



PGN Company Overview January 2009





#### 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.

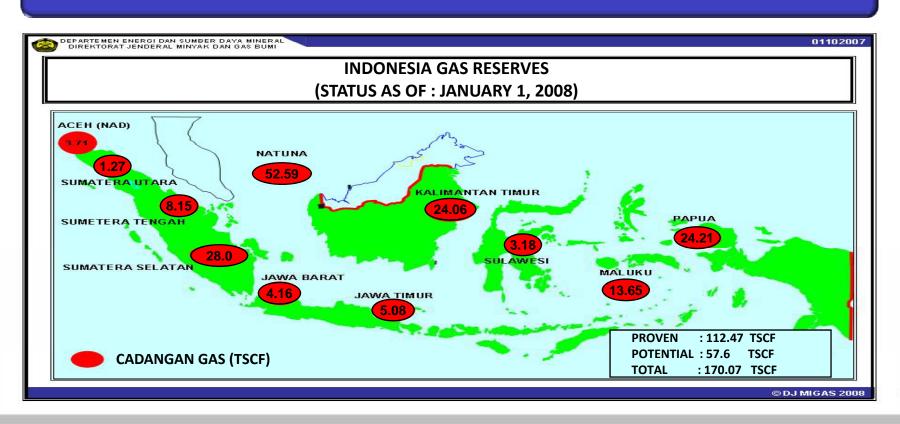


# **Background & Overview**

### **INDONESIAN GAS MARKET OVERVIEW**

### Indonesia has proven gas reserves 112.47 TCF

### **Underserved Domestic Gas Demand (Geographical Constraints)**

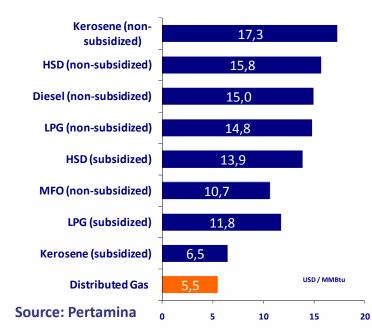


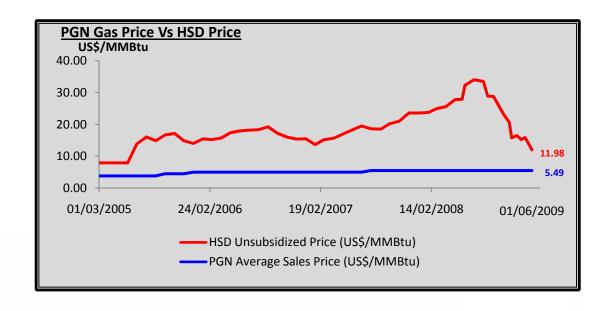
### POTENTIAL SHIFT FROM OIL TO GAS

### Competitive gas price relative to other sources of energy

### **Demand for gas exceeds supply**

#### Relative Energy Price (as of November 1, 2008)





## **OVERVIEW**

Established as L.I. Einthoven n Co Gravehange in 1859

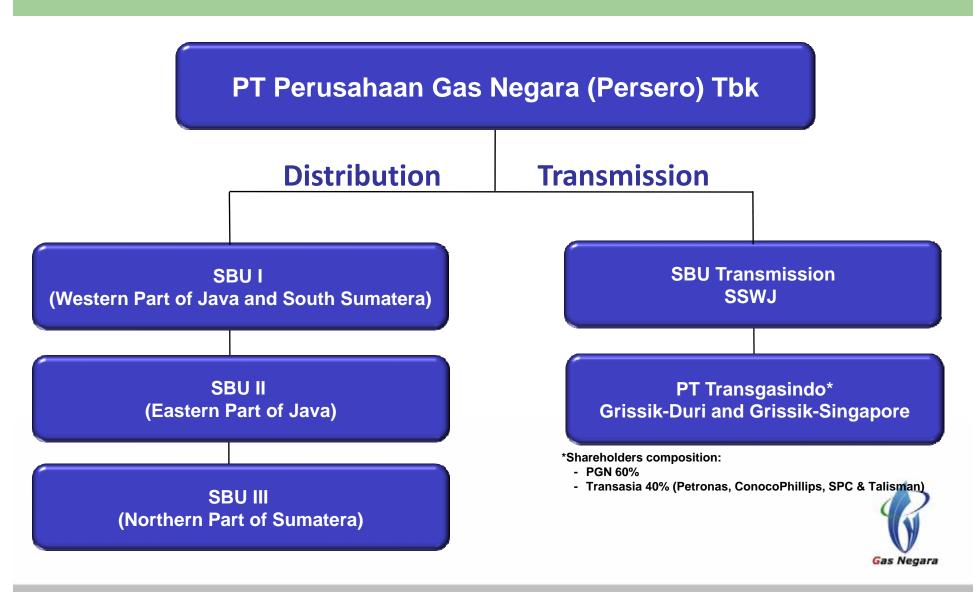
**Incorporated as PT Perusahaan Gas Negara in 1996** 

