



PELELANGAN KSOT NON-REGULER

GUIDELINES

BATCH I TAHUN 2026

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Suatu perusahaan (Calon Mitra Pengusul) telah mengusulkan kepada PT Pertamina Hulu Energi (PHE) Group untuk melakukan Kerja Sama Operasi dan/atau Teknologi (KSOT) pada beberapa Area Kerja Sama sebagaimana terdapat di bagian B, sebagai implementasi Peraturan Menteri Energi Dan Sumber Daya Mineral Republik Indonesia Nomor 14 Tahun 2025 (“Permen ESDM No. 14/2025”). Untuk mendapatkan penawaran yang kompetitif, PHE Group membuka kesempatan bagi Calon Mitra lain (Calon Mitra Kompetitor) untuk memberikan penawaran, dengan catatan bahwa Calon Mitra Pengusul mempunyai hak *right to match* terhadap tawaran Calon Mitra Kompetitor.

A company (the Proposing Prospective Partner) has submitted a proposal to PT Pertamina Hulu Energi (PHE) Group to undertake Operations and/or Technology Cooperation (KSOT) in several Cooperation Areas as outlined in Section B, as an implementation of Minister of Energy and Mineral Resources Regulation No. 14/2025 (“Permen ESDM No. 14/2025”). To obtain competitive offers, the PHE Group is providing opportunities for other prospective partners (Competing Prospective Partners) to submit proposals, with the provision that the Proposing Prospective Partner holds the right to match any offer submitted by competing prospective partners.

A. DASAR HUKUM

Pemerintah telah mengeluarkan Permen ESDM No. 14/2025 terkait Kerja Sama Pengelolaan Bagian Wilayah Kerja Untuk Peningkatan Produksi Minyak dan Gas Bumi pada 10 Juni 2025, lalu disusul dengan PTK SKK Migas No. 23 Tahun 2025 pada 30 Juni 2025 yang mengatur lebih rinci terhadap Permen ESDM No. 14/2025 tersebut.

Dalam Peraturan dan PTK tersebut mengatur 4 bentuk kerja sama yaitu:

1. Kerja sama operasi dan/atau teknologi;
2. Kerja sama Produksi Sumur Minyak BUMD/Koperasi/UMKM;
3. Kerja sama perusahaan penambangan Minyak Bumi pada Sumur Tua;
4. Kerja sama lainnya yang dilaksanakan Kontraktor dengan Mitra secara *business to business* dengan persetujuan SKK Migas.

Pada kesempatan ini, PHE Group melakukan penawaran KSOT pada beberapa Area Kerja Sama sebagaimana dijelaskan di bagian B, dengan pengaturan yang ditetapkan oleh PHE Group.

A. LEGAL BASIS

The Government of Indonesia has issued Minister of Energy and Mineral Resources Regulation No. 14/2025 regarding the Cooperation for the Management of Working Area to increase oil and gas production on June 10, 2025, followed by SKK Migas PTK No. 23/2025 on June 30, 2025, which governs the same matter as ratification of Permen ESDM No. 14/2025.

The Regulation and the PTK determine these 4 forms of cooperation:

1. Operations and/or Technology Cooperation;
2. Oil Well Production Cooperation with Regional-Owned Enterprises (BUMD), Koperasi, and MSMEs;
3. Cooperation for oil mining operations in old wells;
4. Other forms of cooperation carried out by Contractors with Partners on a business-to-business basis, subject to approval from SKK Migas.

As an implementation of Permen ESDM No. 14/2025, PT PHE is offering KSOT in several Cooperation Areas as described in Section B, under the terms and conditions established by PHE.

B. INFORMASI AREA KSOT

Area Kerja Sama (10 struktur yang dibagi menjadi 8 cluster) ditawarkan untuk KSOT adalah:

1. Struktur UD
2. Struktur FWC
3. Struktur KKT
4. Struktur OV & OY
5. Struktur Besitang
6. Struktur Langsa-H & Langsa-L
7. Struktur Gabus-Padas
8. Bagian WK Randugunting

Informasi terkait area tersebut terdapat dalam lampiran.

