

PT. MAKITECH SISTEM INDONESIA



Company Introduction

1. MSI Company Profile



Company Name

- PT. MAKITECH SISTEM INDONESIA (MSI)
- Established in July 2020
- Relocation to factory in June 2022

Managing Director & Founder

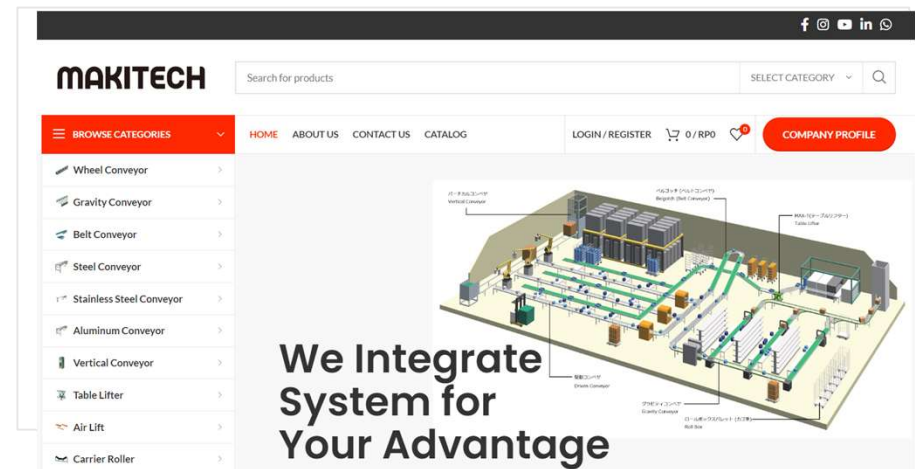
- ACHMAD CHAMDANI EKA (アハマド・エカ)

Number of employee

- 28 members (4 designer, 5 electrical, 6 mechanical, 2 IT engineer)

Business content

- Manufacture and sale of material handling equipment and logistics equipment
- Automation and System integrator
- After sales service



<https://makitech.id/>

2. MSI Factory Guide



- Factory Location
 - Kawasan Industri Jababeka Phase V Jl. Science Timur I Blok B3F No.10 Serta Jaya, South Cikarang Bekasi, West Java 17530, Indonesia

- An area where manufacturers, including Japanese companies, are concentrated

- Factory area

- Site area : 1,090 m² (20m × 54.5m)
- Building : 1085.5 m² (20m × 40m × 中2階85.5 m²)

- Facilities

- Cutting machine, welding, painting



3. Indonesian Market Issues and Trends

- A sharp increase in the local minimum wage.
- As the population increases, there is a demand for mass production.
- Economic growth is leading to rising living standards, creating a need for high-quality products.
- Government policy transforming the industry to Industry 4.0.

Manufacturing Moving Towards Automation for efficiency

■ Gross domestic product

- Indonesia's GDP exceeded US\$1 trillion in 2017 and is projected to be the world's 10th largest economy by 2030.
Domestic consumption accounts for approximately 55% of GDP → Resilient GDP Growth.

■ Exchange rate

- The IDR has been trending towards stability against both the USD and JPY. USD 1 = IDR 16,000 level, JPY 1 = IDR 1.05 level .

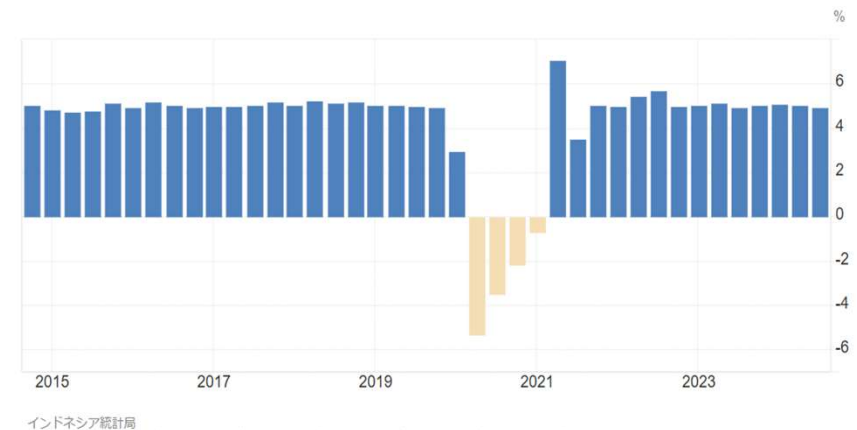
■ Impact of US-China trade friction

- Automobile manufacturers and electronics manufacturers are relocating production from China

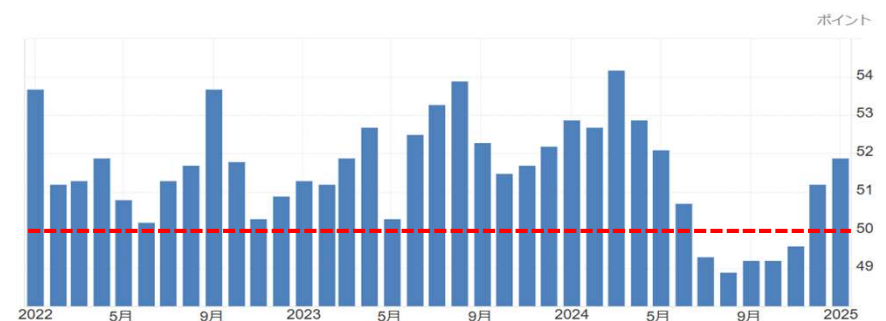
■ Regulatory Status

- Environmental and new regulations to increase the trade surplus. In particular, those related to domestic manufacturing (localization) etc.

