

Final

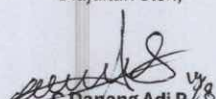
19/8/24

Customer Name	Adhipatama	
Machine Model	ZYJ160 w/ counter weight	
Qty	1	
LDP Price	IDR 2.252.252.252	2024
Currency	-	
Exchange Rate	IDR 1	Kurs masuk
Cost Calculation Proposal		
Transshipment	Amount	Remarks
LDP Price - Jakarta	IDR 2.252.252.252	2,5 Incl PPn
Existing Support	IDR -	USD 0
Additional Support	IDR -	USD 0
Import Duty 5%	IDR -	0,0%
PPH on Import 2.5% based on CIF	IDR -	0,0%
Clearance costs 1.5% based on CIF	IDR -	0,0%
Port service charges 1%	IDR -	0,0%
Storage & Freight into Store (JKT Stockyard) 3%	IDR -	0,0%
Warranty 1%	IDR -	0,0%
PDI, Del Svc & Training Costs 1,5%	IDR -	0,0%
Sales Incentive 1%	IDR -	0,0%
Insurance 0.5%	IDR -	0,0%
Transshipment	IDR -	USD 0
Interest/Finance 3 months 3%	IDR -	0%
	IDR -	
COGS	IDR 2.252.252.252	
Additional Cost of Selling		
Additional Cost of Selling	Amount	Remarks
Delivery (1 lowbed + 3 flat deck)	IDR -	Lamongan
Parts 1000 Hrs Filter	IDR -	N/A
Service + Labour	IDR -	N/A
Counter Weight	IDR 684.684.685	760 incl PPn
Genset 180KVA Silent	IDR 230.000.000	fr BMG
Total Add Cost	IDR 914.684.685	
Total COGS + Add Costs	IDR 3.166.936.937	
Nett Selling Price to Customer	IDR 3.270.000.000	3.442.322.757,54
Margin	IDR 103.063.063	
Gross Profit Figures	3,15%	

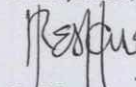
Harga Penawaran ke Adhipatama

Sunward ZYJ160	IDR 2.325.000.000	3%
Counter Weight 108T	IDR 705.000.000	3%
Genset 180KVA	IDR 240.000.000	4%
Total Penawaran	IDR 3.270.000.000	
DP 15%	IDR 504.495.000	15%
DP 2 15%	IDR 504.495.000	15%
Pelunasan Sebelum Unit Dikirim	IDR 2.354.310.000	

Diajukan oleh,


C. Daniang Adi P.
Sales Manager

Disetujui oleh,


Budi Permana
Director

Mengetahui

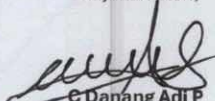

Vendry Liarto
Presiden Direktur

19 Aug 2024

Customer Name	Adhipatama	
Machine Model	ZYJ160 w/ counter weight	
Qty	3	
LDP Price	IDR 2.162.162.162	2024
Currency	-	
Exchange Rate	IDR 1	Kurs masuk
Cost Calculation Proposal		
Transshipment	Amount	Remarks
LDP Price - Jakarta	IDR 2.162.162.162	2,4 Incl PPn
Existing Support	IDR -	USD 0
Additional Support	IDR -	USD 0
Import Duty 5%	IDR -	0,0%
PPH on Import 2.5% based on CIF	IDR -	0,0%
Clearance costs 1.5% based on CIF	IDR -	0,0%
Port service charges 1%	IDR -	0,0%
Storage & Freight into Store (JKT Stockyard) 3%	IDR -	0,0%
Warranty 1%	IDR -	0,0%
PDI, Del Svc & Training Costs 1,5%	IDR -	0,0%
Sales Incentive 1%	IDR -	0,0%
Insurance 0.5%	IDR -	0,0%
Transshipment	IDR -	USD 0
Interest/Finance 3 months 3%	IDR -	0%
	IDR -	
COGS	IDR 2.162.162.162	
Additional Cost of Selling		
	Amount	Remarks
Delivery (1 lowbed + 3 flat deck)	IDR -	Lamongan
Parts 1000 Hrs Filter	IDR -	N/A
Service + Labour	IDR -	N/A
Counter Weight	IDR 648.648.649	720 incl PPn
Genset 180KVA Silent	IDR 225.000.000	fr BMG - disc 5 juta dari 230
Total Add Cost	IDR 873.648.649	
Total COGS + Add Costs	IDR 3.035.810.811	
Nett Selling Price to Customer	IDR 3.108.108.108	3.299.794.359,58
Margin	IDR 72.297.297	
Gross Profit Figures	2,33%	

	Penawaran ke Adhipatama		Fr Vendor	
Sunward ZYJ160	IDR	2.200.000.000	IDR	2.162.162.162
Counter Weight 108T	IDR	670.000.000	IDR	648.648.649
Genset 180KVA	IDR	238.000.000	IDR	225.000.000
Total Penawaran	IDR	3.108.000.000	IDR	3.035.810.811
DP 15%	IDR	689.976.000	20%	
DP 2 15%	IDR	689.976.000	20%	
Pelunasan Sebelum Unit Dikirim	IDR	2.069.928.000		
IDR	3.449.880.000	IDR	3.449.880.000	

Diajukan oleh,


C Danang Adi P
Sales Manager

Disetujui oleh,


Budi Permana
Director

Mengetahui


Vhendry Liarto
Presiden Direktur
01 Oct 2024