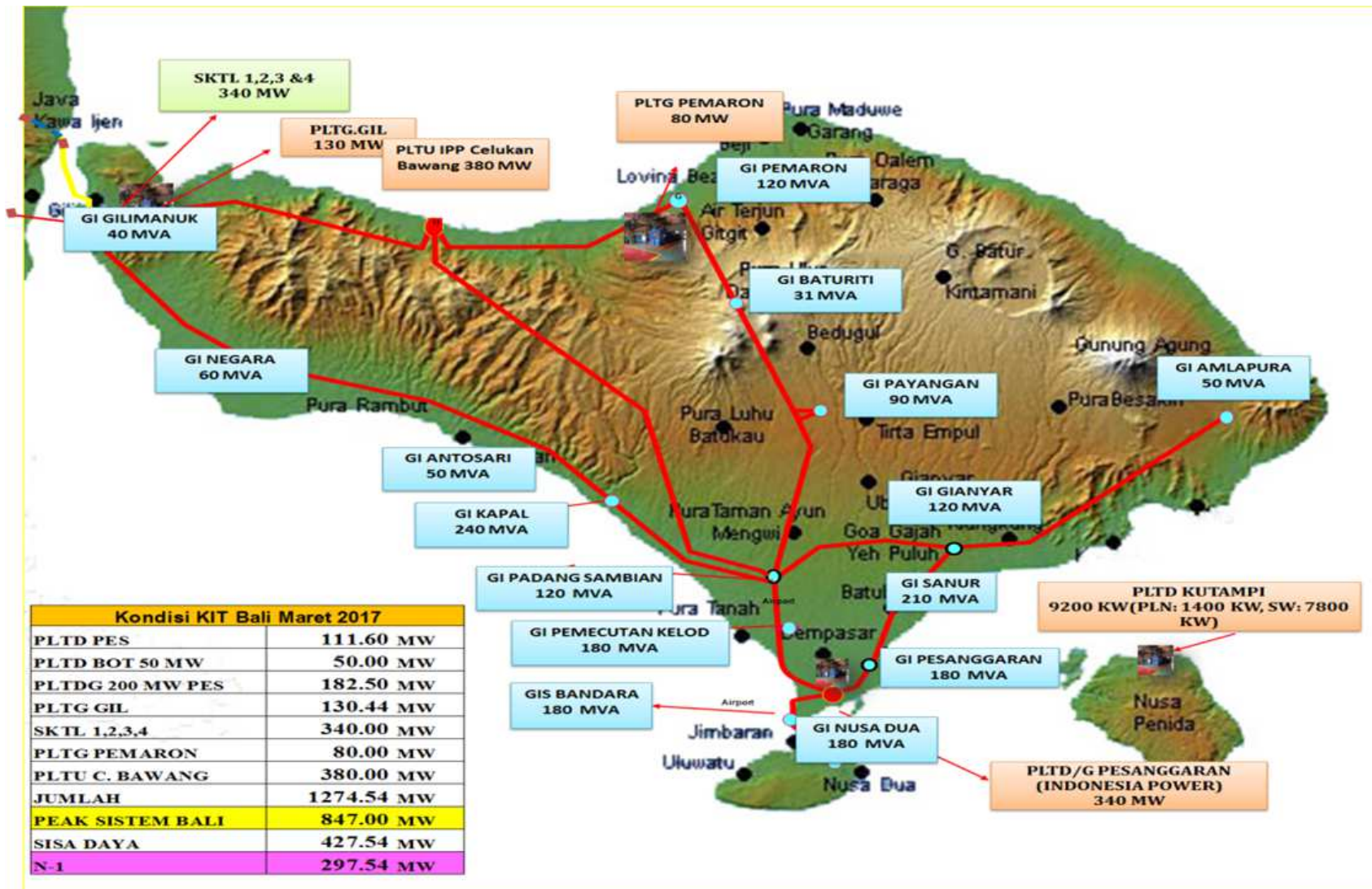


PT PLN (PERSERO) DISTRIBUSI BALI