■ Indonesia's annual GDP growth rate

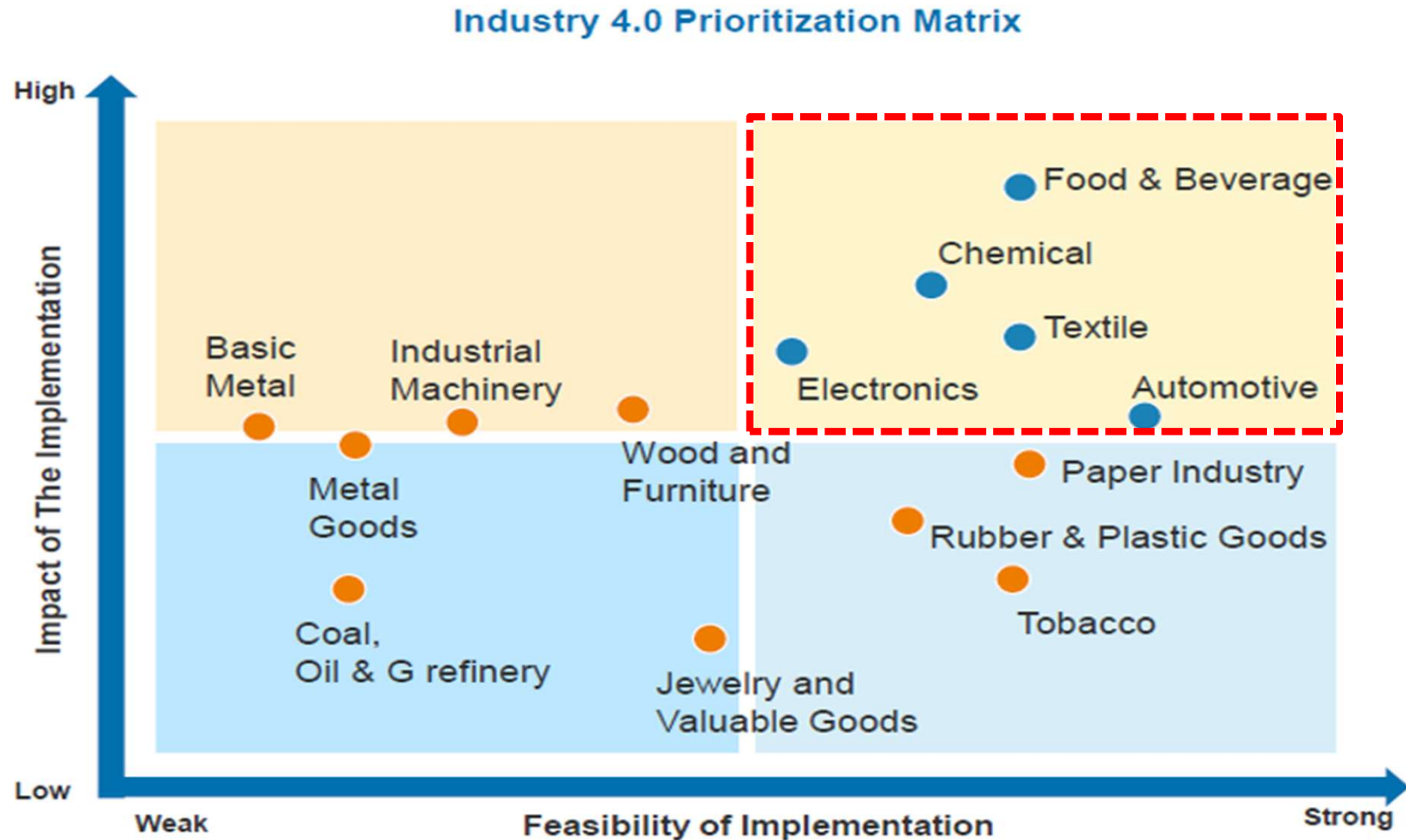


■ Indonesian Manufacturing PMI



4. Indonesia Towards Industry 4.0

- The industrial sector that is most rapidly adapting Industry 4.0



Source: Ministry of Industry

5. Business Scope

With "Integrated Smart Material Handling" as our business scope, we are developing Factory Automation businesses based on three pillars: 1) Material Handling Systems and Logistics Systems, 2) Integrated with Other Equipment, and 3) Embedded with Latest Technology to build a smart system.

Material Handling



- Various conveyors
- Table Lifter
- Roller Conveyors etc.

Logistic & Storage



- Logistics equipment
- Rack
- AMR etc.

Automation System



- Factory Automation Solution
- Distribution and storage Center Solution.

Others



- Electric Forklift
- Die Change
- Accessories etc.

6. MSI Strengths

Makitech boasts high customer satisfaction in three areas: QUALITY, FLEXIBILITY and PRICE.



We continue to pursue "quality first" in order to create products that are trusted by customers who require high quality and precision.

ISO9001

Warranty period



Owning our own factory allows us to :

A wide variety of products. Delivery time and we have earned the trust of our customers. No minimum order quantity & special specifications available

