



Presentation to The Investors

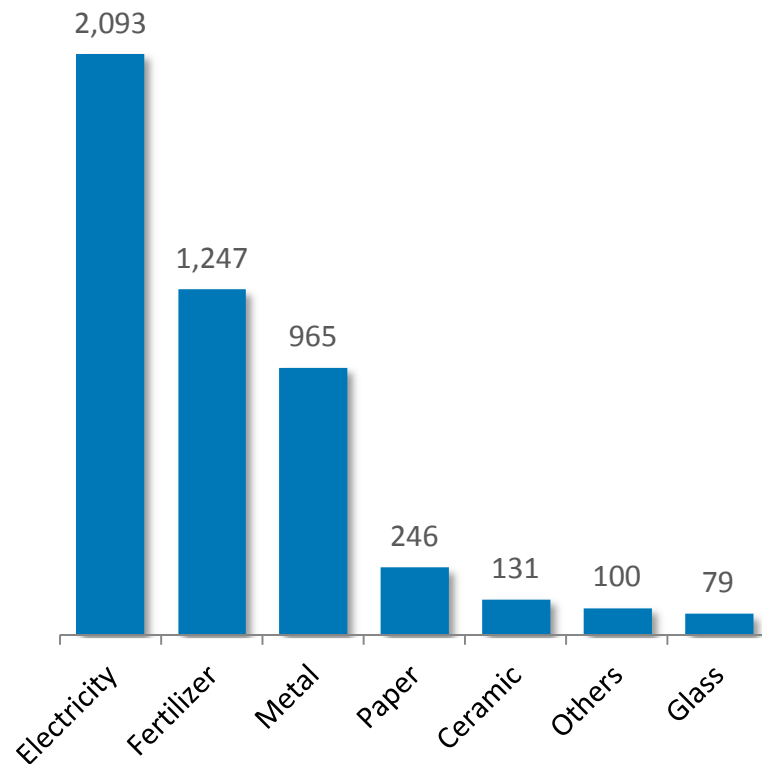
PT Perusahaan Gas Negara (Persero) Tbk

November 2011 Update

***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.

Demand for Natural Gas



Source: Ministry of Industry Republic of Indonesia & PLN

No Subsidy of Fuel for the Industries

Subsidies for industries revoked in 2005

Pricing and Efficiencies

Significant price and efficiencies benefits by converting to natural gas, as well as environmental concerns

Conversion of Power Plants

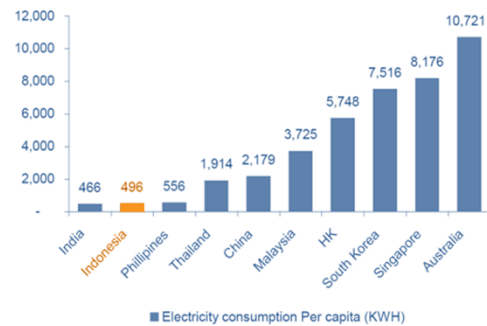
Pent-up demand from the conversion of existing dual fired power plants pending availability of gas

Demand from the industries

Require natural gas to compete in the era of Free Trade Agreement

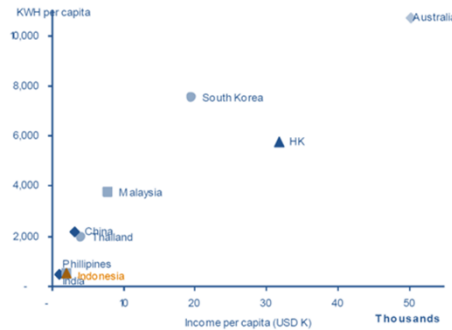
Current Low Consumption to Drive Demand

Asia Pacific electricity consumption per capita



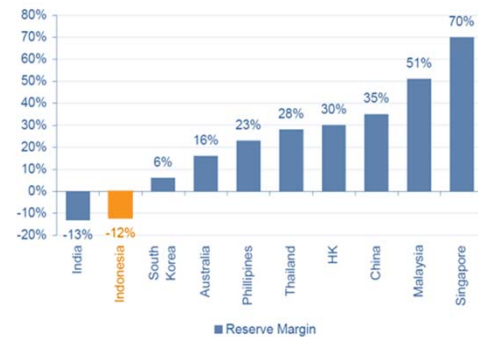
Source: Bloomberg, Macquarie Research, April 2010

Income per capita vs electricity per capita



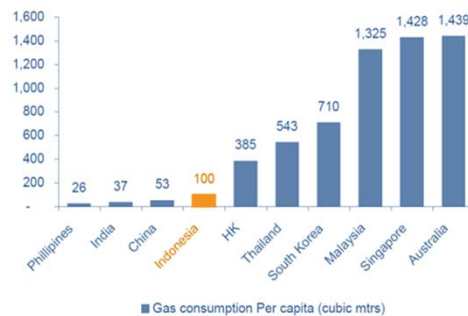
Source: Bloomberg, Macquarie Research, April 2010

Indian/Indonesian = negative reserve margins



Source: Bloomberg, Macquarie Research, April 2010

Asia Pacific gas consumption per capita



Source: Bloomberg, Macquarie Research, April 2010

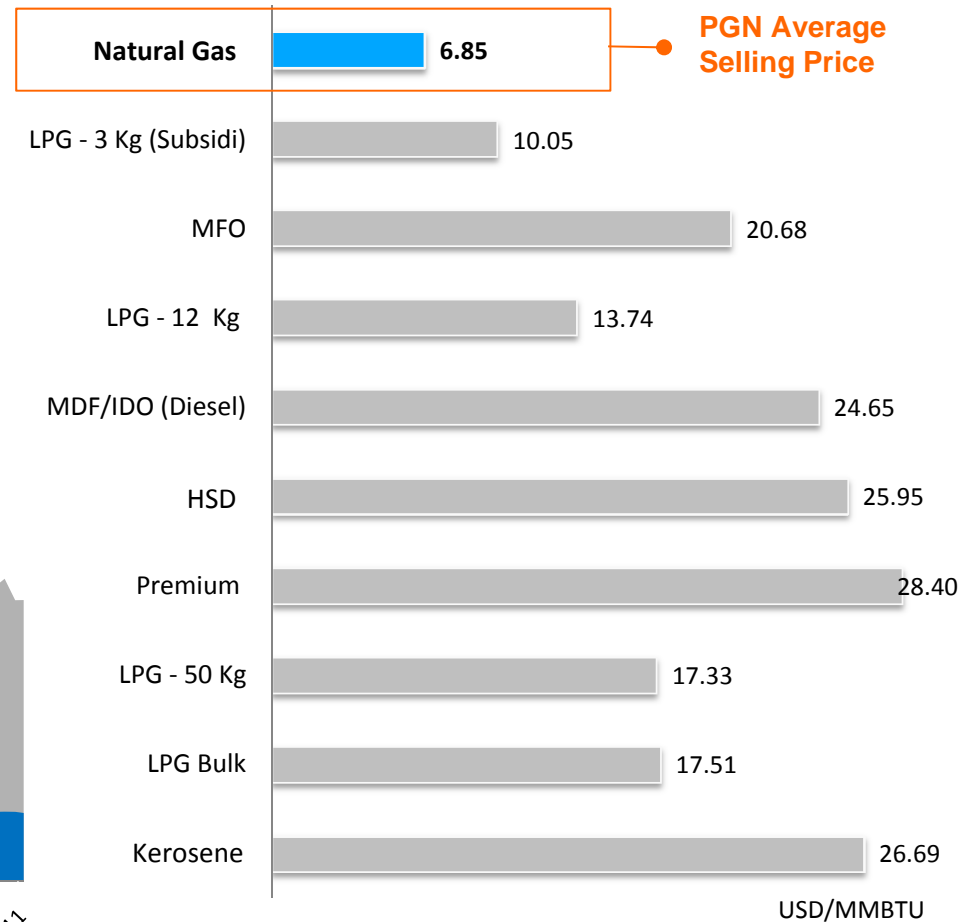
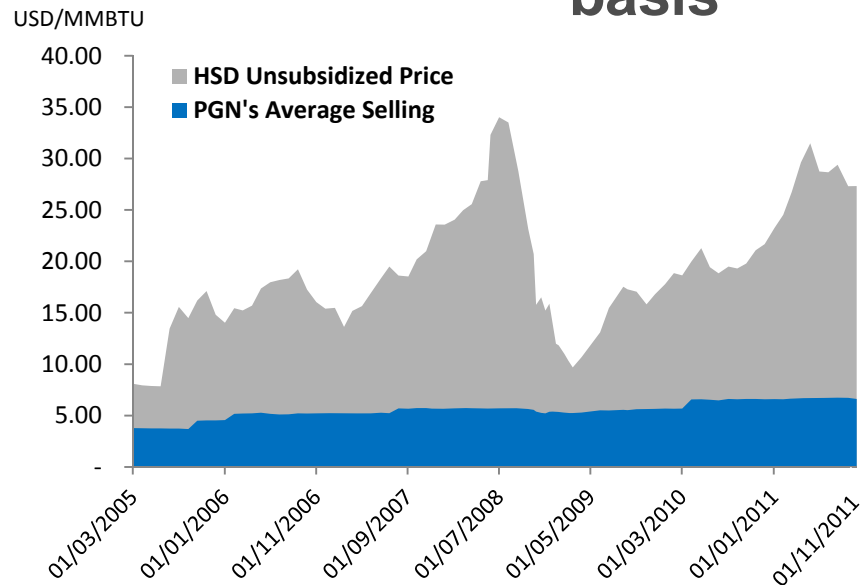
Low level of current consumption of natural gas and electricity

