

TYPE / OTR	Sisa	ADDB 20%		Sisa	ADDM 25%		Sisa	ADDM 30%	
		Angsuran	Bayar I		Angsuran	Bayar I		Angsuran	Bayar I
NEW AYLA 1.0 M AT	12	10,595,000	31,730,000	11	9,845,000	48,438,000	9,224,000	54,679,000	
	24	5,987,000	31,730,000	23	5,582,000	44,175,000	5,239,000	50,694,000	
	36	4,463,000	31,730,000	35	4,167,000	42,760,000	3,920,000	49,375,000	
	48	3,792,000	31,730,000	47	3,548,000	42,141,000	3,345,000	48,800,000	
137,250,000	60	3,433,000	31,730,000	59	3,214,000	41,807,000	3,036,000	48,491,000	
NEW AYLA 1.0 X MT	12	10,454,000	31,360,000	11	9,714,000	47,844,000	9,092,000	53,992,000	
	24	5,907,000	31,360,000	23	5,507,000	43,637,000	5,169,000	50,069,000	
	36	4,403,000	31,360,000	35	4,111,000	42,241,000	3,868,000	48,768,000	
	48	3,741,000	31,360,000	47	3,498,000	41,628,000	3,301,000	48,201,000	
135,400,000	60	3,385,000	31,360,000	59	3,171,000	41,301,000	2,995,000	47,895,000	
NEW AYLA 1.0 X AT	12	11,185,000	33,250,000	11	10,394,000	50,887,000	9,729,000	57,464,000	
	24	6,331,000	33,250,000	23	5,898,000	46,391,000	5,541,000	53,276,000	
	36	4,718,000	33,250,000	35	4,406,000	44,899,000	4,146,000	51,881,000	
	48	4,009,000	33,250,000	47	3,749,000	44,242,000	3,535,000	51,270,000	
144,850,000	60	3,627,000	33,250,000	59	3,398,000	43,891,000	3,210,000	50,945,000	
NEW AYLA 1.0 X AB MT	12	10,729,000	32,080,000	11	9,970,000	49,000,000	9,341,000	55,321,000	
	24	6,077,000	32,080,000	23	5,662,000	44,692,000	5,315,000	51,295,000	
	36	4,526,000	32,080,000	35	4,227,000	43,257,000	3,980,000	49,960,000	
	48	3,846,000	32,080,000	47	3,599,000	42,629,000	3,393,000	49,373,000	
139,000,000	60	3,482,000	32,080,000	59	3,260,000	42,290,000	3,079,000	49,059,000	
NEW AYLA 1.0 X AB AT	12	11,460,000	33,970,000	11	10,649,000	52,042,000	9,969,000	58,784,000	
	24	6,486,000	33,970,000	23	6,048,000	47,441,000	5,677,000	54,492,000	
	36	4,834,000	33,970,000	35	4,515,000	45,908,000	4,248,000	53,063,000	
	48	4,108,000	33,970,000	47	3,844,000	45,237,000	3,624,000	52,439,000	
148,450,000	60	3,719,000	33,970,000	59	3,481,000	44,874,000	3,289,000	52,104,000	
NEW AYLA 1.0 X MT DLX	12	11,015,000	32,830,000	11	10,245,000	50,213,000	9,590,000	56,695,000	
	24	6,240,000	32,830,000	23	5,813,000	45,781,000	5,457,000	52,562,000	
	36	4,647,000	32,830,000	35	4,343,000	44,311,000	4,086,000	51,191,000	
	48	3,951,000	32,830,000	47	3,695,000	43,663,000	3,484,000	50,589,000	
142,750,000	60	3,575,000	32,830,000	59	3,347,000	43,315,000	3,164,000	50,269,000	
NEW AYLA 1.0 X AT DLX	12	11,746,000	34,720,000	11	10,916,000	53,246,000	10,227,000	60,167,000	
	24	6,653,000	34,720,000	23	6,199,000	48,529,000	5,819,000	55,759,000	
	36	4,950,000	34,720,000	35	4,627,000	46,957,000	4,357,000	54,297,000	
	48	4,213,000	34,720,000	47	3,940,000	46,270,000	3,715,000	53,655,000	
152,200,000	60	3,812,000	34,720,000	59	3,569,000	45,899,000	3,374,000	53,314,000	
NEW AYLA 1.2 X MT	12	11,139,000	33,130,000	11	10,351,000	50,694,000	9,690,000	57,245,000	
	24	6,305,000	33,130,000	23	5,874,000	46,217,000	5,518,000	53,073,000	
	36	4,695,000	33,130,000	35	4,388,000	44,731,000	4,129,000	51,684,000	
