

Customer	Sany Perkasa
Type Unit	Hilux DC Type G 4x4 MT
Quantity	1

Tenor	36
Lending Rate	13.15%
Borrowing Rate	6.68%
TOP (Day)	30

Vehicle List Price (Unit/VAT Inc)	464,900,000	*input (-) sebelum angka discount
⇒Discount		
⇒VAT	37,566,466	
Carroseries (VAT included)	42,740,500	
⇒Discount		*input (-) sebelum angka discount
⇒VAT	3,885,500	
Accessory		
⇒DIS	0	*input (-) sebelum angka discount
⇒VAT	-	
RV (%)	45%	*nilai RV proposal
RV (VAT Included)	209,205,000	
VAT (TOTAL)	41,451,966	
Price (VAT included)	507,640,500	
Price (Exclude VAT )	466,188,534	

Insurance		*nilai premi tanggungan DSF
Insurance Expenses	37,601,800	Total Premi
Commission	25%	Subs 100%
		Subs 75%

Maintenance (Exclude VAT)		150,000 (GPS)
Maintenance (Monthly)	2,950,000	
Maintenance (Total)	106,200,000	
Replacement	20,000,000	
	19,036,519	

Registration	
Yearly	10,000,000
Total Registration	20,000,000

Other		Remarks
		Branding logo DSF

Subsidy	-
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Proposal Condition	17,000,000	*nilai penawaran ke customer
Lease Rent		
ROA	8.9%	
RR	3.35%	
Spread	6.467%	
Net Income	95,478,916	
RV Adjust	0%	
Subsidy per unit	-	
Total Subs	-	
RV Set Table	45%	

Calculation

Project Title Hilux DC Type G 4x4 MT

		①	②	③(①+②)	④	⑤ (③+④)
		Tidak termasuk VAT TAX	Amount / Borrowing Cost	Termasuk VAT	- Amount / Borrowing Cost	Termasuk TAX
Kontrak						
1	Harga (termasuk VAT)	507,640,500				
2	Harga (tidak termasuk VAT)	466,188,534				
3	Tenor	36				
4	Lending Rate	13.15%				
5	Borrowing Rate	6.68%				
6	Spread	6.47%				
RV						
7	Vehicle list price	507,640,500				
8	RV (%)	45.00%				
9	RV(termasuk VAT)	209,205,000				
Installment						
10	Burang (Tidak include VAT & TAX)	16,899,086				
11	⇒ Total	608,367,078				
12	Tidak include VAT	102,800	17,001,886		-1,886	17,000,000
13	⇒ Total	3,700,813	612,067,891		-67,891	612,000,000
14	Include VAT		18,702,074			18,700,000
15	⇒ Total		673,274,681			673,200,000
Income						
16	Installment Total	608,367,078	612,067,891			612,000,000
17	Admin. Fee					
18	RV (Tidak termasuk VAT)	190,186,364				
19	Commission 25%	9,400,450				
20	Discount KTB	0				
21	Subtotal	807,953,892	811,654,705			811,586,814
Expenses						
22	Insurance Expenses	-37,601,800				
23	Unit Price	-466,188,534				
24	TOP 30	-2,664,888				
25	Registration	-20,000,000				
26	DP budget	0				
27	Mobilisasi	0				
28	Maintenance	-106,200,000				
29	Borrowing Cost	-59,819,754	-3,700,813	-63,520,567	67,891	-63,452,676
30	Replacement	-20,000,000				
31						
32	Subtotal	-712,474,976	-716,175,790			-716,107,898
Profit						
33	Net Income DSF	95,478,916	95,478,916			95,478,916
34	Per year		31,826,305			31,826,305
35	Average asset		358,422,750			358,422,750
36	ROA		8.9%			8.9%

3.35%