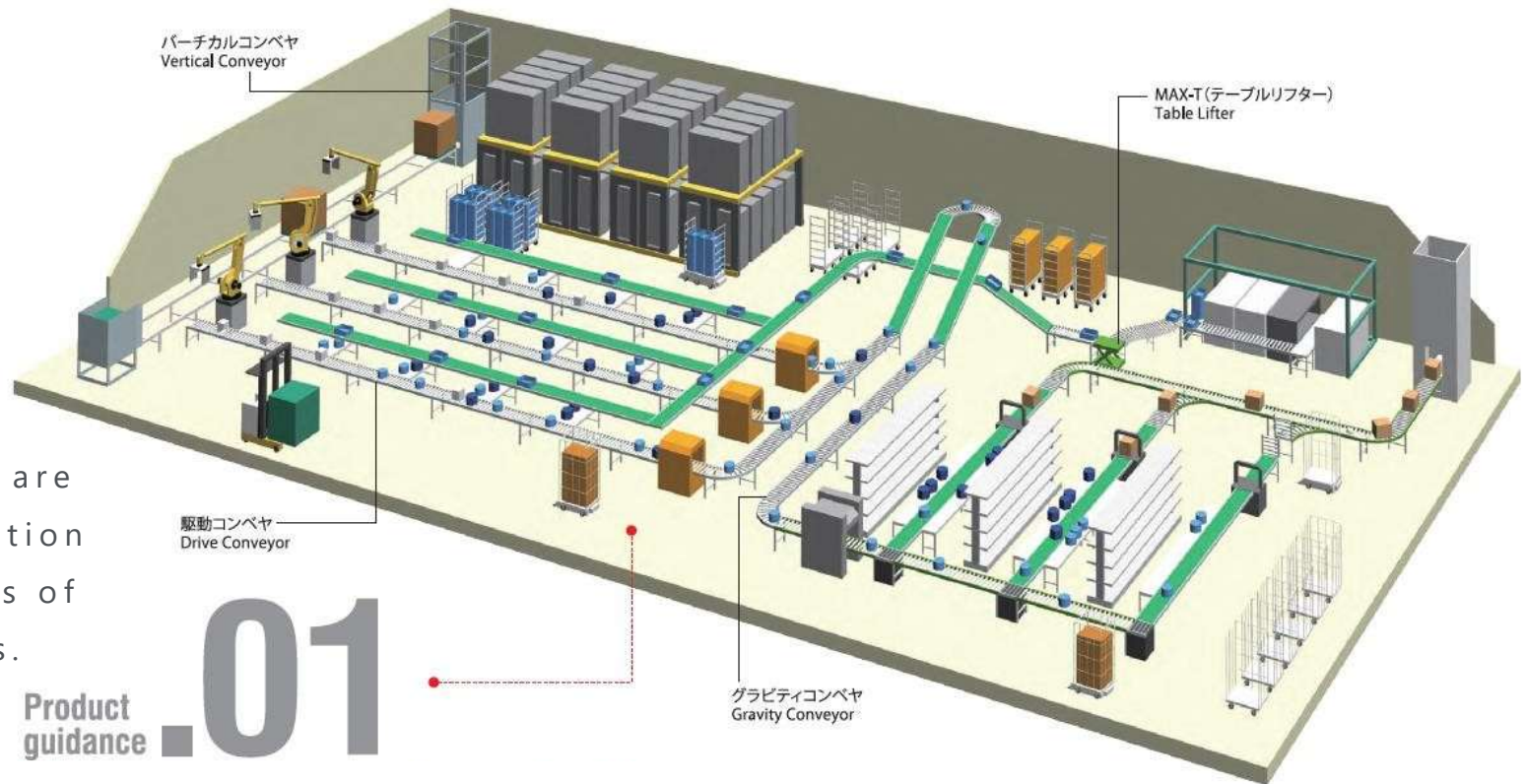


In order to ensure that our products are enjoyed by a wide range of customer, we do localization by owing part inventory and take advantage of economies of scale to sell at reasonable prices.

7. Material Handling Business

Conveyor Systems

Example: Automation and auto parts manufacturers



Makitech products are used in the production process of all kinds of industrial products.

Product guidance

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8. Material Handling Business

