

Kerosene to LPG Conversion Project : The Story of 3kg LPG

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Indonesia



- Indonesia located in Lat 6° 8'N-11° 15'S Lon 94° 45'E-141° 65'E with total area 5,271 km E–W and 2,210 km N–S including 17,508 islands.
- It's population around 255 millions with GDP USD 860 Bio and GDP growth rate 5% (2015).
- Jakarta is the capital of Indonesia located in Java Island.

PERTAMINA at A Glance

...World Recognition....



Fortune 500

230th world rank year 2016



...Contribution for Indonesia



~79.000.000

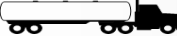
KiloLitre
products/yr



22 LPG Depots



6 VLGC



9 LPG Semi-refrigerated

17 LPG Pressurized Vessels



673 LPG Filling Stations

1.364 LPG Skid Tanks

4.245 LPG Agents



90++

Product types

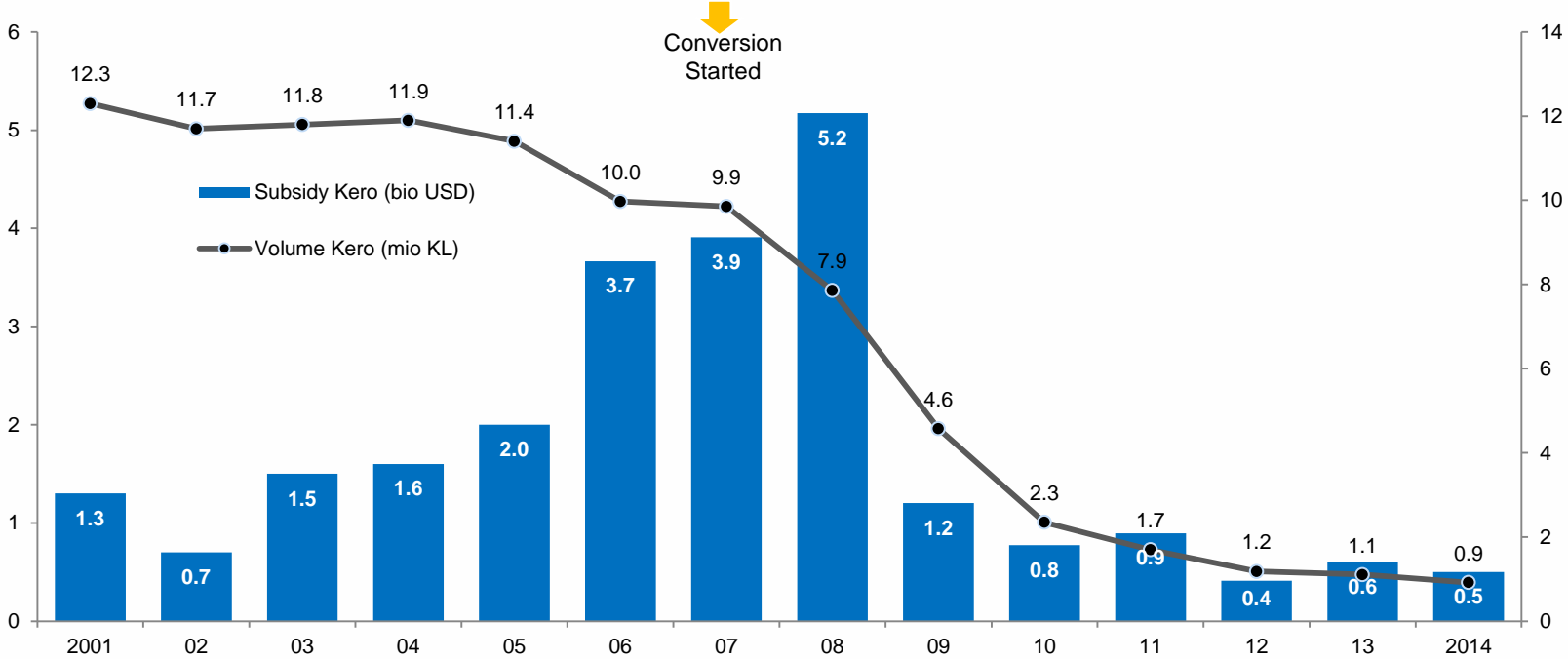


~255 millions
Indonesia population

Kero to LPG Conversion Program, the Trigger

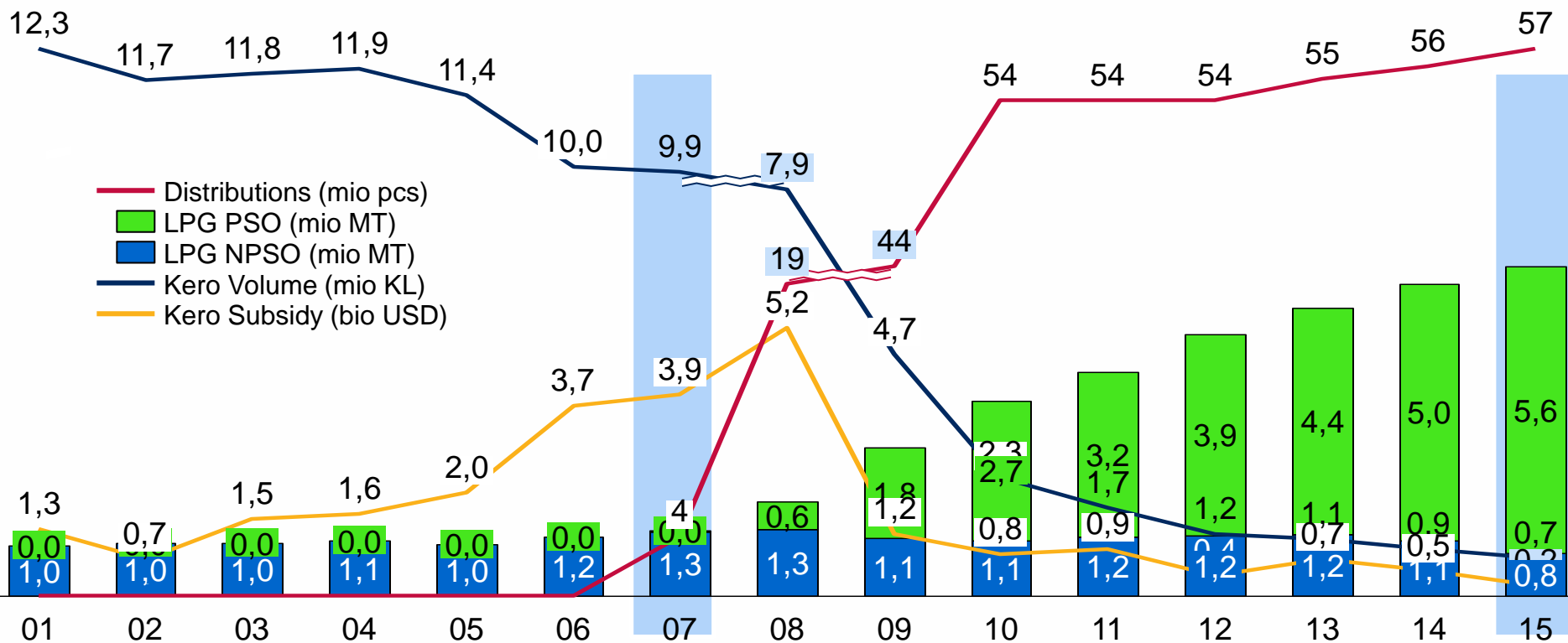
Huge fuel subsidy

Kerosene subsidy increases although the volume reduce significantly.

