

MARKETING & SALES WEEKLY REPORT							
DEPARTMENT			WEEK OF REPORT			Remarks	
MARKETING			13 Nov – 18 Nov				
A	MANPOWER						
	Title	Name	Remarks/Area of Concern				
1	Marketing Manager	Yan Iryanto					
B	ENGAGEMENT						
	Potential Buyer	Activities	Date	Remarks/Area of Concern			
1	CV Damar Ramadhan Tarakan, North Kalimantan Mr. Juni (Site Supervisor)	Engagement and site visit to Health Agency of Malinau Regency as part of our project assessment	14 Nov 2023	Potential opportunities for K225 quality concrete in the upcoming year.			
2	CV Inaka Bulungan, Tanjung Selor, North Kalimantan Mr. Ahmad (Site Supervisor)	Engagement and site visit to RSUD Malinau as part of our project assessment.	14 Nov 2023	<p>Current Project: The ongoing project involves the construction of a parking area with a volume ranging from 1,000 to 1,200 cubic meters. The targeted completion date for this project is December 24, 2023.</p> <p>Material Supply Status: As of the current report, the following materials have been supplied for the project: 10mm-20mm Aggregates: 1,500 M³ (+/-).</p> <p>Next Year’s Opportunities: Construction of Wastewater Disposal – Loreh Area.</p>			
3	CV Inaka Bulungan, Tanjung Selor, North Kalimantan Mr Andrean (Site Manager)	Engagement and introduction KBK Product and Services	15 Nov 2023	<p>The engagement and introduction of KBK products and services were executed successfully, laying the groundwork for potential collaborations and business growth.</p> <p>Next Year’s Opportunities: Request the prices for crushed stone from KBK for an upcoming project involving the construction of a Clean Water Channel. The required specifications are as follows:</p> <ul style="list-style-type: none">Crushed Stone 10mm-20mm: 300 M³Crushed Stone 20mm-30mm: 300 M³			
4	CV Mutiara Dhamma Malinau, North Kalimantan Mr Diki (Site Supervisor)	Follow-up and Business Solutions proposed to offer KBK products specifically focusing on Boulders.	18 Nov 2023	<p>We are pleased to offer a competitive price of Rp. 460,000 per cubic meter for the supply of boulders. This price includes the value of our products and services. Mr. Diki will discuss our proposal with their company's boss/owner.</p> <p>This presents a valuable opportunity for the supply of boulders, and we look forward to fruitful discussions with the client in the upcoming week.</p>			
C	SALES FORECAST						
	Location	Potential Buyers	Product	2023-24	2025	Unit	Remarks/Area of Concern
1	Malinau	Kayan Lestari	0mm-5mm & 20mm-30mm blend	21,000		M³	Next year Jan 2024
2	Malinau	PUPR Malinau Regency	Aggregate A Class	225,000	75,000	M³	Next year April 2024
3	Malinau	KHN Projects - WIKA/SCG	Crushed Stone 5mm-10mm	42,350	38,500	M³	Next year Feb 2024

4	Malinau	KHN Projects - WIKA/SCG	Crushed Stone 10mm-20mm	42,350	38,500	M ³	Next year Feb 2024
5	Malinau	CV Damar Ramadhan	Boulders	300		M ³	Nov 2023
6	Malinau	CV. Rila Karya Makmur	Boulders	1,200		M ³	Nov 2023. Tender is still on progress
7	Malinau	RSUD Malinau	Crushed Stone 10mm-20mm	300		M ³	Next year 2024
8	Malinau	RSUD Malinau	Crushed Stone 20mm-30mm	300		M ³	Next year 2024
9	Malinau	CV Mutiara Dhamma	Boulders	200		M ³	Nov and Dec 2023
Total Sales M³				333,000	152,000	M³	

Comparison Price KBK vs Lenrong

KBK - Malinau		Lenrong, Pulau Betung - Malinau	
Boulder 15-30cm price per M3	460.000 IDR	Boulder 15-30cm Price per DT Ritase (5 M3)	900.000 IDR
Logistic (Truck Cost) - Provided by Buyer	30.000 IDR	Estimated cubication obtained by the buyer per DT Ritase	3 M3
		Estimated price per M3	300.000 IDR
		Type C Tax (10%)	90.000 IDR
Buyer Total Cost	490.000 IDR	Buyer Total Cost	390.000 IDR

Note:

Ritase means the price includes the trucking cost.