Conveyor/Material Handling Products

Example: Automobile and auto parts manufacturers

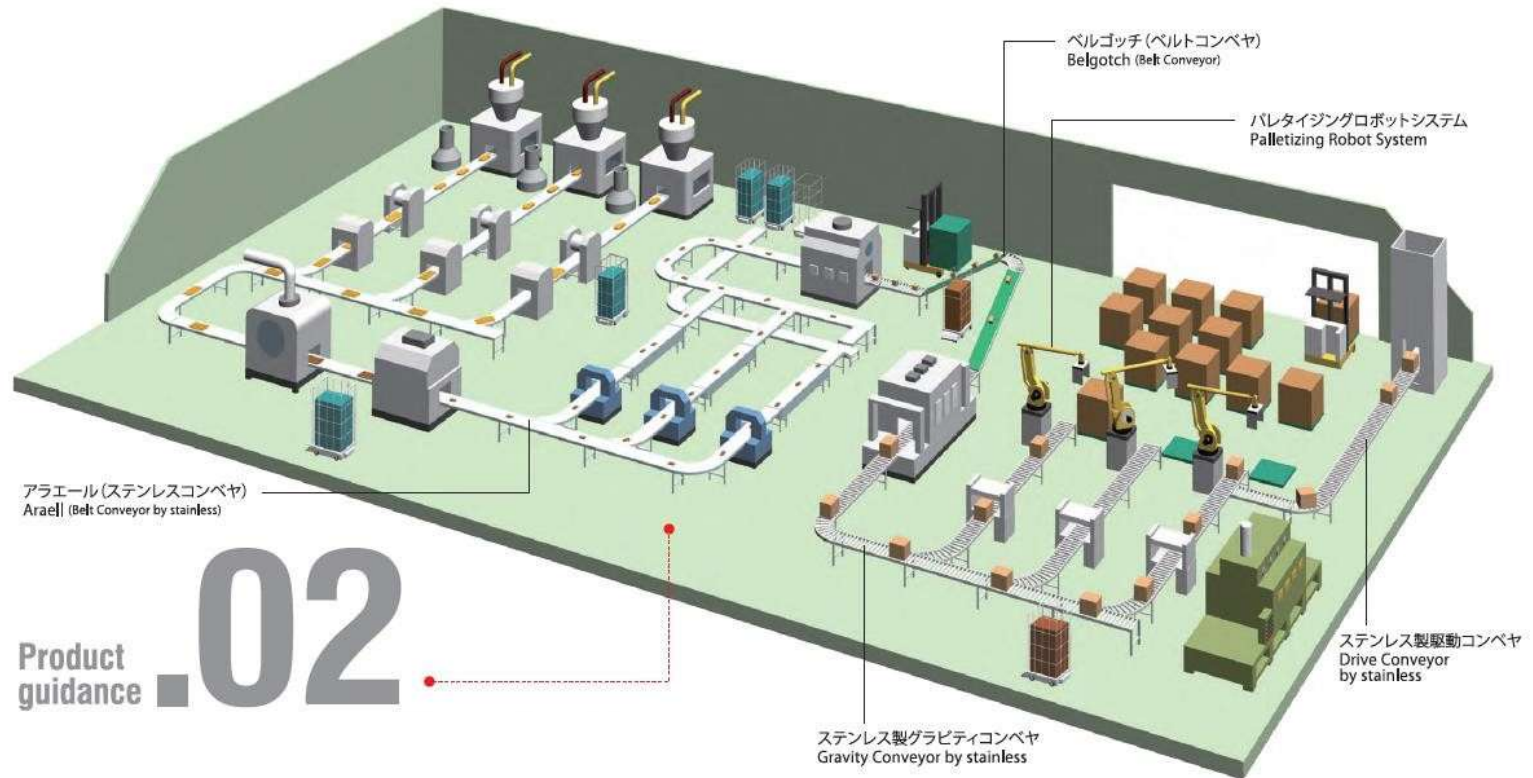


9. Material Handling Business

Conveyor/Material Handling Systems

Examples: Food, pharmaceutical, and cosmetics manufacturers

Makitech products are also used in places where strict hygiene control is required, such as food, pharmaceutical, and cosmetics manufacturing plants.

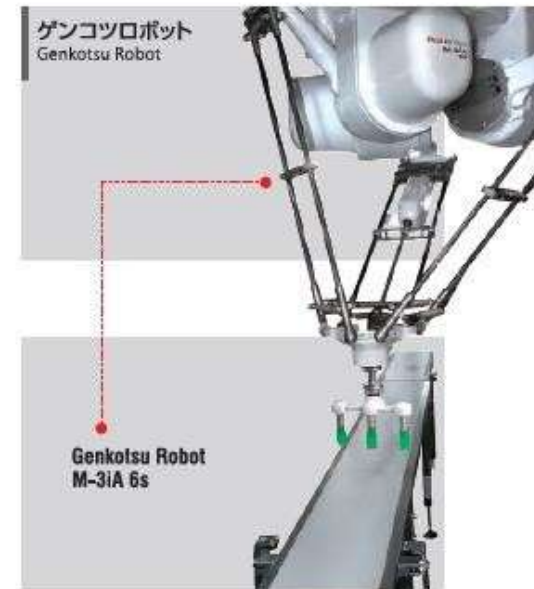


Product guidance **.02**

10. Material Handling Business

Conveyor/Material Handling Products

Example: Food, pharmaceutical, and cosmetic manufacturers

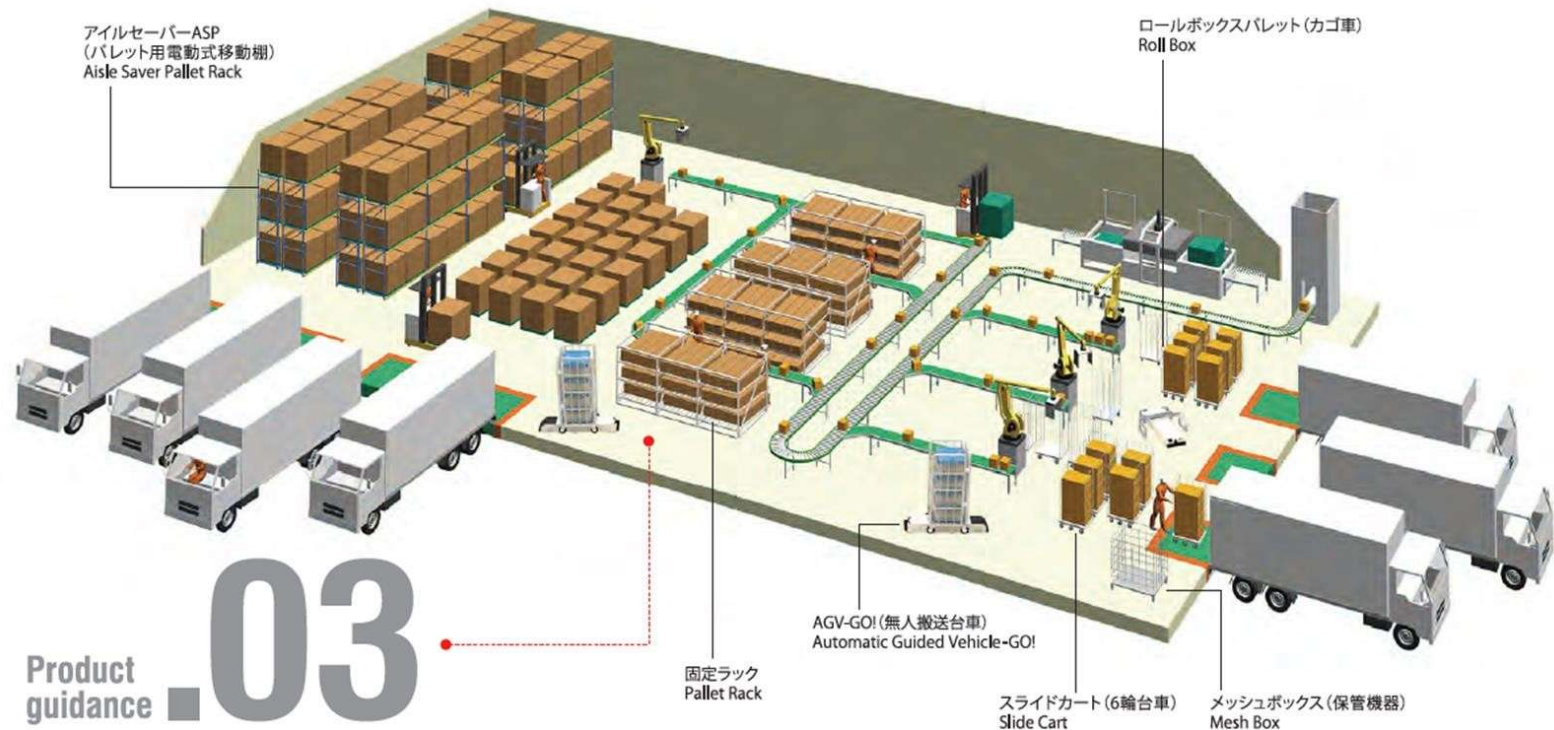


11. Distribution and Logistics business

Distribution and Logistic System

Example: Warehouse, distribution

The trend towards labor-saving and automation is rapidly advancing in distribution and logistics sites. Makitech develops more reliable and efficient products to meet these needs.