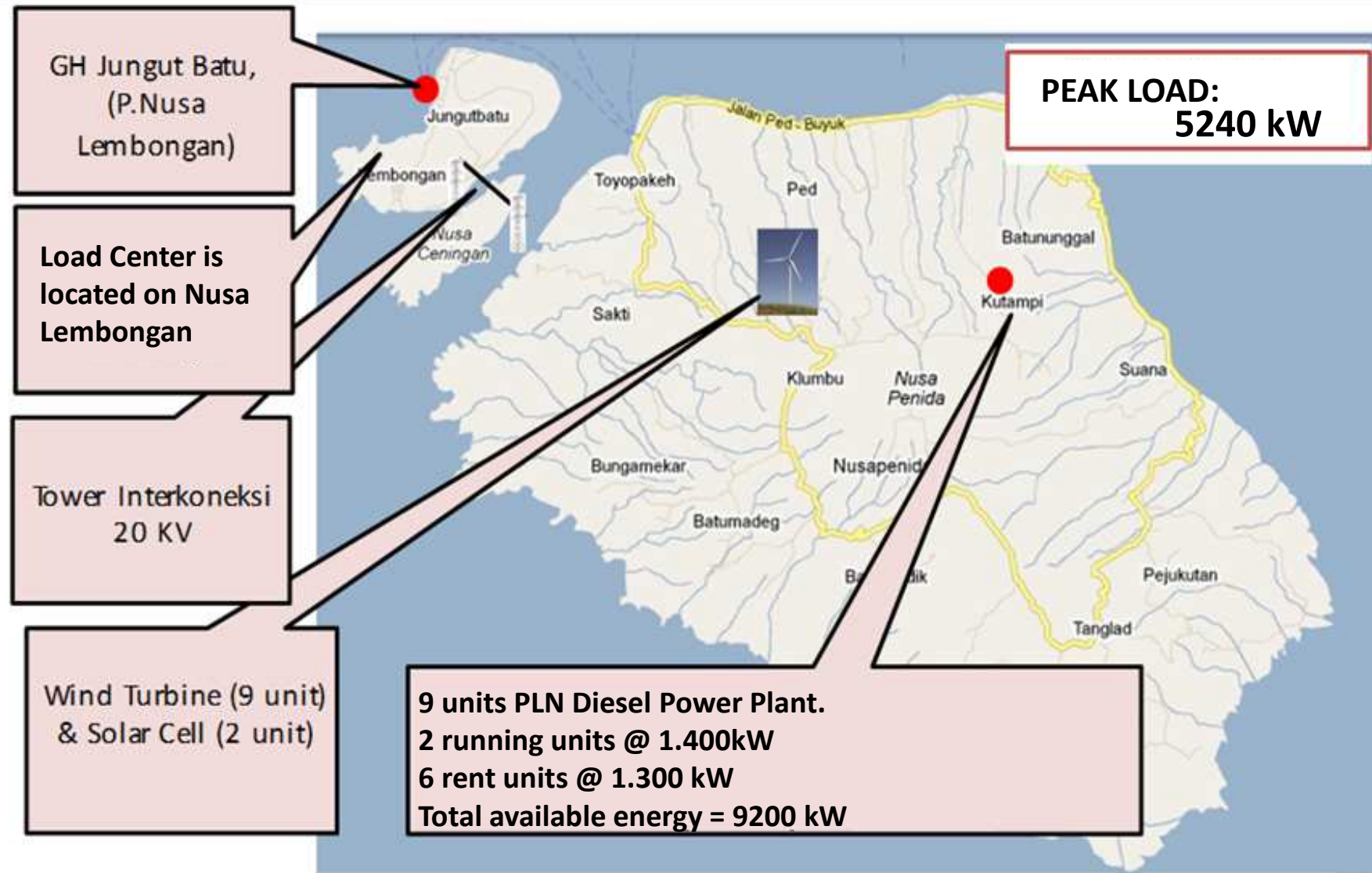
Jl. Letda Tantular No. 1 Renon
Denpasar, Bali



