

| S.No. | Item/Size/Grade | SS400 IDR/ Kg. | | SS400 USD/MT | | SS540 IDR/ Kg. | | SS540 USD/MT | |
|-------|-----------------------------|----------------|----------|--------------|-----|----------------|----------|--------------|-----|
| | | excl ppn | incl ppn | excl ppn | NRP | excl ppn | incl ppn | excl ppn | NRP |
| A. | Billet Price : For L 40-120 | 8,400 | | 517 | | 8,800 | | 542 | |
| B. | Bloom Price : For L 130-150 | 9,400 | | 578 | | 9,800 | | 603 | |

| A. | Product price and Margin | SS400 IDR/ Kg. | | SS400 USD/MT | | SS540 IDR/ Kg. | | SS540 USD/MT | |
|----|--------------------------|----------------|----------|--------------|-----|----------------|----------|--------------|-----|
| | | excl ppn | incl ppn | excl ppn | NRP | excl ppn | incl ppn | excl ppn | NRP |
| 1 | L 40 - 70 | 9,950 | 11,045 | 612 | 603 | 10,750 | 11,933 | 662 | 652 |
| 2 | L 75 - 90/ UNP80 | 10,050 | 11,156 | 618 | 609 | 10,850 | 12,044 | 668 | 658 |
| 3 | L 100/ UNP100 | 10,150 | 11,267 | 625 | 615 | 10,950 | 12,155 | 674 | 665 |
| 4 | L 120/ UNP120-125 | 10,250 | 11,378 | 631 | 622 | 11,050 | 12,266 | 680 | 671 |
| 5 | L 100x75 (Unequal angle) | 10,450 | 11,600 | 643 | 634 | | | | |
| 6 | L 125x75 (Unequal angle) | 10,550 | 11,711 | 649 | 640 | | | | |
| 7 | L 130 | 12,850 | 14,264 | 791 | 782 | 13,650 | 15,152 | 840 | 831 |
| 8 | L 150 | 12,950 | 14,375 | 797 | 788 | 13,750 | 15,263 | 846 | 837 |

| B. | By Product | excl ppn IDR/Kg | incl ppn IDR/Kg |
|----|----------------------------|-----------------|-----------------|
| 9 | End-Cuttings - 3 - 5mtr | 6,468 | 7,179 |
| 10 | End-Cuttings - below 3 mtr | 6,268 | 6,957 |
| 11 | Rejects | 7,463 | 8,283 |

A. Changes:

- 1 Price increased Rp 300/Kg

B. Pricing Policy:

- Price applicability to be same for all Domestic buyers & be Ex. Factory. For Export pre- approval required from CEO.
- Following volume discounts
 - Rp 25/kg for order qty 500-999 MTs.
 - Rp 50/kg for order qty 1000-1999 Mts.
 - Rp 75/kg for order qty 2000-2999 MTs.
 - Rp 100/kg for order qty 3000-3999 MTs.
 - Rp 175/kg for order qty 4000MTs up.

Discount slab for group companies having single owner :

Single owner with 2 companies max :

Minimum group booking 750 Mts with discount applicable for 500-999 MTs. Minimum volume 200 Mts per company.

Minimum group booking 1000 Mts with discount applicable for 1000-1999 MTs. Minimum volume 250 Mts per company.
- For credit sale additional Rp 300/kg will be charged. Maximum credit period 60 days.
- Delivery against credit sale is allowed upto 3 weeks' maximum. Delays beyond 3 weeks will require Director approval.
- Any change in the price to be pre-approved by Management.
- Maximum discount of Rp 150/kg will be allowed for sale to Surabaya and Outer Islands.
- Payment Terms 100% cash Advance. Minimum 20% DP require for open order in Size Range, remaining payment to be made prior to delivery of goods. Accounts of customers will be settled on basis of Contract Number.
- Immediately on conclusion of negotiation, contract will be issued and the customer will return the copy after Counter Sign.
- DP will be forfeited if the contract is cancelled by the Customer and will not be adjusted against other contract.
- Delivery Order will be issued after receipt of payment and will require approval of Finance Deptt.
- For Scrap Sale pre-approval required from CEO
- Exchange Rate : USD/IDR 16,250

Proposed By

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