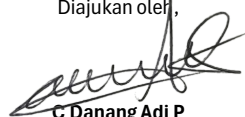


| <b>Customer Name</b>                                                                                                                                                                                       | <b>Christiani Astuti(Adi Wahyudi) - Plantation Minamas</b> |                |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|----------------|
| <b>Machine Model</b>                                                                                                                                                                                       | <b>HX60</b>                                                |                |
| <b>Qty</b>                                                                                                                                                                                                 | <b>1</b>                                                   |                |
| LDP Price                                                                                                                                                                                                  | IDR 410.000.000                                            | LDP            |
| Currency                                                                                                                                                                                                   | -                                                          |                |
| Exchange Rate                                                                                                                                                                                              | IDR 1                                                      | Kurs masuk     |
| <b>Cost Calculation Proposal</b>                                                                                                                                                                           |                                                            |                |
| Transhipment                                                                                                                                                                                               | Amount                                                     | Remarks        |
| CIF Price - Jakarta                                                                                                                                                                                        | IDR 410.000.000                                            |                |
| 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 12.300.000                                             | 3,0%           |
| Warranty 1%                                                                                                                                                                                                | IDR 4.100.000                                              | 1,0%           |
| PDI, Del Svc & Training Costs 1,5%                                                                                                                                                                         | IDR 6.150.000                                              | 1,5%           |
| Sales Incentive 1,5%                                                                                                                                                                                       | IDR 6.150.000                                              | 1,5%           |
| Insurance 0.5%                                                                                                                                                                                             | IDR 2.050.000                                              | 0,5%           |
| Transhipment                                                                                                                                                                                               | IDR -                                                      | USD 0          |
| Interest/Finance 3 months 3%                                                                                                                                                                               | IDR 12.300.000                                             | 3%             |
|                                                                                                                                                                                                            | IDR -                                                      |                |
| <b>COGS</b>                                                                                                                                                                                                | <b>IDR 453.050.000</b>                                     |                |
|                                                                                                                                                                                                            |                                                            |                |
| Additional Cost of Selling                                                                                                                                                                                 | Amount                                                     | Remarks        |
| Delivery                                                                                                                                                                                                   | IDR 25.000.000                                             | PKU- BPN       |
| Parts 1000 Hrs Filter                                                                                                                                                                                      | IDR 10.000.000                                             |                |
| Service + Labour                                                                                                                                                                                           | IDR 10.000.000                                             |                |
|                                                                                                                                                                                                            | IDR -                                                      |                |
| Split DP 5X (35%)                                                                                                                                                                                          | IDR 5.405.405                                              | 1%             |
| <b>Total Add Cost</b>                                                                                                                                                                                      | <b>IDR 50.405.405</b>                                      |                |
|                                                                                                                                                                                                            |                                                            |                |
| <b>Total COGS + Add Costs</b>                                                                                                                                                                              | <b>IDR 503.455.405</b>                                     |                |
|                                                                                                                                                                                                            |                                                            |                |
| <b>Nett Selling Price to Customer</b>                                                                                                                                                                      | <b>IDR 540.540.541</b>                                     | 600.000.000,00 |
| <b>Margin</b>                                                                                                                                                                                              | <b>IDR 37.085.135</b>                                      |                |
| <b>Gross Profit Figures</b>                                                                                                                                                                                | <b>6,86%</b>                                               |                |
| <b>Harga Incl PPn : 600.000.000,-</b><br><b>DP 35% dibagi 5 x (210 juta)</b><br><b>Payment I : 50 juta - Sisa 160 juta dibagi 4 x dalam 4 bulan @ 40 juta</b><br><b>Balance Payment 65% by BRI : 390jt</b> |                                                            |                |

Diajukan oleh,  
  
**C Danang Adi P**  
Sales Manager

Menyetujui,  
  
**Vendry Liarto**  
Presiden Direktur