



PT. KOBEXINDO TRACTORS Tbk,

THE PRESENTATION  
Company Profile



PT Kobexindo Tractors Tbk,



Product Support Center, Lemahabang



Head Office , Ancol

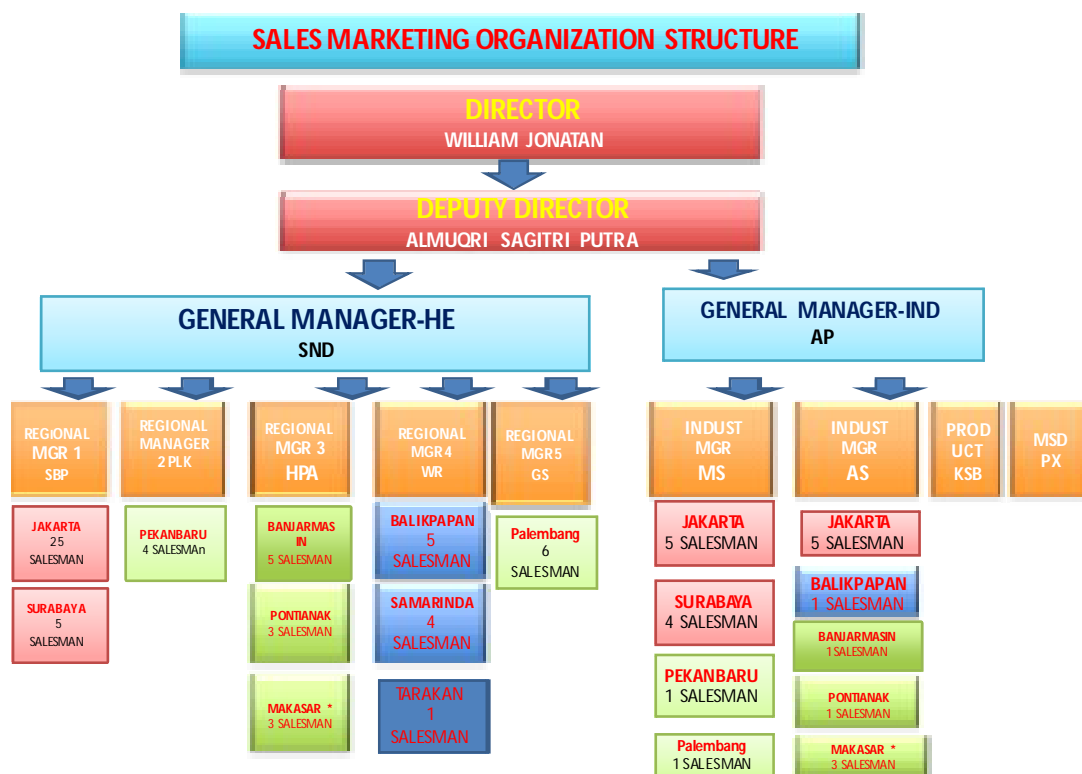
**VISION**

**BUILDING STRENGTH & COMPETITIVENESS THROUGH  
LEADING PRODUCT & SUPPORT**

- **MISSION**

- TO MEET CUSTOMER SATISFACTION
- TO PROVIDE EMPLOYEE DEVELOPMENT & PROSPERITY
  - TO PROVIDE BEST EARNING
- TO DEVELOPE GROW TOGETHER PARTNERSHIP

- ESTABLISHED SINCE 2002
- 100% PMDN
- 12 BRANCHES/NET WORKING
- 3000 UNITS WORKING ON SITE IN INDONESIA
- > 700 EMPLOYEES
- **2010 & 2011 AS MARKET LEADER IN 40-50 TONS CLASS EXCAVATOR THROUGH DOOSAN S500**
- **AWARDED DOOSAN BEST DEALER IN 2 CONSECUTIVE YEAR 2010 & 2011**
- **AWARDED DOOSAN BEST AFTER SALES SERVICE DEALER IN 2011**
- **AWARDED DOOSAN FORKLIFT BEST GROWTH DEALER 2011 & EXPLOSIVE SALES GROWTH 2012**
- **AWARDED NHL BEST DEALER 2011**
- PUBLIC LISTED COY AS 5 JULY 2012

