

Customer Name Machine Model Qty	BIB BCH-80-70	
	1	
Machine Price Original Price 28,131	USD 26.360,00	FOB Price
	USD 26.360,00	
Disc	USD 0,00	0%
Machine Price FOB IDR	USD 26.360,00	
Insurance	USD 0,00	0,20%
Freight	USD 791,00	
CIF Price	USD 27.151,00	
Exchange Rate EUR IDR	IDR 17.500	
Cost Calculation Proposal		
Transshipment	Amount	Remarks
CIF Price - Jakarta	IDR 475.142.500	
Existing Support	IDR -	USD 0
Additional Support	IDR -	USD 0
Import Duty	IDR 23.757.125	5,0%
PPH on Import 2.5% based on CIF	IDR 11.878.563	2,5%
Clearance costs 1.5% based on CIF	IDR 7.127.138	1,5%
Port service charges 1%	IDR 4.751.425	1,0%
Storage & Freight into Store (JKT Stockyard) 3%	IDR -	0,0%
Warranty 1%	IDR 4.751.425	1,0%
PDI, Del Svc & Training Costs 1,5%	IDR 7.127.138	1,5%
Sales Incentive 1%	IDR -	0,0%
Insurance 0.5%	IDR 2.375.713	0,5%
Transshipment	IDR -	USD 0
Interest/Finance 3 months 3%	IDR 14.254.275	3%
	IDR -	
COGS	IDR 551.165.300	
Additional Cost of Selling	Amount	Remarks
Delivery	IDR 15.000.000	Jakarta
Local Installation	IDR 25.000.000	
Trailer Fabrication	IDR -	-
HC	IDR -	
Total Add Cost	IDR 40.000.000	
Total COGS + Add Costs	IDR 591.165.300	
Nett Selling Price to Customer	IDR 708.000.000	
Margin	IDR 116.834.700	
Gross Profit Figures	16,50%	