C. SKEMA KEMITRAAN STRUKTUR

KSOT adalah suatu kerja sama antara KKKS dengan Mitra dalam rangka pelaksanaan Operasi Minyak dan Gas Bumi. Mitra tidak memiliki hak dan interes (*participating interest*) pada KKS, hanya memiliki hubungan kontraktual dengan KKKS, serta tidak memiliki hubungan kontraktual dengan SKK MIGAS.

Penawaran KSOT Non-Reguler akan dilaksanakan dengan tahapan sebagai berikut:

1. Pengumuman
PHE membuka lelang rencana KSOT yang telah diusulkan oleh suatu BU/BUT (Calon Mitra Pengusul).
2. Pendaftaran Calon Mitra Kompetitor
Calon Mitra Kompetitor yang berminat mengikuti tahap penawaran wajib mengirimkan *Letter of Intent* (LOI) dan melengkapi dokumen pendaftaran yang dipersyaratkan. Kemudian PHE akan melanjutkan proses pemerolehan IPD dengan mencantumkan seluruh Calon Mitra Kompetitor yang mengirimkan LOI kepada SKK Migas dan/atau BKPM atau institusi lainnya yang ditunjuk Pemerintah. Bagi Calon Mitra Kompetitor yang memenuhi syarat pendaftaran akan diminta untuk menandatangani Confidentiality Agreement (CA).

B. OVERVIEW OF KSOT AREA

The Area offered for the cooperation under KSOT scheme are:

1. UD Structure
2. FWC Structure
3. KKT Structure
4. OV & OY Structure
5. Besitang Structure
6. Langsa-H & Langsa-L Structure
7. Gabus-Padas Structure
8. Part of Randugunting Working Area

Information regarding the area is provided in the appendix.

C. STRUCTURE COOPERATION SCHEME

KSOT is a form of cooperation between a Production Sharing Contractor (KKKS) and a Partner for the implementation of oil and gas operations. The Partner does not hold any rights or participating interest in the Production Sharing Contract (PSC), a partner has only had a contractual relationship with KKKS and does not have any contractual relationship with SKK Migas.

The Non-Regular KSOT offers will be conducted through these following stages:

1. Announcement
PHE will open a tender for the proposed KSOT submitted by a Business Entity/Permanent Establishment (BU/BUT) (the proposer).
2. Registration of Prospective Competing Partners
Prospective competing partners interested in participating in the offering stages are required to submit a Letter of Intent (LOI) and complete the required registration documents. Furthermore, PHE will proceed the IPD process by including all prospective competing partners who have submitted LOIs to SKK Migas and/or BKPM or other government-designated institutions. Prospective competing partners who meet the registration requirements will be requested to sign a Confidentiality Agreement (CA).

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| <p>3. Akses Info Memo
Calon Mitra (Pengusul dan Kompetitor) yang telah menandatangani CA akan mendapatkan akses terhadap dokumen info memo yang antara lain berisi tentang informasi teknis dari Area Kerja Sama yang ditawarkan, informasi umum berisi ketentuan persyaratan bagi Calon Mitra, tata cara pengajuan proposal, tata cara penilaian proposal, syarat dan ketentuan serta hal-hal lain terkait pemilihan Mitra.</p> <p>4. Pembukaan Data dan <i>Site Visit</i>
Calon Mitra akan diberikan akses terhadap data Area Kerja Sama yang ditawarkan dan dapat melakukan <i>site visit</i> bagi Calon Mitra yang berminat untuk basis pengajuan proposal.</p> <p>5. Penyerahan Proposal
Calon Mitra harus menyerahkan proposal.</p> <p>6. Evaluasi Proposal
PHE akan melakukan evaluasi dan penilaian proposal dari Calon Mitra dan akan mengurutkan berdasarkan hasil penilaian atas proposal yang telah disampaikan oleh Calon Mitra.</p> <p>7. Right to Match
Apabila Calon Mitra Kompetitor mempunyai nilai lebih tinggi, maka PHE akan menyampaikan proses <i>right to match</i> kepada Calon Mitra Pengusul. Parameter <i>right to match</i> akan disampaikan pada Info Memo.</p> <p>8. Pengumuman Mitra KSOT terpilih
Apabila Pengusul melakukan <i>right to match</i>, maka PHE menetapkan Calon Mitra Pengusul sebagai pemenang, apabila tidak, maka Calon Mitra Kompetitor dinyatakan sebagai pemenang.</p> | <p>3. Access to Info Memo
Prospective competing partners who have signed the CA will be granted access to the information on the offered Area covers general information outlining requirements for prospective partners, procedures for proposal submission, proposal evaluation procedures, terms and conditions, and other matters related to the partner selection process.</p> <p>4. Data Access and Site Visit
Prospective partners will be granted access to data on the offered Area and may conduct site visits, to whom interested, as a basis for preparing their proposals.</p> <p>5. Proposal Submission
Prospective partner are required to submit their proposals.</p> <p>6. Proposal Evaluation
PHE will evaluate and assess the proposals submitted by the Prospective Partners and will rank them based on the evaluation results of the proposals submitted by the Prospective Partners.</p> <p>7. Right to Match
If a competing prospective partner achieves a higher score, PHE will initiate the right to match process to the proposing partner. The right to match parameters will be specified in the Info Memo.</p> <p>8. Announcement of the chosen Partners
If the proposer exercises the right to match, PHE will designate the proposer as the winner, otherwise, the competing partner will be declared as the winner.</p> |
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D. PERSYARATAN CALON MITRA

