

Company Profile

PT FEOTECH ENERGY NUSANTARA

Authorized Industrial Distributor in the Republic of Indonesia

of leading Russian manufacturers in lubricants, base oils, petrochemicals



FEOTECH ENERGY NUSANTARA

POWERED BY EXPERIENCE. DRIVEN BY PEOPLE

AUTHORIZED PRINCIPALS



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PT FEOTECH Energy Nusantara

INTERNATIONAL INDUSTRIAL SUPPLY COMPANY · PMA INDONESIA

FEOTECH is an international industrial supply chain platform for the Indonesian market in lubricants, base oils, petrochemical products and industrial support solutions.

01

USD 330M

COMBINED ANNUAL TURNOVER

FEO Group business — international industrial supply chain group of companies.

02

20+ YEARS

TEAM EXPERTISE

Lubricants · Oil & Gas · Industrial Distribution · B2B Sales · International Logistics · Supply Chain.

03

MIGAS

INDONESIAN COMPLIANCE

Certified specialists and local industrial compliance expertise

04

INT'L PAYMENTS

PAYMENT CHANNELS

Established commercial payment system with Russian suppliers

05

RUSSIA → SE ASIA

INTERNATIONAL LOGISTICS

Practical logistics experience for lubricants and petrochemicals

06

SNI · NPT · NPB

LOCALIZATION

Successful certification and import compliance track record

07

TECHNICAL SUPPORT

ENGINEERING

Engineering & technical support from Gazpromneft, LUKOIL, SIBUR

FEOTECH combines international industrial expertise, local Indonesia infrastructure, technical support, international supply chain capability, and long-term industrial market development strategy.

Indonesia Market

INDUSTRIAL LUBRICANTS · BASE OILS · PETROCHEMICALS

TOP-4

WORLD ECONOMY
by 2030 (PPP)

280M

POPULATION
4th most populous country

5.0%

GDP GROWTH
stable annual rate

\$1.5T

GDP
largest economy in SEA

INDONESIA LUBRICANTS MARKET

\$2.5–3.1 BLN

MARKET SIZE
annually

1.1–1.3 BLN L

CONSUMPTION
lubricants
annually

3–5%

CAGR
annual growth rate

30+

INTERNATIONAL
brands in the market

KEY INDUSTRIAL SECTORS

Mining (nickel, coal, copper, bauxite) · Marine industry & ports · Manufacturing · Energy · Transport · Infrastructure · Agriculture

FEOTECH Role in Supply Chain

DIRECT MANUFACTURER ACCESS · INTERNATIONAL SUPPLY CHAIN · LOCAL INFRASTRUCTURE



DIRECT MANUFACTURER ACCESS

Direct relationships with factories,
 competitive terms,
 priority shipment

INTERNATIONAL PAYMENTS

Direct commercial payment channels
 with Russian manufacturers,
 stable international transactions

LOCAL INFRASTRUCTURE

PT PMA, local team, warehouses,
 NPT/NPB/SNI certification,
 dealer network development

PJSC GAZPROM NEFT

VERTICALLY INTEGRATED OIL COMPANY · VIOC

VERTICALLY INTEGRATED OIL HOLDING

Gazpromneft is Russia's largest vertically integrated oil company (VIOC): own refining, base oils production Group I–III+ and V, global distribution network in 55+ countries. Lubricants production sites: Omsk (OZSM), Moscow (MZSM), Yaroslavl, Nizhny Novgorod (Rospolikhim).

PRODUCT PORTFOLIO

LUBRICANTS	Full portfolio of industrial and engine oils
GREASES	Multi-purpose · lithium · complex greases
TECHNICAL FLUIDS	Antifreeze · brake · hydraulic fluids
BASE OILS	API Group I · II · III · III+ · V
ADDITIVES & CHEMISTRY	Sulfonates · esters · specialty chemistry (Rospolikhim)

FEOTECH ROLE

Developing supply of industrial lubricants, base oils, and specialized Gazpromneft products for the Indonesian market.



LUBRICANTS · BASE OILS · ADDITIVES



Industrial complex · base oils production

PJSC LUKOIL

LLK-INTERNATIONAL

VERTICALLY INTEGRATED OIL COMPANY · VIOC

LUKOIL (LLK-International) is the largest Russian producer of lubricants and greases. A vertically integrated oil company (VIOC): own refining, production of base oils Group I, Group II+, Group III+, international presence in 100+ countries.

