

Buyung Heru Satria

Years of experience: 29

Technical skills: Commercialization, negotiation (i.e. Gas Sales Agreement (GSA)), economic & investment evaluation, business planning, petroleum and gas pipelines network.

29 years international industry experience:

- Currently with THREE60 Energy as Sr.Commercial Advisor
- Currently with PT.Globalindo Multi Finance as Member of the Risk Oversight Committee (*Anggota Komite Pemantau Risiko*)
- 6 years with PremierOil Natuna Sea BV, a Harbour Energy Company as Government Affairs Senior Manager
- 5 years with PremierOil Natuna Sea BV as Government Affairs Manager
- 6 years with PremierOil Natuna Sea BV as Chairman of the Procurement Committee
- 2 years with PremierOil Natuna Sea BV as Legal Manager (interim)
- 2 years with PremierOil Natuna Sea BV as Commercial Manager
- 8 years with PremierOil Natuna Sea BV as Senior Economist
- 2 years with PremierOil Natuna Sea BV as Commercial Analyst
- A year with Santa Fe Energy Ltd as Economic & Planning Supervisor
- 2 years with ARCO Indonesia Inc. as Senior Planning Analyst
- 3 years with ARCO Indonesia Inc. as Planning Analyst

Work Experience - Summary

Experienced about 29 years in the upstream of oil and gas industry with a demonstrated history in skilled in commercialization, negotiation (i.e. Gas Sales Agreement (GSA)), economic & investment evaluation, business planning, petroleum, & gas pipelines network. Had worked with several foreign energy companies in Indonesia (ARCO Indonesia, Santa Fe Energy, and Premier Oil/ Harbour Energy) and held several senior positions in Business Planning, Commercial, Legal and Government Relations.

Holds a Master of Business Administration from Western Michigan University, Kalamazoo, Michigan-USA and a Bachelor's Degree in Chemical Engineering from Bandung Institute of Technology (ITB).

Work Experience - Detailed

2024 – Present

THREE60 Energy - Indonesia

Position: Sr.Commercial Advisor

Highlights: Provide advice related to the natural oil and gas commercialization agreements.

2024 – Present

PT. Globalindo Multi Finance

Position: Member of the Risk Oversight Committee

(Anggota Komite Pemantau Risiko)

Highlights: Assists the Board of Commissioners (particularly the Independent Commissioner) in carrying out its supervisory duties, particularly in relation to the implementation of risk management.

2017 – 2023

PremierOil Natuna Sea BV, a Harbour Energy Company

Position: Government Affairs Senior Manager

Highlights: Reports directly to President Director of PremierOil, a Harbour Energy Company

- Take a leadership role within the external & government relation functions and proactively works to advance the Oil & Gas industry's interest.
- Develop and direct strategically the company's communications programs, including community investment programs and Government Affairs function to advance the Company's business objectives with focusing on promotion of the Company, both internally and externally.
- Proactive directing management in lobbying and negotiating with external stakeholders in achieving company goals and objectives and advise on how best to project and maintain an appropriate corporate image within Indonesia, and internationally. In addition, supporting the Commercial team in monitoring the implementation GSAs(Gas Sales Agreements) and its related agreements.
- Provide senior management team with strategic data and analysis related to social & economic events that may have an impact on company's business and assets within Indonesia.
- Always monitor potential risks or conflicts of interest that the company will face with external parties to be immediately anticipated and coordinated with management.

2012 – 2017

Position:

Highlights:

PremierOil Natuna Sea BV

Government Affairs Manager

Reports directly to Vice President Government Affairs and Business Support (VP GABS) of PremierOil

- Assisting VP GABS in taking a leadership role within the external & government relation functions and proactively works to advance the Oil & Gas industry's interest.
- Develop and direct strategically the company's communications programs, including community investment programs and Government Affairs function to advance the Company's business objectives with focusing on promotion of the Company, both internally and externally.
- Proactive directing management in lobbying and negotiating with external stakeholders in achieving company goals and objectives and advise on how best to project and maintain an appropriate corporate image within Indonesia, and internationally.
- Provide senior management team with strategic data and analysis related to social & economic events that may have an impact on company's business and assets within Indonesia.
- Always monitor potential risks or conflicts of interest that the company will face with external parties to be immediately anticipated and coordinated with management.

