

CONFIDENTIAL

## Quotation &amp; Profit Calculation

DATE : 04 Juni 2018

LESSEE NAME : PT Transnational Solutions

Risk Grading: 6-1

CONTRACT NO :

LEASED OBJECT : MITSUBISHI  
Expander Ultimate 1.5 AT

Area : Jakarta  
Plat No : Jakarta

## I. OPERATING LEASE CONDITION

254900000

OTR Non-Jakarta

NO	Items	Input	%
1	COST PRICE (Gross Sales Price) NON JAKARTA	Rp 254,900,000	—
2	DISCOUNT AMOUNT for QUOTATION	0	0.00%
3	COST PRICE (Net Purchase Price)	254,900,000	100.00%
4	DEPRESIASI	71,372,000	28.00%
5	RESIDUAL VALUE	183,528,000	72.00%
6	LEASE TERM	36 months >=12 months	
7	PAYMENT CONDITION 1	EVERY MONTHS	
8	NO OF RENTALS	36 Times	
9	PAYMENT CONDITION 2	Payment in arrear	
10	LEASE RATE TYPE	Fixed Rate	
11	LEASE PROFIT (Add-on Base)	1.04% p.a.	
12	FUNDING INTEREST	5.50% p.a.	
13	STNK (Certificate of Vehicle No)	4,205,850	1.65%
14	REPLACEMENT CAR	3,823,500	1.50%
15	OVERHEAD	5,098,000	2.00%
16	MAINTENANCE	7,647,000	3.00%
17	INSURANCE	13,986,869	2.10%
18	EXPEDITION COST	0	
19	MODIFICATION COST		
20	GPS COST		
21	BREAKEVEN RATE		
22	AGENT FEE EVERY MONTHS		
23	KEUR	-	
24	LEASE RENT (Breakeven)	Rp 5,378,130	
25	LEASE RENT (Profit Rate)	5,599,304	
26	LEASE RENT (Profit Rate, Round)	5,600,000	
27	UP FRONT FEE	Rp 0	0.00%

Explanations
Gross Sales Price of the car
Discount Amount
Acquisition Cost (Net Purchase Price) of the car
Total Principal of Lease Rent during Lease term
COST PRICE(Net Price) — DEPRESIASI
Input Lease Period (Months)
Monthly Payment Only
No of Rental Payments
Payment in advance or in arrear
Interest Rate Type of Lease Rent
Lease Profit (Add-On Base)
Funding Cost (Add-On Base)
STNK per year
Replacement Car per year
Overhead per year
Input the amount of MAINTENACE per year
INSURANCE per year
Modification includes cutting sticker, branding, leather seat, etc
Gps/month
Breakeven Rate
Agent Fee
for half year
LEASE RENT (Breakeven)
LEASE RENT (Profit Rate)
LEASE RENT (Profit Rate, Rounded)
Input % of COST PRICE (Net Purchase Price)

## II. FUNDING CONDITION

1	FUNDING RATE TYPE	Fixed Rate
2	FUNDING RATE (Fixed Rate)	7.80% p.a.
	Premium	0.10%
	OJK	0.00%
	SWAP Rate	7.70%

IRR : 8.07% ✓  
Profit : 1,633,649 ✓  
spread : 0.27% ✓

3 Years SWAP RATE

as of 07-May-18



## IRR / Profit Calculation for Operating Lease

DATE : 4-Jun-2018

LESSEE NAME : PT Transnational Solutions  
 CONTRACT NO : 0  
 LEASED OBJECT : MITSUBISHI  
 Expander Ultimate 1.5 AT

1 COST PRICE (Gross) : Rp 254,900,000 11 LEASE TERM : 36 months  
 2 DISCOUNT AMOUNT : 0 12 NO OF RENTALS : 36 times  
 3 COST PRICE (NET) : 254,900,000 13 LEASE RATE TYPE : Fixed Rate  
 4 DEPRESIASI : 71,372,000 14 LEASE PROFIT (Add-On) : 1.04% p.a.  
 (COST PRICE NET x 28.00%) : 15 FUNDING INTEREST : 5.50% p.a.  
 5 RESIDUAL VALUE : 183,528,000 16 EXPENSES :  
 (COST PRICE NET x 72.00%) :  
 6 LEASE RENT (Breakeven) : 5,378,130 STNK : 4,205,850 MODIFICATION C : 0  
 7 LEASE RENT (Profit) : 5,599,304 MOBIL PENGANTI : 3,823,500  
 8 LEASE RENT (Round) : 5,600,000 OH KANTOR : 5,098,000 GPS COST : 0  
 9 PAYMENT CONDITION 1 : EVERY MONTHS MAINTENANCE : 7,647,000  
 INSURANCE : 13,986,869 AGENT FEE : 0 Periode EVERY MONTHS  
 10 PAYMENT CONDITION 2 : Payment in arrears EXPEDITION COST : 0  
 11 UP FRONT FEE : 0 00 BREAKEVEN RATE : 0.00% KEUR : 0  
 18 FUNDING COST : 7.80%  
 IRR : 8.07%  
 Profit : 1,633,649 Rph

