

## Heru Hermawan

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**From:** Heru Hermawan  
**Sent:** Friday, April 13, 2018 1:49 PM  
**To:** Widjanarko Hidajat; Nasir Sali  
**Cc:** Ali R Alhabsyi; Ivan Tulong; Setio Anggoro Dewo; Erwin Muljosantoso  
**Subject:** RE: Offering to PT Tiga Lentera Abadi for 12xCM32 & 2x 6CM32 - Summary Update ( 13 April 2018)

Gents,

It's been a while I don't give an updated the status of this project since the progress was too slow.

But since last week, the project has been progressing again. Following are an updated status :

1. I have informed customer that our 2x6CM32 has deposit from other customer and probably sold out immediately. Customer noticed and be focus on 3x12CM32 only for fixed power plant 21 MW in Kolaka South Sulawesi to support smelter's electricity need.
2. The development of smelter facility in Kolaka is pretty much fast. In term of electricity need, the industry needs around 300 MW by 2020.
3. Customer planning is that to build 2 units barge power plant with capacity of 150 MW running with MFO with targeted in operation by 2020. And we have been following up with customer on preliminary technical information. The proposed model is 16CM46DF (13.9 MW at ISO). The barge will be built by SAMSUNG in SOUTH KOREA.
4. Customer plan is to visit factory of CM Engine and invite us to have kick off meeting with Samsung shipyard in Korea.

Action Plan :

1. Work out for turn key offer for 3x12CM32 including Maintenance cost for 5 years in Kolaka Sulawesi.
2. Work with CKB to determine operating plan and cost for mobilization the gensets to Kolaka.
3. Preparing and support customer's plan to visit factory and Samsung shipyard.

Any advise is highly appreciated.

Best Regards,

**Heru Hermawan N**  
Power Systems Sales Manager

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**From:** Heru Hermawan  
**Sent:** Thursday, February 08, 2018 10:07 AM  
**To:** Widjanarko Hidajat <[whidajat@tusspl.com](mailto:whidajat@tusspl.com)>; Nasir Sali <[nsali@tusspl.com](mailto:nsali@tusspl.com)>

**Cc:** Ali R Alhabsyi <aralhabsyi@trakindo.co.id>; Erwin Muljosantoso <emuljosantoso@trakindo.co.id>; Setio Anggoro Dewo <setio.dewo@trakindo.co.id>; Nasir Sali <nsali@tusspl.com>; Ivan Tulong <itulong@trakindo.co.id>

**Subject:** Offering to PT Tiga Lentera Abadi for 12xCM32 & 3x 6CM32 - Summary Update ( 8 Feb 2018)

Gents,

Since some of the communication's string on this opportunity are somehow scattered on different email and also the important level of this project for us to clear out our old inventory, I would like to summarize all the update for this opportunity as follow :

- Customer Name : PT Tiga Lentera Abadi with office in Jakarta
- Customer's PIC : Pak Adi dan Pak Wirabumi
- Brief of the Project : This company is developing a project to supply electricity to PLN in East Indonesia using our stock MAK that sitting in Singapore using floating power plant
- What we have done : 1) Several Technical discussion since Dec 2017. 2) Physical Inspection of the units with customer in Singapore in early January 2018.
- Initial Quotation : As per attached. Total USD 15,325,600 for total 22.17 MW or equivalent to USD 691,276/MW
- Negotiation Update : Pricing bench mark from new genset is USD 700,000/MW and we have informed to customer that we can be on the position just below the bench mark.

Now, I have new information development from customer that the project they are going to develop is RENTAL to PLN (instead of IPP) with the targeted rate designed below Rp. 328/kwh for 4 to 5 years. Customer will develop financial model with targeted rental rate of Rp. 328/kwh and will comeback to us on how much genset price to meet the targeted rental rate.

Next action plan :

1. Develop the maintenance rate for 5 years to help customer develop their financial model. I hope I can get support for duty free part pricing list from TUS on this action plan. (by next week)
2. Discuss with customer on detailed scope of supply to determine the final genset price that meet the targeted rental rate. (by next week)

Best Regards,

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