12. Distribution and Logistics Business

Distribution and logistics Products

Examples: warehouses, distribution

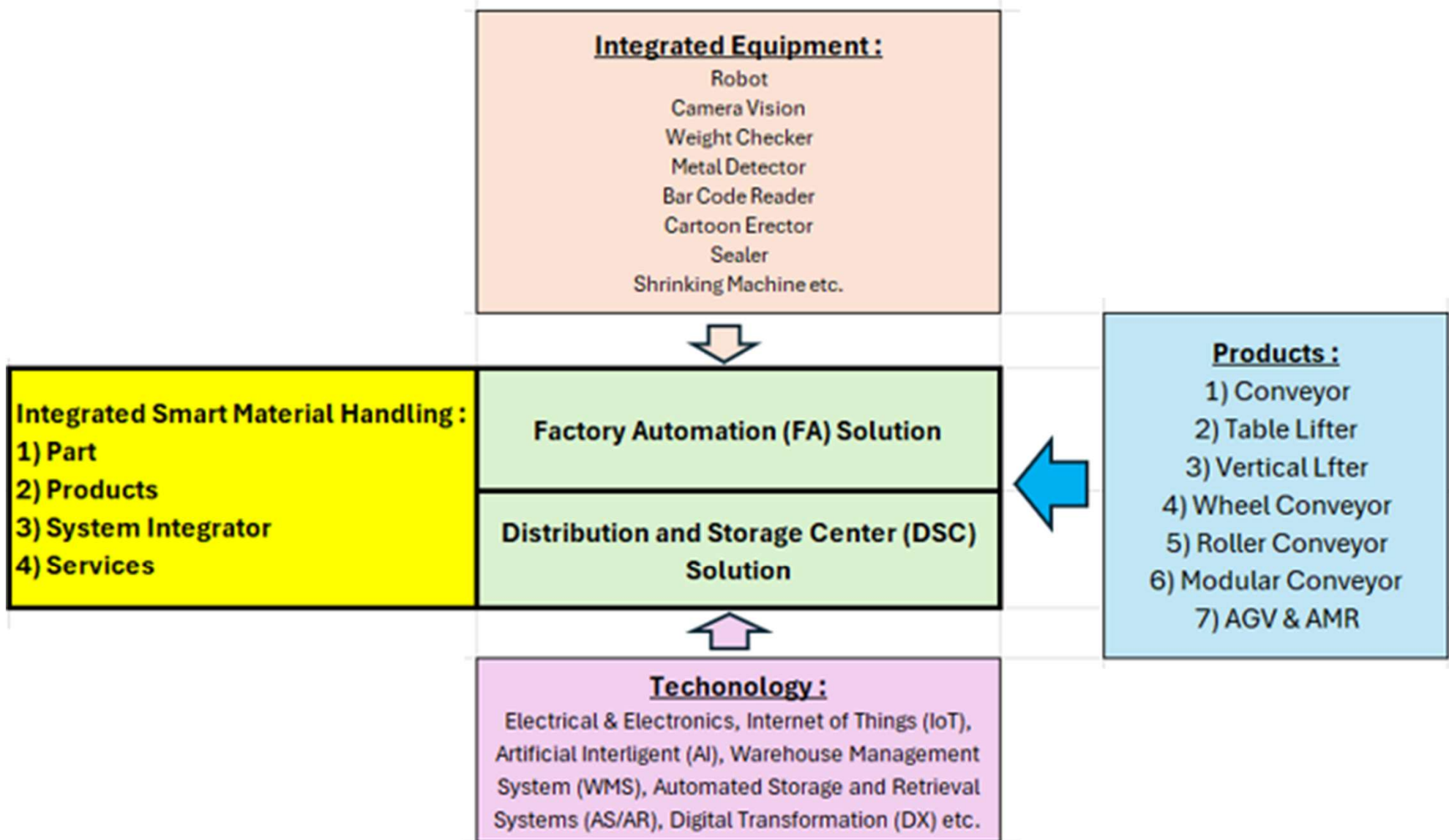


13. Exhibition

Makitech is constantly working on new product development and regularly exhibit new products at exhibitions to introduce technological capabilities.

