



# Pertamina's Value Chain & Distribution in Indonesia

Indonesia is still dependent on oil and gas to meet its energy needs, Pertamina as an Indonesian state-owned oil and gas company plays a pivotal role in ensuring a reliable supply of energy sector. Pertamina's responsibilities span across the entire oil and gas value chain, including exploration, production, distribution, and marketing. Here are some of the ways in which Pertamina contributes to energy availability and energy security in Indonesia:

### Exploration and Development

Through carrying out exploring and developing new oil and gas reserves activities, Pertamina helps to ensure a long-term supply of energy for Indonesia.

### Energy Infrastructure

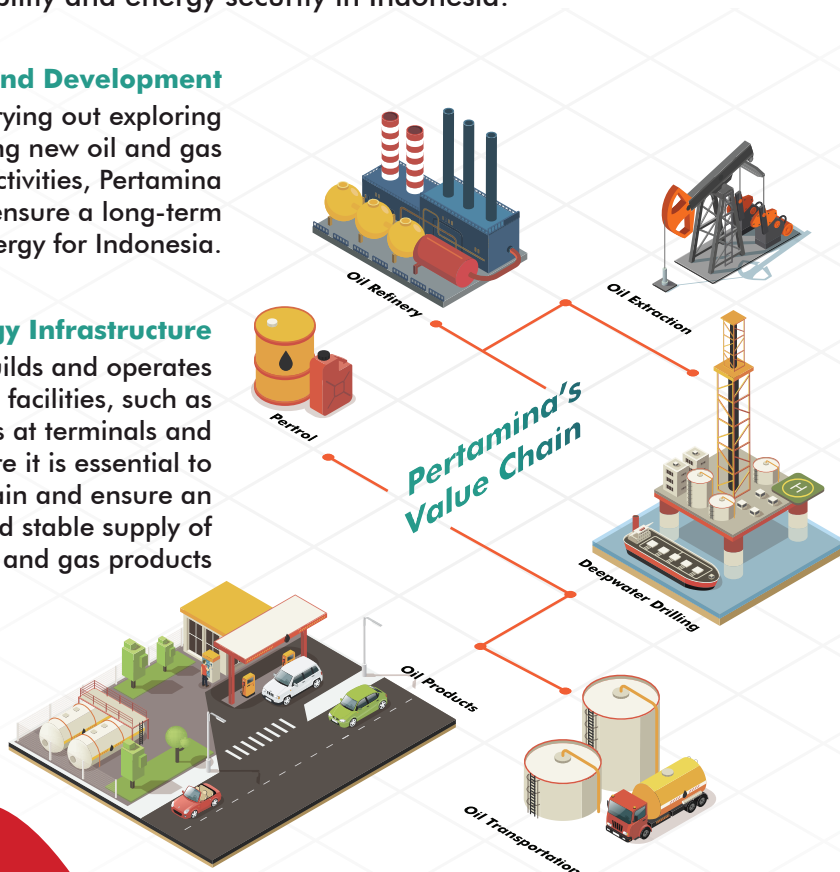
Pertamina builds and operates oil storage facilities, such as storage tanks at terminals and airports where it is essential to maintain and ensure an adequate and stable supply of oil and gas products

### Energy Production

Involved in the production and processing of oil, natural gas, and renewable energy sources such as geothermal, hydro, wind, and solar power and operates several oil refineries where these refineries process crude oil into various types of petroleum products.

### Energy Distribution

Pertamina has an extensive network of oil and gas distribution facilities throughout Indonesia including terminals, depots, and gas stations (SPBU) located in various regions, and has a fleet of transportation vehicles, including tankers, trucks, and ships.



# Pertamina's Retail Network & Channels

Pertamina has a large retail network in Indonesia that includes various types of outlets and distribution channels. Here are some of the retail network that Pertamina has:

- 1 Gas Stations (SPBU):** Pertamina operates a large number of gas stations (SPBU) throughout Indonesia. These gas stations provide all type of fuels (subsidizes, assignment, and general), such as gasoline and diesel, to meet the needs of different types of vehicles and customers. Pertamina's gas stations are located in various regions of Indonesia, from urban areas to remote regions.
- 2 Aviation Fuel Depots:** Pertamina has a network of aviation fuel depots that provide aviation fuel (avtur) to airlines operating in Indonesia. These aviation fuel depots are located at airports throughout Indonesia, both domestic and international.
- 3 LPG Stations:** Pertamina operates LPG (Liquefied Petroleum Gas) depots and filling stations that provide LPG for household and commercial use. These LPG stations are located in various regions of Indonesia and provide LPG in various sizes, from small canisters to large tanks.
- 4 Marine Fuel Depots:** Pertamina also operates marine fuel depots that provide fuel for ships and boats operating in Indonesian waters. These marine fuel depots are located at ports and harbors throughout Indonesia and provide various types of marine fuel, including low-sulfur fuel oil (LSFO) in accordance with the International Maritime Organization (IMO) regulations.
- 5 Pertashop (Pertamina Shop):** is a small-scale Pertamina retail outlet prepared to serve the needs of non-subsidized fuel consumers, non-subsidized LPG, and other Pertamina retail products, with a focus on prioritizing service locations in villages or cities that require Pertamina retail product.
- 6 Online Sales:** Pertamina has also started to sell its fuel products online through its e-commerce platform, Pertamina Digital. Customers can purchase fuel products online and then pick them up at designated gas stations or have them delivered to their homes or businesses.

## LPG Sales Channels



- 1. LPG PSO Agent:** Delivering 3 Kg packaged LPG to distribution centers and communities
- 2. LPG Non-PSO Agent:** Distributing Non-PSO LPG Products for 5.5 Kg, 12 Kg, and 50 Kg to the outlets, and end users.
- 3. PSO LPG Filling Station (SPBE):** Distributing 3 Kg LPG packaging to the agents
- 4. Non-PSO LPG Filling Station (SPBE):** Distributing Non-PSO LPG Products for 5.5 Kg, 12 Kg, and 50 Kg.
- 5. PSO Maintenance Workshop:** Performing maintenance on 3 Kg LPG cylinders.
- 6. Non-PSO Maintenance Workshop:** Performing maintenance LPG cylinders for 5.5 Kg, 12 Kg, and 50 Kg.

## Fuel Sales Channels



- 1. Regular Fuel Station (SPBU Reguler):** Non-PSO Products located in urban areas.
- 2. Mini Fuel Station (SPBU Mini):** Non-PSO Product located in sub-urban rural areas.
- 3. Modular Fuel Station (SPBU Modular):** Non-PSO Products located in suburban areas.
- 4. Compact Fuel Station (SPBU Kompak):** Non-PSO Product, Peralite, and located in remote and rural areas.
- 5. Fishermen Fuel Station (SPBU Nelayan):** Solar and Premium (only for fishermen)
- 6. Pertashop:** Non-PSO, Peralite, located in rural areas.

## Supply Agents



- 1. LPG:** LPG Agents (PSO and Non-PSO) and Distribution of 3Kg LPG
- 2. Fuel Retail:** Regular Fuel Stations, Mini and Modular Fuel Stations, Compact Fuel Stations, Fishermen Fuel Stations, Kerosene Agents, Pertashops