2014 – 2020

Position:

Highlights:

PremierOil Natuna Sea BV

Chairman of the Procurement Committee

Lead a tender committee consisting of various functions including legal, finance, planning, procurement, & goods/services users.

- Tendering goods/services in accordance with applicable regulations, and in compliance with PTK007 (Work Procedure Guideline issued by the Government Authority (SKK Migas) regarding the Supply Chain Management).
- Prioritizing the use of domestic production and competence; and
- Submitting the results of its work to the Authorized Official (President Director or his delegated official).
- Ensuring consistent and correct application of procurement practices with the working guidelines.
- Ensuring Procurement plan and activities initiated on time corresponds the activity plan and budget.
- Ensuring ethical risks are considered and addressed in the procurement process.

2012 – 2014

Position:

Highlights:

PremierOil Natuna Sea BV

Legal Manager (interim)

Reports directly to the President of PremierOil Natuna Sea BV

- Provide legal services for the Premier Oil Indonesia business by supporting the Indonesia Senior Management Team and monitor Company's compliance with contractual requirements, local and international laws and regulations, and internal policies and procedures. The Indonesia President and Asia Business Unit Legal Manager are to be advised where non-compliance occurs or is likely to occur.
- Monitor and supervise the implementation of the Code of Conduct & UK Bribery Act and take necessary actions to avoid the potential violation.
- Draft, negotiate and review documents for general commercial transactions, and in the confidential exchange of information
- Strengthen Company's Legal processes and systems to ensure PTK007 compliance. PTK007 is Work Procedure Guideline issued by the Government Authority (SKK Migas) regarding the Supply Chain Management.
- Ensures that all business activities conducted in compliance with all legal, government and Company requirements.
- There will be frequent contact with internal business leaders and the Asia Legal Manager, as well as developing key relationships with the Government Authorities (SKK Migas, DitJend MIGAS and representatives from commercial partners.
- Leading contract negotiation with counterparties as Company's representative.
- Managing and monitoring any Company matters outsourced to external law firm.
- Managing the drafting/reviewing commercial & procurement contracts to ensure optimal interests of the Company.
- Advising solutions to any complicated legal issues arising out of contracts.
- Providing effective contractual risk management and promoting to organization

2010 – 2012

Position:

Highlights:

PremierOil Natuna Sea BV

Commercial Manager

Reports directly to the President of PremierOil Natuna Sea BV

- Responsible for leading and developing Company's commercial unit in Jakarta, overseeing every commercial opportunity in the business unit, economics, regional gas supply / demand, GSA (Gas Sales Agreement) negotiation, supporting New Business and Ventures activities and monitoring commercial activities.
- Perform commercial evaluations (market knowledge and interpretation, economics, commercial solutions) for existing and new projects, acquisitions, divestments and other opportunities in

conjunction with Regional Commercial, New Venture and Business Development groups.

- Prepare draft of the commercial agreements are in compliance with the Indonesian regulation and in line with corporate policy.
- Monitor the implementation of commercial agreements (GSA - Gas Sales Agreements) and work with the representatives of Joint Ventures companies and other departments to achieve the company's objectives.
- Always focus on producing innovative solutions to business and commercial problems, also develop strong relationships with internal and external stakeholders (government and JV partners, consultants and potential customers), in overseeing new GSA (Gas Sales Agreement) and associated agreements.

2002 – 2010

Position:

Highlights:

PremierOil Natuna Sea BV

Senior Economist

Reports directly to Commercial Manager

- **Appraise each project actual or potential economic value** and provides management with investment alternatives and forecasts of the estimated cost and profitability of the project.
- Manage and interpret financial data and compile statistical reports on financial developments related to current projects, financial policies and plans, and other significant project developments.
- Conduct internal study to monitor gas demand and supply at Singapore and Indonesia especially Batam & Sumatera areas
- Work together with the external consultant to review gas demand/supply as anticipation the development of LNG terminal in Singapore that estimated would affect the gas supply from Natuna Indonesia.
- Work together with the external consultant to review gas demand/supply that estimated would affect the gas supply from GSA2,3,4 to flow gas to Batam & Singapore. Gas Supply from Natuna area to Batam is constraint the unavailability pipeline from WNTS (West Natuna Transportation System) to Batam.
- As Commercial Representative was actively involved in preparations and discussions/negotiations to reach Gas Sales Agreements (GSAs) with various parties including the authorities, namely BPMIGAS, now SKK Migas.
- Overseeing the commercial implementation of GSA2,3,4 and its related agreements. GSA2,3,4 is a package agreement for the sale of gas from the Gajah Baru, Naga and Iquana fields located within the Natuna Sea Block 'A' PSC.

