



# Perusahaan Gas Negara

December 2008



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## Recent Update

## RECENT UPDATE

AGMS appointed new management team (June 2008)

Completion of SSWJ Pipelines (August 2008)

Major GSA with PLN (April & September 2008)

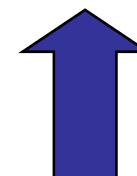
Gas Supply HOA from Ketapang Block PSC (April 2008)

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

## 9M-2008 RESULTS (YOY COMPARISON)

Consolidated Revenues

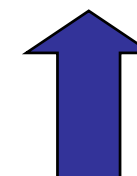
Rp9.02 T



47.2%

Consolidated EBITDA

Rp4.61 T



63.8%

Consolidated Net Profit

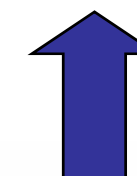
Rp2.04 T



56.8%

Transmission Flow (MMScfd)

747



1.8%

Distribution Flow (MMScfd)

566



40.4%

# SSWJ IN OPERATION AUGUST 2008

The 1035 km length of gas transmission pipeline has been in operations since August 2008 with capacity of 970 MMScfd





## Background & Overview

# OVERVIEW

Established in 1859 as a private Dutch company  
Firma L.I Einthoven n Co Gravenhage

Established as Perusahaan Gas Negara in 1965

Licensed under the Oil and Gas Law Number 22 Year 2001

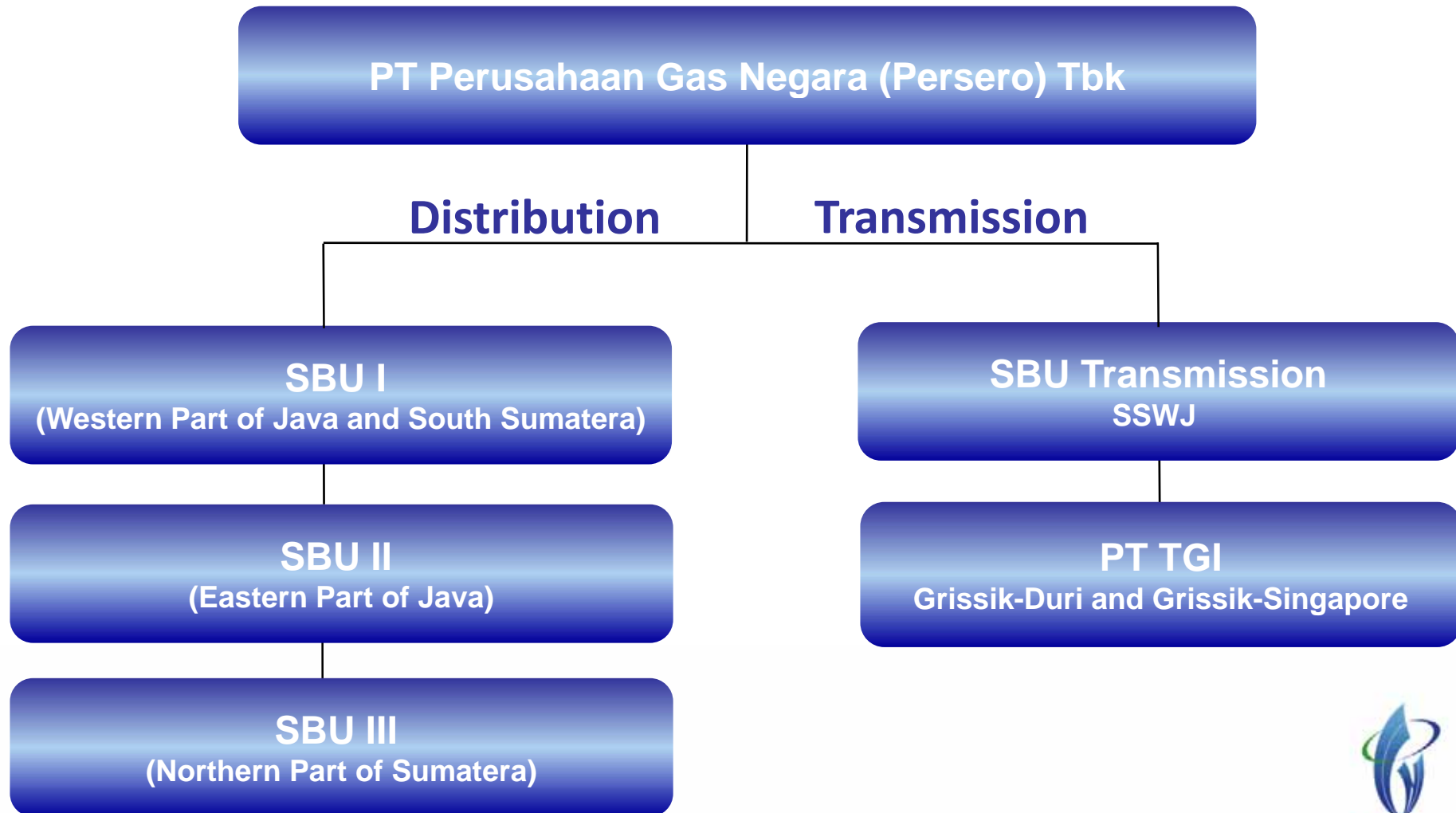
Underwent IPO in 2003

Stock-split 5:1 in August 2008

Stock price IDR 2175, Mkt. Cap. IDR 49.95 Trillion (per Sept. 30)



