

# BelanjaSeberang.com

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We are humbly thank you for giving us this opportunity to work with you

# INTRODUCTION ON MY BUSINESS MODEL

Belanjaseberang.com  
(previously known as Tolongbeli.com.my)

# Solved Cross Border Purchases & Shipment

- Connect Malaysian customer to Indonesian shopping platform, as we know Indonesia shopping platform eg; Tokopedia and Shopee Indonesia did not accept payment and postage outside Indonesia.
- Thus our parts comes to play in solving the problem. We do purchasing and shipping back to Malaysia on behalf of customer.
- Make Indonesian cross border shopping ease and available to most Malaysian customer.

## Why do you need to choose us?

- We manage our warehouses to ship from Indonesia to Malaysia for the benefit of our users, enabling us to provide a speedy and reliable delivery service.
- ***Belanjaseberang.com*** also provide online shoppers with a safe and secure shopping experience.
- ***Belanjaseberang.com*** can also be a special assistant for you at a cheap cost compared to buyandship.com.my in resolving payment and delivery issues that cross the country.
- ***Belanjaseberang.com*** accepts customers from all entire Malaysia, and you can find it easier to use our service. You can select any item you wish to purchase from Tokopedia, Shopee, and Belanjaseberang.com will assist you in completing the transaction successfully and safely

# Features In Brand New Website

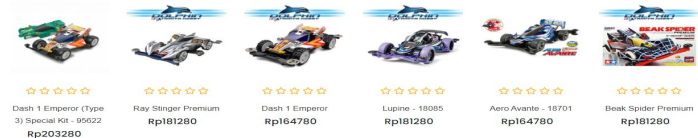
- Use the search bar to find objects.
- Search by item links
- This feature already build by me and costly function to build,what makes this so special? Because its scrapping product in realtime from tokopedia & shopee not many web developer can do this.



Find what you want! Start your indonesian shopping journey now!

Search with keyword or item link...

Search



# Easy Payment With Wallet Integration

- Wallet balance can be use to pay for products
- Easy “Wallet Refund”, so customer can use to buy other product if the initial one out of stock.
- Easy “Refund to Bank Account”. If customer did not find his wanted item, they can simply ask for refund to their bank account.

Your wallet

Balance: RM 909.0

Recharge from user	+RM 1.0
Test transaction	+RM 6000.0
Product purchase	-RM 60.0
Product purchase	-RM 31.0

Ask for a Refund

Name

Bank Name

Account Number

Account Number

Value to withdraw

800

Ask For Refund

All the website features were aim to increase orders and keep high rentations among interested customer . Before this we doing a whatsapp order things can be slow and customer loves to compare prices between sellers if in whatsapp. With this new features customer can simulate product they wanted numerous time.

# How We Make Profits?

This come with a few calculation

- Exchange conversion calculation between Rupiah to Ringgit. We use a safe measure to protect against currency inflation. As example we use

RM1=RP3300

- We also charge 10% to customer on their total Item spend this will include Product + shipping to Malaysia.
- We also mark up the original price on shipping. This step is to protect us from other possibility if the courier provider decide to change price without notice. Currently RM30/kg/vol but we charge RM35/kg/vol right now
- Next page will show calculation example



# How We Make Profits

Currency rate RM1=RP3300 , Fees 10% , We use this item as example total item cost Rp 4944600

Item price :

Rp 4944600 / 3300 = RM 1498.37

RM 1498.37 \* 10% = RM 1648.21 (total item customer pay)