Went IPO in 2003

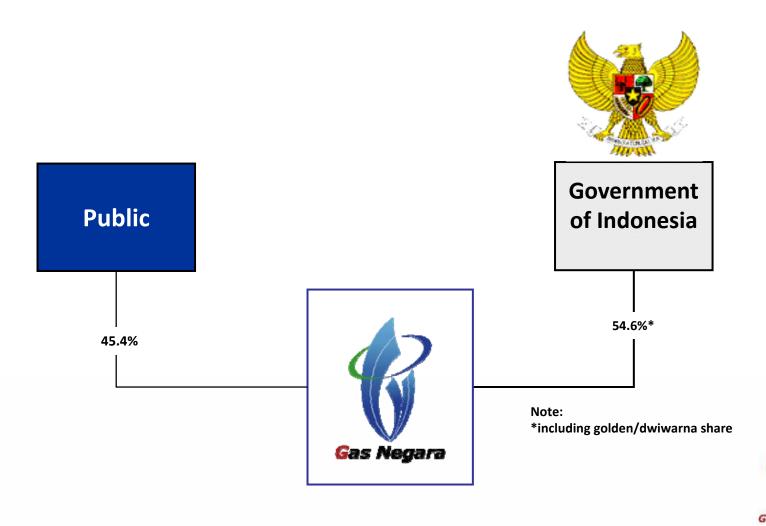
Stock-split 5:1 in August 2008

**Stock price IDR 2,125 Mkt. Cap. IDR 48.81 Trillion (01/09/09)** 

### **CORPORATE STRUCTURE**



## **SHAREHOLDER COMPOSITION**



### **BENEFIT OF NATURAL GAS**

#### **Convenience and Certainty**

(No storage, supply disruption, or delivery arrangement)

#### **Savings**

(One of the most economical energy choice)





**Affordable Maintenance** 

(Low cost of operation and maintenace)

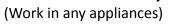




#### **Efficient**

(Efficient in most types of appliances and equipments)











Price

(Stable price)







(Secured supply quality and quantity)