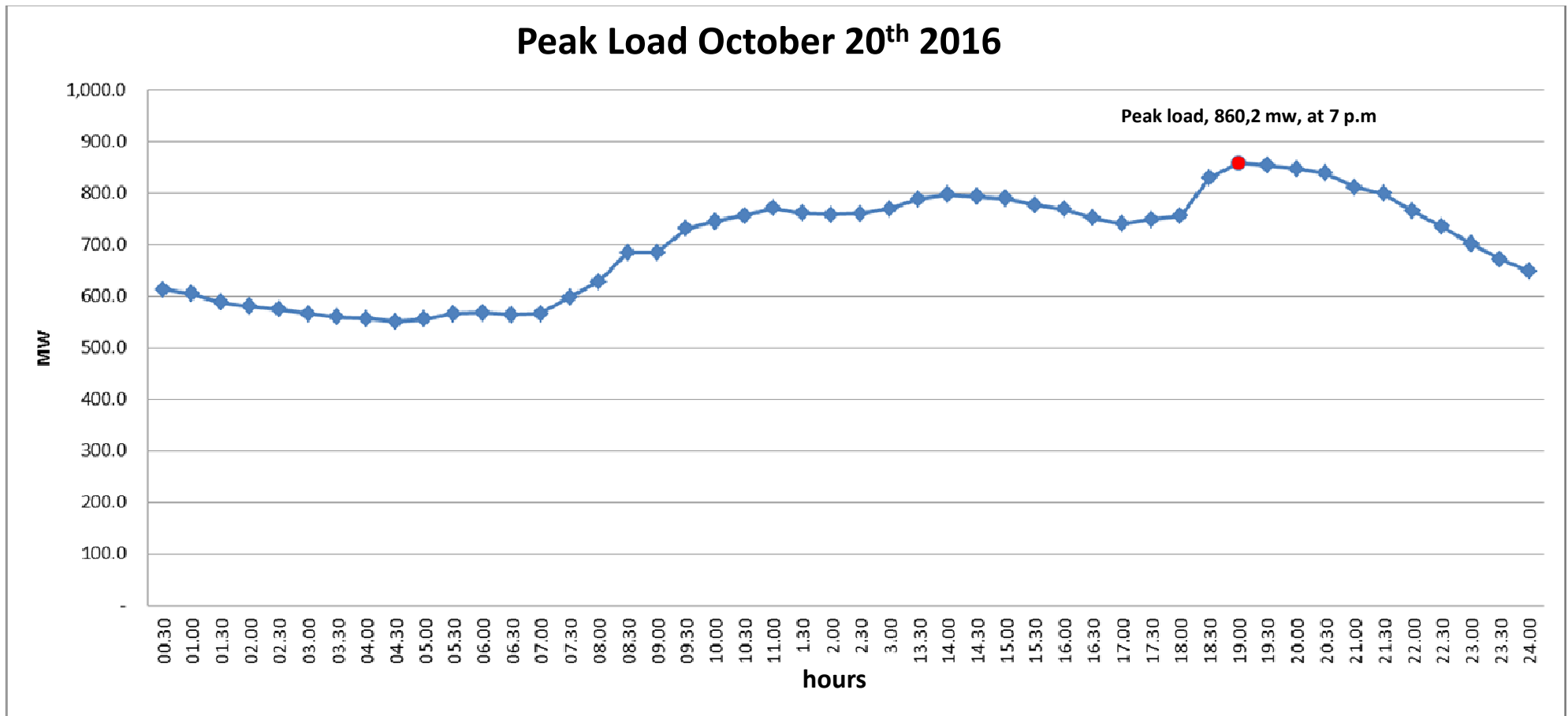
Bali's Electricity Distribution Maps



Nusa Penida's Electricity Distribution Maps



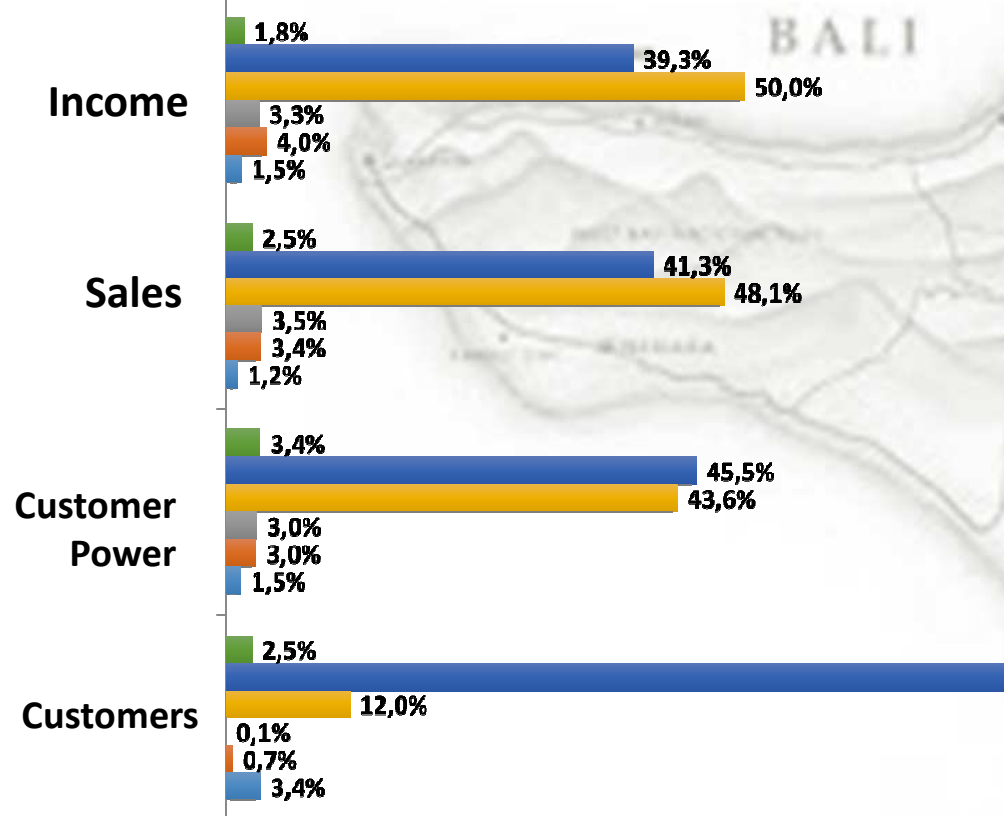
Bali's Peak Load System Curve



Data of PLN Bali Business



Year of 2016



■ SALES ■ HOUSEHOLD ■ BUSINESS
 ■ INDUSTRY ■ PUBLIC ■ SPECIAL
 SERVICE

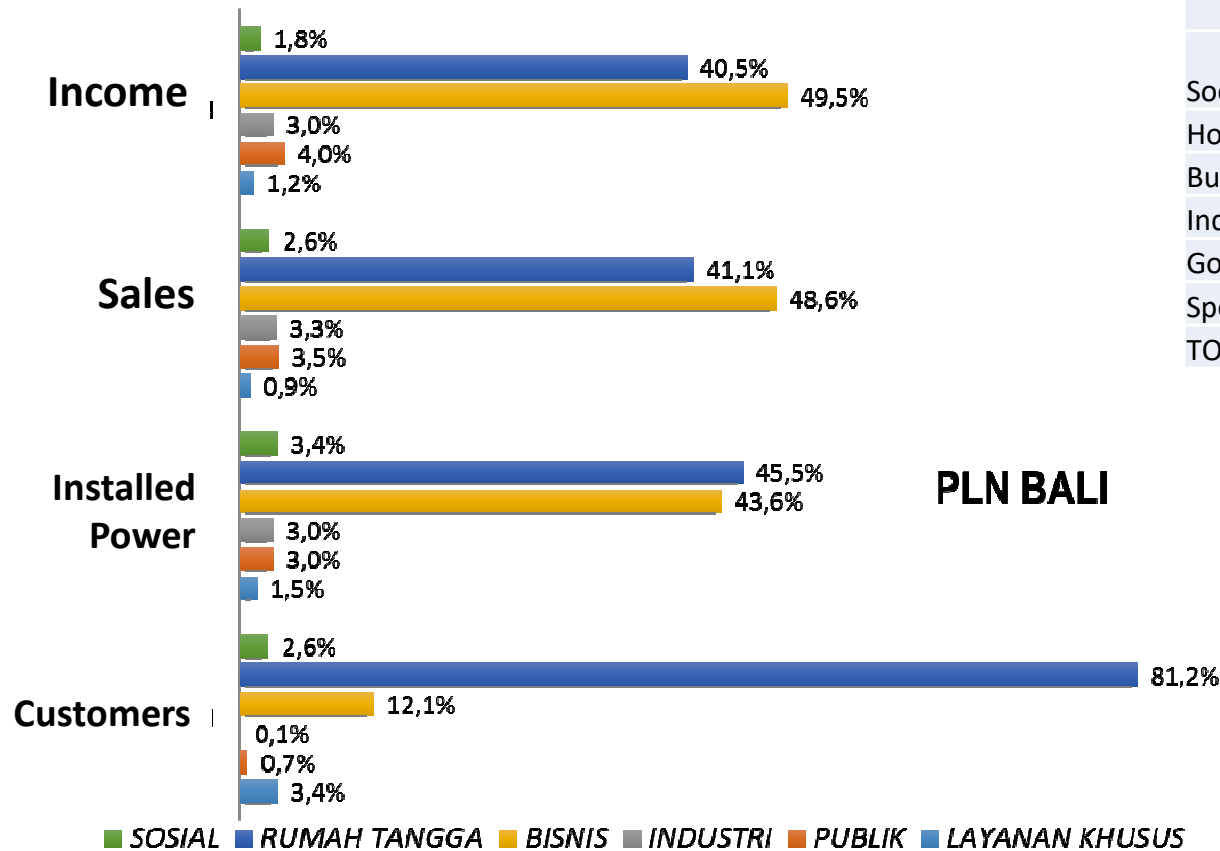
Segment	Cust	%	Installed Capacity (VA)	%
Social	31,935	2.55%	104,012,100	10401.21%
Household	1,019,857	81.29%	1,399,551,900	45.47%
Bussines	150,665	12.01%	1,342,757,000	43.63%
Industry	967	0.08%	93,382,600	3.03%
Public Consumption	8,667	0.69%	91,265,773	2.97%
Special Cust	42,525	3.39%	46,706,650	1.52%
TOTAL	1,254,615	100.0%	3,077,676,023	100.0%

