



Plan Factory Visit & Malaga

Seprin Asang Pananda
Marketing, Mining MKT& SLS
Confidentiality Status **Yellow**

ADVANCING YOU FORWARD >>>®

Background

As part of our Marketing engagement and appreciation to customer that bought 745 with the high quantity since 2021.

We also invite some customers that have possibility to buy 745.

The visit got support from CAT by giving additional 1,5% to CAT discount for 45 units that invoiced start from May 2023 with estimate total **USD 351.000** (USD 7.800 x 45 units)

Itinerary

- Flight Jkt - NCL : 26 Nov 2023
- Peterlee Factory Visit : 27 Nov 2023 **(09.00 to 12.00)**
- Flight NCL – Malaga : 28 Nov 2023
- Malaga Proving Ground visit : 30 Nov 2023 **(10.00 to 15.45)**
- Flight Malaga - Jkt : 01 Dec 2023

Rundown Peterlee & Malaga

09:00 Arrive at Caterpillar Peterlee
09:15 Welcome and Introductions
09:30 Peterlee Overview presentation
10:30 Main Site Factory Tour
12:00 Lunch on site, Depart and transfer to hotel.

10:00 Arrival at MDLC. Welcome & safety presentation
10:15 Welcome Coffee Break
10:45 1 Hour Demo
11:45 Static Display
12:45 Lunch at La Casa
14:00 Technology Experience Room
14:45 Aftermarket Solutions Ecosystem visit
15:15 SOS Lab Tour
15:45 Workshop & Service Training Tour TBC

List of participants

Customer Participants

1. Gu Jianbo (Proxy Director PT IWIP)
2. Roberto Rodriguez Valledor (Vice President PT WBN)
3. Salim Lim Boon Ciong (Deputy Vice President PT WBN)
4. Ahmad Hakim Abdul Rauf (Owner Putra Morowali Sejahtera)
5. Varun Satija (Project Manager PT Borneo Prima)
6. Benny Pidakso (Direktur Utama PT KMKI)
7. Setyo Feriyanto (Direktur PT Tata Bara Utama)
8. Daud Kala Bombang (Direktur Utama PT Jhonlin Baratama)
9. Akhmad Gunadi Bin Nadalsyah (Komisaris Utama PT Mitra Barito Lumbung Energi)
10. Merty Tjokro (Komisaris Utama PT Ulima Nitra)
11. Candra Winata (Owner PT Utama Wira)

Trakindo participants

1. Martin Williams
2. Seprin Asang Pananda
3. Suzan Faisal Kusuma
4. Tema Mendrofa

List of customer with the opportunity

1. Weda Bay (EIA)

2021-Q1 2023 → 45 units

Q3-Q4 2023 → 43 units

2. Putra Morowali Sejahtera (EIA)

2022 → 2 units

2024 → opportunity additional 15 units

3. IMR Anugrah Maju / Borneo Prima (MA Mining)

2021 → 9 units

2022 → 5 units

4. Kesatria Mitra Kontraktor Indonesia / Bangun Mega Djaya Bersama (MA-Cons)

2022-2023 → 15 units

Q2 2023 → 5 units ST5

Q3-Q4 → 10 units

2022 © PT Trakindo Utama. All rights reserved. The content of this presentation may not be used, duplicated or transmitted in any form without the written consent from PT Trakindo Utama.

5. Tata Bara Utama (MA Cons)

2021 → 3 units

2023 → 10 units

2024 → opportunity additional 10 units

6. Jhonlin Baratama (South Kal)

2022 → 2 units

2023 → possibility 16 units

7. Mitra Barito Lubung Energi (South Kal)

2022 → 3 units

2023 → 3 units

Q2 2024 → potential additional 6 units

8. Utama Wira (Sumatra)

2022 → 2 units

2023 → 10 units

Q4 2023-2024 → possibility additional 15 units for new pit

9. PT Ulima Nitra → request from PM QCT (Lalak Budiman) related 773 that bought under Sumatra territory

Factory Visit at Peterlee + Malaga :

➤ **Plan cost :**

➔ USD 10.000/person

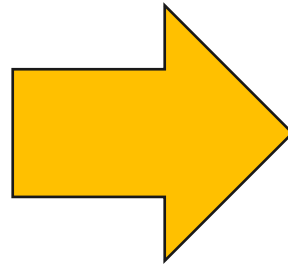
➔ total visitor : 15 person

Est total cost : USD 150.000

Grand Total:

➤ Factory Visit :

Grand total : USD 150.000



➤ Estimate support from CAT

1,5% for 45 units :

USD 7.800 x 45 = USD 351.000