



**TRIPUTRA ENERGI**

Authorized Branded Reseller of ExxonMobil

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**Winning Together**

**Mobil**<sup>™</sup>

2020







## TEM and EXXONMOBIL Introduction



**TRIPUTRA ENERGI**

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# STRATEGIC PARTNERSHIP

**ExxonMobil**



**TRIPUTRA ENERGI**

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**TRIPUTRA GROUP**

- Manage fuel imports
- Primary terminal construction and operation
- Sale of fuel to Triputra
- Provide marketing and operations support



- Be a Branded Reseller of EM fuels, leveraging the **Mobil** brand to end users.
- Provide marketing services; Fuel storage.
- Manage secondary terminals and fuel supply delivery chain.
- Various value adding propositions over multi – years contract ; VMI



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# OUR BUSINESS



# FUEL STORAGE INFRASTRUCTURE

ExxonMobil permanent fuel storage infrastructures provide customers with assurance of supply continuity and security.



**Vopak Terminal**  
60.000 KL capacity, Jakarta



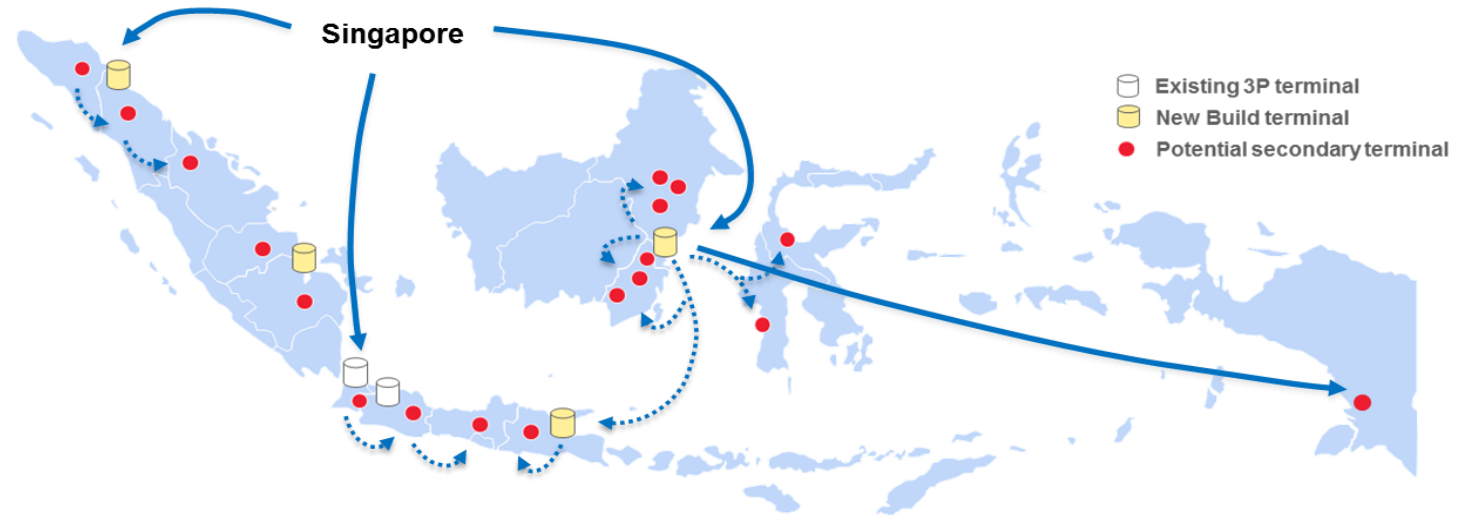
**Terminal Beringin**  
6.000 KL capacity, South Kalimantan



**Palaran Terminal**  
3.000 KL capacity (+5.000 KL), East Kalimantan



**Kariangau Balikpapan Terminal**  
100.000 KL capacity, East Kalimantan



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# Kariangau Balikpapan Terminal ( Update )



## Tanks Arrangement Capacity :

- |  |                             |
|--|-----------------------------|
| - 2 x 23.000 KL (Diesel Tank)                | - 1 x 8.000 KL (Mogas Tank) |
| - 1 x 15.000 KL (Diesel Tank)                | - 1 x 5.000 KL (Mogas Tank) |
| - 1 x 15.000 KL (Diesel Tank – Low Sulphur ) | - 1 x 8.000 KL (B100 Tank)  |



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## FUTURE EXPANSION

With full support of ExxonMobil and the stakeholders, TEM will expand its coverage area by opening new point of supply in other location.



