

# Investor Presentation Consolidated 6M-2021

- energized for stronger performance -



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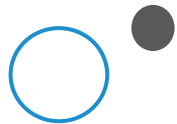
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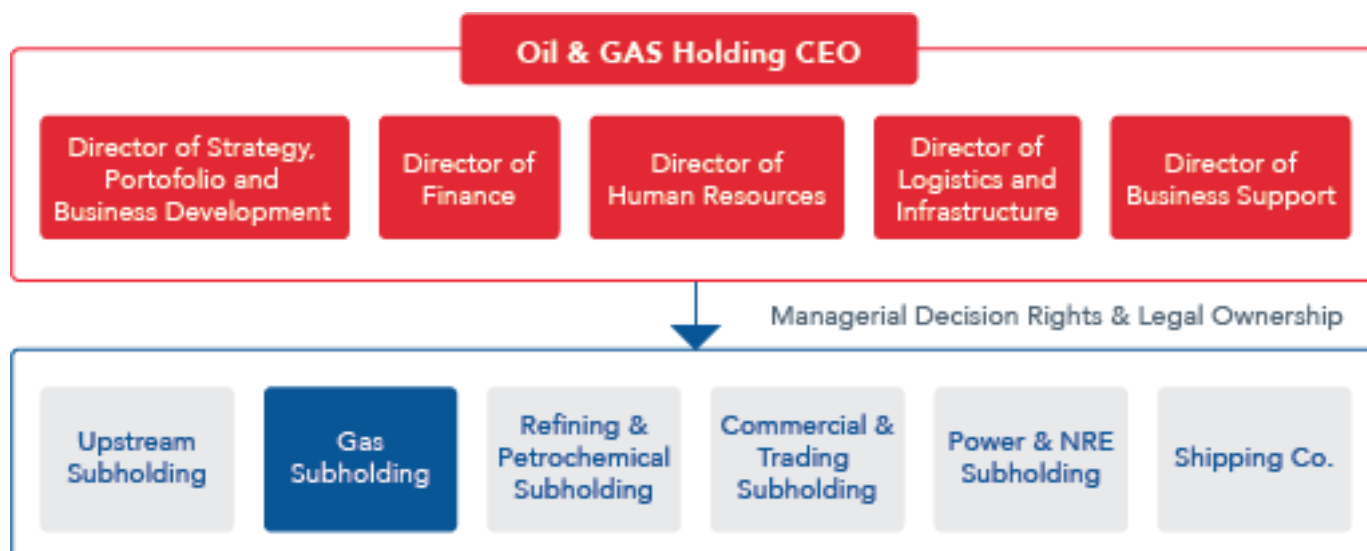
# Company Overview





## Gas Transformation, Oil & Gas Holding and Gas Subholding Role

PT Perusahaan Gas Negara (PGN) as Pertamina’s Sub-holding that plays a major role in both transmission and distribution natural gas in Indonesia.



### Oil & Gas Holding Role:

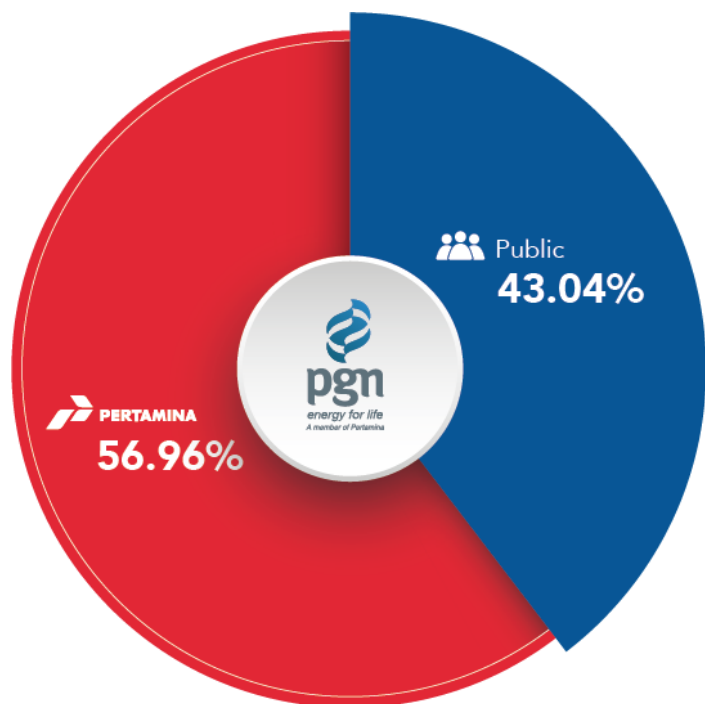
1. Develop Business Portfolio and Synergies among Pertamina Group
2. Accelerate New Business Development
3. Carrying out the Mandate as a Development agent for National Energy Independence

### Subholding Role

1. Running the Business end to end, And Encouraging Operational Excellence
2. Accelerate Business Development and Capabilities in the Existing Business Environment
3. Increase Capability and Flexibility in Partnership and Financing



## The Subholding Gas Co.



## Gas Subholding Vision and Mission

### Vision

To be World Leading National Gas Company for a Sustainable Future and National Energy Sovereignty.