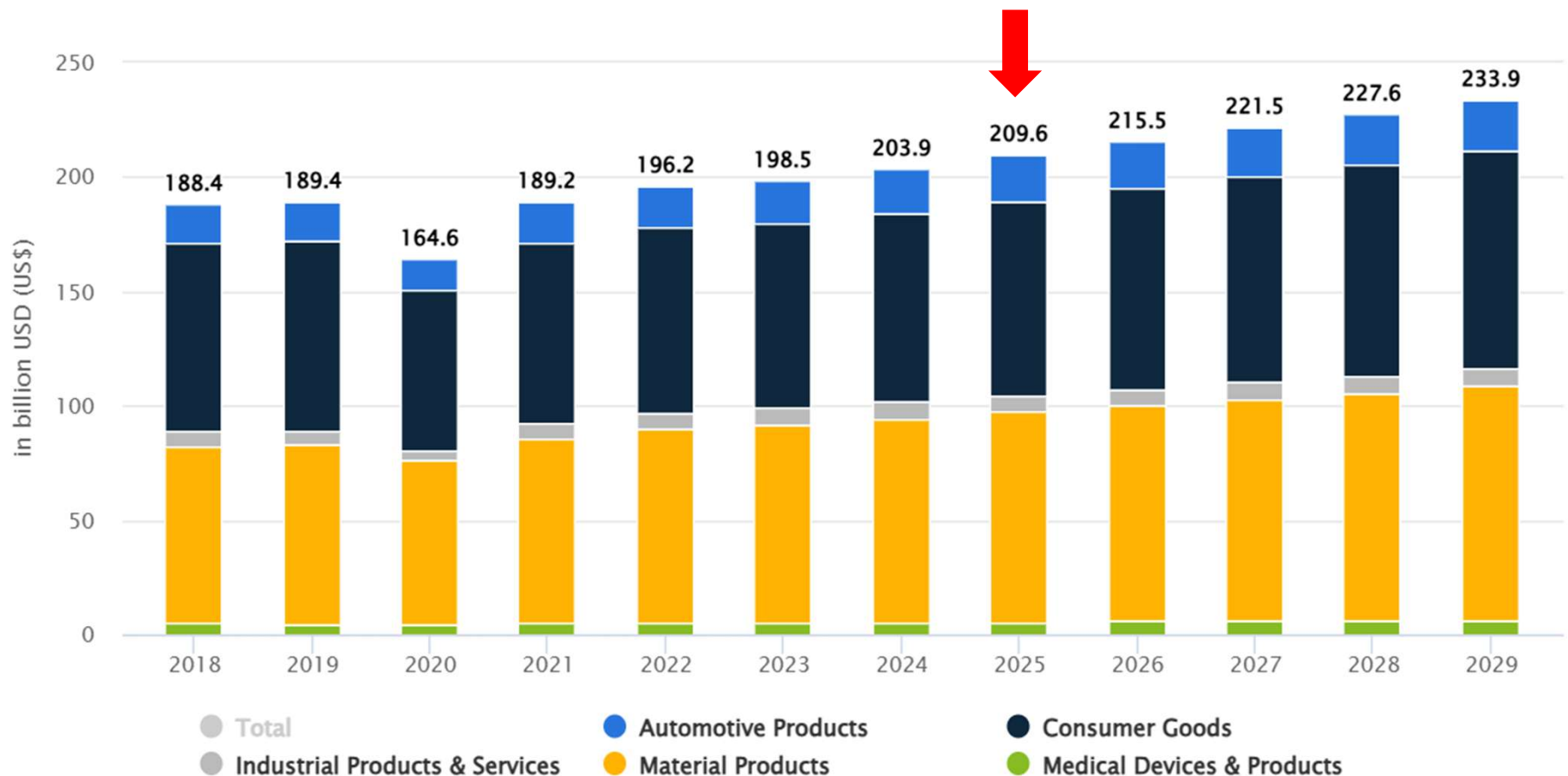


14. MSI Business Model



15. Market Size and Potential for Development

- Total market size (TAM): US\$209.6 billion
- Total Addressable Market (SAM): US\$209.6 billion x 3.94% = US\$8.26 billion
- Addressable customer market size (SOM): US\$209.6 billion x 2.63% = US\$5.51 billion



16. Competitor Situation

- The material handling products are sold through trading companies, with over 90 % being imported.
- In the automation field, there are many local and Japanese companies. Most Korean companies go through trading companies.
- Most of the machineries are purchased from abroad, but local support is a major issue .

ALMEC



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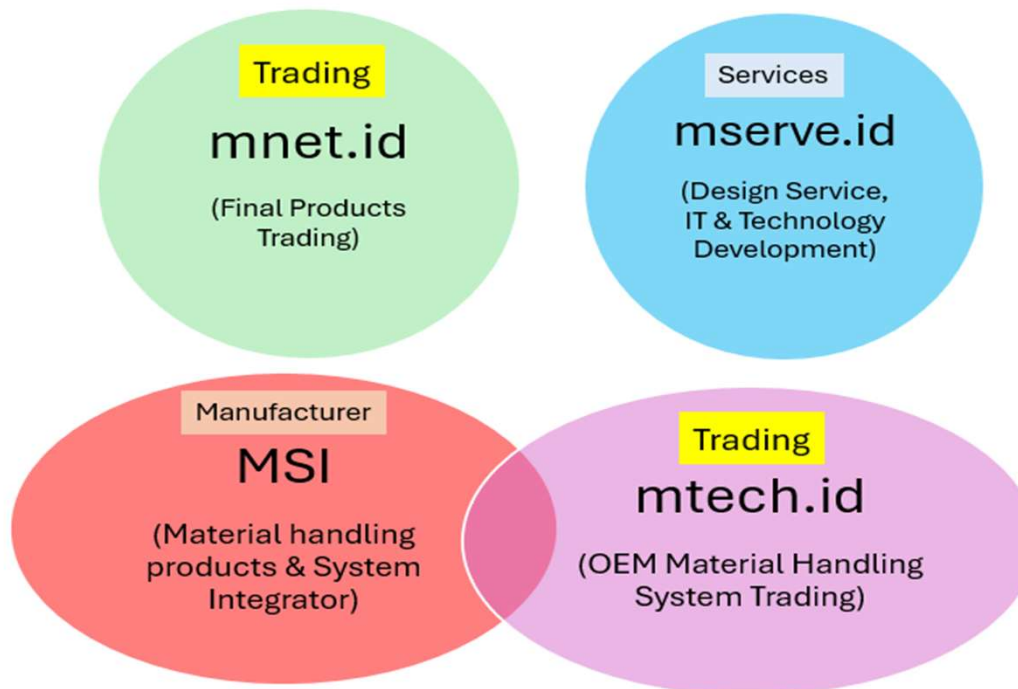
17. Advantages

- MSI factory is located in the heart of Cikarang city, which is home to seven industrial estates (approximately 6,000 companies), so it is close to customers and has a well-developed ecosystem of supporting vendors.
- Supported by Makitec Japan, a major manufacturer specializing in material handling , the company has a team with long experience in sales, mechanical and electrical design, IT technology and on-site assembly .
- From product design and assembly to integration with various equipment, we have the capabilities in technologies such as DX , IoT , and WMS .

