



Speaker Interview with **Yan Bastian Panggabean** – *Investment Planning Analyst of PT Pertamina, Indonesia*

- 1. What are downstream operators doing to improve productivity and efficiency? What more can they do?**

Portfolio Asset and Increase Digital Market penetration, especially in Emerging Country.

- 2. What are your views on Asia's downstream industry's competitiveness compared to counterparts in other regions i.e. America, Europe and the Middle-East markets?**

Internal Control, such as high consumptions, fuel dependency. External control: economic leverage

- 3. What technologies are you using currently or investing in to improve your operational efficiency?**

Revamping or Upgrading Existing Asset

- 4. The collection of data is not new within the reefing and petrochemical industry – how is data analytics changing the way information and data is being used?**

Existing Data would be used for Database Asset and do monitoring and review the data. Based on this data, we do mapping and make prioritization based on current condition. Next process is thinking about strategic for optimize the asset, which is include technologies, resources and process.

5. How is analytics assisting asset management?

Analysis for the existing asset could give the current image of the country. It covers technologies include the financial performance. Further analysis could give the asset growth/ declining.

6. In your opinion, how are IoT, big data, and virtualisation transforming the industry? What are the challenges you foresee for the operators to adapt? What are the first steps ahead?

Data is very expensive and who get data properly can survive in energy business. Based on my experience, the challenges is a lot in change management. No matter how sophisticated your tools, the people mind-set is more important. Thus, after create good tools, prepare for the culture changes first.

7. What will be the highlight of your presentation at Asian Downstream Week?

Database and Monitoring Project from Project proposal until operation and always give value added can improve economic scale and viability of the project. Downstream business typically is marginal project compare to the magnitude of capital. Improvement on investment system can give current image and support future planning.”