### Mission

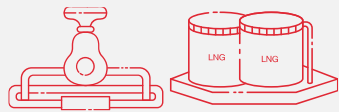
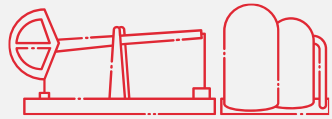
Conducting gas business in Midstream, Downstream, and Other supporting businesses that committed to increasing value for all stakeholders through:

1. Providing gas and developing infrastructure to utilize gas as energy and raw materials to create optimum value for the benefit of customers and society;
2. Creating added value for shareholders and employees, environmentally sound, has the advantage and prioritize safety;
3. Carry out the principles of professional, responsible and sustainable management of the Company;
4. Organizing other businesses to support gas utilization and sustainable business management.

# Business Portfolio

## UPSTREAM

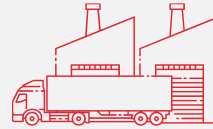
Natural Oil And Gas Production  
 Natural gas reserves in Indonesia are larger than oil. Saka Energi Indonesia is a subsidiary of PGN that has business activities in the upstream business.



## MIDSTREAM

Through TGI, KJG and Pertagas, PGN Maintain a very high reliability and operational infrastructure security. FSRU Converts LNG into high-quality natural gas. PGN has 2 (two) FSRUs namely FSRU Lampung and FSRU West Java and also land base regasification facility in Arun through Pertagas

## DOWNSTREAM



### Gas Transport Module (Gas Link)

Gas Link is a solution for channelling natural gas to location that are not connected to a gas pipeline



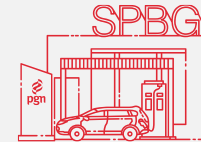
### Commercial Customers

MRU is the solution for natural gas filling station for trantation using CNG technology



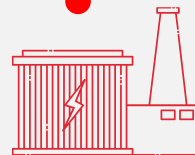
### Commercial Customer

Efficiency and reliability are important factor in distributing energy to commercial customers. PGN in this case can fulfil these needs



### Gas Filling Station (SPBG) and Mobile Refueling Unit (MRU)

Subsidiary, Gagas Energi Indonesia operates 16 SPBG at 11 cities in Java and Sumatera



### Power Plants

Power plant made from gas fuel is more environment friendly compared to oil fuel or coal



### Household Customer

PGN has distributed gas to more than 400,000 household customers in 52 cities/regencies all over Indonesia



### Industrial Sector

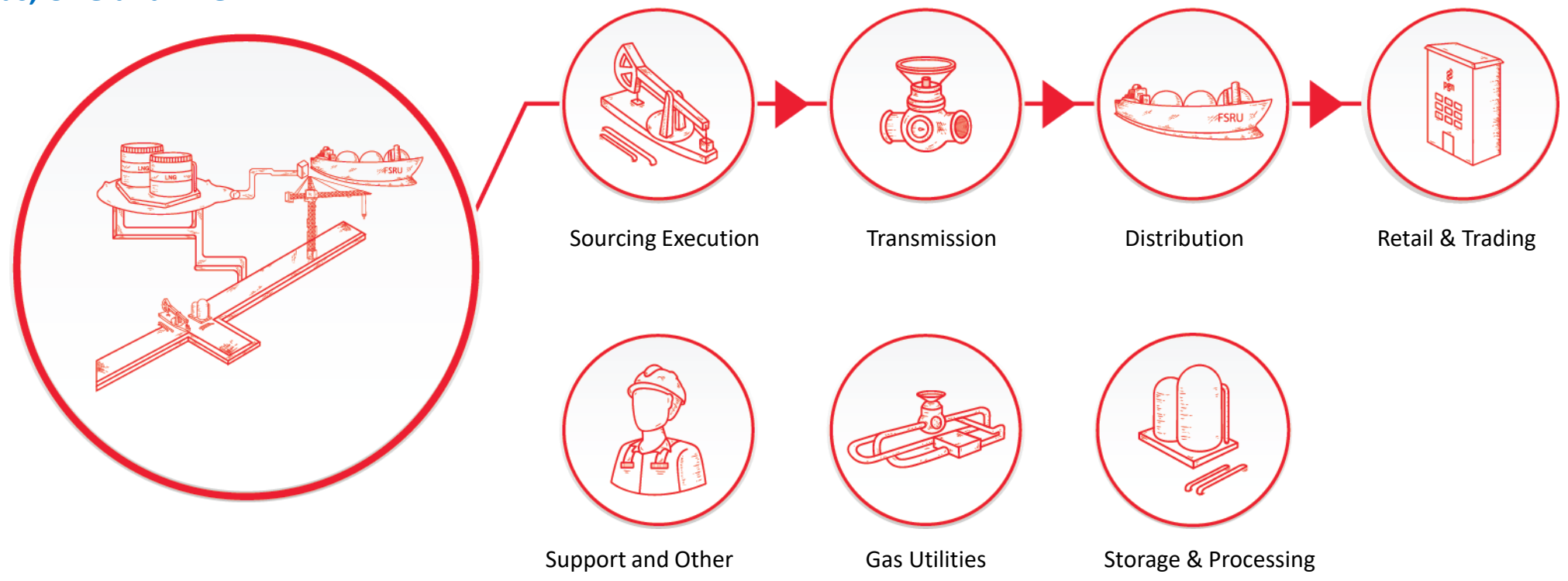
Indonesia's growth is driven by the growth of its industrial sector. PGN continues trying to encourage fuel usage efficiency by distributing natural gas to various industrial area in Indonesia