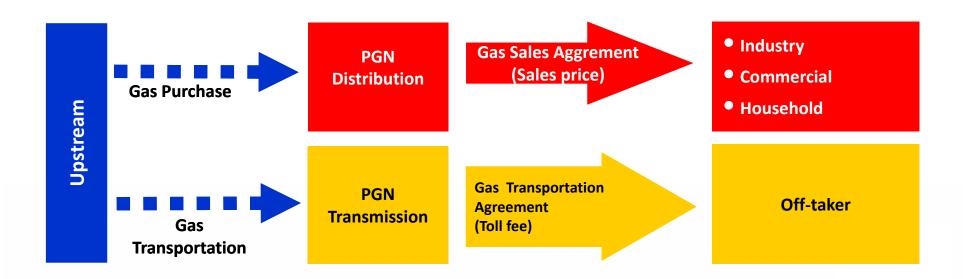




# **Operational Review & Performance**

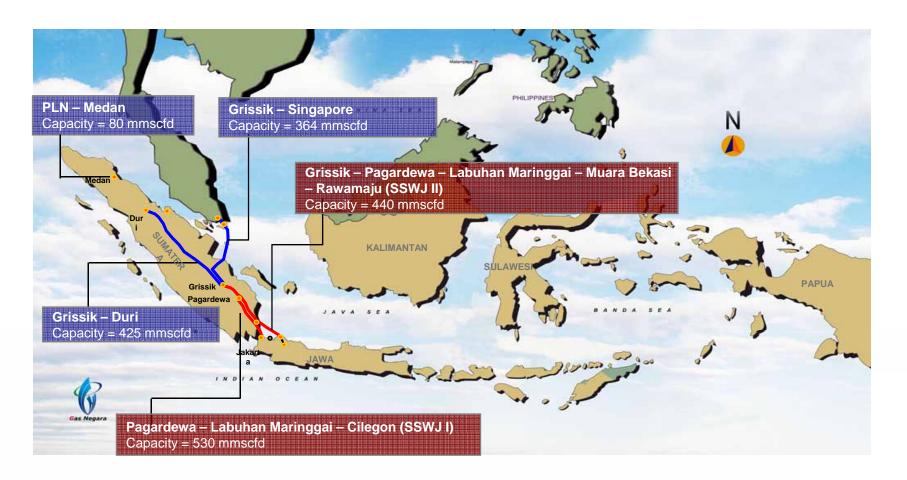
### **BUSINESS MODEL**

Strong market position in natural gas distribution and transmission



## **OUR TRANSMISSION NETWORK**

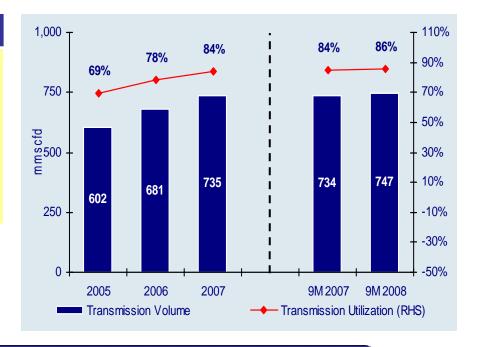
Completion of the SSWJ Gas Transmission Pipeline enables PGN to operate transmission pipelines with a total length of 2,109 km



### **OUR TRANSMISSION BUSINESS**

#### **Gas Transportation Agreement (GTA)**

- Long-term contract (USD)
- Minimum ship-or-pay volumes
- Tarif regulated based on 12% IRR and 80% utilization rate
- Grissik-Duri US\$ 0.62/ MMBtu
- Grissik-Singapore US\$ 0.69/ MMBtu
- Market share of around 87% in this business

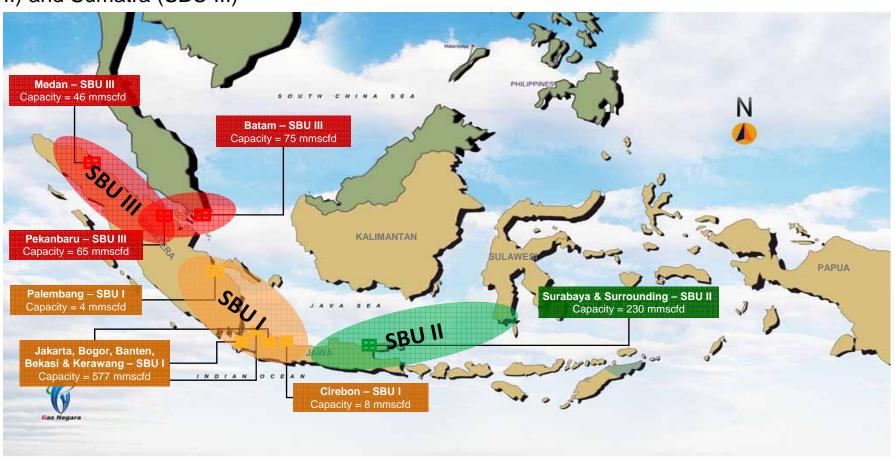


Transmission Business represented 12% of cons. revenues in 9M 2008



### **OUR DISTRIBUTION NETWORK**

- Extensive distribution network covering 13 cities in Indonesia with capacity of 1005 MMScfd (56% utilization rate)
- The network and facilities are managed by three SBUs West Java (SBU I), East Java (SBU II) and Sumatra (SBU III)



### **OUR DISTRIBUTION BUSINESS**

#### Distribution – Sale of Gas to End User

- Gas Sales Agreements (GSA)
  - Minimum pay volumes
  - Price in US\$ & IDR
- Market share of around 93% in this business