Ensure the continuing growth of demand for natural gas

Opportunity : Price Advantages

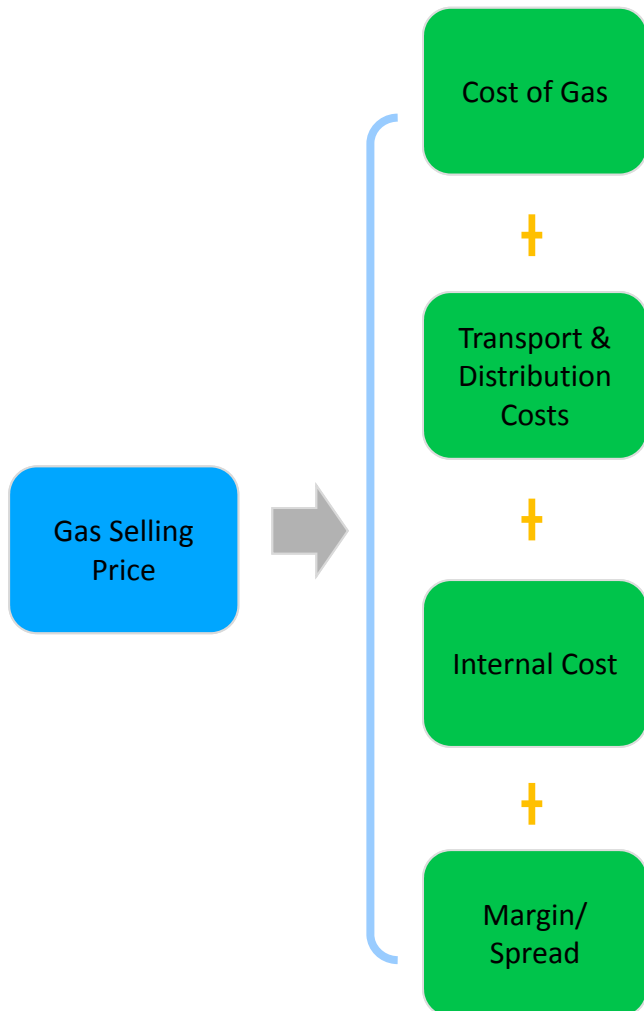
**Lower gas price
compares to
other fuels**

**Industrial Prices
are set on B-to-B
basis**



Note:
Fuel price Pertamina as of 1 November 2011
Exchange rate USD 1 = IDR 9,400

Pricing Scheme



Minister of Energy and Mineral Resources Decree No. 19 Year 2009

- Allows pricing for “general users” to be determined by the Companies
- General users are non-subsidized industries and power plants

Pricing Considerations

- Demand and Supply Dynamics
- Affordability
- Reasonable Margin

Intended to stimulate more supplies to meet the growing demands

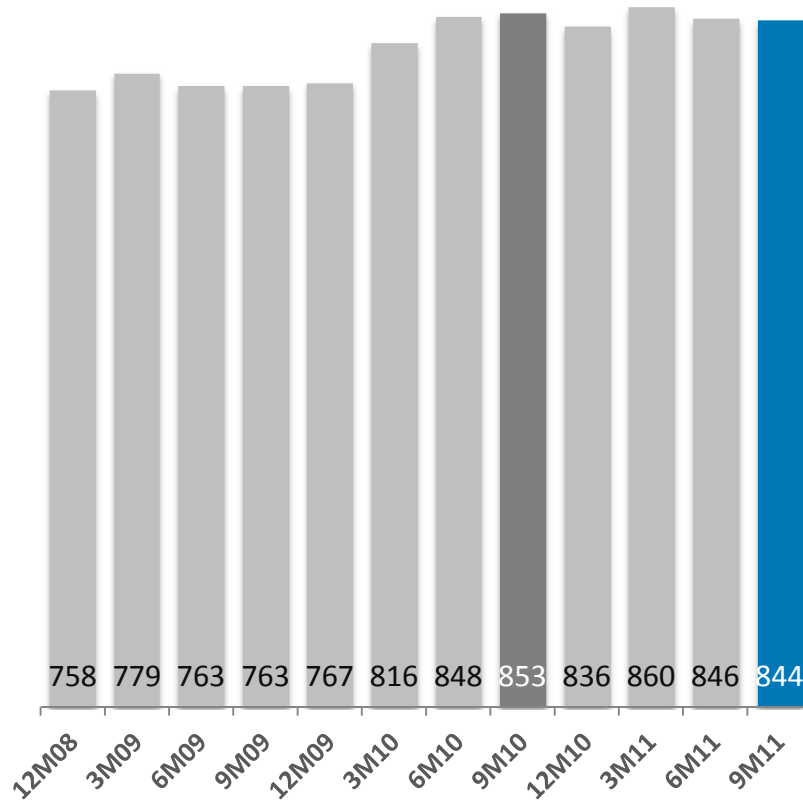
Implementation

- PGN has taken the effort to communicate and educate the end users market on the merit of new pricing flexibility
- Implement new pricing scheme with “regionalized” and “differentiated pricing” on nationwide basis starting from 1 April 2010