***So we just make profit RM 149.84*** for item (10% fees)

Air Shipping price RM35/kg/vol , fees 10% for

This joran shimano size is 11cm x 11cm x 176cm @ Actual weight 3kg

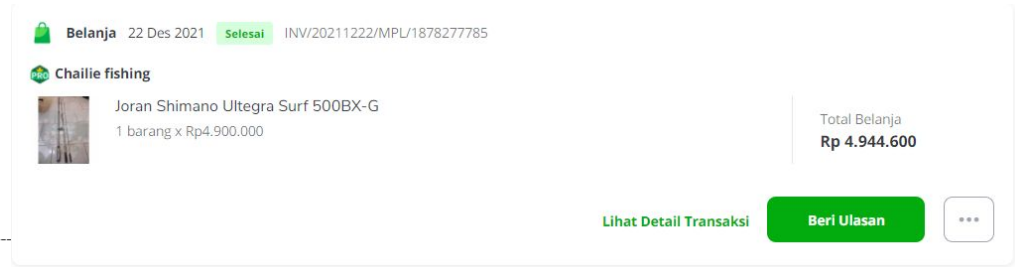
But it have bigger volume weight so the volume weight is 4.2kg will be rounded to 5kg

5kg x RM 35 = RM 175

RM175 x 10% = RM 192.5

***So we just make profit RM 17.5*** / if add RM 5/kg from current price profit will be RM 25@5kg ***RM42***

Next slide will shows my exel calculator with same calculation\*



# Exel Calculator

RM / KG	35	<div><div><div>PENGIRAAN KOS POS BERDASARKAN VOLUMETRIC DAN BERAT ACTUAL</div><div>Panjang, Lebar, Tinggi, Untuk tentukan pos barang berdasarkan size VS KG, Kilogram, Untuk tentukan pos berdasarkan berat</div></div></div>	<div><div><div><div><div></div><div></div></div><div>TolongBeli.com.my</div></div></div></div>			
L	cm				11	
W	cm				11	
H	cm				176	
FIXED KG					5000	
		3	Charged Vol/kg	RM	Upah 10%	RM NILAI POSTAGE
Size		4.2592	5	175	17.5	192.5
Berat		3	3	105	10.5	115.5
						<div><div>JUMLAH BAYAR</div><div>1840.71</div></div>
Barang						
No.Item	Barang+upah 10%	Total bayar				
1	1648.207	1648.21				
2	0					
3	0					
4	0					
5	0					
6	0					
7	0					
8	0					
9	0					
10						
11						
Item Price 1648.21						

Multiple Item	KADAR TUKAR, RP ~ MYR			Round up
1	4,944,600	3300	1498.363636	1498.37
2		3300	0	0
3		3300	0	0
4	0	3300	0	0
5	0	3300	0	0
6		3300	0	0
7		3300	0	0
8		3300	0	0
9		3300	0	0

So total value customer paid is RM 1840.71

Profit **RM 167.34** (at RM35/kg rate)

This profit RM **192.34** (if use add RM5 x 5kg + RM17.5)

# Fund delegation



Warehouse RM 12,000 - RM 15,000

Include some utility deposit

Initial fund RM 100,000

Warehouse RM 15,000


Balance ***RM 85,000***




**Rp 32 Juta per tahun**

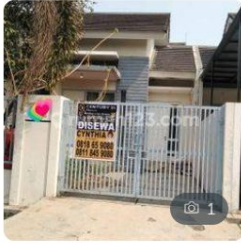

rumah cantik siap 1 lantai siap huni di gra...  
Bekasi Timur, Bekasi

🏠 3 🚗 3 LT : 119 m<sup>2</sup> LB : 75 m<sup>2</sup>

 Rohman galeri  
Tayang Sejak 26 Juli, 2019

[+628131131131](tel:+628131131131) [WhatsApp](#)







**Rp 32 Juta per tahun**

Disewakan Rumah Siap Huni di Cluster If...  
Harapan Indah, Bekasi

🏠 3 🚗 2 LT : 144 m<sup>2</sup> LB : 77 m<sup>2</sup>





# Office Hardware

Mini Pc 1 unit RM 300

<div><div>Star</div><div>Hakiki Komputer</div><div>chat sekarang</div></div>				
<div><div> Komputer CPU PC Mini Murah Berkualitas dan Bergaransi</div><div>Variasi: 4GB</div><div>Rp50.000</div><div>1</div><div>Rp50.000</div></div>				
<div><div>Pesan: <input type="text" value="(Optional) Tinggalkan pesan ke penjual"/></div><div><div>Opsl Pengiriman:</div><div><div>Regular</div><div>UBAH</div></div><div>Akan diterima pada tanggal 2 - 6 Jan</div><div>Rp40.000</div></div></div>				
<div>Total Pesanan (1 Produk): <b>Rp890.000</b></div>				

