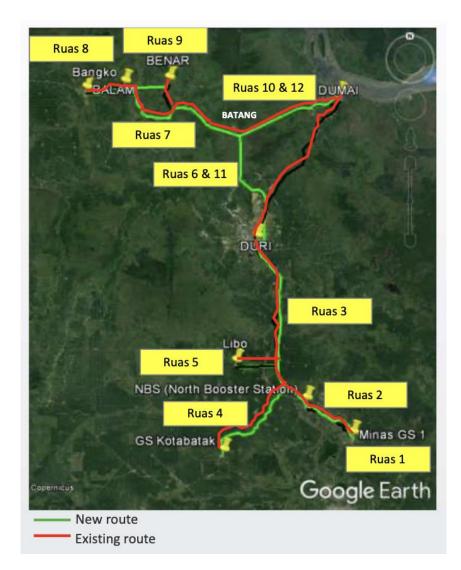
Business Segments Capex	Target FY21 (US\$ Million)	YTD-March 2021 (US\$ Million)	Notes
Transmission Pipelines	160-197	30	 Development of Rokan oil transmission pipelines Development of Gresik-Semarang gas transmission pipelines Preparation on the development of gas transmission pipelines to Senipah oil refinery in Balikpapan
Gas commercial infrastructures	147-180	2	 Gas distribution pipeline expansion projects to residential customers Gas distribution pipeline expansion projects to PGN's and Pertagas' industrial customers
Portfolio	63-83	7	 Pangkah oil & gas block development project including West Pangkah and Sidayu fields. Muara Bakau oil & gas block development project Bangkanai and West Bangkanai oil & gas blocks development
Services	43-63	0	 Internet infrastructure development to residential customers Telecommunication infrastructure development Construction as well as O&M services
Storage	35-44	1	 LNG regasification terminal infrastructure development LNG refuelling facility in Bontang Wet calibration metering system facility in Lampung
Non-gas transportation pipeline	42-53	0	 LNG infrastructure development in East Java; Ministerial Decree of MEMR Nomor13 Year 2020 in relations to the conversion of more than PLN's 50 power plants situated mostly in Eastern part of Indonesia.
TOTAL	490 - 620	40	



Strategic Projects & Investment Updates



Crude Oil Transportation Pipeline Rokan Crude Oil Pipeline



PROJECT

BALAM-BANGKO-DUMAI AND MINAS-DURI-DUMAI CORRIDORS CRUDE OIL PIPELINE REPLACEMENT PROJECT

OBJECTIVES

- TO STRENGTHEN OIL AND GAS TRANSPORTATION PORTFOLIO AND REVENUE
- TO SUPPORT ROKAN BLOCK OIL LIFTING VOLUME (1/3 OF NATIONAL OIL LIFTING)

DESIGN

LENGTH: 367 KM, PIPE DIAMETER 4" – 24" POTENTIAL TRANSPORTATION VOLUME: 265.000 B0PD

SCOPE

- 12 PIPELINE SEGMENTS
- 3 STATIONS (DURI PUMPING STA, DUMAI METERING STA, BATANG MANIFOLD STA)

TARGET ON-STREAM

- NORTH SEGMENTS (BALAM-BANGKO-DUMAI AND DURI-DUMAI): AUGUST 2021
- SOUTH SEGMENTS (MINAS-DURI): JANUARY 2022

PROGRESS

- LINEPIPE HRC (HOT-ROLLED COIL) PRODUCTION: 100%
- LINEPIPE TOOLING & COATING: 94%
- EPC CONTRACTOR: 12,37%



Downstream Infrastructure Projects Oil to Gas Conversion for Refineries



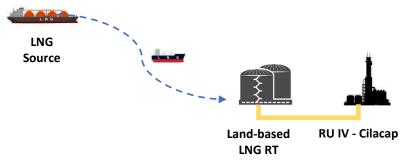
Potential Volume : ± 90 BBTUD ≈ ± 16.4 thousand BOEPD

Progress:

