

BUSINESS UPDATE AND PROSPECT As of November 2018



PT Perusahaan Gas Negara Tbk

www.pgn.co.id

DISCLAIMER

The information contained in our presentation is intended solely for your personal reference. In addition, such information contains projections and forward-looking statements that reflect the Company's current views with respect to future events and financial performance. These views are based on assumptions subject to various risk. No assurance can be given that further events will occur, that projections will be achieved, or that the Company's assumptions are correct. Actual results may differ materially from those projected.

ABOUT PGAS

PT Perusahaan Gas Negara Tbk (IDX:PGAS) is an Indonesia-based, public-listed company engaging in the transmission and distribution of natural gas primarily in Indonesia.

Previously established as a State-Owned Company (SOE), PGAS has been officially merged with PT Pertamina (Persero) to become its subsidiary since 11 April 2018 as part of Government of Indonesia's holding initiatives.

HEADQUARTER

Jl. K.H. Zainul Arifin No. 20 Jakarta, Indonesia Website: <u>www.pgn.co.id</u>

Investor Relations Contact:

PT Perusahaan Gas Negara Tbk Mid Tower Manhattan 26th Floor Jl. TB Simatupang Kav. 1-S, Jakarta, Indonesia Email: <u>investor.relations@pgn.co.id</u> Phone: +62 21 8064 1111

Company Introduction

VISION

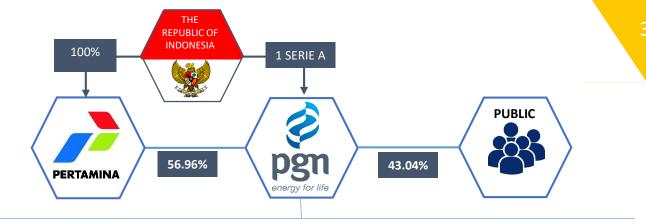
Becoming the International Standardized Solution for the Utilization of Gas and the Sustaining Energy Fulfilment

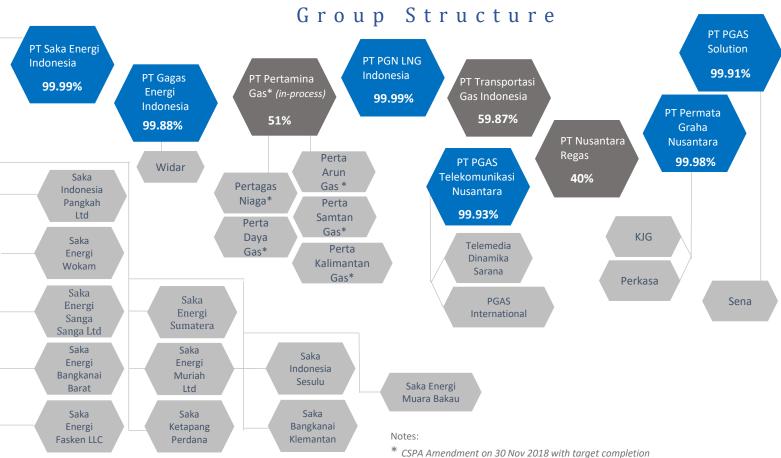
MISSION

We are committed to:

- Provide and develop gas utilization for public and public interest
- Implementing responsible and sustainable corporate governance principles
- Carry out other business to support the use of gas and sustainable business management.

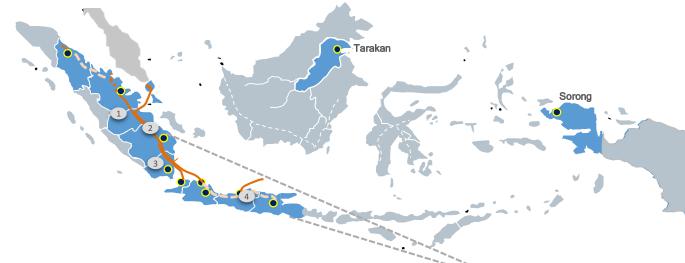
Туре	Public
Index	IDX:PGAS
Founded	13 May 1965
Headquarter	Jakarta
CEO	Gigih Prakoso
Industry	Gas Transmission and Distribution
Subsidiaries	8
Total Assets	USD 6.3 Billion (2017)
No. Employees	1,339 (2017) Notes: 395 Subs Secondees





on 31 December 2018

Business Coverage & Infrastructures



Pipeline Network

Distribution 5.233 km Transmission 2.284 km

Non-Pipe Gas Infrastructure

- 2 FSRU (Lampung dan Jawa Barat)
 4 MRU (DKI, Gresik, Bandung)
 1 Cluster CNG (Jateng)
- 12 Gas Fueling Station (DKI, Bogor, Sukabumi, Purwakarta, Surabaya, Batam, Lampung)



Operating in 3 Major Coverage Area, 39 cities and regencies (12 provinces) in Indonesia Transporting and Distributing Gas ±1,566 MMSCFD Developing ±7,517 km length pipeline network, 2 unit FSRU, 12 Gas Fueling Station, 4 MRU Total assets 11 blocks (6 blocks in operation, 5 blocks in exploration) Oil and gas lifting ±40,602 BOEPD

Transmission Pipeline

- 1 Grissik Duri
- 2 Grissik Batam Singapore
- 3 South Sumatra West Java (SSWJ)
- 4 Kalimantan Java (Kalija)

Distribution Area

- West Java, DKI Jakarta, Lampung, South Sumatra and Banten
- East Java and Central Java, North Kalimantan and Papua
- North Sumatra, Riau and Kepulauan Riau

Distribution Business

to customers through pipeline infrastructure in three main areas in West Java, East Java and North Sumatera.