Persyaratan bagi Calon Mitra yang berminat KSOT Lapangan/Struktur adalah sebagai berikut:

Persyaratan Administrasi dan Umum (disampaikan saat pengajuan LOI):

1. Entitas Calon Mitra berupa Badan Usaha atau Bentuk Usaha Tetap.

D. REQUIREMENTS FOR PROSPECTIVE PARTNER

Requirements that must be fulfilled to become a Prospective Partner KSOT shall be as follows:

Administrative and General Requirements (shall be submitted at the LOI submission):

1. The participating entity shall be a Business Entity or Permanent Establishment (PE).

2. Entitas Calon Mitra perlu memberikan *self declare* di atas meterai saat mengirimkan *Letter of Intent* (LOI) yang menyatakan entitas dan pengurusnya tidak masuk dalam daftar sanksi USA, EU, UK, OFAC, baik langsung maupun tidak langsung dan tidak terkait dengan *sanctioned countries/entities* secara langsung maupun tidak langsung (induk perusahaan/*ultimate beneficiary*).
 3. Entitas Calon Mitra perlu memberikan *self declare* di atas meterai saat mengirimkan *Letter of Intent* (LOI) yang menyatakan entitas dan pengurusnya tidak sedang mendapat sanksi/berperkara/*dispute* dengan *Pertamina Group*.
 4. Entitas Calon Mitra menyerahkan Pakta Integritas yang menyatakan bahwa Calon Mitra tidak memiliki konflik kepentingan dan akan mematuhi hukum terkait *good corporate governance*, anti korupsi, anti suap, dan anti pencucian uang.
 5. Bagi Calon Mitra yang berupa Konsorsium:
 - a. Saat mengirimkan LOI atau dokumen sejenisnya (atau maksimal saat penandatanganan *Confidentiality Agreement* (CA) sebelum buka data), harus mempunyai perjanjian Konsorsium dengan menyebutkan tujuan pembentukan Konsorsium dan rencana pembagian *share* diantara anggota Konsorsium. Dokumen perjanjian yang dibuat dalam Akta Notaris.
 - b. Saat penandatanganan Perjanjian Kerja Sama, Konsorsium harus berupa *legal entity* dengan pemegang saham sesuai perjanjian Konsorsium.
 - c. Calon Mitra tidak boleh merubah komposisi Konsorsium sejak memasukkan dokumen penawaran sampai penandatanganan Perjanjian Kerja Sama.
 6. Syarat Administrasi:
 - a. Akta Pendirian BU/BUT dan perubahannya (apabila ada) yang disahkan oleh pejabat/instansi berwenang.
 - b. Copy Nomor Induk Berusaha (NIB) yang sah untuk usaha industri hulu migas.
 - c. Struktur organisasi/perusahaan Calon Mitra beserta penjelasan termasuk
2. The participating entity must provide a self-declaration (duly stamped) when submitting the Letter of Intent (LOI), stating that the entity and its management are not listed under sanctions by the USA, EU, UK, or OFAC, whether directly or indirectly, and are not affiliated with sanctioned countries/entities (including parent company/ultimate beneficiary).
 3. The participating entity must provide a self-declaration (duly stamped) stating that the entity and its management are not currently under sanctions, litigation, or disputes with Pertamina Group.
 4. The participating entity must submit an Integrity Pact declaring that there is no conflict of interest and that the entity will comply with laws and regulations related to good corporate governance, anti-corruption, anti-bribery, and anti-money laundering.
 5. For Consortium Applicants:
 - a. Upon submission of the LOI or equivalent document (or at the latest, prior to the signing of the Confidentiality Agreement (CA) and data access), the consortium must have executed a Consortium Agreement stating the purpose of its establishment and the proposed equity/share distribution among consortium members. This agreement must be notarized.
 - b. At the time of contract execution, the consortium must have been formally established as a legal entity, with shareholding structures consistent with the Consortium Agreement.
 - c. The prospective partner is not allowed to change the consortium composition from the submission of the proposal documents until the signing of the Cooperation Agreement.
 6. Administrative Requirements:
 - a. Deed of Establishment of the Business Entity/Permanent Establishment and its amendments (if any), legalized by the authorized institution.
 - b. Copy of a valid Business Identification Number (NIB – Indonesia) for upstream oil and gas industrial activities.
 - c. Organizational/ company structure of the prospective partner, including explanation