Segment	Energi Selling (kWH)	%	Income (Rp)	%
Social	129,654,232	0.00%	108,926,568,561	0.00%
Household	2,105,016,185	41.28%	2,343,934,451,987	39.33%
Bussines	2,451,003,209	48.07%	2,982,499,577,229	50.05%
Industry	178,976,476	3.51%	194,483,948,380	3.26%
Public Consumption	175,595,802	3.44%	237,259,556,146	3.98%
Special Cust	58,858,349	1.15%	91,986,267,202	1.54%
TOTAL	5,099,104,253	100.00%	5,959,090,369,505	100.00%

Data of PLN Bali Business



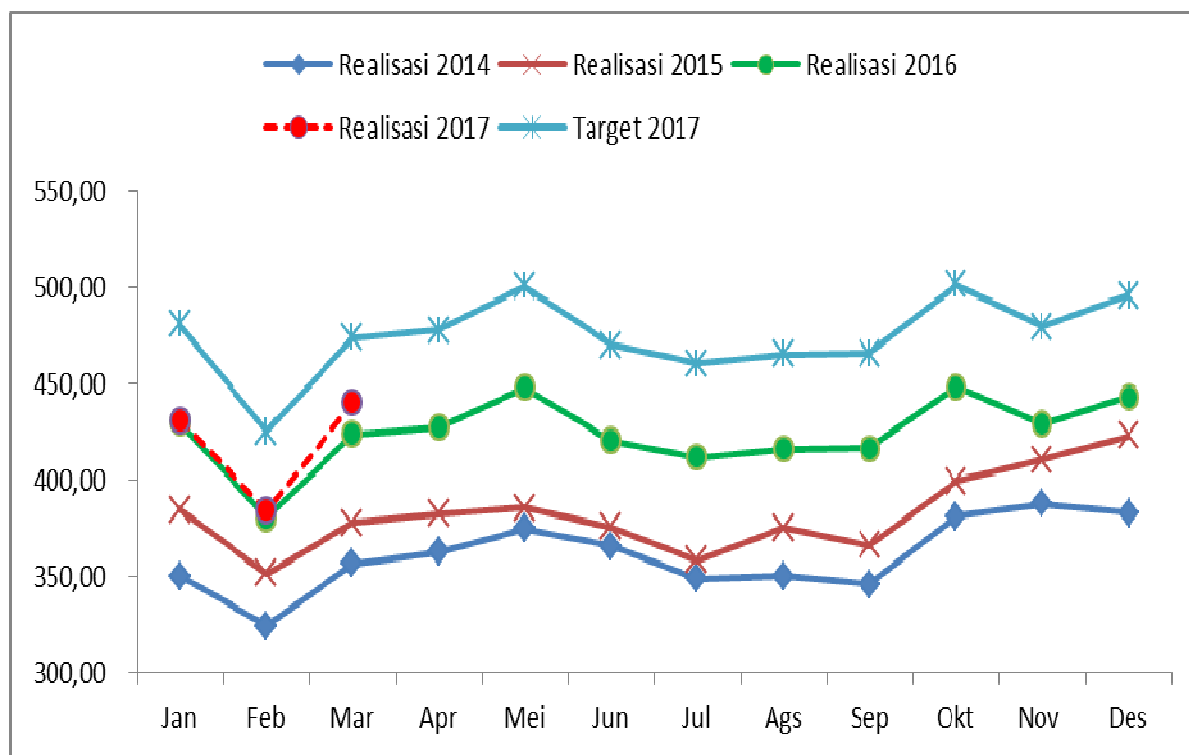
Quarter 1, 2007



Segment	Cust	%	Installed Capacity (VA)	%
Social	32,507	2.55%	105,935,450	3.39%
Household	1,034,269	81.21%	1,423,146,750	45.54%
Bussines	154,118	12.10%	1,362,324,850	43.60%
