

# PT KASANA TEKNINDO GEMILANG

CORPORATE OVERVIEW

**KASANA**



## Established

**YEAR 2000**

to continue the business of PT Buana Loka Utama, which was established in the 1980s

## Branches

**10 BRANCHES**

across Java, Sumatra, Sulawesi and Kalimantan, including the head office in Jakarta

## Brands Represented



## Staff Strength

**200 STAFF**

and counting. We continue to grow our headcount to support our business and network expansion

## Sales Force

**54 SALESMEN**

across our locations, including brand specialists and generalists according to market requirements

## Mechanics

**58 MECHANICS**

who undergo rigorous training to provide quick response and minimize downtime for customers





## 1980s

PT Buana Loka Utama was established and started the sole distribution of TCM forklifts in Indonesia

## 2000

PT Kasana Teknindo Gemilang was established to continue the distribution of TCM forklifts with two branches – Jakarta and Surabaya

## 2004

Opened Semarang branch

## 2006

Grand opening of new Surabaya office



## 2007

Opened Cikarang and Palembang branches

## 2008

Started distribution of Lonking heavy equipment



## 2012

Started distribution of Baoli forklifts

## 2012

Grand opening of new Jakarta office



## 2014

Opened Makassar and Pontianak branches

## 2016

Started distribution of Doosan excavators and wheel loaders



## 2017

Opened Pekanbaru branch

## 2018

Opened Medan and Kendari branches



## 2019

Started distribution of Ammann road construction machineries

## VISION

*"Grow together with all stakeholders through serving the best interests of our customers"*

## MISSION

Our customers are our most important assets and are at the centre of what we do. We aim to supply quality products and provide excellent service to our customers. We will continually invest in infrastructure, network, human resources and capability, in order to create value for our stakeholders.

## VALUES

Excellence | Responsibility | Teamwork | Work Smart



## MATERIAL HANDLING



**> 30 years**

experience selling forklifts in Indonesia



## CONSTRUCTION MACHINERY



**100%**

YoY growth in revenue in 2018



## AFTER SALES SERVICE



**> 60**

mechanics across our 10 locations



## SPARE PARTS



**> 10,000**

SKUs stocked at any one time

# Products We Distribute



**FORKLIFT  
TRUCKS**

**TCM**



**WAREHOUSE  
TRUCKS**

**TCM**



**EXCAVATORS**

**DOOSAN**  
Infracore



**WHEEL  
LOADERS**

**DOOSAN**  
Infracore



**SOIL  
COMPACTORS**

**AMMANN**



**LIGHT  
EQUIPMENT**

**AMMANN**



**FD20C3Z – FD30C3Z**  
2-ton – 3-ton diesel (manual)



**FD20T3Z – FD30T3CZ**  
2-ton – 3-ton diesel (automatic)



**FD35T9 – FD100T9**  
3.5-ton – 10-ton diesel (automatic)



**FD60Z8 – FD100Z8**  
6-ton – 10-ton diesel (automatic)



**FB10-8 – FB35-8**  
1.0-ton – 3.5-ton electric counterbalance



**FRB10-8 – FRHB30-8**  
1.0-ton – 3-ton electric warehouse trucks



**COMING SOON**  
TCM (Atlet) electric reach trucks



**FD150S-3 – FD300S-3**  
15-ton – 30-ton diesel (automatic)



**DX55-5B**

5.5-ton mini excavator



**DX63-3**

6.13-ton mini excavator



**DX140AF**

16.9-ton forestry excavator



**DX200A**

20.6-ton excavator



**DX225LCA**

21.5-ton excavator



**SD200N**

92 kW wheel loader



**SD300N**

162 kW wheel loader





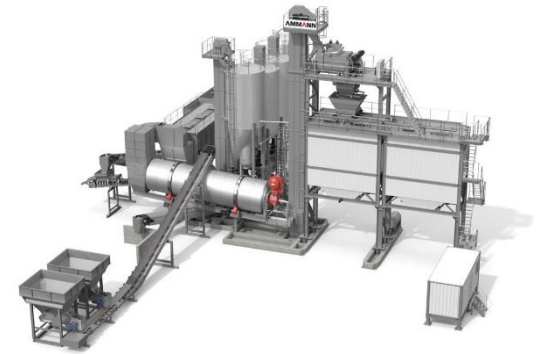
**ARS122**  
Single drum roller



**ARX26 – ARX40**  
Light tandem roller



**AFX400-2 – AFX700-2**  
Asphalt paver



**ENQUIRE NOW**  
Asphalt mixing plant

## AFTER SALES SERVICE

Our team of experienced mechanics continually undergo a rigorous training process, which enables them to provide a full range of services, including:

- Regular warranty service
- Repairs and calibration
- Machine diagnostics
- Complete engine and gear box overhaul
- Component exchange
- Training for end users



