

P T Ispat Wire Products

SURABAYA, CENTRAL JAVA & OUTER ISLAND

Price Matrix w.e.f 13th October 2020 - (Guidelines subject to changes as applicable)

	LINE A	LINE B
KP WR base price: Rp	8800	8800
Nail WR base price:Rp	8800	8800
Avg. Nail WR base Price: Rp	8800	8800

Change: Standard Composition of nail sales inserted in price list

Nails

Base : W. Rod + Rp 1300

Size	WR (Rp/kg) Guidance (LINE A)	Margin (Rp/kg)	Price (Rp/kg)
2"- 6" (base)	8800	1300	10100
1-3/4"	8800	1450	10250
1-1/2"	8800	1550	10350
1-1/4" (Using Re-Drawn Wire)	8800	2050	10850
1" (Using Re-Drawn Wire)	8800	2200	11000

WR (Rp/kg) Guidance (LINE B)	Margin (Rp/kg)	Price (Rp/kg)
8800	1300	10100
8800	1450	10250
8800	1550	10350
8800	2050	10850
8800	2200	11000

Nail Seri Composition For Market: (Seri 2" to 6")

2" - 2.5"	30% Max; (2" is 20 % Max , if extra Add IDR 50 per kg on additional volume)
3" - 3.5"	30% Max; if extra Add IDR 50 per kg on additional volume
4" - 5" - 6"	40% & up.

Kawat Potong

Base : W. Rod + Rp 300

Size	WR (Rp/kg) Guidance (LINE A)	Margin (Rp/kg)	Price (Rp/kg)
3.2 mm - 4.4 mm (Drawing)	8800	850	9650
4.2 mm	9200	350	9550
4.5 mm	9100	350	9450
4.7 mm	8950	350	9300
4.9 mm	8875	350	9225
5.1 / 5.2 mm	8850	300	9150
5.4 / 5.5 mm (base)	8800	300	9100
5.65 mm	8800	300	9100
5.80 mm	8800	300	9100
6.0 mm - 6.4 mm	8775	300	9075
6.5 mm - 7.0 mm	8550	300	8850
7.2 mm & up	8550	300	8850

WR (Rp/kg) Guidance (LINE B)	Margin (Rp/kg)	Price (Rp/kg)
8800	850	9650
9200	350	9550
9100	350	9450
8950	350	9300
8875	350	9225
8850	300	9150
8800	300	9100
8800	300	9100
8800	300	9100
8775	300	9075
8550	300	8850
8550	300	8850

Drawn Wire

Base : W. Rod + Rp 500

Size	WR (Rp/kg) Guidance (LINE A)	Margin (Rp/kg)	Price (Rp/kg)
2.0mm & below	8800	775	9575
2.1mm - <2.49mm	8800	675	9475
2.5mm - <3.0mm	8800	575	9375
3.0mm - 4.2mm (Base) *	8800	500	9300
4.3mm - 5.0mm *	8775	500	9275
5.1mm & up	8750	500	9250

WR (Rp/kg) Guidance (LINE B)	Margin (Rp/kg)	Price (Rp/kg)
8800	775	9575
8800	675	9475
8800	575	9375
8800	500	9300
8775	500	9275
8750	500	9250

* For wire abv 3mm, Input Wire Rod size 5.65 / 5.8 mm.

* For wire abv 5mm, Input Wire Rod size 6.0 -7.0mm.

Note:

- 1) All prices are Loco for Surabaya, Outer Island and franco for central java
- 2) All prices including PPN
- 3) MD Signature Required Only If Parameters are changed
- 4) Discount on base price is applicable maximum to the extent of discount applicable from booking of Wire rod from INDO (i.e Volume Discount).

14/10/2020 L. P. K.

IWP

GM Mkt

CFO

MD

[Signature]

P T Ispat Wire Products

WEST JAVA

Price Matrix w.e.f 13th October 2020 - (Guidelines subject to changes as applicable)

	LINE A	LINE B
KP WR base price: Rp	8800	8800
Nail WR base price:Rp	8800	8800
Avg. Nail WR base Price: Rp	8800	8800

Change: Standard Composition of nail sales inserted in price list

Nails

Base : Nett Price W. Rod + Rp 1300

Size	WR (Rp/kg) Guidance (LINE A)	Margin (Rp/kg)	Additional Freight (Rp/kg)	Price (Rp/kg)
2" - 6" (base)	8800	1300	125	10225
1-3/4"	8800	1450	125	10375
1-1/2"	8800	1550	125	10475
1-1/4" (Using Re-Drawn Wire)	8800	2050	125	10975
1" (Using Re-Drawn Wire)	8800	2200	125	11125

WR (Rp/kg) Guidance (LINE B)	Margin (Rp/kg)	Additional Freight (Rp/kg)	Price (Rp/kg)
8800	1300	125	10225
8800	1450	125	10375
8800	1550	125	10475
8800	2050	125	10975
8800	2200	125	11125

Nail Seri Composition For Market: (Seri 2" to 6")

- 2" - 2.5" 30% Max; (2" is 20 % Max , if extra Add IDR 50 per kg on additional volume)
- 3" - 3.5" 30% Max; if extra Add IDR 50 per kg on additional volume
- 4" - 5" - 6" 40% & up.

