

Welcome to Indonesia

- Guten Morgen
- Selamat Pagi
- Wie geht es Ihnen ?
- Apakabar ?
- Hope you enjoy your stay in Jakarta





Introduction to APPAKSI

Indonesian Heavy Equipment Owners Association

EKONID/BMWI Business Conference 2014



Jakarta, Intercontinental MidPlaza Hotel
November 03, 2014

HISTORICAL BACKGROUND



- Established in 1986 under the Supervision of Ministry of Pubic Works
- Initial Members were State Own Cosntruction Companies such as Adhi Karya, Amarta Karya, Hutama Karya, Waskita Karya, Widjaya Karya plus Private Own Companies and Contractors
- Member of National Infrastructure Development Institute (LPJKN)

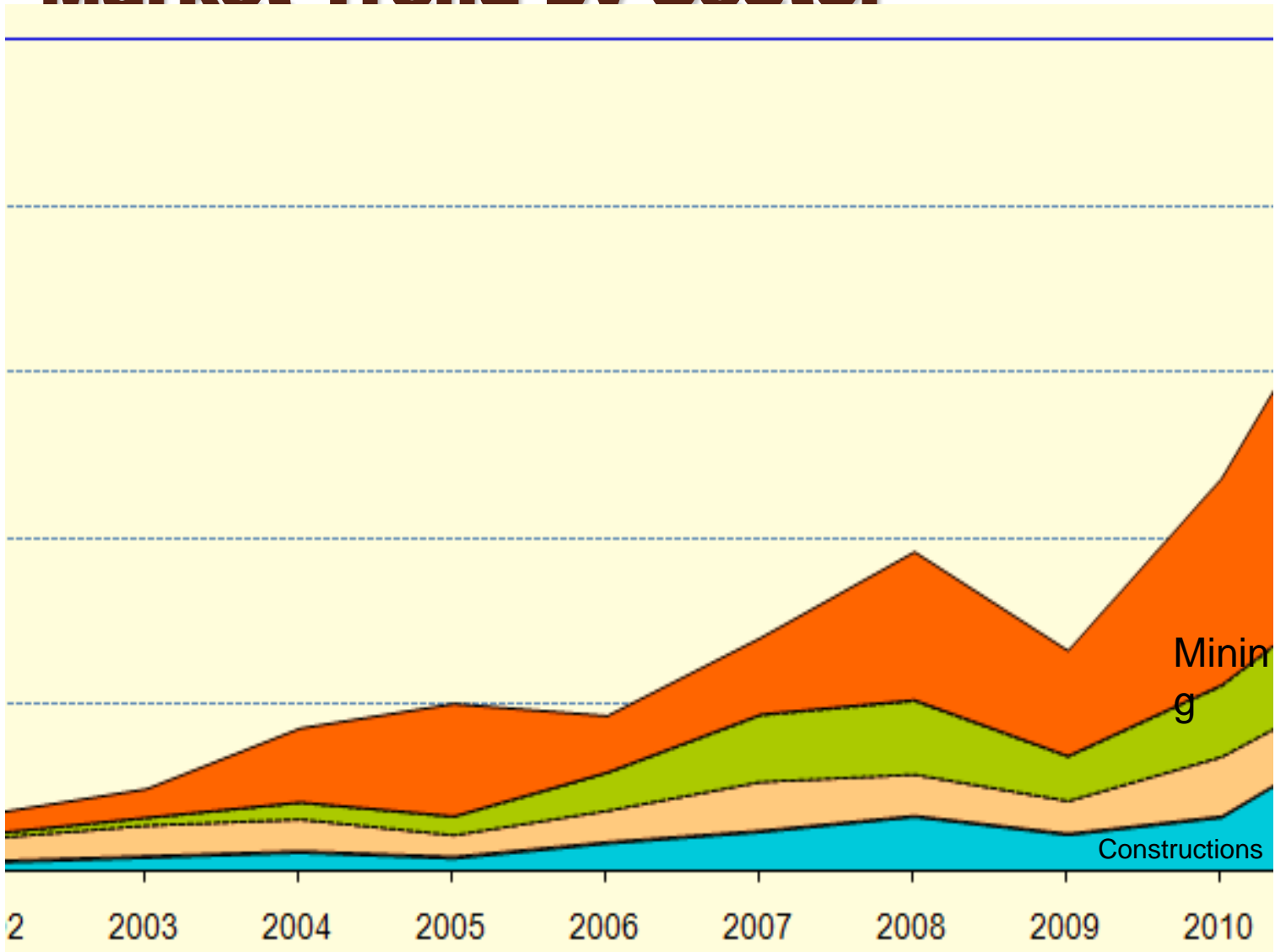
Profile of APPAKSI (1)

