





THE OUTLOOK OF LNG BUSINESS IN INDONESIA (PERTAMINA'S PERSPECTIVE)

LNG PRODUCER CONSUMER CONFERENCE

September 18-19, 2012 Tokyo, Japan



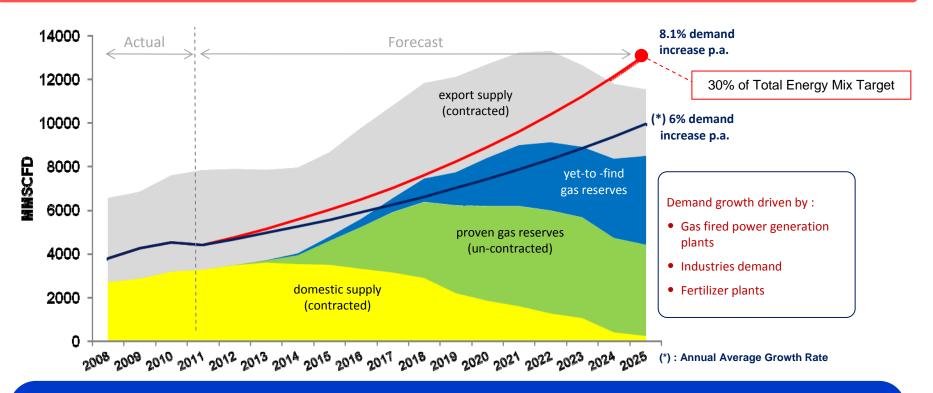
DISCLAIMER

The presentation is made solely for the purpose of this event and is not intended to be and should not be used by any other person or entity. The contents may contain copyright and/or legally privileged information and the reader must therefore not use, copy, disclose or take any action based on this presentation material or any information herein.

PT Pertamina (Persero) and its respective subsidiaries, affiliates and associated companies (or by any of their respective officers, employees or agents) will not in any manner whatsoever be deemed or construed to implicitly or explicitly represent or warrant the accuracy or completeness of the information or the contents of this presentation material. All consequences and/or liabilities (including without limitation, those arising from negligence) to other parties for the utilization of the documents are specifically disclaimed.



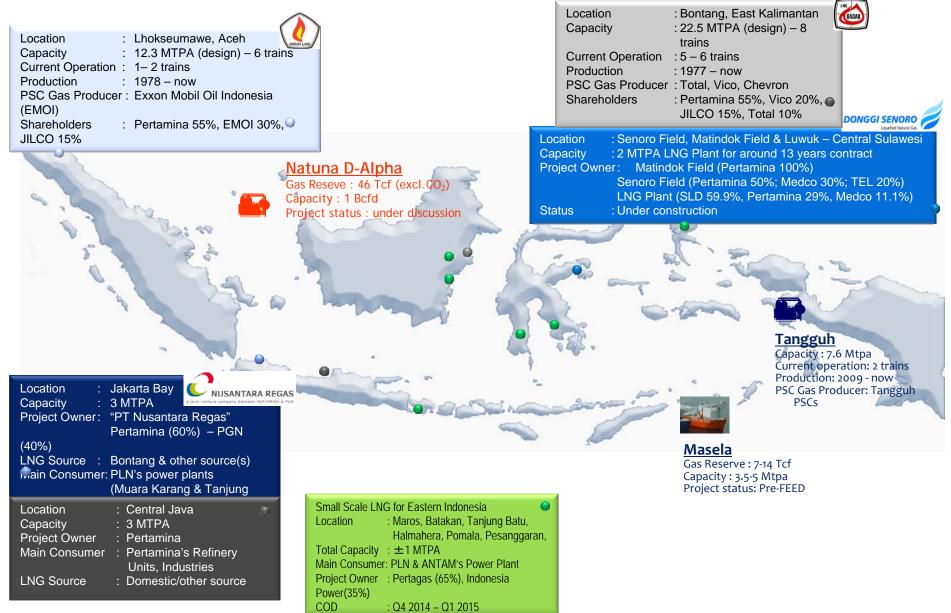
Indonesian Gas Supply-Demand Outlook



- Since Indonesia domestic gas demand is predicted to keep increasing and will reach approximately 10 BSCFD in 2025, therefore the domestic gas demand (for power plant, industries, and fertilizer plants) should be prioritized.
- While maintaining existing contracted LNG exports, Pertamina gradually adjusts its gas/LNG business orientation to fulfill domestic gas demand.
- Pertamina is committed to develop the infrastructure in order to meet the supply and demand gap and in line with government policy toward 2025 primary energy mix.
- Currently export vs domestic gas price disparity creates major challenges to satisfy both domestic and export demands.



Indonesia LNG Projects





Pertamina's Business Role

Past

• Focus on Government Assignment

Current

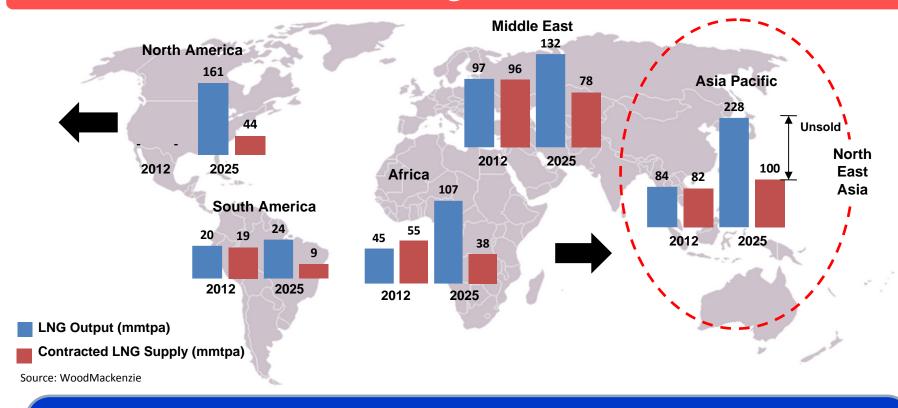
- Government Assignment
- Domestic Gas Business

Future

- Government Assignment
- Domestic Gas Business
- International Gas Business
- Energy Diversification



Global LNG Market Affecting Indonesian Domestic Market



The increasing number of potential supplies affect the price trends:

- -North East Asia LNG Price is based on oil index, which is now in the range of 14% 14.85% and currently is moving downward.
- -US LNG price based on Henry Hub index is very competitive.
- -The price should be monitored in the near future.
- Indonesian economic growth results in domestic industry capability to pay higher price for gas/LNG.
- The disparity between Indonesian domestic gas/LNG price and international market price is likely decreasing.



Conclusion

- Establishment of gas/LNG infrastructure in Indonesia is critical to become the backbone of connecting supply and demand more effectively and efficiently.
- Pertamina is changing its role to give priority in fulfilling domestic gas demand and to become a global gas player as well as developing power and renewable energy project.
- The disparity between Indonesian domestic gas/LNG price and international market price is likely to decrease.
- Indonesia is becoming a big potential market for gas/LNG.



THANK YOU

