

PRESENTASI INVESTOR KONSOLIDASIAN 3M-2024

INVESTOR PRESENTATION CONSOLIDATED 3M-2024



Sangkalan & Batasan Tanggung Jawab

Laporan ini berisi pernyataan-pernyataan yang dapat dianggap sebagai pandangan masa depan sehingga hasil-hasil nyata Perseroan, pelaksanaan atau pencapaian-pencapaiannya dapat berbeda dari hasil yang diperoleh melalui pandangan masa depan yang antara lain; merupakan hasil dari perubahan-perubahan ekonomi dan politik baik nasional maupun regional, perubahan nilai tukar valuta asing, perubahan harga, permintaan dan penawaran pasar komoditas, perubahan kompetisi perusahaan, perubahan undang-undang atau peraturan dan prinsip-prinsip akuntansi, kebijakan-kebijakan dan pedoman-pedoman serta perubahan-perubahan asumsi-asumsi yang digunakan dalam membuat pandangan masa depan (*forward looking statements*).

Dalam Laporan ini, nama PT Perusahaan Gas Negara Tbk disingkat "PGN", Penulisan "Perusahaan", "PGN Grup", "Subholding Gas", Pertamina Gas Negara, atau "Perseroan" diasosiasikan kepada PT Perusahaan Gas Negara Tbk.

Notasi angka dalam Laporan ini menggunakan kaidah penulisan dalam Bahasa Indonesia.

Disclaimer & Limitation of Liability

This report contains statements that may be considered forward-looking, thus the Company's actual results, performance or achievements may differ from those obtained through forward looking statements; which, among other things, are results from national and regional economic and political changes, changes in foreign exchange rates, prices, demand and supply of commodity markets, changes in corporate competition, changes in laws or regulations and accounting principles, policies and guidelines, as well as changes in assumptions used in making the forward looking statements.

In this document, PT Perusahaan Gas Negara Tbk is abbreviated into "PGN", "the Company", "PGN Group", "Subholding Gas", "Pertamina Gas Negara". The terms are associated with PT Perusahaan Gas Negara Tbk.

Number annotation in this Annual Report applies the writing rules applicable in Indonesian language.

Profil Perusahaan Subholding Gas Komposisi Dewan Komisaris dan Direksi Ikhtisar Kinerja 3M-2024	1	Company Overview The Gas Subholding BOC and BOD Composition 3M-2024 Performance Highlights
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Investasi & Proyek Strategis Transportasi Minyak Jargas Rumah Tangga LNG Hub Arun (Revitalisasi Tangki F-6004) Proyek Biomethane	3	Strategic Projects & Investment Oil Transportation City Gas Projects LNG Hub Arun (Revitalization of Tank F-6004) Biomethane Project

Profil Perusahaan

Company Overview



Subholding Gas | The Gas Subholding

Visi | Vision

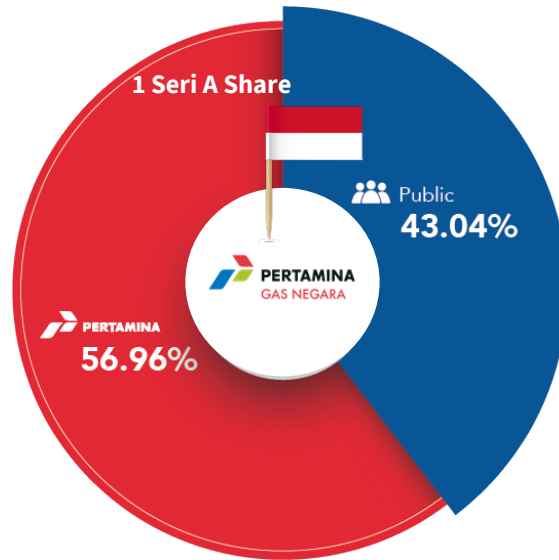
Menjadi Perusahaan Gas Nasional Terkemuka dan Terpercaya Berstandar Kelas Dunia dalam Penyediaan Infrastruktur dan Pemanfaatan Gas Bumi.

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

Misi | Mission

Menjalankan bisnis gas di bidang midstream, downstream, dan usaha pendukung lainnya yang berkomitmen untuk meningkatkan nilai bagi seluruh pemangku kepentingan dengan melakukan:

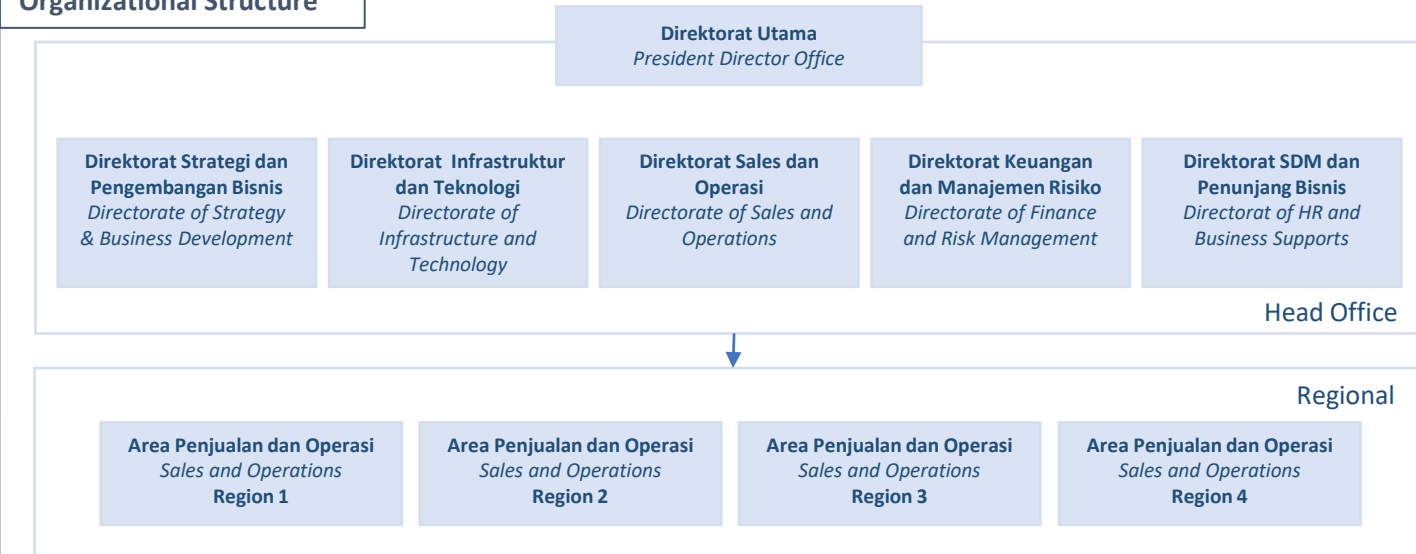
1. Niaga gas bumi dan LNG sebagai penggerak pertumbuhan ekonomi nasional berdasarkan prinsip-prinsip komersial yang kuat.
2. Penyediaan infrastruktur gas bumi dan LNG secara terintegrasi.
3. Pengusahaan kegiatan jasa pendukung penyediaan infrastruktur dan pemanfaatan gas bumi melalui pemilihan teknologi yang tepat guna.
4. Pengembangan bisnis melalui pemanfaatan gas bumi untuk industri berbasis gas dan turunannya.



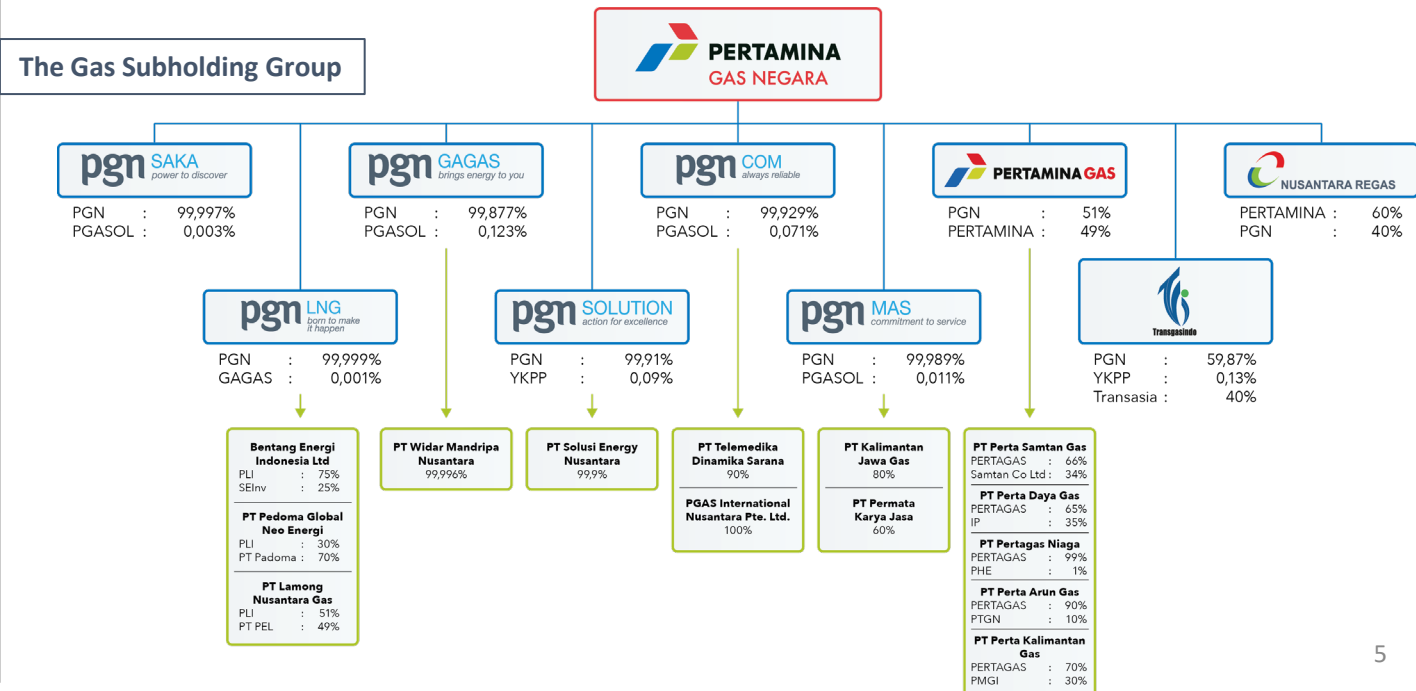
Conducting midstream and downstream gas business and other supporting business in commitment to increase the value for stakeholders through:

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. Supporting business in provision of natural gas infrastructure and utilization through selection of appropriate technology.
4. Business development through natural gas utilization for gas-based industries and its derivatives.

Organizational Structure



The Gas Subholding Group



UPSTREAM

Cadangan gas bumi di Indonesia lebih besar dari cadangan minyak bumi. Saka Energi Indonesia adalah anak perusahaan PGN yang memiliki kegiatan usaha di bidang hulu minyak dan gas bumi.

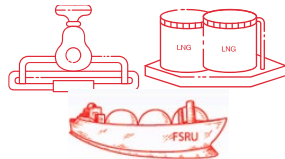
Natural gas reserves in Indonesia are larger than oil reserves. Saka Energi Indonesia is a subsidiary of PGN that has business activities in the upstream business.