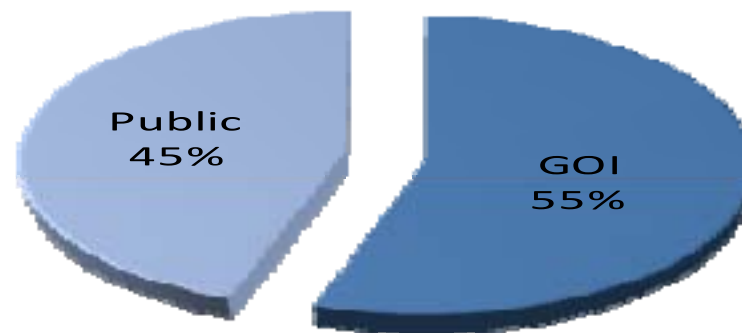
# CORPORATE STRUCTURE



# OUR SHAREHOLDERS

*As of September 30, 2008*

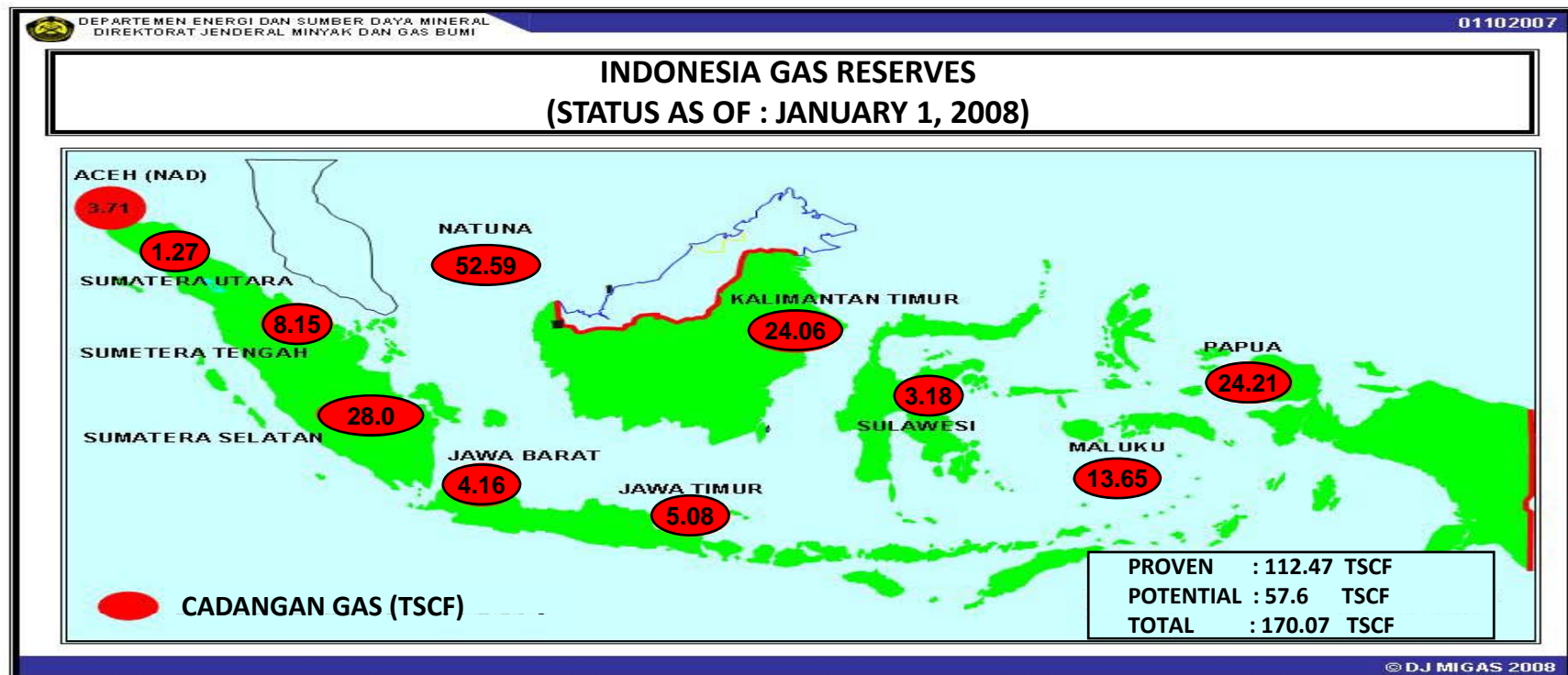
Shareholders	Shares	IDR	Percentage
<b>The Government of The Republic of Indonesia</b>			
Series A Dwiwarna Share	1	100	
Series B Shares	12,534,716,524	1,253,471,652,400	
<b>Total Government Shares</b>	<b>12,534,716,525</b>	<b>1,253,471,652,500</b>	<b>54.58%</b>
<b>Public</b>			
Series B Shares	10,432,469,440	1,043,246,944,000	45.42%
<b>Total Shares</b>	<b>22,967,185,965</b>	<b>2,296,718,596,500</b>	<b>100.0%</b>



# INDONESIAN GAS MARKET OVERVIEW

Indonesia has proven gas reserves 112.47 TCF

Underserved Domestic Gas Demand (Geographical Constraints)

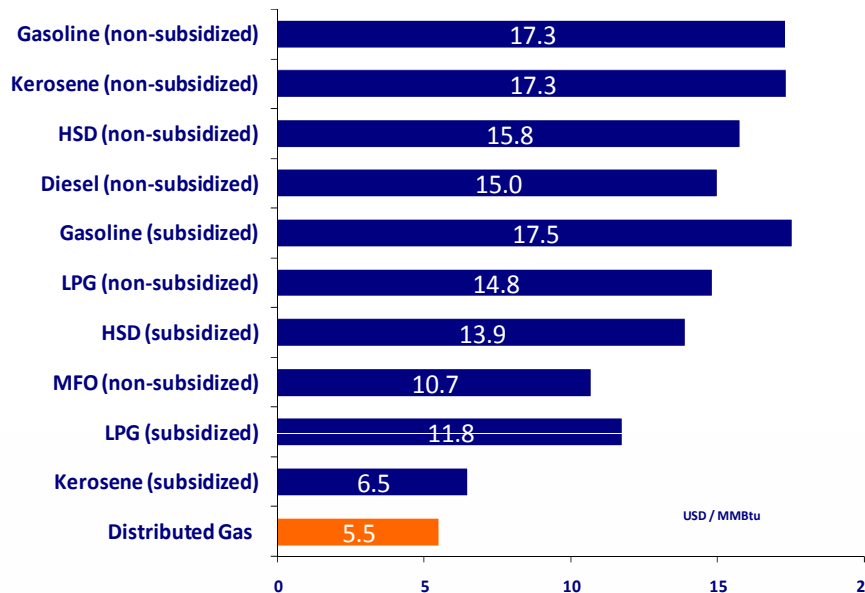


# POTENTIAL SHIFT FROM OIL TO GAS

Competitive gas price relative to other sources of energy

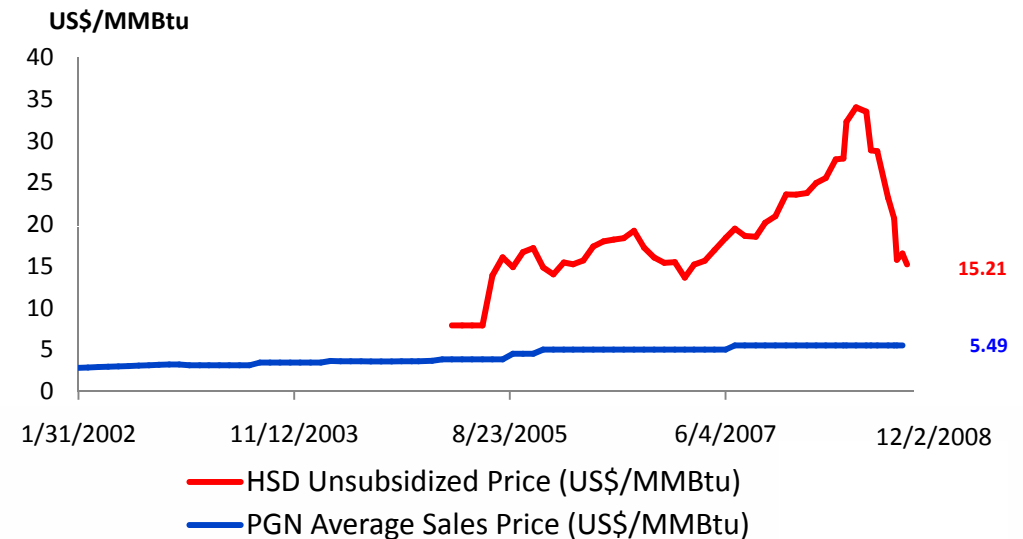
Demand for gas exceeds supply

Relative Energy Price (as of November 1, 2008)