Industry	1,028	0.08%	93,683,700	3.00%
Government	9,798	0.69%	92,737,548	2.97%
Special Cust	42,782	3.39%	26,952,800	1.50%
TOTAL	1,273,500	100.00%	3,124,781,098	100.00%

Segment	Energi Selling (kWH)	%	Income (Rp)	%
Social	33,231,856	2.64%	27,810,363,243	1.80%
Household	516,255,733	41.08%	626,924,143,060	40.50%
Bussines	610,497,693	48.58%	766,461,027,015	49.52%
Industry	41,579,665	3.31%	46,227,455,688	2.99%
Government	43,639,971	3.47%	61,405,521,806	3.97%
Special Cust	11,572,956	0.92%	18,977,726,708	1.23%
TOTAL	1,256,777,874	100.00	1,547,806,237,520	100.00

Energy Selling Growth



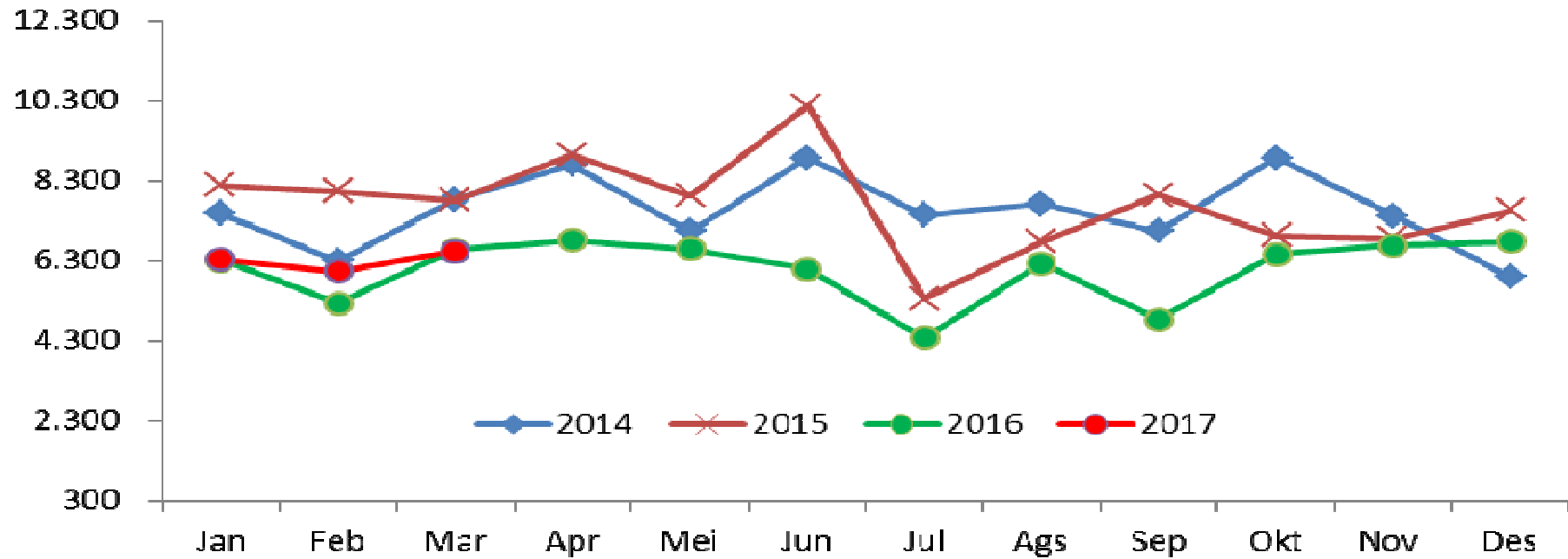
(dalam GWh)

