

## **ELNUSA Company Profile**

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### **A message from the President Director**

Elnusa has entered a new milestone following our recent organization and services restructuring to be an influential player in Indonesia's oil & gas industry. After 35 years since we started out in 1969, Elnusa has finally realized its quest to be the first and foremost provider of support services for oil and gas explorations and productions in the country. Together we facilitate our clients with a wide array of solutions, customized to meet their specific needs and future challenges.

The past several years were obviously a critical period to all of us. From regional economic upheaval, political uncertainty, social insurgence across Indonesia's provinces, intensifying competition, to the free trade closing in, Elnusa confronted subsequent occurrences that put tremendous pressure on our ability to stay within our strategies and to reach our objectives.

Thanks to the blessing of the Almighty God however, Elnusa holdings along with the subsidiaries, the management ranks, and the entire staff successfully made it to the end of the tension. Leveraging our proven credo of clean, respectful, and synergy, as well as our field-tested knowledge bank, experienced engineers and analysts, and industry-standard business practices, Elnusa has again proven its competency as a principal contender in the oil & gas business.

As we go further to embrace the opportunities in this prosperous era with confidence and trust, Elnusa aspires to delivering services that not only comprehensive, but more importantly – first class in quality. In a nutshell, we are the partner for the success of our stakeholders today and in the future to come.

Respectfully yours,

Rudy Radjab  
President Director

### **The story of Elnusa**

Since founded in 1969 based on Act No.18 dated January 25, 1969, and Act No.10 on Change of Basic Budget, dated February 3, 1969, P.T. Elektronika Nusantara or Elnusa has grown to be a significant player in Indonesia's oil & gas industry. Concentrating primarily on oil and gas companies, Elnusa provides an integrated range of services for explorations and productions, such as well drilling, oil refinery, geophysical data analysis, radio and satellite communication, telematics, and information and communication management. Its client base has grown to include multinational companies, namely ExxonMobil, Unocal, BP, Total Indonesia, and Schlumberger, among others.

The origin of Elnusa dates back to the late sixties, when the challenges and opportunities of the oil and gas boom just emerging in Indonesia - raised a new demand for advanced communication and navigation systems to support the upstream and downstream activities across the nation. Pertamina – the only concern authorized by the Indonesian government to administer, manage, and control the oil explorations and productions at the time – recognized such urgency and therefore, established Elnusa in 1969. The company initially focused on marine electronic services, maintaining, repairing, and installing electronic communication

and navigation systems on Pertamina oil vessels as well as on those owned by foreign production sharing contractors.

In the course of more than 35 years of existence, Elnusa has undergone several restructurings – most notably in 1996 when it became a holding company that strictly focused on exploration and production, information and communication technologies, processing services, and trade, with the support of 23 business units. Following the most recent transformation in 2004, the modern Elnusa consists of 11 subsidiaries. It has redefined itself as a strategic entrepreneur in the oil & gas business that delivers consistent value-added benefits to shareholders, business partners, the government, and the people of Indonesia. This is a radical change of role – from merely a service provider for Pertamina and production-sharing contractors to an active, influential participant in the industry.

## **Highlights of competencies**

Consisting of various value-added services targeted primarily at the oil & gas industry, Elnusa's services fall into 3 major groups or pillars - Oil & Gas, Oil & Gas-Asset based, and Information & Communications Technology. Each is provided through one of its 11 subsidiaries.

### **Oil & Gas**

The Oil & Gas pillar consists of downstream and upstream services.

The downstream services - intended to assist oil and gas companies in their exploration and production activities – comprise integrated geophysical data services, integrated drilling services, and integrated oil field services.

Integrated geophysical data services cover 2D and 3D modeling, seismic data acquisition, seismic drilling, topography & navigation, and geology, geophysics, & reservoir – which commonly known as GGR.

Integrated drilling services include site preparation, oil & gas wells drilling, mud logging, wire-line logging, log processing, rig maintenance, and well cementing & testing.

Meanwhile, integrated oil-field services provide hydraulic work over/ snubbing, wire line, coiled tubing, oil-field management, supply & logistics, and sludge treatment.

On the other hand, the upstream services focus on ready-made oil products, distributing fuels, lubricants, and additives such as PowerFuel, as well as retailing of fuels at gas stations.

### **Oil & Gas Asset-based**

The Oil & Gas Asset-based pillar is involved in the actual business of oil & gas, focusing on both exploration and production. This strategic unit is currently developing the Bangkanai oil block in East Kalimantan through subsidiary Elnusa Bangkanai Energy Limited. For the near future, Elnusa aims to grow the asset-based operation by acquiring more oil blocks across Indonesia, particularly those that are already producing.

### **Information & Communication Technology**

The Information & Communication Technology (ICT) pillar provides data and information-centric services for companies within and outside of the oil & gas industry such as banking, telecommunication, retail, and transportation. The services are divided into data management, information system, and telecommunication.

Data management is handled by Patra Nusa Data and Sigma Cipta Utama, which offer maintenance, packaging, storing, and socialization of oil exploration & production data; meta database tools; storing and re-mastering of physical and electronic data; magnetic tape transcription, paper scanning, vectorization, electronic filing system, and information systems development.