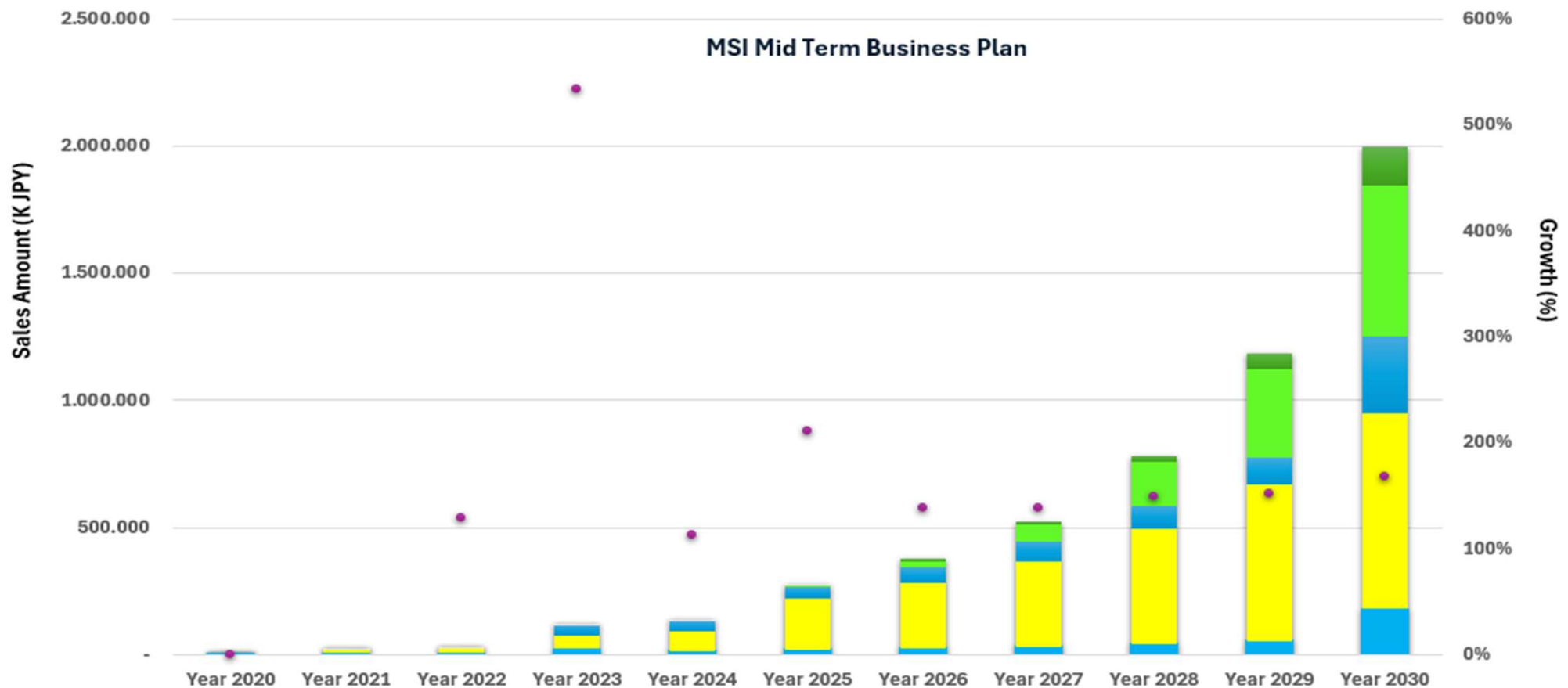


18. Problem

- The number of customers and orders is increasing rapidly. Carry over Order balance from 2024 to 2025 : Rp 13 Billion. There are new projects, including a system project, but there is a shortage of funds for production.
- We have weaknesses in automated warehouse management system, picking system, and sorting system technologies, and are looking for partners from overseas.
- In the future, we would like to realize our company vision of an integrated smart material handling system. But we need funding and a partner company.



19. MSI Mid Term Business Plan



Year 2020	Year 2021	Year 2022	Year 2023	Year 2024	Year 2025	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030
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Standard Items (L	1.200	4.599	6.744	21.573	14.556	18.923	24.600	31.980	41.573	54.045	178.600
Local Assy Produ	-	-	-	37.607	39.522	47.426	61.654	73.985	88.782	106.539	302.500
System Project	-	12.074	14.732	55.620	75.179	199.224	258.992	336.689	454.530	613.616	771.800
New Product	-	-	-	-	-	-	8.500	11.050	22.100	66.300	153.000
New Business	-	-	-	-	7.700	23.100	69.300	173.250	346.500	594.100	
Total	1.200	16.673	21.476	114.800	129.257	273.274	376.846	523.004	780.236	1,187.000	2,000.000
Growth (%)	-	1389%	129%	535%	113%	211%	138%	139%	149%	152%	168%