PRODUCT PORTFOLIO

LUBRICANTS	Full portfolio of industrial and automotive oils
GREASES	Largest Russian producer of greases
TECHNICAL FLUIDS	Hydraulic · coolants · brake fluids
BASE OILS	Group I · Group II+ · Group III+ · API certified

FEOTECH ROLE

Developing supply of industrial lubricants, greases and technical fluids from LUKOIL for mining, construction, transport, marine and heavy-duty industries of Indonesia.



LUBRICANTS · BASE OILS · GREASES



Base oils production facility · LLK-International

PJSC SIBUR

PETROCHEMICALS · POLYMERS

GLOBAL PETROCHEMICAL PLAYER

SIBUR is Russia's largest petrochemical company: production of polymers, plastics, elastomers and organic synthesis products. Exports to 60 countries, \$30+ billion invested over the last 15 years.

MARKET POSITIONS

- #1** in CIS and Eastern Europe in petrochemicals
- TOP-5** globally by investments in petrochemistry
- 11.6 MT** annual production capacity
- 60** countries of product export

FEOTECH ROLE

Developing supply of SIBUR petrochemical products, polymers and industrial feedstock for the Indonesian market.



PETROCHEMICALS · POLYMERS



Petrochemical operations · SIBUR Industries

Product Portfolio

5 DIRECTIONS · INDUSTRIAL LUBRICANTS AND PETROCHEMICALS

<p>01</p> <p>Industrial Oils & Greases</p> <p>INDUSTRIAL</p> <p>Hydraulic · Gear · Turbine Compressor · Circulating · Slideway Quenching · Heat Transfer Paper Machine · Greases</p> <p>Gazpromneft · LUKOIL</p>	<p>02</p> <p>Automotive Oils</p> <p>AUTOMOTIVE</p> <p>Engine · Transmission Truck · OEM segment Commercial transport</p> <p>Gazpromneft · G-Energy · G-Truck</p>	<p>03</p> <p>Marine Oils</p> <p>MARINE</p> <p>System · Cylinder Trunk piston Main and auxiliary engines</p> <p>Gazpromneft Ocean</p>	<p>04</p> <p>Base Oils</p> <p>BASE OILS</p> <p>API Group I · II · III · III+ · V For lubricants and additives production</p> <p>Gazpromneft · LUKOIL</p>	<p>05</p> <p>Petrochemicals</p> <p>PETROCHEMICALS</p> <p>Polyethylene · Polypropylene Elastomers · Plastics Organic synthesis</p> <p>SIBUR</p>
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Institutional portfolio of industrial lubricants and petrochemical products — from single container shipments to systemic supply chain for major industrial clients.

Industry Expertise

INDUSTRIAL SECTORS OF INDONESIA

01

Mining

MINING

Nickel · Coal · Copper · Bauxite
Heavy equipment · Hydraulics

02

Marine

MARINE

Commercial shipping
Port operations · Bunkering

03

Manufacturing

MANUFACTURING & FOOD

Steel production · Cement
Food · Chemical

04

Energy

ENERGY

Thermal · Gas turbines
Turbine oils · Hydraulics

05

Transport

TRANSPORT & AUTOMOTIVE

Commercial transport
Fleets · OEM supply

06

Infrastructure

INFRASTRUCTURE

Construction · Road works
Heavy equipment · Cranes

07

Agriculture

AGRICULTURE

Tractors · Harvesting equipment
Palm oil · Plantations

08

Forestry

FORESTRY

Logging · Heavy equipment
Hydraulic systems

09

Pulp & Paper

PULP & PAPER

Paper mills
Process equipment

Indonesia Coverage

INDUSTRIAL HUBS · PORT NETWORK · REGIONAL COVERAGE



LEGEND

-  **Head Office**
Jakarta HQ
-  **Industrial Hubs**
Regional centers
-  **Port Points**
Marine & logistics

INDUSTRIAL FOCUS

- MINING**
Kalimantan · Sulawesi · Papua
- MARINE**
Jakarta · Surabaya · Sorong
- LOGISTICS**
Java · Sumatra hubs

REGIONAL COVERAGE STRATEGY

Coverage of key industrial regions:

Java (Jakarta · Surabaya), Sumatra (Medan · Palembang), Kalimantan (Balikpapan), Sulawesi (Makassar · Manado), Papua (Sorong). Focus: mining, marine, manufacturing, logistics.