Buying and selling gas

Transporting gas of Transmission Business



Upstream Business

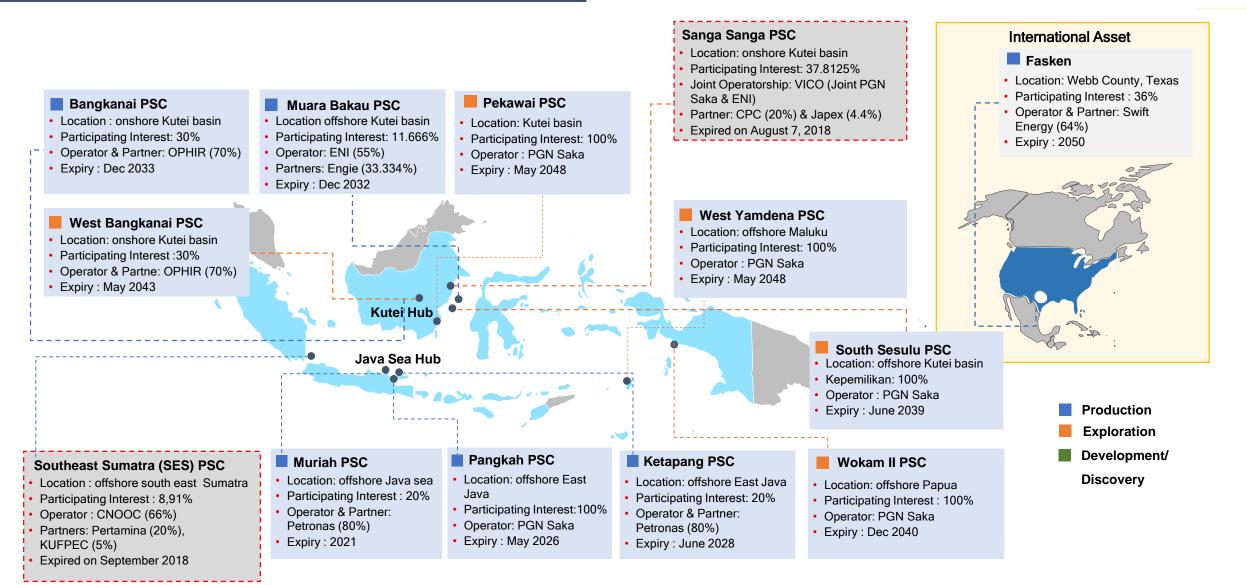


Investing participating interest in PSC and operating oil and gas blocks to support Indonesia production and lifting

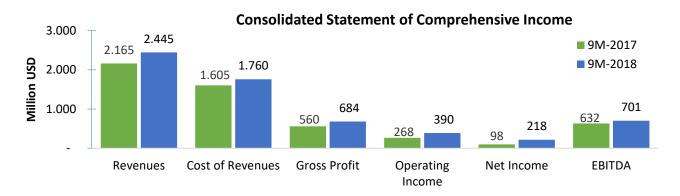
Taking business opportunities along the natural gas value chain; LNG, CNG, related gas business services, fiber optic and asset management



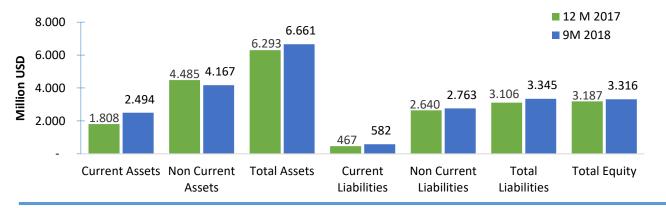
Upstream Assets

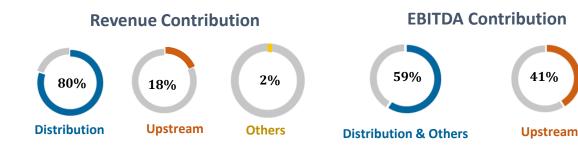


9M-2018 Highlights



Consolidated Statements of Financial Position





Stronger Distribution Volume by 11% (YoY)

Increasing Revenue, EBITDA & Net Income

Stable Margin (within Guideline)

Transmission Volume

(Incl. TGI & KJG)

718 MMSCFD (YoY down 3%)





Sales Price **~USD 8.36/MMBTU (YoY down 2%)** Cost of Gas **~USD 6.09/MMBTU (YoY up 1%)** (incl. LNG)





- Oil **8,232 BOEPD**
- Gas **123 BBTUD**
- LNG 59 BBTUD
- LPG **92 MTPD**

I N F R A S T R U C T U R E



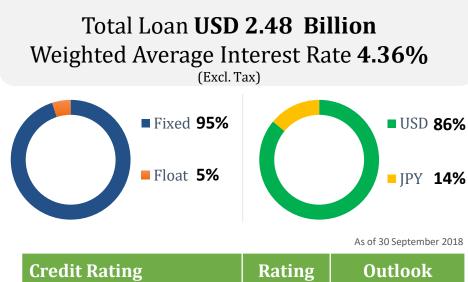
IMPACT OF MACROECONOMY

- Weakening Rupiah against US Dollar
- Stronger power demand and sustainable industry recovery
- Tightening Government's Policy
- Higher oil price

Strong Cash Balance Positive cash-flow

Maintaining DER stable (less than 1)

Financial Ratios	30 September 2018	30 September 2017
EBITDA Margin (%)	28.7	29.2
EBITDA / Interest Expense (x)	7.33	5.91
Debt (Interest Bearing Debt)/Equity (%)	74.5	76.1
Cash Flow (In Million USD)	30 September 2018	30 September 2017
Beginning Balance	1.026	1.304
Cash flow from operating	620	546
Cash flow from investment	26	(232)
Cash flow from financing	18	(662)
Foreign Exchange Impact	(39)	0
Ending Balance	1.651	956



Financial Performance

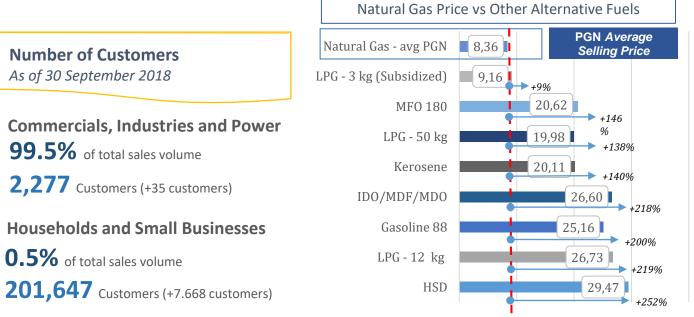
Credit Rating	Rating	Outlook
Moody's	Baa2	Stable
Standar & Poor's	BBB-	Negative
Fitch Ratings	BBB-	Stable
Pefindo	idAAA	Stable

Contribution - Distribution



Growth In Gas Sales

- High power consumption by 21%
- Sustainable industry recovery by 4%
- Natural gas more competitive against all oil products



Exchange Rate IDR/USD : 14,929 (as of 30 Sept 2018) USD/MMBTU

Operated by PGN

- Total Length: ±1,077km (incl. SSWJ)
- Off-taker: PLN, BBG
- Volume 25 MMScfd

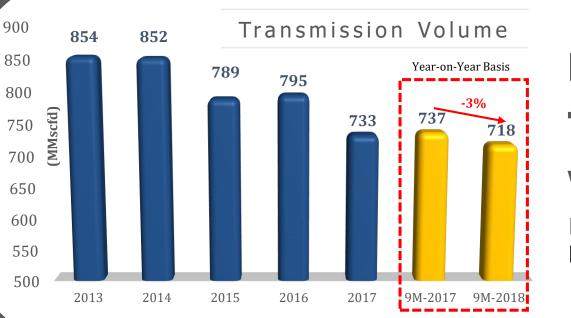
Operated by TGI

- Total Length: ± 1,000 km
- Off-taker: CPI, Gas Supply Pvt. Ltd., PGN, PLN
- Total Volume: 642 MMScfd
- Gas transported by TGI to off-taker in Singapore and Batam decreased 11 MMScfd from 653 to 642 MMScfd.

