

CONFIRMATION PROMOTION
NOMOR: CP20DJFAJ001-2501025

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 : 31C - STRATA DISCOUNT

REF DOC: APP-KC1102-20DJFAJ001-25-00001626
REF CP NO : -
PERIODE CP: 08/03/2025 - 15/03/2025
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. Strata Discount
'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	✓	3,07	-	-	-	-	0,00	0,00	8.917,56	1,00	9.799,50

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	'1/0	2,08	9.008,64	0,00	-	1,00	9.899,59
		'3/0	3,07	8.917,56	0,00			9.799,50

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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	200/0	17.835.120,00	566.000,00	0,00	-	-	566.000,00

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