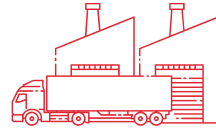
MIDSTREAM

PGN mengoperasikan pipa transmisi (melalui TGI, KJG, dan Pertagas) dan fasilitas regasifikasi LNG dengan kehandalan infrastruktur yang tinggi. Melalui FSRU dan Land Based Regasification Facility, LNG diubah menjadi gas bumi. PGN memiliki 2 (dua) FSRU yaitu FSRU Lampung dan FSRU Jawa Barat serta 1 (satu) fasilitas Regasifikasi darat di Arun melalui Pertagas.

PGN operate transmission pipelines (through TGI, KJG, and Pertagas) and LNG regasification facilities with a high availability infrastructure. FSRU Converts LNG into natural gas. PGN has 2 (two) FSRUs namely FSRU Lampung and FSRU West Java and also land based regasification facility in Arun through Pertagas.



DOWNSTREAM



Gas Transport Module (Gas Link)

Gas Link adalah solusi untuk penyaluran gas bumi ke lokasi yang tidak terkoneksi dengan pipa gas. Gas Link is a solution for channelling natural gas to location that are not connected to a gas pipeline.



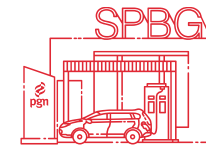
Mobile Refueling Unit (MRU)

MRU adalah solusi untuk stasiun pengisian bahan bakar gas untuk sektor transportasi menggunakan teknologi CNG. MRU is the solution for natural gas filling station for transportation using CNG technology.



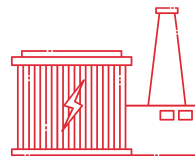
Pelanggan Komersial | Commercial Customer

Efisiensi dan kehandalan adalah faktor penting dalam menyalurkan energi kepada pelanggan komersial. PGN dapat memenuhi kebutuhan tersebut. Efficiency and reliability are important factors in distributing energy to commercial customers. PGN in can meet those needs.



SPBG | Gas Filling Station

Entitas Anak, Gagas Energi Indonesia mengoperasikan SPBG di 11 kota di Pulau Jawa dan Sumatera. Subsidiary, Gagas Energi Indonesia operates 16 Gas Filling Stations in 11 cities in Java and Sumatera.



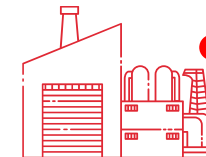
Pembangkit Listrik | Power Plants

Pembangkit Listrik berbahan bakar gas bumi lebih ramah lingkungan dibandingkan menggunakan bahan bakar minyak atau batu bara. Gas-fired power plant is more environment friendly compared to oil or coal.



Pelanggan Rumah Tangga | Household Customer

PGN telah menyalurkan gas pelanggan rumah tangga di 67 Kota/Kabupaten se-Indonesia. PGN has distributed gas household customers in 67 cities/regencies all over Indonesia.



Sektor Industri | Industrial Sector

Pertumbuhan Indonesia didorong oleh pertumbuhan sektor industrinya. PGN terus berupaya mendorong efisiensi penggunaan bahan bakar dengan mendistribusikan gas bumi ke berbagai kawasan industri di Indonesia. 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.



Jaringan Pipa | Pipeline Network

Total panjang jaringan pipa | Total pipeline network: ± 13.005 km

- Pipa Gas | Gas Pipeline: ± 12.400 km
- Pipa Minyak | Oil Pipeline: ± 605 km

Infrastruktur Gas | Gas Infrastructure

- 2 FSRUs + 1 land-based regasification terminal
- 12 SPBG (Gas Fuelling Stations), 4 MRUs
- 2 LPG processing plant (stripping & compression)

Aset Hulu | Upstream Assets

Total Aset | Total assets 11 blok/blocks
(6 blocks operation, 5 blocks exploration)

Komposisi Dewan Komisaris | BOC Composition

Komposisi BoC dan BoD per 14 November 2023 (Keputusan RUPS Luar Biasa Tahun 2023) | *BoC and BoD Composition as of 14 November 2023 (Resolutions of EGMS 2023)*



Amien Sunaryadi
Komisaris Utama dan Komisaris
Independen
President Commissioner and
Independent Commissioner



Luky Alfirman
Komisaris
Commissioner



Warih Sadono
Komisaris
Commissioner



Dini Shanti Purwono
Komisaris Independen
Independent Commissioner



Christian H. Siboro
Komisaris Independen
Independent Commissioner



Abdullah Afa Fuad
Komisaris Independen
Independent Commissioner

Komposisi Direksi | BOD Composition



Arief S. Handoko
Direktur Utama
President Director



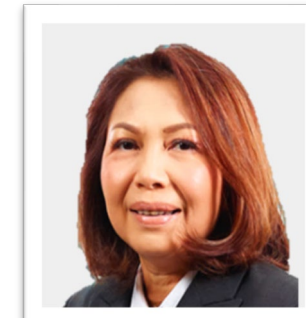
Fadjar Harianto Widodo
Direktur Keuangan dan
Manajemen Risiko
Director of Finance and
Risk Management



Beni Syarif Hidayat
Direktur SDM dan
Penunjang Bisnis
Director of HR and
Business Support



Rosa Permata Sari
Direktur Strategi dan
Pengembangan Bisnis
Director of Strategy and
Business Development



Ratih Esti Prihatini
Direktur Sales dan Operasi
Director of Sales and
Operations



Harry Budi Sidharta
Direktur Infrastruktur
dan Teknologi
Director of Infrastructure
and Technology