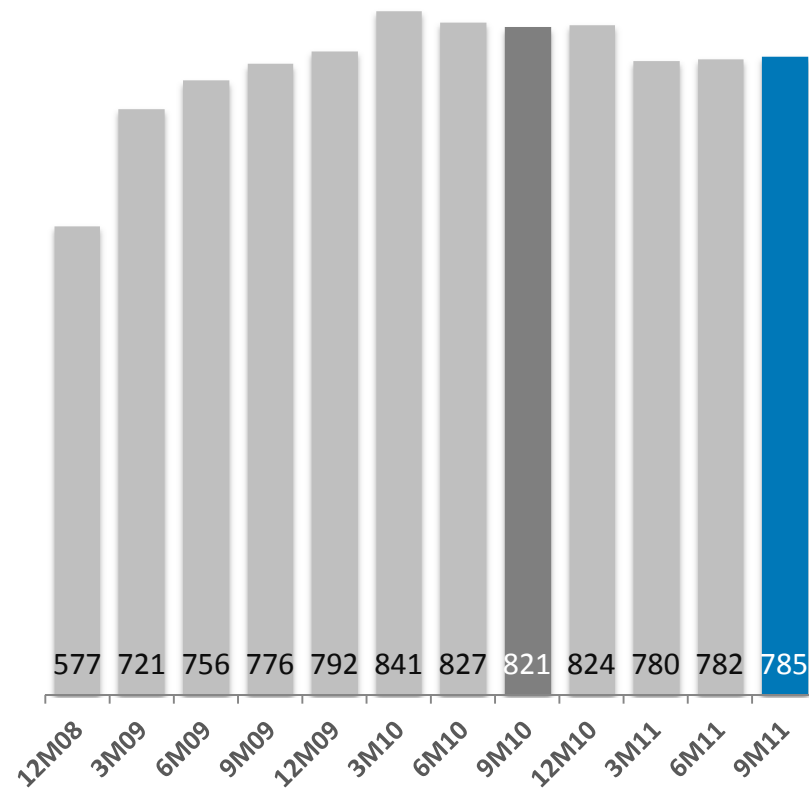


Growing operational performance

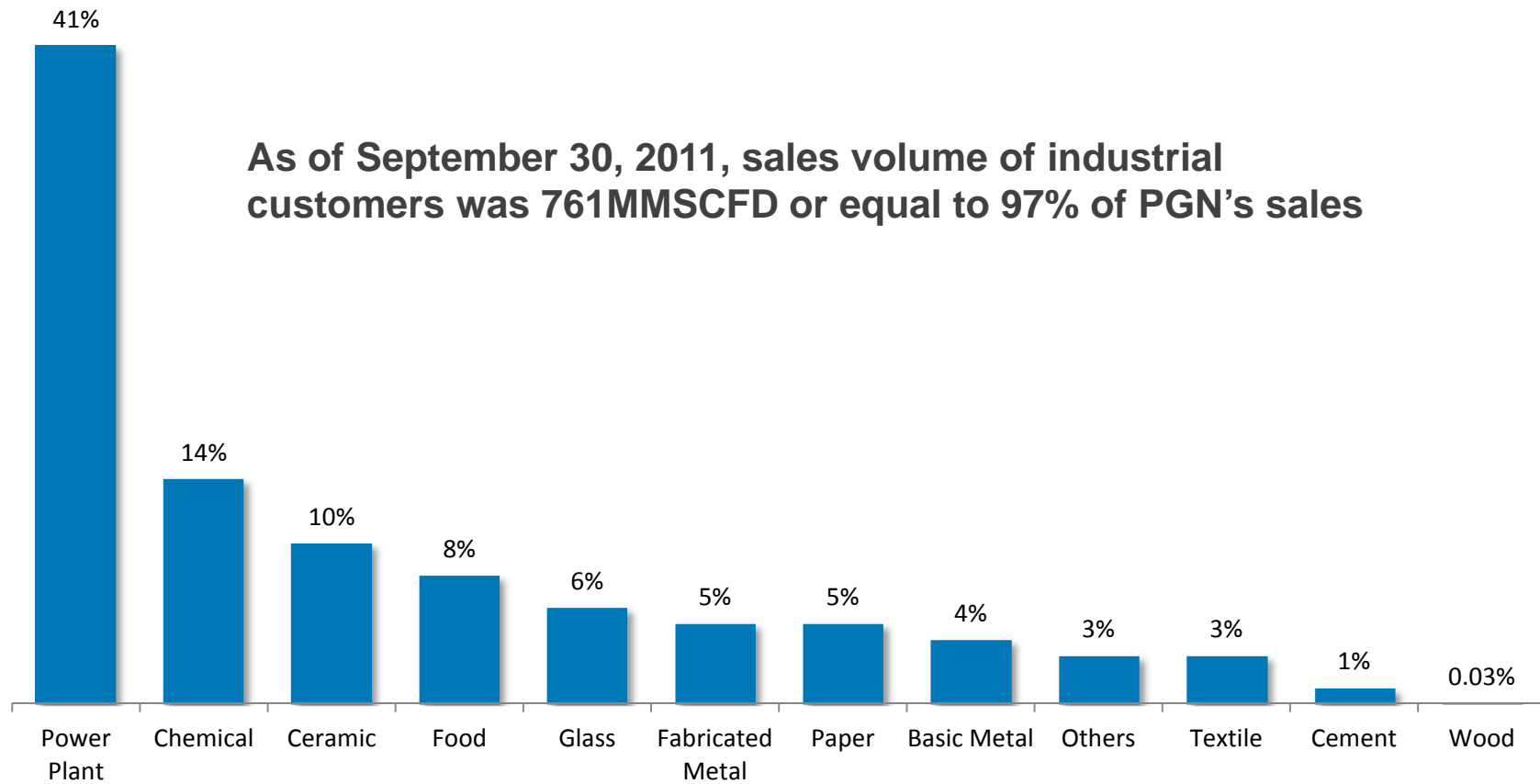
Transmission Volume
[MMScfd]



Distribution Volume
[MMScfd]