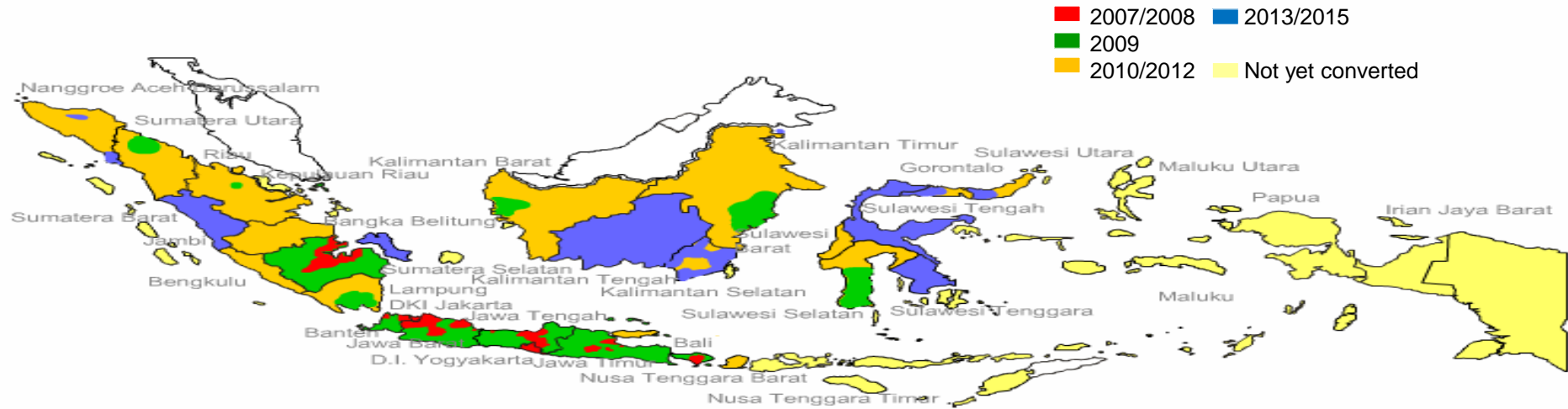


Switching Journey

LPG as The Exceptional Energy



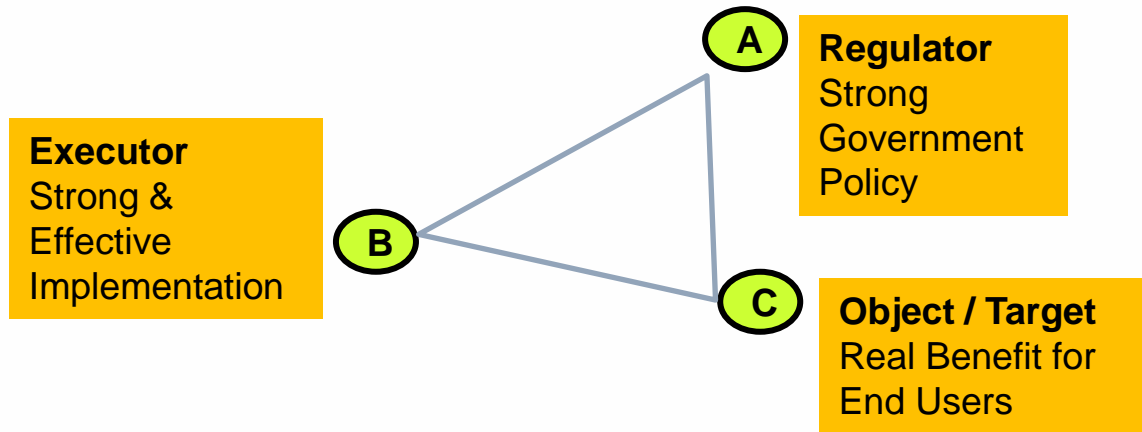
Kerosene to LPG Conversion 3 Kg Program Has Covered the Archipelago of Indonesia



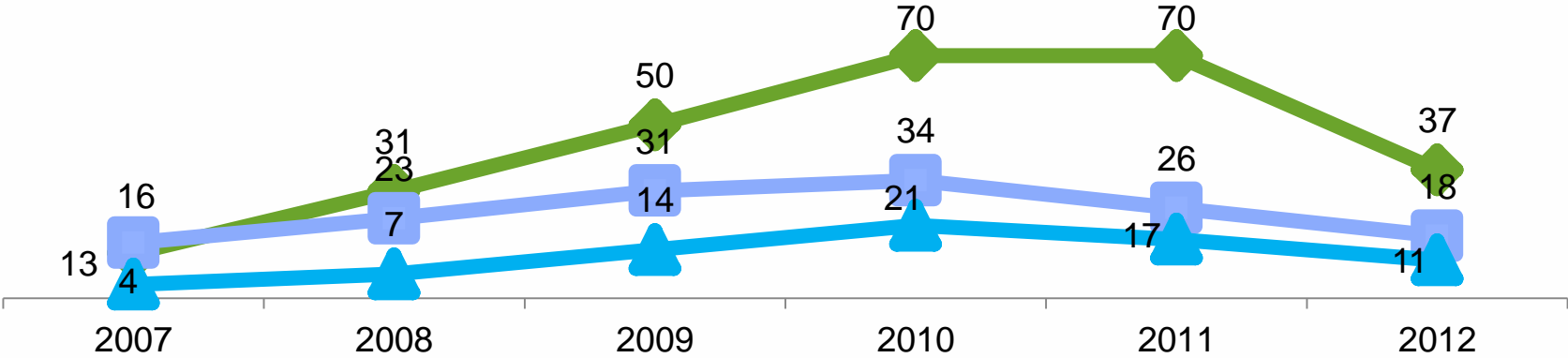
■ 2007/2008 ■ 2013/2015
■ 2009
■ 2010/2012 ■ Not yet converted

Government	Environment	Users	CO2 Reduction
State's Gross Subsidy Saving Up to 17,7 Bio USD	# of New Investors & Jobs 529 investors	Energy Cost Saving 42% (2.3 USD/Month)	# of Trees saved **) 90,1 Mio
Nett Saving 16,5 Bio USD	Value of Investment 1,9 Bio USD	% of program Supporters *) 94,1 %	# of Cars taken Equivalent **) 5,5 Mio