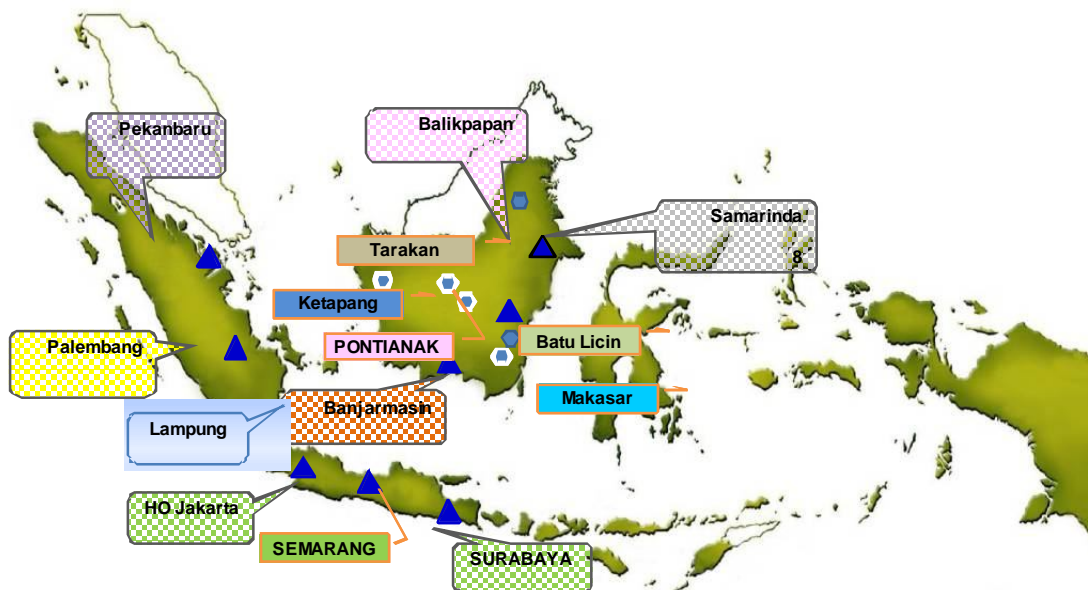


## SUPPORT FACILITIES



- Doosan Infracore, Construction & Heavy Equipment , Exclusive Distributor
- Doosan Industrial & Vehicle, Forklift , Exclusive Distributor
- NHL, Inner Mongolia North Hauler Joint Stock CO. LTD, Off Road Rigid Dump Truck, Exclusive Distributor
- Tata Daewoo, Heavy Duty Truck Exclusive Distributor
- Belarus Agriculture Tractors, Exclusive Distributor
- DRESSTA , Buldozer

## KOBEXINDO NETWORK













- Doosan MOXY MT 41, articulated dump truck







## BELARUS AGRICULTURE TRACTORS



## BELARUS AGRICULTURE TRACTORS

- Belarus Minsk Tractors Works, product from the Republic of Belarus, experienced more than 60 years
- Wide range of product and more than 100 tractors model
- In 1995 , Belarus celebrated the 3,000,000 tractors produced
- Exported and accepted in more than 125 countries , Asia, Africa, Europe, and America
- ISO 9001, ISO 14001 and OHSAS 18001 were applied and certified
- Reliability , Quality and Efficiency



## Operation in Kalimantan



## Operation in Java





## Operation in Nusa Tenggara Timur



## Operation in Sumatera



# MINSK TRACTOR WORKS



*presents*

## BELARUS AGRICULTURE TRACTORS

- 90 HP Tractors, Belarus 892.2
- ✓ Engine , D245.5C, Diesel Turbocharged , Euro 2
- ✓ 4 cylinder inline, 90 HP @ 1,800 rpm, with 397Nm torque
- ✓ 18/4 forward /reverse Transmission, with dry single disc clutch, constant mesh
- ✓ Overall Length 4,13 m and Width 1,97 m
- ✓ Rear wheel 18.4 R34 and front wheel 360/70R24
- ✓ Operating weight 4,300 kg
- ✓ Canopy or Cabin available