Local Infrastructure

PMA · JAKARTA HQ · INTERNATIONAL PAYMENTS · LOCAL TEAM



OPERATIONAL OFFICE · ОПЕРАЦИОННЫЙ ОФИС

INTERNATIONAL PAYMENT INFRASTRUCTURE

KEY COMPETITIVE ADVANTAGE

FEOTECH develops direct commercial payment channels with Russian industrial manufacturers, enabling stable international transactions for Indonesian partners and industrial customers.

01

LEGAL STRUCTURE

PT PMA — Foreign Investment Company.
NIB · NPWP · KBLI 46610 · API-U ·
OSS RBA · SPPL

02

HEAD OFFICE

Office 88@Kasablanka, 33rd Floor, Unit C
Jl. Casablanca Kav. 88
Jakarta Selatan 12870

Legal: Menara Satrio (per NIB · OSS)

03

WAREHOUSE INFRASTRUCTURE

FEOTECH develops local warehouse infrastructure in Greater Jakarta and West Java industrial zones to support supply chain and rapid distribution.

04

LOCAL TEAM

Sales · Operations · Technical Support
Local operations
Banking infrastructure IDR / USD

Logistics & Warehouse Network

FLEXIBLE DELIVERY FORMATS · LOCAL STOCK · REGIONAL DEVELOPMENT

200,000 L

CURRENT LOCAL STOCK

1,000,000 L

DEVELOPMENT TARGET - 2027



INDUSTRIAL WAREHOUSE OPERATIONS

DELIVERY FORMATS

Flexitank

up to 24,000 L oil
in 20' container

IBC 1000 L

Bulk containers

Drums 200 L

Standard drum

Canisters

Cans 1–20 L

FCL · LCL

Container 20' / 40'

END-TO-END SUPPLY CHAIN

Full supply chain control — from factory acceptance to delivery to customer warehouse. COA, MSDS documentation, import declarations. Development of regional warehouse network.

Certification — NPT · NPB · SNI · ISO 9001

FULL COMPLIANCE FOR IMPORT AND DISTRIBUTION IN INDONESIA

<p>01</p> <p>NPT</p> <p>Pre-import Type Registration</p> <hr/> <p>Product type registration number. Mandatory procedure for each SKU.</p>	<p>02</p> <p>NPB</p> <p>Batch Registration</p> <hr/> <p>Goods batch registration. Laboratory analysis, quality validation.</p>	<p>03</p> <p>SNI</p> <p>Indonesian National Standard</p> <hr/> <p>Key Indonesian national standard for motor and transmission oils.</p>	<p>04</p> <p>ISO 9001</p> <p>Quality Management</p> <hr/> <p>International quality management standard. Quality systems compliance.</p>	<p>05</p> <p>OSS · API-U</p> <p>Import & Distribution</p> <hr/> <p>Distribution license. API-U for import, OSS RBA, KBLI 46610.</p>
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COMPLIANCE BADGES



Technical Support

FULL SERVICE CYCLE FOR INDUSTRIAL CUSTOMERS



FIELD SERVICE · LAB · MOBILE LAB

01

Oil Analysis

OIL ANALYSIS

- Spectral analysis
- Metal wear
- Laboratory reports

02

Lubrication Audit

LUBRICATION SYSTEM AUDIT

- Inventory
- SKU consolidation
- Storage optimization

03

Field Engineering

ON-SITE ENGINEERING

- On-site diagnostics
- Replacement & filtration
- Operator consultations

04

Product Selection

PRODUCT SELECTION

- OEM requirements analysis
- Cross-reference tables
- Replacement economics

05

Training Programs

TRAINING

- Specialist courses
- Webinars · On-site sessions
- Certification

06

TCO Optimization

TCO OPTIMIZATION

- Consumption reduction
- Interval extension
- Downtime reduction

Corporate Information

LEGAL STATUS · REGISTRATION DATA · COMPLIANCE

GENERAL DATA

Full name	PT FEOTECH ENERGY NUSANTARA
Company type	PMA — Foreign Investment Company
Country of registration	Republic of Indonesia
Legal address	Menara Satrio, 6th Floor, Unit 5, Jl. Prof. Dr. Satrio, Kuningan Timur, Jakarta Selatan 12950 (per NIB · OSS RBA · NPWP)
Operational office	Office 88@Kasablanka, 33rd Floor, Unit C, Jl. Casablanca Kav. 88, Jakarta Selatan 12870
Business area	Distribution of lubricants, base oils, petrochemicals