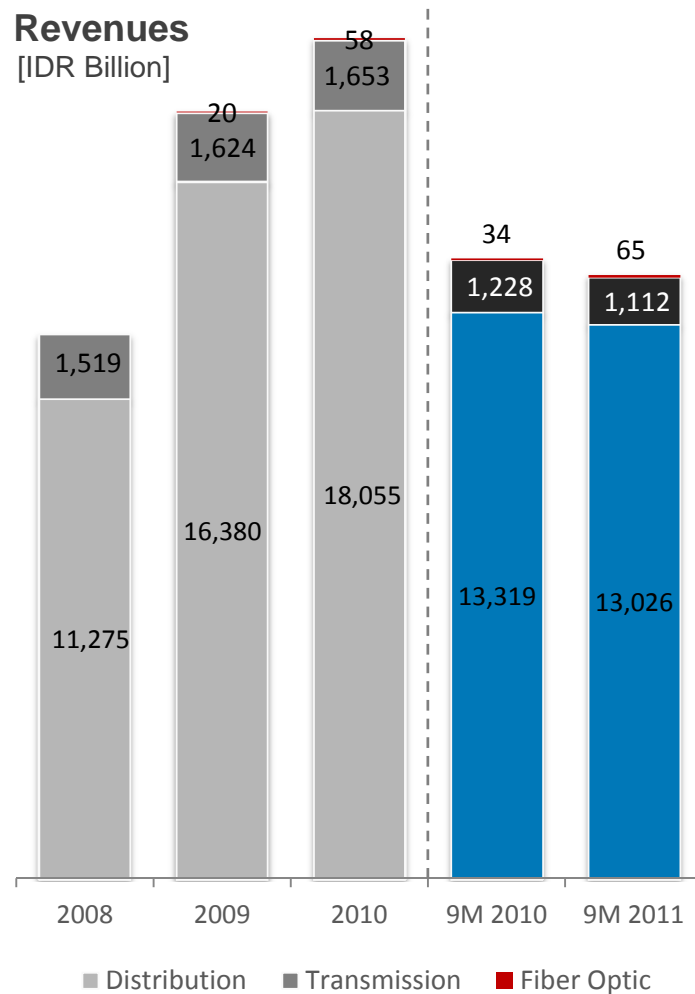


Customers' Profile

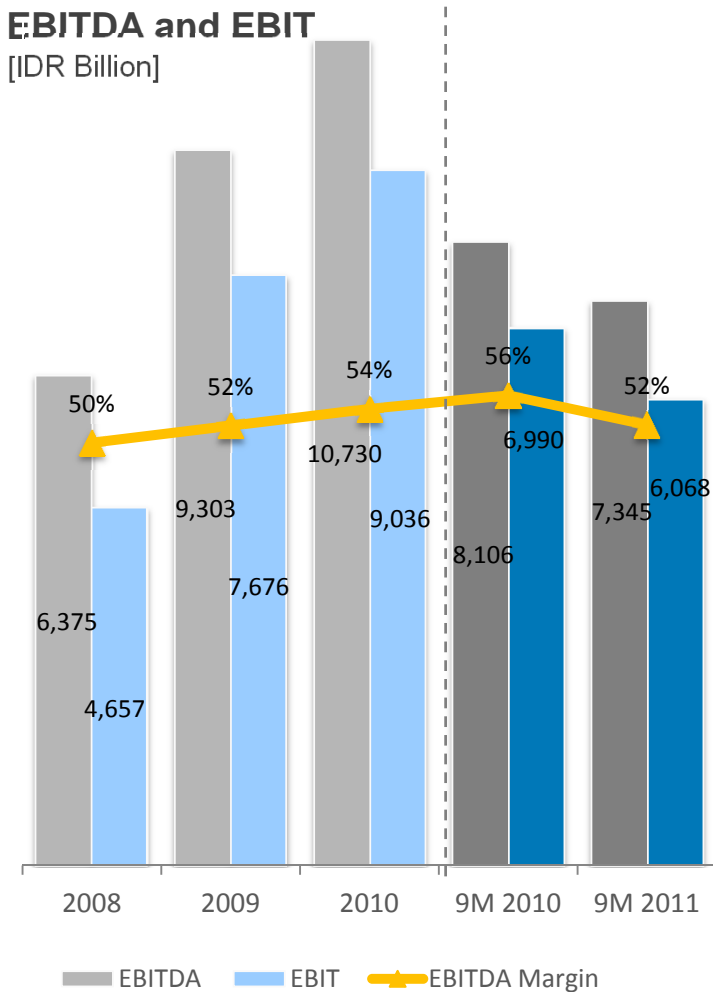


Revenues, EBITDA and EBIT

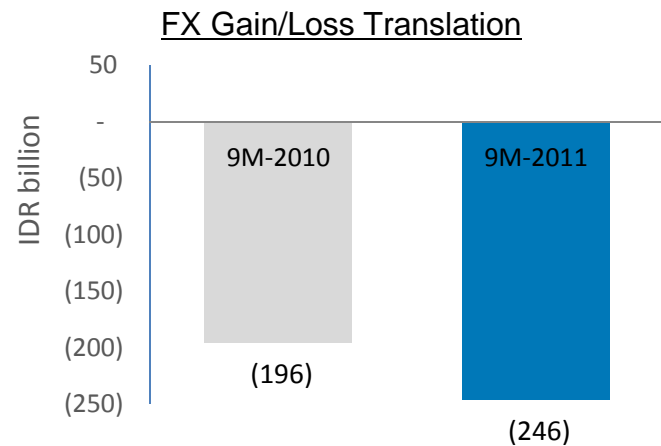
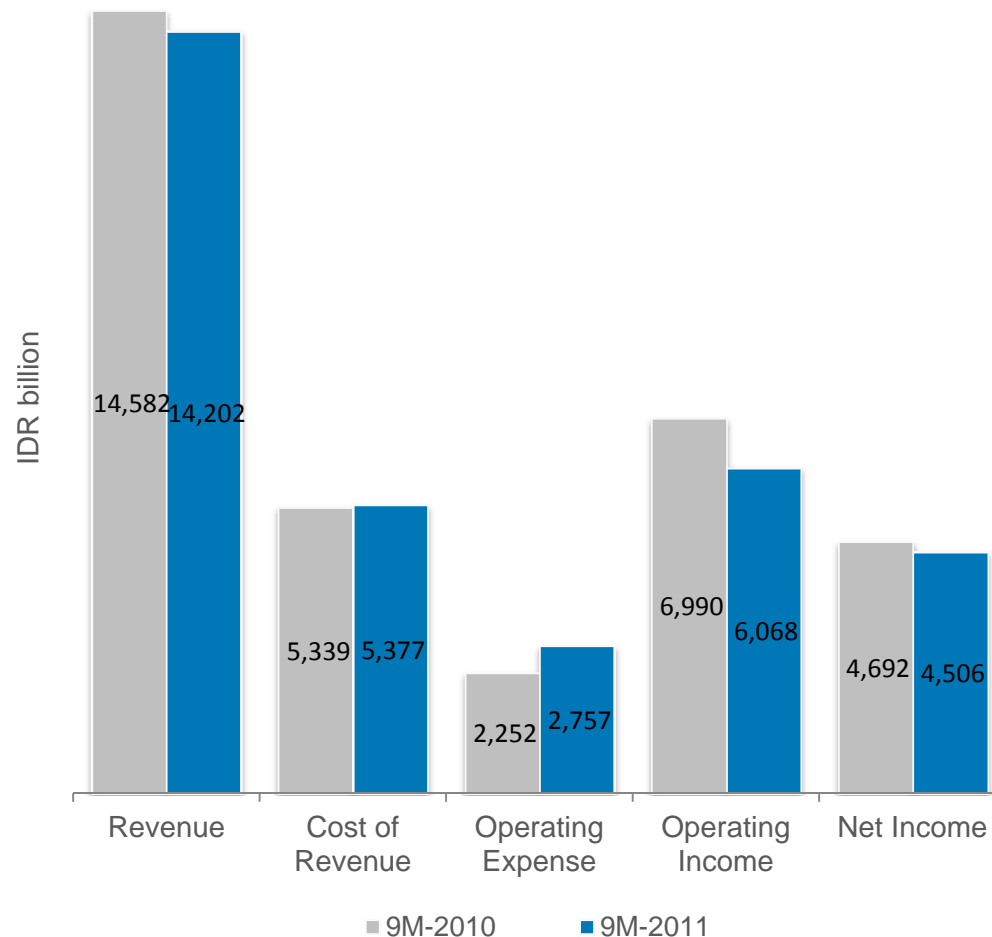
Revenues
[IDR Billion]



EBITDA and EBIT
[IDR Billion]



Interim Consolidated Statements of Comprehensive Income 9M-2011



Exchange Rate	
- 30 Sept 2010	USD1 = IDR8,924 & JPY1 = IDR106.77
- 30 Sept 2011	USD1 = IDR8,823 & JPY1 = IDR115.24