Source: Pertamina

PGN Gas Price Vs HSD Price



Note: based on crude oil price of USD 49/barrel

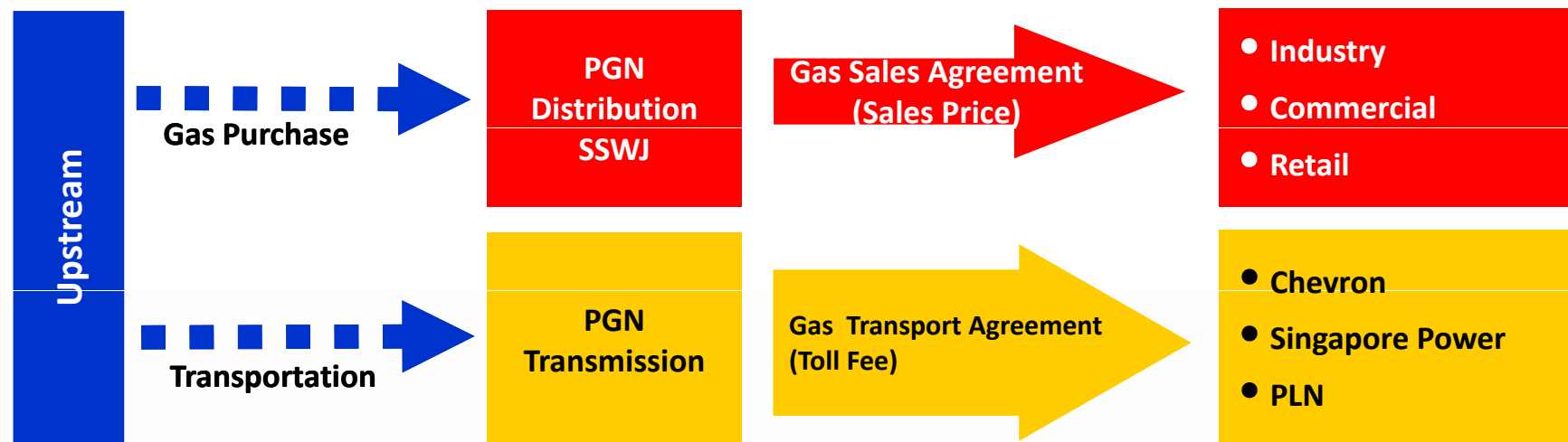


# Operational Review & Performance

# OUR BUSINESS MODEL

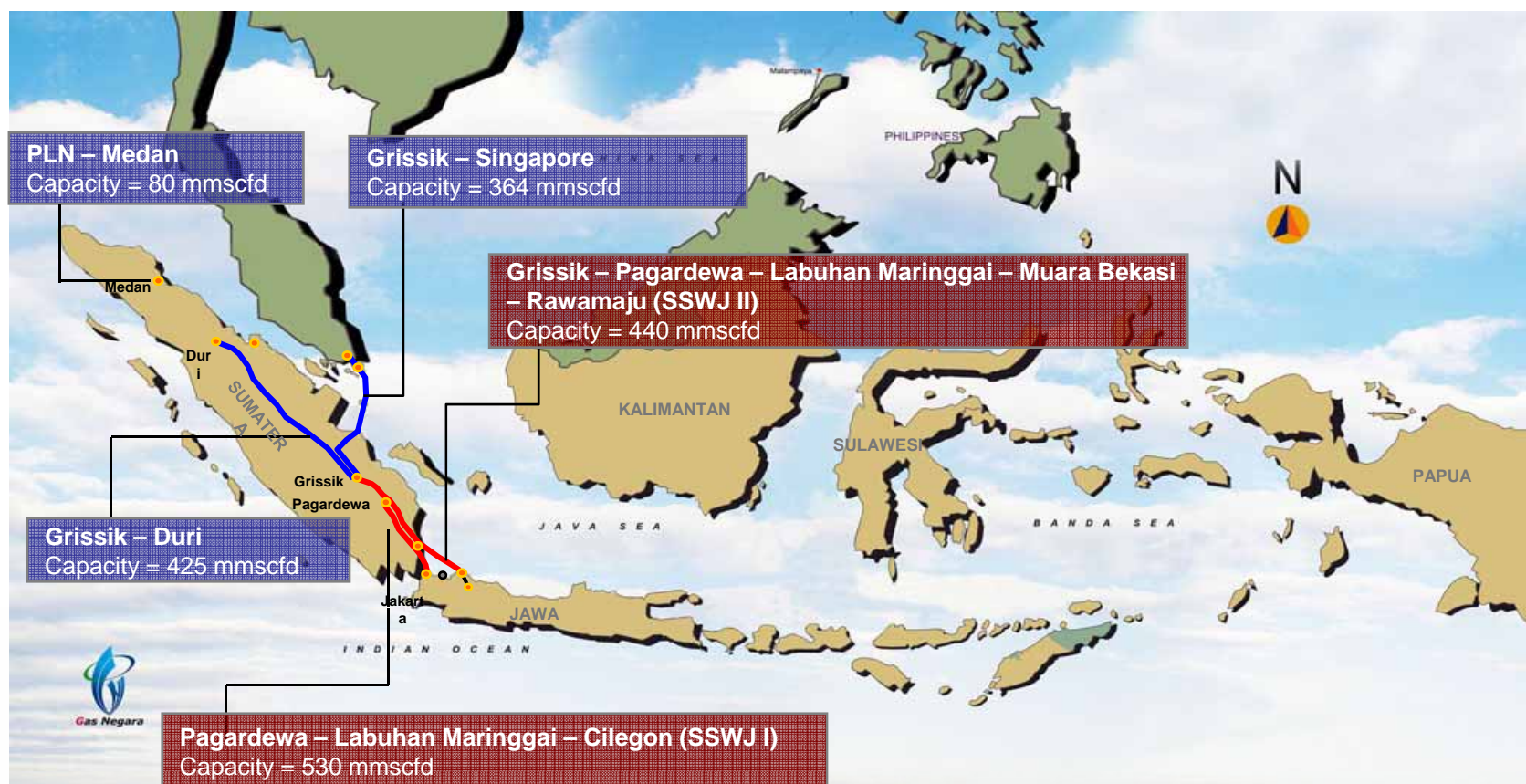
We have strong market position in gas distribution and transmission