Operated by KJG

- Total Length: ± 200 km (Kepodang- Tambak Lorok)
- Off-taker : PLN
- Volume 51 MMScfd
- Gas transported from Kepodang field operated by Petronas through Kalimantan – Java pipeline decreased 25 MMScfd from 76 to 51 MMScfd due to declining reserve from supplier

Contribution – Downstream Transmission



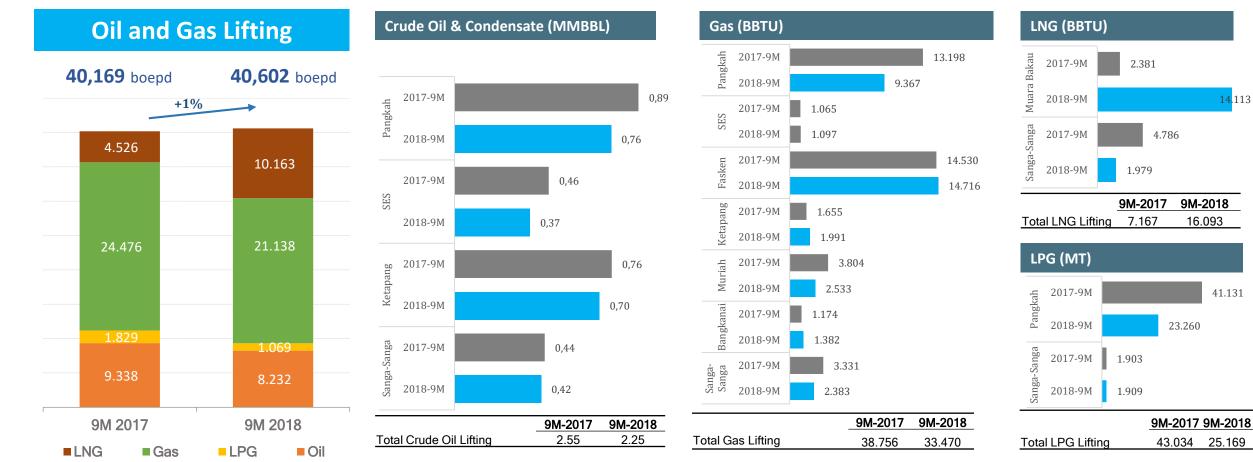
Lower Transmission

Volume by 3% Decreasing TGI & KJG Volume Increasing PGN Volume

<u>Contribution - Upstream</u>



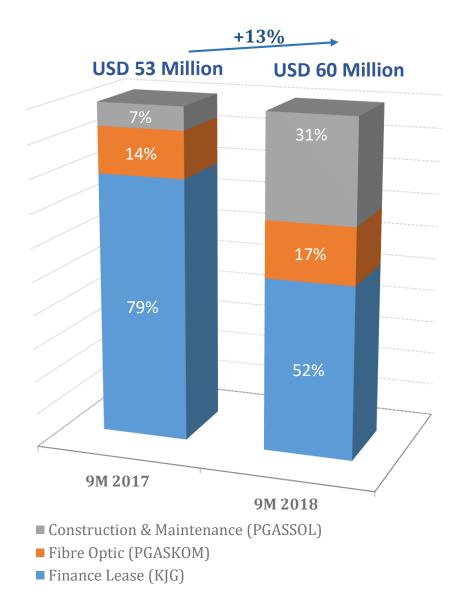
Substantial LNG increase from Muara Bakau Continuous lower Pangkah production due to facility repair Expiry of Sanga-Sanga PSC in August 2018 & SES PSC in September 2018



14.113

41.131

Contribution - Others



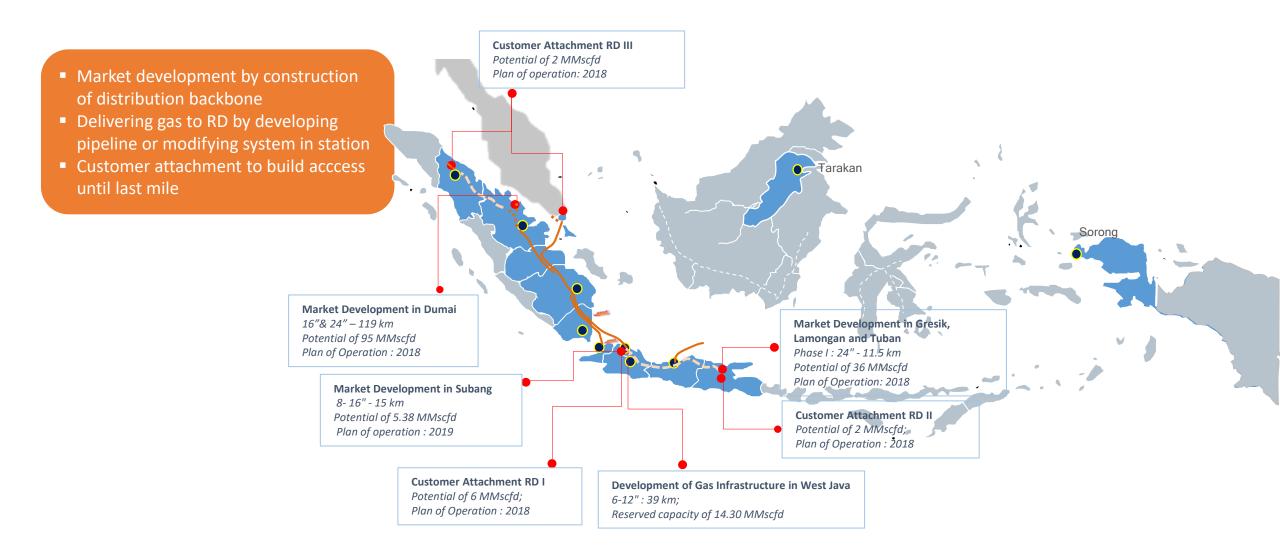
Maintaining positive revenue contribution from subsidiaries

Finance Lease represents KJG's interest in relation to finance lease under the gas transportation agreement between KJG, PLN and PC Muriah Ltd.

