BelanjaSeberang.com

This Flow Presentation are Prepared by : **Mohamad Adib Bin Bakhruddin**

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

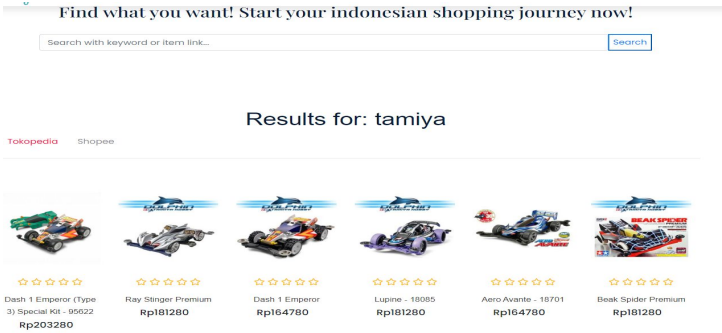
- Connect Malaysian customer to Indonesian shopping platform, as we know Indonesia shopping platform eg; Tokopedia and Shopee Indonesia did not accept payment and postage outside Indonesia.
- Thus our parts comes to play in solving the problem. We do purchasing and shipping back to Malaysia on behalf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

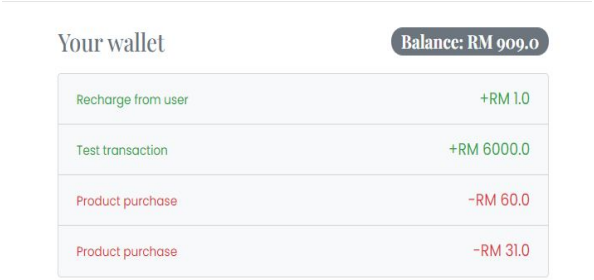
Features In Brand New Website

- 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.



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.



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

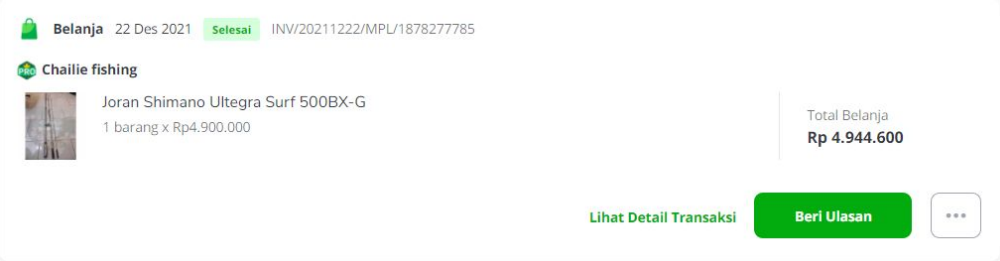
Currency rate RM1=RP3300 , Fees 10% , We use this item as example total item cost Rp 4944600

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
L cm	11
W cm	11
H cm	176
FIXED	5000
KG	3

PENGIRAAN KOS POS BERDASARKAN VOLUMETRIC DAN BERAT ACTUAL

Panjang, Lebar, Tinggi, Untuk tentukan pos barang berdasarkan size

V.S

KG, Kilogram, Untuk tentukan pos berdasarkan berat

		Charged Vol/kg	RM	Upah 10%	RM NILAI POSTAGE	
Size	4.2592	5	175	17.5	192.5	***192.5***
Berat	3	3	105	10.5	115.5	