Key Success Factors



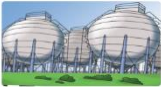



Impact to Cylinder, Stoves and Regulator Manufacture



◆ Cylinder ■ Stoves ▲ Regulator & hose

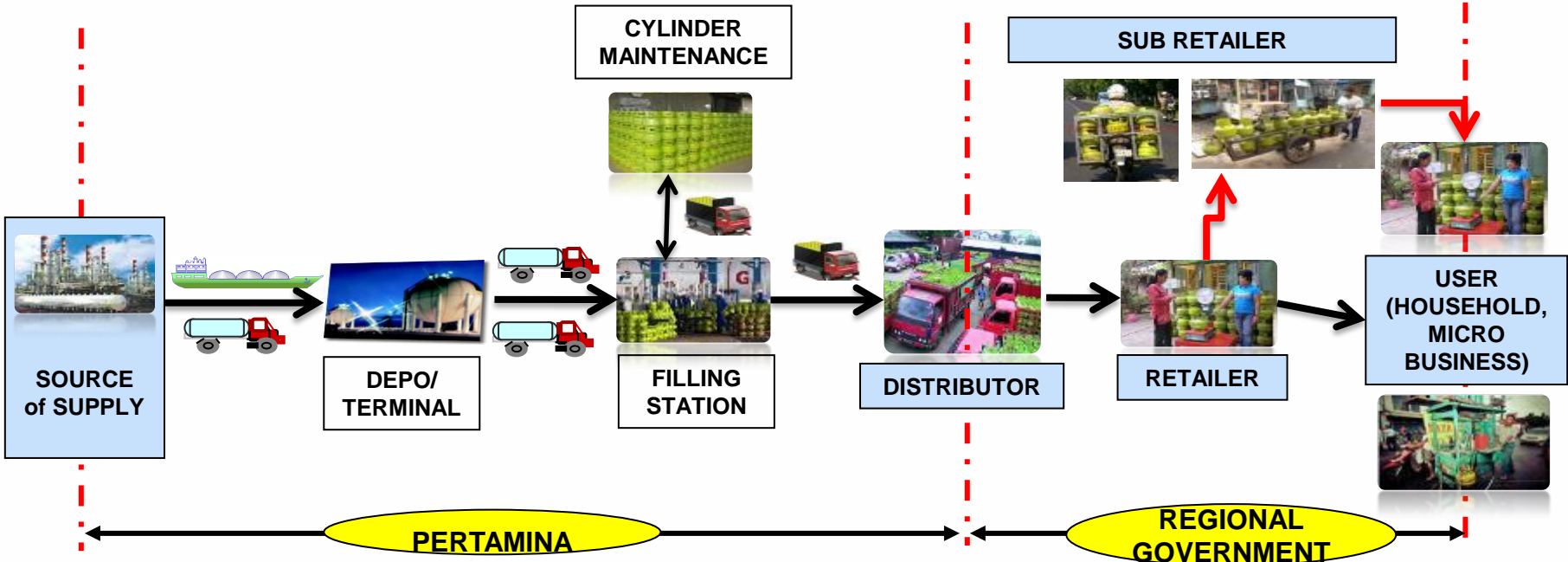




Infrastructure Consequences

Infra structure	Pre Conversion (Before 2007)	Conversion Periode (2007-2015)	Post Periode (After 2015)
1 	<ul style="list-style-type: none"> • On shore tank 129,000 MT • Thruput 4,000 MT/day 	<ul style="list-style-type: none"> • On shore tank 180,000 MT • Floating tank 180,000 MT • Thruput 17,000 MT/day 	<ul style="list-style-type: none"> • On shore tank 219,000 MT • Thruput 21,500 MT/day
2 	<ul style="list-style-type: none"> • 6 LPG press. vessels @1,800 MT 	<ul style="list-style-type: none"> • 4 VLGC • 8 LPG semiref vessels • 12 LPG press. Vessels 	<ul style="list-style-type: none"> • 6 VLGC • 10 LPG semiref vessels • 17 LPG press. Vessels
3 	<ul style="list-style-type: none"> • 66 stations (12 kg) • Capacity ~ 6,000 MT 	<ul style="list-style-type: none"> • 395 stations operated • Capacity ~ 16,000 MT/day 	<ul style="list-style-type: none"> • 600 stations operated • Capacity ~ 19,500 MT/day
4 	<ul style="list-style-type: none"> • 400 unit 	<ul style="list-style-type: none"> • 1000 unit 	<ul style="list-style-type: none"> • 1300 unit

Regulation

LPG Supply Chain



 Formal Distribution
 Informal Distribution

*) Subsidized LPG regulated by the Government



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*Thank
you*



LPG
EXCEPTIONAL ENERGY