Ikhtisar Kinerja Keuangan | *Financial Highlights*



Ikhtisar Kinerja Operasional | *Operational Highlights*



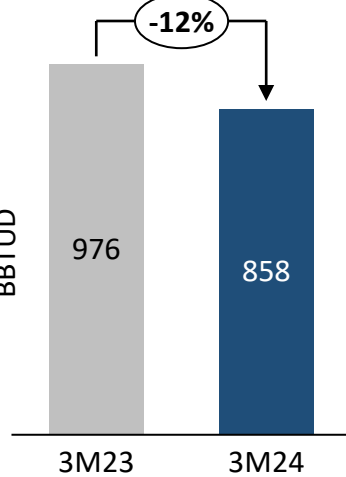
Kinerja 3M-2024

3M-2024 Performance

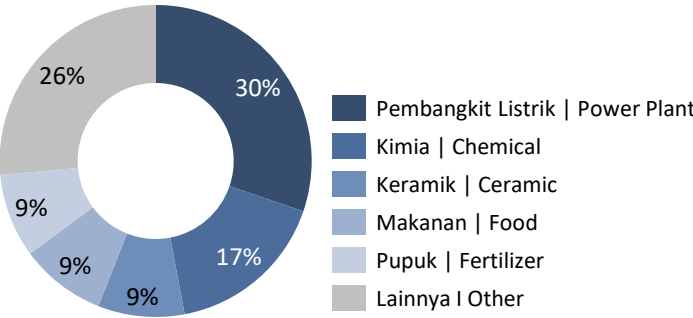


Kinerja Operasional | Operational Performance

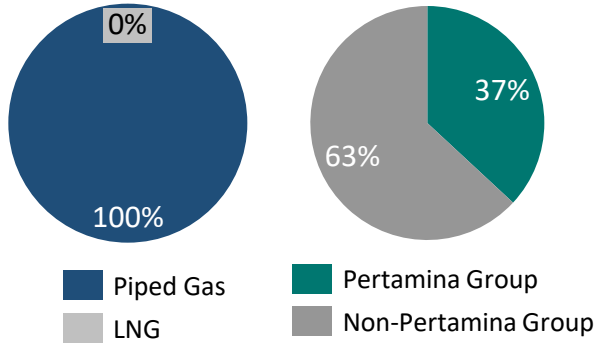
Niaga Gas | Gas Sales
Di luar TUA dan LNG Trading



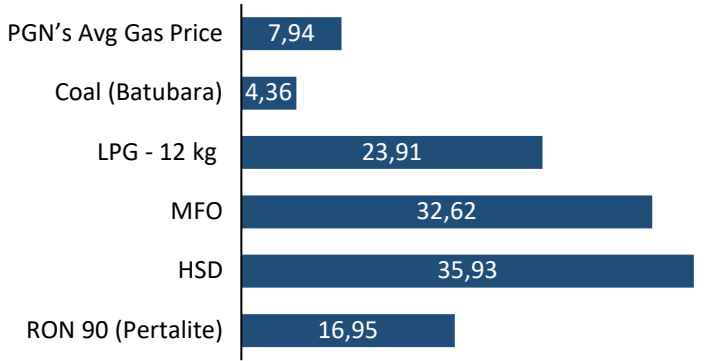
Konsumsi Pelanggan Industri terhadap Niaga Gas
Industrial Consumption to Gas Sales



Sumber Gas | Gas Sources
(per | as of 31 Mar 2024)

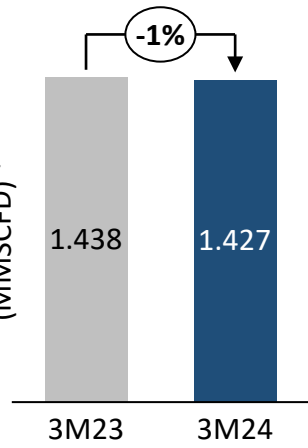


Harga Gas PGN vs Energi Lain
PGN's ASP vs Other Energy
(USD/MMBTU)