Our transmission network allows for greater control over distribution volume



# OUR TRANSMISSION NETWORK

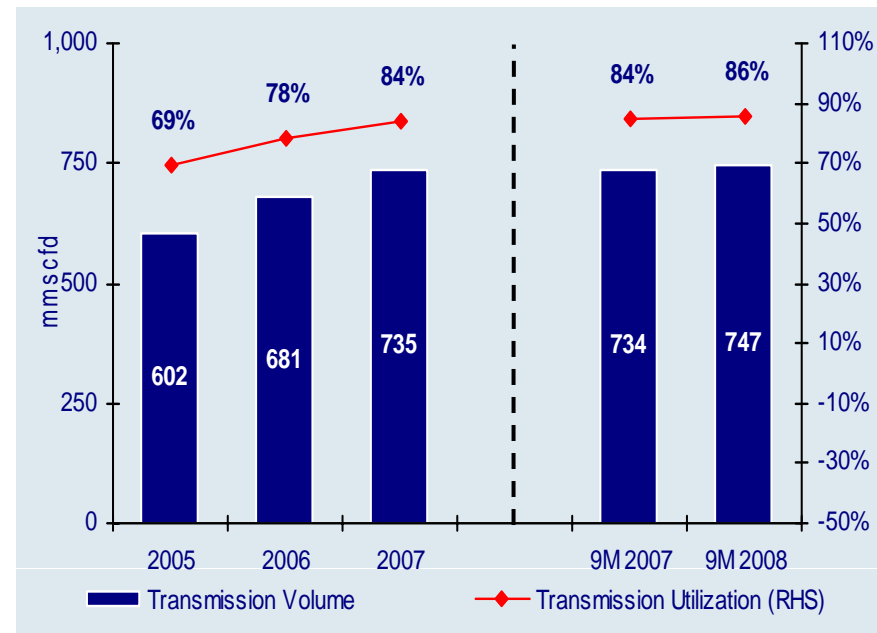
Completion of the SSWJ Gas Transmission Pipeline enables PGN to operate transmission pipelines with a total length of 2109 km



# 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



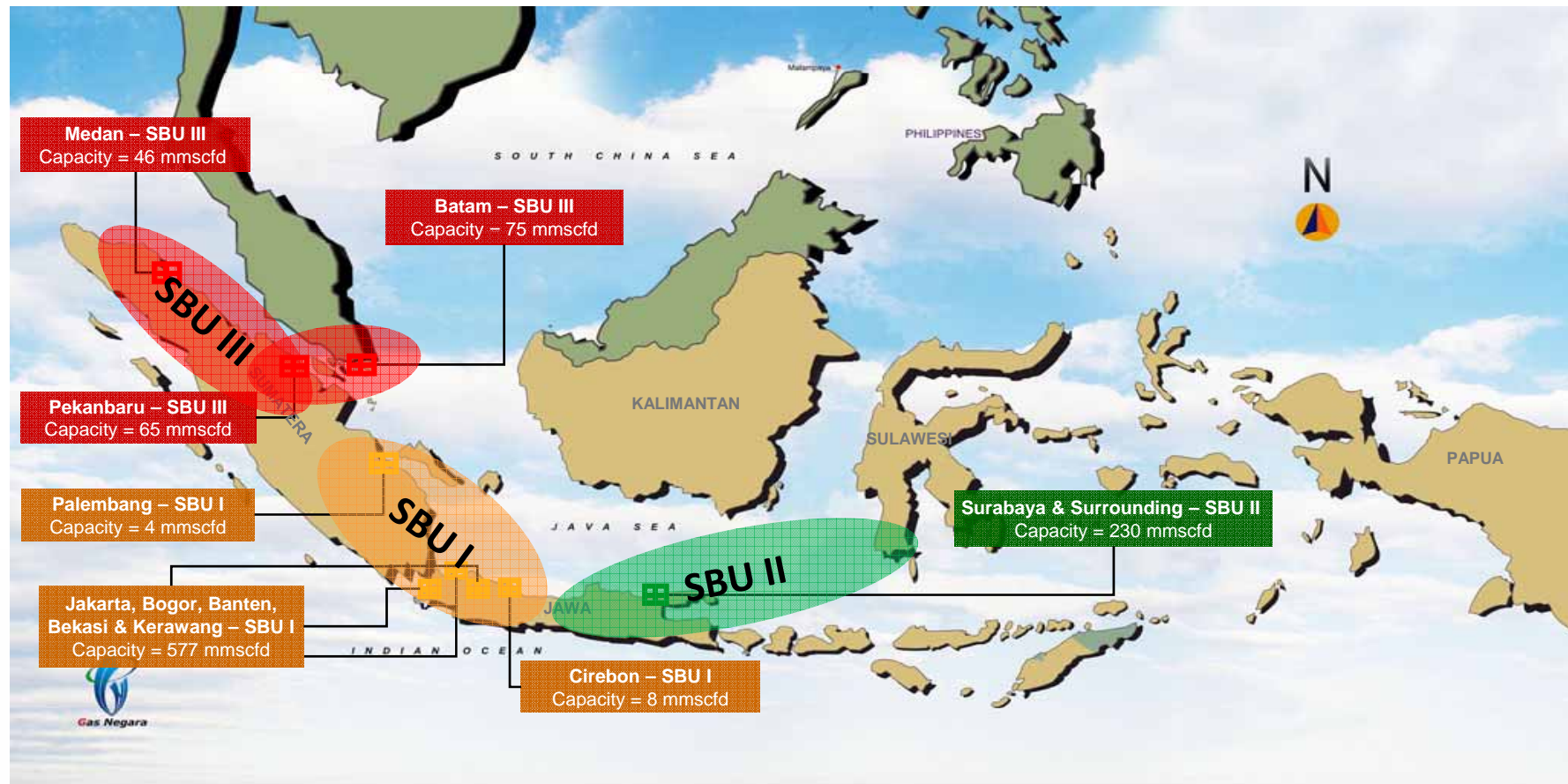
Transmission Business represented 12% of cons. revenues in 9M 2008





# OUR DISTRIBUTION NETWORK

- Extensive distribution network covering 9 major 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)