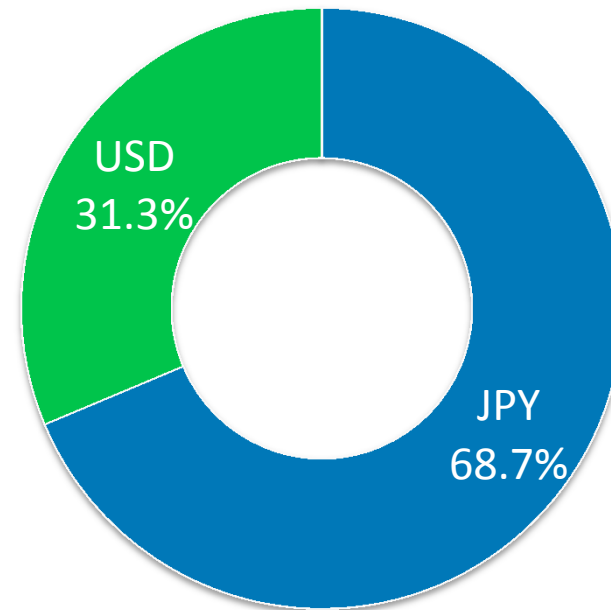
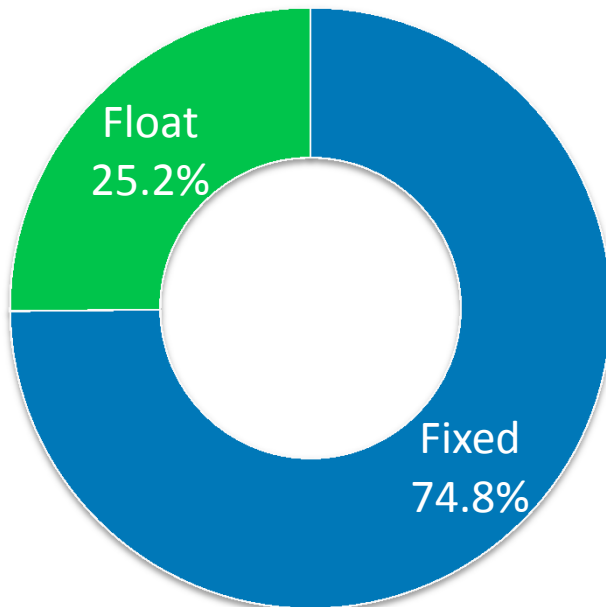
Interim Consolidated Statements of Financial Position

(IDR billion)	1 Jan 2010/ 31 Dec 2009	Dec 31, 2010	Sept 30, 2011
Current Assets	9,211	13,858	12,237
Non Current Assets	19,408	18,229	17,051
Total Assets	28,619	32,087	29,288
Current Liabilities	3,729	4,036	2,433
Non Current Liabilities	12,163	12,950	11,249
Total Equity	12,727	15,101	15,606
Total Liabilities And Shareholders Equity	28,619	32,087	29,288

Key Ratios	9M-2010	9M-2011
Debt to Equity Ratio (x)	1.0	0.7
Net debt/Equity (x)	0.28	0,01
EBITDA/Interest expense (x)	29.9	40.9

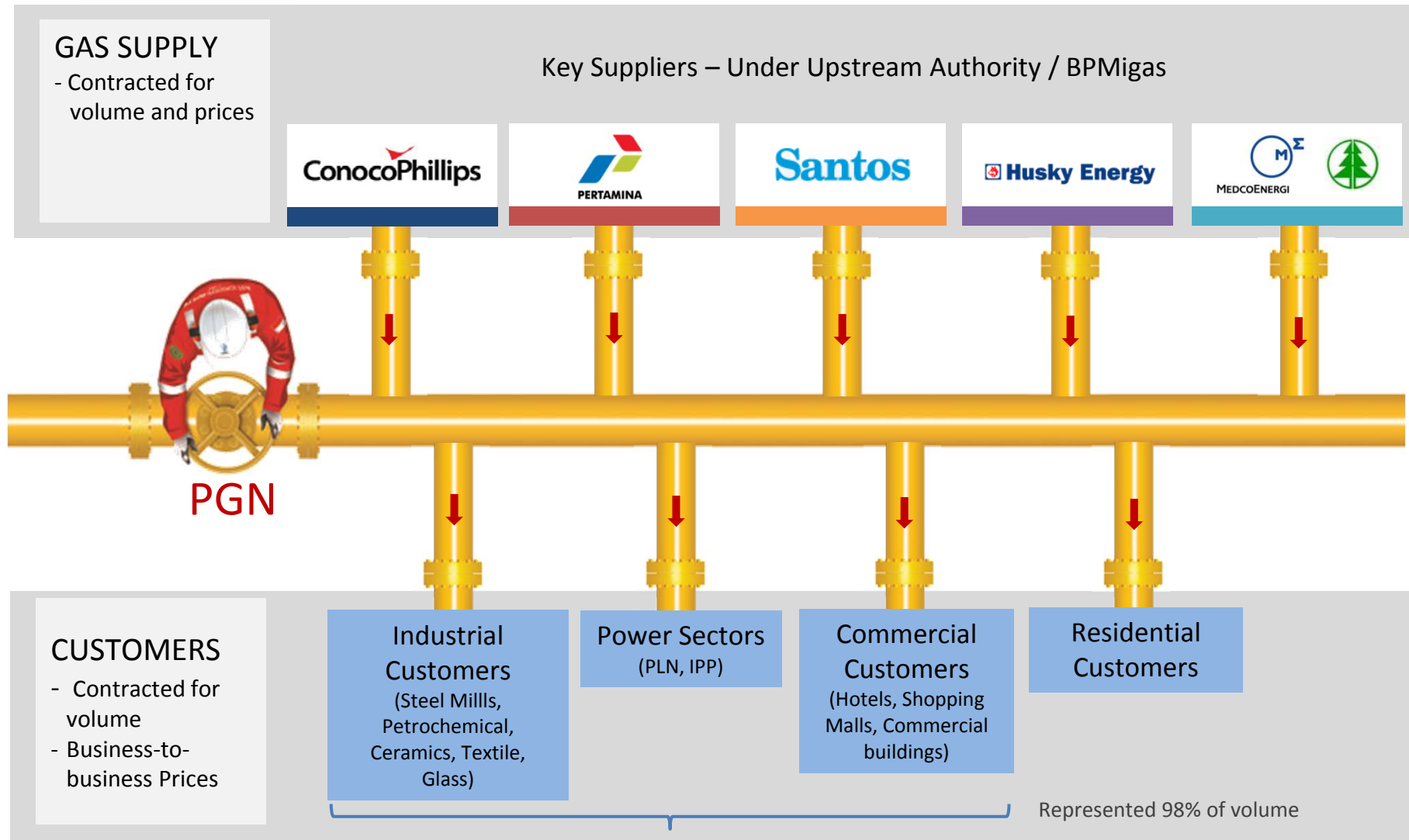
Debt composition (as of Sept 30, 2011)

Long-term debt amounting to
USD 903 million
Mostly long dated/maturity
loans from Developmental
Banks