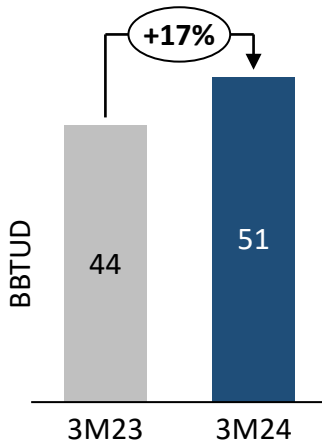


Per | as of 31 Mar 2024
Rata-rata ICP | Avg. ICP USD 80/barrel

Transmisi Gas
Gas Transmission

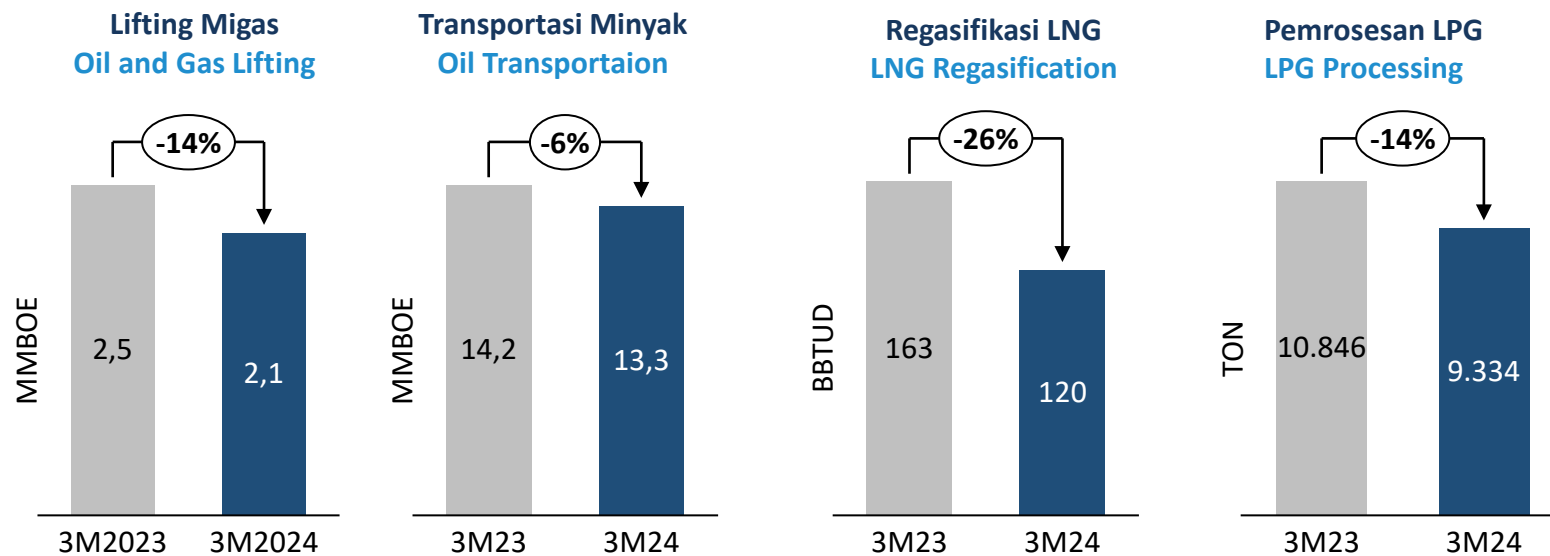


Volume TUA | TUA Volume
FSRU Lampung



Iktisar Kinerja | Business Highlights

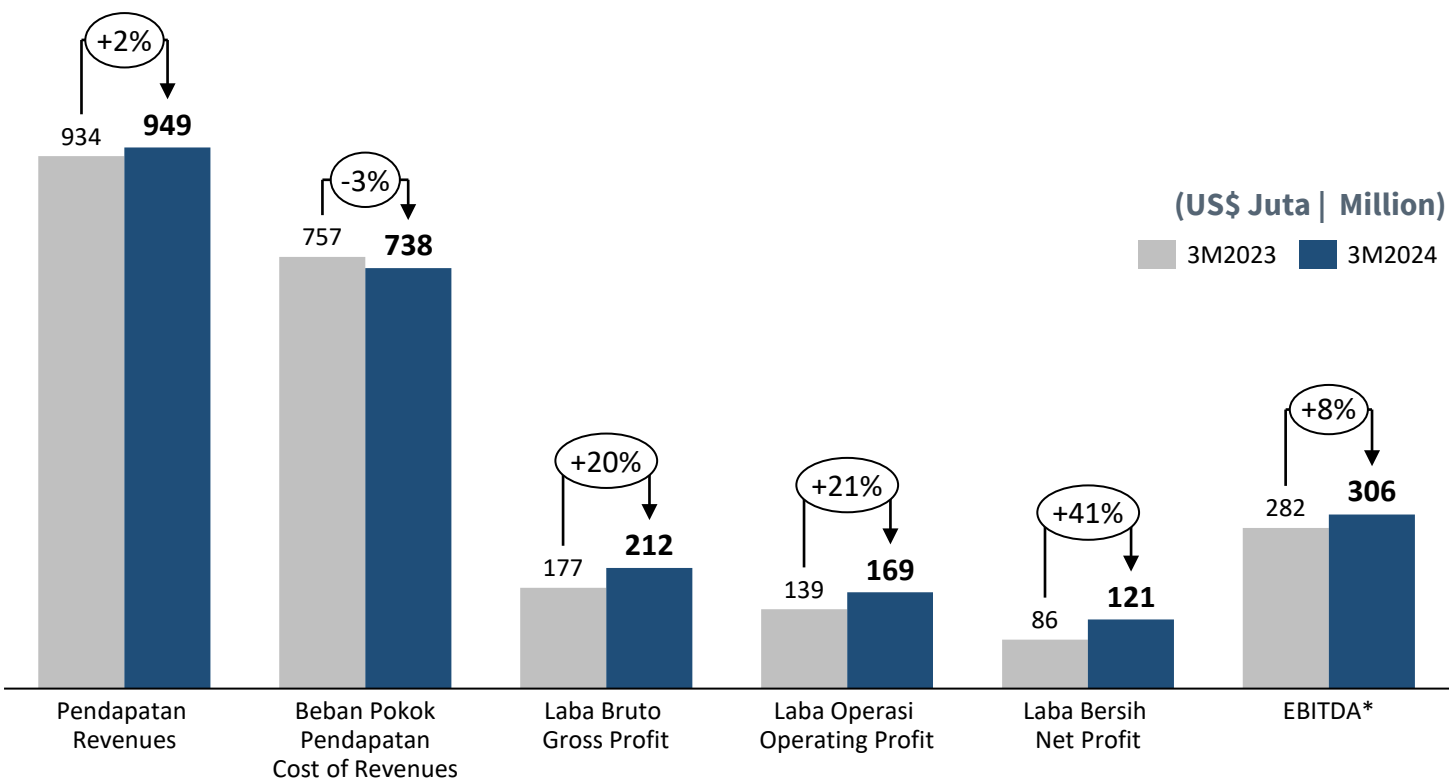
- Pencapaian volume niaga gas** YoY terutama dipengaruhi oleh kondisi keterbatasan pasokan gas yang disebabkan penurunan volume dari pemasok di wilayah Sumatera dan Jawa.
Gas sales volume YoY was mainly affected by shortage gas supply due to declining volume from suppliers in the Sumatra and West Java regions.
- Pencapaian volume transmisi gas** YoY sesuai dengan kemampuan dari shipper/pelanggan.
Gas transporting through transmission pipeline YoY reflecting demand from shipper/customers
- Peningkatan penyaluran gas bumi** melalui Terminal Usage Agreement (Kontrak TUA) FSRU Lampung didorong oleh peningkatan kebutuhan PLN.
Higher gas volume through the FSRU Lampung Terminal Usage Agreement (TUA Contract) was mainly driven by the increasing demand from PLN



