

Customer Name	Diives	
Machine Model	JCB116D Cab AC	
Qty	1	
LDP Price	IDR 850.000.000	Bucket
Currency	-	
Exchange Rate	IDR 1	Kurs masuk
Cost Calculation Proposal		
Transshipment	Amount	Remarks
CIF Price - Jakarta	IDR 850.000.000	
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)	IDR -	0,0%
Warranty 1%	IDR 8.500.000	1,0%
PDI, Del Svc & Training Costs 1,5%	IDR 12.750.000	1,5%
Sales Incentive 1,5%	IDR -	0,0%
Insurance 0.5%	IDR -	0,0%
Transshipment	IDR -	USD 0
Interest/Finance 3 months 3%	IDR 8.500.000	1%
	IDR -	
COGS	IDR 879.750.000	
Additional Cost of Selling	Amount	Remarks
Delivery	IDR 5.000.000	Jakarta
Parts 1000 Hrs Filter	IDR -	
Service + Labour	IDR 10.000.000	3x visit
Antisipasi keterlambatan	IDR -	0,00%
Split DP 3x (30%)	IDR -	0,00%
Total Add Cost	IDR 15.000.000	
Total COGS + Add Costs	IDR 894.750.000	
Nett Selling Price to Customer	IDR 980.000.000	
Margin	IDR 85.250.000	
Gross Profit Figures	8,70%	

Diajukan oleh,

C. Danang Adi P.
Sales Manager

Menyetujui,

Vendry Ljarto
Presiden Direktur
07 Nov 2025