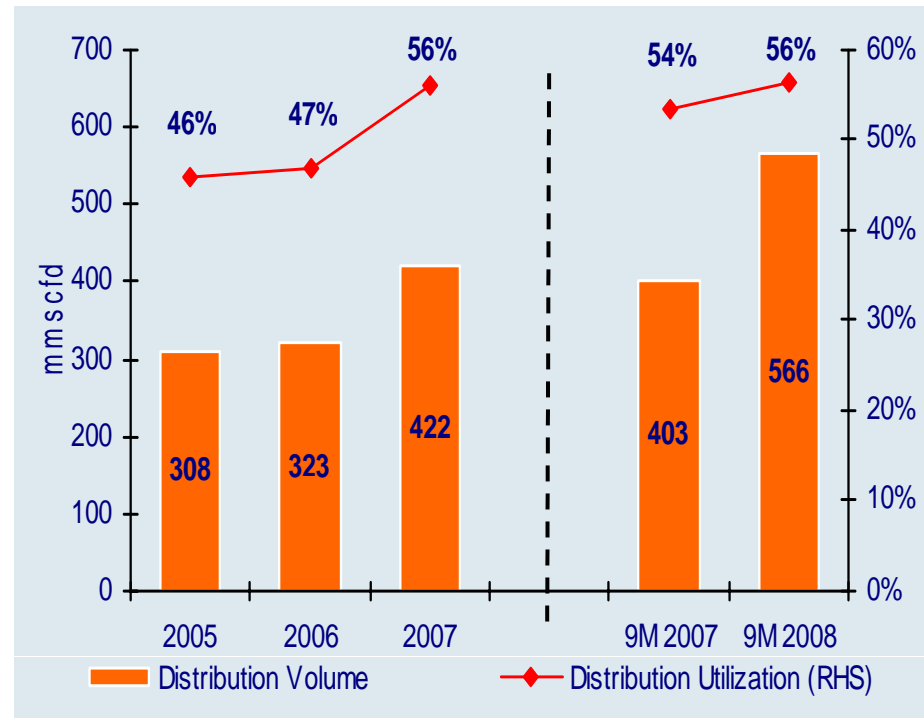
- Minimum pay volumes
- Price in US\$ & IDR

### 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%

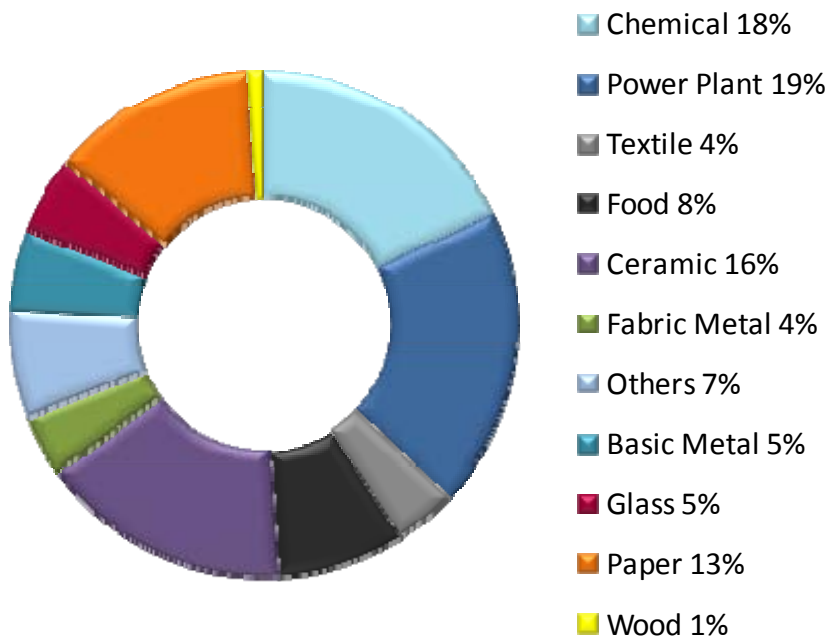


Distribution Business represented 88% of cons. revenues in 9M 2008

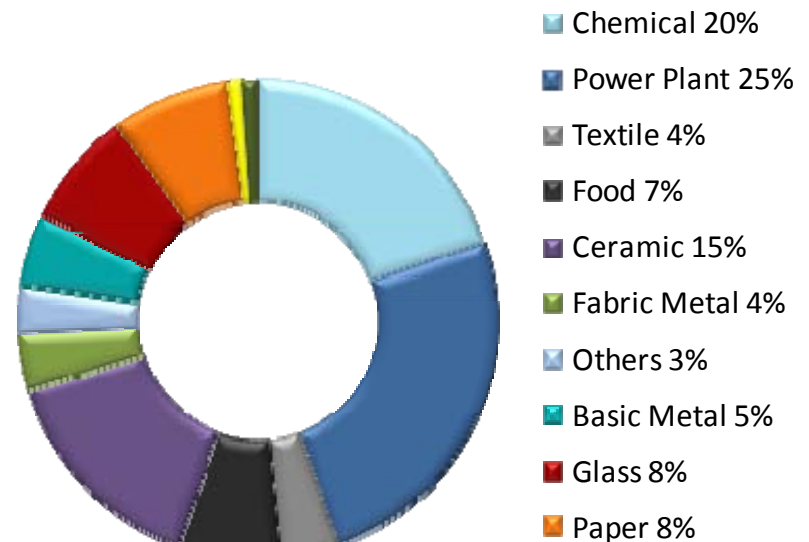
# STRONG DISTRIBUTION CUSTOMER BASE

- 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**

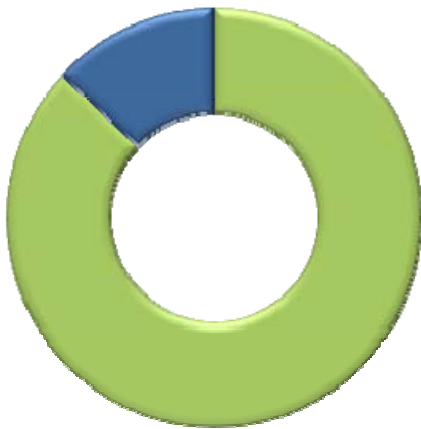


**9M08 Industrial Customer Consumption**



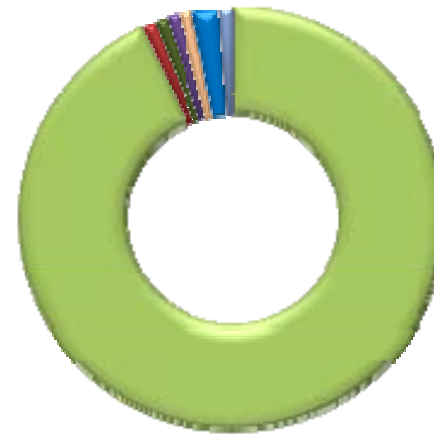
# OUR MARKET SHARE

H1 2008 Transmission



■ PGN 87% ■ Pertagas 13%

H1 2008 Distribution



■ PGN 93% ■ Manggala 1%  
■ Bayu Buana 1% ■ Rabana 1%  
■ Sadikun 1% ■ EHK 2%  
■ Banten Inti Gasindo 1%

