

## Mochamad Sugiarto

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**From:** Praveen Ramalengam <Ramalengam\_Praveen@cat.com>  
**Sent:** Friday, November 4, 2022 12:00 PM  
**To:** Luluk Setiono; I Dewa Made Ari Dananjaya; Tengku Rafi Indra Laksana; Fardy Fajar Surya; I Dewan Baskoro; Mochamad Sugiarto; Riski Junaidi; Tri Riani Pamularsih  
**Cc:** Arif Prawira; Immawan Priyambudi  
**Subject:** 2023 CI Business Planning in Kuala Lumpur (20-24 November 2022)  
**Attachments:** JW Marriott Guest List.xlsx

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Team – This email is to confirm that arrangements have been secured in Kuala Lumpur for our 2023 CI Business Planning Meeting.

The 3 full day event will be held in JW Marriott Hotel ( Kuala Lumpur) meeting room. There are total of 19 participants ( 8 from Trakindo and 11 from CAT). All CAT participants are staying in JW Marriott to support in your planning sessions.

Pls go ahead and secure your rooms soonest( Check-in 20 Nov & Check – Out 24 Nov). In your booking, cite the ‘Name of Event’ below to enjoy preferential rates. Once you have your booking confirmed, pls share your confirmation no in a consolidated excel.

Below is the agenda. Pls have your pre-work completed for an eventful meeting. Ensure all analysis are granular and tactical.

Our 2023 Definition of Winning is: **DOUBLE DIGIT CI SERVICES GROWTH 3 YEARS IN A ROW !!!!**

### REFERENCE: EVENT CONFIRMATION

Name of Event : Caterpillar Meeting & Accommodation  
Dates : 20 - 24 December 2022  
Anticipated Attendance : 19

Dear Huda,

Warmest Greetings from JW Marriott Hotel, Kuala Lumpur!

We are delighted that you have selected The JW Marriott Hotel, Kuala Lumpur as the venue for your “**Caterpillar Meeting & Accommodation 20 - 24 December 2022**”.

<b><u>21-Nov-22</u></b>			
<b><i>Day 1 / Time</i></b>	<b><i>Room</i></b>	<b><i>Topic</i></b>	<b><i>Facilitator</i></b>
830-0900	TBD	Hotel Safety / Intro	Praveen
0900-1100		GET	Huda/Gisele
Break		15mins	
1115-1315		F&F / Struc & Elec	Clarine
Lunch		60mins	
1415-1615		Marketing	Theresa/Whay Shie
Break		15mins	

1630-1730		AOB	Praveen
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<b><u>22-Nov-22</u></b>			
<b>Day 2 / Time</b>	<b>Room</b>	<b>Topic</b>	<b>Facilitator</b>
830-0900	TBD	Day 1 refresh	Praveen
0900-1100		Hydraulics	Chloe
Break		15mins	
1115-1315		Rebuild	Huda/Gisele
Lunch		60mins	
1415-1615		UC	Rodney
Break		15mins	
1630-1730		AOB	Praveen

<b><u>23-Nov-22</u></b>			
<b>Day 3 / Time</b>	<b>Room</b>	<b>Topic</b>	<b>Facilitator</b>
830-0900	TBD	Day 2 refresh	Praveen
0900-1100		CVA	Pei Ting
Break		15mins	
1115-1315		Retail	Su Ling
Lunch		60mins	
1415-1615		Corp Acct	Francis
Break		15mins	
1630-1700		Wrap-up	Praveen

**Regards**

**Praveen R**

**Construction Industries Services Division (CISD)**

[Ramalengam\\_Praveen@cat.com](mailto:Ramalengam_Praveen@cat.com) / Mobile (65) 9339 4271

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**From:** Praveen Ramalengam

**Sent:** Friday, 30 September 2022 12:04 pm

**To:** Immawan Priyambudi <ipriyamb@trakindo.co.id>

**Cc:** Arif Prawira <J210arf@caterpillar.onmicrosoft.com>

**Subject:** RE: 2023 CI Business Planning in an alternative location. Approval Request

Pak Immawan – Thank you for your approval. Action on Feby is well noted.

The below will be my next steps.

- I will inform Pak Luluk & Dewa of my plan with your blessing
- Establish the prework needed to support a detailed review in Nov
- Establish the EO report out document ( Post our meeting )

Pls do let me know your expectations for this review if any.

Thanks again Pak

**Regards**

**Praveen R**  
**Construction Industries Services Division (CISD)**  
[Ramalengam\\_Praveen@cat.com](mailto:Ramalengam_Praveen@cat.com) / Mobile (65) 9339 4271

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**From:** Immawan Priyambudi <[ipriyamb@trakindo.co.id](mailto:ipriyamb@trakindo.co.id)>  
**Sent:** Thursday, 29 September 2022 10:14 pm  
**To:** Praveen Ramalengam <[Ramalengam\\_Praveen@cat.com](mailto:Ramalengam_Praveen@cat.com)>  
**Cc:** Arif Prawira <[aprawira@trakindo.co.id](mailto:aprawira@trakindo.co.id)>  
**Subject:** RE: 2023 CI Business Planning in an alternative location. Approval Request

**CAUTION: EXTERNAL EMAIL**

**This is a message from [ipriyamb@trakindo.co.id](mailto:ipriyamb@trakindo.co.id).  
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Hi Praveen,

Thank you for the proposal and based on this CAT support cost incurred, I support and approve to proceed.  
If you do not mind, I just suggest you to take out Achmad Feby from the list as he will be moved to fully take care for METSO Parts Sales.

Kind regards,

**Immawan Priyambudi**  
Chief Operating Officer  
Construction & ForAg Industry

**PT Trakindo Utama**  
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**From:** Praveen Ramalengam <[Ramalengam\\_Praveen@cat.com](mailto:Ramalengam_Praveen@cat.com)>  
**Sent:** 29 September 2022 12:18  
**To:** Immawan Priyambudi <[ipriyamb@trakindo.co.id](mailto:ipriyamb@trakindo.co.id)>  
**Cc:** Arif Prawira <[aprawira@trakindo.co.id](mailto:aprawira@trakindo.co.id)>  
**Subject:** 2023 CI Business Planning in an alternative location. Approval Request

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Pak Immawan – Hope you and your family are keeping well.

2023 Business Planning season is round the corner and I am planning to undertake the review of my territory, at an alternative location in Kuala Lumpur Malaysia.

My proposal is as follows;

- Date 21- 23 Nov ( 3 full days of discussion)
- Topics covered: Core , Retail, Corporate Acct, Big Rocks & eCommerce
- Location: Hotel Meeting Room in Kuala Lumpur ( Hotel TBD)
- Trakindo Participants:
  - 1) Pak Luluk Setiono
  - 2) Dewa Made Ari
  - 3) Riski Junaedi
  - 4) Tengku Rafi
  - 5) Mochamad Sugiarto
  - 6) Tri Riani
  - 7) Achmad Febi
  - 8) Dewan Baskoro
  - 9) Fardy Fajar

I will support the cost incurred ( Flight to and from, and Hotel Room Charges) for all 9 participants via my quarterly incentive program

I have received approval from my management yesterday to proceed.

I seek your approval to allow your team to participate F2F. Looking forwards to your favourable reply

Best

**Regards**

**Praveen R**

**Construction Industries Services Division (CISD)**

[Ramalengam.Praveen@cat.com](mailto:Ramalengam.Praveen@cat.com) / Mobile (65) 9339 4271

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