- A small fleet Private (Companies) Owner of Construction Equipment that provide Operating Lease
- A Large Fleet Private (Companies) Owners that both provide Operating Lease or act as Contractors
- State (Government) Owned Companies which are mainly act as Contractors.
- International Companies (PMA) which are both provides Operating Lease and or act as Contractors such as Thiess Contractors etc

Profile of APPAKSI (2)

- 1998-1997 focusing on Government infrastructures projects, APPAKSI grew from merely 12 Founders Members to more than 269 Members
- 1998 Economic Crisis had change the face and profile of APPAKSI. Active members dropped drastically and mostly divert to Mining , Plantation and Forestry Sectors.
- 2000-2007 was the re-bounced of Indonesia Economy and regrowth of infrastructures projects especially the Mining and Property Sectors

Market Trend by Sector



Sumber : Lembaga riset independen Alat Berat (diolah HINABI)



Market Share By Sector 2011 - 2014

Sector / Year	2011	2013	2014
AGRO	28%	34%	34%
FORESTRY	28%	26%	26%
CONSTRUCTIONS	13%	15%	20%
MINING	31%	25%	20%
TOTAL	100%	100%	100%



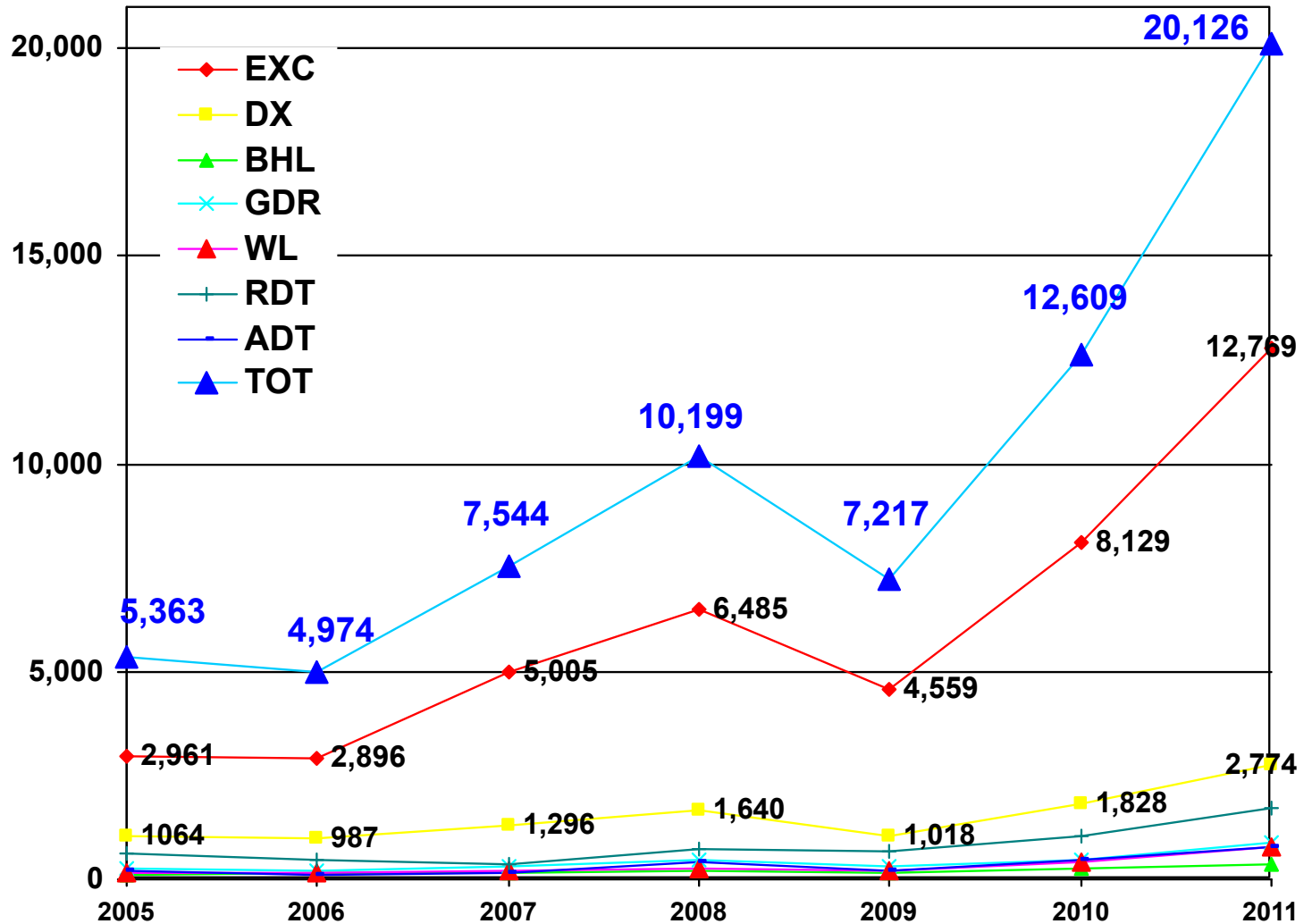
Market Share By Sector 2015 -2017 PROJECTION