Benefits of Contracting with KBK

Summary: This report outlines the advantages for contractors in collaborating with KBK, a legal quarry with an IUP OP license. Despite the cost being 25.65% higher compared to other sources, KBK offers notable benefits that justify the price increase.

Key Benefits:


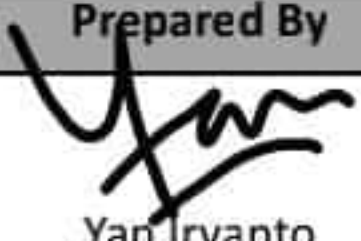

- Quality Assurance:**
 - KBK provides rock of excellent quality, as indicated by laboratory results from an independent mining consultant.
- Stock Availability:**
 - Approximately 3,000 M³ of stock is readily available, reducing the need for contractors to source materials from multiple suppliers.
- Secure Licensing and Payment:**
 - With KBK's IUP OP license, contractors can ensure secure and legal transactions.
 - This security extends to payments received from the government, as materials are sourced from a legal quarry.
- Tax Advantages:**
 - Contractors purchasing from KBK, a licensed quarry, are exempt from Type C tax, which could range from 10% to 20%.
 - This information is verified by the Head of Taxation Division, Mr. Helmi Pandawa from the BPKAD (Regional Revenue Agency).
- Tax Invoice Issuance:**
 - If KBK attains PKP status, it will issue tax invoices to contractors, further streamlining the accounting process.
- Fair Payment System:**
 - Payment is based on accurate cubication measured through drone technology, not on DT bucket volume or ritase (which includes trucking costs).

LENRONG, PULAU BETUNG - MALINAU



D

SALES

	Location	Potential Buyers	Product	2023	Target Price/M³ IDR	Actual Revenue IDR	Remarks
1	Malinau	CV Damar Ramadhan	Boulders	300	460,000	-	Nov 2023
2	Malinau	CV. Rila Karya Makmur	Boulders	1,200	460,000	-	Nov 2023. Tender still on progress
3	Malinau	CV Mutiara Dhamma	Boulders	200	460,000	-	Nov and Dec 2023
Total Sales M³				1,700			
E	NEXT ACTIVITY/STRATEGY						
	Activities	Description				Remarks	
1	Maintain good relationships with the government and Public Works & Public Housing Malinau Regency (PWPH)	• Find out more details regarding the main contractor and the boulder requirements for the government project scheduled until December 24, 2023.				• Brochures • KBK Business Card • Prepare the laboratory result.	
2	Maintain communication with Mr. Samir, Mr. Nur Mamuk, and Mr. Diki	• Seek commitment to purchase within this week				• Offer a promotion or discount for the first customer commitment and purchase.	
3	Promotion	• Print and Install banner/flyer to promote KBK products				• Allocate budget for promotional activities.	
F	DOCUMENTATION						
1	<p>Project Location: Construction of the Office Building for the Regional Revenue of Malinau Regency. Site Supervisor: Mr. Diki</p> <div></div> <p>There is an opportunity to supply 15-30cm boulders, approximately 100 - 150 cubic meters, until mid-December 2023. Maintain communication and engage with Mr. Diki to secure a commitment to purchase next week.</p>						
G	Notes/Remarks/Non-Conformance Issues						
1							
2							
3							
Prepared By				Approved By			
 Yan Iryanto Marketing Manager				 Zainul Arifin General Manager			