



Mountain Cat Durian

BUSINESS PROPOSAL

By MAKATAS INDUSTRIES SDN BHD



2 feet Freezer



Name	Quantity	Retail Price	Total (RM)
300g D197 Musang King Pulp	10 pcs	RM65	RM 650.00
15 g D24 Durian Crepe	10 pcs	RM21	RM 210.00
120g Musang King Durian Mochi	20 pcs	RM16	RM 320.00
80ml Popsicle Durian Gelato	40 pcs	RM16	RM 640.00
60g Musang King Durian Cheesecake	40 pcs	RM11	RM 440.00
50g Freeze Dried Durian	20 pcs	RM30	RM 600.00
Total			RM 2,860.00

3 feet Freezer



Name	Quantity	Retail Price	Total (RM)
300g D197 Musang King Pulp	15 pcs	RM65	RM 975.00
150g D24 Durian Crepe	15 pcs	RM21	RM 315.00
12 g Musang King Durian Mochi	30 pcs	RM16	RM 480.00
80ml Popsicle Durian Gelato	40 pcs	RM16	RM 640.00
60g Musang King Durian Cheesecake	50 pcs	RM11	RM 550.00
50g Freeze Dried Durian	20 pcs	RM30	RM 600.00
Total			RM 3,560.00

4 feet Freezer



Name	Quantity	Retail Price	Total (RM)
300g D197 Musang King Pulp	15 pcs	RM65	RM 975
150g D24 Durian Crepe	10 pcs	RM21	RM 210
120g Musang King Durian Mochi	20 pcs	RM16	RM 320
80ml Popsicle Durian Gelato	70 pcs	RM16	RM 1,120
60g Musang King Durian Cheesecake	60 pcs	RM11	RM 660
50g Freeze Dried Durian	20 pcs	RM30	RM 600
Total			RM 3,885

Price List

Product	Retail Price	Price per carton
300g D197 Musang King Durian Pulp	RM 65.00	24 boxes x 1 ctn = RM 1,560.00
150g D24 Durian Crepe	RM 21.00	24 boxes x 1 ctn = RM 504.00
120g Musang King Durian Mochi	RM 16.00	46 boxes x 1 ctn = RM 736.00
80 ml Popsicle Durian Gelato	RM 16.00	90 pcs x 1 ctn = RM 1,440.00
60g Musang King Durian Cheesecake	RM 11.00	100 cups x 1 ctn = RM 1,100.00
Freeze Dried Durian	RM 30.00	24 boxes x 1 ctn = RM 720.00
1kg Durian Gelato Powder	RM 250.00	14 packs x 1 ctn = RM 3,500.00
1kg Durian Earl Grey Latte Powder	RM 130.00	14 packs x 1 ctn = RM 1,820.00
1kg Durian Matcha Latte Powder	RM 130.00	14 packs x 1 ctn = RM 1,820.00
500g D24 Durian Powder	RM 190.00	14 packs x 1 ctn = RM 2,660.00
500g D197 Musang King Durian Powder	RM 350.00	14 packs x 1 ctn = RM 4,900.00

Price List

Product	Retail Price	Price per carton
500g Durian Kampung Frozen Paste	RM 34.00	52 packs x 1 ctn = RM 1,768.00
400g Frozen Durian Puree	RM 25.00	52 packs x 1 ctn = RM 1,300.00
500g D197 Musang King Frozen Paste	RM 85.00	52 packs x 1 ctn = RM 4,420.00
500g D24 Durian Frozen Paste	RM 45.00	52 packs x 1 ctn = RM 2,340.00
200g Frozen Durian Samosa (20g x 10 pcs)	RM 28.00	30 packs x 1 ctn = RM 840.00
60g Musang King Durian Mooncake	RM 19.00	120 packs x 1 ctn = RM 2,280.00



Price List for B2B (Bakery/Restaurant)

A. Durian Dessert

Product Photo	Product Name	Rate		
		Cost	RRP	Unit
	300g D197 Musang King Durian Pulp	30%	RM 65	Pack
	300g D24 Durian Pulp	30%	RM 30	Pack
	150g D24 Durian Crepe	30%	RM 21	Box
	120g Musang King Durian Mochi	30%	RM 16	Box

Price List for B2B (Bakery/Restaurant)