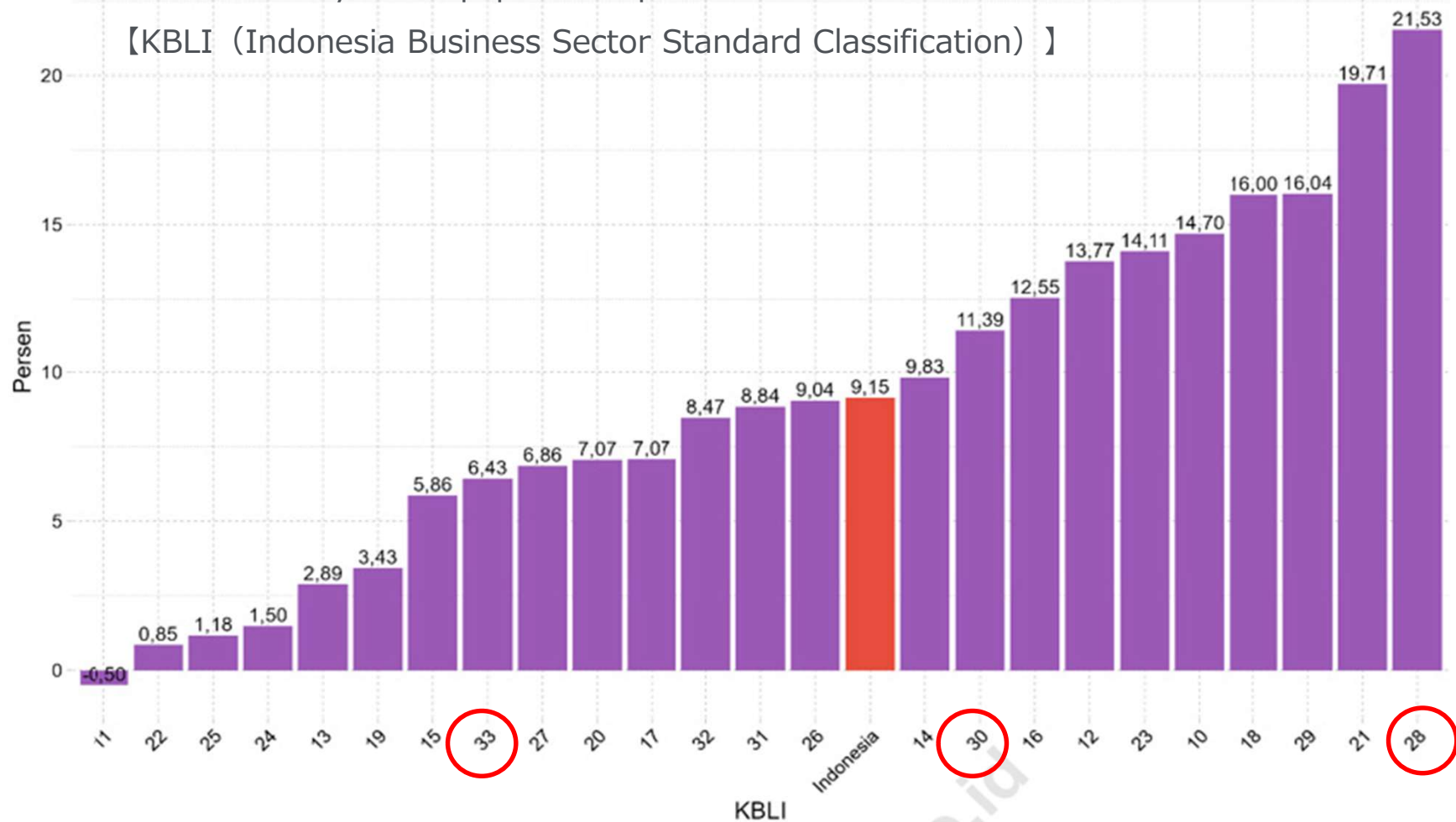
20. MSI Customers

- Number of customers: 200+ companies.
- By industry, the ratio of the automotive industry to others is: 55%: 45%.
- Ratio of Japanese customers to local customers: 50%:50%.



Appendix 1. Indonesian Manufacturing Growth by Industry

- KBLI 28: Machinery and equipment industry
- KBLI 30: Other transport equipment industry
- KBLI 33: Machinery and equipment repair and installation services



Appendix 2. Indonesia's manufacturing share by industry

KBLI	Description	Share
(1)	(2)	(3)
10	Food Industry	21.04
11	Beverage Industry	0.78
12	Tobacco Processing Industry	5.13
13	Textile Industry	3.16
14	Apparel Industry	2.59
15	Leather, Leather Goods and Footwear Industry	2.40
16	Wood Industry, Wood and Cork Products (Excluding Furniture) and Woven Products from Bamboo, Rattan and the Like	0.96
17	Paper and Paper Goods Industry	4.75
18	Printing and Reproduction Industry of Recorded Media	0.48
19	Coal and Petroleum Refining Products Industry	7.72
20	Chemical and Chemical Products Industry	7.87
21	Pharmaceutical Industry, Chemical Drug Products and Traditional Medicines	1.01
22	Rubber Industry, Rubber and Plastic Goods	3.18
23	Non-Metal Mineral Products Industry	2.70
24	Basic Metal Industry	17.56
25	Metal Goods Industry, Not Machinery and Equipment	1.36
26	Computer, Electronic and Optical Industry	1.45
27	Electrical Equipment Industry	3.52
28	Machinery and Equipment Industry n.e.c.	1.12
29	Motor Vehicle, Trailer and Semi Trailer Industry	7.28
30	Other Transportation Equipment Industry	2.63
31	Furniture Industry	0.55
32	Other Processing Industries	0.56
33	Machinery and Equipment Repair and Installation Services	0.19
Indonesia		100.00

Total : 3.94%

Appendix 3: MSI Achievement



Appendix 4: MSI Achievement



Appendix 5: MSI Achievement



Contact Details



PT. MAKITECH SISTEM INDONESIA

※MFI2022 (11月30日～12月3日) に出展
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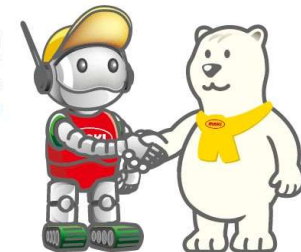
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