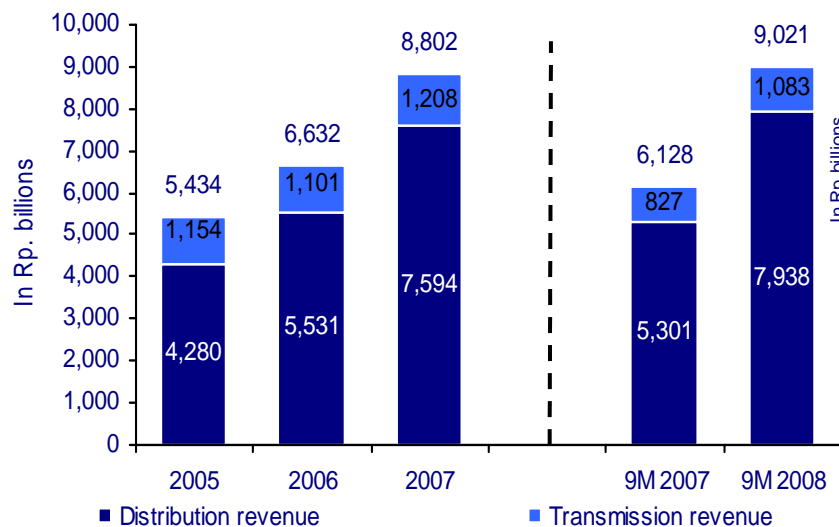




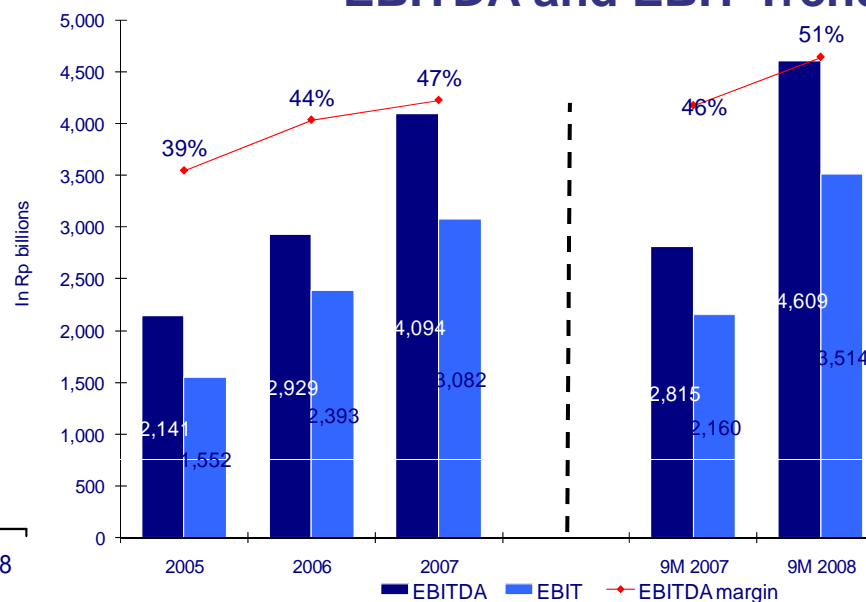
## Financial Review & Performance

# FINANCIAL HIGHLIGHTS

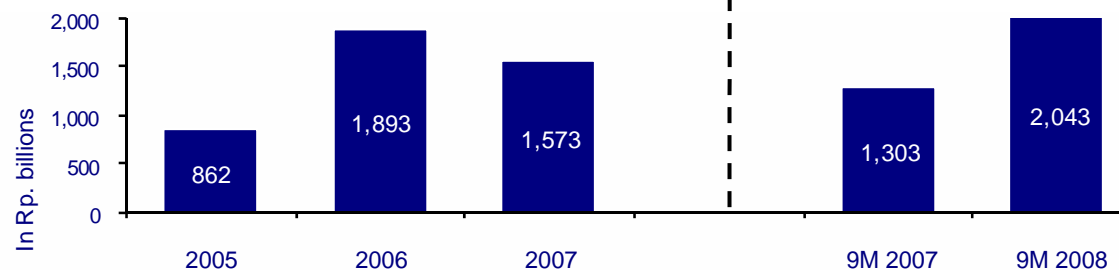
## Revenue Trend



## EBITDA and EBIT Trend

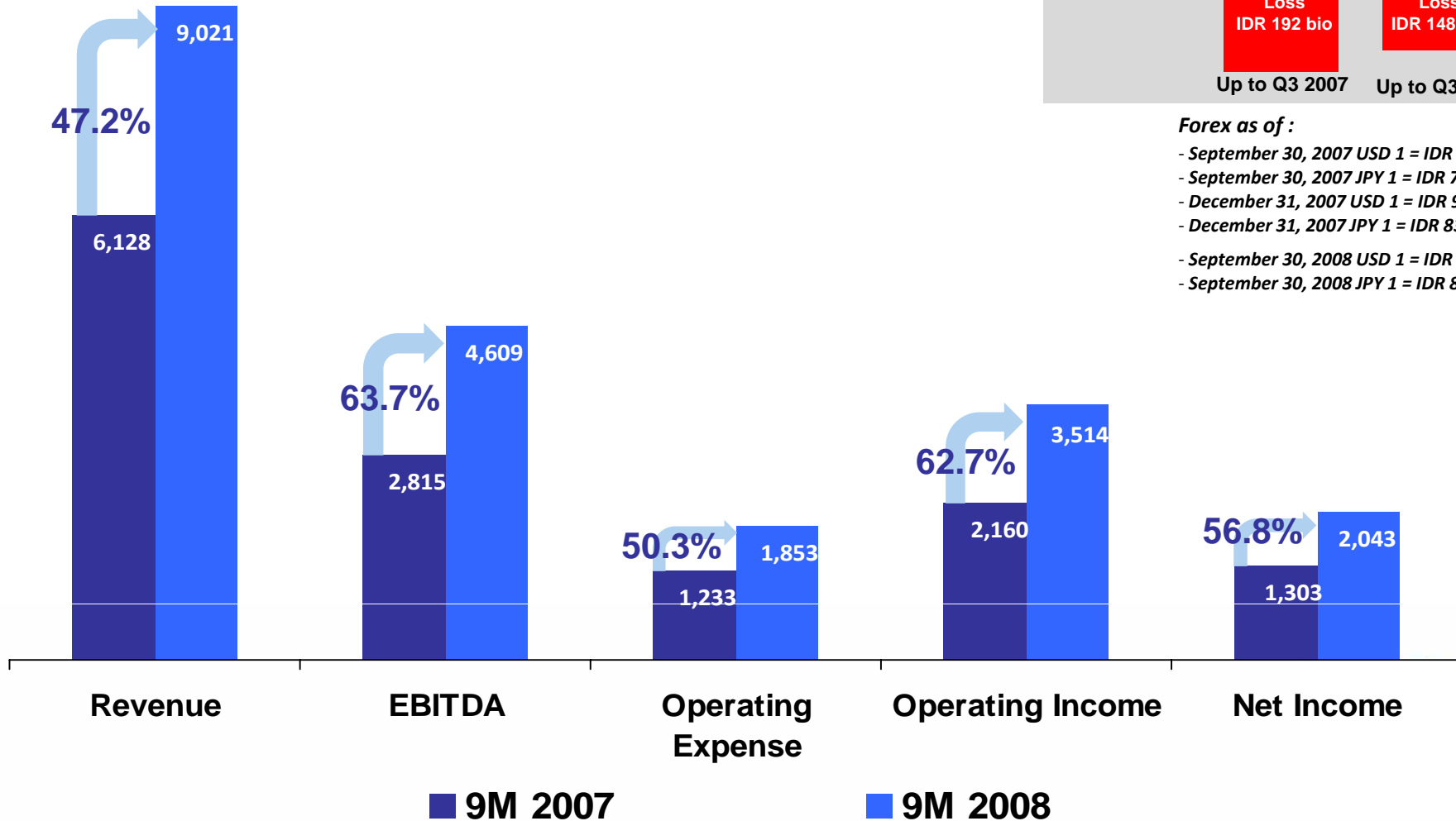


## Net Income

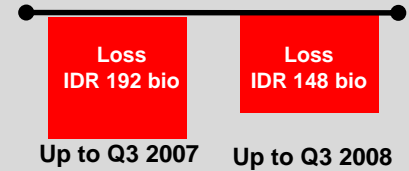


# INCOME STATEMENT

(billion rupiah)



## FX Gain/Loss



## Forex as of :

- September 30, 2007 USD 1 = IDR 9,137
- September 30, 2007 JPY 1 = IDR 79.35
- December 31, 2007 USD 1 = IDR 9,419
- December 31, 2007 JPY 1 = IDR 83.06