- kecukupan personil yang mempunyai keahlian yang dipersyaratkan.
- d. Surat pernyataan tertulis di atas meterai kesanggupan untuk mentaati peraturan perundang-undangan dan peraturan yang ditetapkan oleh penyelenggara, termasuk petunjuk Lelang/pembuatan proposal.
 - e. Surat pernyataan tertulis di atas meterai tidak akan melakukan perlawanan hukum atau upaya dalam bentuk apapun kepada penyelenggara atas keputusan penetapan Mitra.
 - f. Surat di atas meterai kesanggupan membentuk entitas penandatanganan Perjanjian Kerja Sama dengan personil sesuai kompetensi minimal yang diperlukan dan memberikan jaminan kepada entitas pemegang Perjanjian Kerja Sama.
 - g. Surat di atas meterai jaminan dari induk perusahaan, apabila yang memberikan penawaran adalah perusahaan baru.
 - h. Surat pernyataan tertulis di atas meterai keabsahan dan kebenaran dokumen dan pernyataan yang dikirim oleh Calon Mitra.
7. Syarat Perpajakan – NPWP atau dokumen sejenis di luar negeri dan SPT 3 (tiga) tahun terakhir.

Persyaratan Teknis (disampaikan saat pengajuan proposal):

1. Perusahaan mempunyai pengalaman sebagai Operator WK/Blok Migas/KSO/TAC berstatus produksi migas minimal 3 (tiga) tahun atau *service company* yang mempunyai kompetensi keteknikan dan telah dilaksanakan dalam peningkatan produksi migas.
2. Perusahaan mempunyai sistem HSSE yang diterapkan dalam operasi eksplorasi dan produksi migas atau *service* peningkatan produksi migas.
3. Mempunyai minimal 5 (lima) tenaga ahli migas organik (bukan konsultan *project base*) dengan pengalaman minimal 5 (lima) tahun dengan komposisi:
 - a. Kompetensi Operasi
 - b. Kompetensi Surface Facility

Technical Requirement (shall be submitted at the time of proposal submission)

1. The company must have experience as an Operator of a Working Area/Block/KSO/TAC with oil and gas production status for at least 3 (three) years, or as a service company with proven engineering competence in enhancing oil and gas production.
2. The company must have an HSSE system implemented in exploration and production operations or in production enhancement services.
3. The entity must have at least 5 (five) organic (permanent) oil and gas experts (not project-based consultants) with a minimum of 5 (five) years of experience, covering:
 - a. Operations competency
 - b. Surface facility competency
 - c. Subsurface reservoir competency