#### **Selling Price (per MMBtu)**

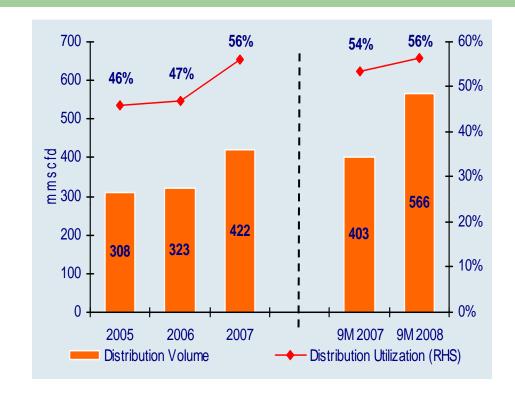
- Industry / Commercial US\$ 5.49
- Household US\$ 6.62

#### **Distribution Volume Breakdown**

Industry 98.7%

- Commercial 0.94%

Household 0.35%



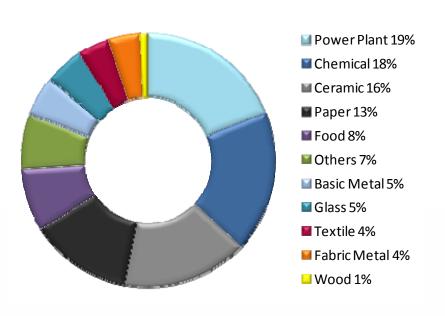
Distribution Business represented 88% of cons. revenues in 9M 2008

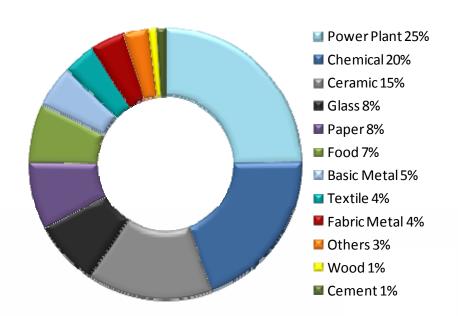
### STRONG DISTRIBUTION CUSTOMER BASE

• Industrial customers continue to dominate PGN's customer base and drive PGN's distribution business growth. As of September 30, 2008, sales volume of industrial customers was 558 MMScfd or equal to 98.7% of PGN's sales.