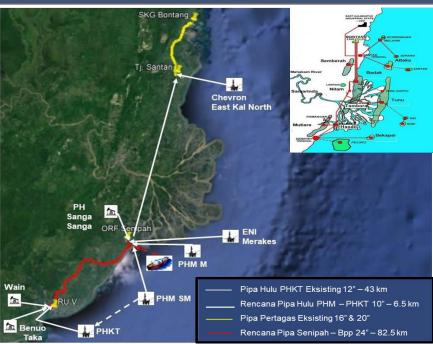
- Balongan refinery has been supplied with gas since the fourth quarter of 2019 with a volume of 8 BBTUD.
- RU IV Cilacap : Advanced Study Stage
- RU V Balikpapan: Advanced Study stage

Oil to Gas Conversion RU IV Cilacap

Fuel conversion for Hydrogen Plant at Refinery Fuel Oil (RFO) Cilacap



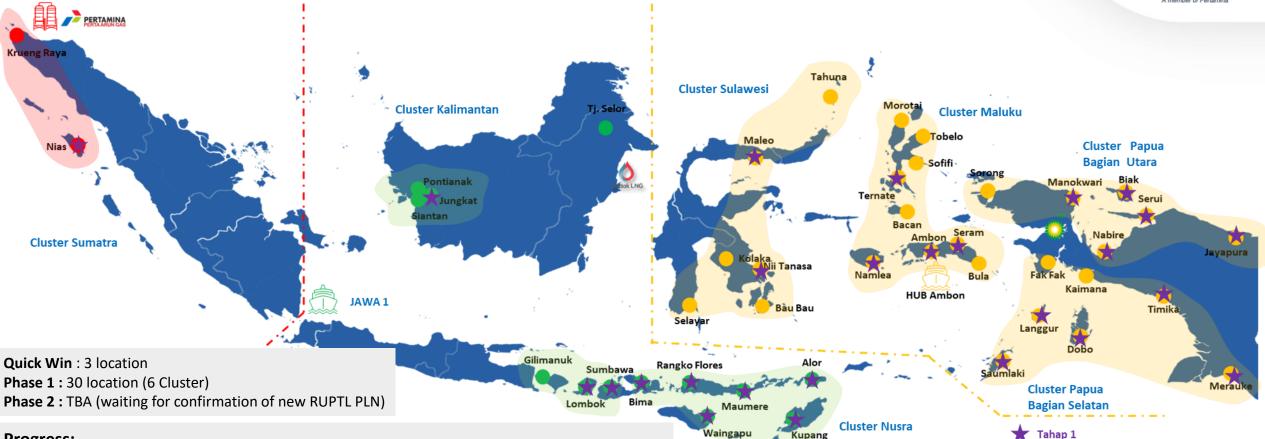
Oil to Gas Conversion RU V Balikpapan (Gas Pipeline Project Senipah – RU V Balikpapan)



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Downstream Infrastructure Projects Oil to Gas Conversion for Power Plants





56 HSD Power Plants (Capacity 1.8 GW)

Progress:

- Signing of LNG Supply & Development Master Agreement between PGN and PLN
- Preparation for Quick Win projects consist of PLTMG Nias, Tj Selor and Sorong
 - Nias & Tj Selor : On progress discussion & negotiation with PLN;
 - Sorong : Completion of construction (last bolt connection)

City Gas Project





Progress:

Phase : 23 cities/regencies Progress : 99.98%

*)

- Adjustment to the City Gas Project APBN 2020 due to efficiency policy from Government, originally 266,070 household connections in 2020 divided into 127,864 in 2020 and 120,776 in 2021.
- To optimize state budget and development of city gas, there was additional work from 127,864 connections to 135,286 connections
- From 135,286 household connections plan, as per 31 December realized 135,045 connections.

Progress:

Feasibility Study, FEED-DEDC Initial Business Proposal

HEADQUARTER

JI. K.H. Zainul Arifin No. 20, Jakarta, Indonesia

Investor Relations:

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