Fibre optic represents PGASCOM's revenues of network services to the customers

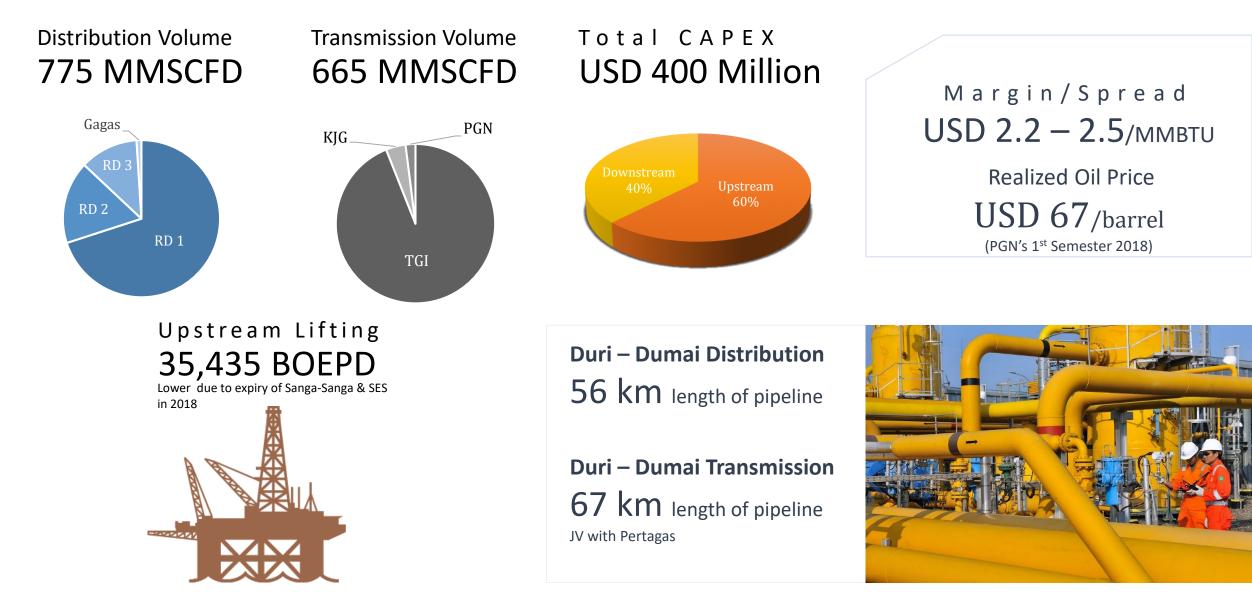
Pipeline construction and maintenance represents PGASSOL's revenues of services to its the customers.

