

Delivering value with industry-focused services



Energy

Mining

Your priorities, our professionalism...

...doing great things together

Our starting point is matching your needs with our sector expertise, knowledge, professional objectivity and insights. We aim to have a continuing dialogue, listening to your priorities, understanding your issues and delivering sustainable solutions together.

Power & Utilities

Leader's message

We are now facing an increasingly complex environment, with changing geopolitics, tightening regulatory requirements, greater competition and higher stakeholder expectations. While needing to invest more, companies are also looking for ways to improve efficiency and lower costs, while managing the many risks of the business.

PwC has been adding value by providing professional services to energy, utilities and mining companies for more than 40 years in Indonesia. We help companies confront the industry's most challenging changes and issues by developing effective solutions and strategies.

We're strong in many areas – including technology, people, process, data, governance and strategy. But our big strength is bringing them all together – making sure every project you undertake is connected to making your business stronger overall.



A handwritten signature in black ink, appearing to read 'Sacha Winzenried'. The signature is fluid and cursive, written on a white background.

Sacha Winzenried

PwC Indonesia Energy, Utilities & Mining

In Indonesia

Our Indonesian Energy, Utilities and Mining (EU&M) practice comprises over 350 professionals across our four Lines of Service - **Assurance, Tax Services, Advisory** and **Consulting**. This large group of professionals has deep industry knowledge providing us with the largest group of industry specialists in the Indonesian professional market. At PwC, we help our clients solve complex business problems by combining a global mindset and local resources with positive actions. Through our involvement with the Indonesian Petroleum Association (IPA), the Indonesian Mining Association (IMA), and other industry bodies we are helping to shape the industry as it progresses towards truly world-class standards. Senior members of our team sit on the Boards of both the IPA and IMA, together with key industry executives.



> 1,800

Professional



*Partners and
Technical Advisors*

> 50

> 45

*Years in
Indonesia and
counting...*

*Our audit market
share of the
Indonesian stock
exchange* – the
biggest of all
professional services
firms.*

> 38 %

** based on 2013 market capitalisation*

Specialised Services



Our dedicated professionals receive specialised training, including regular updates on regulatory and technical issues. This training is augmented by both internal and external industry events, which brings our people the in-depth knowledge that allows PwC's professionals to tackle and solve industry-specific issues for clients.

Audit and Assurance

PwC audits EU&M companies in all sectors. Our audit market share of EU&M companies in Indonesia is more than 60%, based on production, and we audit 38% of all IDX-listed companies, based on market capitalisation. Our audit teams understand clients' issues and business challenges when analysing their financial performance.

Financial statement audits

Internal audit services

Accounting advisory

Capital market services

***Independent controls & systems
process assurance***



Tax

Our reputation as a global market leader extends to tax services, where we have a commanding lead over the competition in both domestic and cross-border assignments.

Corporate tax

International tax

Transfer pricing (TP)

Mergers and acquisitions (M&A)

VAT

Tax disputes

International assignments

Customs

Investment and corporate services

Other Services

Japan business desk

Korea business desk

China business desk

Advisory

Our advisors utilise our deep financial, analytical, industry and business process skills to provide our clients with advice and assistance to improve stakeholder value, build trust and boost performance. Around the world, organisations engage us to help them capture opportunities, navigate risk and deliver lasting change across business networks. Our team brings together a full range of functional and industry skills to help clients in Indonesia.

Deals strategy

Corporate finance

Corporate value advisory

Business recovery services

Capital projects & infrastructure

Delivering deal value

Transaction services

Post-deal integration

Consulting

Consulting services help our clients to improve their financial and operational procedures and internal controls in a wide variety of areas within their organisation.

Management Consulting

- Finance function effectiveness
- Operations, supply chain and procurement
- People and change
- Sustainability and climate change
- Program and portfolio management
- Customer relationship management

Risk Consulting

- Risk and governance
- Forensics

Technology Consulting

- Technology
- Digital & analytics

Strategy Consulting

- Strategy

Entrepreneurial and private clients (EPC)

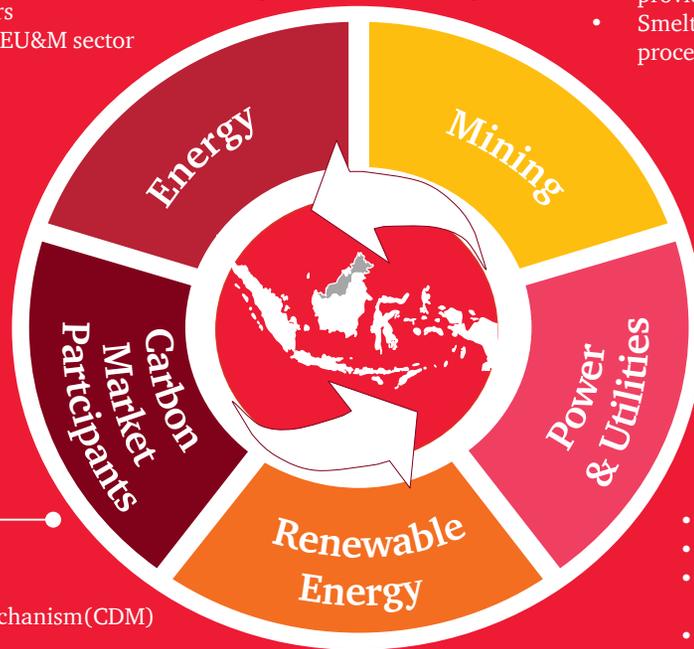
Capital markets and accounting advisory services (CMAAS)

