

CONFIRMATION PROMOTION
NOMOR: CP20DJFAJ001-2501014-A01

PRODUCT CATEGORY : FLOUR
BRAND : MILA
CHANNEL : GT
REGION : KC0011 - BMW HO JAKARTA
SUB REGION : KC001102 - LAMPUNG
DISTRIBUTOR : 20DJFAJ001 - CV. Fajar Lestari Lampung
PROMO TYPE : 31. DISCOUNT PROMO - 31. DISCOUNT PROMO
SUB PROMO TYPE : 31D - DEAL KHUSUS

REF DOC: APP-KC1102-20DJFAJ001-25-00001627
REF CP NO : Additional-CP20DJFAJ001-2501014
PERIODE CP: 06/03/2025 - 15/03/2025
GROUP OUTLET : *Lihat Outlet Pada Lampiran

COMPENSATION :

COST CATEGORY ☐ INCLUDE TRADING TERM ☐ EXCLUDE TRADING TERM ☐ OTB ☐ PF
TIPE CP ☒ CLAIM ☐ ON INVOICE ☐ PURCHASE
TIPE CLAIM ☐ PRINCIPAL ☒ DISTRIBUTOR
CLAIM BASED ☐ SELLING - IN ☒ SELLING - OUT

MECHANISM: '1. Deal Khusus MIN 300
'2. Auto PD

DISCOUNT PROMOTION																	
SKU	UOM	PRICE LIST SATP	DISC %			RBP DIST	STRATA	Additional Disc %					CUT PRICE		RBP STORE	SHARE DIST %	RBP NET INC PPN
			REG	IOM	OTH			D 1	D 2	D 3	D 4	D 5	OTB	PF			
MILA FLOUR BAG @1KG	CTN10/BAG	9.200,00	-	-	-	9.200,00	✓	7,02	-	-	-	-	0,00	0,00	8.554,16	1,00	9.400,17

STRATA DISCOUNT TABLE								
SKU	UOM	MIN QTY / CTN	DISC %	RBP STORE OFF INV	CUT PRICE		SHARE DIST %	RBP NET INC PPN
					OTB	PF		
MILA FLOUR BAG @1KG	CTN10/BAG	300/0	7,02	8.554,16	0,00		- 1,00	9.400,17

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SKU	UOM	RBP DIST	PRODUCT PROMOTION							
			MIX ITEM	STRATA	SKU BONUS	DESCRIPTION	Price (CBP/RBP/ DBP/Cost)	UOM	QTY IN PCS	TOTAL BUDGET
MILA FLOUR BAG @1KG	CTN10/BAG	9.200,00					0,00		0	0,00

SKU	SALES COMMITMENT		TOTAL DISCOUNT	TOTAL PRODUCT PROMO	TOTAL OTB	TOTAL PF	TOTAL EST BUDGET PROMO
	QTY IN CTN	VALUE					
MILA FLOUR BAG @1KG	1000/0	85.541.600,00	6.460.000,00	0,00	-	-	6.460.000,00

PREPARED BY
NUGRAHA PUTRA

APPROVED BY
*APPROVED BY PT. SARI AGROTAMA PERSADA (SATP)

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LAMPIRAN OUTLET

NO	ID OUTLET	ID OUTLET SFA	NAMA OUTLET
1	20DJFAJ001-21-000352	DJFAJ01-19-000228	IMAM
2	20DJFAJ001-23-000444	DJFAJ01-23-002678	IMAM
3	20DJFAJ001-19-000330	DJFAJ01-19-001039	SUTRIS
4	20DJFAJ001-19-000303	DJFAJ01-19-000412	RIDWAN
5	20DJFAJ001-19-000301	DJFAJ01-19-001029	LULUT
6	20DJFAJ001-21-000424	DJFAJ01-19-000414	WASIMAN
7	20DJFAJ001-21-000429	DJFAJ01-19-000421	ZULFA
8	20DJFAJ001-21-000421	DJFAJ01-19-001367	TURNIP
9	20DJFAJ001-21-000430	DJFAJ01-19-001182	BERAS BAROKAH
10	20DJFAJ001-21-000431	DJFAJ01-20-002126	APEK
11	20DJFAJ001-24-000452	DJFAJ01-24-002703	AJI JAYA
12	20DJFAJ001-19-000333	DJFAJ01-19-000529	AMEW
13	20DJFAJ001-21-000377	DJFAJ01-19-000411	PONIDI
14	20DJFAJ001-21-000344	DJFAJ01-19-000420	DIAN / SUNARDI
15	20DJFAJ001-21-000338	DJFAJ01-19-000004	BAMBANG
16	20DJFAJ001-18-000132	DJFAJ01-19-001495	PUTRA DAMIRI
17	20DJFAJ001-18-000129	DJFAJ01-19-001494	PARMIN PLASTIK
18	20DJFAJ001-18-000128	DJFAJ01-19-001475	SANTI

list toko, sebagai list customer exclude (selectiontype=ESC) di file
CP20DJFAJ001-2501016_CP_DK_TEPUNG_MILA.pdf
dan CP20DJFAJ00-12501025_CP_SD_TEPUNG_MILA.pdf
dan sebagai list toko include (selectiontype=ISC) di file ini