Infrastructure & Market Development



2018 Targets – Guidelines for Investors

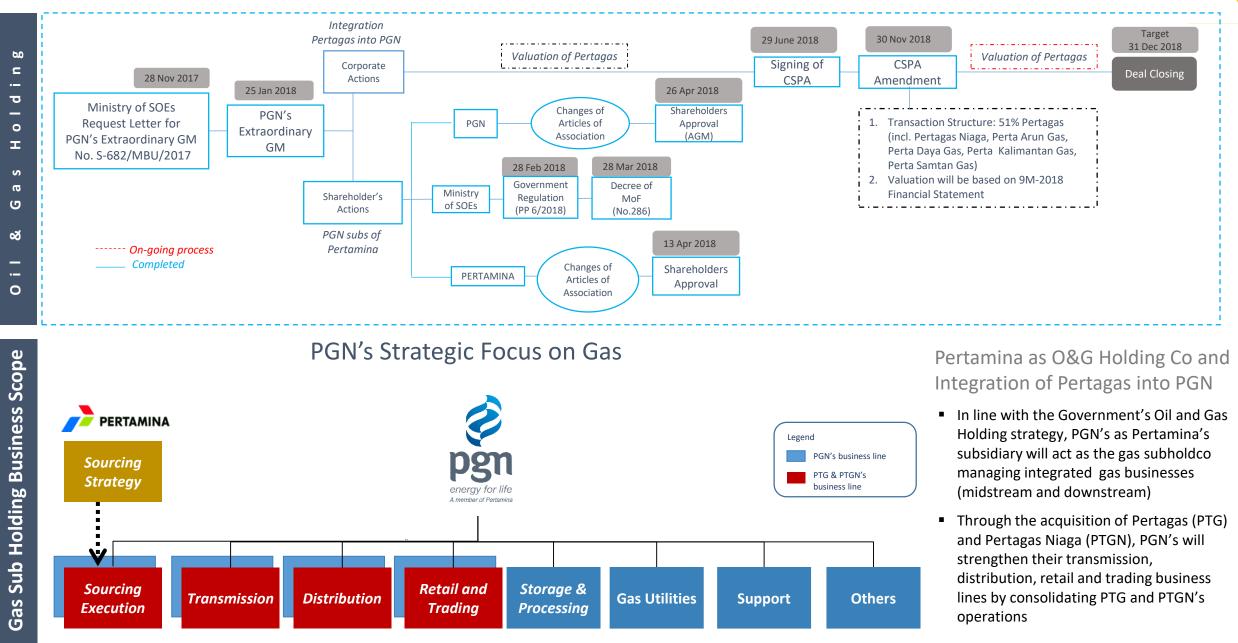
Organic PGAS only & Subject to Change



Government Regulations

DOWNSTREAM	Households & Small Costumers	Weighted Average of End U	ser = Cost of Gas + L	Infrastructure Manage	ment Cost + Trading Cost
PIPELINE GAS PRICE	(stipulated by Regulatory Body)	Infrastructure Management Cost	Infrastructure Management Formula	Trading Cost	Implementation
EMR Ministerial Regulation (PERMEN ESDM)	Industry and Electricity Provider	 Toll fee stipulated by regulatory body Gas distribution setup by: IRR 11%, 60% utilization/gas allocation & 	 <i>Cost of Service / Volume</i> Cost of Service are: Asset value O&M 	 Maximum 7% of cost of gas The maximum percentage should be shared B2B in extended gas supply chain 	 Industry and Electricity provider gas price stipulated by Minister of EMR Prevail for 5 years and open to
No. 58/2017	<i>Gas for Transportation</i> (stipulated by Minister)stipulated	 project economics Liquefaction Compression Regasification LNG/CNG storage & transportation 	 G&A Gas Losses Insurance Fee Tax and levy 		 be evaluated per annum 18 months grace period from date of signatory (27 December 2017)
EMR Ministerial Regulation	Transmission Segment Based on: gas source, market and gas infrastructure 	Masterplan of Natu		Facilities and Supporting Infra	
(PERMEN ESDM) No. 4/2018	condition • Segment evaluation and appointment stipulated by regulatory body	Transmission and Dis Network	stribution		
		Downstre	am Gas Bu	siness	
	 business permit including owning pipeline and facility Special right of new transmission segment will be awarded in tender 	 Distribution and Trading A The holder of distribution network special right and trading area including gas allocation from t The special right exclusively for 30 years for new existing infrastructure owner Area tender mechanism will consider existing in consumer Special right holder can cooperate with other to user in sub trading area 	Area : will be given distribution ender proposal w area and 15 years for nfrastructure and	 Non Pipeline Trading Trader using CNG and LNG mode should acquire business permit and owning or controlling the asset Asset categorized as LNG receiving terminal, regasification unit, compression and decompression facility, gas filling station or else 	 Non Pipeline Transportation and Storage Permit for transportation and storage including: CNG or LNG transportation, CNG or LNG storage Business licencee have to own or control the facility

Recent Event - Oil & Gas Holding



Post Integration: Existing Facilities and Coverage Areas





- 2 FSRUs + 1 Land-based Receiving Terminal
- 12 Gas Fueling Stations
- 4 MRUs
- Total transmission and distribution volumes of ± 3 Bcfd
- The consolidated entity covers 96% share of total gas infrastructure



Major transmission pipelines

Grissik – Batam – Singapore

South Sumatra – West Java

Grissik – Duri

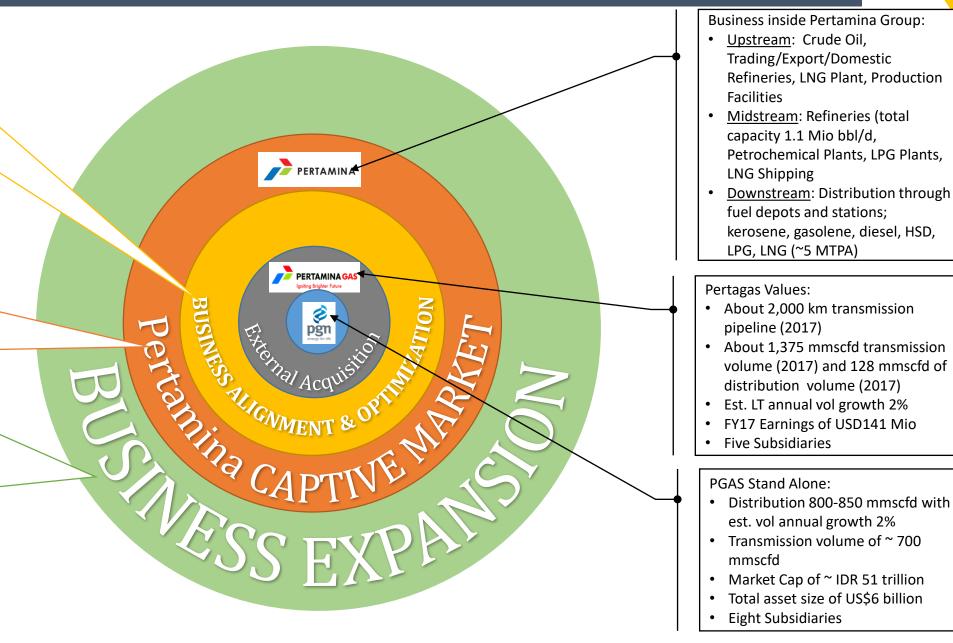
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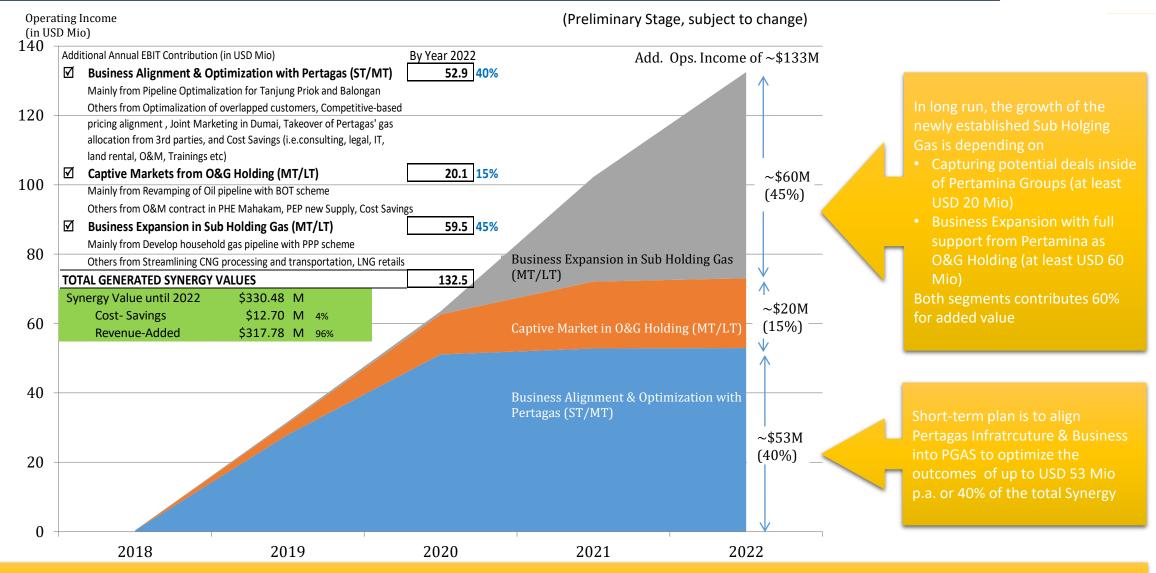
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How PGAS as SubHolding Gas will grow in the next 4-5 years