Monitor 2 unit RM 1300

<div>Produk Dipesan</div> <div><div>Star</div><div>Central Technology Computer</div><div>chat sekarang</div></div>				
<div><div> Monitor LED Lenovo D24-20 24" VA 1080p VGA HDMI 75Hz ...</div><div>Rp2.030.000</div><div>2</div><div>Rp4.060.000</div></div>				
<div><div>Pesan: <input type="text" value="(Optional) Tinggalkan pesan ke penjual"/></div><div><div>Opsl Pengiriman:</div><div><div>Regular</div><div>UBAH</div></div><div>Akan diterima pada tanggal 1 - 5 Jan</div><div>Rp168.000</div></div></div>				
<div>Total Pesanan (2 Produk): <b>Rp4.228.000</b></div>				

Thermal Printer RM 239

<div>Produk Dipesan</div> <div><div>Star</div><div>Point Technology</div><div>chat sekarang</div></div>				
<div><div> PROMO Printer cetak resi Barcode Thermal EPPOS EP9200U...</div><div>Rp790.000</div><div>1</div><div>Rp790.000</div></div>				
<div><div>Pesan: <input type="text" value="(Optional) Tinggalkan pesan ke penjual"/></div><div><div>Opsl Pengiriman:</div><div><div>Regular</div><div>UBAH</div></div><div>Akan diterima pada tanggal 1 - 4 Jan</div><div>Rp28.000</div></div></div>				
<div>Total Pesanan (1 Produk): <b>Rp818.000</b></div>				

mouse/keyboard RM 100




Stationary RM100

RM 85,000

**Balance RM 82,961**

# Store Hardware

Weight Balance RM 250

Produk Dipesan		Harga Satuan	Jumlah	Subtotal Produk
<div> sinar_abadi_teknik</div> <div> chat sekarang</div>				
	Timbangan Duduk Digital Rail Nankai 150Kg / Timbangan Di...	Rp595.000	1	Rp595.000
Pesan: <div><input type="text" value="(Opsional) Tinggalkan pesan ke penjual"/></div>		Opsi Pengiriman:		
		Hemat	UBAH	Rp170.000
		Akan diterima pada tanggal 1 - 4 Jan		
Total Pesanan (1 Produk):				Rp765.000

Storage Rack 2 unit RM 950

Produk Dipesan		Harga Satuan	Jumlah	Subtotal Produk	
PT. Indo Asia Sukses <a href="#">chat sekarang</a>					
	Rak Gudang SUCA Kapasitas 200KG/Tingkat (4 Tingkat)	Variasi: Lebar 60xPanjang 180,TL...	Rp1.581.000	2	Rp3.162.000
Pesan: <input type="text" value="(Optional) Tinggalkan pesan ke penjual"/>		Opsi Pengiriman:			
		Reguler	UBAH	Rp12.000	
		Akan diterima pada tanggal 2 - 8 Jan			
Total Pesanan (2 Produk):				Rp3.174.000	

Sellotape machine RM50

Thermal Paper RM 100

Initial RM 82,961

**Balance RM 81,711**

# Working Visa

## Working Visa divided into 2



- 2 year Investor Visa 2 ye is for Me USD 1000 @ RM 4200
- 1 year Employee Visa for worker 1 person USD 800 @ RM 3350
- 1 Year Additional tax for 1 working employee USD 1200 @ RM 5100

Cost RM 12,650

\*That Usd 500 is my last year already accounting report paid\*

Initial RM 81,711

**Balance RM 69,061**



**Quotation**  
Quote No. : 2112475  
Quote Date : 22 Dec 2021

Quote to : 

Mr. Mohamad Adib Bin Bakhruddin  
[ Tolong Beli ]