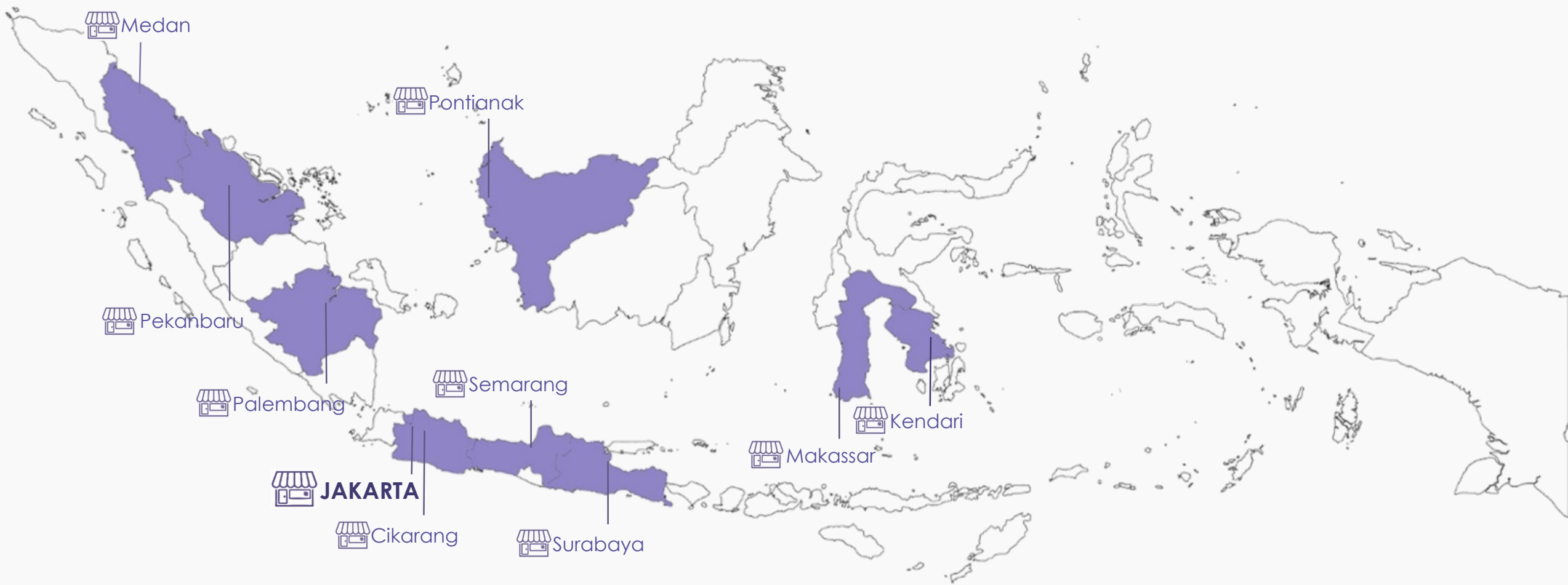


## SPARE PARTS

We keep a ready stock of spare parts in all our branches to ensure we can help our customers minimise downtime.

We recommend that customers purchase **GENUINE MANUFACTURER PARTS** for the best upkeep of their machines.

# Where To Find Us



**10 BRANCHES**

Covering 76% of GDP | 73% of population size





JAKARTA HEAD OFFICE



SURABAYA BRANCH



CIKARANG BRANCH

# Our Customers



**KAYU LAPIS INDONESIA**  
INTEGRATED WOOD INDUSTRY



**Mandiri Jaya Abadi**



**PT. TATALOGAM LESTARI**



**YKK**  
*Little Parts. Big Difference..*

Over the past 30 years, we have built a wide customer base ranging from SMEs to large corporations, spanning across major industries including agriculture, food & beverage, industrials, logistics, construction and more.





We partner with major leasing companies to ensure our customers have access to a wide base of financing options at competitive rates.



## DOOSAN ROADSHOW 2017

Strengthening our brand presence in the market through roadshows, where customers get to experience the machines first hand



PT KASANA TEKNINDO GEMILANG  
**SELAMAT DATANG PARA PESERTA**  
**ANNUAL SALES SEMINAR 2018**  
JAKARTA, 10 - 14 DESEMBER 2018  
**KASANA**  
PT KASANA TEKNINDO GEMILANG  
www.kasana.co.id



## STAFF TRAINING

We invest heavily in upgrading the skills of our workforce to better serve the needs of our customers

## CUSTOMER TRAINING

We are committed to improving our customers' technical skills and knowledge to maintain and operate their equipment at optimal conditions



Visit Us

**KASANA**  
PT KASANA TEKNINDO GEMILANG

For more information, visit us at  
[www.kasana.co.id](http://www.kasana.co.id)



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