

S.No.	Item/Size/Grade	SS400 IDR/ Kg.		SS400 USD/MT		SS540 IDR/ Kg.		SS540 USD/MT	
	Local Billet price for Ref:	excl ppn	incl ppn	excl ppn	NRP	excl ppn	incl ppn	excl ppn	NRP
A.	Billet Price : For L 40-120	7,800		511		8,200		538	
B.	Bloom Price : For L 130-150	8,800		577		9,200		603	

	Product price and Margin	SS400 IDR/ Kg.		SS400 USD/MT		SS540 IDR/ Kg.		SS540 USD/MT	
A.	Prime Product	excl ppn	incl ppn	excl ppn	NRP	excl ppn	incl ppn	excl ppn	NRP
1	L 40 - 70	9,300	10,323	610	600	10,100	11,211	662	652
2	L 75 - 90/ UNP80	9,400	10,434	616	607	10,200	11,322	669	659
3	L 100/ UNP100	9,500	10,545	623	613	10,300	11,433	675	666
4	L 120/ UNP120-125	9,600	10,656	630	620	10,400	11,544	682	672
5	L 100x75 (Unequal angle)	9,800	10,878	643	633				
6	L 125x75 (Unequal angle)	9,900	10,989	649	639				
7	L 130	12,200	13,542	800	790	13,000	14,430	852	843
8	L 150	12,300	13,653	807	797	13,100	14,541	859	849

B.	By Product	excl ppn IDR/Kg	incl ppn IDR/Kg
9	End-Cuttings - 3 - 5mtr	6,045	6,710
10	End-Cuttings - below 3 mtr	5,845	6,488
11	Rejects	6,975	7,742

**A. Changes:**

- Price reduced Rp.150/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 15,250

Proposed By

Manager - Marketing

Acknowledged By

Director - Operational

Approved By

GM - Finance

CEO  
04/09/2023