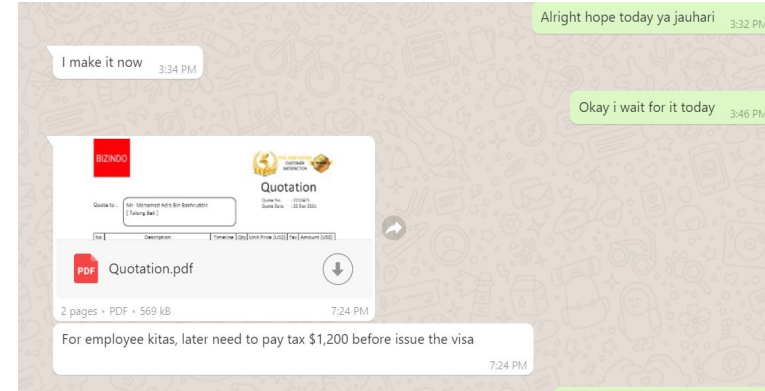
No.	Description	Timeline	Qty	Unit Price (US\$)	Tax	Amount (US\$)
1	Investor Kitas - 2 years	1-2 Mths	1	1,000	N	1,000
2	Employee Kitas	1-2 Mths	1	800	N	800
3	Tax and Accounting Report 2021	1 Year	1	500	N	500
Sub total :						2,300
VAT 10% :						-
Total Invoice :						2,300

Say 

Two thousand Three Hundred US Dollar.

Notes :  
Kindly transfer to below bank account:  
Name of Bank: PT Bank DBS Indonesia  
Beneficiary Name: PT Bizindo Asia Global  
No. of Account: 2006-89-289  
Swift Code: DBSB IDJA

PT Bizindo Asia Global  
**PT. BIZINDO ASIA GLOBAL**



# Flight ticket & Quarantine Hotel

## 2 Person Flight Ticket @ RM 1268 (depends on date)

Economy Flex, I ask my friend currently working at mas said that economy Flex have

If flight is canceled we can do a rebooking. 30kg luggage

## Quarantine Hotel With Covid Facilities @ RM3700.96

Package with 2 person 8 days 7 night

- Airport to hotel transport included
- 3 time meals a day
- 2 pcs swab test kit
- Clearance letter satgas covid-19

Cost RM 4,968.96

Initial RM 69,061

**Balance RM 64092.04**

Fare Details

TOTAL

MYR 1,268.00

One way fare for all passengers (including taxes and fees)

Fare Details

2 Adults

MYR 1,268.00

MYR 1,268.00

Air Fare

MYR 1,164.00

Taxes, Fees and Charges

MYR 104.00

Itinerary Details

Kuala Lumpur - Jakarta

Tue 01 Mar 2022

13:40

02h 05m

14:45

KUL Terminal M

CGK Terminal 3

Malaysia Airlines (MH 721)

Boeing 737-800

Economy

S

Economy Flex

(2 adults)

Adults

## Quarantine Packages

At Novotel Jakarta Mangga Dua Square

Our latest quarantine package offers will guarantee your health and safety to be our top priority after your trip from abroad.

### 8 Days 7 Nights

Room Type	Single	Twin Share	Additional Person
Deluxe Room	IDR 8,500,000	IDR 12,500,000	IDR 4,000,000
Deluxe Suite	IDR 12,500,000	IDR 16,500,000	IDR 4,000,000
Deluxe Suite with Balcony	IDR 16,500,000	IDR 20,500,000	IDR 4,000,000

### Inclusive

- 21% Government Tax and Service Charge
- 3 times meals (breakfast, lunch, and dinner) per day, served in meal boxes per person
- 3 pcs laundry per day per person (non-accumulative)
- 2 times PCR swab test per person
- Transport fee from Soekarno Hatta Airport to the hotel
- Clearance Letter from SATGAS COVID-19
- Internet Connection (Wi-Fi)







# Internet Connection

Internet connection for Initial setup For now we didn't see any Unlimited Connection for Mobile, only have fiber connection for home for now, we searching for Business Internet Plan in every possible provider but only shows home connection which we think its cheap And a very good deal.