Iktisar Kinerja | Business Highlights

- Pencapaian volume lifting minyak dan gas** YoY terutama dipengaruhi penurunan produksi & lifting dari blok Fasken, Muara Bakau dan Muriah.
Oil and gas Lifting volume YoY was mainly affected by lower production & lifting from Fasken, Muara Bakau and Muriah block
- Pencapaian volume transportasi minyak** YoY terutama disebabkan penurunan penyaluran minyak melalui pipa Rokan dan non Rokan.
Oil transportation volume YoY was mainly driven by lower oil transporting through Rokan and non Rokan oil transmission
- Pencapaian volume regasifikasi** YoY terutama disebabkan penurunan permintaan regasifikasi dari pelanggan.
Regasification volume YoY was primarily affected by the lower regasification demand from customers.
- Pencapaian volume pemrosesan LPG** YoY dikontribusikan dari penurunan feed gas dan demand dari pelanggan di LPG ENP Plant.
LPG processing volume YoY was contributed by the decrease in gas feed supply at LPG ENP Plant as well as lower demand from customer.

Laba/Rugi Konsolidasian | Consolidated Income Statement



- **Kenaikan Pendapatan Konsolidasi YoY** terutama didorong oleh adanya penambahan kontribusi pendapatan dari segmen LNG trading serta kenaikan kontribusi dari segmen transmisi gas dan regasifikasi ditengah penurunan kinerja segmen bisnis lainnya.
- **Peningkatan Laba Bersih Konsolidasi YoY** terutama dikontribusikan dari peningkatan pendapatan dan laba operasi yang didukung oleh penurunan beban pokok pendapatan dan rendahnya beban keuangan.
- **Peningkatan EBITDA Konsolidasi YoY** terutama dikontribusikan dari peningkatan laba operasi.

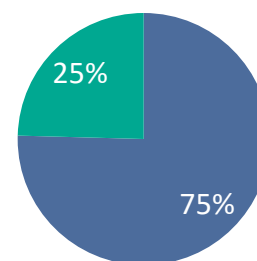
- **Increasing Consolidated Revenues YoY** was mainly driven by additional revenue contribution from the LNG trading segment, as well as increased contribution from the gas transmission and regasification segments amid declining performance in other business segments.
- **Higher Consolidated Net Profit YoY** was primarily driven by increasing revenue and operating profit supported by a decrease in cost of revenue and lower finance cost.
- **Higher Consolidated EBITDA YoY** mainly contributed by the increase in operating profit.

**) Memperhitungkan Laba/Rugi Selisih Kurs dan Profit dari Ventura Bersama
Taking into account Profit/Loss on Foreign Exchange and Profit from Join Venture*

Kontribusi Pendapatan Revenue Contribution



Kontribusi EBITDA EBITDA Contribution



Posisi Keuangan Konsolidasian | Consolidated Financial Position

(US\$ Juta | Million)

Posisi Keuangan	31 Dec 2023 (Audited)	31 Mar 2024	<i>Financial Position</i>
TOTAL ASET	6.599	6.728	<i>TOTAL ASSETS</i>
TOTAL LIABILITAS	3.059	3.057	<i>TOTAL LIABILITIES</i>
TOTAL EKUITAS	3.540	3.670	<i>TOTAL EQUITY</i>

Arus Kas Konsolidasian | Consolidated Cashflow

(US\$ Juta | Million)

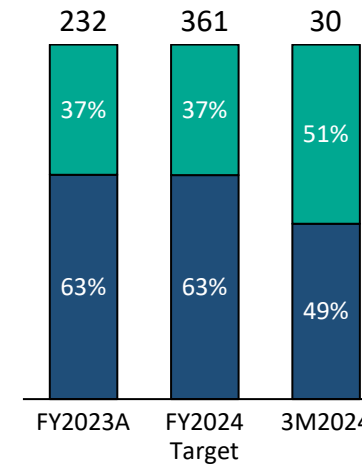
Arus Kas	31 Mar 2023	31 Mar 2024	<i>Cashflow</i>
Kas Setara Kas Awal Periode	1.448	1.245	<i>Beginning Balance</i>
Arus Kas dari Aktifitas Operasi	240	240	<i>Cash flow from operating</i>
Arus Kas dari Aktifitas Investasi	(25)	(28)	<i>Cash flow from investment</i>
Arus Kas dari Aktifitas Pendanaan	(66)	(48)	<i>Cash flow from financing</i>
Pengaruh Perubahan Kurs	30	(20)	<i>Foreign Exchange Impact</i>
Kas Setara Kas Akhir Periode	1.627	1.388	<i>Ending Balance</i>

Arus Kas Konsolidasian merefleksikan posisi arus kas Perseroan yang kuat terutama didorong dari arus kas operasi yang positif.

Consolidated Cashflow reflecting strong cashflow position mainly driven by positive operating cashflow.

Belanja Modal | CAPEX

(US\$ Juta | Million)



Upstream
Downstream & Others

PGN mengedepankan prinsip kehati-hatian dalam menjalankan rencana investasinya di tengah kondisi yang penuh tantangan.
PGN puts forward prudent principle in carrying out its investment plans amidst challenging conditions.