## The Subholding Gas Co.

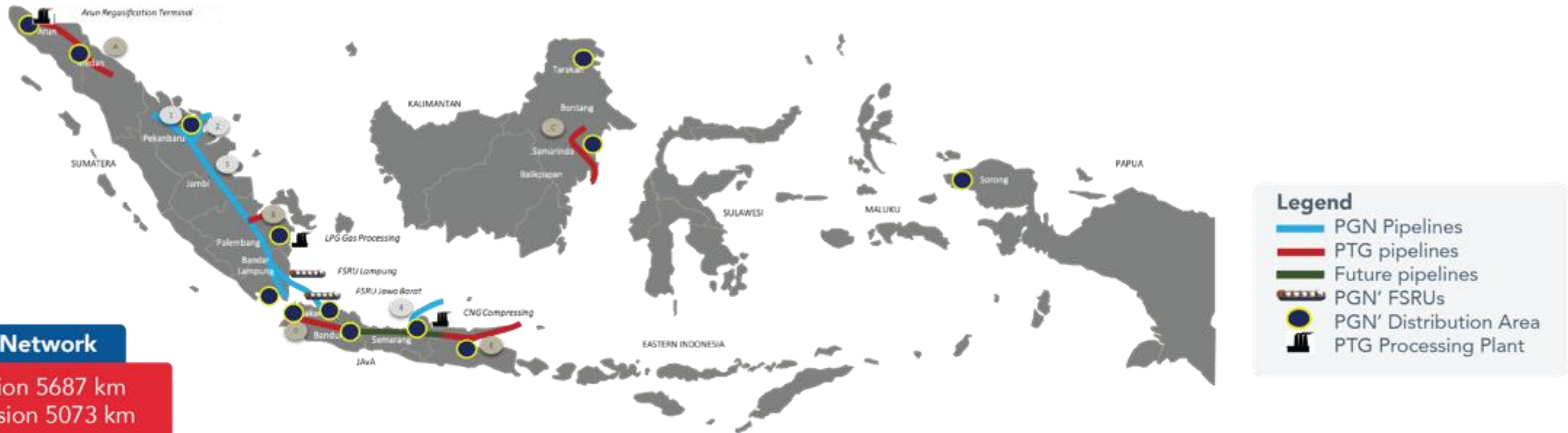
### Pipeline Gas, CNG and LNG





## Domestic Business Area & Portfolio

PGN, as a Gas Subholding, integrates natural gas infrastructure in Indonesia and improves access to energy for all society and users, through pipeline and non-pipeline infrastructure. At present, PGN, as a Gas Subholding, has operated in 67 districts/municipalities, in 17 provinces in Indonesia and shall continue opening new areas. Its end user segments enjoy a good supply of natural gas, starting from household customers, gas stations (SPBG), small-scale customers, commercials, industries, and power plants.



### Pipeline Network

Distribution 5687 km  
Transmission 5073 km

### Gas Infrastructure

- Total gas pipeline network of 10.760 km
- 2 FSRUs + 1 land-based regasification terminal
- 12 Gas Fueling Stations, 4 MRUs
- 2 Processing plant (stripping and compression)
- Transporting Gas in Trimester 3 2021: 1238 MMSCFD
- Distributing Gas in Trimester 3 2021: 873 BBTUD
- Gas Pipeline for Household 9653 km

### Oil Transportation Business

Oil transportation volume by Pertamina Gas in Trimester 3 2021 reached  $\pm 9301$  BOEPD.

### Gas Processing Business

- Production of LPG in Trimester 3 2021 (incl. PSG)  $\pm 101$  TPD
- LNG Regasification by PAG in Trimester 3 2021  $\pm 88$  BBTUD

### Upstream Business

- Total assets 11 blocks (6 blocks in operation, 5 blocks in exploration)
- Oil and gas lifting  $\pm 6.46$  MBOE

# 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**



- 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  
**Dini Shanti Purwono**



- 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.

Independent Commissioner  
**Paiman Raharjo**



- 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**



- 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  
**Warih Sadono**



- 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

Commissioner  
**Luky Alfirman**

# Board of Directors

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



President Director  
**M. Haryo Yunianto**

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



Director of Sales & Operation  
**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)



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

- Bachelor Degree of Management from University of Diponegoro.
- Serves as Director since May 3, 2021.
- Previously served as SVP Controller PT Pertamina (Persero) and Director of Finance & Business Support of PT Pertamina EP



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 Strategy & 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)