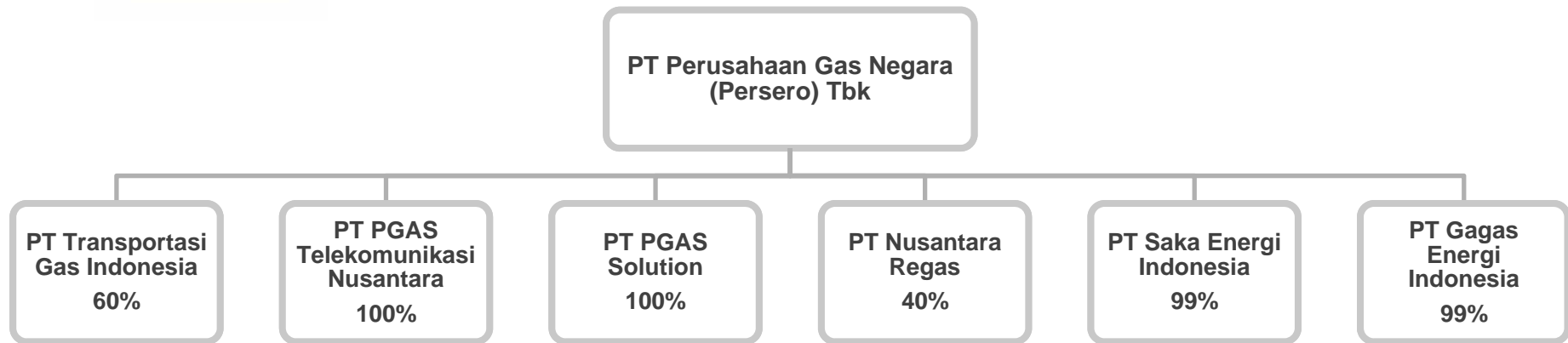


**Effective Cost
of Debt of
Around 2.2%**

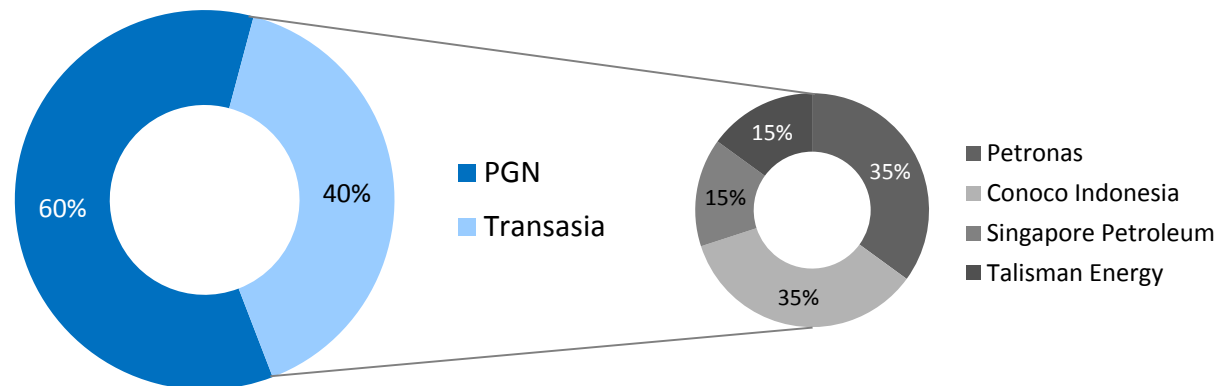
Our Business Model



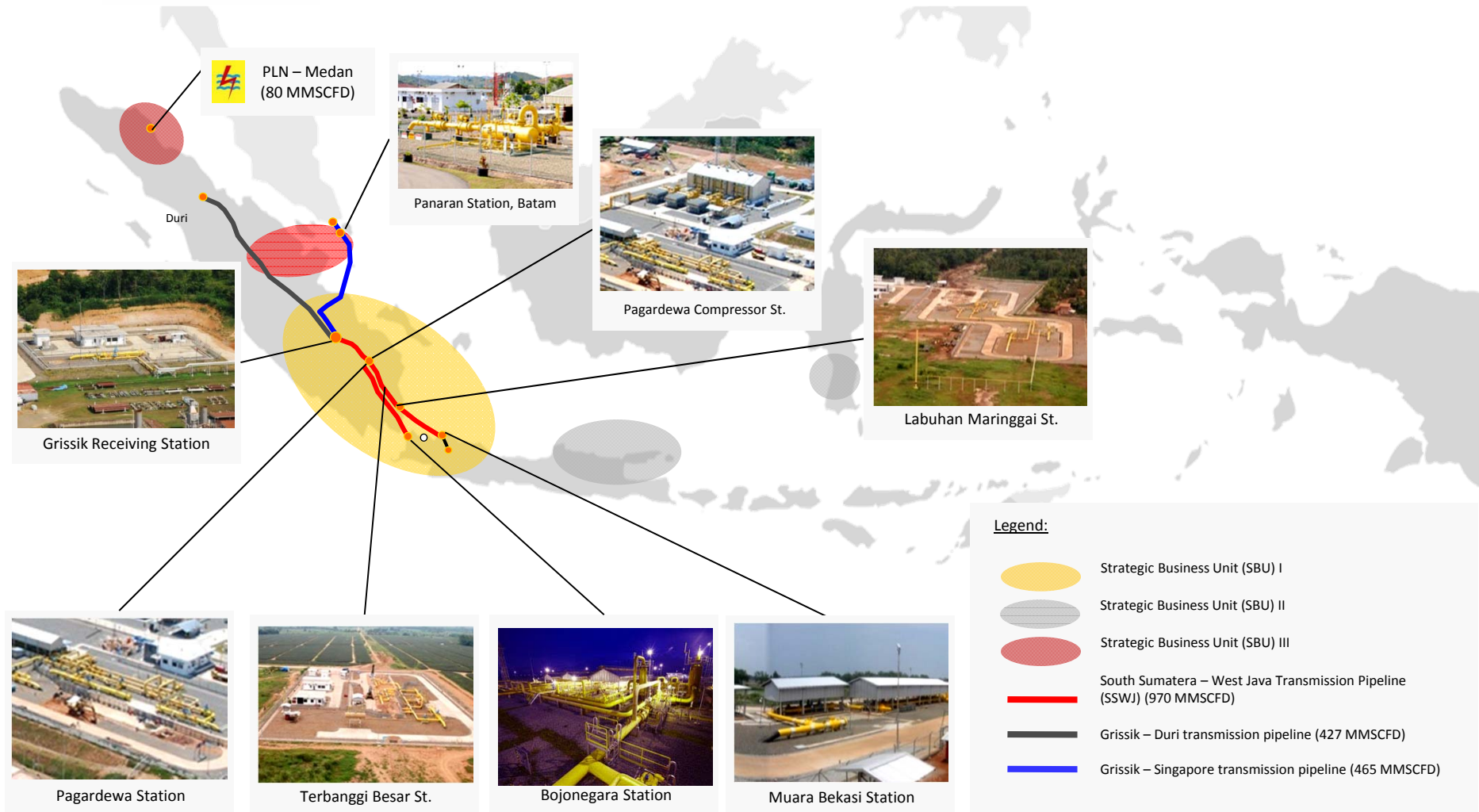
Subsidiaries and Affiliates



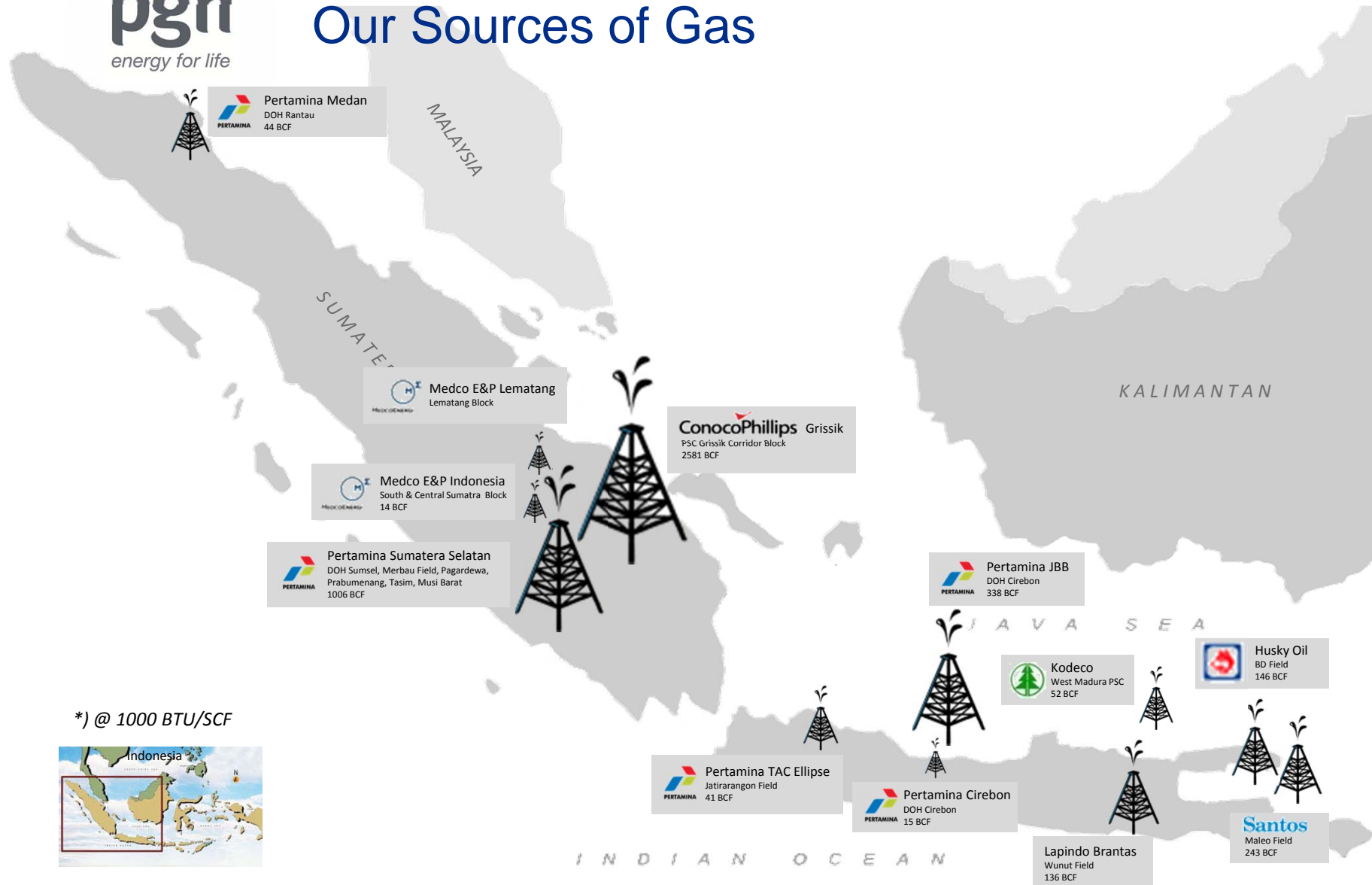
*)PT Transportasi Gas Indonesia Shareholder Composition



