

Hadityo Sugiarto

From: Hadityo Sugiarto <hadityo@hyundai.co.id>
Sent: Wednesday, 22 October 2025 11:26
To: 'Hong Dong Kyun'
Cc: 'heebum.chae@hd.com'; 'youngsubjung@hyundai.co.id'; 'ilham@hyundai.co.id'; 'youngminbang@skbf.co.id'
Subject: Potential Financing Collaboration Opportunities with PT Apti Adhi Ananta (Tripla)
Attachments: [Tripla] Principal Support

Dear Pak Dylan,

We hope this message finds you well. We would like to share an update regarding two potential customers currently being supported by our new dealer, PT Apti Adhi Ananta (Tripla), who are seeking financing support from SKBF. Below is a brief summary for your reference:

1. PT Meindo Elang Indah (Meindo)

- Profile: EPC contractor for the Genting Oil & Gas Project in Papua.
- Planned Procurement:
 - HX210 × 2 units
 - HX220 SLR × 1 unit
 - HX80G × 1 unit
 - HG170 × 1 unit
- Expected Support: Competitive leasing scheme for equipment deployment in Papua, targeting an effective rate of around 8%, with estimated delivery between October – December 2025.

2. PT Enpiko Batu Persada (Enpiko)

- Profile: Quarry operator planning to open a new site in Morowali (Q1 2026).
- Planned Procurement: HX300 × 5 units – with breaker.
- Expected Support: Attractive leasing scheme that supports cash flow, such as low-down payment (5–10%) and flexible financing with a 6-month grace period at an effective rate of 9%.

Ps:

- We have met with both customers alongside Tripla and have started gathering the necessary supporting documents to move forward with the financing arrangements.

We see both opportunities as highly promising for a strategic collaboration between SKBF, Tripla, and HCEI, combining our strengths to deliver practical financing solutions that enhance customer success in the Oil & Gas and Quarry sectors. We would greatly appreciate the opportunity to review potential financing structures that are competitive and tailored to each customer's business model, and to explore how we can jointly support their upcoming projects.

Please note that this information is confidential, and all communications and transactions related to these prospects will continue to be coordinated through Tripla as one of our authorized dealers. If convenient, we would be pleased to arrange a discussion session at your earliest availability to review possible financing schemes and define the next steps for collaboration. Thank you very much for your kind attention and continued partnership.

Yours sincerely,

Hadityo Sugiarto

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