# 6M-2021 Highlights

**USD 197 Million**  
(+2,707% YoY)

**Net Income**



**USD 1,465 Million**

**Revenue**



**USD 409 Million**  
(+5% YoY)

**EBITDA**



**USD 7,531 Million**

**Total Assets**



**USD 124 Million**

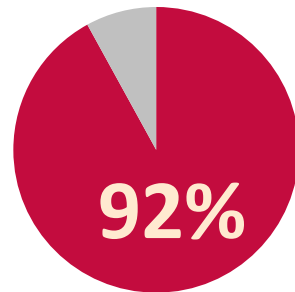
**CAPEX**



**867 BBTUD**  
(+7%)

YoY

**Gas Commercial**



**Market Share**



**10,724 KM**

**Pipeline Network**



**100%**

**Infrastructure Availability**



**2,376**  
Industries & Commercials



**1,841**  
Small Businesses



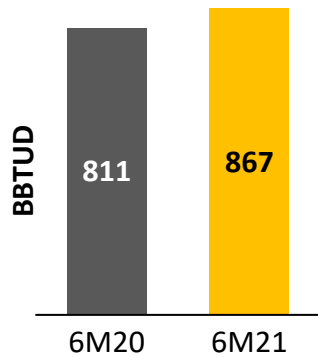
**583,883**  
Households

# 6M-2021 Updates

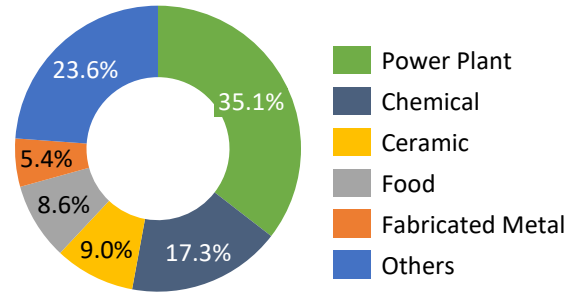


# 6M-2021 Operational Updates

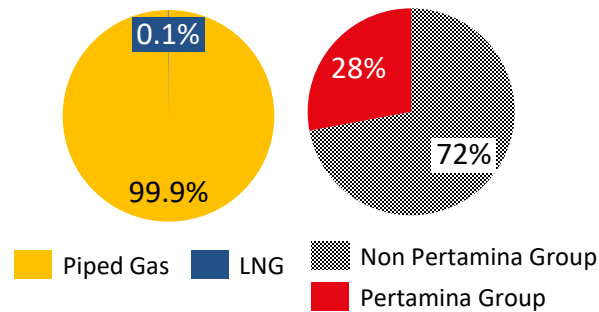
## Gas Commercial



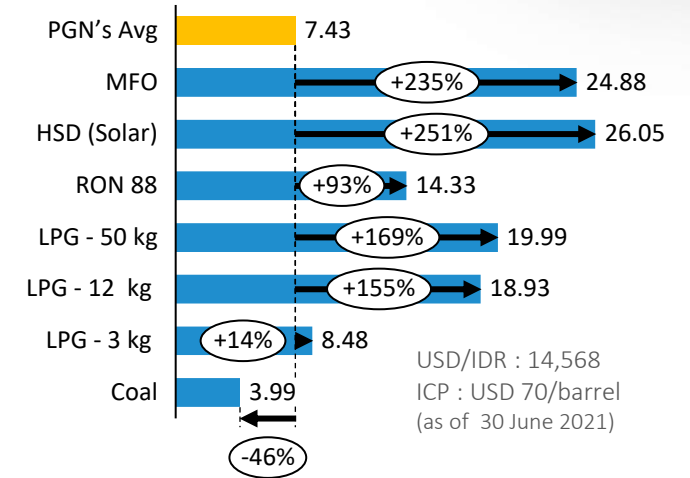
Industrial I Consumption To Total Sales Volume



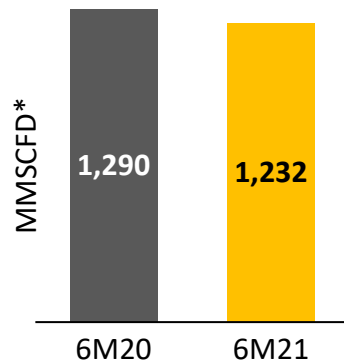
Gas Sources (as of 30 June 2021)



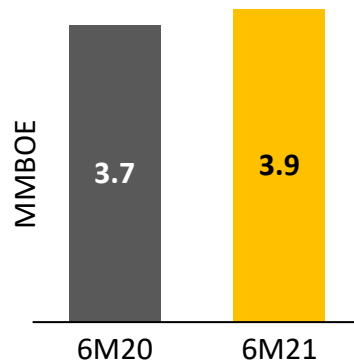
PGN's ASP vs Other Energy (USD/MMBTU)



## Gas Transmission



## Oil and Gas Lifting



\*) Excl. TGI Volume

## Business Highlights

Improving consumption from industries and commercial customers as well as power sector contributes to higher gas commercial volume.

Natural gas remain competitive compared to oil related fuel.

Additional transmission volume coming from Kepodang field through KJG's transmission pipeline starting in Februari 2021.

Improvement from operating as well as drilling and exploration activities translates to higher lifting volume.