#### **9M07 Industrial Customer Consumption**

### 9M08 Industrial Customer Consumption

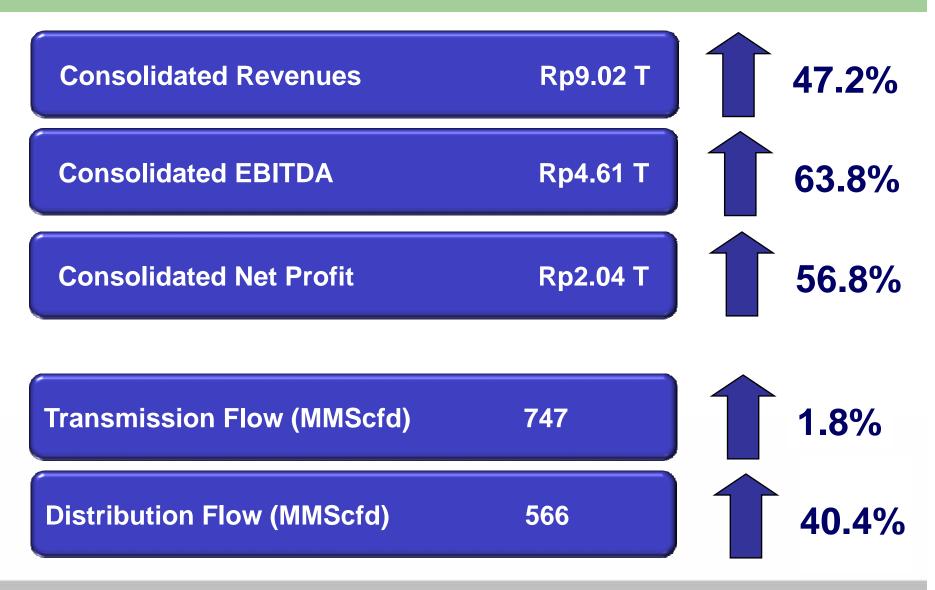




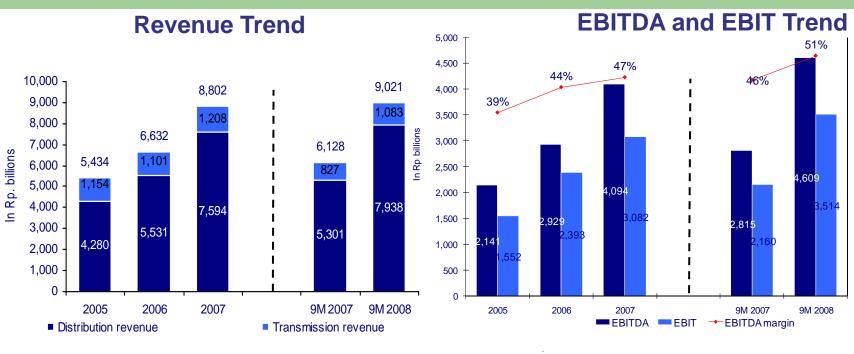


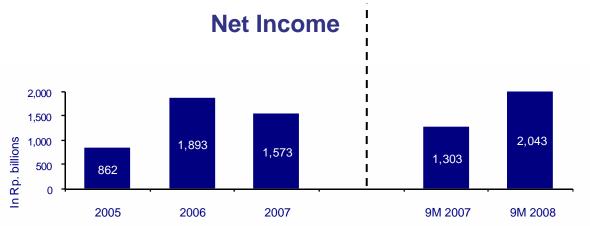
# **Financial Review & Performance**

## 9M-2008 RESULTS (YOY COMPARISON)



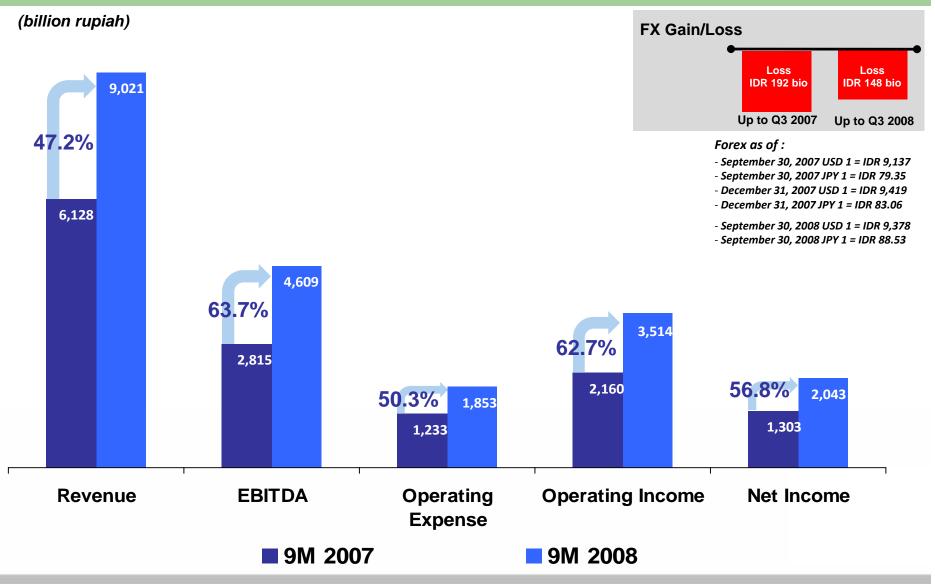
### **FINANCIAL HIGHLIGHTS**







### **INCOME STATEMENT**



## **CONSOLIDATED BALANCE SHEET**

#### (billion rupiah)

	Dec 31, 2007	Sept 30, 2007	Sept 30, 2008	% (30 Sept 2007 vs 30 Sept 2008)
Current Assets	3,715	3,907	4,935	26
Non Current Assets	16,633	16,359	16,994	4
Total Assets	20,348	20,266	21,929	8
Current Liabilities	3,169	3,924	2,338	(40)
Non Current Liabilities	10,015	9,622	10,507	9
Minority Interest In Net Assets of a Subsidiary	729	631	837	33
Government Project Funds	127	127	127	0
Total Equity	6,308	5,962	8,120	36
<b>Total Liabilities And Shareholders Equity</b>	20,348	20,266	21,929	8