- Optimization of the existing infrastructures
- Alignment of business, pricing, marketing
- Operational savings (consultan, IT, Building, 0&M, etc)
- Secure new gas supplies from Pertamina
- Secure business deals for PGAS Subsidiaries
- Cost Savings as member of Pertamina
- Segmentation in the existing areas
- Penetration of new markets (domestic & International)
- Increase of gas product sales (LNG, CNG, Citigas)

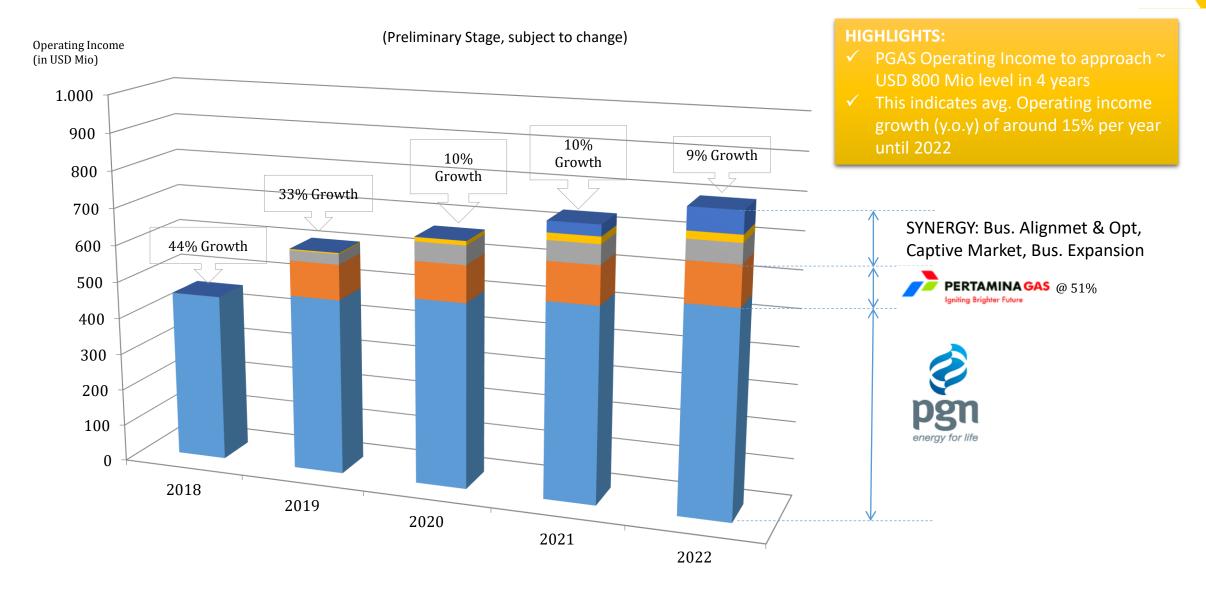


Strategic Plans: Synergy Initiatives to be executed until 2022



Synergy between PGAS & Pertagas is expected to generate additional Ops. Income of ~USD 133 Mio p.a.

MidTerm Outlook: Promising Future of Gas Business

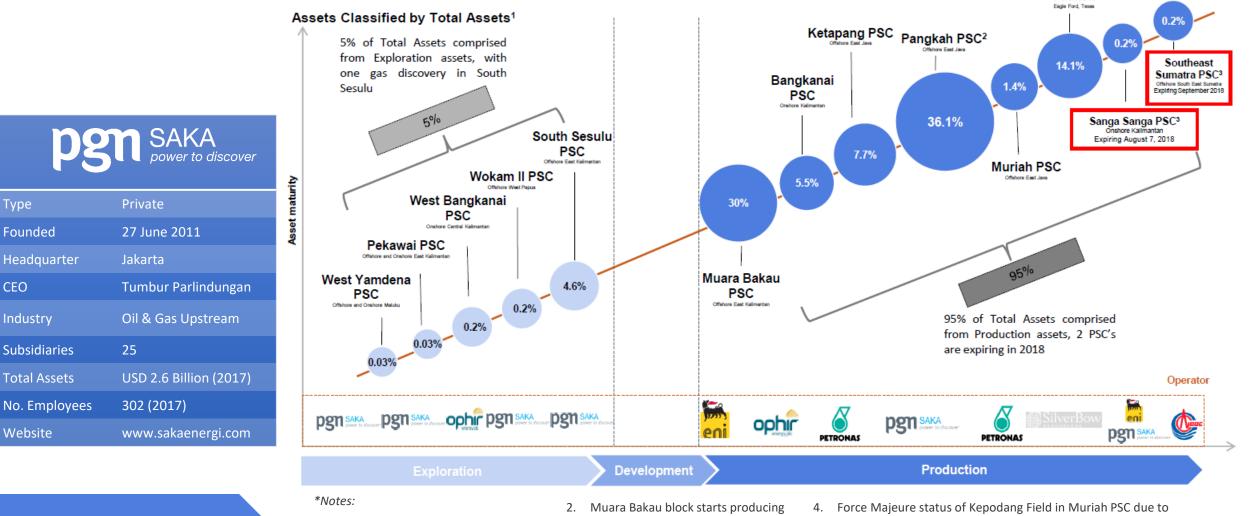


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Subsidiaries & Affiliates



Subsidiary – Saka Energi Indonesia



Business Updates

- Pangkah PSC has additional upside for near term production and reserve growth potentials through development and exploration.
- Muara Bakau block starts producing by first half 2017. Total production in Q3-2018: 667 MMScfd
- 3. Sanga-sanga PSC and SES PSC expired in Q3 2018
- Force Majeure status of Kepodang Field in Muriah PSC due to unexpected declining amount of reserve and lifetime of production is still under reviewed by SKK Migas. SEI has 20% of PI

Fasken

5. This year, Saka has appointed to manage two new oil and gas blocks, namely Pekawai Block and West Yamdena Block

Subsidiary PGN LNG Indonesia

Dg	D LNG born to make	- Alexandre
	it happen	PGN FSRU LA
Туре	Private	
Founded	26 June 2012	FSRU Dimension
Headquarter	Jakarta	004
CEO	Mugiono	294
Industry	LNG Regasification	m LOA
Subsidiaries	-	8
Total Assets	USD 415 Million (2017)	26
No. Employees	48 (2017)	20
Website	www.pgnlng.co.id	M Depth Moulded



FSRU Dimension

PGN FSRU Lampung :