Kawat Potong

Base : W. Rod + Rp 300

Size	WR (Rp/kg) Guidance (LINE A)	Margin (Rp/kg)	Additional Freight (Rp/kg)	Price (Rp/kg)
3.2 mm - 4.4 mm (Drawing)	8800	850	125	9775
4.2 mm	9200	350	125	9675
4.5 mm	9100	350	125	9575
4.7 mm	8950	350	125	9425
4.9 mm	8875	350	125	9350
5.1 / 5.2 mm	8850	300	125	9275
5.4 / 5.5 mm (base)	8800	300	125	9225
5.65 mm	8800	300	125	9225
5.8 mm	8800	300	125	9225
6.0 mm - 6.4 mm	8775	300	125	9200
6.5 mm - 7.0 mm	8550	300	125	8975
7.2 mm & up	8550	300	125	8975

WR (Rp/kg) Guidance (LINE B)	Margin (Rp/kg)	Additional Freight (Rp/kg)	Price (Rp/kg)
8800	850	125	9775
9200	350	125	9675
9100	350	125	9575
8950	350	125	9425
8875	350	125	9350
8850	300	125	9275
8800	300	125	9225
8800	300	125	9225
8800	300	125	9225
8775	300	125	9200
8550	300	125	8975
8550	300	125	8975

Drawn Wire

Base : W. Rod + Rp 500

Size	WR (Rp/kg) Guidance (LINE A)	Margin (Rp/kg)	Additional Freight (Rp/kg)	Price (Rp/kg)
2.0mm & below	8800	775	125	9700
2.1mm - <2.49mm	8800	675	125	9600
2.5mm - <3.0mm	8800	575	125	9500
3.0mm - 4.2mm (Base) *	8800	500	125	9425
4.3mm - 5.0mm *	8775	500	125	9400
5.1mm & up	8750	500	125	9375

WR (Rp/kg) Guidance (LINE B)	Margin (Rp/kg)	Additional Freight (Rp/kg)	Price (Rp/kg)
8800	775	125	9700
8800	675	125	9600
8800	575	125	9500
8800	500	125	9425
8775	500	125	9400
8750	500	125	9375

* For wire abv 3mm, Input Wire Rod size 5.65 / 5.8 mm.

* For wire abv 5mm, Input Wire Rod size 6.0 -7.0mm.

Non-Prime Product

As per current price received from Indo through email or a price decided in consultation with the CFO.

Note:

- 1) For Franco West Java wire rod nett price
- 2) All prices including PPN
- 3) MD Signature Required Only If Parameters are changed
- 4) Discount on base price is applicable maximum to the extent of discount applicable from booking of Wire rod from INDO (i.e Volume Discount).

W/10/2020

IWP

GM Mkt

CFO

MD

[Signature]

Effective from: 13 - October 2020
Exchange Rate: 1 USD = 14795
Price: Rp. 1 Kg. 3110

[illegible]

DISCOUNT APPLICABLE

Note

- For Bokart : Additional charges Rp. 100/kg for LC and HC because of special quality requirements.

Y17/B17 grade extra Rp. 200/kg over the base price.

*Y11 for Indian Period additional charges Rs. 20000/- per month.

- HC for every additional charge Rp. 100kgs for quality reason.

... for the average respondent, 100 kg for quality reason

Bonus

For above & 5000 M.I. customer/ group bonus of Rp. 25/Ag to be given at the time of booking itself.

MT	Single IQ / SPL	Single earner with max 3 firm
500-999	59	50
1000-1999	75	59
2000-2999	100	75
3000-3999	125	100
4000-4999	150	125
5000 & up	150	125

Family / Group		
MT	Max Film	Rp
2650 - 2699	3	100
3000 - 3999	5	100
4000 - 4999	5	125
5000 & Up	5	125

CHANGES OVER LAST PM DTD 25 09 2020

Surabaya

1. Line A Non Tested Increase Rp 500kg
2. Line A Tested Increase Rp 500kg
3. Line B Increase Rp 500kg

REMARKS

At 2000 prices (excluding p.m. + p.p.m.)
All prices are delivered, except Outer Island sales which are FOB/COO. Stated as a firm.
Prices are valid for any change in market conditions, so long the date of validity doesn't ever is earlier
For latest price, maximum reduction in price required to the benefit to their destination.
For price with us, see 1998, 1, 2, 3, and 10, opening time to be approved, to allow to 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 8

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