#### Forex as of:

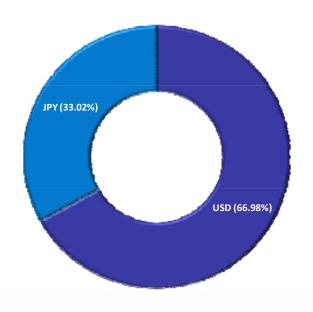
- September 30, 2007 USD 1 = IDR 9,137
- December 31, 2007 USD 1 = IDR 9,419
- September 30, 2008 USD 1 = IDR 9,378

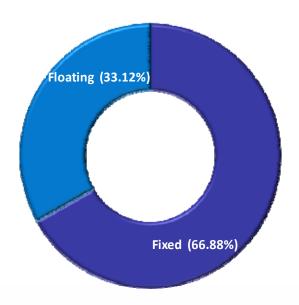
Financial ratios as Sept 30, 2008:

- EBITDA/Interest = 11.77x
- Net Debt/Equity = 1.0x
- Gross Debt/Equity = 1.3x

### **DEBT COMPOSITION AS OF Sep 30, 2008**

Long-term debt amounting to USD 1.056 billion Mostly long dated/maturity loans from Developmental Banks





**Effective Cost of Debt of Around 5.25%** 





# **Outlook and Recent Update**

### **RECENT UPDATE**

**Major LNG supply MOA with Total E&P (July 2008)** 

**Completion of SSWJ Pipelines (August 2008)** 

**Gas-in to PLN Muara Tawar (September 2008)** 

Plan to improve Kuala Tungkal – Panaran Pipelines

### **SSWJ IN OPERATION AUGUST 2008**

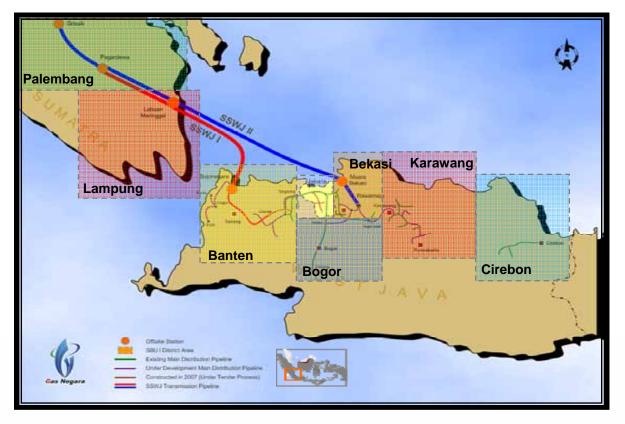
The 1,035 km of gas transmission pipeline has been in operations since August 2008 with capacity of 970 MMScfd





### WEST JAVA DISTRIBUTION EXPANSION

The West Java Distribution Expansion Project with 463km main pipelines commenced in 2005. The project aims to distribute the gas from SSWJ and is expected to reach significant milestone by 2010



PGN is expanding its distribution network in Jakarta, Bekasi, Cikampek, Bogor, Banten and the surrounding areas

The expansion started in 2005 and is scheduled to reach completion in 2010. The Project will expand the distribution network in West Java by 463 km in line with increasing gas volume transported from South Sumatra.

After completion PGN total distribution capacity will reach <u>+</u>1,500 MMScfd.

The project is funded by World Bank via IBRD (USD 80 million) and PGN's internal cash flow



### **Guidance for 2009**

### **Gas Flow**

**Transmission: Flat** 

Distribution: 700-800 mmscfd (subject to demand and implementation progress)

# Capex

**Commitment in 2009 : \$150-200 million** 

Unpaid Settlement/Carry Over from 2008: \$100-150 million (subject to closing of 2008)

### **FUTURE PROJECTS**

PILOT PROJECT CNG PONDOK UNGU

**LNG RECEIVING TERMINAL** 

**DURI – MEDAN TRANSMISSION PIPELINE** 

**Integrated CBM Development with Pipeline Transmission** 





# **Thank You**

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