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| <ul style="list-style-type: none"> c. Kompetensi Subsurface Reservoir d. Kompetensi Subsurface G&G/Petrofisika e. Kompetensi HSSE (mempunyai sertifikasi setingkat Pengawas Utama K3 Migas) | <ul style="list-style-type: none"> d. Subsurface G&G/Petrophysics competency e. HSSE competency (with certification equivalent to Senior OHS Supervisor in oil & gas) |
|--|---|
4. Mempunyai kemampuan membuat rencana dan eksekusi kerja serta anggaran produksi migas dan pengelolaan lingkungan Area Kerja Sama.
4. The entity must demonstrate the capability to prepare well production work programs and budgets, as well as environmental management plans for the cooperation area.

Persyaratan Keuangan (Poin no. 1 disampaikan saat pengajuan LOI, Poin no. 2-5 dapat disampaikan saat pengajuan proposal):

1. Sehat, dibuktikan dengan laporan keuangan 3 (tiga) tahun terakhir yang telah diaudit oleh auditor yang terdaftar di Kementerian Keuangan RI dan Otoritas Jasa Keuangan/Ikatan Akuntan Publik Indonesia serta tidak mempunyai perkara dalam kaitan audit.
2. Mempunyai kemampuan pendanaan, minimal cukup untuk menjalankan 1 (satu) siklus operasi normal hingga menghasilkan produksi di atas Produksi Dasar.
3. Dokumen jaminan atas akses dana/biaya dari bank Himbara atau bank tier 1 (satu) di negara masing-masing (bagi BUT).
4. Akses terhadap asuransi untuk kegiatan operasi migas yang akan dilakukan.
5. Imbalan Jasa tidak melebihi yang ditentukan Permen ESDM 14/2025.

Financial Requirements (Point 1 shall be submitted upon submission of the Letter of Intent (LOI), whereas Points 2 to 5 shall be submitted at the time of proposal submission)

1. The entity must be in sound financial condition, proven by audited financial statements for the last three (3) fiscal years, audited by an accounting firm registered with the Ministry of Finance of the Republic of Indonesia and the Financial Services Authority (OJK) / Indonesian Institute of Public Accountants (IAPI), and must not be involved in any civil litigation related to audit matters.
2. Must have sufficient funding capability to support at least one full operational cycle until production exceeds the baseline production.
3. The entity must provide proof of financial capability or funding access guarantees issued by a National Bank (State-Owned Bank) or a Tier-1 Bank in its respective country (for Permanent Establishments).
4. The entity must have insurance coverage applicable to planned upstream oil and gas operations.
5. The service fee proposed shall not exceed the limits stipulated in Minister of Energy and Mineral Resources Regulation No. 14 of 2025.

E. PENDAFTARAN CALON MITRA KSOT

Periode pendaftaran dan penyampaian dokumen persyaratan adalah dari tanggal 13 April 2026 pukul 12.00 sampai dengan 20 April 2026 pukul 23.59 WIB.

LOI dan dokumen persyaratan dapat dikirimkan melalui surat elektronik berikut: partner.ubd@pertamina.com

Mohon dipastikan ukuran lampiran total tidak melebihi 10 MB per pengiriman surat elektronik.

Untuk keperluan penawaran Batch ini, apabila ada dokumen persyaratan yang belum dapat dikirimkan sampai dengan tanggal 20 April 2026 pukul 23.59 WIB, masih dapat diterima bersama batas waktu pengiriman proposal (akan diatur dalam Info Memo), namun untuk LOI akan diabaikan apabila diterima setelah pukul 23.59 WIB tanggal 20 April 2026.

E. REGISTRATION

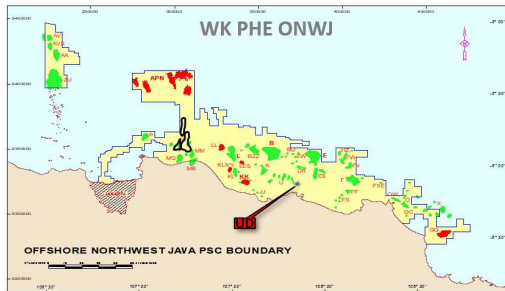
Period for the registration and submitting the requirement documents will be from 13 April 2026 pukul 12.00 to 20 April 2026 at 23.59 WIB.