Maybe initial setup RM500 , as we did not find any possible price for business and foreigner.

Initial RM 63,087.04

***Balance RM 62,587.04***

The image displays three promotional cards for internet packages, each featuring a speed indicator (a red arc with a number inside) and a 'PROMO' tag. The first card shows 'up to 50 mbps' for 'Paket 2P Internet Phone Digital Channel 2021' at 'Rp 445.000 /bulan'. The second card shows 'up to 100 mbps' for the same package at 'Rp 795.000 /bulan'. The third card shows 'up to 30 mbps' for 'Paket IndiHome 2P Internet + TV (Dengan Akses Disney+ Hotstar)' at 'Rp 370.000 /bulan'. Each card has a red button labeled 'Berlangganan' and a link 'Lihat benefitnya'.

Package	Speed	Price
Paket 2P Internet Phone Digital Channel 2021	up to 50 mbps	Rp 445.000 /bulan
Paket 2P Internet Phone Digital Channel 2021	up to 100 mbps	Rp 795.000 /bulan
Paket IndiHome 2P Internet + TV (Dengan Akses Disney+ Hotstar)	up to 30 mbps	Rp 370.000 /bulan

# Marketing Cost

We aim to deliver this business model to reach most audience. We now already in last phase in finalizing our brand new website (BelanjaSeberang.com) and ready to push on paid marketing via online social platform and PPC network

**Social platform influencer** is right choice as there are so many niches in this platform such as Motorsport where there are huge audience in this niches. Another niches is hobby item such as collecting limited item figura, merchandise band and many others. Influencer is good to increase brand and awareness among potential customer.

Cost RM20,000 for a few strong influencer

**PPC Network** is a pay per click advertising such as fbs and google ads. This type of advertising can be effective enough to retarget customer that already see or google our services before. We do not have experience in this in expert ways but in general this is possible to do.

Cost RM 20,000 per year

Total RM 40,000

**Initial balance 62,587.04**

***Balance RM 22,587.04***

# Target Profit Per Month

For first 2-3 starting month (after we set proper warehouse in Indonesia) we target to accomplish this milestone.

Make sale at least RM 5,000 per day, at net profit 10% @ RM 500

RM 5000 x 30 days = RM 150,000

RM 150,000 x 10% = **RM 15,000**

		No.	Reference	Details		Amount	Amount	Description	No.
1	13-Dec-2021 19:40		Expenses		MOHAMAD ADIB BIN BA	200.00	16,361.98	TR TO SAVINGS	12914599
2	13-Dec-2021 18:15	NURALIAA BINTI MOHD	nur ishray izha			5,299.67	16,561.98	I-FUNDS TR FROM SA	676975064
3	13-Dec-2021 14:27	MUHAMMAD AMIERUL 'AI			Fund transfer	457.01	11,262.31	INSTANT TRANSFER	507311422
4	13-Dec-2021 13:26	AZMAN BIN MAMAT	Tolongbeli			162.67	10,805.30	I-FUNDS TR FROM SA	676494281
5	13-Dec-2021 13:08	MUHAMMAD AIZUDDIN BI		idrus	Fund transfer	38.50	10,642.63	INSTANT TRANSFER	312470680
6	13-Dec-2021 12:38	RHR BARAKAH ENTERPRI			Order stok	1,044.15	10,604.13	INSTANT TRANSFER	707302125
7	13-Dec-2021 11:36	MUHAMMAD ALIFF FITRI	tolong beli			137.85	9,559.98	I-FUNDS TR FROM SA	676312625

This is possible because there are time we getting Rm 5,000 transaction with only 1 customer in that date. If we manage to bring more customer per day it will be potentially bringing more revenue without hoping for big transaction. What we aim is more customer regardless his purchase value.

Thank you for your Interest in our Startup Company and we do appreciate it!

END OFF SLIDE