- September 30, 2008 USD 1 = IDR 9,378
- September 30, 2008 JPY 1 = IDR 88.53

# CONSOLIDATED BALANCE SHEET

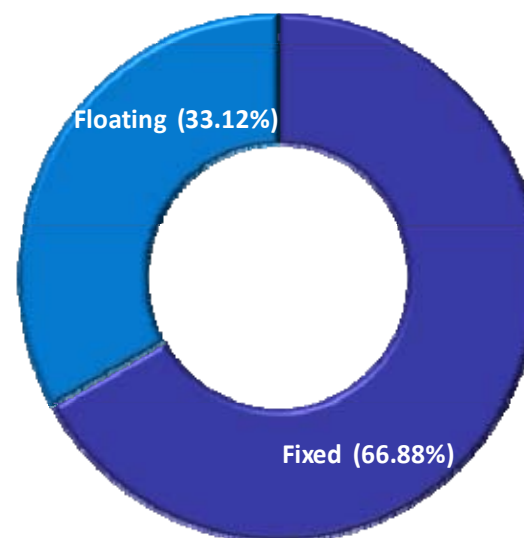
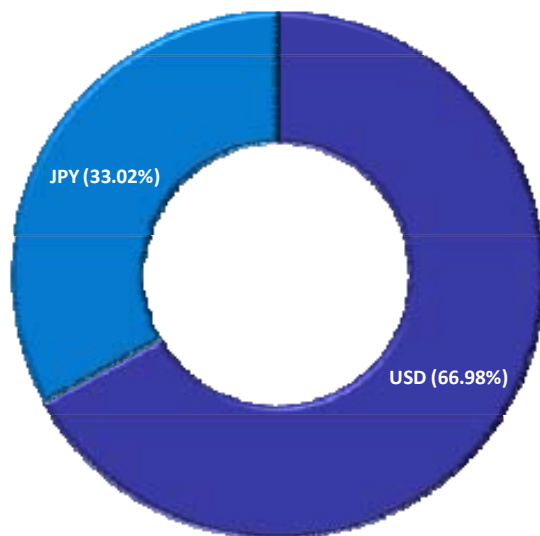
(billion rupiah)

	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
<b>Total Assets</b>	<b>20,348</b>	<b>20,266</b>	<b>21,929</b>	<b>8</b>
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>	<b>20,348</b>	<b>20,266</b>	<b>21,929</b>	<b>8</b>
<b>Forex as of :</b> - September 30, 2007 USD 1 = IDR 9,137 - December 31, 2007 USD 1 = IDR 9,419 - September 30, 2008 USD 1 = IDR 9,378				