The LOI and required documents may be submitted via the following email: partner.ubd@pertamina.com

Please ensure total attachment size does not exceed 10 MB per email.

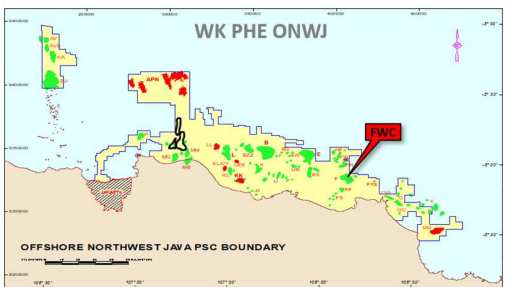
For the purpose of this Batch offering, if there are any required documents that cannot be submitted by April 20, 2026 at 23:59 WIB, they may still be accepted together with the proposal submission deadline (which will be further stipulated in the Info Memo). However, any Letter of Intent (LoI) received after 23:59 WIB on April 20, 2026 will not be considered.

Appendix 1. Area Kerja Sama: UD



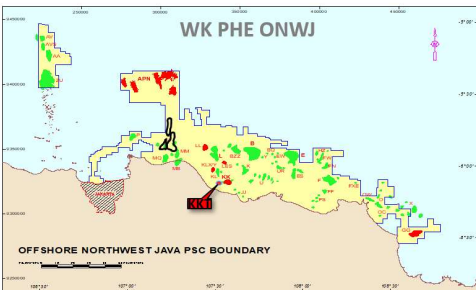
TERMS & CONDITIONS	
Location (Province)	Lepas Pantai Jawa Barat
Onshore/Offshore	Offshore
Working Area	Offshore North West Java
Regional / Zona	Regional 2 / Zona 5
PSC Type	Cost Recovery
Type of Contract	KSOT Structure
KSO Term	Ref PerMen ESDM 14/2025

Appendix 2. Area Kerja Sama: FWC



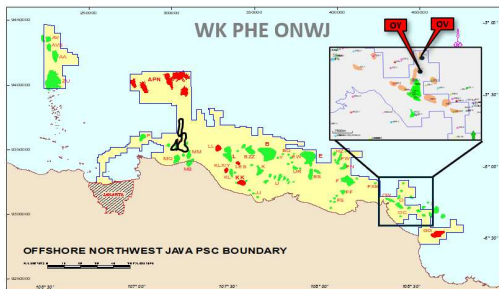
TERMS & CONDITIONS	
Location (Province)	Lepas Pantai Jawa Barat
Onshore/Offshore	Offshore
Working Area	Offshore North West Java
Regional / Zona	Regional 2 / Zona 5
PSC Type	Cost Recovery
Type of Contract	KSOT Structure
KSO Term	Ref PerMen ESDM 14/2025

Appendix 3. Area Kerja Sama: KKT



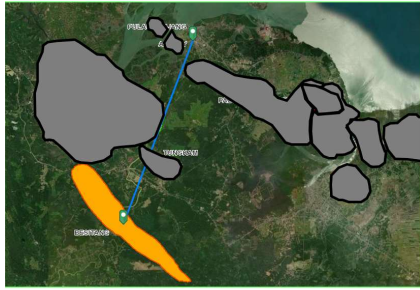
TERMS & CONDITIONS	
Location (Province)	Lepas Pantai Jawa Barat
Onshore/Offshore	Offshore
Working Area	Offshore North West Java
Regional / Zona	Regional 2 / Zona 5
PSC Type	Cost Recovery
Type of Contract	KSOT Structure
KSO Term	Ref PerMen ESDM 14/2025

Appendix 4. Area Kerja Sama: OV & OY



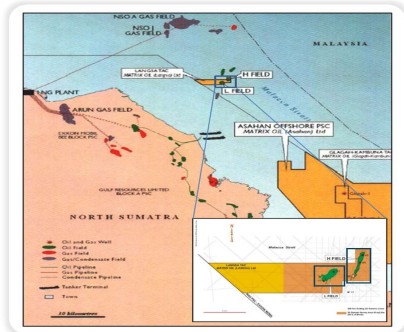
TERMS & CONDITIONS	
Location (Province)	Lepas Pantai Jawa Barat
Onshore/Offshore	Offshore
Working Area	Offshore North West Java
Regional / Zona	Regional 2 / Zona 5
PSC Type	Cost Recovery
Type of Contract	KSOT Structure
KSO Term	Ref PerMen ESDM 14/2025