NO	CASH FLOW	LEASE PAYMENT	STNK	MOBIL PENGANTI	OH KANTOR	MAINTENANCE	INSURANCE	RESIDUAL VALUE	EXPEDITION COST	MODIFICATION COST	GPS COST	AGENT FEE	KEUR	LOW
0	-254,900,000	0	0	0	0	0	0	0	0	0	0	0	0	0
1	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
2	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
3	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
4	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
5	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
6	-19,836,640	5,600,000	4,205,850	3,823,500	5,098,000	7,647,000	4,662,290	0	0	0	0	0	0	0
7	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
8	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
9	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
10	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
11	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
12	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
13	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
14	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
15	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
16	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
17	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
18	-19,836,640	5,600,000	4,205,850	3,823,500	5,098,000	7,647,000	4,662,290	0	0	0	0	0	0	0
19	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
20	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
21	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
22	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
23	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
24	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
25	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
26	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
27	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
28	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
29	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
30	-19,836,640	5,600,000	4,205,850	3,823,500	5,098,000	7,647,000	4,662,290	0	0	0	0	0	0	0
31	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
32	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
33	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
34	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
35	5,600,000	5,600,000	0	0	0	0	0	0	0	0	0	0	0	0
36	189,128,000	5,600,000	0	0	0	0	0	183,528,000	0	0	0	0	0	0
37	0	0	0	0	0	0	0	0	0	0	0	0	0	0
38	0	0	0	0	0	0	0	0	0	0	0	0	0	0
39	0	0	0	0	0	0	0	0	0	0	0	0	0	0
40	0	0	0	0	0	0	0	0	0	0	0	0	0	0
41	0	0	0	0	0	0	0	0	0	0	0	0	0	0
42	0	0	0	0	0	0	0	0	0	0	0	0	0	0
43	0	0	0	0	0	0	0	0	0	0	0	0	0	0
44	0	0	0	0	0	0	0	0	0	0	0	0	0	0
45	0	0	0	0	0	0	0	0	0	0	0	0	0	0
46	0	0	0	0	0	0	0	0	0	0	0	0	0	0
47	0	0	0	0	0	0	0	0	0	0	0	0	0	0
48	0	0	0	0	0	0	0	0	0	0	0	0	0	0
49	0	0	0	0	0	0	0	0	0	0	0	0	0	0
50	0	0	0	0	0	0	0	0	0	0	0	0	0	0
51	0	0	0	0	0	0	0	0	0	0	0	0	0	0
52	0	0	0	0	0	0	0	0	0	0	0	0	0	0
53	0	0	0	0	0	0	0	0	0	0	0	0	0	0
54	0	0	0	0	0	0	0	0	0	0	0	0	0	0
55	0	0	0	0	0	0	0	0	0	0	0	0	0	0
56	0	0	0	0	0	0	0	0	0	0	0	0	0	0
57	0	0	0	0	0	0	0	0	0	0	0	0	0	0
58	0	0	0	0	0	0	0	0	0	0	0	0	0	0
59	0	0	0	0	0	0	0	0	0	0	0	0	0	0
60	0	0	0	0	0	0	0	0	0	0	0	0	0	0
61	0	0	0	0	0	0	0	0	0	0	0	0	0	0
62	0	0	0	0	0	0	0	0	0	0	0	0	0	0
63	0	0	0	0	0	0	0	0	0	0	0	0	0	0
64	0	0	0	0	0	0	0	0	0	0	0	0	0	0
65	0	0	0	0	0	0	0	0	0	0	0	0	0	0
66	0	0	0	0	0	0	0	0	0	0	0	0	0	0
67	0	0	0	0	0	0	0	0	0	0	0	0	0	0
68	0	0	0	0	0	0	0	0	0	0	0	0	0	0
69	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70	0	0	0	0	0	0	0	0	0	0	0	0	0	0
71	0	0	0	0	0	0	0	0	0	0	0	0	0	0
72	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	53,918,081	201,600,000	12,617,550	11,470,500	15,294,000	22,941,000	13,986,869	183,528,000	0	0	0	0	0	0