Lotus Engineers

INTERNAL ESTIMATE

PREPARED FOR
Example Customer Ltd
Project: Fabricated components

Reference: EST-2026-0002
Revision: 1 | 01 November 2026
Status: Working draft

Project scope

Fabricated components

Detailed direct costs

Category / item	Qty	Unit cost	Total
Materials - Mild steel sheet 2 mm	10	£45.00	£450.00
Labour - Fabrication technician	12	£28.00	£336.00
DIRECT COST			£786.00

Pricing build-up

Component	Basis	Value
Overheads	10.0% of £786.00	£78.60
Contingency	5.0% of £864.60	£43.23
Total estimated cost	Direct + overheads + contingency	£907.83
Target gross margin	Percentage of selling price	25.0%
Selling price ex VAT	Cost / (1 - margin)	£1,210.44
VAT	20.0% of selling price	£242.09
Selling price inc VAT		£1,452.53

Governance and approval

Rev 1 | Working draft
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INTERNAL / CONFIDENTIAL - Do not issue this cost breakdown to customers.
Suppliers: Mild steel sheet 2 mm: Example supplier

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