Industries

- Oil & Gas
- Forestry
- Construction
- Mining
- Power Generation
- Agriculture

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MANAGING GROWTH PROFITABLY THROUGH INNOVATION
Caterpillar Machines

..and everything in between..

Model OHT 797

Model SSL 247
Caterpillar Engines

..and everything in between..
Parts & Components

We carry more than 130,000 line items of genuine CAT® parts and components
With an area-based organization comprising of Sumatera, Java, Kalimantan, East Indonesia, Tembagapura and more than 60 branch offices throughout the country, Trakindo is never far from its customers.
Supply chain from Trakindo perspective

A supply chain consists of

Aims to match supply and demand profitably for products and services

SUPPLY SIDE

The right Product + The right Price + The right Store + The right Quantity + The right Customer + The right Time = Customer satisfaction & loyalty and Return on Capital

DEMAND SIDE

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Trakindo Supply Chain Complexity

Serving Multiple Industry Customers in Indonesia

Operational Excellence – to achieve best in class supply chain

Excel to deliver “Right Product, Right Quantity, Right Price, Right Cost, Right Place, Right Time” with high quality services

To support more than 60 branch offices throughout the country

Serving customers in multiple industries throughout Indonesia

Supply Chain Planning
Sourcing & Procurement
Warehousing & Distribution
Supply Chain Support

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<table>
<thead>
<tr>
<th>Domestic Freight</th>
<th>Duty Tax</th>
<th>Port Charges</th>
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### Trakindo Supply Chain Complexity

*Integrated Planning – Sourcing & Procurement – Warehousing & Distribution*

![Diagram of supply chain process](image)

**CATERPILLAR Global Factory**

- **Planning**
- **MI Yard**
- **Shipment**
- **Transit In**

**Origin Port**

- **Destination Port** Tj Priok/JKT

**Assembly and QA**

- **Storage**
- **Delivery Arrangement**

**PDI**

- **Pre-Delivery Inspection (PDI)**

**Trakindo CAT**

- Central Yard Jakarta
- Transit Yard - Area/ Branch

**Customer**

**International Freight**

- **Duty Tax**
- **Port Charges**

**Handling Charges**

- **Storage & Yard Handling Charges**

**Domestic Freight**

- **PDI Charges**
- **Domestic Freight**

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**MANAGING GROWTH PROFITABLY THROUGH INNOVATION**

![Trakindo CAT](image)
Maintain Quality of Product Customization through Supply Chain

Example: Assembling of Articulated Dump Truck 740B at Trakindo Hub
Inbound and Distribution Strategy for Machines & Engines
To achieve the most effective transportation, storage, and handling cost
Hub Spoke Strategy for Parts Distribution
To achieve on time in full (OTIF) parts delivery

A comprehensive range of parts is stocked at all Trakindo locations. Our main branches, sub branches and depots are supported by Trakindo parts hubs to ensure our commitment to deliver right parts with the right quantity to the right customer on the right time.
Collaborative efforts across value chain

Seamless information flow, document flow and physical flow delivering capital efficiency and exceeding customers’ expectations

- Governance and Processes in Integrated Demand Supply Planning (IDSP) involving Sales, Marketing and Operations functions delivering better visibility & long term plans, improving forecast accuracy, exceeding customer expectations and performing S&OP KPIs
- Collaborative planning with operations, sales and customers through forecasted/planned events providing Parts & Components availability as planned and required
- Strategic alliances with 3rd party logistics and warehouse provider partners in delivering seamless accurate information flow, sustaining high performance warehouse and distribution operations performance and exceeding OTIF (on time in full) target performance
Collaborative efforts across value chain

Seamless information flow, document flow and physical flow delivering capital efficiency and exceeding customers’ expectations

- Customer Support Agreement in managing and supporting some or all of the customer’s equipment management needs and requirement in the form of:

TVM (Total Vendor Maintenance): maintenance work activities of Service and Parts for planning and scheduling maintenance including Plan Component Replacement (PCR) for engine /industrial engine consist of start system, alternator, turbocharger, water pump system, and fuel injection pump and for machine consist of torque converter, transmission, differential, final drive & brake, hydraulic cylinder.

Maintenance and Repair Contract (MARC) is a long term agreement to provide a mechanism to achieve a first rate supply of products and services over contract life to ensure customer equipment availability is maintained at appropriate levels and internal costs are achieved by the provider.
THANK YOU