## BELARUS AGRICULTURE TRACTORS

- 110 HP Tractors, Belarus 1025.3

- ✓ Engine , D245.5S2, Diesel Turbocharged, Euro 2
- ✓ 4 cylinder inline, 110HP @ 2,200 rpm, with 429 Nm torque
- ✓ 16/8 forward /reverse Transmission, with friction-type double disc clutch, synchronized
- ✓ Overall Length 4,600 m and Width 1,97 m
- ✓ Rear wheel 18.4 R34 and front wheel 360/70R24
- ✓ Operating weight 4,665 kg
- ✓ Canopy & Cabin Available



## BELARUS AGRICULTURE TRACTORS

- 150 HP Tractors, Belarus 1523.3

- ✓ Engine , D-260.S2, Diesel Turbocharged, Euro 2
- ✓ 6 cylinder inline, 158HP @ 2,100 rpm, with 647 Nm torque
- ✓ 16/8 forward /reverse Transmission, with dry double disc clutch, synchronized
- ✓ Overall Length 4,710 m and Width 2,250 m
- ✓ Rear wheel 520/70 R38 and front wheel 420/70 R24
- ✓ Operating weight 6,250 kg





## BELARUS AGRICULTURE TRACTORS



## BELARUS AGRICULTURE TRACTORS

- Belarus is having good acceptance in Asean country ; Myanmar , Cambodia & Vietnam , in South America ; Venezuela, Brazil , in Europe ; Germany , Hungary, Poland , in Africa ; Egypt
- Proven in various climate country, tropical country, 4 season country ,and extreme hot country
- Belarus Available in Various model starting from 9 HP up to 355 HP Tractors

## AFTER SALES SUPPORT

- **CUSTOMER CREDIT FACILITY ( CCF / KKR )**
  - Provided to support Customer covering the parts and service needed
  - Credit limit based on the unit population and payment history
- **BLANKED ORDER**
  - Program that give customer high parts availability, fixed price and delivery on schedule, no customer stockiest
  - It is designed to calculate parts consumption and purchase plan for specific period (6months, 1 year)
  - It is applied for parts such Filters, GET U/C, Midlife and GOH Parts

## AFTER SALES SUPPORT

- **CONSIGNMENT PARTS**
  - This Program developed for customer operating in the remote site
  - Dealer will put Parts inventory asset in customer's warehouse
  - Customer will manage and maintain replenishment for keeping high availability
  - Design for customer with population (min) 5-10 units at one (1) site location
  - Parts is invoiced based on parts usage and after six (6) months will be invoiced all

#### AFTER SALES SUPPORT

- **PARTS VHS ( VENDOR HELD STOCK )**
  - Program for customer who owned (min) 20 units or equivalent
  - Dealer responsible to manage and stock agreed parts list at Customer's site (Inventory and Warehouse Management)
- **PARTS PACKAGE CAMPAIGN**
  - Occasional Program with sell-off price
  - Customer will be offered with one kit items (bundle parts)

#### AFTER SALES SUPPORT

- **PARTS CONSULTANCY**
  - KOB able to give consultancy related to the Inventory and warehousing management for customer
- **PSS VISIT OR CALL**
  - Customer will have account officer to services of parts order and others facility.
- **JOYFULL MEETING**
  - Schedule meeting between KOB and Customers to discuss current issues related to Product Support matters (Joint effort Unit, Service and Parts KOB with Customer)



### AFTER SALES SUPPORT

- Service Call, based on call basis
- Component Exchange Service, designed to minimize the down time machine
- Machine diagnostic program
- Oil analyzing program
- Major Component Overhaul
- Complete Machine Overhaul
- Mechanic Contract
- Service Maintenance Contract
- Full Maintenance Contract , for Fleet user , minimum 3 years



### BELARUS AGRICULTURE TRACTORS





**LEASING COY ;**  
**ORIX, BTMU, CLIPAN, BUANA, SAN, ACC, DIPPO, TIFA, BFI, BRI, MITSUI,**  
**BHAKTI/MNC, CSUL, SWADHARMA, VERENA, CAPITALINC**

**BANK ;**  
**DANAMON, BII, SINAR MAS, BNI, MANDIRI, PERMATA, BRI, CIMB-**  
**NIAGA, DBS, BSM, BPD**

THANK YOU  
KOBEXINDO  
*we grow together.*



KOBEXINDO TRACTORS