JUMLAH BAYAR

1840.71

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	0	
11	0	

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

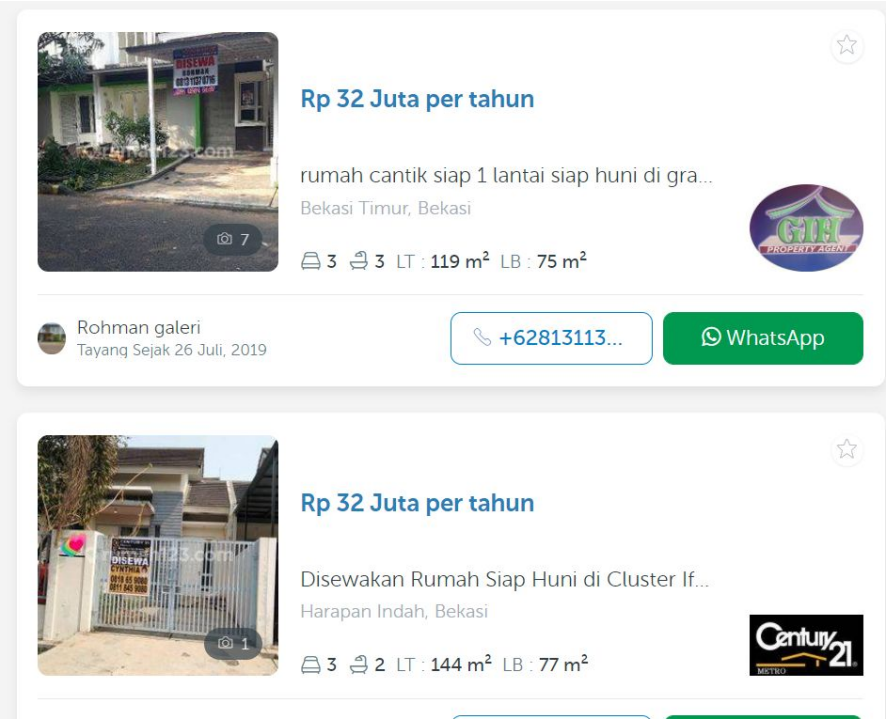
Warehouse RM 12,000 - RM 15,000

Include some utility deposit

Initial fund RM 100,000

Warehouse RM 15,000

Balance ***RM 85,000***



Office Hardware

Mini Pc 1 unit RM 300

Monitor 2 unit RM 1300

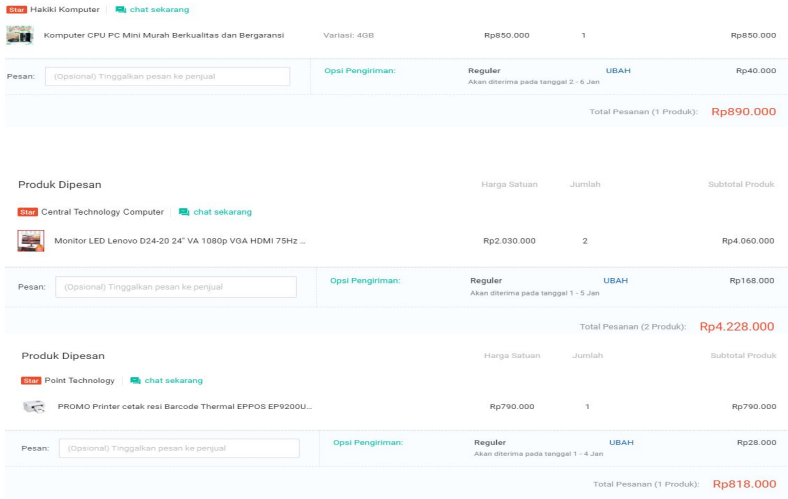
Thermal Printer RM 239

mouse/keyboard RM 100

Stationary RM100

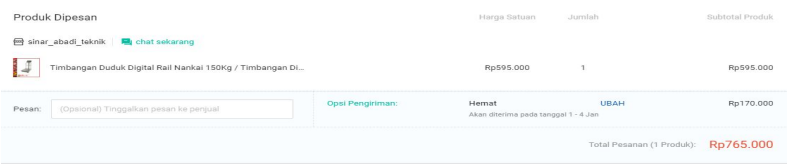
RM 85,000

Balance RM 82,961



Store Hardware

Weight Balance RM 250



Storage Rack 2 unit RM 950

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

BIZINDO

FIVE-STAR RATING! CUSTOMER SATISFACTION

TRUSTED SINCE

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

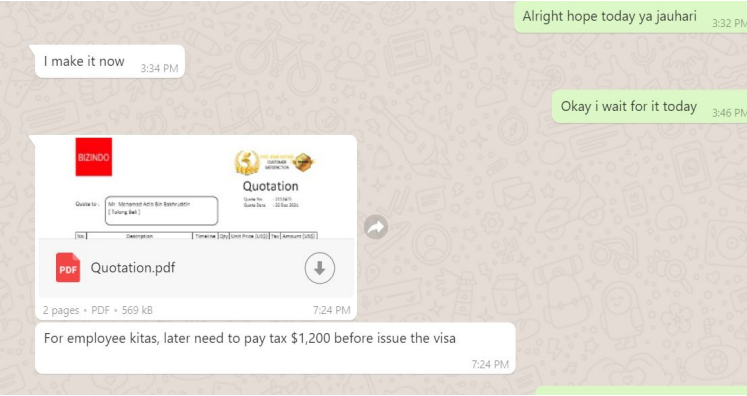
Say Two thousand Three Hundred US Dollar.

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

To accept this quotation, sign here and return:

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

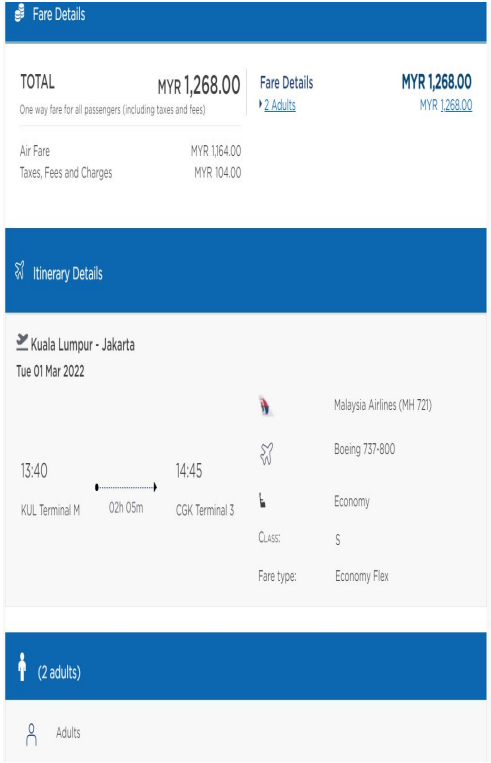
Package with 2 person 8 days 7 night

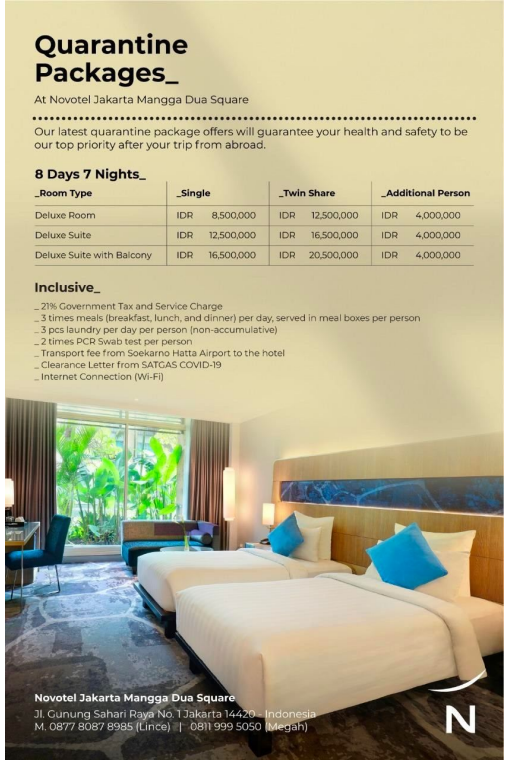
- Airport to hotel transport included
- 3 time meals a day
- 2 pcs swab test kit
- Clearance letter satgas covid-19

Cost RM 4,968.96

Initial RM 69,061

Balance RM 64092.04





Worker Welfare

For 2 person

Floor bed @ RM 680

Pillow @ 125

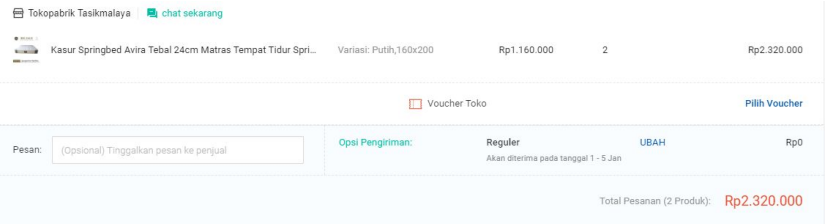
Table fan@ RM 170

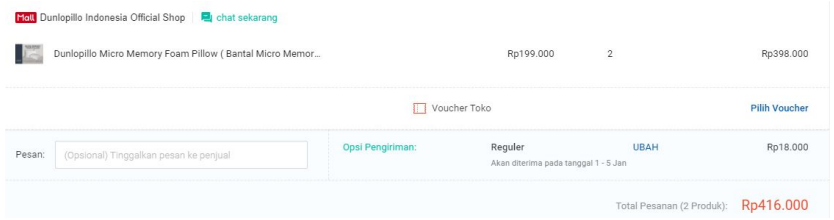
Blanket @ RM30

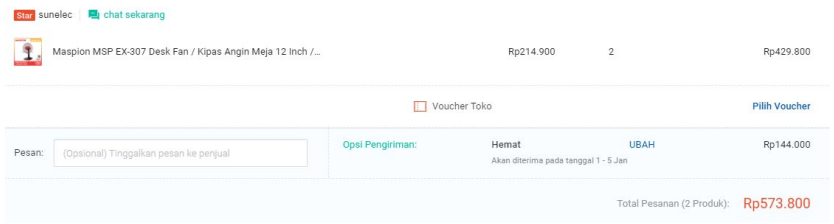
Total RM 1005

Initial RM **64,092.04**

Balance RM 63,087.04







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

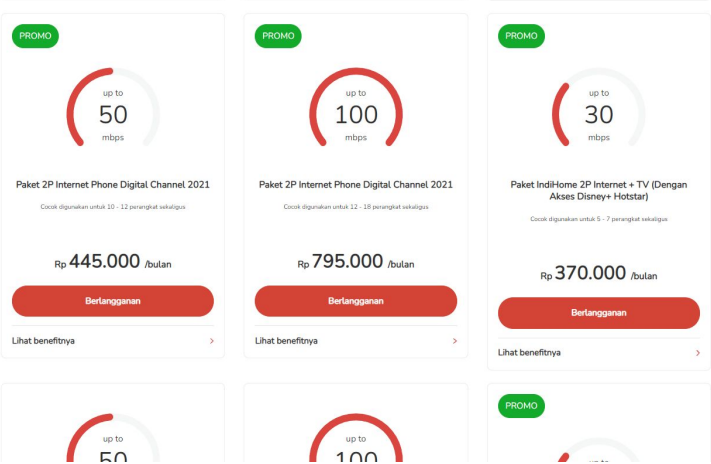
in every possible provider but only shows home connection which we think its cheap

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



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 ishrah 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