# 6M-2021 Financial Updates

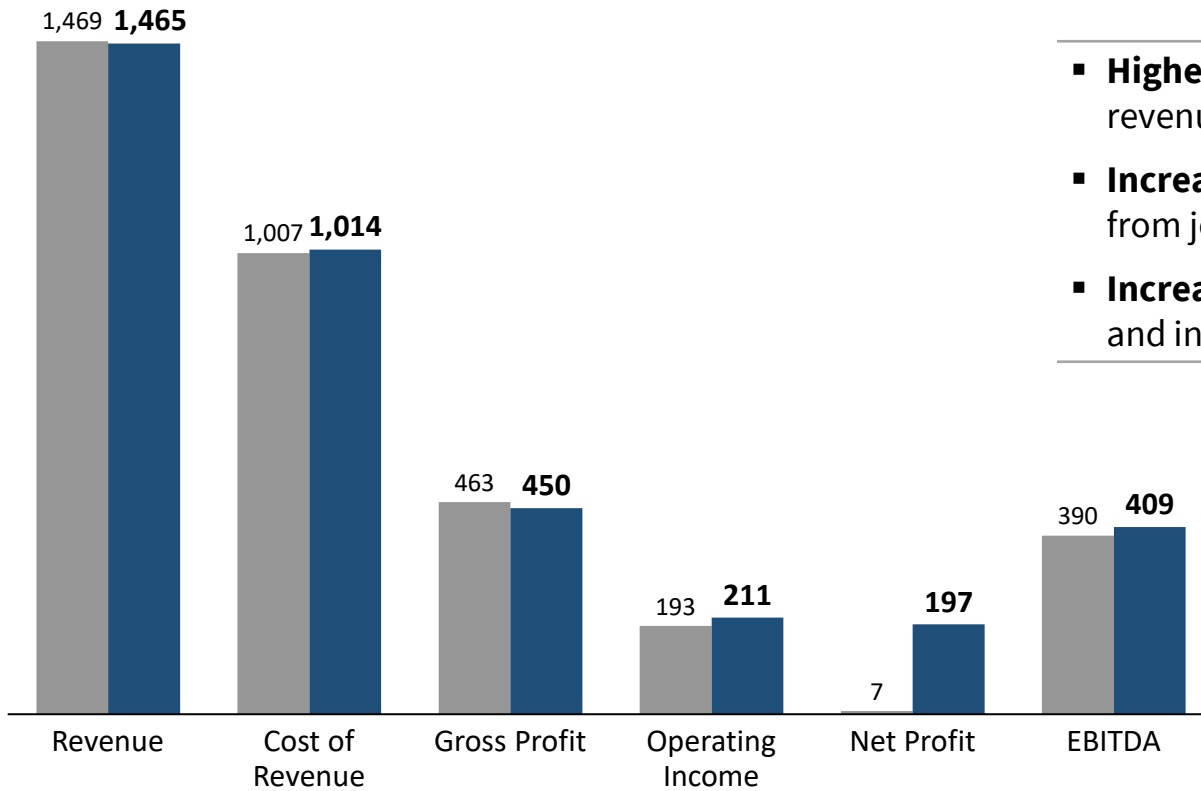
## Consolidated Income Statement



(US\$ Million)

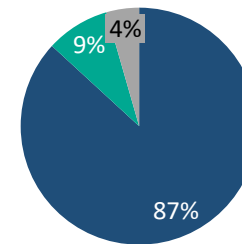
■ 30-Jun-20

■ 30-Jun-21



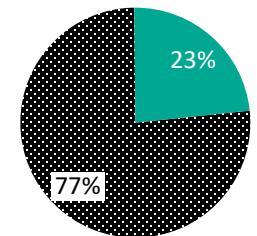
- **Higher Contribution** from upstream business segment supported the consolidated revenue remained steady.
- **Increasing Net Profit** mainly contributed from lower opex; gain in forex, higher profit from joint ventures combined with the reversal of provision from tax disputes.
- **Increasing Consolidated EBITDA** mainly contributed from higher operating income and increasing performance from upstream segment.

Revenue Contribution



- Commercial & Transmission
- Upstream
- Others

EBITDA Contribution



# 6M-2021 Financial Updates

## Consolidated Balance Sheet

(US\$ Million)

Balance Sheet	31 Dec 2020	30 Jun 2021
TOTAL ASSETS	7.534	7.531
TOTAL LIABILITIES	4.579	4.357
TOTAL EQUITY	2.955	3.174

