

		CHANNEL- Discount On Invoice (DMS)							Lowest Price toward CBP		
Category & Product	Sub Product	Wholesaler Traditional	Groceries	Wholesaler Modern	HPM	SPM	MM	Medical & OOH	Regular	FFI Fair	Promo Koran
SPECIALIZED NUTRITION											
IFT- Preglac	FF MAMA	8%	5%	6%	6%	6%	6%	10%	10%	15%	20%
IFT-Starter	FF TAHAP I	-	-	-	-	-	-	-	-	-	-
IFT-Follow On	FF TAHAP2	-	-	-	-	-	-	-	-	-	-
IFT-GUM Jr	FF I23	8%	5%	4%	4%	4%	4%	10%	10%	15%	20%
IFT - GUM Sr	FF 456	8%	5%	4%	4%	4%	4%	10%	10%	15%	20%
PREPARED BEVERAGES											
SCM	FF SACHET GOLD	3%	2%	2%	0%	0%	0%	2%	0%	0%	-
SCM	FF SACHET BKM	3%	2%	2%	0%	0%	0%	2%	0%	0%	-
SCM	FF SACHET CHOCO	3%	2%	2%	0%	0%	0%	2%	0%	0%	-
SCM	FF POUCH	6%	3%	4%	4%	4%	4%	10%	10%	15%	-
SCM	FF CAN GOLD	2%	1%	1%	1%	1%	1%	2%	1%	1%	-
SCM	FF CAN BKM	4%	3%	4%	2%	2%	2%	6%	5%	7%	-
SCM	FF CAN CHOCO	4%	3%	4%	4%	4%	4%	6%	5%	7%	9%
SCM	OMELA CAN	5%	3%	4%	4%	4%	4%	6%	5%	7%	9%
Mainstream Powder	FF MAINSTREAM	6%	4%	4%	4%	4%	4%	10%	10%	15%	20%
READY TO DRINK											
Real Milk	FF UHT 115ML DISNEY & KID	8%	5%	6%	0%	0%	8%	8%	10%	10%	-
Real Milk	FF UHT 115ML DISNEY & KID (MULTIPACK)	8%	5%	8%	8%	8%	8%	8%	10%	10%	-
Real Milk	FF UHT 190ML DISNEY & SCHOOL	8%	5%	6%	0%	0%	8%	8%	10%	10%	-
Real Milk	FF UHT 190ML DISNEY & SCHOOL (MULTIPACK)	8%	5%	6%	6%	6%	8%	8%	12%	10%	15%
Real Milk	FF UHT 250ML	8%	5%	6%	6%	6%	8%	8%	12%	12%	-
Real Milk	FF UHT 1 LITER	8%	5%	6%	6%	6%	8%	8%	8%	8%	-
LAD	FF BOTTLE 190ML	4%	3%	4%	4%	4%	8%	4%	8%	8%	-
LAD	FF BOTTLE 800ML	8%	3%	6%	6%	6%	8%	8%	8%	8%	-
LAD	Yes! PILLO FLEX	10%	5%	4%	0%	0%	8%	10%	8%	8%	-
LAD	Yes! BOTTLE	5%	3%	4%	4%	4%	5%	5%	8%	8%	-
LAD	Yes! MUTMUT	12%	6%	4%	0%	0%	5%	12%	5%	5%	-