



Energy Leader Pte Ltd  
杰能有限公司

**SHANTUI**  
让施工更简单

# 山推矿业设备-印尼市场商业模式

## Business Model for Distribution of Mining Equipment in Indonesia



# Business Model 商业模式

China 中国

Singapore 新加坡

Indonesia 印尼

1. Shantui Co.Ltd  
(Equipments Manufacturer)  
山推股份有限公司  
(矿业设备制造商)

2. Energy Leader Pte Ltd  
(ID-Marketing Sole Agent)  
杰能有限公司  
(印尼经销总代理)

4. Mining Contractors  
采矿承包商

- 4.1 Earth Stripping contractor  
土方剥离承包商
- 4.2 Coal Getting Contractor  
采煤承包商
- 4.3 Transportation Contractor  
运输承包商
- 4.4 Jetty Stockpile Contractor  
河边码头堆场承包商
- 4.5 Vessel Loading Contractor  
母船装货承包商

3. Leasing Companies  
租赁公司  
1,2,3

5. Mine Concession Owners  
矿主

1. Sale of Equipment  
采矿设备销售  
2. 3 years buyback  
3年回购

Direct payment of Leasing fee on  
behalf of Contractors  
代承包商直接缴付租赁费

Long Term Sales Contract  
长期销售协议

6. Long Term Importers  
长约进口商

6.1 China Long Term Importers  
中国长约进口商

6.2 Japan Long Term Importers  
日本长约进口商

6.3 Malaysia Long Term Importers  
马来西亚长约进口商

Sole Agent  
总代理

Lease of Equipment  
采矿设备租赁

Contractor work  
承包工程