## DEBT COMPOSITION AS OF Sep 30, 2008

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

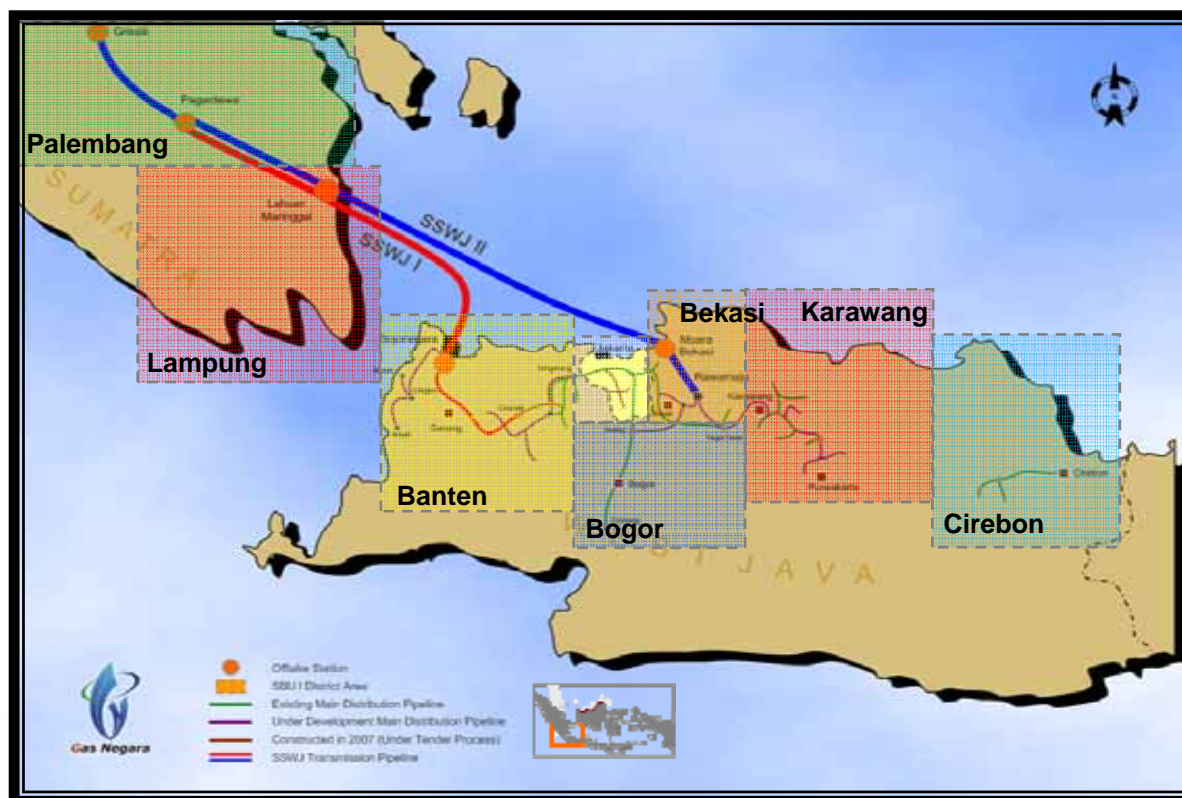




## Project & CAPEX

# 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 be fully completed in 2009



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 2009. 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  $\pm 1,500$  MMScfd.

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



# WEST JAVA DISTRIBUTION PROGRESS & KEY MILESTONES

**Aug 2007**

Distribution mainlines for Rawamaju-Kalimalang-Kedep-Pondok Ungu and Rawamaju-Walahar were partially completed and commenced operations. The pipelines received gas from SSWJ to PGN's existing and new customers

**Sept 2007**

Distribution mainline for Bitung-Batu Ceper was partially completed and commenced operations to strengthen the existing network

**Dec 2007**

Distribution mainline for Bitung-Batu Ceper and distribution branchlines for Banten, Bogor, Jakarta, Bekasi and Karawang are expected to complete by Dec 2007

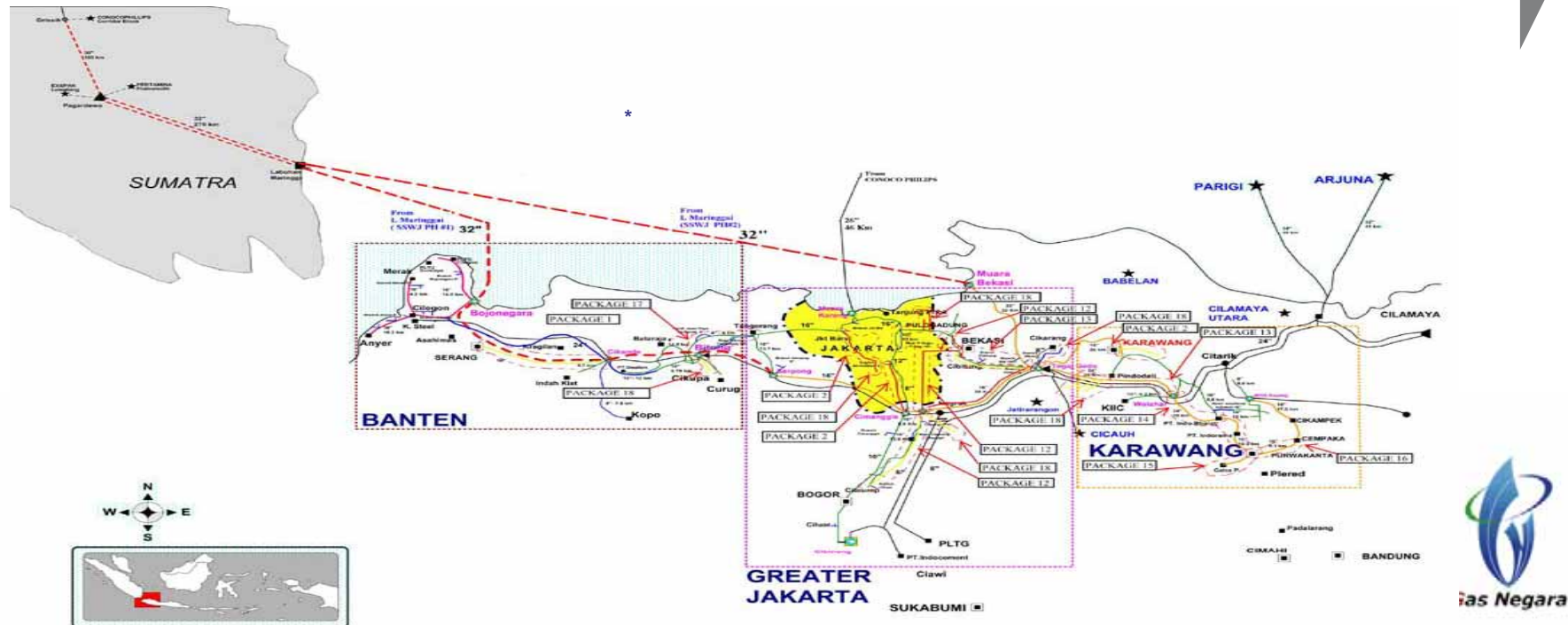
**Mar & Jun 2008**

Distribution mainlines for Banten and Greater Jakarta are expected to complete

**Oct 2008 – Pipeline Completion of World Bank Packages**

**Feb 2009 – Pipeline Completion of PGN Packages**

**Dec 2009 – Completion of Bojonegoro-Serpong transmission mainline**



# PROJECTED CAPEX

*(Million USD)*

Project	2008E
Transmission	191
Distribution	54
LNG	0.9
<b>Total</b>	<b>245.9</b>

*(Million USD)*

Source of Fund	2008E
PGN	106.9
JBIC & World Bank	139



## Outlook & Future Plan

# FUTURE PROJECTS

PILOT PROJECT CNG PONDOK UNGU

LNG RECEIVING TERMINAL


DURI – MEDAN TRANSMISSION PIPELINE

Integrated CBM Development with Pipeline Transmission





# Thank You

 PT Perusahaan Gas Negara (Persero) Tbk  
Investor Relations  
Jl. K H Zainul Arifin No. 20, Jakarta 11140  
Indonesia  
Ph: 62 21 6334838 Fax: 62 21 6331632  
[www.pgn.co.id](http://www.pgn.co.id)