

Customer Name: Five-R associates  
 Offer Ref: CWPL-AM/2076/19F  
 Sales Person: Md. Rashedul Islam

**DG-Local**

| Particular                                              | BDT     | Qty | BDT              | Remarks  |
|---------------------------------------------------------|---------|-----|------------------|----------|
| PS 45 KVA                                               | 800,000 | 1   | 800,000          |          |
| Foreign Canopy-Floor type                               | 205,000 | 1   | 205,000          |          |
| Local ATS                                               | 35,000  | 1   | 35,000           |          |
| VAT & AIT @ 7.5%                                        |         |     | 78,000           |          |
| <b>Total Sales Value</b>                                |         |     | <b>1,118,000</b> |          |
| <b>Total Sales Cost without VAT (See the Breakdown)</b> |         |     | <b>1,020,593</b> |          |
| Stock Age Days                                          |         |     | 439              | Over Age |
| Actual CM amount                                        |         |     | 97,407           |          |
| % of Actual CM                                          |         |     | 8.71%            |          |
| % of Budget CM                                          |         |     | 12.00%           |          |
| % of Variance CM                                        |         |     | -3.29%           | Negative |

**Breakdown of Product Cost:**

|                                             |            |      | BDT              | Remarks |
|---------------------------------------------|------------|------|------------------|---------|
| <b>Product Cost:</b>                        |            |      |                  |         |
| PS 45 KVA                                   | 728,359.00 | 1    | 728,359          |         |
| Transportation Cost                         | 18,500.00  | 1    | 18,500           |         |
| <b>Total DG Cost</b>                        |            |      | <b>746,859</b>   |         |
| Foreign Canopy-Floor type                   | 149,500.00 | 1.00 | 149,500          |         |
| Local ATS                                   |            |      | 25,964           |         |
| Engineer Commissioning Expenses (Estimated) |            |      | 3,500            |         |
| <b>Total Product Cost</b>                   |            |      | <b>925,823</b>   |         |
| <b>Other Cost:</b>                          |            |      |                  |         |
| TAF                                         |            |      | -                | 0.00%   |
| VAT & AIT @7.5 % (Actual)                   |            |      | 78,000           |         |
| Warranty @ .5%                              |            |      | 5,590            |         |
| Contingency @1%                             |            |      | 11,180           |         |
| <b>Total Sales Cost</b>                     |            |      | <b>1,020,593</b> |         |

Note: " If % of CM stands negative figures than budgeted % of cost, CEO acknowledgement is mandatory to be required."

*Handwritten signature*  
 26.06.19  
 FICO

*Handwritten signature*  
 COO

*Handwritten signature*  
 CEO