BIG 5	MARCH KWH CUMMULATIVE SALES (YoY)		
	2015	2016	2017
R1 900 VA	108,111,219	122,936,686	117,570,781
R1 1300 VA	108,074,573	117,683,583	121,250,747
R2 R3	122,784,050	136,759,303	138,975,200
B2	217,235,775	241,073,692	250,663,219
B3	236,816,428	265,285,094	274,428,327
Others	321,626,269	351,208,810	353,889,600
TOTAL	1,114,648,314	1,234,947,168	1,256,777,874

GROWTH CONSUMPTION		
KWH	2016	2017
R1 900 VA	13,71%	-4,36%
R1 1300 VA	8,89%	3,03%
R2 R3	11,38%	1,62%
B2	10,97%	3,98%
B3	12,02%	3,45%
Others	9,20%	0,76%
TOTAL	10,79%	1,77%

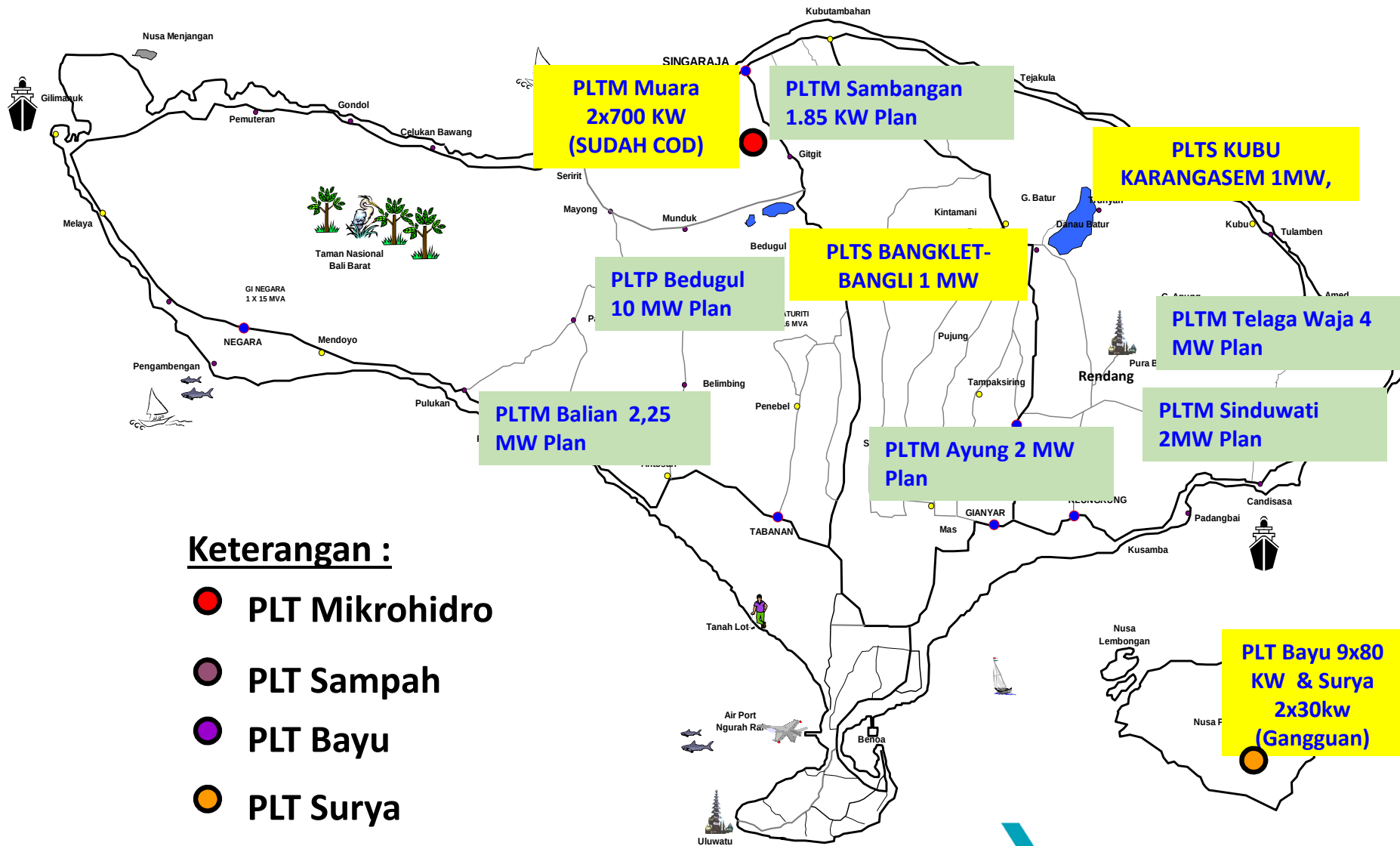
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Agt	Sep	Oct	Nov	Dec	Acum as per	Growth Yo Y	
													Dec	per Mar	Jan-Dec
2014	350,51	324,61	356,92	363,02	374,93	366,10	349,28	350,42	346,38	381,54	388,02	383,30	4.335,03	16,85%	10,75%
2015	384,78	351,81	378,05	282,00	386,05	375,96	358,84	375,51	366,36	399,81	410,78	423,20	4.594,16	8,00%	5,98%
2017	430,26	380,62	424,06	427,69	448,23	420,75	412,32	416,32	416,87	448,88	429,36	443,75	5.099,10	10,79%	10,99%
2017 Target	480,98	425,50	474,05	478,11	501,07	470,35	460,92	465,40	466,02	501,80	479,97	496,06	5.700,24	11,79%	11,79%
2017	431,52	384,64	440,62	-	-	-	-	-	-	-	-	-	1.256,78	1,77%	
2017 vs 2016 (Mo M)	0,29%	1,06%	3,90%												