Rasio Keuangan | Financial Ratios

Rasio Keuangan <i>Financial Ratios</i>	31 Mar 2023	31 Mar 2024
EBITDA Margin	30%	32%
EBITDA/Interest Expense (x)	10,3	15,3
Debt-to-Equity*	0,6	0,4

*Interest Bearing Debt

Investasi & Proyek Strategis

Strategic Projects & Investment

(per 31 Maret 2024 | as of 31 March 2024)





PGN melalui Anak Perusahaan, PT Pertamina Gas (Pertagas), bersinergi dengan PT Pertamina Patra Niaga (PPN) untuk membangun Pipa Bahan Bakar Minyak (BBM) Cikampek-Plumpang dengan skema *Build-Maintenance-Transfer* (BMT) dan jangka waktu 10 tahun masa pengoperasian. Pembangunan pipa tersebut merupakan salah satu pengembangan portfolio bisnis Subholding Gas dalam lingkup bisnis infrastruktur khususnya transportasi energi melalui pipa.

PGN, through its subsidiary, PT Pertamina Gas (Pertagas), synergized with PT Pertamina Patra Niaga (PPN) to build Cikampek-Plumpang Oil Transportation Pipeline with Build-Maintenance-Transfer (BMT) scheme and 10 years operating periode. The construction of this pipeline is one of Subholding Gas business portfolio developments in infrastructure business, especially energy transportation via pipeline.

Cikampek-Plumpang Oil Transportation Pipeline	
Commissioning	Q1 2027
Volume	4,6 Milyar Liter/Tahun
Length/Diameter	96 km/16"
Progress	<ul style="list-style-type: none"> • Penunjukan Pemenang tender Pekerjaan Penyediaan Jasa PIPANISASI BBM Cikampek – Plumpang dari PPN kepada Pertagas pada 7 Februari 2024. • <i>Final Investment Decision (FID)</i> pada 28 Maret 2024. • <i>Award of tender Provision of Cikampek - Plumpang Oil Pipeline from PPN to Pertagas on February 7th 2024.</i> • <i>Final Investment Decision (FID) on March 28th 2024.</i>



Remarks

- Sales Area Program Sayang Ibu (PSI)
- FSRU

- Medan
- Deli Serdang
- Dumai
- Palembang
- Bandar Lampung
- Batam

- Cilegon
- Tangerang
- Tangerang Selatan
- Karawang
- Jakarta
- Kota & Kab Bogor
- Bekasi
- Kota & Kab Cirebon

- Semarang
- Yogyakarta
- Gresik
- Surabaya
- Sidoarjo
- Mojokerto
- Pasuruan
- Sleman
- Lamongan
- Banggai
- Sorong

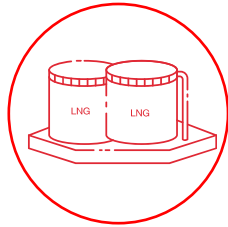
JARGAS PSI (APGN) 2021-2024

- SOR I** Total 290.400 SR/connections
- SOR II** 16 Area Penjualan (*Sales Area*)
- SOR III** 36 kota/kabupaten (*cities/regencies*)

Overall constructions *progress 76,25%*.

- Progress of pipeline construction 2.034 Km (90%).
- 113.240 SR/house connections has been installed since 2021.

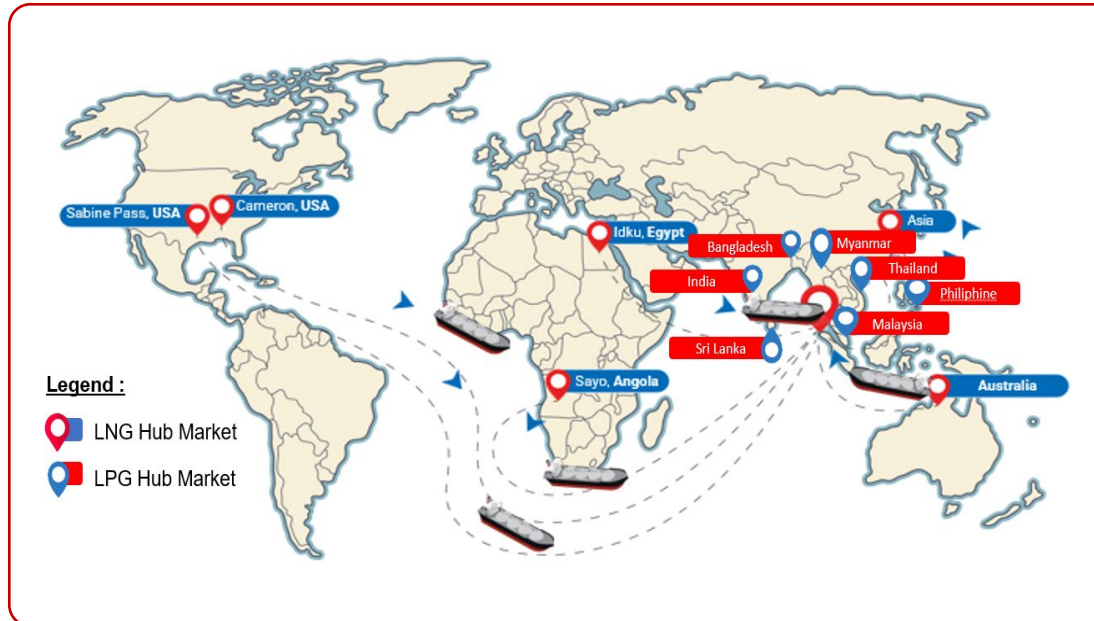
LNG Hub Arun (Revitalisasi Tangki F-6004) | LNG Hub Arun (Revitalization of Tank F-6004)



Berdasarkan hasil analisa pasar, terdapat potensi kebutuhan tangki LNG di Asia – Pasifik s.d 3 tangki.
Based on market research, there is a potential need for LNG tanks in Asia - Pacific up to 3 tanks.