	48	3,992,000	33,130,000	47	3,733,000	44,076,000	3,520,000	51,075,000	
144,250,000	60	3,612,000	33,130,000	59	3,384,000	43,727,000	3,197,000	50,752,000	
NEW AYLA 1.2 X AT	12	11,934,000	35,210,000	11	11,099,000	54,042,000	10,390,000	61,065,000	
	24	6,759,000	35,210,000	23	6,298,000	49,241,000	5,912,000	56,587,000	
	36	5,034,000	35,210,000	35	4,705,000	47,648,000	4,427,000	55,102,000	
	48	4,280,000	35,210,000	47	4,003,000	46,946,000	3,774,000	54,449,000	
154,650,000	60	3,872,000	35,210,000	59	3,628,000	46,571,000	3,428,000	54,103,000	
NEW AYLA 1.2 R MT	12	11,674,000	34,530,000	11	10,848,000	52,941,000	10,164,000	59,819,000	
	24	6,612,000	34,530,000	23	6,161,000	48,254,000	5,783,000	55,438,000	
	36	4,924,000	34,530,000	35	4,599,000	46,692,000	4,330,000	53,985,000	
	48	4,187,000	34,530,000	47	3,916,000	46,009,000	3,692,000	53,347,000	
151,250,000	60	3,788,000	34,530,000	59	3,546,000	45,639,000	3,350,000	53,005,000	
NEW AYLA 1.2 R AT	12	12,478,000	36,610,000	11	11,596,000	56,289,000	10,855,000	63,630,000	
	24	7,067,000	36,610,000	23	6,585,000	51,278,000	6,182,000	58,957,000	
	36	5,270,000	36,610,000	35	4,923,000	49,616,000	4,632,000	57,407,000	
	48	4,481,000	36,610,000	47	4,191,000	48,884,000	3,952,000	56,727,000	
161,650,000	60	4,054,000	36,610,000	59	3,796,000	48,489,000	3,586,000	56,361,000	

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TYPE / OTR	Sisa	ADDB 20%		Sisa	ADDM 25%		Sisa	ADDM 30%	
		Angsuran	Bayar I		Angsuran	Bayar I		Angsuran	Bayar I
NEW AYLA 1.2 R MT DLX	12	11,979,000	35,330,000	11	11,141,000	54,234,000	10,430,000	61,285,000	
	24	6,785,000	35,330,000	23	6,322,000	49,415,000	5,935,000	56,790,000	
	36	5,053,000	35,330,000	35	4,723,000	47,816,000	4,444,000	55,299,000	
	48	4,297,000	35,330,000	47	4,018,000	47,111,000	3,789,000	54,644,000	
155,250,000	60	3,887,000	35,330,000	59	3,642,000	46,735,000	3,441,000	54,296,000	
NEW AYLA 1.2 R AT DLX	12	12,783,000	37,410,000	11	11,880,000	57,573,000	11,130,000	65,105,000	
	24	7,240,000	37,410,000	23	6,746,000	52,439,000	6,333,000	60,308,000	
	36	5,400,000	37,410,000	35	5,047,000	50,740,000	4,749,000	58,724,000	
	48	4,591,000	37,410,000	47	4,293,000	49,986,000	4,049,000	58,024,000	
165,650,000	60	4,153,000	37,410,000	59	3,891,000	49,584,000	3,677,000	57,652,000	
SIGRA 1.0 D MT	12	9,944,000	30,050,000	11	9,249,000	45,742,000	8,657,000	51,592,000	
	24	5,624,000	30,050,000	23	5,239,000	41,732,000	4,917,000	47,852,000	
	36	4,189,000	30,050,000	35	3,911,000	40,404,000	3,682,000	46,617,000	
	48	3,559,000	30,050,000	47	3,331,000	39,824,000	3,140,000	46,075,000	
128,850,000	60	3,223,000	30,050,000	59	3,017,000	39,510,000	2,852,000	45,787,000	
SIGRA 1.0 M MT	12	10,660,000	31,900,000	11	9,906,000	48,711,000	9,281,000	54,991,000	
	24	6,024,000	31,900,000	23	5,616,000	44,421,000	5,271,000	50,981,000	
	36	4,490,000	31,900,000	35	4,192,000	42,997,000	3,947,000	49,657,000	
	48	3,815,000	31,900,000	47	3,570,000	42,375,000	3,366,000	49,076,000	
138,100,000	60	3,454,000	31,900,000	59	3,234,000	42,039,000	3,054,000	48,764,000	
