

## Performance of HEAVY EQUIPMENT & TRUCK Companies in Indonesia, 2013 Equipped With Their Financial Statements

**H**heavy equipment industry in Indonesia found its business prosperity in 2011 by successfully selling heavy equipments of 17,360 units. Almost all heavy equipment companies either producers or distributors recorded fantastic sales and they made spectacular profits. This condition was in line with the rising performance of domestic mining companies, particularly coal mining industry of which the performance was also satisfying.

Based on the record of CDMI that the most spectacular growth was achieved by UNITED TRACTORS with sales turnover of Rp. 55.5 trillion and profit of Rp. 5.9 trillion followed by TRAKINDO UTAMA and its group with sales turnover of US\$ 2 billion, then HEXINDO ADIPERKASA of US\$ 458.7 million and a profit of US\$ 48.2 million, INTRACO PENTA of Rp. 3.0 trillion and a profit of Rp. 120.4 billion, KOBEXINDO of US\$ 149.4 million and a profit of US\$ 10.3 million, BARATA INDONESIA with sales turnover of Rp. 675.4 billion and a profit of Rp. 14.9 billion.

Similar situation was also shown by truck industry in the country. According to the observation of CDMI that truck companies in the country also succeeded in raising their sales. For instance, HINO MOTOR SALES INDONESIA (HMSI) succeeded in selling 15,289 units with sales turnover up to March 2011 of Rp. 8.1 trillion and profit of Rp. 167.8 billion. Meanwhile, ASTRA MULTI TRUCKS INDONESIA (AMTI) succeeded in selling 3,045 units or rose if compared with that in previous year of Rp. 2,735 units. Entering 2012 the performance of both companies kept on rising.

High growth of heavy equipment industries in 2011 did not occurred in 2012 due to global crisis. The performance of lots of heavy equipment industries was decreasing particularly due to declining performance of coal industries due to decreasing export demand from

China and the coal price which dropped by 28% in 2012. Consequently, many coal companies reduced their production capacity and heavy equipment orders. Even, there were several coal companies cancelled their heavy equipment orders.

An entering 2013 the performance of coal industry has kept on declining and heavy equipment industry has yet to be enthusiastic. According to a survey conducted by CDMI in 2012 that KOMATSU heavy equipment brand still led the market by controlling 40% of Indonesia market segment followed by CATERPILLAR of 18%, HITACHI of 18%, KOBELCO of 11%, KOBEXINDO of 7% and other brands of 6%.

Viewing the declining heavy equipment industry in the country, PT. CDMI is interested in identifying the performance of heavy equipment companies and finally succeeded in publishing a book with the title of **"Performance of HEAVY EQUIPMENT & TRUCK Companies in Indonesia, 2013 Equipped With Their Financial Statements"**.

This book can directly be ordered through our marketing division Mrs. Tina by phone **(021) 3193 0108-09** or fax (021) 3193 0102 and e-mail : **marketing@cdmione.com** at a price of US\$ 550 for Indonesian edition and US\$ 600 for English edition.

Having submitted this offer, we thank you for your cooperation and look forward to hearing your response promptly.

Cordially yours,  
**P.T. CDMI**

**Muslim M. Amin**



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