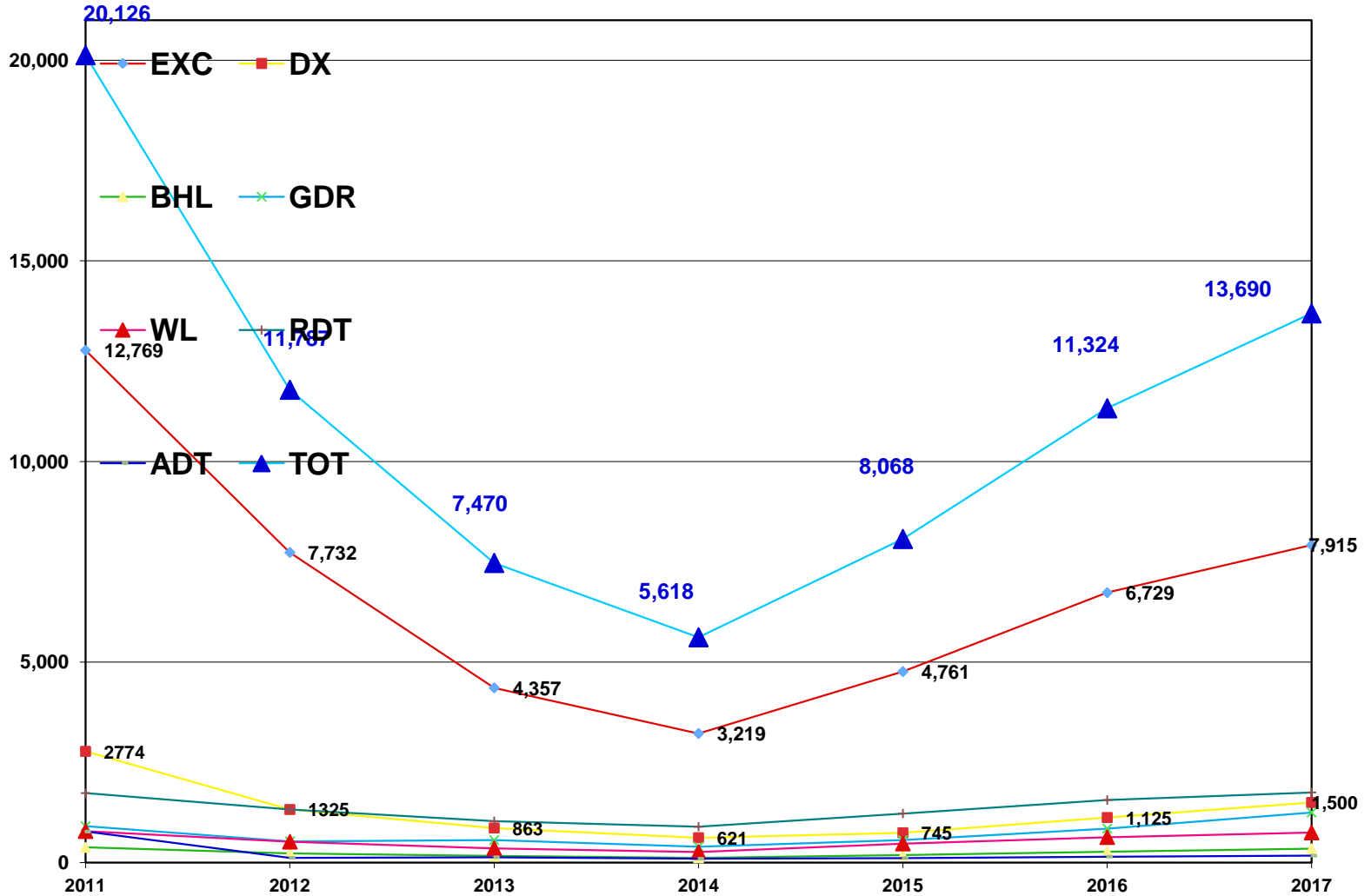
Sector / Year	2015	2016	2017
AGRO	22%	19%	15%
FORESTRY	18%	16%	15%
CONSTRUCTIONS	35%	47%	58%
MINING	25%	18%	12%
TOTAL	100%	100%	100%



Market Growth 2005 -2011



Market Growth and Projection 2011-2017



The Potential and Challenges

- Infrastructures Development in the next 5 years
- Shortages of Special Machineries for Infrastructures Development such as Road Construction, Dam, Power Plant etc
- High Cost Economy due to inefficiency, high cost of money ,inflation and red tapes
- Uncertainty in Rules, Regulation and Law Enforcement



- APPAKSI welcome all German Business Associates to participate in Indonesia Infrastructures Development
- Please feel free to contact us
- We will assist you as much as possible

Danke
Terima Kasih