Our clients



- Upstream oil and gas
- Midstream/pipeline operations
- Downstream
- LNG projects
- Coal bed methane
- Oilfield service providers
- EPC contractors for the EU&M sector
- O&M service providers

- Minerals mining
- Coal mining
- Coal briquette manufacturers
- Mineral sand miners
- Mining industry service providers
- Smelters and downstream processing



- Clean Development Mechanism (CDM) project developers
- Carbon buyers (including financial institutions and carbon funds)
- Carbon sellers

- Biofuels (liquids, biogas, solid biomass)
- Hydropower
- Photovoltaic
- Solar thermal
- Wind
- Geothermal

- Power generation
- Geothermal
- Water and waste treatment plants
- Utility equipment suppliers
- Utility service providers
- Renewable and carbon market participants

More than 80% of Fortune Global 500 companies work with PwC...

What makes us different?

Our approach

We take the time to listen, question and understand our clients' goals as well as their competitive and regulatory environment. Then we tap into our global network, deep industry expertise, strong judgement and experience to help each client create the kind of value they are looking for.

The cornerstone of our approach is the belief that developing strong relationships with clients unlocks value and meaningful results – and further strengthens the capabilities of our network. This is how we do business.

And we believe it's why more than 415 of Fortune Global 500 companies work with PwC.

Our people

We draw our people from quality talent pools and develop them to set the standard in our sector. Our ability to attract the best people is reflected in our success in 'employer of choice' awards. For example, PwC was named #1 in The Times Top 100 Graduate Employers in the UK.

Our people develop their knowledge by being immersed in the local markets they serve but also gain a global perspective from their experience in a worldwide organisation.

Our reach

We can be wherever clients need us to be. With a network of over 5,000 staff dedicated to energy, utilities and mining companies with 13 centres of excellence covering major regions worldwide, we are able to be where our clients need us most.

We work with all types of companies and industry stakeholders across all markets. Our centres of excellence enable us to focus on particular aspects of the energy market in each location, and cross-fertilise that insight across our activities and services worldwide.

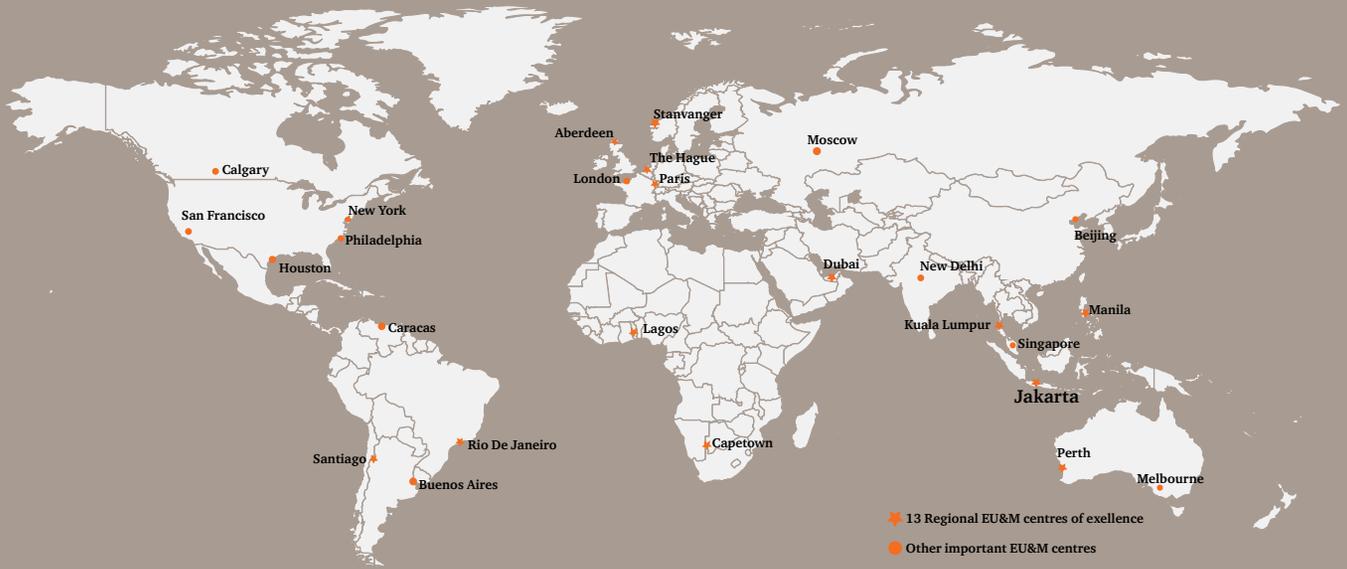
Our knowledge

Our worldwide network of industry specialists is linked by a sophisticated internal knowledge management system, giving us the tools to input insights from our specialists around the globe and draw upon the most up-to-date information for the benefit of our clients.

Our program of 'thought leadership' is widely respected. From roundtable discussions to industry surveys, we share knowledge with our clients on industry issues. Each year, we prepare industry reports and gather opinions on the issues that are of key strategic importance to our clients and the challenges that lie ahead.

Global energy, utilities & mining centres of excellence

PwC Global Energy, Utilities & Mining Centres



Thought Leadership

We lead the market in sharing our knowledge and viewpoints on the Energy, Utilities & Mining sectors, both globally and in Indonesia.

Indonesia



Global



Visit <http://www.pwc.com/id/en/pwc-publications/industry-publications/energy--utilities---mining-publications.html> to download or order hardcopies of reports

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