Owned by PT Hoegh LNG Lampung

- Leased for 20 years based on the Amendment and Restatement Agreement of the Original Lease, Operation and Maintenance Agreement dated 17 October 2012 as novated to PT PGN LNG Indonesia
- Pipeline Spesification 24", API 5L (SAWL) X-65 (PSL 2)
- Capacity: 1,5 to 2 MTPA .
- Send out rate: 240 MMSCFD

Supported by:

- Onshore Receiing Facility (ORF) Labuhan Maringgai that is connected to the PGN FSRU Lampung through a 21 km offshore pipeline
- Off Take Station (OTS) Labuhan Maringgai ٠
- Supporting fleets in order to support ship-to-ship activity and daily operation of PGN FSRU Lampung

Tower Yoke Mooring System (TYMS)

- Owned by PT PGN LNG Indonesia
- Build by SOFEC, China .
- Seabed: 23 m .
- . Height : 48,5 m (from seabed to topdeck of TYMS)
- TYMS contains two axis joint that . allow the vessel to roll and pitch relative to the tower and liquid ballast to provide restoring forces to mooring and the vessel

FSRU is located approximately close to gas receiving and dividing station Labuhan Maringgai or exactly at the coordinates 5°26'30" S and 150°56'30" E.

It is integrated with SSWJ pipeline facility connecting gas sources in Sumatera with the largest potential customers in West Java, Indonesia.

Subsidiary – Gagas Energi Indonesia

BUSINESS UPDATES

9M-2018 VOLUME

Regional I Regional II Regional III : 10 SPBG & 3 MRU : 1 SPBG & 1 MRU : 1 SPBG & 1 Gas Distribution Network

	GAGAS prings energy to y
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Туре	Private
Founded	27 June 2011
Headquarter	Jakarta
CEO	Sabaruddin
Industry	Gas Downstream
Subsidiaries	1 (PT Widar Mandripa Nusantara/WIDAR)
Total Assets	USD 83 Million (2017)
No. Employees	76 (2017)
Website	www.gagas.co.id

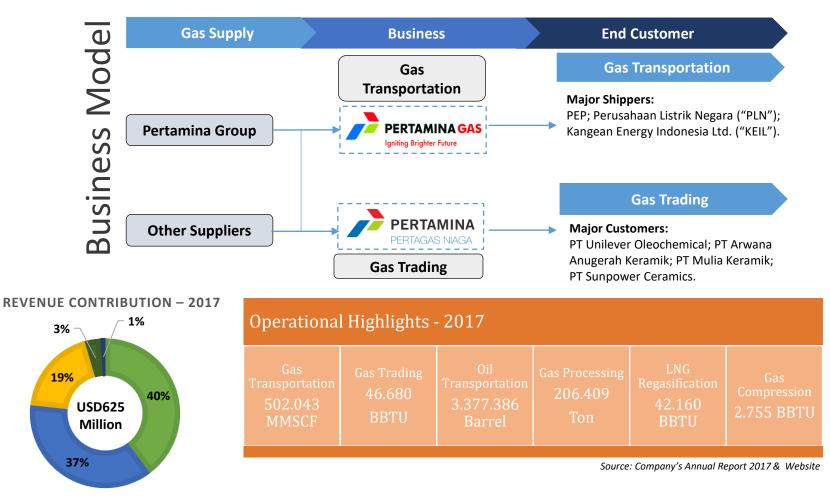
SPBG Batam SPBG Klender Gas Distribution SPBG SPBG Lampung Cilegon SPBG Ancol MRU Monas SPBG gasku PGN Pluit MRU Bandung SPBG Pondok **BUSINESS PROFILE** SPBG Serang Grogo SPBG GEI provides natural gas for electricity, industry, commercial, SPBG Grogo Purwakarta Gresik household, and transportation sector through gas pipeline, CNG and mini LNG, Gas Refueling Stations (SPBG) and Mobile SPBG Sukabumi Refueling Unit (MRU) In 2015, GEI establish PT Widar Mandripa Nusantara (Widar) to Gas engage in the services related to the power plant and trading Gas Distribution Refueling MRU Station (SPBG)

Subsidiary – PT Pertamina Gas*

* CSPA Amendment on 30 Nov 2018 with target completion on 31 December 2018

PERTAMINA GAS Igniting Brighter Future		
Туре	Private	
Founded	23 February 2007	
Headquarter	Jakarta	
CEO	Wiko Migantoro	
Industry	Gas Midstream & Downstream	
Subsidiaries	 PT Pertamina Gas Niaga PT Perta-Samtan Gas Niaga PT Perta Kalimantan Gas PT Perta Daya Gas PT Perta Arun Gas 	
Total Assets	USD 1.9 Billion (2017)	
No. Employees	379 (2017)	
Website	www.pertagas.pertamina.com	

Source: Company's Annual Report 2017 & Website

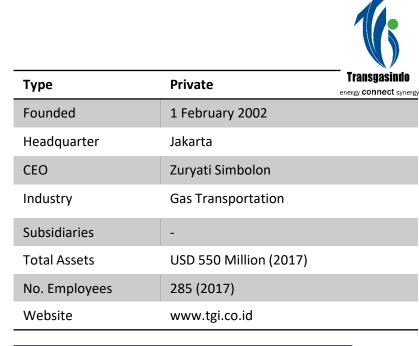


Gas Transportation Gas Trading

Gas Processing Oil Transportation

Marketing

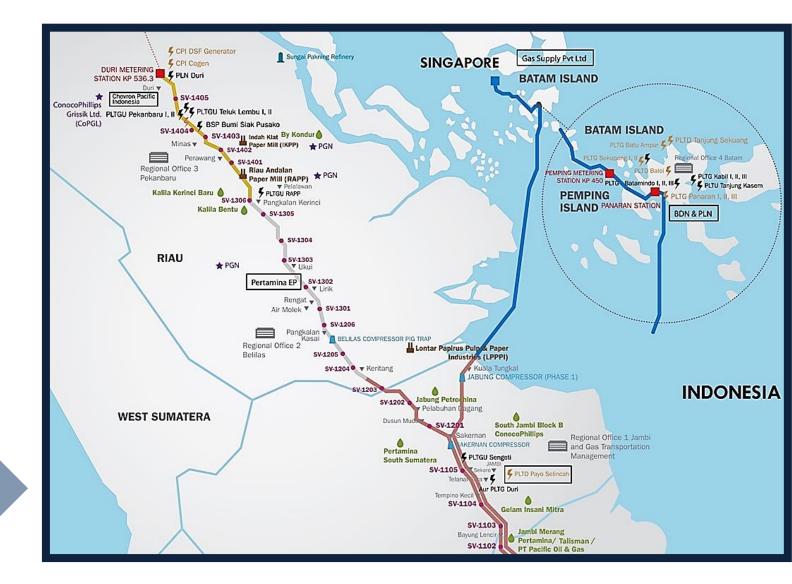
Subsidiary – Transportasi Gas Indonesia (TGI)