▲ existing operation

▲ new location



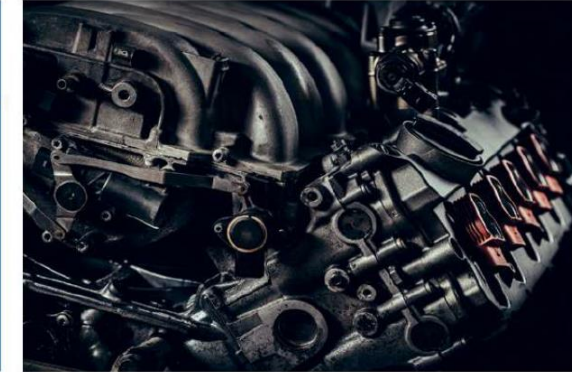
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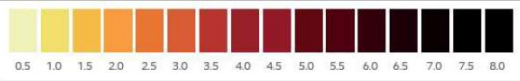


## Cetane Number

Details	Benefits	Typical EM Value	Govt. Standard
<ul style="list-style-type: none"> <li>Cetane number provides a measure of the ignition characteristics of diesel in compression ignition engines</li> <li>As Cetane number reduces, diesel engine performance progressively deteriorates</li> </ul>	High cetane fuels provide: <ul style="list-style-type: none"> <li>Good cold starting and reduced smoke</li> <li>Lower combustion noise</li> <li>Reduced exhaust emissions</li> </ul>	50-56	48



## Appearance

Details	Benefits	Typical EM Value	Govt. Standard
ASTM Colour Chart  0.5 1.0 1.5 2.0 2.5 3.0 3.5 4.0 4.5 5.0 5.5 6.0 6.5 7.0 7.5 8.0 <ul style="list-style-type: none"> <li>If diesel colour initially is &gt; 2.0, this is likely due to contamination</li> <li>If products begin with colour 0.5 and changes to &gt; colour 2 after long storage period, this indicates the product is not stable</li> </ul>	Bright and Clear diesel generally indicates fuel is visually free of water, sediment & suspended matter  Clean diesel can: <ul style="list-style-type: none"> <li>prevent excessive injector wear, filter plugging, and corrosion of engine fuel system parts</li> <li>increase the replacement cycle duration of the vehicle filter, reducing overall cost of maintenance</li> </ul>	Bright and Clear	Bright and Clear





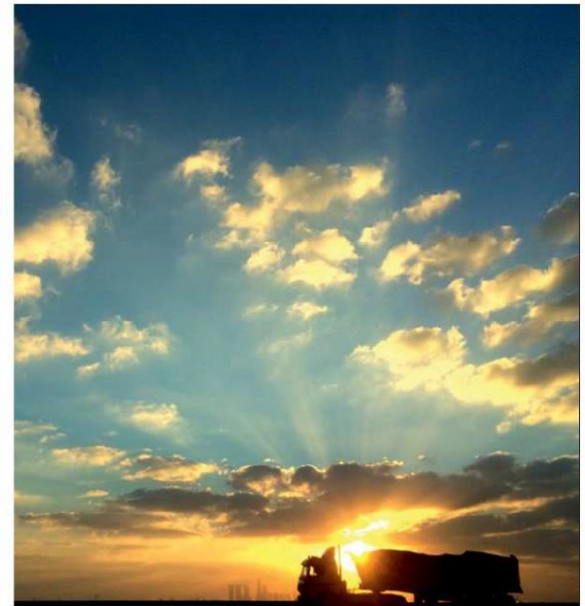
## Density

Details	Benefits	Typical EM Value	Govt. Standard
Used in conjunction with other properties to characterize both light and heavy fractions petroleum products	<p>Denser fuel:</p> <ul style="list-style-type: none"> <li>• has higher energy content</li> <li>• provides greater fuel economy in a diesel engine, lowering operational costs</li> </ul> <p>Benefits apply to diesel engines, diesel engine powered generator sets, boilers and heavy equipment, consideration of energy content</p>	830 - 860	815 - 860