New Customer Growth



Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Agt	Sep	Okt	Nov	Dec	Cummulative
2014	7.468	6.292	7.82	8.7	7.025	8.871	7.442	7.713	7.033	8.854	7.424	5.887	90.529
2015	8.175	8.031	7.818	8.938	7.924	10.15	5.355	6.78	7.946	6.926	6.847	7.542	92.432
2016	6.305	5.239	6.563	6.803	6.587	6.093	4.374	6.233	4.831	6.45	6.69	6.779	72.947
2017	6.327	6.033	6.525										18.885

EBT Generator (Renewable Energy) in Bali

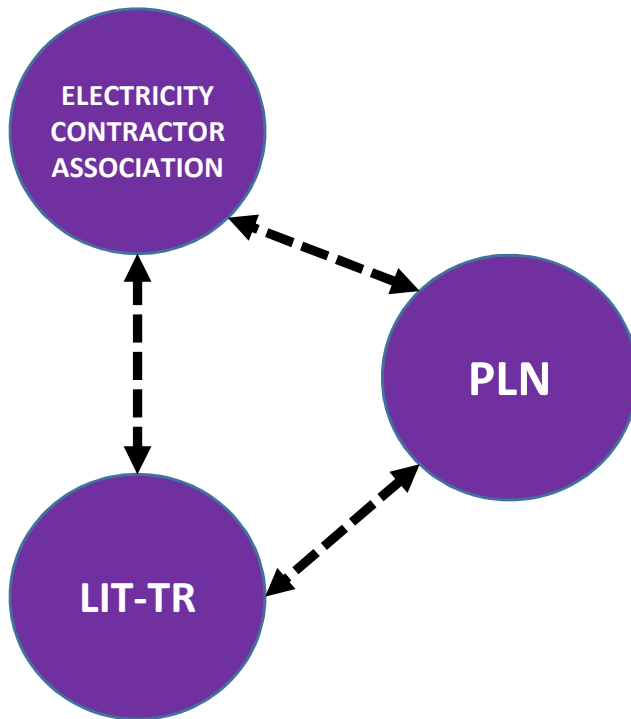


Synergy between PLN – Low Voltage Inspection Installation Body (LIT TR) – Electrical Contractor



Three parties cooperation concept :

Soon after customer paid BP/UJL:



- PLN inform the customer data to Low Voltage Inspection Installation Body and to Electrical Contractor
- Electrical contractor gives feedback to PLN & LIT TR.
- LIT TR inform the PLN & electrical contractor about the payment & done installation.



Vision

To be an independent electricity inspector, honest, professional to achieve safety of mankind and property from the dangers of electricity

Mission

To ensure of mankind, property, electricity installation and environment from electricity hazards by performing predefined electricity inspection

Motto

"We care electric safety"





PLN

Thank you