Grissik – Duri	Grissik – Singapore	
Pipeline	Pipeline	
Pipeline Length	Pipeline Length	
± 536 km	± 470 km	

BUSINESS UPDATES

- Transportation volume in 9M-2018: 642 MMscfd
- Level of infrastructure reliability : 99.96%



Joint Venture – Nusantara Regas



Туре	Private
Founded	14 April 2010
Headquarter	Jakarta
CEO	M. Taufik Afianto
Industry	LNG Regassification Through FSRU
Subsidiaries	-
Total Assets	USD 277 Million (2017)
No. Employees	73 (2017)
Website	www.nusantararegas.com

LNG Volume 9M-2018 234 BBTud

Operating FSRU Nusantara Regas Satu located in Jakarta Bay as the first LNG Receiving Terminal in Indonesia

- Regasification capacity : 500 MMscfd.
- LNG Suppliers : Mahakam PSC and Tangguh PSC
- Offtaker : PLN Muara Karang



Subsidiary – PGAS Solution



Туре	Private
Founded	6 August 2009
Headquarter	Jakarta
CEO	Chaedar
Industry	Engineering
Subsidiaries	1 (PT Solusi Energi Nusantara/SENA)
Total Assets	USD 113 Million (2017)
No. Employees	325 (2017)
Website	www.pgn-solution.co.id

Line of Business

0&M Trading Engineering EPC Establish SENA in 2015 to provide A Reliable Partner of Building city gas pipeline, More than 5,200 km in Armatury Group, world onshore - offshore Kalija gas engineering services in the O&G length of gas pipeline in its industry, including pipeline, biggest valve producer. pipeline, SPBG/Gas Refueling operation & maintenance

(O&M)

mechanical, electrical, geodetic, civil, process & telemetry sectors.

Station gas station upgrading.

27

Subsidiary – PGAS Telecommunication

pgn	COM always reliable
Туре	Private
Founded	10 January 2007
Headquarter	Jakarta
CEO	Dwika Agustianto
Industry	Information & Communication Technology
Subsidiaries	2 PGAS International Pte, Ltd (PTI) PT Telemedia Dinamika Sarana (TDS)
Total Assets	USD 35 Million (2017)
No. Employees	106 (2017)
Website	www.pgascom.co.id

BUSINESS UPDATES Throughout the year of 2017, PGASCOM successfully booked sales capacity of 2,424,905 Mbps and delivered telecommunication services reliability of 99.87%.



PTI provides and develop the network fiber optic for international market and based in Singapore



TDS with the product brand GASNet provides the internet services for corporate customers to fulfill the business needs.

SINGAPORE EXCHANGE

b.,

POP JAMBI

Terbanggi Besar

Bandar Lampung

Kalianda

Palemban

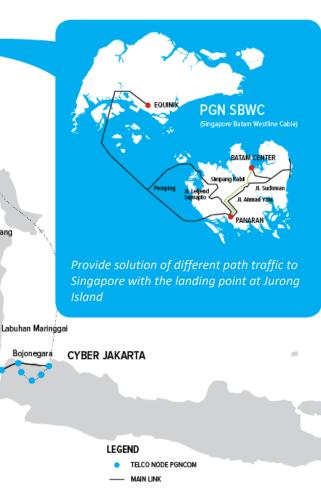
Kuala Tungkal

Jambi

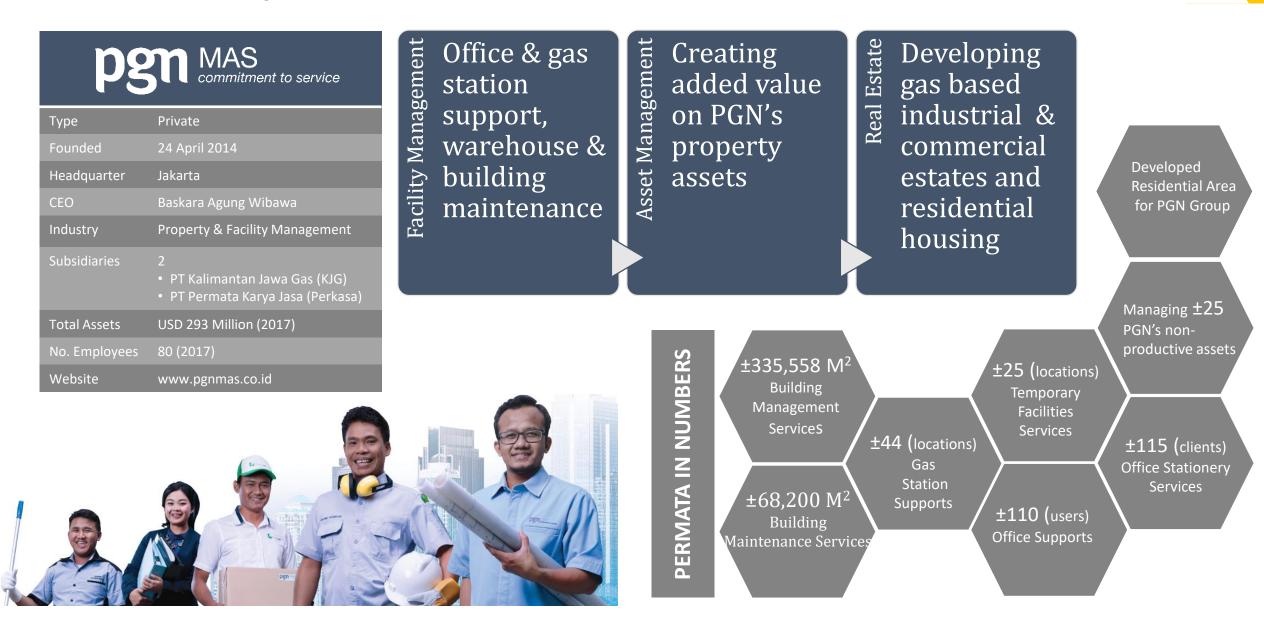
Grissik

Pagardewa

POP BATAM



Subsidiary – Permata Graha Nusantara





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