SIGRA 1.2 X MT	12	11,406,000	33,830,000	11	10,600,000	51,818,000	9,922,000	58,527,000	
	24	6,456,000	33,830,000	23	6,020,000	47,238,000	5,651,000	54,256,000	
	36	4,812,000	33,830,000	35	4,493,000	45,711,000	4,228,000	52,833,000	
	48	4,088,000	33,830,000	47	3,823,000	45,041,000	3,607,000	52,212,000	
147,750,000	60	3,701,000	33,830,000	59	3,465,000	44,683,000	3,274,000	51,879,000	
SIGRA 1.2 X AT	12	12,439,000	36,510,000	11	11,560,000	56,128,000	10,822,000	63,447,000	
	24	7,041,000	36,510,000	23	6,565,000	51,133,000	6,163,000	58,788,000	
	36	5,254,000	36,510,000	35	4,908,000	49,476,000	4,618,000	57,243,000	
	48	4,464,000	36,510,000	47	4,178,000	48,746,000	3,940,000	56,565,000	
161,150,000	60	4,041,000	36,510,000	59	3,784,000	48,352,000	3,575,000	56,200,000	
SIGRA 1.2 X MT DLX	12	11,827,000	34,930,000	11	10,999,000	53,592,000	10,297,000	60,552,000	
	24	6,699,000	34,930,000	23	6,241,000	48,834,000	5,859,000	56,114,000	
	36	4,989,000	34,930,000	35	4,659,000	47,252,000	4,387,000	54,642,000	
	48	4,242,000	34,930,000	47	3,967,000	46,560,000	3,740,000	53,995,000	
153,250,000	60	3,838,000	34,930,000	59	3,593,000	46,186,000	3,397,000	53,652,000	
SIGRA 1.2 X AT DLX	12	12,859,000	37,610,000	11	11,960,000	57,903,000	11,197,000	65,472,000	

TYPE / OTR	ADDB 20%		ADDM 25%		ADDM 30%			
	Sisa	Angsuran Bayar I	Sisa	Angsuran Bayar I	Sisa	Angsuran Bayar I		
SIGRA 1.2 R AT DLX	12	13,205,000	38,490,000	11	12,272,000	59,315,000	11,489,000	67,084,000
	24	7,474,000	38,490,000	23	6,964,000	54,007,000	6,542,000	62,137,000
	36	5,577,000	38,490,000	35	5,210,000	52,253,000	4,903,000	60,498,000
	48	4,739,000	38,490,000	47	4,435,000	51,478,000	4,183,000	59,778,000
	60	4,290,000	38,490,000	59	4,017,000	51,060,000	3,795,000	59,390,000
171,050,000								
ALL NEW TERIOS X MT	12	17,158,000	49,230,000	11	15,938,000	76,406,000	14,912,000	86,617,000
	24	9,630,000	49,230,000	23	8,963,000	69,431,000	8,400,000	80,105,000
	36	7,187,000	49,230,000	35	6,706,000	67,174,000	6,304,000	78,009,000
	48	6,120,000	49,230,000	47	5,719,000	66,187,000	5,389,000	77,094,000
	60	5,549,000	49,230,000	59	5,192,000	65,660,000	4,899,000	76,604,000
224,750,000								
ALL NEW TERIOS X MT DELUXE	12	17,916,000	51,210,000	11	16,642,000	79,585,000	15,571,000	90,246,000
	24	10,050,000	51,210,000	23	9,354,000	72,297,000	8,771,000	83,446,000
	36	7,504,000	51,210,000	35	7,002,000	69,945,000	6,582,000	81,257,000
	48	6,390,000	51,210,000	47	5,972,000	68,915,000	5,626,000	80,301,000
	60	5,793,000	51,210,000	59	5,418,000	68,361,000	5,116,000	79,791,000
234,650,000								
ALL NEW TERIOS X AT DELUXE	12	18,711,000	53,290,000	11	17,381,000	82,924,000	16,254,000	94,049,000
	24	10,496,000	53,290,000	23	9,769,000	75,312,000	9,161,000	86,956,000
	36	7,836,000	53,290,000	35	7,313,000	72,856,000	6,874,000	84,669,000
	48	6,673,000	53,290,000	47	6,236,000	71,779,000	5,873,000	83,668,000
	60	6,050,000	53,290,000	59	5,659,000	71,202,000	5,343,000	83,138,000
245,050,000								
ALL NEW TERIOS R MT	12	19,786,000	56,110,000	11	18,380,000	87,448,000	17,189,000	99,214,000
	24	11,103,000	56,110,000	23	10,331,000	79,399,000	9,688,000	91,713,000