REGISTRATION NUMBERS

NIB	1203260068422
API-U	Included in NIB (Import API)
NPWP	1000000008644344
KBLI	46610 – Lubricants Distribution
OSS RBA	Registered
SPPL	Environmental certification
Coretax	Active tax status

APPENDIX

Full set of supporting corporate documents is provided in the appendix to the Company Profile.

Legal Presence & Corporate Compliance

Official Indonesian corporate registration and compliance documents

Akta Pendirian
Establishment Deed

SK Kemenkumham
Ministry of Law Approval

NIB + API-U
Business ID + Import License

NPWP
Tax Registration

SPPL
Environmental Statement

OSS RBA / KKPR
Business Licensing · KBLI 46610

Company Tax Card
Corporate Tax Identity

Company Stamp
Corporate Seal

Full certified copies are provided in the Legal Documents Appendix upon request.

Management

MULTI-DECADE EXPERIENCE · INDUSTRIAL & PETROCHEMICAL EXPERTISE



Dmitry Grepiniak

PRESIDENT DIRECTOR

Key investor and leader of FEOTECH Energy Nusantara.

15+ years of strategic management experience in international industrial projects in energy, oil refining, petrochemicals and industrial trade.

Graduate of Gubkin Russian State University of Oil and Gas.



Stanislav Kharchenko

DIRECTOR OF BUSINESS DEVELOPMENT

20+ years in lubricants, industrial distribution and B2B sales in Russia and CIS.

Led B2B sales for Russia at Gazpromneft-Lubricants — industrial and transport lubricants for major corporate clients.

Career: Chevron Texaco · MOL-LUB · Gazpromneft-Lubricants · Devon.

Oil & gas engineer (Omsk State Technical University) · International MBA.



Julia Kharchenko

TECHNICAL MANAGER

Engineering and technical support, training, lubricant selection, industrial customer accompaniment.

15+ years experience: LUKOIL · TNK-BP · Rosneft · Evonik Chemical Germany.

Specialization: lubricants engineering · R&D · industrial applications.

Roadmap 2026–2032

PHASED DEVELOPMENT OF INTERNATIONAL INDUSTRIAL PLATFORM



Phased expansion of presence with focus on mining, marine and manufacturing — foundation of FEOTECH's long-term strategy in Indonesia.

Competitive Advantages

WHAT DEFINES FEOTECH AS INDUSTRIAL DEVELOPMENT PLATFORM

01

DIRECT MANUFACTURER ACCESS

Direct relationships with factories:
Gazpromneft · LUKOIL · SIBUR.
No intermediaries.

02

INTERNATIONAL PAYMENTS

Direct commercial payment channels. Stable international transactions.

03

LOCAL INFRASTRUCTURE

PT PMA, local team, warehouses, banking infrastructure, local compliance.

04

FULL LEGAL COMPLIANCE

NPT · NPB · SNI · ISO 9001
OSS RBA · API-U.
Full regulatory support.

05

TECHNICAL EXPERTISE

Oil analysis · Field engineering
Lubrication audits · TCO optimization
Training programs.

06

FLEXIBLE SUPPLY

From flexitank to cans.
Local stock.
Control from factory to client.

We offer a solution

LET'S START THE CONVERSATION

HEAD OFFICE

PT FEOTECH ENERGY NUSANTARA

Office 88@Kasablanka, 33rd Floor, Unit C

Jl. Casablanca Kav. 88

Jakarta Selatan 12870, Indonesia

LEGAL ADDRESS

Menara Satrio Lt. 6 Unit 5, Jl. Prof. Dr. Satrio, Kuningan Timur, Jakarta Selatan 12950 · per NIB · OSS RBA

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