# 6M-2021 Financial Updates

## Consolidated Cashflow

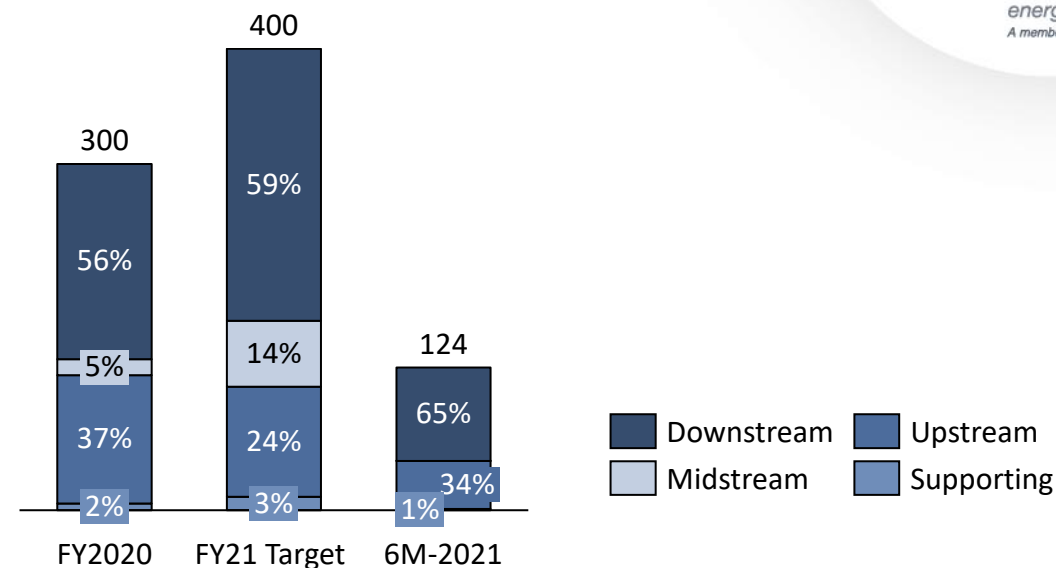
(US\$ Million)

Cashflow	30 Sep 2020	30 Jun 2021
Beginning Balance	1,040	1,179
Cash flow from operating	161	275
Cash flow from investment	175	11
Cash flow from financing	(124)	(103)
Foreign Exchange Impact	(13)	(14)
Ending Balance	1,239	1,348

**Increasing Consolidated Cash Flow** reflecting higher cash flow from operating activities

# CAPEX

(US\$ Million)



Financial Ratios	30 June 2020	30 June 2021
EBITDA Margin	27%	28%
EBITDA /Interest Expense (x)	4.6	5.1
Debt-to-Equity (x)	0.8	0.7



# 6M-2021

## Strategic Projects & Investment Updates



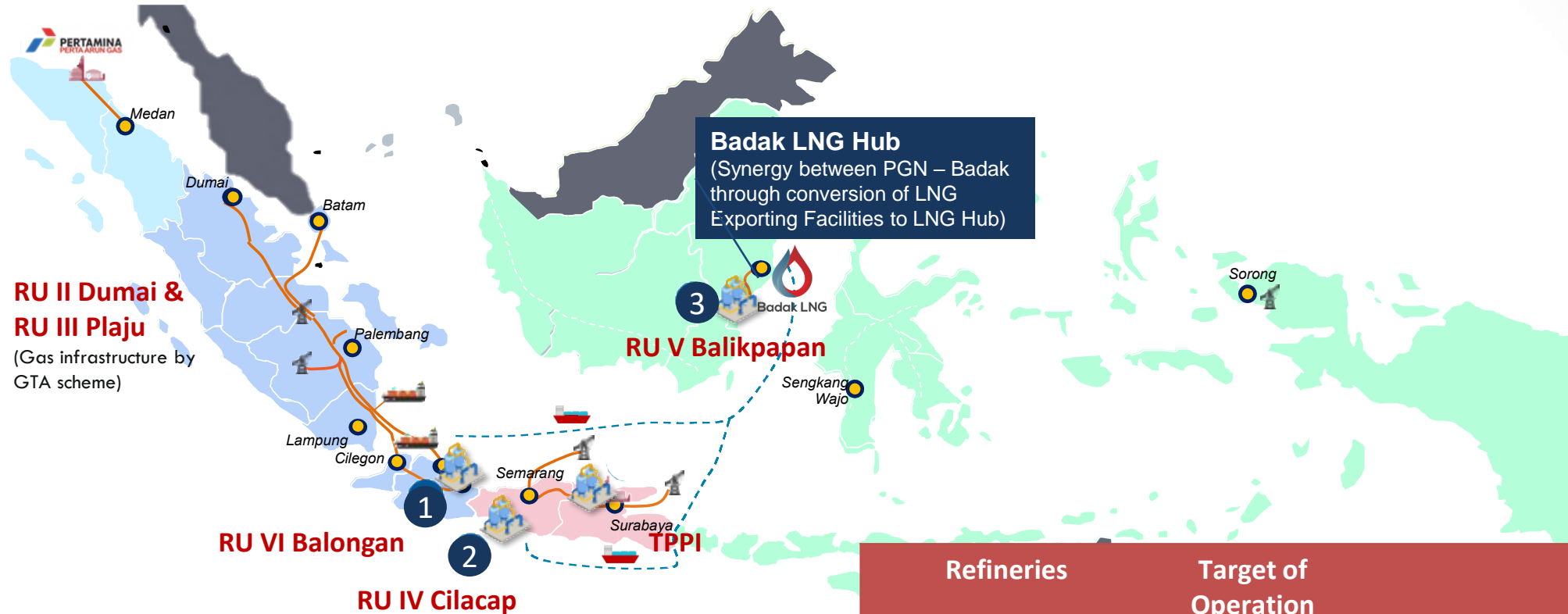
# Crude Oil Transportation Pipeline

## Rokan Crude Oil Pipeline



DESIGN	TARGET OF OPERATION	PROGRESS
<ul style="list-style-type: none"> <li>PIPE LENGTH : 367 KM</li> <li>PIPE DIAMETER 4" – 24"</li> <li>POTENTIAL VOLUME: 265.000 BOPD</li> </ul>	<ul style="list-style-type: none"> <li>BALAM-BANGKO-DUMAI AND DURI-DUMAI: Q4-2021</li> <li>MINAS-DURI: JANUARY 2022</li> </ul>	58%