Our Network & Facilities



Our Sources of Gas



Strategy to Fulfill Demand

Obtain access to new gas supplies

- Actively seeking new gas supplies, starting from the ones located in the proximity of existing infrastructure
- Seek to obtain more allocation from the imposed domestic market obligations to new productions and contracts, but will require new infrastructure to be built

Develop existing and build new infrastructure

- Expand existing distribution and transmission capacity
- Plan for inter-mode gas transportation such as CNG and LNG

Aim for non-conventional sources

- Plan and anticipate the non-conventional sources such as Coal-Bed Methane

Plan for New LNG Infrastructure

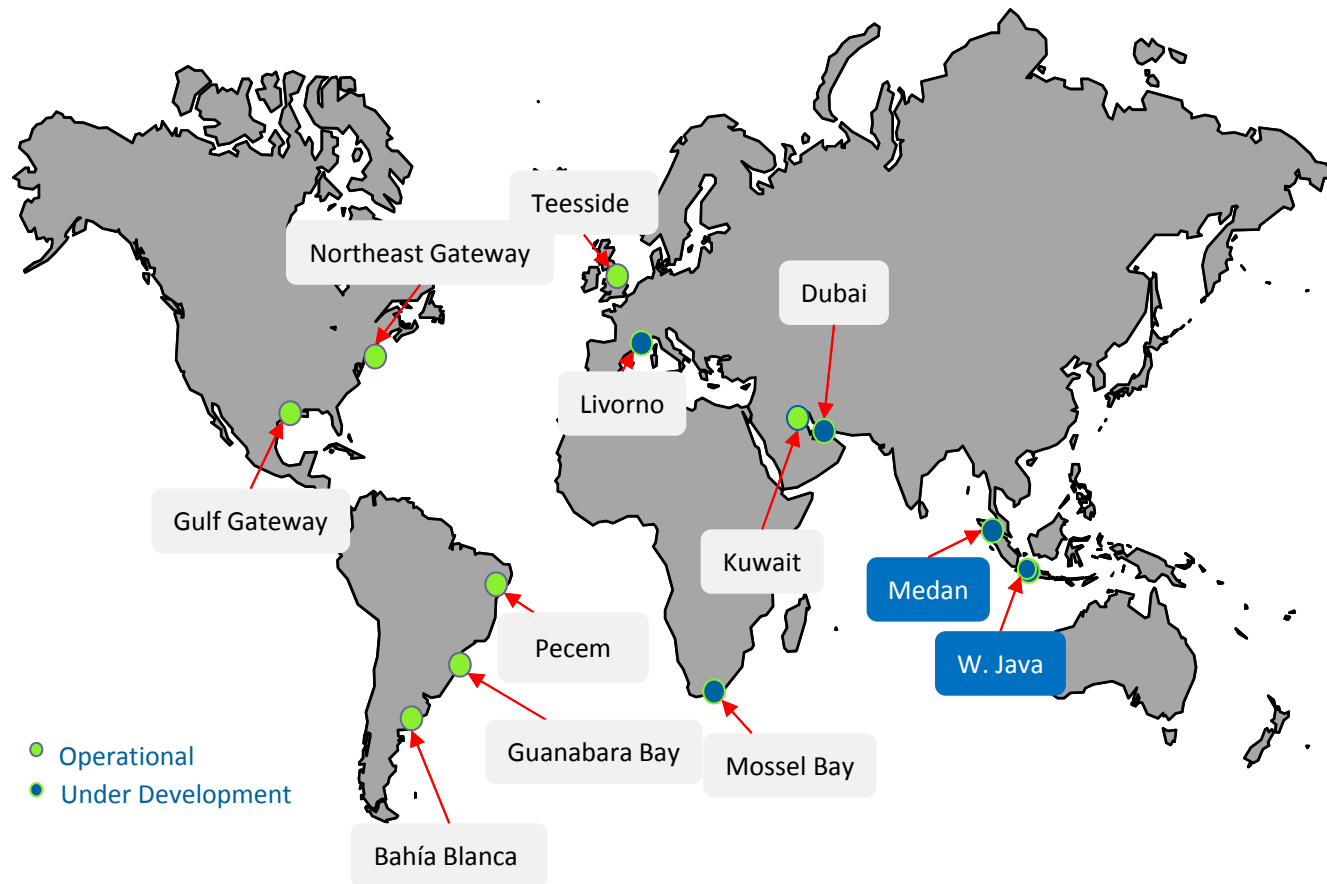


Floating LNG Terminal

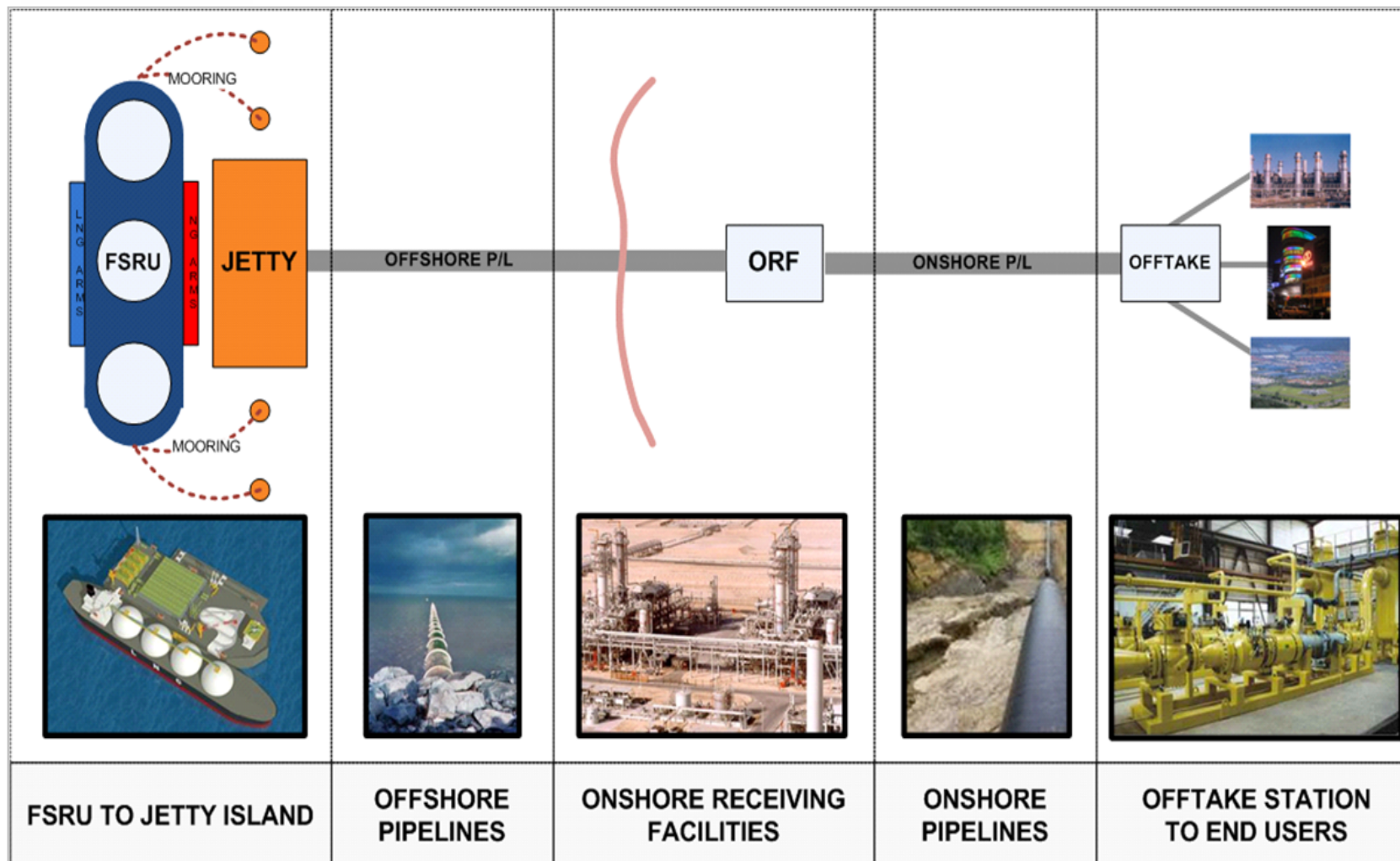


LNG Ship "Golar Spirit"
converted into LNG Regas
Terminal

Source: LNGpedia



Floating LNG Terminal Overview



LNG Receiving Terminals

	WEST JAVA	NORTH SUMATRA
Location	Jakarta Bay	Belawan, Medan
Capacity (MTPA)	3 MTPA	1.5 - 2 MTPA
Customers	Power plants, industry	
Potential Supply	HoA with Mahakam PSC (Total-Inpex-Pertamina)	Ongoing Negotiation with BP Tangguh
Owner	PGN (40%) Pertamina (60%)	PGN
Scope	FSRU, jetty, subsea and overland pipelines	

FSRU Projects – Recent Developments

West Java:

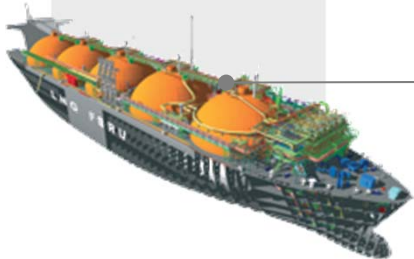
- HoA has been signed with Mahakam PSC for the provision of 11.75 MT of LNG supply over 11 years and back-to-back HoA with PLN as the offtaker
- Nusantara Regas (a JV between Pertamina and PGN) signed Time Charter Party with Golar LNG for the hire of FSRU for 11 years
- Golar LNG has positioned the LNG Carrier “Khan-Nur” in the Jurong Shipyard in Singapore for the conversion to FSRU
- Nusantara Regas has appointed REKIN as the EPC for the undersea pipelines and the ORF
- Plan for commissioning of FSRU in 2012

North Sumatera:

- Foster Wheeler Iberia has been appointed as the Project Management Consultant
- Final stage of negotiation of EPC Provider LNG FSRU in third quarter 2011

General :

- Government to waive application of cabotage principle for vessels related oil and gas



Related Regulations

- **Minister of Energy and Mineral Resources Decree No. 19/2009**

- Set the structure of natural gas trading, transmission and distribution business and licensing
- Provides special rights and licensing for dedicated downstream
- Set pricing mechanism for piped natural gas:
 - Residential regulated by BPH Migas
 - Special users determined by Minister of Energy
 - General users determined by the companies

- **Minister of Energy and Mineral Resources Decree No. 3/2010**

- Upstream has a mandate to serve domestic demand by 25% of natural gas production
- Domestic gas utilization priorities for national oil and gas production, fertilizer, electricity and industrial uses
- Exemption for existing Gas Sales & Purchase Agreements, Heads of Agreement, Memoranda of Understanding or negotiations in progress