	36	8,219,000	56,110,000	35	7,666,000	76,734,000	7,203,000	89,228,000
	48	7,001,000	56,110,000	47	6,540,000	75,608,000	6,156,000	88,181,000
	60	6,349,000	56,110,000	59	5,936,000	75,004,000	5,602,000	87,627,000
259,150,000								
ALL NEW TERIOS R AT	12	20,573,000	58,170,000	11	19,103,000	90,746,000	17,875,000	102,990,000
	24	11,540,000	58,170,000	23	10,742,000	82,385,000	10,074,000	95,189,000
	36	8,546,000	58,170,000	35	7,972,000	79,615,000	7,486,000	92,601,000
	48	7,280,000	58,170,000	47	6,800,000	78,443,000	6,401,000	91,516,000
	60	6,601,000	58,170,000	59	6,172,000	77,815,000	5,825,000	90,940,000
269,450,000								
ALL NEW TERIOS R MT DELUXE	12	20,550,000	58,110,000	11	19,082,000	90,650,000	17,855,000	102,880,000
	24	11,527,000	58,110,000	23	10,730,000	82,298,000	10,063,000	95,088,000
	36	8,537,000	58,110,000	35	7,963,000	79,531,000	7,478,000	92,503,000
	48	7,272,000	58,110,000	47	6,793,000	78,361,000	6,394,000	91,419,000
	60	6,594,000	58,110,000	59	6,165,000	77,733,000	5,818,000	90,843,000
269,150,000								
ALL NEW TERIOS R AT DELUXE	12	21,338,000	60,170,000	11	19,814,000	93,957,000	18,540,000	106,655,000
	24	11,969,000	60,170,000	23	11,142,000	85,285,000	10,444,000	98,559,000
	36	8,864,000	60,170,000	35	8,268,000	82,411,000	7,765,000	95,880,000
	48	7,550,000	60,170,000	47	7,050,000	81,193,000	6,640,000	94,755,000
	60	6,846,000	60,170,000	59	6,401,000	80,544,000	6,041,000	94,156,000
279,450,000								
ALL NEW TERIOS R MT CUSTOM	12	20,694,000	58,490,000	11	19,224,000	91,267,000	17,980,000	103,575,000
	24	11,613,000	58,490,000	23	10,805,000	82,848,000	10,133,000	95,728,000
	36	8,597,000	58,490,000	35	8,018,000	80,061,000	7,534,000	93,129,000
	48	7,323,000	58,490,000	47	6,840,000	78,883,000	6,439,000	92,034,000
	60	6,640,000	58,490,000	59	6,211,000	78,254,000	5,859,000	91,454,000
271,050,000								
ALL NEW TERIOS R AT CUSTOM	12	21,481,000	60,550,000	11	19,947,000	94,565,000	18,665,000	107,350,000
	24	12,050,000	60,550,000	23	11,217,000	85,835,000	10,519,000	99,204,000
	36	8,924,000	60,550,000	35	8,324,000	82,942,000	7,817,000	96,502,000
	48	7,601,000	60,550,000	47	7,100,000	81,718,000	6,684,000	95,369,000
	60	6,892,000	60,550,000	59	6,444,000	81,062,000	6,082,000	94,767,000
281,350,000								

Karyawan:

1. KTP, KTP Pasangan/Penjamin
2. KK/Akta Nikah
3. NPWP Pribadi
4. Bukti Kepemilikan Rumah (PBB/AIB/Sertifikat/PerjanjianKPR)
5. Data Keuangan (Slip Gaji Carbonized/Rekening Tab 3 bulan terakhir

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Wiraswasta:

1. KTP, KTP Pasangan/Penjamin
2. KK/Akta Nikah
3. NPWP Pribadi & NPWP Usaha
4. Bukti Kepemilikan Rumah (PBB/AIB/Sertifikat/Perjanjian KPR)
5. Legalitas Usaha (SKU,SIUP,TDP,Akta Pendirian,Akta Perubahan,SK Kumham, SK Domisili)
6. Data Keuangan (Bon Usaha & buku tabungan 3 bulan terakhir, pembukuan perusahaan

TYPE / OTR	ADDB 20%		ADDM 25%		ADDM 30%			
	Sisa	Angsuran Bayar I	Sisa	Angsuran Bayar I	Sisa	Angsuran Bayar I		
GRAND NEW XENIA X MT 1.3 STD	12	15,974,000	46,120,000	11	14,838,000	71,418,000	13,882,000	80,922,000