# Oil to Gas Conversion for Refineries



**RU II Dumai & RU III Plaju**  
(Gas infrastructure by GTA scheme)

**RU VI Balongan**

**RU IV Cilacap**

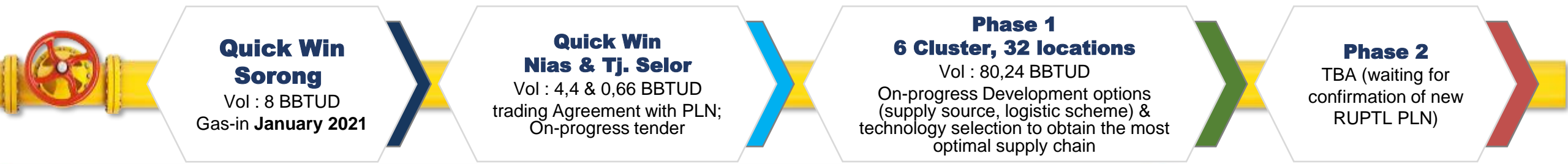
**RU V Balikpapan**

**Badak LNG Hub**  
(Synergy between PGN – Badak through conversion of LNG Exporting Facilities to LNG Hub)

**Total Potential Volume : ± 351 BBTUD**

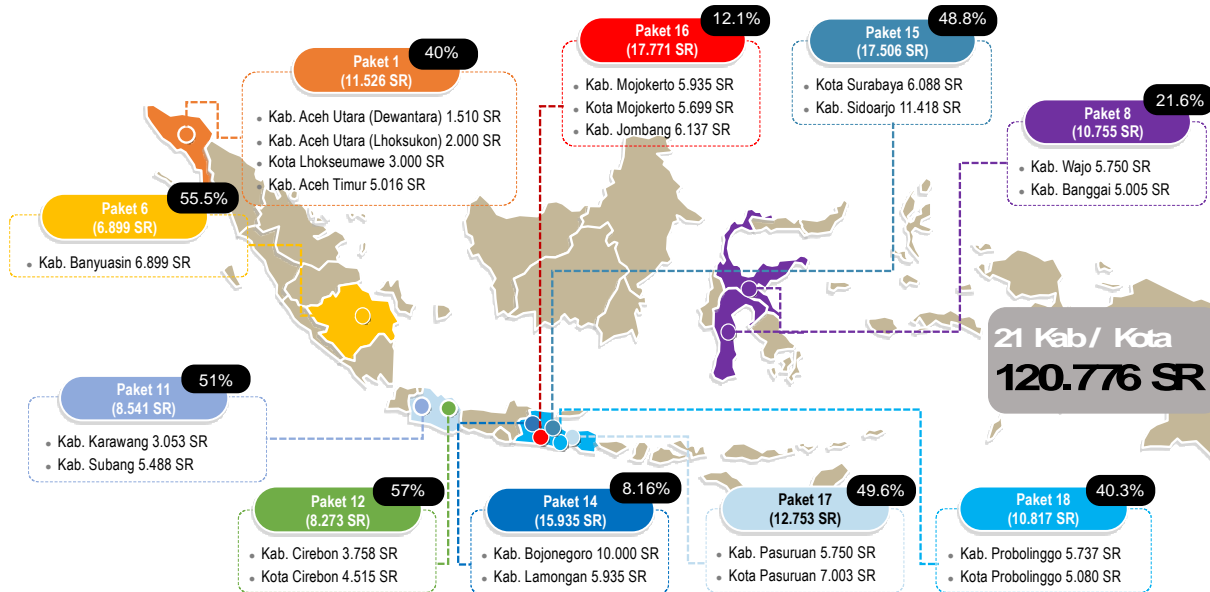
Refineries	Target of Operation	Progress
RU VI Balongan	August 2021	RU VI Balongan refinery has been supplied with gas since the fourth quarter of 2019 with a volume of 8 BBTUD via Pertagas. Potential additional gas supply up to 30 BBTUD from PGN to Balongan.
RU IV Cilacap	June 2023	Advanced study
RU V Balikpapan	January 2023	Preparation for EPC stage

