

CONFIRMATION PROMOTION  
NOMOR: CP20DJFAJ001-2400951

PRODUCT CATEGORY : RICE  
BRAND : FORTUNE  
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-KC1102-20DJFAJ001-24-00001531
REF CP NO : -
PERIODE CP: 28/12/2024 - 31/12/2024
GROUP OUTLET :

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  
'2. Price List 01 Juli 2024

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			
FORTUNE PREMIUM RICE @5KG	CTN1/BAG	73.900,00	-	-	-	73.900,00	✓	2,76	-	-	-	-	0,00	0,00	71.860,36	0,50	71.501,06
FORTUNE PREMIUM RICE @10KG	CTN1/BAG	147.800,00	-	-	-	147.800,00	✓	3,44	-	-	-	-	0,00	0,00	142.715,68	0,50	142.002,10

STRATA DISCOUNT TABLE								
SKU	UOM	MIN QTY / CTN	DISC %	RBP STORE OFF INV	CUT PRICE		SHARE DIST %	RBP NET INC PPN
					OTB	PF		
FORTUNE PREMIUM RICE @5KG	CTN1/BAG	'15/0	2,76	71.860,36	0,00	-	0,50	71.501,06
FORTUNE PREMIUM RICE @10KG	CTN1/BAG	'5/0	3,44	142.715,68	0,00	-	0,50	142.002,10

SKU	UOM	RBP DIST	PRODUCT PROMOTION							
			MIX ITEM	STRATA	SKU BONUS	DESCRIPTION	Price (CBP/RBP/DBP/Cost)	UOM	QTY IN PCS	TOTAL BUDGET
FORTUNE PREMIUM RICE @5KG	CTN1/BAG	73.900,00					0,00		0	0,00
FORTUNE PREMIUM RICE @10KG	CTN1/BAG	147.800,00					0,00		0	0,00

SKU	SALES COMITMENT		TOTAL DISCOUNT	TOTAL PRODUCT PROMO	TOTAL OTB	TOTAL PF	TOTAL EST BUDGET PROMO
	QTY IN CTN	VALUE					
FORTUNE PREMIUM RICE @5KG	250/0	17.965.090,00	510.000,00	0,00	-	-	510.000,00
FORTUNE PREMIUM RICE @10KG	50/0	7.135.784,00	254.250,00	0,00	-	-	254.250,00

PREPARED BY

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APPROVED BY

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