- provide support to internal teams in discussions/negotiations especially commercial aspects to reach GSA2 Transportation Agreement (TA agreement):
- Analyses government policies and programs to determine the economic value on project related to acquisitions.
- Develops clear and informative methods of presenting the analyses of economic results and also develops the Plan of Project Development for BPMIGAS/SKK Migas approval purposes
- Provides support, guidance and training to the other team members. Conduct the quality check of other team members' works or report. Ensure that their work is according to company requirements.

2000 – 2002 *Premier Oil Natuna Sea BV*
Position: Commercial Analyst

1999 – 2000 *Santa-Fe Energy Ltd*
Position: Economic & Planning Supervisor

1997 – 1999 *ARCO Indonesia Inc*
Position: Senior Planning Analyst

1994 – 1997 *ARCO Indonesia Inc.,*
Position: Planning Analyst

Education and training

1993 Master of Business Administration (MBA), Western Michigan University, Michigan, USA.

1990 Chemical Engineer, Institut Teknologi Bandung, Bandung, Indonesia

Personal skills and competencies

Nationality: Indonesian

Languages: English and Bahasa Indonesia

Software: MSOffice (word, excel, power point), PEEP (Petroleum Economic Evaluation Program)

Training

Nov 19, 2019	Spokesperson Media Training in time of crisis for key Management
Dec 1, 2018	IMO Level 3 - Management
Mar 3, 2018	Contract Management Training
Mar 1, 2017	<i>Pelatihan dan Ujian Sertifikasi PTK 007 revisi III</i> (Training and Certification Exam for PTK 007 revision III)
Sep 9, 2016	Forum Ketahanan <i>Energy National</i>
Feb 24 – Mar 1, 2014	Procurement Committee Certification for PTK 007 RevII/2011
Sep 3-4, 2013	Managerial – Managing Relationship, LDP-DDI, Jakarta
Nov12, 2013	LDP-Manager-Managing Work/People, DDI Jakarta
Sept 3, 2013	LDP-Manager-Managing Relationship, DDI Jakarta
Jun 18, 2013	Mentoring workshop by Alex Cameron-London, Jakarta
Mar 19, 2013	LDP-Manager-Managing Self
Jan 21-23, 2013	The 6th International Indonesia Gas Conference, Jakarta
Nov 23, 2013	Performance Management Workshop, Jakarta
Feb 7, 2011	Wawasan Kebangsaan(“National Awareness”) , Jakarta
Oct 21-24, 2008	Commercial Fundamentals of the Upstream Oil and Gas Industry, S'pore
Sep, 17, 2008	The 7 Habits of High Effective People by FranklinCovey, Jakarta
May 30-31, 2006	Conference at the 1 st International Indonesia Pipeline
April 25-26, 2006	11 th Asia Gas Conference, Center for Management Technology, S'pore
May 26-28, 2004	Negotiation Successful Gas and LNG Sales Contract, Bangkok-Thailand
Mar. 5 – 7, 2003	Gas Pricing Seminar, Pertamina, Bandung Indonesia
Mar. 11– 13, 2002	Business Valuation, New York Institute of Finance, Singapore
June 25-26, 2001	Crude Oil Marketing and Valuation, Jakarta
Nov 7 – 8, 2000	Introduction to PEEP software, Schlumberger, Jakarta
May 20-22, 1998	Financial Modelling in Portfolio Management, NYIF in Sydney-Australia
Nov. 24-27, 1997	Financial Modelling in Excel & Lotus, New York Institute of Finance in Singapore
Apr. 21-25, 1997	PSC – Work Program & Budget, Yayasan PAKMI, Bandung

Oct. 7- 11, 1996	Economic Analysis, Halliburton Energy Services, Duncan – Oklahoma
Sept -Oct, 1996	On the Job Training in ARCO's Head Office, Plano-Texas