Terminal LNG Arun terletak di jalur perdagangan yang strategis dan dekat dengan pasar LNG yang sedang berkembang di Asia Tenggara dan Asia Selatan.
Arun LNG Terminal is located on a strategic trade route and close to the emerging LNG markets in Southeast Asia and South Asia.

Terminal LNG Arun memiliki aspirasi untuk menjadi LNG Hub leader di Asia. Salah satu tahap awal adalah dengan revitalisasi tangki F-6004 yang saat ini dalam status tidak digunakan sejak tahun 2004.
Arun LNG Terminal aspires to become the LNG Hub leader in Asia. The initial stages is through the revitalization of the F-6004 tank which has not been used since 2004.



DESAIN DESIGN	STATUS PROGRESS
<ul style="list-style-type: none"> • Design capacity : 127.000 m³ • Target Operation : Q1 2025 • Scope : <ul style="list-style-type: none"> ➢ Revitalization LNG Tank F-6004 ➢ Modification Bottom Filling ➢ Re-activation compressor system K-2501B ➢ Modification of Berth 2 for Small Scale LNGC 	<ul style="list-style-type: none"> • Penunjukan pemenang untuk paket EPC Tank dan telah dilakukan Kick Off Meeting pada 28 Maret 2024. • Progress paket EPC Non-tank 22,95%. <i>Award for Tank EPC Package and Kick Off Meeting on March 28th 2024.</i> <i>Progress of EPC non-tank package 22,95%.</i>

Biomethane is one of future green energy business in Pertamina to support net zero emission by 2060

Pertamina is committed to support Indonesia government commitment to achieve Net Zero by 2060 or sooner by developing roadmap of asset decarbonization and green business building

GHG Savings Value #1 Carbon Credit



Avoid Methane Leakage to Atmospher

GHG Savings Value #2 BioCertificate

CO2 from Bio-methane Combustion



DESAIN | DESIGN

- Joint Study antara PGN bersama dengan Konsorsium Jepang terkait pengembangan biomethane.
Joint Study of biomethane development between PGN and Japan Consortium.
- **Business Model:** PGN dan Konsorsium membentuk Joint Venture Company untuk pendirian Biomethane Plant ("JV"). JV kemudian membawa Biomethane ke injection point di Stasiun Gas Pagardewa. Selanjutnya PGN membawa biomethane tersebut melalui pipa SSWJ dan pipa distribusi ke pelanggan yang ingin menggunakan Biomethane.
PGN and Consortium will establish a Joint Venture Company for Biomethane Plant ("JV"). The JV then brought Biomethane to the injection point at Pagardewa Gas Station which is the handover point between PGN and the JV. PGN then brings the biomethane through SSWJ pipeline and distribution pipeline to customers in Sumatera, Java, and Batam Area.
- **Estimated Demand:** 1,2 – 5,2 MMSCFD

STATUS | PROGRESS

- ☑ Studi Kelayakan Pemanfaatan Biomethane dari Palm Oil Mill Effluent (POME) Sebagai Upaya Dalam Reduksi Emisi Karbon di Indonesia dan Studi Kelayakan Pembangunan Fasilitas Injection Point di Area Stasiun Gas Pagardewa pada Februari 2023.
Feasibility Study on Utilization of Biomethane from Palm Oil Mill Effluent (POME) as an Effort to Reduce Carbon Emissions in Indonesia and Feasibility Study for The Construction of Injection Point Facility in Pagardewa Gas Station on February, 2023.
- ☑ Penandatanganan HoA dengan Konsorsium pada 11 Agustus 2023.
HoA with Consortium has been signed on August 11, 2023.
- ☑ FEED Injection Point Biomethane telah selesai pada Oktober 2023.
FEED Injection Point Biomethane has been done on October, 2023.
- ☑ Telah ditandatangani LOI non binding dengan calon pelanggan.
LOI non binding with potential customers.
- FEED Biomethane Plant dalam proses penyusunan oleh konsultan.
The Consultant are preparing the FEED Biomethane Plant.

Benefit for Customer :

1. Green Loan
2. Target Carbon Reduction
3. Incentive for export
4. Subsidies from Japan Government

Terima Kasih | Thank You

Kantor Pusat | Headquarter

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

Hubungan Investor | Investor Relations

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LEMBAR PERSETUJUAN
PRESENTASI INVESTOR
KONSOLIDASIAN 3M-2024

AUTHORIZATION FORM
INVESTOR PRESENTATION
CONSOLIDATED 3M-2024



Lembar Persetujuan | Authorization Form

Jakarta,

Amien Sunaryadi

Komisaris Utama dan Komisaris Independen
President Commissioner and Independent
Commissioner

Luky Alfirman

Komisaris
Commissioner

Warih Sadono

Komisaris
Commissioner

Christian H. Siboro

Komisaris Independen
Independent Commissioner

Dini Shanti Purwono

Komisaris Independen
Independent Commissioner

Abdullah Aufa Fuad

Komisaris Independen
Independent Commissioner

Lembar Persetujuan | Authorization Form

Jakarta,

Arief S. Handoko
Direktur Utama
President Director

Fadjar Harianto Widodo
Direktur Keuangan & Manajemen Risiko
Director of Finance & Risk Management

Beni Syarif Hidayat
Direktur SDM & Penunjang Bisnis
Director of HR & Business Support

Rosa Permata Sari
Direktur Strategi & Pengembangan Bisnis
Director of Strategy & Business Development

Ratih Esti Prihatini
Direktur Sales & Operasi
Director of Sales & Operations

Harry Budi Sidharta
Direktur Infrastruktur & Teknologi
Director of Infrastructure & Technology