Recent Updates

Event	Detail of Event
<p>July 2011</p> <p>HoA Signing between PGN and PT Indogas Kriya Dwiguna (IKD)</p>	<ul style="list-style-type: none"> • Source of gas: Terang Sirasun Batur gas field operated by Kangean Energi Indonesia, Ltd. • Target delivery January 2012 with amount of volume 20 BBTUD. • Potential customer in East Java distribution area.
<p>1 August 2011</p> <p>MoU Signing between PT Medco CBM Lematang, PT Methanindo Energy Resources and PT Saka Energi Indonesia</p>	<ul style="list-style-type: none"> • Establishes rights and obligations of operating and non-operating parties under Lematang CBM PSC, including joint exploration, appraisal, development and production of CBM from 805.8 km² block. • Medco will be appointed as operator of the block. • Lematang CBM PSC allows the company a maximum 10 years exploration and 20 years of exploitation period.
<p>1 September 2011</p> <p>Gas Sales Price Adjustment for Customers in Medan</p>	<ul style="list-style-type: none"> • The increasing gas sales price from the upstream producers in Medan (North Sumatera region) has impelled PGN to adjust its selling price to customers in that area. Effective 1 September 2011, PGN adjusted the selling price to an average of USD 8.9/MMBTU. (Exchange rate USD 1 = IDR 9,400)



Recent Updates

Event	Detail of Event
1 November 2011 Gas Sales Price Adjustment for Customers in East Java	The increasing gas sales price from the upstream producers (Santos) has impelled PGN to adjust its selling price to customers in that area. Effective 1 November 2011, PGN adjusted the selling price to an average of USD 8.6/MMBTU.
11 November 2011 Dividen Interim 2011	<p>Interim dividend will be distributed with amount . Rp263,485,084,590 equivalent to Rp10.87 per share.</p> <ul style="list-style-type: none">• Cum dividend:<ul style="list-style-type: none">- Regular and negotiable market 30 November 2011- Cash market 5 Desember 2011.• Payment date of cash dividend 16 Desember 2011.

Board of Commisioners (After EGMS 6 April 2011)



Tengku Nathan Machmud

President Commissioner and Independent Commissioner



Kiagus Ahmad

Badaruddin

Commissioner

(Senior Adviser to the Minister of Finance, Acting DG of Budget)



Widya Purnama

Independent Commissioner

(Former President Director
of Pertamina)



Pudja Sunasa

Commissioner

(Inspector General of the
Ministry of Energy and Mineral
Resources)



Megananda Daryono

Commissioner

(Deputy Minister of SOE)

Board of Directors (After EGMS 6 April 2011)



Hendi Prio Santoso
President Director



Michael Baskoro
Director of Commerce



M Riza Pahlevi
Director of Finance



M Wahid Sutopo
Director of Investment
Planning
and Risk Management



Eko Soesanto Tjiptadi
Director of Human Resources
and General Affairs



Jobi Triananda Hasjim
Director of Technology
and Development



Thank you

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