	24	9,045,000	46,120,000	23	8,423,000	65,003,000	7,903,000	74,943,000
	36	6,752,000	46,120,000	35	6,303,000	62,883,000	5,929,000	72,969,000
	48	5,748,000	46,120,000	47	5,374,000	61,954,000	5,066,000	72,106,000
	60	5,208,000	46,120,000	59	4,875,000	61,455,000	4,605,000	71,645,000
209,200,000								
GRAND NEW XENIA X MT 1.3 DLX	12	16,886,000	48,510,000	11	15,686,000	75,254,000	14,676,000	85,301,000
	24	9,566,000	48,510,000	23	8,905,000	68,473,000	8,355,000	78,980,000
	36	7,137,000	48,510,000	35	6,663,000	66,231,000	6,267,000	76,892,000
	48	6,076,000	48,510,000	47	5,681,000	65,249,000	5,355,000	75,980,000
	60	5,507,000	48,510,000	59	5,153,000	64,721,000	4,868,000	75,493,000
221,150,000								
GRAND NEW XENIA R MT 1.3 STD	12	16,807,000	48,300,000	11	15,612,000	74,917,000	14,598,000	84,908,000
	24	9,517,000	48,300,000	23	8,863,000	68,168,000	8,316,000	78,626,000
	36	7,103,000	48,300,000	35	6,632,000	65,937,000	6,238,000	76,548,000
	48	6,048,000	48,300,000	47	5,654,000	64,959,000	5,330,000	75,640,000
	60	5,479,000	48,300,000	59	5,129,000	64,434,000	4,845,000	75,155,000
220,100,000								
GRAND NEW XENIA R MT 1.3 DLX	12	17,791,000	50,880,000	11	16,526,000	79,056,000	15,454,000	89,634,000
	24	9,980,000	50,880,000	23	9,289,000	71,819,000	8,710,000	82,890,000
	36	7,451,000	50,880,000	35	6,953,000	69,483,000	6,536,000	80,716,000
	48	6,346,000	50,880,000	47	5,930,000	68,460,000	5,584,000	79,764,000
	60	5,750,000	50,880,000	59	5,381,000	67,911,000	5,080,000	79,260,000
233,000,000								
GRAND NEW XENIA X AT 1.3 STD	12	16,724,000	48,080,000	11	15,526,000	74,556,000	14,526,000	84,506,000
	24	9,469,000	48,080,000	23	8,819,000	67,849,000	8,275,000	78,255,000
	36	7,068,000	48,080,000	35	6,599,000	65,629,000	6,207,000	76,187,000
	48	6,018,000	48,080,000	47	5,626,000	64,656,000	5,301,000	75,281,000
	60	5,452,000	48,080,000	59	5,103,000	64,133,000	4,821,000	74,801,000
219,000,000								
GRAND NEW XENIA X AT 1.3 DLX	12	17,610,000	50,400,000	11	16,349,000	78,279,000	15,296,000	88,756,000
	24	9,878,000	50,400,000	23	9,194,000	71,124,000	8,621,000	82,081,000
	36	7,375,000	50,400,000	35	6,882,000	68,812,000	6,470,000	79,930,000
	48	6,281,000	50,400,000	47	5,867,000	67,797,000	5,527,000	78,987,000
	60	5,692,000	50,400,000	59	5,326,000	67,256,000	5,028,000	78,488,000
230,600,000								
GRAND NEW XENIA R AT 1.3 STD	12	17,548,000	50,260,000	11	16,300,000	78,055,000	15,250,000	88,500,000
	24	9,848,000	50,260,000	23	9,167,000	70,922,000	8,596,000	81,846,000
	36	7,353,000	50,260,000	35	6,862,000	68,617,000	6,447,000	79,697,000
	48	6,262,000	50,260,000	47	5,849,000	67,604,000	5,511,000	78,761,000
	60	5,675,000	50,260,000	59	5,310,000	67,065,000	5,013,000	78,263,000
229,900,000								
GRAND NEW XENIA R AT 1.3 DLX	12	18,456,000	52,640,000	11	17,144,000	81,874,000	16,041,000	92,861,000
	24	10,358,000	52,640,000	23	9,641,000	74,371,000	9,041,000	85,861,000
	36	7,734,000	52,640,000	35	7,217,000	71,947,000	6,781,000	83,601,000
	48	6,586,000	52,640,000	47	6,152,000	70,882,000	5,796,000	82,616,000
	60	5,968,000	52,640,000	59				