## Sulphur

Details	Benefits	Typical EM Value	Govt. Standard
<ul style="list-style-type: none"> <li>• Naturally occurring compounds in crude oil</li> <li>• Sulphur in diesel is removed by the de-sulphurisation plant in the refinery</li> <li>• Use of lower sulphur fuel is in-line with Indonesian government's commitment to reduce emissions</li> </ul>	<p>Diesel fuel with high sulphur content :</p> <ul style="list-style-type: none"> <li>• Can cause wear in diesel engines as a result of the corrosive nature</li> <li>• Contributes to negative environmental and health concerns with sulphur emissions</li> <li>• Acts as a temporary catalyst poison, reducing system efficiency</li> </ul> <p>Diesel fuel with low Sulphur content directly reduces sulfate particulate emissions</p>	<500ppm	2500ppm



**TEM Business Partner**

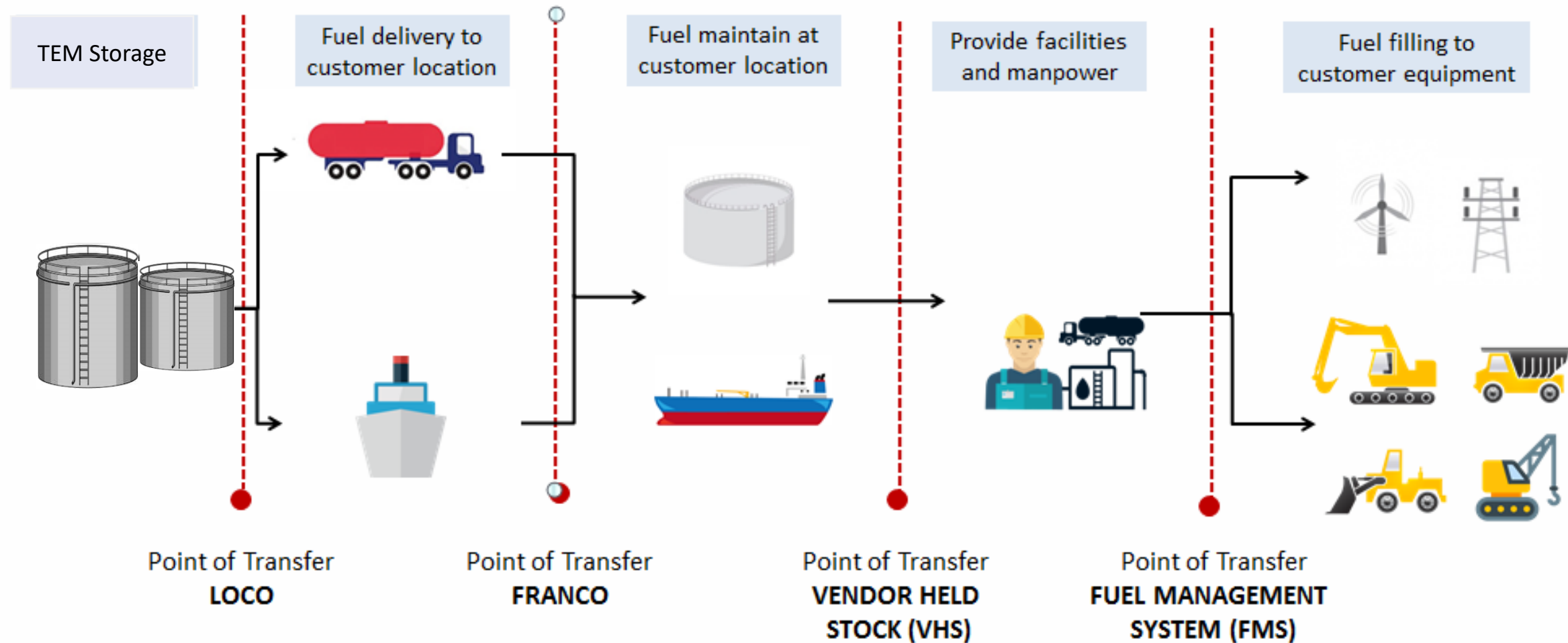


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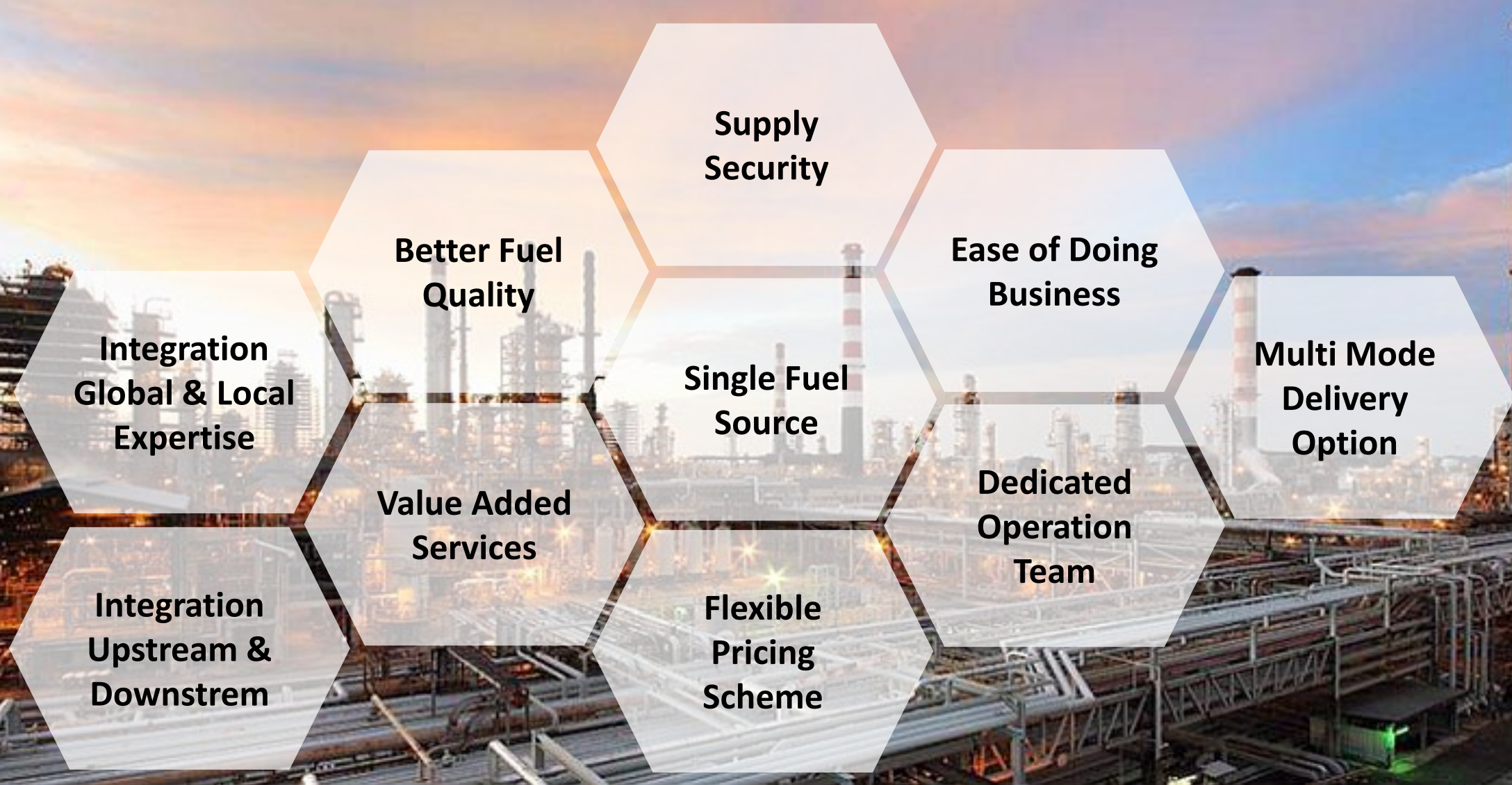
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# SUPPLY CHAIN SERVICES



# SUMMARY FUELS WINNING STRATEGY



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**Thank You**



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