Appendix 5. Area Kerja Sama: Besitang



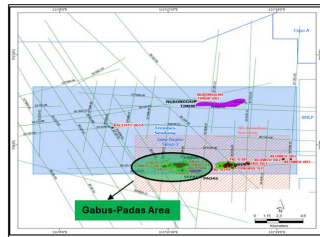
TERMS & CONDITIONS	
Location (Province)	North Sumatra
Onshore/Offshore	Onshore
Working Area	PEP
Regional / Zona	Regional 1 / Zona 1
PSC Type	Cost Recovery
Type of Contract	KSOT Structure
KSO Term	Ref PerMen ESDM 14/2025

Appendix 6. Area Kerja Sama: Langsa-H & Langsa-L



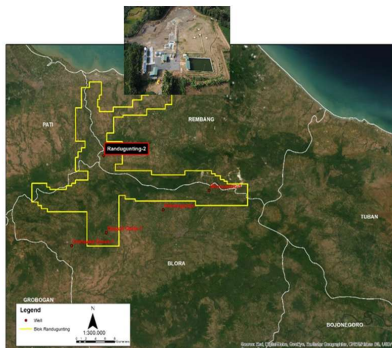
TERMS & CONDITIONS	
Location (Province)	North Sumatra
Onshore/Offshore	Offshore
Working Area	PEP
Regional / Zona	Regional 1 / Zona 1
PSC Type	Cost Recovery
Type of Contract	KSOT Structure
KSO Term	Ref PerMen ESDM 14/2025

Appendix 7. Area Kerja Sama: Gabus Padas



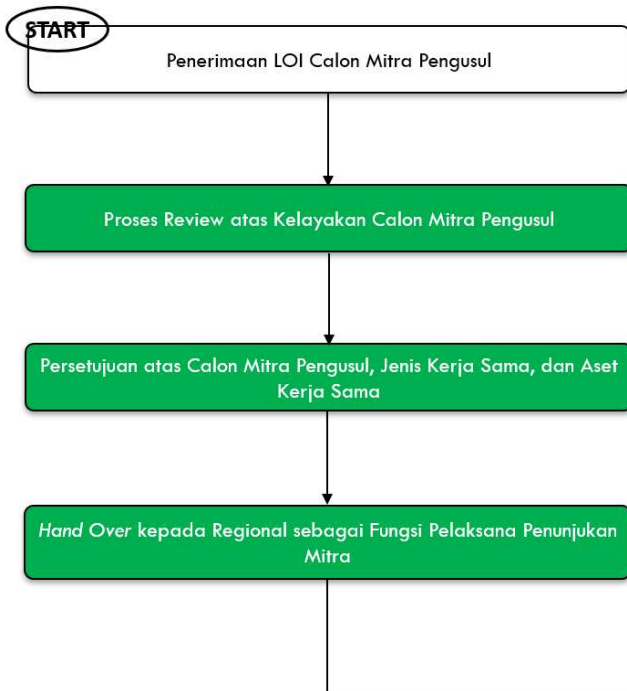
TERMS & CONDITIONS	
Location (Province)	East Java
Onshore/Offshore	Onshore
Working Area	PEP
Regional / Zona	Regional 4 / Zona 11
PSC Type	Cost Recovery
Type of Contract	KSOT Structure
KSO Term	Ref PerMen ESDM 14/2025

Appendix 8. Area Kerja Sama: Randugunting



TERMS & CONDITIONS	
Location (Province)	East Java
Onshore/Offshore	Onshore
Working Area	PHE
Regional / Zona	Regional 4 / Zona 11
PSC Type	Cost Recovery
Type of Contract	KSOT Structure
KSO Term	Ref PerMen ESDM 14/2025

Appendix 9. SKEMA KEMITRAAN STRUKTUR



Proses Penawaran KSOT Non-Reguler