# Oil to Gas Conversion for Power Plants



# City Gas Project

APBN 2021 : 120.776

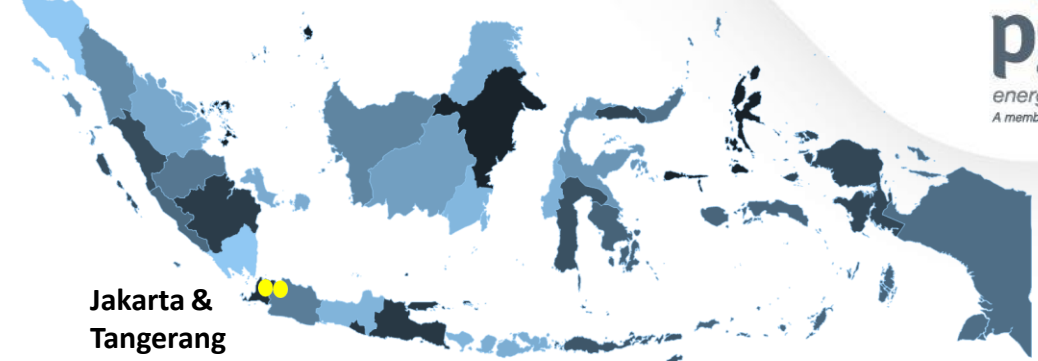


## Progress:

Phase : 10 construction packages (21 cities/regencies)

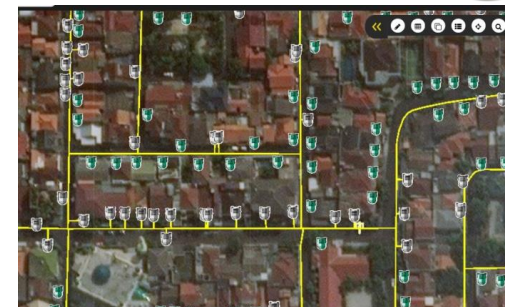
Progress : 27,84% from planning 20,73%

PGN 2021 : 50.000 SR



Jakarta & Tangerang

## Market Penetration



Jaringan Pipa Gas Rumah Tangga

- Eksisting Meter Pelanggan
- Potensi Penetrasi

## PGN Mobile



## Proses Digitalisasi

Download aplikasi PGN Mobile (Play Store & App Store)

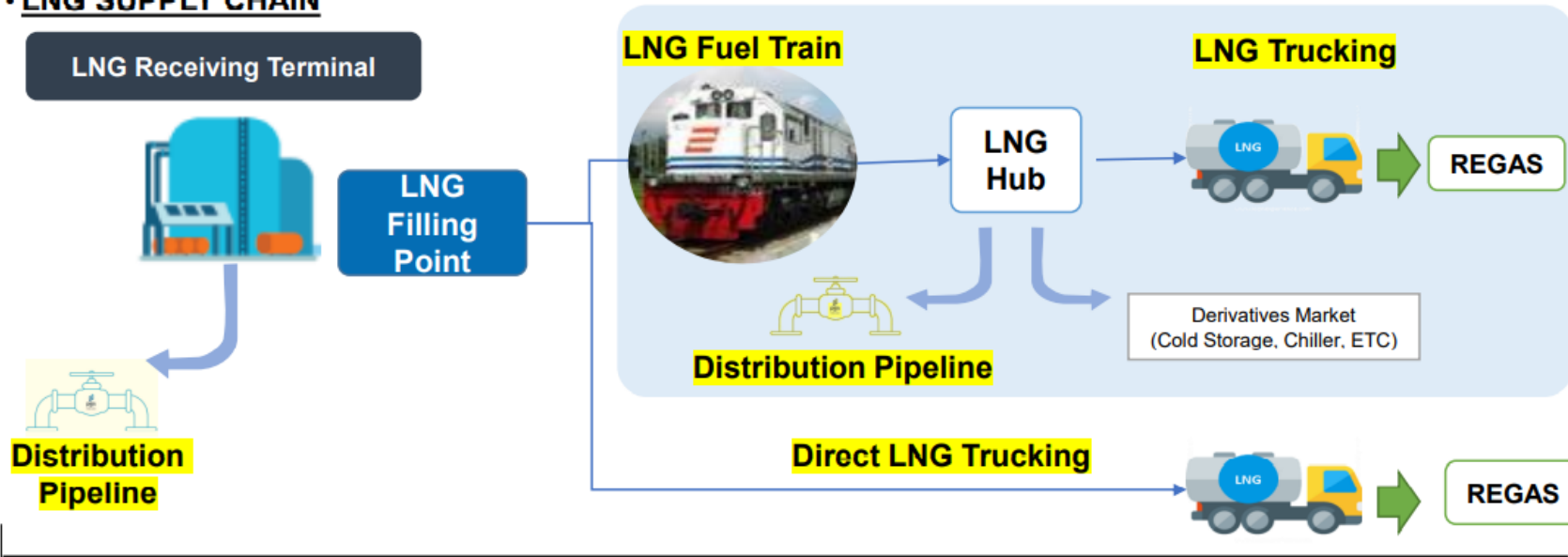
## Progress:

- Socialization of product (online, offline, digital ads, social media, SMS blast) and Customer's interest survey
- Customer's registration 15.903 SR
- On-progress construction 1.854 SR

# City Gas Project Strategy

## Supply Chain Optimization

### • LNG SUPPLY CHAIN



### • CNG SUPPLY CHAIN



Roadmap Program Jaringan Gas Rumah Tangga 2024 tercapai minimal 4 Juta Sambungan RT



### REVENUE GENERATOR

Selling Price  
Penetapan BPH Migas

Pelanggan  
Rumah Tangga



Pelanggan Kecil



## HEADQUARTER

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