Product Photo	Product Name	Rate		
		Cost	RRP	Unit
	80 ml Popsicle Durian Gelato	30%	RM 16	Box
	60g Musang King Durian Cheesecake	30%	RM 11	Cup
	Freeze Dried Durian	30%	RM 30	Box
	200g Frozen Durian Samosa	30%	RM 28	Pack
	60g Musang King Durian Mooncake	30%	RM 19	Pack

Price List for B2B (Bakery/Restaurant)

B. Durian Paste

Product	Rate		
	Cost	RRP	Unit
500g D197 Musang King Frozen Paste	20%	RM 85	Pack
500g D24 Durian Frozen Paste	20%	RM 45	Pack
500g Durian Kampung Frozen Paste	20%	RM 34	Pack
400g Frozen Durian Puree	20%	RM 25	Pack



Price List for B2B (Bakery/Restaurant)

C. Durian Powder

Product	Rate		
	Cost	RRP	Unit
1kg Durian Gelato powder	20%	RM 250	Pack
500g D24 Durian Powder	20%	RM 190	Pack
500g D197 Musang King Durian Powder	20%	RM 350	Pack
500g Durian Earl Grey Latte Powder	20%	RM 68	Pack
500g Durian Matcha Latte Powder	20%	RM 68	Pack



Shipping Cost (Klang Valley)

Quantity	Price per location
1 carton	RM30/ctn
2 – 5 cartons	RM25/ctn
6 – 10 cartons	RM20/ctn
11 – 20 cartons	RM15/ctn
Above 20 cartons	Free shipping



Shipping Cost (Outside Klang Valley)

Quantity	Price per location
1 carton	RM90/ctn
2 – 5 cartons	RM80/ctn
6 – 10 cartons	RM70/ctn
11 – 20 cartons	RM65/ctn
Above 20 cartons	RM50/ctn



FROZEN DURIAN PULPS

Storage & Distribution Condition: Storage at below -18°C

Intended Use and Consumer: Ready to eat

ITEMS	SPECIFICATION
Product	FROZEN DURIAN PULP
1.Important characteristic a) Classification b) Storage Temp c) Whether need heating before consumption d) Additives	•Frozen Durian Pulp •Storage at -18°C or lower •No • No
a) Microbiological; standards:	
TPC	< 10 ⁵ cfu/g
Coliforms	< 10 ⁵ cfu/g
E-coli	Absent
Staphylococcus aurous	Absent
Salmonella	Absent
2.Packaging	Paper Packaging Box, Tray, Nylon Bag Foam Box, Carton Box, Layer pad
3.Materials	Durian fruit
4.Sensitive materials	Nil
5.Potential materials that can cause hypersensitivity	Nil
6.Process type	Frozen in blast freezer at temperature -30° C or lower for 30 minutes.
7.Production date	2 years after date of production.
8.Export country	Japan/ Cambodia/ Hong Kong/ China/Canada/ US/Taiwan/Vietnam/ Indonesia.
9.Label Information	Product Name, Country Origin, Shelf life, Raw Material, Net Weight, Importer, Storage temperature
10.Transportation Condition	Frozen (below -18°C)
11. Intended consumer	Suitable for general public. This product does not contain any allergen

FROZEN DURIAN PASTE

Storage & Distribution Condition: Storage at below -18°C

Intended Use and Consumer: Ready to eat

ITEMS	SPECIFICATION
Product	FROZEN DURIAN PASTE
1.Important characteristic a) Classification b) Storage Temp c) Whether need heating before consumption d) Additives	•Frozen Durian Pulp •Storage at -18°C or lower •No • No
a) Microbiological; standards:	
TPC	< 10 ⁵ cfu/g
Coliforms	< 10 ⁵ cfu/g
E-coli	Absent
Staphylococcus aurous	Absent
Salmonella	Absent
2.Packaging	Nylon Bag Foam Box, Carton Box, Layer pad
3.Materials	Durian Pulp
4.Sensitive materials	Nil
5.Potential materials that can cause hypersensitivity	Nil
6.Process type	Frozen in blast freezer at temperature -30° C or lower for 30 minutes.
7.Production date	2 years after date of production.
8.Export country	Japan/ Cambodia/ Hong Kong/ China/Canada/ US/Taiwan/Vietnam/ Indonesia.
9.Label Information	Product Name, Country Origin, Shelf life, Raw Material, Net Weight, Importer, Storage temperature
10.Transportation Condition	Frozen (below -18°C)
11. Intended consumer	Suitable for general public. This product does not contain any allergen

Thank You

